

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20051420

1. ACTION REQUESTED/PURPOSE: Approve waiving of the formal process for BW-05-15 for Assistance with Army Corp and South Florida Water Management District (SFWMD), for Lee County Visitor & Convention Bureau, to Marlowe & Company, in the amount of \$97,200 (FY 2005-2006), \$99,000.00 (FY 2006-2007 and \$100,800.00 (FY 2007-2008), with a contract term of October 1, 2005-September 30, 2006 (Year 1), October 1, 2006-September 30, 2007 (Year 2) and October 1, 2007-September 30, 2008 (Year 3). Further authorize Chairman to execute the Service Provider Agreement upon receipt.

2. WHAT ACTION ACCOMPLISHES: Provides for a continuation of lobbying services with an experienced consultant in Washington that specializes in Army Corps projects.

3. MANAGEMENT RECOMMENDATION: Staff Recommend Approval.

4. Departmental Category: 1. A.I.B		5. Meeting Date: 10-25-2005
6. Agenda: <input type="checkbox"/> Consent <input checked="" type="checkbox"/> Administrative <input type="checkbox"/> Appeals <input type="checkbox"/> Public <input type="checkbox"/> Walk-On	7. Requirement/Purpose: (specify)	
	<input type="checkbox"/> Statute	
	<input type="checkbox"/> Ordinance	
	<input checked="" type="checkbox"/> Admin. Code AC-4-4	
	<input type="checkbox"/> Other	
		8. Request Initiated: Commissioner Department VCB Division [Signature] By: D.T. Minich, Director

9. Background:
Lee County has utilized the services of Marlowe & Company since 1997 for federal lobbying related specifically to beach renourishment funding. When the Tourist Development Council decided to take a more active role in water resource management (as it relates to Lake Okeechobee), the County wanted a consultant that had a solid background in working with the agency that has oversight of the Lake Okeechobee – the Army Corps. Marlowe & Company is the only firm in Washington to specialize in Army Corps projects.

VCB has been utilizing the services of Marlowe & Company for the past 18 months to help develop an approach that would give us the best opportunity to make an impact. In order to continue this effort it will be in the best interest of Lee County to make a full year commitment to using the unique services of Marlowe & Company as we seek a stronger voice in Washington with regard to the management of Lake Okeechobee. We do not want to lose the valuable ground gained in the last few months, and request that a bid waiver be granted in order to proceed.

We are therefore requesting approval to waive the formal process and continue services with Marlowe & Co for the next three years (October 1, 2005 – September 30, 2008).

Funds will be made available in Account #HB5520117400.503490

Attachment 1. Justification Memo

10. Review for Scheduling:

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services			County Manager/P.W. Director
<i>[Signature]</i>	<i>[Signature]</i>	N/A		<i>[Signature]</i>	Analyst <i>[Signature]</i>	Risk <i>[Signature]</i>	Grants <i>[Signature]</i>	Mgr. <i>[Signature]</i>

11. Commission Action:

- Approved
- Deferred
- Denied
- Other

RECEIVED BY COUNTY ADMIN:
10/10/05
3:25
COUNTY ADMIN FORWARDED TO:
TD 3:35


Rec. by CoAtty
Date: 10/10/05
Time: 11:55 AM
Forwarded To:
Admin. 10/10/05

05 SEP 14 PM 1:39

CONFIDENTIALS CNTR
FOURTH FLOOR

MEMORANDUM

TO: Cindy Logan

FROM: D.T. Minich, CDME 

DATE: September 13, 2005

RE: Request for Bid Waiver – Marlowe & Company

Lee County has utilized the services of Marlowe & Company since 1997 for federal lobbying related specifically to the County's federal beach nourishment projects. This relationship includes working most often with Congress and the U.S. Army Corps of Engineers.

Nearly 18 months ago, the Tourist Development Council took a much more active role in water resource management as it relates to Lake Okeechobee and the fresh water that enters our system as a result of Lake Okeechobee management. Marlowe & Company is the only firm in Washington to specialize in Army Corps projects, thus the VCB sought their input to help develop an approach that would give us the best opportunity to make an impact.

This past year, Marlowe & Company has assisted the County by:

- Ensuring a close working relationship with the County's Congressional delegation, including Representative Connie Mack and Senators Bill Nelson and Mel Martinez, and previously Representative Porter Goss and Senator Bob Graham as well. This has included frequent contact with the Members and their staff to keep the Everglades issues at the top of their priority list while also prodding them to keep pressuring the Corps to take Lee County concerns into account;
- Working frequently with the Corps of Engineers in Washington, Atlanta, and Jacksonville to ensure that environmental concerns of the East and West coasts of Florida become a bigger influence in the development of projects;
- Working to secure \$1.5 million in FY 2006 federal funding for the Estero and Gasparilla beach nourishment projects (to add to additional federal funding secured in previous fiscal years); and
- Monitoring and ensuring prompt review of the Lee County – Estero and Gasparilla Project Cooperation Agreement as it moves through the Corps review process.

We feel it is in the best interest of Lee County to continue using the services of Marlowe & Company as we seek a stronger voice in Washington with regard to our water resources. We do not want to lose the valuable ground gained on these issues, and ask that a bid waiver be granted in order to proceed.

Cindy Logan
September 13, 2005
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The proposed contract will cover the lobbying efforts related to both water resource management and beach nourishment. The not-to-exceed cost of this contract will be \$97,200 for FY 2005-06, \$99,000 for FY 2006-07 and \$100,800 for FY 2007-08.