DATE: May 7, 2013

TO: BOARD OF EDUCATION

FROM: S. Dallas Dance, Superintendent

SUBJECT: RECOMMENDATIONS FOR AWARD OF CONTRACTS

ORIGINATOR: Michael G. Sines, Chief Operations Officer

RESOURCE PERSON(S): Rick Gay, Manager, Office of Purchasing
Pradeep Dixit, Executive Director, Physical Facilities

RECOMMENDATION

That the Board of Education approves the following contract recommendations.

*****

See the attached list of contract recommendations presented for consideration by the Board of Education of Baltimore County.

Appendix I – Recommendations for Award of Contracts – Board Exhibit
## Recommendations for Award of Contracts
### Board Exhibit – May 7, 2013

### 1. Contract Modification and Extension: Instructional Materials

**Contract #:** JMI-601-08 (Anne Arundel County Public Schools Multiple Award Contract for Discounted Materials of Instruction #06CM-77)

<table>
<thead>
<tr>
<th>Term</th>
<th>N/A</th>
<th>Extension: 11 months</th>
<th>Contract Ending Date: 3/31/14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Estimated contract authority:</td>
<td>$ 7,000,000</td>
<td>Estimated modification amount:</td>
<td>$ 1,000,000</td>
</tr>
<tr>
<td>New estimated total contract authority:</td>
<td>$ 8,000,000</td>
<td></td>
<td></td>
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</tbody>
</table>

**Board meeting date:** May 7, 2013

**Description:**

On August 14, 2007, the Board approved this contract for instructional supplies and materials. On August 9, 2011, and April 17, 2012, the Board approved contract modifications that exercised the option to extend the contract. This modification and extension includes the funds to exercise the option to extend the contract through March 31, 2014. The contracted vendors will provide 30,000+ line items of educational products and related materials (e.g., art materials, puzzles, hands-on learning kits, and multicultural and special need items). These catalogs are on our electronic platform.

**Recommendation:**

Award of contract modification and extension is recommended to:

- ABC
- ETA Cuisenaire
- Childcraft Education Corp.
- Demco, Inc.
- Dick Blick Art Materials
- Frey Scientific
- Hearlihy
- Highsmith, Inc.
- Kaplan Early Learning Co.
- Kurtz Brothers
- Lakeshore Learning
- Medco Supply
- Nasco
- PITSCO
- School & PreSchool Supply Center

Landisville, PA
Vernon Hills, IL
Lancaster, PA
Madison, WI
Galesburg, IL
Mansfield, OH
Pittsburg, KS
Fort Atkinson, WI
Lewisville, NC
Clearfield, PA
Carson, CA
Tonawanda, NY
Fort Atkinson, WI
Pittsburg, KS
Baltimore, MD
t/a Learning How
School Specialty       Mansfield, OH
US Toy Co DBA Constructive Playthings Grandview, MO

Responsible school or office: Division of Curriculum and Instruction

Contact person: Patricia Lawton

Funding source: Operating budget
2. **Contract:** Classroom Learning Instructional Materials, Equipment, Supplies, and Related Items  
   **Contract #:** MWE-882-13 (Fort Bend ISD, RFP 12-009KK)  

**Term:** 3 years  
**Extension:** N/A  
**Contract Ending Date:** 5/31/16  
**Estimated contract authority:** $ 200,000

**Board meeting date:** May 7, 2013  
**Bid issued:** N/A  
**Pre-bid meeting date:** N/A  
**Due date:** N/A  
**No. of vendors issued to:** N/A  
**No. of bids received:** N/A  
**No. of no-bids received:** N/A

**Description:**

This contract consists of equipment to provide language translation services for Title I schools to be used for parent involvement. Each school will be provided with a transmitter pack for the translator with 20 headphone receivers, a speaker pack, a pack of alcohol wipes, and extra batteries.

Section §5–112 of the Education Article of the Annotated Code of Maryland subparagraph (a) (3) states that, “…except as provided in subsection (e) of this section, a county board’s participation in contracts for goods or commodities that are awarded by other public agencies or by intergovernmental purchasing organizations if the lead agency for the contract follows public bidding procedures.” Further, under the Education Article §4–123 Cooperative administration of programs (a) (1) states a “county board may enter into an agreement for the cooperative or joint administration of programs with one or more: (i) County boards; (ii) Other educational institutions or agencies; and (iii) Boards of county commissioners or county councils.” In §13–110 of the State Finance and Procurement Article, “Subject to §12-107 of this article, whenever a primary procurement unit procurement officer determines that it is in the best interest of the State to sponsor or participate in an intergovernmental cooperative purchasing agreement, with the approval of the unit head and subject to any other approval required by law, the primary procurement unit may become a party to or participate under the agreement.”

**Recommendation:**

Award of contract is recommended to:

Audio Resource Group  
West Fargo, ND

**Responsible school or office:** Office of Special Programs

**Contact person:** Kathleen McMahon

**Funding source:** Grant funds
3. **Contract:** Data Acquisition Technology  
**Contract #:** JNI-760-13

<table>
<thead>
<tr>
<th>Term:</th>
<th>1 year</th>
<th><strong>Extension:</strong></th>
<th>N/A</th>
<th><strong>Contract Ending Date:</strong></th>
<th>5/31/14</th>
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<tr>
<td><strong>Estimated contract authority:</strong></td>
<td>$35,000</td>
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</table>

**Board meeting date:** May 7, 2013  
**Bid issued:** N/A  
**Pre-bid meeting date:** N/A  
**Due date:** N/A  
**No. of vendors issued to:** N/A  
**No. of bids received:** N/A  
**No. of no-bids received:** N/A

**Description:**

On January 28, 2004, the Board approved a sole-source contract to purchase a data acquisition software and hardware package from Vernier Software and Technology Company. Data acquisition technology allows students to participate in the full spectrum of the scientific experience, from hypothesis to conclusion, by incorporating tools that reduce error and emphasize higher-order thinking skills. The experiments can be set up and run in a matter of minutes. Data are collected and graphed in real time, and data analysis is completed quickly. The time saved can be utilized to relate the data collected to scientific concepts under discussion during the lesson.

Because most of the existing technology purchased in 2004 is wearing out and becoming obsolete, the science office needs to upgrade the current equipment. The Office of Science will purchase a set of four new LabQuest2 units for each high school. This purchase supports the Science, Technology, Engineering, and Mathematics program, the Common Core State Standards, the Next Generation Science Standards, the 21st Century learning, and the BCPS’ goal of producing students who are college and career ready.

The Vernier LabQuest2 is a stand-alone interface device with built-in graphing and analysis applications. This makes it totally portable--it can even be taken outdoors when appropriate to collect data in the field. The LabQuest2 unit is compatible with all Vernier sensors and probes currently in use. Additionally, it comes with built-in sensors, such as global positioning systems and accelerometers, increasing its functionality. It has 200 MB data storage capability and automatically receives free software updates as they become available from Vernier. The LabQuest2 is also compatible with Windows and MacIntosh computers.

Under §13-107 (a) (1) Sole-Source procurement defined in the State Finance and Procurement Article of the Annotated Code of Maryland – whenever a procurement officer determines that there is only one available source for the subject of a procurement contract, the procurement officer may award the procurement contract without competition to that source. Furthermore, Superintendent’s Rule 3209, paragraph 2a. - States that all purchases are subject to the published
procedures, authority, and scrutiny of the Office of Purchasing. Also Superintendent’s Rule 3215 creates guidelines and procedures for sole-source procurement only under specific guidelines. The rule permits a sole-source contract when the Office of Purchasing determines that it would be advantageous or [that it would be] impractical to seek or utilize another source when the requirement is only available from a single source and when the compatibility of equipment, accessories, or replacement parts is the paramount consideration. In addition, under Office of Purchasing Procedure 3215.003, paragraph 2.7, “a sole-source purchase may also arise from the following condition: copyrighted products, such as software, publications, textbooks, media, or products (specialized and/or advanced technology), which ensure a compatible learning environment for students/faculty at various school sites. The existence of limited rights in data patent rights copyrights or secret processes make the supplies or services available from only one source.”

**Recommendation:**

Award of contract is recommended to:

Vernier Software and Technology  Beaverton, OR

**Responsible school or office:** Department of Science, Technology, Engineering, and Mathematics

**Contact person:** Dr. John Quinn

**Funding source:** Operating budget
4. **Contract:** Financing Various Vehicles  
   **Contract #:** MBU-513-13

   **Term:** 5 years, 1 mo.  
   **Extension:** N/A  
   **Contract Ending Date:** 7/3/18

   **Principal:** $7,895,744  
   **Interest:** $146,876 (0.923%)  
   **Total:** $8,042,620

   **Board meeting date:** May 7, 2013  
   **Bid issued:** March 28, 2013  
   **Pre-bid meeting date:** N/A  
   **Due date:** April 16, 2013  
   **No. of vendors issued to:** 37  
   **No. of bids received:** 12  
   **No. of no-bids received:** 4

   **Description:**

   This contract consists of financing for required school buses and trucks. The recommendation for the purchase of vehicles is based on selecting the financing option that provides the most cost-effective financing plan. The proposed interest rate shall be fixed, and the principal and interest will be budgeted and paid each year in accordance with an established repayment schedule. The total principal and interest will be repaid over a period of six fiscal years (July 1 through June 30), but shall not exceed a period of 61 months. The financing arrangement has been coordinated with the Baltimore County Government Office of Budget and Finance to ensure that the annual payments required are funded in the budget. James E. Cumbie, Venable LLP, 750 E. Pratt St., Baltimore, MD 21202, Suite 900, shall serve as special tax counsel for this transaction.

   **Recommendation:**

   Award of contract is recommended to:

   U.S. Bancorp Government Leasing and Finance  
   Denver, CO

   **Responsible school or office:** Department of Fiscal Services

   **Contact person:** Barbara Burnopp

   **Funding source:** Operating budget
5. **Contract:** Maintenance Tools and Supplies  
**Contract #:** JNI-759-13 (Buy Board Proposal #339-10)

**Term:** 5 years  
**Extension:** 3 years  
**Contract Ending Date:** 5/31/21  
**Estimated contract authority:** $5,000,000

**Board meeting date:** May 7, 2013  
**Bid issued:** N/A  
**Pre-bid meeting date:** N/A  
**Due date:** N/A  
**No. of vendors issued to:** N/A  
**No. of bids received:** N/A  
**No. of no-bids received:** N/A

**Description:**

This contract consists of facility maintenance products that include lighting, electrical, security, janitorial, and HVAC supplies as well as various tools. The award bidder will become part of our electronic platform catalog offerings.

Section §5–112 of the Education Article of the Annotated Code of Maryland subparagraph (a) (3) states that, “…except as provided in subsection (e) of this section, a county board’s participation in contracts for goods or commodities that are awarded by other public agencies or by intergovernmental purchasing organizations if the lead agency for the contract follows public bidding procedures.” Further, the Education Article §4-123 Cooperative administration of programs (a) (1) states a “county board may enter into an agreement for the cooperative or joint administration of programs with one or more: (i) County boards; (ii) Other educational institutions or agencies; and (iii) Boards of county commissioners or county councils.” In §13-110 of the State Finance and Procurement Article, “Subject to §12-107 of this article, whenever a primary procurement unit procurement officer determines that it is in the best interest of the State to sponsor or participate in an intergovernmental cooperative purchasing agreement, with the approval of the unit head and subject to any other approval required by law, the primary procurement unit may become a party to or participate under the agreement.”

**Recommendation:**

Award of contract is recommended to:

Sexauer  
Jacksonville, FL

**Responsible school or office:** Department of Physical Facilities

**Contact person:** Pradeep Dixit

**Funding source:** Operating budget
6. **Contract:** Overhead Door and Folding Wall Maintenance and Repair  
   **Contract #:** PCR-282-13  

   **Term:** 5 years  
   **Extension:** N/A  
   **Contract Ending Date:** 5/31/18  
   **Estimated contract authority:** $500,000

   **Board meeting date:** May 7, 2013  
   **Bid issued:** March 7, 2013  
   **Pre-bid meeting date:** March 18, 2013  
   **Due date:** March 27, 2013  
   **No. of vendors issued to:** 11  
   **No. of bids received:** 5  
   **No. of no-bids received:** 0

**Description:**

This contract consists of furnishing labor, equipment, and materials to repair and maintain overhead doors and folding walls at various locations. This contract replaces PCR-289-08, which expired March 30, 2013.

**Recommendation:**

Award of contract is recommended to:

   - All About Doors, Inc.  
   - Baltimore Precision Door, Inc.  
   - Modern Door & Equipment, Inc.  
   - Glen Burnie, MD  
   - Baltimore, MD  
   - White Plains, MD

**Responsible school or office:** Department of Physical Facilities

**Contact person:** Pradeep Dixit

**Funding source:** Operating budget
7. **Contract:** Safety Shoes
   **Contract #:** JMI-627-13 (Fairfax County, VA IFB #2000000552)
   **Term:** 5 years, 8 mos.  **Extension:** N/A  **Contract Ending Date:** 12/31/18
   **Estimated contract authority:** $ 290,000

   **Board meeting date:** May 7, 2013  
   **Bid issued:** N/A  
   **Pre-bid meeting date:** N/A  
   **Due date:** N/A  
   **No. of vendors issued to:** N/A  
   **No. of bids received:** N/A  
   **No. of no-bids received:** N/A

**Description:**
This contract consists of the purchase of safety shoes. This contract replaces JMI-605-10, which expired on January 31, 2013.

Section §5–112 of the Education Article of the Annotated Code of Maryland subparagraph (a) (3) states that, “…except as provided in subsection (e) of this section, a county board’s participation in contracts for goods or commodities that are awarded by other public agencies or by intergovernmental purchasing organizations if the lead agency for the contract follows public bidding procedures.” Further, under the Education Article §4-123 Cooperative administration of programs (a) (1) states a “county board may enter into an agreement for the cooperative or joint administration of programs with one or more: (i) County boards; (ii) Other educational institutions or agencies; and (iii) Boards of county commissioners or county councils.” In §13-110 of the State Finance and Procurement Article, “Subject to §12-107 of this article, whenever a primary procurement unit procurement officer determines that it is in the best interest of the State to sponsor or participate in an intergovernmental cooperative purchasing agreement, with the approval of the unit head and subject to any other approval required by law, the primary procurement unit may become a party to or participate under the agreement.”

**Recommendation:**

Award of contract is recommended to:

- Lehigh Outfitters  
  Nelsonville, OH
- Lehigh Valley Safety Supply Co.  
  Allentown, PA
- Red Wing Brands of America, Inc.  
  Linthicum, MD
- Saf-Gard Safety Shoe Co.  
  Lancaster, PA

**Responsible school or office:** Department of Physical Facilities

**Contact person:** Pradeep Dixit

**Funding source:** Operating budget
8. **Contract:** School Supplemental Educational Materials  
**Contract #:** JNI-758-13 (Interlocal Purchasing System (TIPS/TAPS)  
Pittsburg, TX, #2062812)  
**Term:** 5 years  
**Extension:** 3 years  
**Contract Ending Date:** 5/31/21  
**Estimated contract authority:** $600,000

- **Board meeting date:** May 7, 2013  
- **Bid issued:** N/A  
- **Pre-bid meeting date:** N/A  
- **Due date:** N/A  
- **No. of vendors issued to:** N/A  
- **No. of bids received:** N/A  
- **No. of no-bids received:** N/A

**Description:**

This contract consists of supplemental educational instructional materials and supplies. Schools have been purchasing items from the company with individual purchase orders. This award bidder will become part of our electronic platform catalog offerings.

Section §5–112 of the Education Article of the Annotated Code of Maryland subparagraph (a) (3) states that, “…except as provided in subsection (e) of this section, a county board’s participation in contracts for goods or commodities that are awarded by other public agencies or by intergovernmental purchasing organizations if the lead agency for the contract follows public bidding procedures.” Further, the Education Article §4-123 Cooperative administration of programs (a) (1) states a “county board may enter into an agreement for the cooperative or joint administration of programs with one or more: (i) County boards; (ii) Other educational institutions or agencies; and (iii) Boards of county commissioners or county councils.” In §13-110 of the State Finance and Procurement Article, “Subject to §12-107 of this article, whenever a primary procurement unit procurement officer determines that it is in the best interest of the State to sponsor or participate in an intergovernmental cooperative purchasing agreement, with the approval of the unit head and subject to any other approval required by law, the primary procurement unit may become a party to or participate under the agreement.”

**Recommendation:**

Award of contract is recommended to:

- **Really Good Stuff**
  - Monroe, CT
- **Responsible school or office:** Division of Curriculum and Instruction
- **Contact person:** Patricia Lawton
- **Funding source:** Operating funds
9. **Contract:** Renovation and Addition to Hereford HS – Package 2  
**Contract #:** MBU-506-13

<table>
<thead>
<tr>
<th>Term:</th>
<th>N/A</th>
<th>Extension:</th>
<th>N/A</th>
<th><strong>Contract Ending Date:</strong></th>
<th>N/A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Estimated annual award value:</td>
<td>$ 26,635,472</td>
<td>Estimated contingency amount:</td>
<td>$ 2,663,547</td>
<td>Estimated total award value:</td>
<td>$ 29,299,019</td>
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</table>

- **Board meeting date:** May 7, 2013
- **Bid issued:** February 21, 2013
- **Pre-bid meeting date:** February 28, 2013
- **Due date:** March 28, 2013
- **No. of vendors issued to:** 15
- **No. of bids received:** 5
- **No. of no-bids received:** 0

**Description:**

This project, which represents package #2, consists of the renovation of the existing classrooms, library, administrative and health suites; construction of a classroom addition to accommodate the school’s enrollment; replacement and upgrade to the mechanical, electrical and data systems; and expansion of the parking area as well as other site improvements to bring this facility up to current BCPS standards.

**Recommendation:**

Award of contract is recommended to:

Cam Construction  
Baltimore, MD

**Responsible school or office:** Department of Physical Facilities

**Contact person:** Pradeep Dixit

**Funding source:** Capital budget
**Contract Name:** Renovation and Addition to Hereford HS – Package 2  
**Contract #:** MBU-506-13

<table>
<thead>
<tr>
<th>Bidder’s Names</th>
<th>Cam Construction</th>
<th>Towson Mechanical, Inc.</th>
<th>Dustin Construction</th>
<th>James W. Ansel, Inc.</th>
<th>J. Vinton Shaefer &amp; Sons, Inc.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base Bid: (Include $60,000 allowance for Industrial Hygienist Services)</td>
<td>$25,443,472</td>
<td>$25,792,000</td>
<td>$26,295,000</td>
<td>$27,267,000</td>
<td>$29,000,000</td>
</tr>
<tr>
<td>Alternate No.2 ADD: Add renovations and improvements to the freestanding, pre-engineered fitness building.</td>
<td>$122,000</td>
<td>$54,000</td>
<td>$185,000</td>
<td>$217,000</td>
<td>$68,000</td>
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<tr>
<td>Alternate No.3 ADD: Replace corridor lockers in the existing building.</td>
<td>$135,000</td>
<td>$143,000</td>
<td>$136,000</td>
<td>$142,000</td>
<td>$140,000</td>
</tr>
<tr>
<td>Alternate No.4 ADD: Replace interior doors and hardware.</td>
<td>$230,000</td>
<td>$251,000</td>
<td>$242,000</td>
<td>$262,000</td>
<td>$310,000</td>
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<tr>
<td>Alternate No.5 ADD: Install proposed Field &quot;A&quot;</td>
<td>$392,000</td>
<td>$585,500</td>
<td>$125,000</td>
<td>$557,000</td>
<td>$228,000</td>
</tr>
<tr>
<td>Alternate No.6 ADD: Provide new Fritz Tile Flooring in all corridors and stair landings in the existing building.</td>
<td>$313,000</td>
<td>$328,500</td>
<td>$330,000</td>
<td>$439,000</td>
<td>$321,000</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$26,635,472</strong></td>
<td><strong>$27,154,000</strong></td>
<td><strong>$27,313,000</strong></td>
<td><strong>$28,884,000</strong></td>
<td><strong>$30,067,000</strong></td>
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</table>
10. **Contract:** Lutherville Area Elementary School at Mays Chapel  
    Construction Package 16A – Electrical  
    **Contract #:** MWE-868-13  

<table>
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<tr>
<th>Term:</th>
<th>N/A</th>
<th>Extension:</th>
<th>N/A</th>
<th><strong>Contract Ending Date:</strong></th>
<th>N/A</th>
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<tr>
<td>Estimated annual award value:</td>
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<td>Estimated contingency amount:</td>
<td>$ 248,629</td>
<td>Estimated total award value:</td>
<td>$ 2,734,914</td>
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**Board meeting date:** May 7, 2013  
**Bid issued:** March 26, 2013  
**Pre-bid meeting date:** March 12, 2013  
**Due date:** March 26, 2013  
**No. of vendors issued to:** 5  
**No. of bids received:** 4  
**No. of no-bids received:** 0

**Description:**

This project consists of the construction of all labor and material required to furnish and install new electrical systems in the new facility.

**Recommendation:**

Award of contract is recommended to:

Key Systems, Inc.  
Baltimore, MD

**Responsible school or office:** Department of Physical Facilities

**Contact person:** Pradeep Dixit

**Funding source:** Capital budget
**Contract Name:** Construction of the New Lutherville Area Elementary School at Mays Chapel, Trade Package 16A - Electrical

**Contract Number:** MWE-868-13

<table>
<thead>
<tr>
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<tbody>
<tr>
<td><strong>TOTAL BASE BID</strong></td>
<td>$2,440,000</td>
<td>$2,705,000</td>
<td>$2,632,700</td>
<td>$2,770,000</td>
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<td>Alternate No.6 ADD:</td>
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<td></td>
</tr>
<tr>
<td>MC Cable for branch electrical circuits:</td>
<td>$5,165</td>
<td>$23,500</td>
<td>$135,000</td>
<td>$110,000</td>
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<td>Alternate No.9 ADD:</td>
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<tr>
<td>Lighting protection:</td>
<td>$41,120</td>
<td>$61,150</td>
<td>$47,000</td>
<td>$52,100</td>
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<tr>
<td>Alternate No.11 ADD:</td>
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<tr>
<td>Carbon dioxide sensors:</td>
<td>$0</td>
<td>$0</td>
<td>$19,000</td>
<td>$12,500</td>
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<tr>
<td><strong>Total Base Bid + Alternates</strong></td>
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<td>$2,789,650</td>
<td>$2,833,700</td>
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