

## State of Maine Waiver of Competitive Bidding Request Form

**Form Instructions:** Please provide the requested information in the white boxes below. This form is to precede all contract requests that are not the direct result of a competitive bid process.

<b>Requesting Department's Contract Administrator:</b>	Tammy Knight	<b>Office/Division/Program of Contract Administrator:</b>	Department of Economic and Community Development
<b>Est. Contract Amount:</b>	\$ 12,500	<b>Contract or RQS Number:</b>	20200102*1969 CT 19A
<b>Proposed Start Date:</b>	1/1/2019	<b>Proposed End Date:</b>	5/31/2020
<b>Vendor/Provider Name, City, State:</b>	Giraffe Events, 35 Storer Street, Saco, ME 04072		
<b>Short Description of Good or Service:</b>	Event organization and planning for the New England Made Giftware & Specialty Food Show		
<p>Please note, for transparency purposes, Waivers of Competitive Bidding will be publicly posted. Public postings are placed on the Division of Procurement Services website for a period of seven consecutive calendar days.</p>		<p><b>To be completed by the Division of Procurement Services</b> Posting dates on Division of <i>Procurement Services</i> website: From: <u>1/9/2020</u> To: <u>1/15/2020</u></p>	
<b>Notice of Intent to Waive Competitive Bidding Number:</b>	NOI# 0120200034		
<p><b>1. Statutory Justification</b> State of Maine statute (5 M.R.S. §1825-B(2)) allows waivers of competitive bidding only for the specific reasons listed below. Please mark the appropriate box (X) next to the justification which applies to this specific request.</p>			
<input type="checkbox"/>	A. The procurement of goods or services by the State for county commissioners pursuant to Title 30-A, section 124, involves the expenditure of \$2,500 or less, and the interests of the State would best be served;		
<input type="checkbox"/>	B. The Director of the Bureau of General Services is authorized by the Governor, or the Governor's designee, to make purchases without competitive bidding because, in the opinion of the Governor or the Governor's designee, an emergency exists that requires the immediate procurement of goods or services;		
<input type="checkbox"/>	<p><i>If citing the above justification for this Waiver of Competitive Bidding request, please have the requesting Department's Commissioner or Chief Executive (as the Governor's "designee") sign and date on the right.</i></p>	<p><i>By signing below, I signify as the Governor's designee there is an emergency that necessitates this non-competitive procurement.</i></p> <p><b>Signature:</b></p>	
<input type="checkbox"/>		<b>Printed Name:</b>	<b>Date:</b>
<input checked="" type="checkbox"/>	C. After reasonable investigation by the Director of the Bureau of General Services, it appears that any required unit or item of supply, or brand of that unit or item, is procurable by the State from only one source;		

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	D. It appears to be in the best interest of the State to negotiate for the procurement of petroleum products;
	E. The purchase is part of a cooperative project between the State and the University of Maine System, the Maine Community College System, the Maine Maritime Academy, or a private, nonprofit, regionally accredited institution of higher education with a main campus in this State involving: (1) An activity assisting a state agency and enhancing the ability of the university system, community college system, Maine Maritime Academy, or a private, nonprofit, regionally accredited institution of higher education with a main campus in this State to fulfill its mission of teaching, research, and public service; (2) A sharing of project responsibilities and, when appropriate, costs;
	<i>If citing the above justification for this sole source request, please note that the specific approval of the Governor's Office is required, in accordance with Executive Order 26 FY 11/12, "An Order to Enhance Competitive Bidding". The approval must be documented on DAFS/BGS/Division of Procurement Services "GOVCOOP" form, found here:  <a href="http://www.maine.gov/purchases/info/forms/govcoop.doc">http://www.maine.gov/purchases/info/forms/govcoop.doc</a>.</i>
	F. The procurement of goods or services involves expenditures of \$10,000 or less, in which case the Director of the Bureau of General Services may accept oral proposals or bids;
	G. The procurement of goods or services involves expenditures of \$10,000 or less, and procurement from a single source is the most economical, effective and appropriate means of fulfilling a demonstrated need.
	If a different authorization specifically allows for this non-competitive procurement, please provide that reference here:
<b>Please note that the following four points below (#2 through 5) <u>all</u> require a response.</b>	
<b>2. Description of Specific Need</b> Please identify, and fully describe, the specific problem, requirement, or need the resulting non-competitive contract would address and which makes the goods or services necessary. Explain how the requesting Department determined that the goods or services are critical and/or essential to agency responsibilities or operations.	
Giraffe has been running the New England Products Trade show for over 17 years. DECD used to handle internally, but the show grew and became much more expensive. Giraffe now runs the show and seeks sponsors to help underwrite the cost of the show. DECD could not afford to do this anymore without Giraffe.	

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**3. Availability of other Public Resources**

Please explain how the requesting Department concluded that sufficient staffing, resources, or expertise is not available within the State of Maine's government, or other governmental entities (local, other state, or federal agencies) external to the requesting Department, which would be able to address the identified need more efficiently and effectively than the identified vendor.

DECD does not have the staff or funds to run this show. Events of this size and magnitude are not something that state government normally specializes in. Outsourcing to the private sector is more cost and time efficient.

**4. Cost**

Since a waiver of competitive bidding is being requested for this procurement, please explain how the requesting Department concluded the negotiated costs, fees, or rates are **fair and reasonable**.

DECD staff could not handle the time commitment of organizing this show, nor fund it.

The date of the show is March 15-17, 2020. It is at this time every year and buyers from all over the US have come to expect it. This show run by Giraffe events. The state does not own the show anymore and is not in the position to bid out the contract. Giraffe has developed and grown the show to a new level that benefits Maine businesses.

**5. Future Competition**

Please describe potential opportunities which may be available to foster competition for these goods or services in the future.

The state is not in a position to foster competition on this project.

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Please note that only one of the two points below ("Uniqueness" or "Timeframe") requires a response. Requesting Departments are not required to respond to both points.

### 6. Uniqueness

Please explain if the goods or services required are unique to a specific vendor. Describe the unique qualifications, abilities, and/or expertise of the vendor and how those particular unique factors address the specific need identified above. If the vendor has unique equipment, facilities, or proprietary data, also explain the necessity of these particular unique assets.

Giraffe events has run and grown this show to its current success level. DECD is the major partner with Maine SBDC and Giraffe raises the rest of the money it needs to support the show. Event planning and organization is what the company specializes in.

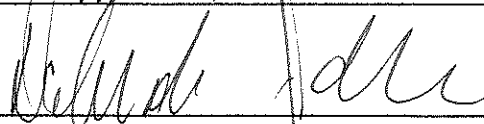
The overall cost of producing show is many times more than what DECD pays. I would estimate the cost to be over \$350,000 which includes venue rental, parking lot rental, shuttle services, pipe and draping, electrical, insurances, catering, plowing, staffing, marketing, and security.

### 7. Timeframe (Complete only if B. is the Statutory Justification marked on Page 1)

Please explain if time is of the essence and an emergency exists which requires the immediate procurement of goods or services. Describe the nature of this emergency, provide the date by which the goods or services must be delivered, and explain how that date was determined and its significance (i.e. impact if delayed beyond this date). Also, provide information as to how it was determined this vendor is the best option to address this time-sensitive procurement.

Signature of requesting Department's  
Commissioner or Chief Executive  
(or designee within the  
Commissioner's Office):

*By signing below, I signify that my Department requests,  
and I approve of, this Waiver of Competitive Bidding.*



Printed Name:

DEBORAH JOHNSON

Date:

01/03/2020