

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.

Requesting Department's Contract Administrator:	Micki Mullen	Office/Division/Program of Contract Administrator:	DECD – Office of Tourism
Est. Contract Amount:	\$ 10,900.00	Contract or RQS Number:	20190612000000003830
Proposed Start Date:	August 1, 2019	Proposed End Date:	June 30, 2020
Vendor/Provider Name, City, State:	Maine Campground Owners Association 229 Center Street, Unit #5 Auburn, ME 04210		
Short Description of Good or Service:	The Maine Office of Tourism is working with its industry partners and organizations to expand its presence at travel shows. Currently this expansion into primary market areas increases Maine's presence and also targets those visitors looking for a value-oriented vacation.		
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.		To be completed by the Division of Procurement Services Posting dates on Division of <i>Procurement Services</i> website: From: <u>6/14/2019</u> To: <u>6/20/2019</u>	
Notice of Intent to Waive Competitive Bidding Number:	NOI# 0620190980		
1. Statutory Justification 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.			
	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;		
	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;		
<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")</i>		<i>By signing below, I signify as the Governor's designee there is an emergency that necessitates this non-competitive procurement.</i>	
		Signature:	
		Printed Name:	Date:

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	<i>sign and date on the right.</i>		
X	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;		
	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: http://www.maine.gov/purchases/info/forms/govcoop.doc.</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:		
Please note that the following four points below (#2 through 5) <u>all</u> require a response.			
2. Description of Specific Need			
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.			
<p>The Maine Office of Tourism is responsible for implementing an integrated marketing program to entice out-of-state visitors to come to Maine, and attendance at consumer travel shows is an important component of the program. Attending consumer travel shows requires considerable staff time and time out of the office. Working with a tourism partner who staffs the booth allows for a strong presence in the marketplace without cutting into MOT's staff time.</p>			

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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.

There are no other governmental agencies that have the staff and travel budgets, along with the tourism knowledge, to exhibit at these shows.

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**.

On average, a consumer show of 3 days with a small booth, staff time and travel expenses costs approximately \$7,000 per show. For \$10,900, MEOA will represent Maine at 4 shows.

5. Future Competition

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

Nothing at this time.

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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.

- A. The contractor, because of being a statewide membership organization for a large segment of the tourism industry, has the unique ability to “sell” vacation experiences and travel to Maine, particularly in Canada since Maine campgrounds cater to a large number of Maine’s Canadian visitors.**
- B. MECOA has a long history of exhibiting at consumer travel shows and very efficiently distributes statewide travel information and is trained to answer questions and encourage people to consider Maine for their next vacation.**
- C. MECOA has a well-developed trade show booth with brochure racks that allow for broad display of a number titles from around the state.**
- D. Many of the RV/camping shows MECOA will attend occur at the same time as other travel shows in primary target markets and the Office of Tourism does not have the staff to attend all of these shows ourselves.**

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:

**Heather Johnson, Commissioner or
Denise Garland, Deputy Commissioner**

Date:

6-13-19