

## 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>	Hannah Collins	<b>Office/Division/Program of Contract Administrator:</b>	Department of Economic and Community of Development / Maine Office of Tourism
<b>Est. Contract Amount:</b>	\$ 50,000	<b>Contract or RQS Number:</b>	20190920*0960
<b>Proposed Start Date:</b>	October 1, 2019	<b>Proposed End Date:</b>	June 30, 2020
<b>Vendor/Provider Name, City, State:</b>		Shamrock Sports, LLC	
<b>Short Description of Good or Service:</b>		Maine Tourism Marketing Partnership Special Event Grant	
<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></p> <p>Posting dates on Division of <b>Procurement Services</b> website:</p> <p>From: <u>10/8/2019</u> To: <u>10/14/2019</u></p>	
		<p><b>Notice of Intent to Waive Competitive Bidding Number:</b> NOI# 1020191674</p>	
<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"/>	<p>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;</p>		
<input type="checkbox"/>	<p>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;</p>		
<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>	
		<p><b>Printed Name:</b></p>	<p><b>Date:</b></p>
<input checked="" type="checkbox"/>	<p>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;</p>		

**State of Maine  
Waiver of Competitive Bidding Request Form**

	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.	
x	If a different authorization specifically allows for this non-competitive procurement, please provide that reference here:	Title 5 Chapter 383, §13090-C (2) (E)

**Please note that the following four points below (#2 through 5) all 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.

Under 5 MRSA §13090-C(2)(E), it states that the Director of the DECD Office of Tourism shall "Provide basic support and discretionary matching grants to local, regional and statewide nonprofit agencies that directly affect the achievement of the duties and responsibilities of the office." This grant has been established under that authorization.

The Maine Office of Tourism's Annual Marketing Plan has identified growing off-season visitation as a strategic imperative, to be achieved in part with enhanced marketing efforts that focus off-season strategies on specific traveler segments.

This is a discretionary grant to support the marketing of the 2020 Carnival ME. The goal and vision of the Carnival ME Event is to make this a must-attend event for tourists in the winter months and encourage and promote repeat visitation to all regions of the state.

Carnival ME will be a celebration of Maine that not only drives economic impact but promotes charitable giving, attracts world-class events to the state that continue to drive the multi-billion economic impact of tourism higher and higher. Maine has seen increases in winter visitation over the

**State of Maine**  
**Waiver of Competitive Bidding Request Form**

past five years, and Carnival ME will help to further those increases.

**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 is no other entity in local, state, or the federal government that is responsible for coordinating tourism within the State of Maine, and the DECD Office of Tourism has been authorized in statute to provide these grants.

**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**.

Partnering with Shamrock Sports, LLC by supporting the promotion of the Carnival ME event is a labor and cost efficient way to build interest in and overnight visitation to Maine as a winter destination. Shamrock Sports, LLC will manage all aspects of event marketing, promotion, planning and execution with the recognition of the Maine Office of Tourism as a premier event partner.

**5. Future Competition**

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

In accordance with the statutory reference on the bottom of page 1 of this form, a competitive bidding process is not required for the establishment of these grants.

**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.

As a signature proprietary event of Shamrock Sports, LLC, this is the only organization that has established additional partnerships, and possesses the knowledge, skills and staff to manage and execute the Carnival ME event.

**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

**State of Maine  
Waiver of Competitive Bidding Request Form**

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:**



**Date:**

10/2/2019