

**DEPARTMENTAL INPUT**  
**CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION**

☐ New contract

☐ OTR

☐ CO

☐ SS

☒ BW

☐ Emergency

Previous Contract/Project No.  
BW9897-PR18

☐ Re-Bid

☐ Other

LIVING WAGE APPLIES:    YES    NO

Requisition/Project No: RQPR1900003

Term Of Contract: One-Time Purchase

Requisition/Project Title: MIAHCS 2019 – Miami Cattle Show

**Description:** It is in the best interest of the County to waive competition and select Moreno Firms, Inc. to provide management of the 11th annual MIAHCS due to their extensive experience providing unique and specialized services for the MIAHCS for the last nine years.

User Department(s): Miami-Dade County Parks, Recreation & Open Spaces

Issuing Department: Procurement

Contact Person: Tyrone White

Phone: 305-375-3835

Estimated Cost: \$200,000.00

Funding Source: General Fund

Revenue Generating: N/A

**ANALYSIS**

<b>Commodity/Service No: 92504</b>			
<b>Trade/Commodity/Service Opportunities</b>			
<div style="border: 1px solid black; padding: 5px; margin: 5px auto; width: 80%;">Contract/Project History of Previous Purchases For Previous Three (3) Years Check Here <span style="background-color: yellow;">  </span> if this is a New Contract/Purchase with no Previous History</div>			
<u>EXISTING</u>		<u>2<sup>ND</sup> YEAR</u>	<u>3<sup>RD</sup> YEAR</u>
Contractor:	Moreno Firms, Inc.		
Small Business Enterprise:	No		
Contract Value:	\$200,000.00		
Comments:			
Continued on another page (s): <u>  </u> Yes <u>  </u> <b>X</b> No			

**RECOMMENDATION: NO MEASURE**

<b>Basis of Recommendation:</b>
Due to the fact that competition will be waived (bid waiver).

Signed: Tyrone White

Date to SBD: 12- 05-2018

**Justification/Input Document for Non-Competitive Acquisition**

It is the policy of Miami-Dade County to consistently purchase goods and services using full and open competition. The citizens of Miami-Dade County are best served when we make sound business decisions based on competitive bids or proposals. Early acquisition planning that includes consultation with Internal Service Department's procurement staff can help avoid delays and facilitates effective market research. However, there may be instances when other than full and open competition may be justified. When a user department(s) determines that other than full and open competition is necessary or in the best interest of the County, appropriate justification for that course of action must be submitted to ISD for approval and execution in order to waive the competitive bid/proposal process.

*Please provide the information requested below to support the need and feasibility for waiving the competitive bid/proposal process:*

Department:	Miami – Dade PROS		
Contact Person:	Alessandra G. Williams	Phone Number:	(305) 755-7844
Requisition No.:	RQPR1800008	Estimated Value:	\$200,000.00
Proposed Vendor:	Moreno Firms, Inc		
Previous Contract Number:	R-587-14, R-114-16, BW9897-PR	Previous Contract Value:	\$125,000 (R-587-14); \$75,000 (R-114-16); \$200,000 (BW9897-PR)

**Purpose of the Purchase**

*Please describe your minimum requirements and the benefits of making the acquisition.*

The 11<sup>th</sup> Annual Miami International Agriculture, Horse and Cattle Show (MIAHCS) runs from April 13-15, 2018. The event attracts more than 30,000 visitors a year from over 24 countries and features a cattle auction, equestrian shows, and local agriculture vendors. The event was created to promote Miami's agriculture and livestock industries. Miami-Dade County has become an international gateway in agri-business between Florida, Southeastern US, and Latin America, with representatives from 24 countries attending the event.

**Best Interest of the County / Uniqueness of Product**

*Please provide a detailed description as to why a waiver of formal bidding is in the County's best interest (e.g., product standardization, compatibility, proprietary access or distributorship, how vendor is uniquely qualified to provide the needed product or service, etc.). Please note that a lack of advance planning is not an acceptable justification for a non-competitive acquisition.*

Moreno Firms, Inc. has extensive experience providing unique and specialized services for the MIAHCS for the last ten years and has a network of people developed over this period in the cattle and equestrian industry to produce the MIAHCS and its cattle exhibits, cattle auctions, and equestrian shows. These services were performed using performance agreements that waived competitive bidding.



INTERNAL SERVICES DEPARTMENT  
PROCUREMENT MANAGEMENT SERVICES

**Market Research**

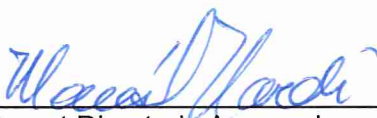
*Please describe your market research and the results thereof. This should include a description of other, similar sources or products available in the market if any and why they are not acceptable.*

The Department explored a request for proposals for a MIAHCS/Cattle Show Management, promotion and production manager in 2014; however, the market research, including telephone calls to other equestrian and livestock arenas found that the County was unlikely to get proposers that would preserve the charitable and educational aspects of the MIAHCS, provide an admission pricing structure that was free for children and minimal cost for adults, while also complying with the provisions of Article 7 of the Miami-Dade County Charter.

**Proposed Actions**

*Please describe the actions the department will take to overcome the present barriers to competition prior to any future acquisitions of this product or service.*

PROS will continue to monitor the cattle and equestrian industries for future competitive opportunities. PROS requests that a bid waiver be issued to Moreno Firms, Inc. in order to move forward with the 11<sup>th</sup> Annual Miami International Agriculture, Horse and Cattle Show and for a purchase order to be created on PROS' behalf.

  
Department Director's Approval

12-11-17  
Date Approved