

**DETERMINATION AND FINDINGS FOR  
A SOLE SOURCE CONTRACT**

**CONTRACT NO.:** DCEB-2013-C-0202

**CAPTION:** Economic Development Support Services

**PROPOSED CONTRACTOR:** Janice Posey

**PROGRAM AGENCY:** Office of the Deputy Mayor for Planning  
and Economic Development

**FINDINGS**

**1. AUTHORIZATION:**

D.C. Official Code § 2-354.04, 27 DCMR 1304 and 1702

**2. MINIMUM NEED:**

The Government of the District of Columbia, Office of the Deputy Mayor for Planning and Economic Development has a minimum need for a contractor to provide economic development support services. The proposed term for the contract is May 1, 2013 through April 30, 2014.

**3. ESTIMATED REASONABLE PRICE:**

\$105,000.00

**4. FACTORS WHICH JUSTIFY SOLE SOURCE PROCUREMENT:**

DMPED is seeking a contractor to provide economic development services. These services include:

- networking with leading executives from the health care sector in the District, identifying opportunities to grow the sector and create jobs for the District residents;
- meet with leading executives from the health care sector outside the District, identifying prospects that may be interested in relocating and/or expanding in the District;
- recommend policy changes that could catalyze growth in the health care sector;
- provide support for the District's 5-Year Economic Development Strategy, particularly around initiatives such as building an Academic Village, promoting local procurement opportunities at local universities and hospitals, and providing easy ways for those institutions to hire from within the District; and
- help local university officials identify shared programmatic and real estate needs that be could be addressed through collective action.

The contractor must have existing familiarity with the health care and education sectors in the District. Due to the ambitious agenda that Mayor Gray's administration has taken in executing the priorities outlined in the District's Five Year Economic Development Strategy, the contractor would need to work within strict deadlines and "hit the ground running" in order to assist the District with reaching its ambitious goals in this area. Janice Posey has served as a consultant with the District through the

Washington, DC Economic Partnership for the past year and has done extensive work in these sectors during that timeframe. In order to keep pace with executing the priorities of the administration and not have any delays associated with bringing another contractor on board, Ms. Posey is the ideal and only candidate contractor to assist the District with accomplishing these tasks. Failure to allow the proposed contractor to provide the requested services will indefinitely delay the initiatives described above.

**5. CERTIFICATION BY AGENCY HEAD:**

I hereby certify that the above findings are true, correct and complete.

\_\_\_\_\_

Date

\_\_\_\_\_

Victor L. Hoskins, Deputy Mayor

**6. CERTIFICATION BY CONTRACTING OFFICER**

I have reviewed the above findings and certify that they are sufficient to justify the use of the sole source method of procurement under the cited authority. I certify that the notice of intent to award a sole source contract was published in accordance with 27 DCMR 1304.

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Date

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Jacque McDonald, CPPO, CPPB, SPSM, MBA, MST  
Director, Contracts and Procurement

**7. DETERMINATION**

Based on the above findings and in accordance with the cited authority, I hereby determine that it is not feasible or practical to invoke the competitive bidding process under either Section 402 or 403 of the District of Columbia Procurement Practice Reform Act of 2010 (D.C. Law 18-371; D.C. Official Code §2-354.02 or 2-354.03). Accordingly, I determine that the District is justified in using the sole source method of procurement.

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Date

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Jacque McDonald, CPPO, CPPB, SPSM, MBA, MST  
Director, Contracts and Procurement