

**DETERMINATION AND FINDINGS  
FOR  
SOLE SOURCE PROCUREMENT**

**CONTRACT NO.:** DCEB-2016-C-2006

**CAPTION:** Pitch DC

**PROPOSED CONTRACTOR:** 1776 Campus, Inc.

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

**FINDINGS**

**1. AUTHORIZATION:**

D.C. Official Code § 2-354.04, 27 DCMR 1304, and 1700 and 1701

**2. MINIMUM NEED:**

The Government of the District of Columbia, Office of the Deputy Mayor for Planning and Economic Development (DMPED), has a minimum need for a contractor to engage and promote local entrepreneurs while finding innovative ways to solve critical challenges affecting the District of Columbia through a local Pitch DC competition.

Pitch DC is a pitch competition for DC local startups solving important problems relevant to the citizens of DC. The competition will be open to DC residents and will focus on six sectors: education, transport, public health, sustainable energy, public safety, and human services. The competition will be preceded by a series of programmatic events in collaboration with the DC Mayor's Office and the Office of Deputy Mayor for Planning and Economic Development (DMPED) and the Aspen Institute.

The proposed term for the contract is date of award through one year with four (1) one-year options.

The Contractor will provide the following services:

- **Communications/Outreach**
  - Develop online application and website for DC Pitches DC
  - Interview Mayor Bowser (w/Aspen Institute)
  - Ideation session with DC Agency Directors (w/ Aspen Institute)
  - Promote the pop-up workshops via social media and other promotional tools
- **Pop-up Workshops**
  - Assist in the logistics of the pop-up workshops

- Set up pop-up workshops the day of the event
- Select mentors to participate in the pitch coaching session
- Provide refreshments during the events
- Participate in the pop-workshops
- **Pitch Competition**
  - Promote and publicize the Pitch DC Competition via social media and other promotional tools
  - Coordinate all logistics relevant to the day of the competition, which includes:
    - Drafting and sending invitations
    - Making sure the right people attend the event
    - Hosting the event
    - Moderating the competition
  - Coordinate winners' participation in the 2016 Challenge Cup Festival

**3. ESTIMATED REASONABLE PRICE:**

\$75,000.00

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

- A. The Contractor, 1776 Campus Inc., founded and headquartered in the District of Columbia, is the city's leading global incubator. Through its curriculum and mentorship programs targeted at local startups, 1776 leads a coalition of service providers that enhance the city's efforts to attract investors, businesses, and other entities that promote the innovation economy nationally and internationally.
- B. Since 2013, the District has partnered with 1776 Campus Inc. to promote entrepreneurship in the District of Columbia.
- C. 1776 Campus Inc. is uniquely qualified to provide the required services because of its historical knowledge and experience related to the District's requirement. The contractor will not require briefing by the District on the required services which will prevent a delay in performance.
- D. For the above mentioned reasons, a sole source award is the most efficient and cost effective method of procurement which allows DMPED to make use of the contractor's unique knowledge and experience.

**5. CERTIFICATION BY AGENCY HEAD:**

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

\_\_\_\_\_  
Date

\_\_\_\_\_  
Brian T. Kenner, Deputy Mayor

**6. CERTIFICATION BY CONTRACT SPECIALIST**

I hereby certify that the above findings are true and correct to the best of my knowledge. Further, I certify that the notice on intent to award a sole source contract was published in accordance with 27 DCMR 1304 and that no response was received.

\_\_\_\_\_  
Date

\_\_\_\_\_  
Lindel Reid, CPPB  
Senior Contract Specialist

**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.

\_\_\_\_\_  
Date

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