

**DETERMINATION AND FINDINGS
FOR
SOLE SOURCE PROCUREMENT**

CONTRACT NO.: DCEB-2016-C-2010

CAPTION: Corporate Attraction and Retention Services

PROPOSED CONTRACTOR: Echelon Economic Development LLC

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 provide corporate attraction and retention services in order to ensure the District's economy and job market continues to grow and diversify. The period of performance shall be a base period of one year with three (3) one-year options.

3. ESTIMATED REASONABLE PRICE:

The estimated fair and reasonable price of the base year is \$250,000.00.

4. FACTORS WHICH JUSTIFY SOLE SOURCE PROCUREMENT:

- A. The Echelon Economic Development LLC, (EED) particularly Christopher Ahn, Managing Principal, possesses vast knowledge of existing District of Columbia corporate incentives, including Qualified High Technology Company programs, HUB Zone, Revenue bonds, and Great Streets grants, and has existing relationships with organizations and staff that administer these programs.
- B. The EED has strong existing relationships with the corporate broker community, and a deep knowledge of District of Columbia's corporate office markets and submarkets, as well as relationships with major owners and managers.
- C. The EED has the ability to quickly model, analyze and communicate analysis of potential attraction or retention efforts which are needed to ensure the success outcome for DMPED's requirement.
- D. For the reasons stated above, a sole source award to the EED is the most efficient and cost-effective method of procurement which allows DMPED to make use of the EED's unique knowledge and relationships.

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