

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

CONTRACT NO.: DCEB-2012-C-0005

CAPTION: International Economic Development Support Services

PROPOSED CONTRACTOR: MBC Shanghai Co. Ltd.

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 in China. The proposed term for the contract is June 1, 2012 through May 31, 2013.

3. ESTIMATED REASONABLE PRICE:

\$200,000.00

4. FACTORS WHICH JUSTIFY SOLE SOURCE PROCUREMENT:

DMPED is seeking a partner organization in China to provide economic development services. These services include assistance to District-based businesses that seek Chinese partners or customers, identification of potential Chinese investors for District economic development projects, and the implementation of economic partnerships such as sister city agreements. The partner must have a footprint in China and a track record providing assistance to other American states, preferably East Coast states with significant urban areas that resemble the District. Because the District's sister city agreement with Beijing must be renewed in June, the partner also must be able to scale up to fulfill the contract within a matter of weeks. Efforts were made to identify organizations that provide these services to other East Coast states. Maryland and Pennsylvania both utilize MBC Shanghai Co. Ltd., the only contractor that provides services similar to the District's requirement. Some states such as Delaware have no partner of this kind. Due to the District's immediate need for these services, MBC Shanghai Co. Ltd. is the only candidate contractor. Failure to allow the proposed contractor to provide the requested services will indefinitely delay the launch of the District's economic development initiatives in China, and could jeopardize the District's sister city agreement with Beijing.

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.

Date

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.

Date

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