Board of Directors Meeting
September 23, 2019
Non-Competitive Procurements

Item VII.F.

Recommended Action: Information Only
Strategic Plan Alignment: Administration

SOLE SOURCE
None at this time.

PURCHASING WAIVER

Haji Shearer contract amount $5,500 plus travel

A purchasing waiver was approved to waive JWB’s Purchasing Policy to obtain a minimum of three written quotations for purchases between $10,001 and $50,000 for Haji Shearer to provide professional development training to direct service staff in Pinellas County working with children and families for $5,500 plus travel. The purpose of the professional development support is to enhance our current community service providers by understanding the importance of the role of fathers, understanding personal bias and barriers preventing father engagement, and beginning to review strategies for engagement. The scope of work for this training includes three full day trainings for up to 50 people throughout Pinellas County (North, Mid, and South). This professional development opportunity is the first in a series recommended by the subcommittee of the Pinellas County Fatherhood Collaborative.

Three quotes were received and the agreement was awarded to Mark Perlman to conduct several Fatherhood Implicit Bias Trainings in Pinellas County. Mr. Perlman is unable to conduct the trainings due to unforeseen circumstances, but was able to locate a replacement trainer, Haji Shearer, for the same cost. Jennifer Artiaga and other JWB Fatherhood training staff reviewed the recommended trainer, and given his credentials and time restraints with the training dates, staff recommends approval to engage in a contract with Haji Shearer.

Jonathan Mooney contract amount $15,000 plus travel

A purchasing waiver was approved to waive JWB’s Purchasing Policy to obtain a minimum of three written quotations for purchases between $10,001 and $50,000 for Jonathan Mooney to present at R’Club Child Care on September 12, 2019 for the All Children Thrive global initiative to key leaders in Pinellas County, on September 13 to present the Keynote, and on September 14 for the breakout sessions for the Out-of-School Time Training Conference, plus travel expenses. The purpose is to provide motivation and training to Out-of-School Time Providers and staff in preparation for a new school year and to inform leaders in Pinellas County on the concepts and activities of All Children Thrive.
A selected group of Providers, including the YMCA of Greater St. Petersburg, The YMCA of the Suncoast, Boys & Girls Club, R’Club Child Care, Lealman and Asian Neighborhood Family Center, City of Clearwater, City of St. Petersburg, Family Resources, Cops n’ Kids, and Step Up For Students, met to discuss what training topics are most critical for their needs. These needs included: social/emotional development of youth, developing quality programming, understanding and managing problem behavior, parent engagement, Adverse Childhood Experiences, literacy and more.

Conference Coordinators, including Karen Woods, Mary Daddio, Yaridis Garcia, Paige Tucker, JoAnn DiLernia, Felicia Pizana, Desmon Newton, and Judith Warren, viewed ten speaker’s videos and discussed how well each speaker matched the needs identified for the speaker for the conference. Four speakers were identified to view additional videos and gather more information. Coordinators also recommended additional speakers who were researched and reviewed. One additional speaker was identified that met the criteria through this additional research.

The criteria for speakers included a motivational speaker who has spoken on topics identified above as critical training topics and has spoken to similar audiences as Out-of-School Time Training Conference which includes teachers, leaders, and staff. The speaker must have experience in conducting workshops similar to the workshops and breakout sessions that are part of the Out-of-School Training Conference. The speaker also must be relatable and have spoken in prominent, applicable forums. Qualifications and additional videos were reviewed by the Conference Coordinators, and Jonathan Mooney was identified as the speaker with qualifications, speaking style, and topics that most closely identified with the needs of the speaker for the Conference.

Jonathan Mooney has experience speaking to teachers, staff, and students on community outreach agencies, after school programs (i.e. YMCA), and out-of-school time concepts. He conducts workshops and breakout sessions, as well as provides inspiration and motivation, with a goal to drill down on the WHY and the HOW. He has been a keynote speaker at the BOOST Conference which is a prominent applicable forum.

Research was conducted to gather information regarding appropriate price for the engagement and the following estimates were identified by verbal discussion with booking agents and/or pricing on the speakers’ websites. Jonathan Mooney’s cost is within the lower range of pricing for speaking engagements.

<table>
<thead>
<tr>
<th>Speaker</th>
<th>Fee + Travel Exp.</th>
<th>Travels from</th>
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</thead>
<tbody>
<tr>
<td>Eric Thomas</td>
<td>$30,000 - $50,000</td>
<td>Michigan</td>
</tr>
<tr>
<td>Rick Rigsby</td>
<td>$20,000 for 90 minute Keynote Presentation + travel</td>
<td>Texas</td>
</tr>
<tr>
<td>Kathy Dempsey</td>
<td>$10,000 – $15,000</td>
<td>Arizona</td>
</tr>
<tr>
<td>Jonathan Mooney</td>
<td>$15,000</td>
<td>California</td>
</tr>
<tr>
<td>Mark Anthony Garrett</td>
<td>$7,500 - $10,000</td>
<td>Ohio</td>
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</table>

Staff are requesting a purchasing policy waiver to select Jonathan Mooney based on his qualification, speaking style, and topics. His price is reasonable for this engagement and therefore based off the above information, his services are the most advantageous to JWB.
Ruth Eckerd Hall contract amount $18,294.88

A purchasing waiver was approved to waive JWB’s Purchasing Policy to obtain a minimum of three written quotations for purchases between $10,001 and $50,000 for Ruth Eckerd Hall for the Out-of-School Time Training Conference on September 14, 2019 in the amount of $18,294.88. The purpose of the Out-of-School Training Conference is for motivation and training to Out-of-School Time Providers and staff in preparation for a new school year.

The requirements for the facility is to be located in Mid-County, to have a reception and registration area for networking and checking in, capacity to hold up to 300 participants in one room, provide breakfast and lunch to the participants, provide A/V equipment, parking capacity for participants, and also include breakout rooms for the breakout sessions. This facility format is the most advantageous to run the conference smoothly.

Conference Coordinators, including Karen Woods, Mary Daddio, Yaridis Garcia, Paige Tucker, JoAnn DiLernia, Felicia Pizana, Desmon Newton, and Judith Warren, reviewed and agreed upon requirements for the event space and identified possible vendors. The vendors, including Ruth Eckerd Hall, Clearwater Hilton, St. Petersburg Marriott Clearwater, and Tradewinds were reviewed and then narrowed down further based on date availability, mid-county location, adequate parking, and breakout room availability.

The St. Petersburg Marriott Clearwater was contacted, but unable to accommodate the date of the Conference. The Clearwater Hilton was contacted, but was not responsive regarding the event, and parking capacity would be an issue for participants. Tradewinds was eliminated based on the location not being an easily accessible mid-county location.

Ruth Eckerd Hall is giving JWB a 50 percent room rental discount, meets all of the facility requirements, and the space is available on the date of the Conference. Therefore, it is in JWB’s best interest to hold the event at Ruth Eckerd Hall.

Staff Resource: Brian Jaruszewski
Diana Carro
Lorrayne Hayes