

ITEMS REQUIRING BOCC APPROVAL

September 25, 2025

(11 Items)

**1. RIVER SAND -- PUBLIC WORKS**

**FUNDING -- PUBLIC WORKS**

(Request sent to 21 vendors)

RFB #25-0059 Contract

		<b>Conspec Inc. dba Kansas Paving</b>	
	Qty.	<b>Price Per Ton</b>	<b>Total</b>
River Sand	5,000	<b>\$2.86</b>	<b>\$14,300.00</b>
Location of Plant Site		<b>8000 W. 77th St North, Valley Center, Kansas</b>	
		<b>Quikrete Construction Materials</b>	
	Qty.	Price Per Ton	Total
River Sand	5,000	\$4.25	\$21,250.00
Location of Plant Site		3500 N. West Street, Wichita, Kansas 67205	
No Bid		South West Butler Quarry, LLC	

On the recommendation of Britt Rosencutter, on behalf of Public Works, Anna Meyerhoff-Cole moved to **accept the low bid from Conspec Inc. dba Kansas Paving in the amount of \$2.86 per ton and establish contract pricing for one (1) year with four (4) one (1) year options to renew.** Philip Davolt seconded the motion. The motion passed unanimously.

River Sand is combined with rock salt and applied to county roadways to treat snow and ice conditions. This price is a \$0.02 per ton price reduction from the previous contract.

Note:

The last contract price was \$2.88 per ton.

**2. HOT MIX ASPHALT -- PUBLIC WORKS****FUNDING -- PUBLIC WORKS**

(Request sent to 62 vendors)

RFB #25-0061 Contract

	APAC Kansas Inc., Shears Division	
	Qty.	Initial Price
1. Tons, 3/8" Hot Mix BM-1 10% RAP	500	\$64.00
2. Tons, 3/4" Hot Mix BM-2 or Equivalent up to 25% RAP	2,000	\$50.00
	Conspec Inc. dba Kansas Paving	
	Qty.	Initial Price
1. Tons, 3/8" Hot Mix BM-1 10% RAP	500	\$61.00
2. Tons, 3/4" Hot Mix BM-2 or Equivalent up to 25% RAP	2,000	\$59.50
	Pearson Materials LLC	
	Qty.	Initial Price
1. Tons, 3/8" Hot Mix BM-1 10% RAP	<b>500</b>	<b>\$61.50</b>
2. Tons, 3/4" Hot Mix BM-2 or Equivalent up to 25% RAP	<b>2,000</b>	<b>\$51.50</b>

On the recommendation of Britt Rosencutter, on behalf of Public Works, Philip Davolt moved to **accept the bid from Pearson Materials LLC and establish contract pricing based on the Asphalt Material Index (AMI) for one (1) year with two (2) one (1) year options to renew.** Anna Meyerhoff-Cole seconded the motion. The motion passed unanimously.

Item 1 - 3/8" hot mix asphalt, commonly referred to as BM-1 is a bituminous mixture containing a maximum of 10% recycled asphalt pavement (RAP). This process restores serviceability, adds strength, and improves the overall ride of the road and will be used by Sedgwick County to complete skim coat overlays on select county roads.

Item 2 - 3/4" hot mix asphalt, commonly referred to as BM-2 is a bituminous mixture containing not more than 25% recycled asphalt pavement (RAP). In addition to the traditional use of this product for patching potholes and repairing surfaces following roadwork, a few county roads will receive a hot mix asphalt overlay using paver equipment that was previously added to the Public Works' fleet.

**Notes:**

The AMI is a construction specification used by the Kansas Department of Transportation (KDOT) and Public Works for multi-year projects and during times of volatile oil pricing. It is being implemented here in order to effectively participate in the current market for hot mix asphalt. This monthly index tracks regionally significant price data for asphalt cement and allows for minor price adjustments monthly based on the change in price of asphalt cement. The formula for price adjustment as codified in the specification is being utilized and Public Works will be responsible for observing the monthly index and verifying price fluctuations.

**Hot Mix Asphalt location analysis:**

Pearson (Yard Average)			APAC (Yard Average 50%, 50%)		
HMA			HMA		
2500	Tons		2500	Tons	
166.6666667	Loads		166.6666667	Loads	
17.35	Miles - One Way		20.86	Miles - One Way	
34.7	Miles - Total/per load		41.72	Miles - Total/per load	
5783.333333	Miles - Total		6953.333333	Miles - Total	
105.1515152	Hours		126.4242424	Hours	
\$ 2,891.67	Fuel Cost		\$ 3,476.67	Fuel Cost	
\$ 15,904.17	Machine Costs		\$ 19,121.67	Machine Costs	
\$ 3,117.74	Labor Costs		\$ 3,748.48	Labor Costs	
Total Cost of Material and Delivery			Total Cost of Material and Delivery		
\$ 133,750.00	Material Cost		\$ 132,000.00	Material Cost	
\$ 15,904.17	Machine Costs		\$ 19,121.67	Machine Costs	
\$ 3,117.74	Labor Costs		\$ 3,748.48	Labor Costs	
<b>\$ 152,771.91</b>			<b>\$ 154,870.15</b>		

**Questions and Answers**

Tania Cole: Dan, did you have something you need to say?

Daniel Schrant: I didn't see my recommendation on my notes but I just want to make sure everyone is aware that this is not the low bid that we are recommending and I'm here to answer any questions on that. There was a bid from APAC and a bid from Pearson.

Philip Davolt: On page 2, the total showed that Pearson was lower. Is that true?

Daniel Schrant: So APAC was the low bid on the asphalt price so the amount that we'll be paying to APAC compared to Pearson would be lower but we're recommending going to Pearson when we add in the cost of fuel, the trucking wear and tear, and the labor hours that are involved with trucking. That's mostly due to the fact that we currently have a contract with APAC and we looked back through our tickets from this previous year and about 50% of the time we were driving to their Augusta plant location rather than using their plant here that's in Wichita. Because either 1) they were shut down or 2) they weren't producing the mix that we needed that day. When we look at the Pearson contract, we would be able to go to their plant facility, which is up by Brooks Landfill on West Street for all of our needs, but with the APAC bid, although they do say that they will have it available at their Wichita plant, our experience has been that again about half the time it is not available when we're having to drive into Butler County to get it.

Anna Meyerhoff-Cole: So just to summarize to make sure I understand, based on previous experience, while the pricing based on quantity as you wrote the bid, it does appear that they are lower. The actual resources needed based on where the material is located, you are anticipating based on the past that it would actually cost more?

Daniel Schrant: Correct.

Philip Davolt: You mentioned selected roads. Are there roads that you're already planning to do or is this in the future?

Daniel Schrant: No. This is as maintenance needs come up.

Anna Meyerhoff-Cole: Have you talked to APAC at all? If there will be a change in the availability at the Wichita location?

Daniel Schrant: We talked to both APAC and Pearson. APAC said that it would be available at their West plant location, which is the plant that's here in Wichita, local. Again, it's supposed to be available there this year and it just never was. So 50% of the time we were driving six (6) miles into Butler County to go get it. Pearson, on the other hand, they have their plant up north on West Street that is functional basically all of the time. They also have a plant down on Hydraulic that they typically do not run all the time. Sometimes we may be able to go there but they didn't offer that when we were talking to them so we did not use that plant location in our analysis.

**3. 3/4" SB-2 AGGREGATE -- PUBLIC WORKS****FUNDING -- PUBLIC WORKS**

(Request sent to 22 vendors)

RFB #25-0063 Contract

	Qty.	Conspec Inc. dba Kansas Paving	
		Price per Ton	
¾" SB-2 Aggregate for structures or pipe backfill, per KDOT Specification, 2015 Edition Division 1100, Section 1107.2 and as modified by KDOT Special Provision 7-11003-R05	1,000 Tons	\$31.50	
Location of Plant	Wichita, Kansas		
Date available for pickup	ASAP		
Acknowledged Addendum	Yes		
	Qty.	JL Unruh, LLC	
		Price per Ton	
¾" SB-2 Aggregate for structures or pipe backfill, per KDOT Specification, 2015 Edition Division 1100, Section 1107.2 and as modified by KDOT Special Provision 7-11003-R05	1,000 Tons	Option A: \$5.95	Option B: \$5.00
Location of Plant	Option A: Southwest Butler Quarries Option B: Cornejo Stone Yard, Wichita. Kansas		
Date available for pickup	This price is for the freight alone. The materials must be paid for directly by Sedgwick County to the vendor of their choice.		
Acknowledged Addendum	Yes		
	Qty.	Pearson Materials LLC	
		Price per Ton	
¾" SB-2 Aggregate for structures or pipe backfill, per KDOT Specification, 2015 Edition Division 1100, Section 1107.2 and as modified by KDOT Special Provision 7-11003-R05	1,000 Tons	\$32.90	
Location of Plant	412 E. 29th N., Wichita, Kansas		
Date available for pickup	Upon Request		
Acknowledged Addendum	Yes		
	Qty.	Quikrete Construction Materials	
		Price per Ton	
¾" SB-2 Aggregate for structures or pipe backfill, per KDOT Specification, 2015 Edition Division 1100, Section 1107.2 and as modified by KDOT Special Provision 7-11003-R05	1,000 Tons	\$29.00	
Location of Plant	3300 S. Hydraulic, Wichita, Kansas 67216		
Date available for pickup	Immediately		
Acknowledged Addendum	Yes		
	Qty.	South West Butler Quarry LLC	
		Price per Ton	
¾" SB-2 Aggregate for structures or pipe backfill, per KDOT Specification, 2015 Edition Division 1100, Section 1107.2 and as modified by KDOT Special Provision 7-11003-R05	1,000 Tons	\$13.50	
Location of Plant	9423 SW 165th Street, Augusta, Kansas 67010		
Date available for pickup	In Stock Currently		
Acknowledged Addendum	Yes		

On the recommendation of Britt Rosencutter, on behalf of Public Works, Anna Meyerhoff-Cole moved to **accept the low bid from South West Butler Quarry LLC and establish contract pricing for one (1) year with two (2) one (1) year options to renew.** Philip Davolt seconded the motion. The motion passed unanimously.

SB-2 Aggregate is used as the base material below concrete drainage structures or as drainage pipe backfill. Sedgwick County hauls this material from the supplier and considers the mileage and labor hours in determining the best value. Public Works performed the attached analysis.

SB-2 Aggregate location analysis.

SouthWest Butler Quarry			Quikete Construction Materials	
SB-2 Aggregate			SB-2 Aggregate	
1000	Tons		1000	Tons
66.66666667	Loads		66.66666667	Loads
22	Miles - One Way		5.6	Miles - One Way
44	Miles - Total/per load		11.2	Miles - Total/per load
2933.333333	Miles - Total		746.6666667	Miles - Total
53.33333333	Hours		13.57575758	Hours
\$ 1,466.67	Fuel Cost		\$ 373.33	Fuel Cost
\$ 8,066.67	Machine Costs		\$ 2,053.33	Machine Costs
\$ 1,581.33	Labor Costs		\$ 402.52	Labor Costs
Total Cost of Material and Delivery			Total Cost of Material and Delivery	
\$ 13,500.00	Material Cost		\$ 29,000.00	Material Cost
\$ 8,066.67	Machine Costs		\$ 2,053.33	Machine Costs
\$ 1,581.33	Labor Costs		\$ 402.52	Labor Costs
<b>\$ 23,148.00</b>			<b>\$ 31,455.85</b>	

### Questions and Answers

Philip Davolt: I'm guessing that the Unruh bid was not acceptable because it was just for driving not actually the materials. Is that correct?

Daniel Schrant: Yes.

#### 4. SS-1H OIL -- PUBLIC WORKS

**FUNDING -- PUBLIC WORKS**

(Request sent to 40 vendors)

RFB #25-0064 Contract

	<b>Ergon Asphalt &amp; Emulsions, Inc.</b>	
	<b>Quantity</b>	<b>Price Per Gallon</b>
Emulsified Oil, SS-1H Per KDOT Standard Specifications, 2015 Edition, Division 1200, Section 1203, Emulsified Asphalt, Table 1203-1. <b>Price per gallon (FOB plant site) Sedgwick County will haul.</b>	<b>12,000</b>	<b>\$2.40</b>
Location of Plant Site	<b>800 E. 10th Avenue El Dorado, Kansas 67042</b>	
Ready for pickup calendar days	<b>Yes</b>	

On the recommendation of Britt Rosencutter, on behalf of Public Works, Philip Davolt moved to **accept the bid from Ergon Asphalt & Emulsions, Inc. and establish contract pricing for one (1) year with two (2) one (1) year options to renew.** Anna Meyerhoff-Cole seconded the motion. The motion passed unanimously.

SS-1H is a polymer emulsified oil used to complete the paving, repaving, or patching of asphalt roadways.

**BOARD OF BIDS AND CONTRACTS SEPTEMBER 25, 2025**

**5. AB-3 ROCK -- PUBLIC WORKS**

**FUNDING -- PUBLIC WORKS**

(Request sent to 20 vendors)

RFB #25-0060 Contract

	Green Dream International LLC		
Item	Qty.	Unit	Price per Ton
AB-3 Rock (Crème Colored), per KDOT Specs, 2015 Edition, Division 1100, Section 1113	25,000	Ton	\$17.78
Availability	2 Days ARO		
Location of Plant	Southwest Butler Tower Quarry at 12732-12000, US-77, Augusta, Kansas 67010		
Acknowledged Addendum	Yes		
	JL Unruh, LLC		
Item	Qty.	Unit	Price per Ton
AB-3 Rock (Crème Colored), per KDOT Specs, 2015 Edition, Division 1100, Section 1113	25,000	Ton	Freight Only: Option A: \$5.95/Ton Option B: \$5.00/Ton
Availability	Subject to plant hours		
Location of Plant	Option A: Southwest Butler Quarries Option B: Cornejo Stone Yard, Wichita, Kansas		
Acknowledged Addendum	Yes		
	Mid-States Materials		
Item	Qty.	Unit	Price per Ton
AB-3 Rock (Crème Colored), per KDOT Specs, 2015 Edition, Division 1100, Section 1113	25,000	Ton	\$8.00 \$22.70 (Delivered)
Availability	*Minimum 500 tons per day pickup / *Minimum 1,000		
Location of Plant	Piedmont Quarry, 1101 30th St., Severy, Kansas 67137		
Acknowledged Addendum	Yes		
	Quikrete Construction Materials		
Item	Qty.	Unit	Price per Ton
AB-3 Rock (Crème Colored), per KDOT Specs, 2015 Edition, Division 1100, Section 1113	25,000	Ton	\$20.00
Availability	Immediately		
Location of Plant	3300 S. Hydraulic, Wichita, Kansas 67216		
Acknowledged Addendum	Yes		

	South West Butler Quarry LLC		
Item	Qty.	Unit	Price per Ton
AB-3 Rock (Crème Colored), per KDOT Specs, 2015 Edition, Division 1100, Section 1113	25,000	Ton	\$15.60
Availability	Prefer a 60 day heads up before hauling. Of course we will work with you as best we can to provide ASAP		
Location of Plant	12001 SW US HWY 77, Augusta, Kansas 67010		
Acknowledged Addendum	Yes		

On the recommendation of Lee Barrier, on behalf of Public Works, Philip Davolt moved to **accept the low bid from South West Butler Quarry LLC and establish contract pricing for one (1) year with two (2) one (1) year options to renew.** Kenly Zehring seconded the motion. The motion passed unanimously.

Sedgwick County Public Works utilizes AB-3 rock in the construction of driveway entrances and in road and shoulder maintenance operations. Sedgwick County Public Works has successfully utilized South West Butler Quarry LLC in the past to supply aggregates.

Notes:

Pricing for this bid was for rock only as the county will pick up and haul rock from plant site.

### Questions and Answers

Tania Cole: Can you help me understand this? This says low bid. I'm trying to understand this \$15.60 per ton but I see Mid-States Material is \$8.00 per ton and also states \$22.70 delivered. So I just need a little understanding on these tables.

Lee Barrier: The bid specifies that Sedgwick County would be picking up and hauling and some of the vendors submitted pricing for what they would charge to be delivered.

Tania Cole: So South West is truly the the low bid when calculating the delivery and the cost of the materials?

Lee Barrier: Correct.

**(Mid-States Material's plant is located in Severy, Kansas making the travel cost prohibitive.)**



## 6. INSURANCE AND BENEFITS CONSULTING SERVICES -- DIVISION OF HUMAN RESOURCES

### FUNDING -- DIVISION OF HUMAN RESOURCES

(Professional Services)

#25-2085 Contract

	IMA, Inc.
Consulting Services - 10/1/2025 - 9/30/2026	\$150,000.00
Consulting Services - 10/1/2026 - 9/30/2027	\$160,000.00
Consulting Services - 10/1/2027 - 9/30/2028	\$175,000.00
Consulting Services - 10/1/2028 - 9/30/2029	\$175,000.00
Consulting Services - 10/1/2029 - 9/30/2030	\$175,000.00
<b>TOTAL</b>	<b>\$835,000.00</b>

On the recommendation of Joe Thomas, on behalf of the Division of Human Resources, Kenly Zehring moved to **accept the agreement with IMA, Inc. (IMA) for a five (5) year total cost of \$835,000.00**. Philip Davolt seconded the motion. The motion passed 3 to 4 with Anna Meyerhoff-Cole abstaining from the vote.

IMA has worked with the Division of Human Resources (HR) since April 2020. During these years, IMA and county staff have been able to identify and streamline benefit processes for the organization and members. IMA has provided HR staff benefit insurance consultation and recommendations.

IMA is assisting the county with open enrollment for the 2026 benefit year, as well as, educating employees on plan options and explanations. IMA provides assistance with claim reviews, analysis for stop loss claims, and training on how to better utilize our services from our provider. IMA has also served as a point of reference for Health Savings Account (HSA) and Flexible Spending Account (FSA) questions.

The customer service we have received from IMA has been exceptional. The county is satisfied with their guidance and responses as requested. The Division of Human Resources is dedicated to providing the best benefit services to our employees.

Notes:

**The scope of services to be provided by IMA include the following:**

#### 1) Health & Welfare Benefit Plan Strategic Consulting

Assist with development of a multi-year strategy for all benefits linking goals/objectives for overall plan performance to the county's business goals.

Provide advisory services, including, but not limited to: cost containment and funding approaches, plan and process change recommendations.

Health and Welfare benefit plan design analysis and recommendations.

Benchmark reporting.

Meetings with management and/or benefits personnel as requested and at agreed upon regular intervals.

#### 2) Vendor-Related Services

Assist with management of Request for Information/Request for Proposal process.

Carrier/vendor renewal negotiations.

Market health & welfare plans/contracts as needed.

Assistance with vendor evaluations.

Evaluation and review of plans and coverages.

Ensure implementation of policy changes with vendor(s).

Provide support functions to employers/employees with carrier(s) and/or vendor(s) for such matters as

Provide support functions to employers/employees with carrier(s) and/or vendor(s) for such matters as billing, enrollment, and claims issues and appeals.

### **3) Underwriting and Financial Services**

Analysis of renewal information, including, but not limited to:

- Loss ratios.
- Trend.
- Pooling charges.
- Maturation factors and administrative loads.
- Validation of carriers underwriting assumptions.
- Review and evaluation of stop loss levels and pricing.

Alternative funding review and modeling.

Provide funding information including premium equivalent rates, COBRA rates and IBNR.

Plan financial analysis, including, but not limited to:

- Network disruption analysis.
- Program cost projections.
- Employee contribution development.
- Reserve setting.
- Customized monthly financial recap.
- Year-end expense projections and reconciliations.

### **4) Regulatory Compliance Services**

Provide legislative and regulatory updates.

Health Care Reform general and client-specific analysis and guidance.

Resource for benefit program and compliance-related questions.

Assist with Annual Form 5500 filings by collecting Schedule A's for all Client's benefits plans.

### **5) Communications Services**

Development of communication strategy and assistance in drafting Plan related communications materials.

Support employee communications efforts.

Open enrollment support.

Assessment and guidance for enrollment solutions.

### **6) HR Technology Assessment and Resources**

Assess current technology needs and define goals.

Engage with subject matter experts.

Manage Request of Information (RFI)/Request for Proposal (RFP) process.

### **7) Wellness**

Perform comprehensive assessment including, but not limited to, claims and costs analysis.

Assist in development of employer goals and strategy.

Assist in development of communication and employee engagement strategy and implementation support.

Vendor management and HRM RFP preparation.

### **8) Benefit Analytics**

Comprehensive reporting on data and predictive modeling related to multiple benefit plan components including:

- Plan design.
- Stoploss.
- Care management.
- Population management.
- Patient Compliance.
- Other Customized Reports.
- Year-over-year comparisons.

## **9) HR Resources**

Access to ThinkHR Hotline.

Access to ThinkHR Training courses.

Access to ThinkHR Library.

Access to ThinkHR Benefits Compliance Suite including plan documents.

## **Questions and Answers**

Tania Cole: Sheena, could you walk us through this. We had a good write-up but sounds like this is just a consulting firm that helps us with our HR benefits.

Sheena Schmutz: As the write-up said, we've been working with IMA for several years on this. They are our go-to for any consultation services and also we go to them to look at how we can enhance the plan but also provide better benefits to the employee and they are our conduit to our vendor, which is United Healthcare (UHC), but also saves the county money as well. So we are looking for strategies moving forward. They also work with other large agencies within the community and so we talk with them if there's any ways to partner to lower costs as well. So we use IMA and other factors as well through Finance.

Philip Davolt: Is this a flat rate? So if we don't use it very much for the year or if we use them a lot that year, it's going to be the same rate?

Sheena Schmutz: That's correct. I would say how we utilize them right now is we contact them multiple times during the week so we fully utilize their services.

**BOARD OF BIDS AND CONTRACTS SEPTEMBER 25, 2025**

**7. ON-CALL CLAIMS RECOVERY AND GRANT ADMINISTRATION --  
DIVISION OF FINANCE**

**FUNDING -- DIVISION OF FINANCE**

(Single Source)

#25-2067 Contract

	<b>Delivering Results &amp; Solutions, Division of Specialty Program Group LLC</b>
	<b>Hourly Rates Not to Exceed</b>
Senior Management Consultant	<b>\$200.00</b>
Consultant	<b>\$100.00</b>

On the recommendation of Joe Thomas, on behalf of the Division of Finance, Anna Meyerhoff-Cole moved to **accept the quote from Delivering Results & Solutions, Division of Specialty Program Group LLC for the contracted rates listed above good through December 31, 2031.** Kenly Zehring seconded the motion. The motion passed unanimously.

Vendor will maintain the continuity of services for the county's State and Local Fiscal Recovery Funds (SLFRF) by providing the following:

Maintain the county's SLFRF documentation in the vendor's box site.

Complete timely and accurate SLFRF reporting through the end of the period of performance (December 31, 2026).

Provide on-call compliance and audit support for the State Mental Health Hospital ARPA (American Rescue Plan Act) based on expected last expenses occurring close of December 31, 2026.

Maintain and support Grant Central software for a five (5) year period ending June 30, 2030.

**Notes:**

Vendor will bill services on a time and material basis up to \$800.00 per month for the term of this statement of work. Any additional support provided by the vendor to the county in excess of this minimum fee for service must be authorized in writing by the county.

**8. ON-CALL COMMERCIAL REAL ESTATE BROKER SERVICES -- PROJECT SERVICES****FUNDING --PROJECT SERVICES**

(Request sent to 91 vendors)

RFP #25-0046 Contract

	<b>CBRE, Inc. dba CBRE</b>	<b>Colliers International North Texas, LLC</b>	<b>Lange Real Estate</b>
Acquisition Commission Rate	<b>3%</b>	<b>3%</b>	<b>3% or a \$4,000 minimum</b>
Disposition Commission Rate	<b>5% Without a Cooperating Broker 6% With a Cooperating Broker - Fee shared with Cooperating Broker</b>	6% divided equally with a cooperative broker	<b>6% for any listings - 3% of which would be collaborating with any procuring broker of the sale price or a \$4,000 minimum</b>
Leasing Commission Rate	<b>County As Landlord</b> - The county will pay CBRE a 6% fee based on gross lease proceeds. <b>County as Tenant</b> - Fees are typically paid by the landlord (similar to acquisitions). In the rare scenario that a landlord and/or brokerage representation refuses to pay the lease commission then the county will be responsible to pay CBRE 3% of the gross lease proceeds.	6% divided equally with a cooperative broker	<ul style="list-style-type: none"> <li>• 1 year or less: One month's rent</li> <li>• 2 years: Two months' rent</li> <li>• Over 2 years: 6% of total rent for the first 10 years, 4% thereafter</li> <li>• Commission split with any procuring broker</li> <li>• \$4,000 minimum</li> </ul>
Broker's Price Opinion	<b>MAI Hourly Rate \$350.00 Certified General Hourly Rate \$250.00 Admin. Research Hourly Rate \$200.00</b>	Subject to size of project. Typically \$2,500.00	<ul style="list-style-type: none"> <li>• \$500 Residential</li> <li>• \$500 Commercial Properties</li> </ul>
Auctioneering Services	<b>Not provided internally. Are offered through TenX.</b>	Not provided internally. Coordinated with local third-party provider.	<ul style="list-style-type: none"> <li>• 10% Buyer's Premium</li> <li>• LangeRE offers In-House Auction Services</li> </ul>
Additional Hourly Fees	<b>None</b>	SVP / Practice Lead \$450.00 VP Consulting \$350.00 Senior Director \$275.00 Director \$200.00 Analyst \$125.00 - \$175.00 <b>Travel</b> - Out-of-market travel (if any) to be approved and reimbursed by the client. <b>Project Management Fees</b> - because of the bespoke nature of construction projects, Project Management is a direct cost to the client, priced per project, at local market rates.	<b>None</b>
No Submission	<b>Graham Land Acquisition Associates</b>		

On the recommendation of Jaimee O'Laughlin, on behalf of Project Services, Anna Meyerhoff-Cole moved to **accept the proposals from Lange Real Estate and CBRE, Inc. dba CBRE at the rates listed above for a period of two (2) years with three (3) one (1) year options to renew.** Kenly Zehring seconded the motion, The motion passed 3 to 4 with Tania Cole abstaining from the vote.

An evaluation committee comprised of Andrew Dilts - Facilities Maintenance; Carli Sanchez - Budget; Travis Babcock and Tania Cole - Manager's Office; and Jaimee O'Laughlin - Purchasing evaluated the proposal responses based on criteria set forth in the RFP. The committee unanimously agreed to accept the proposals from Lange Real Estate and CBRE, Inc. dba CBRE.

The services requested will include assisting the county in the purchase or lease of real property, research on market conditions, preparing price opinions, consulting services including site inspections, and all customary activities and services associated with real estate transactions.

## Notes:

This is a proposal not a bid. Proposals are scored based on criteria set forth in the RFP. There are five (5) components to this RFP.

<b>Component</b>	<b>Points</b>
<b>A. Demonstrated ability to perform the scope of work</b>	<b>20</b>
<b>B. Process and strategy for providing required services</b>	<b>20</b>
<b>C. Cost Competitiveness</b>	<b>25</b>
<b>D. Qualifications and References</b>	<b>20</b>
<b>E. Response thoroughness and completeness</b>	<b>15</b>
<b>Total Points</b>	<b>100</b>

## **Questions and Answers**

Philip Davolt: Have we used this vendor in the past or is this a new vendor?

Jaimee O'Laughlin: We have used two (2) out of the three (3) vendors prior. We were contracted with both CBRE and Lange Real Estate on the previous contract.

**9. COPIERS, PRINTERS, AND MULTI-FUNCTION DEVICES WITH RELATED ACCESSORIES AND SERVICES -- VARIOUS COUNTY DEPARTMENTS**

**FUNDING -- VARIOUS COUNTY DEPARTMENTS**

(Joint Governmental Purchase - Sourcewell Contract #112124-KON)

#25-2087 Contract

	Konica Minolta Business Solutions U.S.A., Inc.
Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services	See Konica Minolta Business Solutions U.S.A., Inc.'s price list

On the recommendation of Jaimee O'Laughlin, on behalf of various departments, Philip Davolt moved to **establish a contract with Konica Minolta Business Solutions U.S.A., Inc. utilizing Sourcewell Contract #112124-KON good through January 10, 2029 with three (3) one (1) year options to renew.** Kenly Zehring seconded the motion. The motion passed unanimously.

The county has had a contract in place with Konica Minolta Business Solutions U.S.A., Inc. since 2019 for multi-function printers and various solutions and departments have been pleased with the service and products available through the cooperative agreement.

Notes:

In 2024, the county spent \$480,290.11.

**Questions and Answers**

Philip Davolt: I guess just to confirm this doesn't make them a sole provider. There's still other options out there for account users?

Jaimee O'Laughlin: Correct. This is one (1) of our contracts. We also have another in place with Canon and I'm constantly looking for other cooperatives out there just to add to that pool for additional options for the county.

Philip Davolt: Good. Thanks.

**10. STRYKER POWERLOAD POWER PRO 2 XPEDITION -- EMERGENCY  
MEDICAL SERVICES (EMS)**

**FUNDING -- AMBULANCE**

(Single Source)

#25-2086 S/C #8000254933

	Howmedica Osteonics Corp. dba Stryker Sales LLC
	Cost
1. MTS Powerload (excludes floor plate)	\$32,609.79
2. 6507 Power Pro 2, High Configuration	\$28,174.93
3. 6257 Xpedition Mid Configuration	\$14,066.93
4. Assembly, Battery Charger	\$696.00
5. Kit, Alvarium Battery, Service	\$795.00
6. Assembly, Power Cord, North American	\$27.00
7. Trade-in a Stryker Power Cot Towards Purchase of a Powerload	-\$3,000.00
8. Trade-in a Stryker Power Cot Towards Purchase of a PP2	-\$3,000.00
9. Trade-in Stryker Stair Chair for a Xpedition	-\$2,000.00
10. Freight	\$763.70
<b>Total</b>	<b>\$69,133.35</b>

On the recommendation of Britt Rosencutter, behalf of Emergency Medical Services (EMS), Philip Davolt moved to **accept the quote from Howmedica Osteonics Corp. dba Stryker Sales LLC (Stryker) in the amount of \$69,133.35**. Anna Meyerhoff-Cole seconded the motion. The motion passed unanimously.

EMS is requesting approval for the purchase of a Stryker Power Pro 2 cot, Power Load system, and Xpedition stair chair for an ambulance currently in production. While the current fleet is standardized with Stryker Power Pro cots, Stryker is transitioning its product line to the Power Pro 2.

This purchase begins the planned transition to the updated model while maintaining compatibility with existing Power Load systems and ensuring continued focus on patient and crew safety.

**Questions and Answers**

Philip Davolt: Is this the first purchase of this type?

Matt Morris: This is going be the first purchase of the Power Pro 2 versus just the regular Power Pro. At the end of this year, they're stopping manufacturing of the Power Pro, which is on the 31 trucks we currently have. The Power Pro 2 is what they're transitioning to. It's a different battery system. A longer battery life and charges a little differently in the power load that's in the ambulance. So yes, this is the first one.

Philip Davolt: Have you been satisfied with the Power Pros we have?

Matt Morris: Yes.

Tania Cole: Explain the trade-in Stryker Power Cot towards the purchase of a Powerload.

Matt Morris: So through kind of normal attrition, when we get new ambulances we put new cots in them and the old cots are taken out of service. So we have an old cot and an old stair chair that we're going to trade-in and they give us some trade-in value for that, which is depicted here in the table.



**11. AGILENT TECHNOLOGIES - GAS CHROMATOGRAPH MASS SPECTROMETRY SYSTEM (GC-MS) -- REGIONAL FORENSIC SCIENCE CENTER (RFSC)**

**FUNDING -- OD2A LOCAL - COMPONENT B**

(Single Source)

#25-2088 S/C #Pending

	Agilent Technologies, Inc.
	Item Price
1. Agilent 8890 Gas Chromatograph System	\$34,980.00
2. 5977C EI MSD Bundle	\$79,462.00
3. Spare Inert Ion Source Assembly	\$4,778.00
4. 7693A Autoinjector	\$11,544.00
5. 7693 Tray	\$13,579.00
6. MassHunter Workstation	\$7,816.00
7. GCMS 5977 Turbo System Crosslab Silver 3 years	\$32,616.00
8. Estimated Freight Charge	\$3,000.00
9. Special Discount	<b>-\$57,715.62</b>
<b>Total</b>	<b>\$130,059.38</b>

On the recommendation of Britt Rosencutter, on behalf of Regional Forensic Science Center, Anna Meyerhoff-Cole moved to **accept the quote from Agilent Technologies, Inc. in the amount of \$130,059.38**. Kenly Zehring seconded the motion. The motion passed unanimously.

The GC-MS system is an essential tool for modern analysis of pharmaceuticals, including screening for basic drugs and drug metabolites. The RFSC received Centers for Disease Control (CDC) Overdose Data to Action (OD2A) Grant Funding to expedite real-time drug analysis and to assist with modernization of drug testing instrumentation.

This instrumentation is used for the positive identification of illicit drugs and is the key instrumentation used to test OD2A-eligible samples, with capability to process other backlogged cases awaiting testing in light of the fentanyl crisis. This will assist in more effective development of harm reduction programs, the prosecution of cases, and prevent distribution of dangerous and deadly drugs in the region.

This new GC-MS system will be an updated model of the current system that the laboratory is utilizing. The new system requires the same consumables, which are currently being purchased by the laboratory. All methods analyzed by the current systems can be moved to the new system since they utilize the same software. All qualified forensic scientists are trained on these systems and software, which will expedite method validation on the new system and reduce the impact on turnaround time for ongoing casework analysis.

**Questions and Answers**

Tania Cole: That's a pretty hefty special discount in the table there, it's nice.

Shelly Steadman: Just because we have several of their instruments, you know, a lot of time the list price is not the actual price that's extended and we are purchasing some extended coverage on this item as well. That has some cost savings advantage as well.