Oward Cours

AGENDA REQUEST FORM

	THE	SCHOOL	L BOARD OF BROW				
Polic School	MEETING DATE	2018-06-	12 10:05 - School Bo	oard Operatio	nal Meeting	Special Ord	<u> </u>
TEM No.:	AGENDA ITEM	ITEMS				Yes	● No
EE-25.	CATEGORY					- Tim	ne
			nent & Warehousing			Open A	genda
TTLE:	DEFARTMENT					J ⊚ Yes	O No
ecommendation to ervices EQUESTED A	o Approve the Second Ame	endment to A	Agreement and Additional S	Spending Author	rity - 14-036N - Adult Wo	rkforce Education Ad	vertising Agency
ecember 31, 2018	d Amendment to Agreeme 3, 6 Months; User Departm ed Vendor(s): KJH III, Inc.	ent: Career,	Technical & Adult Education	on (CTACE); Ad	ditional Requested Amo	unt: \$750,000; New A	ward Amount:
UMMARY EXI	PLANATION AND BA	ACKGROU	JND:				
warded. he Second Amenc	dment to Agreement has be	een reviewed	d and approved as to form	and legal conter	nt by the Office of the Ge	eneral Counsel.	
CHOOL BOA	RD GOALS:						
Goal 1:	High Quality Instruc	ction 💿	Goal 2: Continuou	s Improvem	ent O Goal 3:I	Effective Commi	unication
INANCIAL IM	PACT:						
inging the new co	et to the District will be 750, ontract value to \$7,834,301 value; however, the amour	. The source	of funding will come from	the Workforce D	evelopment fund. The fi		
EXHIBITS: (Lis	st)						
	mmary (2) Second Ame F 1-20-2016 RSBM EE						
BOARD ACTIO	ON:		SOURCE OF ADDIT	TIONAL INFOR	MATION:		
API	PROVED		Name: Jeanette Johnson				321-5757
(For Official Sch	nool Board Records Office Onl	y)	Name: Mary C. Co	ker		Phone: 754-3	321-0501
Senior Leader					Approved In Open Board Meeting On:	JUN 1 2	2 2018
viaurice L. VVO	ods - Chief Strategy &	x Operatio	ns Officer]	Ву:	Mora	Jupe

Signature

Maurice Woods 5/25/2018, 10:13:22 AM

Electronic Signature
Form #4189 Revised 08/04//2017
RWR/ MLW/MCC/JJ:ch

School Board Chair

EXECUTIVE SUMMARY

Recommendation to Approve Extension of Bid and Additional Spending Authority RFP 14-036N – Adult Workforce Education Advertising Agency Services

This Request for Proposal (RFP) provides comprehensive marketing services (creative development, media buys across multiple platforms, social media and search engine marketing and optimization, and data tracking) for Broward's Workforce Education (WFE) schools; three (3) Broward technical colleges, two (2) community schools, and three (3) adult centers. The services are vital to allow Broward's WFE programs to increase public awareness in a market filled with many competing, often for-profit, adult, and career education providers. Each year of this contract, the WFE marketing committee establishes a budget for the year, reviews the expenditures on a monthly basis, and approves all expenses for WFE marketing efforts purchased under this RFP. The committee also receives monthly reports tracking Return on Investment (ROI) and adjusts planned expenses, or media buys for the next month, based on that data.

Agenda Item E-5 was presented to the School Board on April 10, 2018, in order to reject all bids received and rebid the services with revised specifications. RFP 14-043V - Adult Workforce Education Advertising Agency Services has already been released on Demandstar with revised specifications.

In accordance with Special Condition 2.3 of RFP 14-036N, the term of the contract may, by mutual agreement between SBBC and the Awardee be extended 180 days beyond the expiration date of the renewal period. Procurement & Warehousing Services Department is recommending that this contract be extended for 180 days (6 months) in order for a new RFP to be awarded and there would be no lapse of contact services.

Financial Impact

The total spending authority requested is \$750,000 based on the monthly expenditure from the previous bid.

(historical average monthly expenditures)	\$ 116,391
(number of months)	6
(total)	\$ 698,347
(Total spending authority (rounded)	\$ 750,000

With School Board approval, the total spending authority will be for \$7,834,301. Funding for this Bid is provided by Workforce Development fund.

SECOND AMENDMENT TO AGREEMENT

THIS SECOND AMENDMENT TO AGREEMENT is made and entered into as of this day of ______, 2018, by and between

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

(hereinafter referred to as "SBBC"), a body corporate and political subdivision of the State of Florida, whose principal place of business is 600 Southeast Third Avenue, Fort Lauderdale, Florida 33301

and

KJH III, INC.

(hereinafter referred to as "VENDOR"), having its principal place of business at 622 Banyan Trail, Suite 300 Boca Raton, Florida 33431

WHEREAS, SBBC issued a Request for Proposal identified as RFP 14-036N – Adult Workforce Education Advertising Agency Services and Addendum No. 1 and Addendum No. 2 (hereinafter referred to as "RFP") and dated August 6, 2013 for the purpose of receiving proposals for Adult Workforce Education Advertising Agency Services; and

WHEREAS, VENDOR offered a proposal dated July 10, 2013 (hereinafter referred to as "Proposal" which is incorporated by reference herein, in response to the RFP; and

WHEREAS, VENDOR admits and agrees that on August 6, 2013, it was awarded an Agreement under the RFP through June 30, 2016, which permits two (2) one-year renewals and an additional extension for up to 180 days beyond the expiration date of the final renewal period (hereinafter referred to as "Agreement"); and

WHEREAS, on June 28, 2016, SBBC and VENDOR exercised its first of two (2) options to renew the Agreement for a period of one (1) additional year; and

WHEREAS, on April 18, 2017, SBBC and VENDOR exercised its second of two (2) options to renew the Agreement for a period of one (1) additional year, and

WHEREAS, SBBC wishes to exercise its last and final option to extend the Agreement for 180 days; and

NOW, THEREFORE, in consideration of the premises and of the mutual covenants contained herein and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties hereby agree as follows:

- 1.01 <u>Recitals</u>. The Parties agree that the foregoing recitals are true and correct and that such recitals are incorporated herein by reference.
- 1.02 <u>Term of Agreement</u>. Pursuant to Article 2.01 of the Agreement, the term of the Agreement is hereby extended from **July 1, 2018** through **December 31, 2018**, unless terminated earlier pursuant to Article 3.05 of the Agreement.
- 1.03 Order of Precedence among Agreement Documents. In the event of conflict between the provisions of the Agreement and the provisions contained herein, the provisions of the following documents shall take precedence in this order:

First:

Second Amendment to Agreement, then

Second:

First Amendment to Agreement, then

Third:

Agreement, then

Fourth:

Addendum No. 1, then

Fifth:

RFP 14-036N – Adult Workforce Education Advertising Agency

Services

Sixth:

Proposal submitted in repose to the RFP by VENDOR

- 1.04 <u>Other Provisions Remain in Force.</u> Except as expressly provided herein, all other portions of the Agreement remain in full force and effect.
- 1.05 <u>Authority</u>. Each person signing this Second Amendment to Agreement on behalf of either party individually warrants that he or she has full legal power to execute this Second Amendment to Agreement on behalf of the party for whom he or she is signing, and to bind and obligate such party with respect to all provisions contained in this Second Amendment to Agreement.

IN WITNESS WHEREOF, the Parties hereto have made and executed this Second Amendment to Agreement on the date first above written.

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGES TO FOLLOW]

FOR SBBC:

(Corporate Seal)

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

ATTEST:

Robert W. Runcie, Superintendent of Schools

Approved as to Form and Legal Content:

Janette M.

Digitally signed by Janette M.

Smith

Smith

Date: 2018.05.01 12:18:37

-04'00'

Office of the General Counsel

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGE TO FOLLOW]

FOR VENDOR:

(Corporate	e Seal)	KJH III, INC. By Gol Yalui Signature
,	, Secretary	= - 1/
	-or-	Title: <u>General Manager</u>
Witness Witness	ud Proc	_
	F_ FLorida OF Palm Beach	1
1 no	e foregoing instrument was ac	knowledged before me this 75 day of OPIC YACIUR of Name of Person
KJI	on behalf o	of the corporation/agency. He/She is personally known
take an oat	roduced h. Type of Ider	as identification and did/did not first
My Comm	ission Expires:	Signature – Notary Public Made B KAR
(SEAL)		Printed Name of Notary
		Notary's MINDA B. KATZ Notary's Expires November 9, 2019 Bonded Thru Troy Fain Insurance 800-385-7019



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

Edlic school	MEETING DATE	Apr 18 20	17 10:35AM - Regula	ar School Board Meeting	Special Ord O Yes		
TEM No.:	AGENDA ITEM	ITEMS				● No	
EE-10.			CE OF STRATEGY 8	R OPERATIONS	Time		
		<u></u>	ent & Warehousing S		Open A	\genda	
ITLE:	DEPARTMENT	Floculeiii		Del VICes	Yes	O No	
ecommendation fo	or Renewal and Additional	Spending Au	thority - 14-036N - Adult W	Vorkforce Education Advertising Ager	ncy		
EQUESTED A	CTION:						
				I, 2017, through June 30, 2018, 1 Yer(s): Omni Automotive South, Inc.; Mi	•		
SUMMARY EX	PLANATION AND BA	ACKGROU	IND:				
equest is to approve to a copy of the RFP of the interior interior into a copy of the RFP of the interior inter	re the second renewal of the documents are available of the latest and appropriate the latest and appr	his RFP. nline at: 4-036N-Adult oved as to for ction will be \$1,400 ntract value to	Goal 2: Continuou ,000. The contract award \$7,084,301. The funding	e Office of the General Counsel.	3: Effective Comm quest is to increase the e Development funds. T	unication	
EXHIBITS: (Li	st)						
	ımmary (2) Agreement SSBM 4 (6) Financial <i>f</i>			MEE-1 (4) Approved ARF 1-20-2 ter (8) Survey	2016 RSBM EE-2 (5)	Approved	
BOARD ACTION	ON:		SOURCE OF ADDI	TIONAL INFORMATION:		· - 	
AF	PROVED		Name: Jeanette Jo	phnson	Phone: 754	-321-5757	
-	hool Board Records Office On	nly)	Name: Mary C. Coker			-321-0501	
THE SCHOOSenior Leader	OL BOARD OF B	ROWAR	COUNTY, FLO	RIDA			
Maurice L. Woods - Chief Strategy & Operations Officer			ns Officer	Approved In Open Board Meeting On:	APR 1 8 2017		
Signature	84			By: A HATA	w M An	reclass	
	Maurice V			-7- <u>0100</u>	- s. Oloug Pri Jouron		
	4/7/2017, 3:16:59 PM				School Board C	Chair	

Electronic Signature
Form #4189 Revised 07/16
RWR/ MLW/MCC/JJ:cd

REVISED



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

9 VIII &	•					
Olic School	MEETING DATE	Jun 28 20	016 9:00AM - Specia	Meeting	Special Order Red	quest No
TEM No.:	AGENDA ITEM	SUPERIN	TENDENT'S RECO	MMENDATION	Time	
4. CATEGORY St		Superinte	endent's Recommend	lation		
	DEPARTMENT	Procurem	ent & Warehousing	Services	Open Agend Yes	a No
ITLE:						J 190
P Renewal and /	Additional Spending Author	rity - 14-036N	Adult Workforce Education	on Advertising Agency		
EQUESTED A	ACTION:					
					er Department: Career, Technical, Adul	lt, and
ommunity Ed; New nterprise Vendor(s		301; Awarded	d Vendor(s): Omni Adverti:	sing, Inc. Omni Automotive Sc	outh, Inc.; Minority/Women Business	
terprise vendor(s): None					
			· · · · · · · · · · · · · · · · · · ·			
JMMARY EX	PLANATION AND BA	ACKGROL	JND:			
					dult Workforce Education Advertising A	
	awarded on August 6, 2013 we the first renewal of this F		of this contract is from Aug	ust 6, 2013, through June 30, 2	2016, with two (2) one-year renewals.	This
	documents are available o					
	l.k12.fl.us/supply/agenda/1		t_Workforce_Edu_Advertis	sing_ Agency_Svcs.pdf		
is Agreement ha	s been reviewed and appn	oved as to for	m and legal content by the	e Office of the General Counse	1.	
	High Quality Instru	ction ①	Goal 2: Continuou	s Improvement O	Goal 3: Effective Communica	tion
INANCIAL IM	IPACT:					
				d. The funding source will com	ne from the Workforce Development Font awarded.	und. The
XHIBITS: (Li	st)	·····	tankan meneralah men			<u> </u>
•		(3) Approv	ed ARF 8-6-2013 RSBI	M EE-1 (4) Approved ARF	1-20-2016 RSBM EE-2 (5) Financ	cial
malysis Workst	neet (6) Surveys					
			COURCE OF ADDI	TONAL INFORMATION.		
BOARD ACTI	ON:			TIONAL INFORMATION:		
ΔΕ	PROVED]	Name: Jeanette Jo	ohnson	Phone: 754-321-5	757
			Name: Mary C. Co	oker	Phone: 754-321-0	501
	chool Board Records Office On		<u> </u>		Filone. 101 021 0	
HE SCHOO enior Leader	OL BOARD OF B	ROWAR	D COUNTY, FLO	RIDA	1111 a a 0040	
	ods - Chief Strategy	& Operatio	ns Officer	Approved In Open	JUN 2 8 2016	
	5,	•	**************************************	Board Meeting On:)	
ignature	Maurice V	Moode	·	By:	Totalis / ha	€
			,	-	7	
6/27/2016, 5:40:13 PM					School Board Chair	

Electronic Signature
Form #4189 Revised 04/16
RWR/ MLW/MCC/JJ:cd



ITEM No.:

TITLE:

EE-2.

AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

MEETING	DATE
AGENDA	ITEM

Jan 20 2016 10:15AM - Regular School Board Meeting

OPEN ITEMS

CATEGORY EE. OFFICE OF STRATEGY & OPERATIONS

DEPARTMENT [Procurement & Warehousing Services

Special Order Request Yes No Time

> Open Agenda Yes ()No

Recommendation for Additional Spending Authority - 14-036N - Adult Workforce Education Advertising Agency Services

REQUESTED ACTION:

Approve an increase in spending authority for the above contract. Contract Term: August 6, 2013, through June 30, 2016, 2 Years, 10 Months; User Department: Career, Technical, Adult & Community Education; New Award Amount: \$4,284,301; Awarded Vendor(s): Omni Advertising, Inc.; M/WBE Vendor(s): None

SUMMARY EXPLANATION AND BACKGROUND:

The School Board of Broward County, Florida, approved a contract award for Omni Advertising, Inc., on August 6, 2013. The contract award was for \$4,200,000. The current spending has not been exceeded, but additional spending is needed to cover 2015-16 expenditures. This request is to increase the spending authority by \$84,301, bringing contract award value to \$4,284,301.

A copy of the bid documents are available online at:

http://www.broward.k12.fl.us/supply/agenda/14-036N-Rec-Tab-Adult-Workforce-Education.pdf

51	Cŀ	10	OL	BO	ARD	GO.	ALS	:
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○ Goal 1: High Quality Instruction ● Goal 2: Continuous Improvement

Goal 3: Effective Communication

FINANCIAL IMPACT:

The current recommendation is to increase the spending authority by \$84,301; total award amount \$4,284,301.

EXHIBITS: (List)

(1) Executive Summary (2) Approved ARF 8-6-2013 RSBM EE-1 (3) Recommendation Tabulation 8-6-2013 (4) Financial Analysis Worksheet (5) Survey

BOARD ACTION:

APPROVED

(For Official School Board Records Office Only)

SOURCE OF ADDITIONAL INFORMATION:

Name: Jeanette L. Johnson Phone: 754-321-5757

Name: Phone:

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

Senior Leader & Title

Maurice L. Woods - Chief Strategy & Operations Officer

Approved In Open Board Meeting Of

Signature

Maurice Woods

Tuesday, January 05, 2016 12:01:00 PM

Electronic Signature
Form #4189 Revised 12/12 RWR/MLW:cd

School Board Chair

AGENDA REQUEST FORM THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

Meeting Date	7				A to Yang Niverbar		
Meeting Date					Agenda Item Number		
08/06/13	_ Open Ageno X Yes	Ia No	Special Order Req Yes X	uest No	EE-1		
		~					
Request for Proposals (RFP) Recommendation – 14-036N – Adult Workforce Education Advertising Agency Services							
REQUESTED ACTION:			_				
Approve RFP recommendation as stated on the attached award recommendation.							
RFP 14-036N Adult Workforce Education Advertising Agency Services Contract period: Community August 6, 2013 through June 30, 2016 AMOUNT \$4,200,000 S4,200,000 S4,200,000 S4,200,000 S4,200,000 S4,200,000							
	ON AND BACKGROUND:						
Committee, repre- proposals from ad Adult, and Comm awardee will pro- broadcast), video, behalf of the above Board approval of	senting Broward technical vertising agencies/media production (CTACI) vide professional advertising radio, print, direct mail, gother entities, in conjunction with this RFP recommendational mated contract value through the vertical production was a sentitle of the production of the production was a sentitle of the production of the pr	l centers, I lanners to in E), Workford ing services rassroots in ith the Mark ion does no	BC), through the Adult W Broward community school ncrease the enrollment and a ree Broward, and Continuity, utilizing a media mix of a tiatives, internet, etc., and o acting Plan Mission. In the mean the amount shown of this contract from available.	s, and activarenessing Education outdoor, versee the will be	of Career, Technical, tion Programs. The television (cable or marketing efforts on spent. This amount		
SCHOOL BOARD GOAL					-		
X •Goal 2: Co	gh Quality Instruction ntinuous Improvement fective Communication	<u>.</u>					
All expenditures i	r for this contract will come	from Work	force Development Funding	. Staff w	ill provide a report to		
	nually detailing expenditur		1	,			
1. Executive Sur 2. RFP 14-036N	nmary						
BOARD ACTION:			SOURCE OF ADDITIONAL INFORMA	ATION:	754 201 0401		
A. 1	PPROVED		John Felser Jeanette Johnson		754-321-8401 754-321-5700		
A	FFRUVEL		Carol Barker		754-321-0506		
(For Official School Board		<u></u>	Name		Phone		
Maurice L. Woo	k Operations Officer	ARD COU	NTY, FLORIDA				
Approved in Oper	n Board Meeting on:		AUG 6 2013				
Ву:	C	Lourie	Lichelevinson	Sc	hool Board Chair		

Form #4189 Revised 12/12 RWR/MLW/CB: ak



PROCUREMENT & WAREHOUSING SERVICES

FINANCIAL ANALYSIS WORKSHEET

lew Bid # (Ex: 10-004R):	AND STATE OF PARTY AND ASSESSMENT OF PARTY AND ASSESSMENT OF THE PARTY ASSESSM		
	BID INFORMATION	Preparation Date:	May 4 2019
revious Bid # (Ex: 10-004R):	14-036N	Buyer/PA:	May 4, 2018 CHUCK HIGH
lew Bid Award Total:	\$7,834,301	Buyer/FA.	
revious Award Total:	\$7,084,301	Bid Title:	ADULT WORKFORCE EDUCATION
iid Type:	EXTENSION OF BID		ADVERTISING AGENCY SERVI

revious Bid Term (Start Date):	8/6/2013	New Bid Term (In Months):	6
revious Bid Term (End Date):	6/30/2018	# of Months Into Bid:	57
	SPEND REPORTII	NG Park Table	
urchase Order(s) Spend:	-	\$6,634,300	
Card Purchases:		\$0	
otal Invoiced-to-Date Amount (PO + Pcard Purchases):		\$6,634,300	
verage Monthly Expenditure:		\$116,391	
Inused Authorized Spending:		\$450,001	
st. Forecasted Spend (For Entire Bid Term):		\$698,347	
	VENDORINFORMA		
warded Vendors:	M/WBE	Status (If applicable):	Spend:
05052-OMNI AUTOMOTIVE ADVERTISING		***************************************	\$ 6,634,30
		70.111.	
			A,1,1,2

	AND THE PERSON OF THE PERSON O	VENDOR SPEND:	\$ 6,634,30
		PCARD SPEND: TOTAL SPEND:	\$ 6,634,30

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

7720 WEST OAKLAND PARK BOULEVARD, SUITE 323, SUNRISE, FLORIDA 33351 • TEL 754-321-0501 • FAX 754-321-0936



PROCUREMENT & WAREHOUSING SERVICES MARY C. COKER, DIRECTOR www.browardschools.com

VIA EMAIL & FACSIMILE

April 10, 2018

SCHOOL BOARD NORA RUPERT, Chair HEATHER P. BRINKWORTH, Vice Chair

ROBIN BARTLEMAN HEATHER P. BRINKWORTH ABBY M. FREEDMAN PATRICIA GOOD, DONNA P. KORN LAURIE RICH LEVINSON ANN MURRAY DR. ROSALIND OSGOOD

ROBERT W. RUNCIE

Ms. Gail Yaciuk KJH III. Inc. 622 Banyan Trail, Suite 300 Boca Raton, Florida 33431

Phone: 561-620-4774 Fax: 561-620-8774

Email: gyaciuk@omni-advertising.com

Reference: RFP 14-036N - Adult Workforce Education Advertising Agency Services

Dear Ms. Yaciuk:

The above-referenced contract expires June 30, 2018. In accordance with Special Condition 2.3 of the RFP, this contract may, by mutual agreement and upon School Board approval, be extended for an additional 180 days from July 1, 2018 through December 31, 2018. This letter does not constitute the actual extension or contract offer. Please indicate below your willingness to extend this RFP award, which shall be considered by the School District for renewal of your award premised upon your combined agreement to all terms and conditions of the awarded RFP and your agreement to maintain (or reduce) the current awarded price(s). Please execute this document on the space provided and return it to my attention no later than April 16, 2018.

If you do not respond by April 16, 2018, the School District will not consider extension of your award. The School District will notify you if, and when, your contract is extended by the School Board. Thank you for your prompt attention to this

Haller.								
$\overline{\Omega}$	Yes, I offer to renew the current contract	award at the current awarded price(s).						
	Yes, I offer to renew the current contract award at the lower price(s) contained on the attached page(s).							
	No, I do not wish to renew the current co	ntract award.						
Sincele	WHILL IN THE REPORT OF THE PARTY OF THE PART	Heil Ja Cul						
	s V. High, C.P.M., A.P.P., MBA sing Agent IV	Signature of Authorized Representative						
CVH/jp cc:	Bid File	Name and Title of Authorized Representative (PLEASE PRINT)						

"Educating Today's Students To Succeed In Tomorrow's World" Broward County Public Schools Is An Equal Opportunity/Equal Access Employer