PROCUREMENT & WAREHOUSING SERVICES

FINANCIAL ANALYSIS WORKSHEET

BID INFORMATION			
New Bid # (Ex: 10-004R):	FY20-161	**Preparation Date:**	October 18, 2019
Previous Bid # (Ex: 10-004R):	17-003V	**Buyer/PA:**	CHUCK HIGH
New Bid Award Total:	$756,000	**Bid Title:**	FEDERAL AND STATE LOBBYING SERVICES
Previous Award Total:	$681,000		
Bid Type:	NEW BID		
Previous Bid Term (Start Date):	1/1/2017	**New Bid Term (In Months):**	36
Previous Bid Term (End Date):	12/31/2019	**# of Months Into Bid:**	33

SPEND REPORTING	
Purchase Order(s) Spend:	$592,250
P Card Purchases:	$0
Total Invoiced-to-Date Amount (PO + Pcard Purchases):	**$592,250**
Average Monthly Expenditure:	$17,947
Unused Authorized Spending:	**$88,750**
Est. Forecasted Spend (For Entire Bid Term):	**$646,091**

VENDOR INFORMATION		
Awarded Vendors:	**M/WBE Status (If applicable):**	**Spend:**
100882-BECKER & POLIAKOFF PA		$ 246,000
124745-ALCALDE & FAY LTD INC		$ 180,808
131687-BALLARD PARTNERS INC		$ 151,000
100858-MIXON AND ASSOCIATES INC		$ 14,442
	PO VENDOR SPEND:	**$ 592,250**
	P-CARD SPEND:	**$ -**
	TOTAL SPEND:	**$ 592,250**

NOTES (Type Below):

Mixon and Associates, Inc. contract was terminated on July 14, 2017 which reduced the number of lobbyist firms from four (4) to three(3). The balance of the work was shared with the two (2) state lobbyists Becker Poliakoff and Ballard Partners.

Name	Total Change
Alcalde & Faye, LTD. Inc	$60,000 Annually ($180,000 for 3 years)
Ballard Partners, Inc.	$60,000 Annually ($180,000 for 3 years)
Becker & Poliakoff, P.A.	$72,000 Annually ($216,000 for 3 years)
Gray Robinson, P.A.	$60,000 Annually ($180,000 for 3 years)
Total Cost	$252,000 Annually ($756,000 for 3 years)

Default Funding Source*		Department/School & Sign-off Information*	
Cost Center	1115097090	**Name** (First & Last)	**John Sullivan**
Fund	1000	**Title**	**Director**
Functional Area	9101620100000000	**Department/School Name**	**Legislative Affairs**
Commitment Item	53150000	**Sign-off provided by**	**Judith Marte**

*To ensure accuracy, pease type in or select from the menu for the Default Funding Source and Department Information (No hand written information)

Data Source: SAP and Works (Bank of America system)	**Prepared on:**	**10/20/2019**

All information included in this summary is based on the preparation date listed above and may change at any time beyond that date.