



Legislation Text

File #: 22-1348, Version: 1

Contract Request Template (Contracts; IGAs; Leases)

Date Submitted: 10-24-2022

**Requesting Agency: Department of Finance
Division:**

**Subject Matter Expert Name: Rory Regan
Email Address: Rory.Regan@denvergov.org
Phone Number:**

Item Title & Description:

(Do not delete the following instructions)

*These appear on the Council meeting agenda. Initially, the requesting agency will enter a 2-3 sentence description. Upon bill filling, the City Attorney's Office should enter the title above the description (the title should be in **bold** font).*

*Both the title and description must be entered between the red "title" and "body" below. Do **not** at any time delete the red "title" or "body" markers from this template.*

A resolution approving a proposed Agreement between the City and County of Denver and Point b(e) to provide granting writing, research, technical assistance, and other grant-related services for city agencies.

Approves a contract with Point b(e) Strategies, LLC for \$890,000 and through 12-31-2025, plus two 1-year options to extend, to provide grant writing, research, technical assistance, and other grant-related services for city agencies (FINAN-202265166). The last regularly scheduled Council meeting within the 30-day review period is on 12-5-2022. The Committee approved filing this item at its meeting on 11-1-2022.

Affected Council District(s) or citywide? Citywide

Contract Control Number: FINAN-202265166

Vendor/Contractor Name (including any "DBA"): Point b(e) Strategies, LLC

Type and Scope of services to be performed:

The City has retained a grant-writing consultant since 2011. The consultant has provided grant-writing assistance to city agencies; research into funding opportunities; technical assistance on grant-writing and grant preparation; training for City personnel; and participation in the City's Grant Policy Advisory Committee. The most recent five-year contract was canceled due to the vendor closing their business.

Over the last 10 years, more than \$87M in grant awards have been supported through contracted services (either full grant writing or content review/editing). Agencies and Departments have continued to express interest in and request further support going forward.

Point b(e) Strategies, LLC was selected through a competitive bid process to provide grant writing and review, grant research, and grant training to City agencies. The proposed resolution would approve the new contract for the term of 1/1/2023 - 12/31/2027, which includes two renewal periods beginning 1/1/2024 and 1/1/2025, and two optional renewal periods beginning 1/1/2026 and 1/1/2027.

Location (if applicable): Citywide

WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts): N/A

Are WBE/MBE/DBE goals met (if applicable)?

Is the contract new/a renewal/extension or amendment?

New

Was this contractor selected by competitive process or sole source?

Competitive

For New contracts

Term of initial contract:

1/1/2023 - 12/31/2025

Options for Renewal:

How many renewals (i.e. up to 2 renewals)? 2

Term of any renewals (i.e. 1 year each): 1-year

Cost of initial contract term: \$890,000

Cost of any renewals:

Total contract value council is approving if all renewals exercised:

For Amendments/Renewals Extensions:

Is this a change to cost/pricing; length of term; terms unrelated to time or price (List all that apply)?

If length changing

What was the length of the term of the original contract?

What is the length of the extension/renewal?

What is the revised total term of the contract?

If cost changing

What was the original value of the entire contract prior to this proposed change?

What is the value of the proposed change?

What is the new/revised total value including change?

If terms changing

Describe the change and the reason for it (i.e. compliance with state law, different way of doing business etc.)