



## 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.)**