

# REGIONAL TRANSIT ISSUE PAPER

Agenda Item No.	Board Meeting Date	Open/Closed Session	Information/Action Item	Issue Date
3	03/26/12	Open	Action	03/14/12

Subject: Executing Agreement with The Alliance for Business and Community and Delegating Authority to Enter Partnership Agreements with Local Community Organizations for Outreach, and Sponsorship Activities Advancing RT's Programs, Services, and Activities

## ISSUE

Whether to Delegate Authority to the General Manager/CEO to Execute Agreements with The Alliance for Business and Community, and Whether to Delegate Authority to the General Manager/CEO to Enter Partnership Agreements with Local Community Organizations for Outreach and Sponsorship Activities Advancing RT's Programs, Services and Activities.

## RECOMMENDED ACTION

- A. Adopt Resolution No. 12-03-\_\_\_\_ Delegating Authority to the General Manager/CEO to Execute an Agreement with The Alliance for Business and Community; and
- B. Adopt Resolution No. 12-03-\_\_\_\_, Delegating Authority to the General Manager/CEO to Enter Partnership Agreements with Local Community Organizations for Outreach and Sponsorship Activities Advancing RT's Programs, Services and Activities.

## FISCAL IMPACT

Budgeted:	Yes	This FY:	\$	60,000
Budget Source:	Operating	Next FY:	\$	N/A
Funding Source:		Annualized:	\$	N/A
Cost Cntr/GL Acct(s) or Capital Project #:	CC81/69001	Total Amount:	\$	60,000
Total Budget:	\$ 60,000			

## DISCUSSION

The RT Small and Local Business Preference Program and DBE Program include aggressive outreach components and methods for increasing participation of DBEs, Small Business, and Local Businesses on RT contracts. These have been accomplished in part by providing timely information regarding RT's current procurement plans and providing ongoing information relating to the development and implementation of RT's Small and Local Business Preference Program.

Over the last several years, RT has increased activity related to conducting and participating in DBE and Small Business development expos, conferences, and training workshops, in

Approved:

Presented:

Final 3/19/12

General Manager/CEO

Manager, Contracts and DBE

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partnership with the local ethnic chambers, the Federal Technology Center, and other local government agencies.

To assist RT in promoting its Small Business Program, RT has also entered into sponsorship agreements with The Alliance for Business and Community (hereafter referred to as “The Alliance”) to 1) increase the number of qualified and competitive small business enterprises who submit responsive bids to RT, 2) promote small business contracting and bid opportunities that will gain awareness for RT in the small business community, and 3) increase the number of local and diverse business owners taking an interest in doing business with RT. The Alliance includes the Sacramento Asian Pacific Chamber of Commerce (SACC), the Sacramento Black Chamber of Commerce (SBCC), and the Sacramento Hispanic Chamber of Commerce (SHCC). Since 2005, these sponsorship agreements have enhanced RT’s small business program through access to the resources and business development programs the chambers offer their membership. This agreement would provide \$60,000 to The Alliance, including \$20,000 each to the SACC, SBCC, and SHCC for the described activities.

The Alliance is the only organization locally that, as a group, has this combined level of small business development resources along with a large membership of small and local businesses that potentially can provide goods and services to RT. The Alliance has worked extensively with RT over the last seven years to extend outreach to small and local businesses that can provide RT with needed goods and services. The Alliance is familiar with RT and its needs and is able to effectively communicate these needs and opportunities to a broad range of the community’s small and local businesses. Because of The Alliance’s unique role and expertise, it would be in RT’s best interest to retain the services of The Alliance.

Previous agreements have been executed by the General Manager/CEO on a year-to-year basis under the General Manager’s contracting authority. Under the District’s existing contracting authority it would be appropriate for the Board to either approve this type of agreement or delegate its authority to do so to the General Manager/CEO. Staff recommends the Board delegate authority to the General Manager/CEO to execute an agreement with The Alliance for Business and Community for small business outreach support.

In addition, RT also periodically enters into partnership agreements with other local community organizations that conduct activities promoting RT’s programs, services, and activities, including community participation events and joint partnerships advancing RT’s role in the community. These agreements would generally fall within the General Manager/CEO’s contract dollar procurement authority, but the type of agreement is not a traditional procurement activity. Accordingly, staff recommends the Board delegate authority to the General Manager/CEO to enter into such agreements so long as the total aggregate amount of each such contract does not exceed \$100,000 and derived exclusively from state or local funding sources.

RESOLUTION NO. 12-03-\_\_\_\_\_

Adopted by the Board of Directors of the Sacramento Regional Transit District on this date:

March 26, 2012

**DELEGATING AUTHORITY TO THE GENERAL MANAGER/CEO TO EXECUTE AGREEMENTS WITH THE ALLIANCE FOR BUSINESS AND COMMUNITY**

BE IT HEREBY RESOLVED BY THE BOARD OF DIRECTORS OF THE SACRAMENTO REGIONAL TRANSIT DISTRICT AS FOLLOWS:

THAT, The Alliance for Business and Community (“The Alliance”) comprised of the Sacramento Asian Pacific Chamber of Commerce (SACC), the Sacramento Black Chamber of Commerce (SBCC), and the Sacramento Hispanic Chamber of Commerce (SHCC), which is familiar with promoting programs and services between businesses by providing training, education, marketing outreach and referral programs for small and emerging businesses so they can more effectively compete for public contracts.;

THAT, The Alliance has worked with RT over the last seven years assisting RT with outreach to small and local businesses that can provide RT with needed goods and services;

THAT, because of The Alliance’s familiarity with RT and its needs, it is able to represent RT in promoting RT’s Small Business Program;

THAT, because of The Alliance’s expertise and familiarity with RT and with many small and local businesses in the Sacramento region, it is in RT’s best interest to retain the services of The Alliance without following RT’s competitive solicitation procedures set forth in Article III of RT’s Procurement Ordinance;

THAT, pursuant to Section 1.405C of RT’s Procurement Ordinance, a sole source procurement is authorized upon a Best Interest finding;

THAT, the Contract between Sacramento Regional Transit District, therein referred to as “RT,” and The Alliance for Business and Community, therein referred to as “The Alliance.”, whereby The Alliance agrees to provide outreach services as specified for an amount not to exceed \$60,000 and derived exclusively from state or local funding sources, is hereby approved.

THAT, the General Manager/CEO is hereby authorized and directed to execute said Contract.

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BONNIE PANNELL, Chair

A T T E S T:

MICHAEL R. WILEY, Secretary

By: \_\_\_\_\_  
Cindy Brooks, Assistant Secretary

RESOLUTION NO. 12-03-\_\_\_\_\_

Adopted by the Board of Directors of the Sacramento Regional Transit District on this date:

March 26, 2012

**DELEGATING AUTHORITY TO THE GENERAL MANAGER/CEO TO ENTER  
PARTNERSHIP AGREEMENTS WITH LOCAL COMMUNITY  
ORGANIZATIONS FOR OUTREACH AND SPONSORSHIP ACTIVITIES  
ADVANCING RT'S PROGRAMS, SERVICES AND ACTIVITIES**

THAT, the Board hereby delegates its authority to the General Manager/CEO to enter into partnership agreements with local community organizations that conduct activities promoting RT's programs, services, and activities, including: 1) outreach to small and local businesses for small business outreach support, 2) community participation events, and 3) joint event sponsorships advancing RT's role in the community, so long as the total aggregate amount of each contract does not exceed \$100,000 and derived exclusively from state or local funding sources.

\_\_\_\_\_  
BONNIE PANNELL, Chair

A T T E S T:

MICHAEL R. WILEY, Secretary

By: \_\_\_\_\_  
Cindy Brooks, Assistant Secretary