

**INDIAN RIVER COUNTY  
OFFICE OF MANAGEMENT AND BUDGET  
PURCHASING DIVISION**

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**DATE:** February 7, 2022

**TO:** BOARD OF COUNTY COMMISSIONERS

**THROUGH:** Jason E. Brown, County Administrator  
Kristin Daniels, Budget Director

**FROM:** Jennifer Hyde, Purchasing Manager

**SUBJECT:** Award of Annual Bid 2022017 for Temporary Staffing Services

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**BACKGROUND:**

Bids were solicited to establish fixed pricing for temporary staffing services to be utilized as needed by various County departments. These services are separate from the Annual Day Labor agreement solicited on behalf of the Road and Bridge Division, as the requirements of that agreement are much more specialized.

While not exclusive, award of this bid ensures both predictable pricing and eligibility for reimbursement when utilized for federally-funded activities. One of three agreements awarded under previous bid 2021008, with provider HireQuest Direct, remains in effect through September 30, 2022. The new bid was established to facilitate a pricing structure based on the complexity of each individual assignment, rather than just a flat hourly rate per general work category. Under the new award, Human Resources will determine the base pay rate for each assignment, and a percentage markup bid by the provider is added to determine the hourly fee for the temp. The new award also increases the number of eligible providers, enabling Human Resources to cast a wider net to find the most appropriately qualified candidate for each temporary position.

The term of this award is one year, with two additional one-year renewals available, subject to vendor acceptance, satisfactory performance, and staff's determination that renewal would be in the best interest of the County.

**BID RESULTS:**

Advertising Date:	December 10, 2021
Bid Opening Date:	January 7, 2022
Broadcast to:	72 Vendors
Replies:	12 Vendors

**ANALYSIS:**

Bidders were able to submit markup percentages for one or more of the four work categories. The bids are detailed on the table on the next page, with “NB” indicating the firm did not submit a bid for that category of work. The Human Resources Department has reviewed the bids and has determined Blue Arbor, Inc., AUE Staffing, Inc., LFI Fort Pierce, Inc., Altrian, Inc., Spherion Staffing & Recruiting, and Secure Technologies, LLC to be the lowest, responsive and responsible bidders. Those providers and their categories proposed for award are highlighted in green on the table. Quotes obtained by the Human Resources Department in August of 2021 for administrative professional support were 27.46%, 30% and 31%.

Bidder Name	Servicing Location	Office/ Clerical Support Markup %	Admin. Professional Support Markup %	General Labor Support Markup %	Mechanic Support Markup %
Blue Arbor, Inc.	Gulf Breeze	22.0%	22.0%	24.0%	24.0%
AUE Staffing, Inc.	Melbourne	26.99%	26.99%	29.25%	29.50%
LFI Fort Pierce, Inc.	Vero Beach	27.7%	27.7%	29.5%	29.5%
Altrian, Inc.	Miami	28.0%	28.0%	30.0%	30.0%
Spherion Staffing & Recruiting	Port St. Lucie	29.99%	29.99%	NB	NB
Secure Technologies, LLC	Waldorf, MD	32.0%	32.0%	32.0%	32.0%
Moten Tate, Inc.	Orlando	30.0%	30.0%	34.0%	34.0%
Famoso Inc DBA Manpower	Vero Beach	35.0%	35.0%	39.0%	41.0%
HireQuest Direct	Stuart	37.0%	37.0%	46.0%	46.0%
Express Employment Professionals	Port St. Lucie	40.0%	40.0%	45.0%	40.0%
MSys, Inc.	Washington, DC	40.0%	40.0%	40.0%	40.0%
Innotech Construction, Inc.	West Palm Beach	65.0%	65.0%	65.0%	65.0%

**SOURCE OF FUNDS:**

Annual expenditures for temporary staffing services over the past four years were \$93,657 in FY2018; \$19,136 for FY2019, \$8,038 for FY2020; and \$132,202 for FY2021. The 2021 expenditures reflect \$100,716 to support CARES and ARPA grant application processing, and \$18,965 for SHIP staff support.

Funding for services under this agreement will vary by using department and funding source.

**RECOMMENDATION:**

Staff recommends the Board award Bid 2022017 to Blue Arbor, Inc., AUE Staffing, Inc., LFI Fort Pierce, Inc., Altrian, Inc., Spherion Staffing & Recruiting, and Secure Technologies, LLC, approve the sample agreement, and authorize the Chairman to execute the agreement after approval by the County Attorney as to form and legal sufficiency.

**Attachment**

Sample Agreement