



**INDIAN RIVER COUNTY
PURCHASING DIVISION
INTEROFFICE MEMORANDUM**

Date: September 1, 2020

To: Board of County Commissioners

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

From: Jennifer Hyde, Purchasing Manager

Subject: Ratification of Professional Services Agreement with SteepSteel, LLC

BACKGROUND

On May 12, 2020, the Board of County Commissioners authorized the County Attorney’s Office to send notice of termination of tower structure lease agreements to all tenants on the towers located at 1340 Old Dixie Highway and 810 Bailey Drive. The Board also authorized County staff to procure a consultant with expertise in communications leases who can assist the County in obtaining a lease with a carrier for collocation space on the towers, at the best possible rental rate.

Staff has identified an existing cooperative agreement between the National Cooperative Purchasing Alliance (“NCPA”, of which the county is a member) and SteepSteel, LLC for Professional Consulting Services for Wireless Technology. SteepSteel is based in Texas, with seven satellite offices, including one in Coral Gables, FL, and has performed telecommunication-consulting services throughout Florida and the U.S. The specifications of the work as solicited by NCPA, and the expertise held by SteepSteel, as verified by the Director, Information Technology enable the county to directly enter into an agreement with SteepSteel to negotiate, obtain and manage leases for county towers, and forego a formal solicitation.

Staff proposes to have SteepSteel initially focus on obtaining new leases to replace those terminated by the Board in May, then evaluate the remainder of our towers and leases.

In the interest of facilitating implementation of services as soon as possible, the County Administrator executed the agreement per Resolution 2020-54 on August 12, 2020, after it was reviewed and approved by the County Attorney as to form and legal sufficiency.

FUNDING

Steep Steel's compensation for this work is 25% of any increase in revenue resulting from their efforts for a period of 10 years (or until the leases are terminated, whichever is earlier), and payable after the county receives those revenues.

RECOMMENDATION

Staff recommends the Board ratify the execution of the Professional Services Agreement with Steep Steel, LLC and authorize the Chairman to fully execute it.

Attachment:

Professional Services Agreement with Steep Steel, LLC