





April 11, 2025

FISCAL AND POLICY NOTE

TO: Jennifer A. Jenkins
Council Administrator

Colette R. Gresham, Esq.
Deputy Council Administrator

THRU: Josh Hamlin 
Director of Budget and Policy Analysis

FROM: Roger G. Banegas 
Legislative Budget and Policy Analyst

RE: Policy Analysis and Fiscal Impact Statement
CR-044-2025, Contract Approvals – Multiyear

CR-044-2025 (*Proposed and introduced by:* The Chair of the Council at the request of the County Executive)

Assigned to the Committee of the Whole

A RESOLUTION CONCERNING CONTRACT APPROVALS for the purpose of approving certain multiyear contracts in accordance with the Prince George's County Charter and Subtitle 10 of the Prince George's County Code.

Fiscal Summary

Direct Impact:

Expenditures: Additional expenditures of approximately \$101.7 million in Fiscal Year 2026.

Revenues: No revenue impact likely.

Indirect Impact:

Likely favorable.

Legislative Summary:

CR-044-2025¹, proposed by the Chair at the request of the County Executive and sponsored by Council Members Harrison, Fisher, and Watson, was introduced on April 8, 2025, and referred to the Committee of the Whole (COW). CR-044-2025 would approve certain multiyear contracts included in the Fiscal Year (FY) 2026 proposed operating budget.

Current Law/Background:

Under Section 819 of the Charter for Prince George’s County, Maryland, the County Council must approve, by resolution, all multiyear contracts exceeding an aggregate of Five Hundred Thousand Dollars (\$500,000). Further, in accordance with Section 10-105² of the Prince George’s County Code, the County Executive must annually submit a report listing certain multiyear personal service contracts for the coming fiscal year exceeding an aggregate of One Hundred Thousand Dollars (\$100,000) per contractor, and all other executory multiyear contracts for the coming fiscal year exceeding an aggregate of Five Hundred Thousand Dollars (\$500,000), as budgeted, for public review, comment, and approval action by the County Council.

Discussion/Policy Analysis:

The contracts subject to approval in CR-044-2025 are detailed in Attachment A to the Resolution.³ Attachment A does not include any multiyear personal services contracts over \$100,000; it includes fifty-two (52) multiyear contracts exceeding an aggregate of five hundred thousand dollars (\$500,000). Of these, twenty-two (22) are for the Office of Central Services, thirteen (13) are for the Office of Information Technology (OIT), seven (7) are for the Fire/EMS Department, three (3) are for the Office of Finance, two (2) are Non-Departmental, two (2) are for the Department of the Environment, two (2) are for the Department of Corrections, and one (1) for the

¹ [CR-044-2025](#)

² §10-105(c) provides that “For purposes of compliance with the prescriptions of Section 819 of the County Charter, at the time of the submission of the proposed budget for the ensuing fiscal year or, not later than April 1 of each fiscal year, the County Executive shall submit to the County Council a report listing all executory multiyear personal service contracts for the ensuing fiscal year exceeding an aggregate of One Hundred Thousand Dollars (\$100,000) per contractor, and all other executory multiyear contracts for the ensuing fiscal year exceeding an aggregate of Five Hundred Thousand Dollars (\$500,000) for review, public comment, and approval as part the Council budget approval process. The report shall list each contractor and total contract value of the executory multiyear contract. Any contract listed therein not approved by the Council shall be deemed disapproved.”

³ [CR-044-2025, Attachment A](#)

Office of Homeland Security⁴. The aggregate amount of the contracts in the proposed FY 2026 budget is approximately \$101,742,327. The aggregate amount of the contracts in CR-044-2025 is \$395,967,906⁵.

Procurement Process Questions:

The following questions were posed to the Administration concerning the procurement process for the contracts.

1. For each of the procurements above \$500,000 in total value – which in this case is all of them - have any waivers of the County's procurement requirements under Subtitle 10A either (i) been sought or granted or (ii) going to be sought or granted? If so, what requirements are being waived or sought to be waived?
2. Which procurements were put out (or will be put out) publicly for competitive bids or competitive solicitations and which contracts were not put out (or will not be put out) publicly for competitive bids or competitive solicitations?
3. For each of the procurements put out for competitive bids or competitive solicitations, were the business preferences set forth in Section 10A-173 applied for the procurement award selection? If not, why not?
4. For each of the procurements, is the awardee meeting or exceeding the requirement of Section 10A-161(a)(1) that the awardee includes at least fifty percent (50%) certified County-based small business participation in its winning bid or proposal (for unawarded contracts, will the awardee be required to meet this requirement)? If not, why not?
5. For each of the procurements, will there be subcontracting? If so, does the procurement comply with the Disparity Study Recommended MBE goals and MBE subgoals of Section 10A-161(c)? If not, why not?
6. For each of the procurements, are they in compliance with Section 10A-169 "First Source and Local Hiring Agreements required; local hiring requirement." If not, why not?

The Administration has informed Council staff that all relevant agencies included in Attachment A will be present during the April 14, 2025 Committee of the Whole meeting to answer any additional questions the Council may have.

⁴ Please Note: There are fifty-two (52) multi-year contracts, but the list on pages 4 through 9 shows thirty-nine (39). The 39 includes multiple contracts from various vendors grouped in some services to agencies. For example, The Office of Central Services has custodial services contracts with four (4) different vendors. Please refer to Attachment A for each individual contract.

⁵ This number does not include the estimated total value of DOE's Annual renewal for residential and commercial Curbside Trash Collection contracts through various vendors, as the Estimated Full Contract Value is not provided in Attachment A.

The Contracts:

Additional breakdown is available through Attachment A of CR-044-2025.

- (1) **Office of Central Services – Custodial Services**⁶: Services provided identified in Attachment A as “Custodial Services - Standard” through four (4) vendors. The contract term is from July 1, 2025, through June 30, 2027, with an aggregate of \$4,591,000 in FY 2026 and an estimated total value of \$41,700,000.
- (2) **Office of Central Services – HVAC Services**⁷: Services provided identified in Attachment A as “HVAC” through two (2) vendors. The contract term is from July 1, 2025, through June 30, 2027, with an aggregate of \$1,945,000 in FY 2026 and an estimated total value of \$6,333,333.
- (3) **Office of Central Services – Fuel Service**. The service provided is identified in Attachment A as “Fuel Management” through vendor Mansfield. The contract term is from July 1, 2025, through June 30, 2027, with an aggregate of \$462,000 in FY 2026 and an estimated total value of \$57,000,000.
- (4) **Office of Central Services – Landscaping Services**: The service provided is identified in Attachment A as “Landscaping Services” through vendor Professional Facility. The contract term is from July 1, 2025, through June 30, 2027, with an aggregate of \$255,000 in FY 2026 and an estimated total value of \$950,000.
- (5) **Office of Central Services – Snow and Ice Control Services**⁸: Services provided identified in Attachment A as “Snow and Ice Control Services” through four (4) vendors. The contract term is from July 1, 2025, through June 30, 2030, with an aggregate of \$500,000 in FY 2026 and an estimated total value of \$2,500,000.
- (6) **Office of Central Services – Time and Material - Electrical Services**⁹: Services provided identified in Attachment A as “Time and Material - Electrical Services” through three (3) vendors. The contract term is from July 1, 2025, through June 30, 2030, with an aggregate of \$500,000 in FY 2026 and an estimated total value of \$2,500,000.
- (7) **Office of Central Services – Fire Alarm and Sprinkler System**: Services provided identified in Attachment A as “Fire Alarm and Sprinkler System” through two (2) vendors, Starlight Security Inc. and Siemens Industry Inc. The contract term is from July 1, 2025, through June 30, 2030, with an aggregate of \$200,000 in FY 2026 and an estimated total value of \$1,000,000.

⁶ Suppliers are identified as: Acclaim, Bradcorp, Community Bridge, and Integrity National

⁷ Suppliers are identified as: BPI Mechanical and RSC

⁸ Suppliers are identified as: American Master Construction, Community Bridge Inc., E & R Services Inc., and ECM Corporation

⁹ Suppliers are identified as: Lighting Maintenance Inc., Primary Enterprises LLC, and RSC Electrical & Mechanical Contractors

- (8) **Office of Central Services – Boiler Maintenance**: Services provided identified in Attachment A as “Boiler Maintenance” through two (2) vendors, Adrian Merton and American Combustion Industries. The contract term is from July 1, 2025, through June 30, 2030, with an aggregate of \$200,000 in FY 2026 and an estimated total value of \$1,000,000.
- (9) **Office of Central Services – Air Filters & Filtration Equipment**: Services provided identified in Attachment A as “Air Filters & Filtration Equipment” through vendor Cosmos Air Purification. The contract term is from July 1, 2025, through June 30, 2030, with an aggregate of \$100,000 in FY 2026 and an estimated total value of \$500,000.
- (10) **Office of Central Services – Roofing Services**: Services provided identified in Attachment A as “Roofing Services” through vendor Progressive Roofing. The contract term is from July 1, 2025, through June 30, 2030, with an aggregate of \$150,000 in FY 2026 and an estimated total value of \$750,000.
- (11) **Office of Central Services – Plumbing Services**: Services provided identified in Attachment A as “Time and Material – Plumbing Services” through vendor Hot & Cold Corporation. The contract term is from July 1, 2025, through June 30, 2030, with an aggregate of \$100,000 in FY 2026 and an estimated total value of \$500,000.
- (12) **Office of Information Technology – Accenture**¹⁰: Services provided identified in Attachment A as “311 CRM System, Annual Software Renewal.” The contract term is from July 2024 through June 2030, with \$1,429,184 in FY 2026 and an estimated total value of \$4,287,552.
- (13) **Office of Information Technology – Various Suppliers of Telecommunications Platform Services**¹¹: Services provided are identified in Attachment A as “NEW: Telecommunications platform and services. The contract term is from April 2024 through January 2030, with \$5,000,000 in FY 2026 and an estimated total value of \$30,000,000.
- (14) **Office of Information Technology – Various Suppliers of Central Timekeeping and Telestaff Scheduling Services**¹²: Services provided are identified in Attachment A as “Workforce Central Timekeeping and Telestaff Scheduling Services”. The contract term is from January 2024 through December 2027, with \$430,000 in FY 2026 and an estimated total value of \$1,290,000.

¹⁰ [Accenture](#)

¹¹ Suppliers are identified as: Optivor Technologies, LLC, Alliance Technology Group, LLC, CenturyLink Communications, LLC, Verizon Business Network Services – Verizon Maryland, LLC, Comcast of Maryland, LLC, and Skyfine Network Engineering, LLC.

¹² Suppliers are identified as: Kronos, LLC, Oakland Consulting Group, Inc., and NGEN, LLC.

- (15) **Office of Information Technology – Added IT Hardware Suppliers¹³**: Services provided are identified in Attachment A as “IT Hardware, Peripherals, Services.” The contract term is July 2024 through July 2028, with \$100,000 in FY 2026 and an estimated total value of \$500,000.
- (16) **Office of Information Technology – Added Suppliers for Audio Visual (AV) Modernization¹⁴**: Services provided identified in Attachment A as “Audio Visual (AV) Modernization.” The contract term is from April 2024 through March 2028, with \$200,000 in FY 2026 and an estimated total value of \$600,000.
- (17) **Office of Information Technology – Added Earth Networks¹⁵**: Services provided identified in Attachment A as “Technical Support and maintenance of current set of 50 existing weather stations.” The contract term is from May 2025 through May 2030, with \$80,000 in FY 2026 and an estimated total value of \$500,000.
- (18) **Office of Information Technology – Added Convergent, Verizon, AT&T Mobility**: The services provided are identified in Attachment A as “Camera Equipment Supply and Services,” “IT and Telecommunication Services,” and “Digital Voice and Data Services.” The contract term for all three (3) is from May 2025 through May 2030, with \$720,000 in FY 2026 and an estimated total value of \$3,600,000.
- (19) **Office of Information Technology – IT Equipment, Software, Services**: Services provided identified in Attachment A as “IT Equipment, Software, Services.” The contract term is from December 2025 through December 2035, with \$100,000 in FY 2026 and an estimated total value of \$1,000,000.
- (20) **Office of Information Technology – SAP and Ariba Services**: Services provided identified in Attachment A as “Continuation: SAP and Ariba Services.” The contract term is from January 2026 through December 2031, with \$2,000,000 in FY 2026 and an estimated total value of \$10,000,000.
- (21) **Office of Information Technology – Various Supplies¹⁶**: Services provided identified in Attachment A as “IT Equipment, Software, Services.” The contract term is from June 2025 through December 2030, with \$200,000 in FY 2026 and an estimated total value of \$1,000,000.
- (22) **Office of Information Technology – Digital Voice and Data Services**: Services provided identified in Attachment A as “Digital Voice and Data Services.” The vendor is AT&T Mobility. The contract term is from June 2025 through July 2028, with \$533,333 in FY 2026 and an estimated total value of \$1,600,000.

¹³ Suppliers are identified as: Blackwood Associates, Inc. and Apple, Inc.

¹⁴ Supplier is identified as: System Applications Technology, Inc.

¹⁵ [Earth Networks](#)

¹⁶ Suppliers are identified as: Carahsoft Technology, Convergent Technologies, Verizon Business

- (23) **Office of Finance – Sedgwick Claims Management Services¹⁷**: Services provided identified in Attachment A as “Third party administration services for workers’ comp, auto, third party liability, and property claims. The contract term is from October 2022 through June 2032, with \$4,915,810 in FY 2026 and an estimated total value of \$52,339,567.
- (24) **Office of Finance – Banking Services**: Services provided identified in Attachment A as “Banking Services” through vendor Wells Fargo. The contract term is from June 2025 through June 2030, with \$220,000 in FY 2026 and an estimated total value of \$750,000.
- (25) **Office of Finance – Insurance Broker Services**: Services provided identified in Attachment A as “Insurance Broker Services” through vendor Aon Risk Services Inc. of America. The contract term is from July 2025 through June 2028, with zero dollars (\$0) in FY 2026 and an estimated total value of \$1,000,000.
- (26) **Fire/EMS Department – Cost Report**: Services provided identified in Attachment A as “Cost Report” through vendor Public Consulting Group. The contract term is from July 2025 through June 2028, with \$939,200 in FY 2026 and an estimated total value of \$2,730,000.
- (27) **Fire/EMS Department – Self-Contained Breathing Apparatus (SCBA)**: Services provided identified in Attachment A as “Self-Contained Breathing Apparatus (SCBA)” through vendor Municipal Services. The contract term is from July 2026 through June 2032, with \$3,000,000 in FY 2026 and an estimated total value of \$21,000,000.
- (28) **Fire/EMS Department – Training - Testing and Maintenance Services**: Services provided identified in Attachment A as “Training - testing and Maintenance Services” through vendor Vector Solutions/Target Solutions. The contract term is from July 2025 through June 2027 with 2 option years, with \$321,800 in FY 2026 and an estimated total value of \$1,673,900.
- (29) **Fire/EMS Department – Equipment**: Services provided identified in Attachment A as “Equipment” through vendor Stryker. The contract term is from July 2022 through July 2027 with 2 option years, with \$830,000 in FY 2026 and an estimated total value of \$4,150,000.
- (30) **Fire/EMS Department – Equipment and Supplies**: Services provided identified in Attachment A as “Equipment and Supplies” through vendor Witmer. The contract term is from July 2025 through June 2026 1 year with 3 one-year options, with \$200,000 in FY 2026 and an estimated total value of \$800,000.
- (31) **Fire/EMS Department – Insurance Broker Services**: Services provided identified in Attachment A as “Insurance Broker Services” through vendor The Hilb Group. The

¹⁷ [Sedgwick](#)

contract term is from July 2025 through June 2026 2 years with 3 one-year options, with \$1,800,000 in FY 2026 and an estimated total value of \$9,000,000.

(32) **Fire/EMS Department – Medical Director**: Services provided identified in Attachment A as “Insurance Broker Services” through vendor Dr. Goltz. The contract term is from July 2025 through June 2026 2 years with 3 one-year options, with \$225,000 in FY 2026 and an estimated total value of \$1,000,000.

(33) **Non-Departmental – Bank of America**¹⁸: Services provided identified in Attachment A as “Equipment Lease Purchase Financing or COP.” The contract is from April 2025 through July 2033, with zero dollars (\$0) in FY 2026 and an estimated total value of \$37,618,354.

This contract is likely a routine equipment lease/purchase financing agreement similar to those approved for FY 2021 – FY 2027 in CR-025-2021¹⁹ and CR-023-2024.²⁰ The contract approved in CR-025-2021, also with Bank of America, had an aggregate value of \$28.9 million over a seven (7) year term, with \$25.0 million included in the FY 2021 budget. The contract approved in CR-23-2023 was also for a seven (7) year term, beginning on April 1, 2024, for an aggregate amount of \$29,937,784, none of which is included in the FY 2024 proposed budget.

(34) **Non-Departmental (Fire/EMS) – Change Healthcare**²¹ (Fire/EMS): Services provided are identified in Attachment A as “Ambulance Fee Collection Services.” This contract is from July 2023 through June 2026, with \$1,544,900 in FY 2026 and an estimated total value of \$4,634,700.

(35) **Department of the Environment – Various Suppliers (trash haulers)**²²: Services identified in Attachment A as “Annual renewal for residential and commercial Curbside Trash Collection.” The contract term is for various years, with \$46,413,000 in FY 2026 and an estimated total value of \$324,891,000²³.

(36) **Department of the Environment – BSRSL: Material for Slope Stabilization**: Services identified in Attachment A as “BSRSL: Material for Slope Stabilization.” through vendor NZI Construction. The contract term is from July 2025 through June 2027, with \$327,300 in FY 2026 and an estimated total value of \$654,600.

¹⁸ [Bank of America website](#)

¹⁹ [CR-025-2021](#)

²⁰ [CR-023-2023](#)

²¹ [Change Healthcare website](#)

²² Suppliers identified as: Bates Trucking Company, Inc., Bowie Trucking Service, Inc., Burch Trash Service, Inc., The Can Butler, LLC, Fielding & Sons Trash Service, LLC, GCI Residential, Inc., JEDA Trucking, Inc., J&T Bowie Enterprise, Inc., TP3, LLC, Uneeda Disposal Service, Inc., and US Refuse, Inc.

²³ As noted above, Attachment A does not include a total value, as it did in [CR-026-2024](#), which listed a total value of \$324,891,000.

- (37) **Department of Corrections – Medical Care for Inmates**: Services identified in Attachment A as “CONTINUATION: Provides medical services & care to inmates.” through vendor YesCare Inmate Medical Services. The contract term is from July 2025 through June 2030, with \$7,400,000 in FY 2026 and an estimated total value of \$7,400,000.
- (38) **Department of Corrections – Healthy Meals for Inmates**: Services identified in Attachment A as “CONTINUATION: Provides healthy meals for inmates.” through vendor Aramark Food Services. The contract term is from July 2025 through June 2030, with \$3,500,000 in FY 2026 and an estimated total value of \$3,500,000.
- (39) **Office of Homeland Security – Records Maintenance and Records Management Maintenance**: Services identified in Attachment A as “Combined Radio Maintenance and Records Management Maintenance.” through vendor Motorola. The contract term is from July 2025 through June 2030, with \$10,409,184 in FY 2026 and an estimated total value of \$79,105,900.
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Fiscal Impact:

- *Direct Impact*

Adoption of CR-044-2025 will have an adverse direct fiscal impact on the County of approximately \$101,742,327 in FY 2026 and an estimated \$395,967,906 over the term of the contracts.

- *Indirect Impact*

Adoption of CR-044-2025 should have a favorable indirect impact on the County via the provision of equipment and services that are the subjects of the respective contracts.

- *Appropriated in the Current Fiscal Year Budget*

N/A. The FY 2026 proposed amounts are included in the proposed FY 2026 operating budget.

Effective Date of Proposed Legislation:

The proposed Resolution shall be effective on the date of adoption.

If you require additional information or have questions about this fiscal impact statement, please call me.