



**HUDSON &
COMPANY, INC.**
BUILDING CONSTRUCTION CONSULTANTS

City of Gainesville
1/20/11
100650
[Signature]
352-377-0623

January 5, 2011

City of Gainesville
200 East University Avenue
Gainesville, FL 32601

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Attn: Mayor Lowe and City Commissioners

Re: Purchasing Policy - Local Preference

Dear Mayor Lowe and Commissioners,

I am writing with regard to my desire for the City of Gainesville to adopt a more stringent purchasing standard with regard to local preference when retaining design professionals. Currently our CRA sometimes favors out of town firms with the idea that they bring needed diversity to our architectural palette.

When I was in the Architectural and Engineering business for 22 years we referenced Chapter 287 Florida Administrative Code 287.055(4)(b):

"The agency (definition: municipality or political subdivision) shall select, in order of preference, no less than three firms deemed to be most highly qualified to perform the required services after considering such factors as the ability of professional personnel, past performance, willingness to meet time and budget requirements, **location** (definition: the proximity "highway distance" of the applicant in relation to the requirements of the project shall be rated). The selection committee shall decide on the proper rating table to be used based on type, size and complexity of the project, recent, current and projected work loads of the firms, and the volume of work previously awarded by the agency, with the object of effecting an equitable distribution of contracts among qualified firms, provided such distribution does not violate the principle of selecting the most highly qualified firms."

The rating tables used ranged from ones for "complicated and small projects requiring extensive on-site consultation" to "large projects of all types" and "studies of all types." Since location provided a maximum of 40 points, past performance a maximum of 20, volume of agency work a maximum of 15 and workload a maximum of 10 it is clear that location was considered very important. The idea behind this was the expectation that firms located close-by would visit the site and the clients more often at less cost than a remotely located consultant could. Additional considerations include knowledge of local workforce and materials, climate, building inspection and development review procedures.

I am asking you to direct the City Manager and the Purchasing staff to revise the evaluation procedure for hiring architects and engineers to add location of the firm to the criteria. I will be more than happy to consult with your staff regarding methods to accomplish this.

Sincerely,

Hudson & Company, Inc.

[Signature]
John E. Hudson
President

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