

Cuyahoga County Board of Control  
 County Administration Building, 4<sup>th</sup> Floor  
 September 24, 2012 11:00 AM

1. Call to Order
2. Review and Approve Minutes
3. Public Comment
4. Tabled Items Returned for Review
5. New Items for Review

Item	Requestor	Description	Board Action
BC2012-271	Department of Development	Recommending a loan in the amount not-to-exceed \$90,000.00 to Paragon Robotics, LLC, for a North Coast Opportunities Technology Fund Project, located at 27331 Tungsten Road, Euclid; requesting authority for the Director to execute all documents required in connection with said loan.  Funding Source: 100% Western Reserve Fund	<input type="checkbox"/> Approve <input type="checkbox"/> Disapprove <input type="checkbox"/> Hold
BC2012-272	Department of Health and Human Services	Division of Children and Family Services, submitting a contract with Outcome Referrals Services, sole source, in the amount of \$450,000.00 for core outcomes referrals services, implementation, customization and consultant services for the period 10/1/2012 - 9/30/2014.  Funding Source: 100% Health and Human Service Levy Funds	<input type="checkbox"/> Approve <input type="checkbox"/> Disapprove <input type="checkbox"/> Hold
BC2012-273	Department of Public Safety and Justice Services	Witness/Victim, recommending an award on RQ23108 and enter into a contract with Mental Health Services for Homeless Persons, Inc. in the amount not-to-exceed \$299,150.00 for crisis intervention and assessment services for the Children Who Witness Violence Program for the period 4/1/2012 - 12/31/2012. (Deputy Chief Approval No. DC2012-59 - authority to seek proposals).  Funding Source: 100% Health and Human Service Levy Funds	<input type="checkbox"/> Approve <input type="checkbox"/> Disapprove <input type="checkbox"/> Hold
BC2012-274	Department of Workforce Development	In partnership with City of Cleveland as designated Local Workforce Investment Area No. 3, submitting a revenue generating agreement with Ohio Rehabilitation Services Commission in the amount of \$276,065.57 for provision of services to individuals with disabilities for the period 10/1/2012 - 9/30/2013.	<input type="checkbox"/> Approve <input type="checkbox"/> Disapprove <input type="checkbox"/> Hold
BC2012-275	Juvenile Court	Submitting an amendment to Contract No. CE1000723-02 with Applewood Centers Inc. for the Multi-Systemic Therapy and Multi-Systemic Therapy - Problem Sexual Behavior Programs for the period 7/1/2010 - 6/30/2012 to extend the time period to 6/30/2013 and for additional funds in the amount of \$410,472.00.	<input type="checkbox"/> Approve

		Funding Source: 100% by the State grant funds (RECLAIM Ohio).	<input type="checkbox"/> Disapprove <input type="checkbox"/> Hold
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6. Other Business
7. Public Comment
8. Adjournment

**Minutest**

Cuyahoga County Board of Control  
County Administration Building, 4th Floor  
September 17, 2012 11:00 AM

1. Call to Order: The meeting was called to order at 11:05 AM
2. Review and Approve Minutes: Wade Steen made a motion to approve, Bonnie Teeuwen seconded, the minutes were approved. Ed FitzGerald was not available, Wade Steen chaired the meeting.
3. Public Comment: There was no public comment
4. Tabled Items Returned for Review
5. New Items for Review

BC2012-262 Department of Development Requesting to amend Board of Control Approval No. BC2012-124 to read as follows: recommending an economic development loan in the amount not-to-exceed \$212,000 to Kamac, Inc. to purchase property, located at 4878 Van Epps Road, Brooklyn Heights. Funding Source:100%Community Development Block Grant (Department of Housing and Urban Development).

Wade Steen made a motion to approve, Dale Miller seconded, the item was approved.

Approve  
 Disapprove  
 Hold

BC2012-263 Department of Development Requesting to amend Board of Control Approval No. BC2012-125 to read as follows: recommending an economic development loan in the amount not-to-exceed \$110,000 to SP Data, LLC for the purchase of equipment to be located at 1500 West 3rd Street, Cleveland.

Funding Source:100% General Fund

Wade Steen made a motion to approve, Dale Miller seconded, the item was approved.

Approve  
 Disapprove  
 Hold

BC2012-264 Department of Development Requesting to amend Board of Control BC2012-126 Approval to read as follows: recommending an economic development loan in the amount not-to exceed \$202,000 to 5400 Warner Road, LLC/ J & F Transportation for acquisition of a building located at 5400 Warner Road, Valley View , Ohio.

Funding Source: 100% Community Development Block Grant (Department of Housing and Urban Development).

Wade Steen made a motion to approve, Dale Miller seconded, the item was approved.

Approve  
 Disapprove  
 Hold

BC2012-265 Department of Public Safety and Justice Services Public Safety Grants, submitting an amendment to Contract No. CE1100363-01 with Community Assessment and Treatment Services, Inc. for treatment services in connection with the FY2010 Adult Treatment Drug Courts Grant Program for the period 9/30/2010 - 9/29/2013 for additional funds in the amount of \$79,561.00.  
Funding Source: 100% Department of Health and Human Services, Substance and Mental Health Services Administration.

Wade Steen made a motion to approve, Pernel Jones Jr., seconded, the item was approved.

Approve  
 Disapprove  
 Hold

BC2012-266 Department of Public Works Requesting authority to apply for and accept various grant applications to the District One Public Works Integrating Committee for Ohio Public Works Commission State Issue I Program funds for various projects:

A) in the amount of \$6,500,000.00 for reconstruction and widening of Pleasant Valley/Bagley Road from Pearl Road to York Road in the Cities of Parma and Middleburg Heights.

B) in the amount of \$500,000.00 for replacement of Bagley Road Bridge No. 3.45 over Plum Creek in Olmsted Falls.

Wade Steen made a motion to approve, Pernel Jones Jr., seconded, the item was approved.

Approve  
 Disapprove  
 Hold

BC2012-267 Juvenile Court 1) Submitting amendments to contracts with various providers for residential treatment services for the Youth and Family Community Partnership Program for the period 2/1/2012 - 1/31/2014 for additional funds:

a) Contract No. CE1200428-01 with Beech Brook in the amount of \$25,000.00.

b) Contract No. CE1200431-01 with Berea Children's Home aka Guidestone in the amount of \$100,000.00.

c) Contract No. CE1200436-01 with The Glen Mills Schools in the amount of \$95,000.00.

d) Contract No. CE1200438-01 with Keystone Richland Center, LLC, dba Foundations for Living in the amount of \$125,000.00.

e) Contract No. CE1200441-01 with The Village Network in the amount of \$75,000.00.

2) Submitting amendments to contracts with various providers for residential treatment services for the Youth and Family Community Partnership Program for the period 1/1/2012 - 12/31/2013 for additional funds:

a) Contract No. CE1200321-01 with Beech Brook in the amount not-to-exceed \$100,000.00.

b) Contract No. CE1200322-01 with Bellefaire Jewish Children's Bureau in the amount not-to-exceed \$75,000.00.

Funding Source: 100% Health and Human Service Levy

Wade Steen made a motion to approve, Dale Miller seconded, the item was approved.

Approve  
 Disapprove  
 Hold

BC2012-268 Office of Procurement & Diversity Recommending an award:  
Department of Public Works

a) on RQ23635 to Statewide Ford Mercury of Kenton, Ohio, Inc. in the amount of \$104,162.00 for the purchase of 4-2012 Ford Explorer Police Interceptor vehicles for use by County Sheriff (State Contract No. RS900912/ORC 125.04(B)).

Funding Source: 100% General Fund

Wade Steen made a motion to approve, Bonnie Teeuwen seconded, the item was approved.

Approve  
 Disapprove  
 Hold

BC2012-269 Information Technology Department A) Fiscal Office, submitting a sole source exemption, which will result in a contract with Manatron, Inc., in the amount not-to-exceed \$486,190.00 for support and maintenance on the Manatron Visual Property Tax System and SIGMA CAMA software system for the period 1/1/2012 - 12/31/2012.

1. Vendor/Contractor Name: Manatron Inc.

2. What is the product/service that you seek to acquire?

Maintenance on the MVP Tax System for the Fiscal Office/Treasurer and Fiscal/Appraisal Department. Also maintenance on the CAMA Sigma System for the Fiscal/Appraisal Department.

3. Will this purchase obligate Cuyahoga County to this or any other vendor for future purchases, for example, maintenance, licensing or continuing need?  Yes  No

4. Why do you need to acquire these goods or services?

There was a RFP done and RQ002 was issued September 23, 1999 for the purchase of Manatron's software. Manatron is the sole proprietor of the software. Manatron is the only company to provide maintenance to the software.

5. Why are the requested goods/services the only ones that can satisfy your requirements?

Provide specific details on the compelling functional and/or technical reasons why the requested good or service is the only one that can satisfy the requirement. Indicate any features of the product or service that cannot be provided by an alternative product or service. In enumerating the unique aspects of the product or service, provide quantifiable details on the factors and/or qualifications that make the good or service distinctive. If the good or service is patented or copyrighted, provide the supporting information such as patent number or copyright holder.

Manatron was selected through a formal RFQ process. Manatron is the only vendor capable of providing patch upgrades and yearly maintenance to the system. Manatron is the sole proprietor.

6. Were alternative goods/services evaluated?

The County is in the process of developing an upgrade or replacement strategy for the Manatron systems. Due to the complexity and cost of upgrading these systems, it is recommended to continue with the yearly maintenance contract.

7. Identify specific steps taken to negate need for sole source provider.

An upgrade/replacement strategy is underway between the Fiscal and IT Departments.

8. Has your department bought these goods/services in the past?  Yes  No

There was and RFP done and RQ002 was issued September 23, 1999 for the purchase of Manatron's software. Manatron is the sole proprietor of the software. Manatron is the only company that can provide maintenance to their software.

The estimated yearly cost for the previous maintenance contracts were \$432,653 for the MVP maintenance and \$87,708 for the Sigma Cama System.

9. What efforts have been made or are being made to reduce the Department's reliance on a sole source provider for these goods/services in the future?

The County is in the process of developing an upgrade or replacement strategy for the Manatron systems.

10. What efforts were made to get the best possible price?

There were extensive negotiations between Manatron and the ISC Department. The ISC Department was able to consolidate both maintenance agreements under one contract and were able to have Manatron waive the cost of the Data Tables which will save the county approximately \$79,000.00.

11. Why is the price for this purchase considered to be fair and reasonable?

Indicate any price comparisons or other benchmarks against which the vendor's price was evaluated. For example, if a professional service, are the hourly rates comparable to those available for providers of similar services? If no price comparisons were made, please explain.

12. Amount to be paid: \_\_\_\_\_\$486,190.00\_\_\_\_\_

B) Fiscal Office, submitting a contract with Manatron, Inc., sole source, in the amount not-to-exceed \$486,190.00 for support and maintenance on the Manatron Visual Property Tax System and SIGMA CAMA software system for the period 1/1/2012 - 12/31/2012.

Funding Source:

FS109702 - 97,238.00, - Assessment fund

FS109660 - 97,238.00 - General fund

FS109710 - 97,238.00 - Delinquent Real Estate Tax Assessment Fund

FS109728 - 48,619.00 - Tax Prepayment Special Interest Fund

FS109652 - 145,857.00 - General Fund

Wade Steen made a motion to approve, Pernel Jones Jr., seconded, the item was approved.

Approve

Disapprove

Hold

6 Other Business

BC2012-270 Department of Development 1) Department of Development, requesting approval of an alternative procurement process and an exemption from aggregation of contracts on RQ25003 for a contract with C.B. Mullins Construction Company, Inc. in the amount of \$29,000.00 for Lead Remediation of property located at 1570 - 1572 Belmar, East Cleveland, in connection with the FY2010 Lead-Based Paint Hazard Control and Lead Hazard Reduction Demonstration Grant Program for the period 9/17/2012 - 11/16/2012. (Contracting and Purchasing Ordinance, Section 4.4.b.17 and 3.5.a.)

2) Submitting a contract with C.B. Mullins Construction Company, Inc. in the amount of \$29,000.00 for Lead Remediation of property located at 1570 - 1572 Belmar, East Cleveland, in connection with the FY2010 Lead-Based Paint Hazard Control and Lead Hazard Reduction Demonstration Grant Program for the period 9/17/2012 - 11/16/2012.

Funding Source:100% FY2010 Lead-Based Paint Hazard Control and Lead Hazard Reduction Demonstration Grant

Wade Steen made a motion to approve, Bonnie Teeuwen seconded, the item was approved.

Approve

Disapprove

Hold

7. Public Comment: There was no public comment

8. Adjournment: Wade Steen made a motion to adjourn, Pernel Jones Jr., seconded the meeting was adjourned at 11:26 AM

**New Items for Review**

BC2012-271 Department of Development Recommending a loan in the amount not-to-exceed \$90,000.00 to Paragon Robotics, LLC, for a North Coast Opportunities Technology Fund Project, located at 27331 Tungsten Road, Euclid; requesting authority for the Director to execute all documents required in connection with said loan.

**SUMMARY OF REQUESTED ACTION:**

Title: Department of Development; 2012; Paragon Robotics, LLC; NCO Technology Fund Loan; NCO Loan #2012-07

**A. Scope of Work:**

- 1.) Department of Development requesting approval of an NCO Technology Fund Loan with Paragon Robotics, LLC in the amount not to exceed \$90,000.00 and requesting authority for the Director to execute all documents required in connection with said loan.
- 2.) The primary goals of the project are to accelerate the development of a high-growth entrepreneurial company, increase the flow of follow-on private investment, create new high paying jobs, and generate program income

**B. Procurement:**

- 1.) Loan

**C. Contractor and Project Information:**

- 1.) The current address of the borrower is:  
Paragon Robotics, LLC  
27331 Tungsten Road  
Euclid, Ohio 44132  
County Council District #11
- 2.) The principals of the borrower are:  
Julian Lamb, President - 100%

**D. Project Status:**

- 1.) The project is new to the County.

**E. Funding:**

- 1.) The project is funded 100% by the General Fund
- 2.) The schedule of loan disbursements is by invoice in accordance with the project budget as defined within the loan agreement.

**PURPOSE/OUTCOMES - PRINCIPAL OWNER(S):**

Paragon Robotics, LLC is an electrical engineering company that designs and sells hardware and software to analyze and improve building energy efficiency. The company is developing a line of devices that will provide a seamless tool chain for Energy Service Companies and HVAC contractors. Paragon's proprietary control and data acquisition platform has been developed to address pervasive problems with current environment control systems. Based in County District 11 and located in the city of Euclid, Paragon will use the \$90,000 NCO Loan to acquire certifications for the launch of a new hardware lineup of products.

Paragon Robotics developed unique control and data acquisition software devices to analyze the efficiency of an existing building's control system and easily build a simulation model of the building.

This product line effectively merges data acquisition and controls into a single unified “next-generation” platform, which can then be used to build a complex automation system. The devices offer two primary functionalities: 1) a unique wireless data acquisition system, and software to reverse-engineer a building's construction and isolate building improvements and control algorithms which will save energy; 2) a wireless building energy management system consisting of thermostats and other sensors and controls.

The Cuyahoga County NCO Technology Fund will provide a payment-deferred loan to help Paragon Robotics to apply for FCC and UL certification for wireless data acquisition sensors and pilot manufacture the wireless control system. The \$90,000 loan is at a fixed interest rate of five percent (5.00%) for five (5) years. Principal and accrued interest is due either at the end of the loan term or when the company achieves follow-on investment in the amount of \$1.5 million. Paragon Robotics anticipates the project will create 20 jobs within five years and increase its annual payroll by \$975,000.

The NCO Technology Fund was developed by the Cuyahoga County Department of Development in collaboration and the JumpStart Entrepreneurial Network (“JEN”). A selection committee comprised of JEN Entrepreneurs-in-Residence (“EIRs”), MAGNET, Inc. and Cuyahoga County analyzed the Paragon Robotics application on August 6, 2012 and they recommended approval by Cuyahoga County. The Paragon Robotics project represents the 24th NCO Loan since 2008.

The NCO Technology Fund provides loans to accelerate technology-based entrepreneurship, create new high paying jobs, and increase the flow of private investment to Cuyahoga County technology companies. Loans are provided to technology companies that will attract follow-on investment and create jobs. To date the NCO Fund portfolio has attracted more than \$10.5 million dollars in follow-on investment, created 50 jobs, representing an increase of \$2 million in annual payroll.

Principal Owner: Julian Lamb, President - 100%

BC2012-272 Department of Health and Human Services Division of Children and Family Services, submitting a contract with Outcome Referrals Services, sole source, in the amount of \$450,000.00 for core outcomes referrals services, implementation, customization and consultant services for the period 10/1/2012 - 9/30/2014.

#### A. Scope of Work Summary

1. Children and Family Services is requesting authority to submit a contract for approval with the sole source provider Outcome Referrals, Inc. The total cost of the contract is \$450,000.00 for the period of 10/1/2012 to 9/30/2014. The vendor will receive \$225,000.00 per year.

2. Outcome Referrals will: Gather Treatment Outcome Package (TOP) data on all children who are in DCFS custody, and follow these children with ongoing monthly or quarterly assessments; Ensure that all providers in the DCFS universe have access to the TOP and utilize the tool effectively; Ensure that DCFS employees are aware of the program and understand where and how to access support; Deliver aggregate benchmark reports within four (4) months of program roll out; Use data to support placement decisions.

Additionally, Outcome Referral Services will: Provide the TOP to all designated providers, foster homes, and DCFS Social Workers; Measure the outcomes of providers in the geographic region serving DCFS; Monitor the progress of the children as the work through the child welfare system; Provide monthly

benchmark reports once each agency has a minimum of 40 children with outcome data; Deliver quality improvement to DCFS providers.

B. Procurement

1. The procurement method for this project is Sole Source justification. The justification was approved by the CPB on 8/6/2012, the resolution number is CPB2012-735

C. Contractor and Project Information

1. The address(es) of all vendors and/or contractors:

Outcome Referrals, Inc.  
293 Boston Post Rd.  
Suite 330  
Marlboro, MA 01752  
Council District (NA-Outside of state)

D. Project Status and Planning

1. The project is a one-time occurrence.  
2. NA

E. Funding

1. The project is funded 100% by the Health and Human Service Levy.  
2. The schedule of payments is by invoice.

BC2012-273 Department of Public Safety and Justice Services Witness/Victim, recommending an award on RQ23108 and enter into a contract with Mental Health Services for Homeless Persons, Inc. in the amount not-to-exceed \$299,150.00 for crisis intervention and assessment services for the Children Who Witness Violence Program for the period 4/1/2012 - 12/31/2012. (Deputy Chief Approval No. DC2012-59 - authority to seek proposals).

A. Scope of Work Summary

1. PSJS/ Witness Victim Service Center requesting approval of a contract with Mental Health Services for Homeless Persons, Inc. for the anticipated cost not-to-exceed \$299,150.00. The anticipated start-completion dates are 06/01/2012 through 12/31/2012.  
2. The primary goals of the project are to: (A) Work with law enforcement and other partners in order to identify children recently exposed to violence; (B) Provide crisis counseling and services at the scene of violent crimes when there are children present; and (C) to triage children into ongoing services, when needed.

B. Procurement

1. The procurement method for this project was RFP. The total value of the RFP is \$299,150.00.  
2. The RFP closed on May 8th. There was a 5% SBE goal.  
3. There were three proposals submitted to OPD, all were reviewed, one was approved.

C. Contractor and Project Information

1. The address of the vendor is:  
Mental Health Services for Homeless Persons, Inc.  
1741 Payne Avenue  
Cleveland, Ohio 44114



#### Council District 7

2. The executive director for the vendor is Susan Neth.

3a. The project takes place throughout Cuyahoga County, but with specific focus on the following communities: Cleveland, Lakewood, Beachwood, Euclid, and Maple Heights. Other areas may be served if resources allow.

3b. Given the focus, the project is located in Council Districts 2, 3, 7, 8, 9, 10, 11.

#### D. Project Status and Planning

1. The project reoccurs annually and has been in existence since 1999.

4. The project's term has already begun. The reason there was a delay in this request is due to the death of the staff person processing this RFP and contract, followed by obstacles in negotiating a start date for the contract.

#### E. Funding

1. The project is funded by Health and Human Services Levy Dollars.

2. The schedule of payments is monthly, upon receipt of invoice.

BC2012-274 Department of Workforce Development In partnership with City of Cleveland as designated Local Workforce Investment Area No. 3, submitting a revenue generating agreement with Ohio Rehabilitation Services Commission in the amount of \$276,065.57 for provision of services to individuals with disabilities for the period 10/1/2012 - 9/30/2013.

The City of Cleveland/Cuyahoga County Workforce Development is submitting a revenue generating agreement with the State of Ohio, Rehabilitation Services Commission in the amount of \$276,065.57 for providing services to individuals with disabilities for the period October 1, 2012 through September 30, 2013.

Contract funds are made available to serve individuals with significant disabilities. Services will include: Outreach and Recruitment, Intake and Orientation, Comprehensive Needs Assessment, Computer Skills Assessment, Employee Development, Financial Capability, Supportive Services, Trial Work Experience, Individual Development Accounts (IDA), and Self-employment Preparation. The goals of the project are as follows:

- Number of Individuals who complete needs assessment = 40
- Number of Individuals who complete individualized support plan = 35
- Number of Individuals who will initiate IDA development = 71

It is anticipated and acknowledged through this revenue generating agreement that a subcontract will be entered into with Linking Employment, Abilities and Potential.

Linking Employment, Abilities and Potential: Melanie Hogan, Executive Director

BC2012-275 Juvenile Court Submitting an amendment to Contract No. CE1000723-02 with Applewood Centers Inc. for the Multi-Systemic Therapy and Multi-Systemic Therapy - Problem Sexual Behavior Programs for the period 7/1/2010 - 6/30/2012 to extend the time period to 6/30/2013 and for additional funds in the amount of \$410,472.00.

#### A. Scope of Work Summary

1. Juvenile Court, requesting the approval of an amendment to CE1000723 with Applewood Centers, Inc. for Multisystemic Therapy /Multisystemic Therapy-Problem Sexual Behavior Program (MST/PSB) for the period July 1, 2010 - June 30, 2012; to increase the funds in the amount of \$410,472.00, (not-to-exceed \$1,556,947.87); and to extend the time until June 30, 2013.

2. The primary goal of the project is to provide Multisystemic Therapy-Problem Sexual Behavior (MST/PSB) services for adjudicated youth who would otherwise be committed to the Ohio Department of Youth Services. MST/PSB services provide community based in home family therapy to help families become more self-sufficient.

3. This program is part of the Targeted RECLAIM grant, funded entirely by the Ohio Department of Youth Services.

#### B. Procurement

1. The procurement method for this project was through the RECLAIM Ohio grant agreement. The total value of the agreement is \$1,556,947.87.

2. N/A

3. The proposed amendment to the agreement is exempt from competitive bidding requirements under Cuyahoga County Ordinance #O2011-0044 Section 4.4(b) (16 & 18) and ORC 307.86 (j).

#### C. Contractor and Project Information

Applewood Centers, Inc.

2525 East 22nd Street

Cleveland, Ohio 44115

Phone: 216-696-6874

Council District: 8

2. The Executive Director of the Applewood Centers, Inc. is Melanie Falls.

3.a Project is county-wide.

3.b. Project is county-wide.

#### D. Project Status and Planning

1. The project is an on-going project from the last State fiscal year.

2. N/A

3. N/A

4. The project term will begin on July 1, 2012. The reason there is a delay in this request is that the amendment cannot be executed until the County approval of RECLAIM Ohio grant funding.

5. N/A

#### E. Funding

1. The project is funded 100% by the State grant funds (RECLAIM Ohio).

2. The schedule of payments is by invoice.

3. This project is the 2nd amendment to the contract. The 1st amendment occurred in 2011, which extended the time until 6/30/12, with additional funding of \$448,308.00.