




County Administrator's Office

18 N. County St. – 9th Floor

Waukegan, Illinois 60085

Phone: 847.377.2250

MEMORANDUM

Date: June 8, 2022
To: RuthAnne Hall, Purchasing
From: Jim Hawkins, Deputy County Administrator 
Subject: Request for a Bid Exemption for the Contract with Lake County Partners

Attachment: *Lake County Partners' Proposal*

Summary:

County Administration requests a “bid” exemption for a new, follow-on contract with Lake County Partners to serve as the County’s economic development organization.

Background:

- Lake County Partnership for Economic Development (“Lake County Partners”) has been the official economic development organization for Lake County since its founding in 1998.
- For nearly 25 years, Lake County Partners has increased the impact of the County’s consistent contributions by combining those funds with private sector dollars and various grants to attract hundreds of millions of dollars in direct investment, stem the tide of exits to neighboring states and counties, and significantly increase high-wage, high-quality jobs.
- A new agreement between Lake County Partners and the County is required to continue this engagement. The current five-year contract with Lake County Partners expires on November 30, 2022 and there are no renewal options remaining on the current agreement.
- County Administration is seeking a “bid” exemption regarding a new, follow-on contract with Lake County Partners to serve as the County’s official economic development organization.
- The bid exemption is being sought to forego a request for proposal process based on Lake County Partners’ long standing, successful relationship with Lake County government, municipalities, and businesses as well as their knowledge gained through these long-standing relationships.
- These relationships add expediency and efficiency to the services they provide to the County.
- There are no other entities in Lake County that could compete with Lake County Partners’ due to the uniqueness of their mission and operations.
- A sole source procurement request, as described under Article 6-102 of the Lake County Purchasing Ordinance, is a prudent choice for a new contract with Lake County Partners.

Request:

Consideration of a “bid” exemption authorizing a new, follow-on sole source contract with Lake County Partners to serve as the County’s economic development organization based on: (1) existing relationship with the County, (2) existing community relationships, and (3) a lack of competitors.