



Cover Memorandum/Staff Report

File #: 24-1695

Agenda Date: 1/7/2025

Item #: 6.J.4.

TO: Mayor and Commissioners
FROM: Sammie L. Walthour, Director, Neighborhood and Community Services
THROUGH: Terrence R. Moore, ICMA-CM, City Manager
DATE: January 7, 2025

APPROVAL OF RESOLUTION NO. 08-25 TO AWARD A SOLE SOURCE AGREEMENT WITH SESCO LIGHTING TO PURCHASE DECORATIVE LIGHT POLES AND LIGHT POLE FIXTURES FOR THE CITY OF DELRAY BEACH IN THE AMOUNT OF \$164,000

Recommended Action:

Motion to approve Resolution NO. 08-25 to award a Sole Source Agreement with SESCO Lighting to purchase decorative light poles and light pole fixtures for City of Delray Beach in the amount of \$164,000.

Background:

The City of Delray Beach is seeking a Sole Source Approval Request to continue utilizing SESCO Lighting as a sole source. SESCO Lighting is the exclusive representative and sole supplier for three (3) of the major Lighting Manufacturing Companies in Florida. These companies are Spring City Electrical Manufacturing Company, Ameron Pole Products LLC., and Artec Manufacturing, LLC. SESCO Lighting represents all products from the companies, including decorative light poles, fixtures, globes, traffic poles, decorative bollards, and mounting arm brackets.

Throughout the city, there are several decorative light poles and light fixture globes that become damaged and must be replaced annually. Causes for damage range from normal wear, sea air, and by contractors or vehicular accidents. On average, the annual cost for light pole replacements can exceed more than \$40,000 for decorative light poles and \$12,000 or more for light fixture globes. Annually, three to four decorative light poles are replaced.

Each company has provided sole source letters in which they have indicated that SESCO Lighting, Inc. is the exclusive representative for each company for sales, pricing, and product offers. Spring City Electrical Manufacturing Company, Ameron Pole Products LLC., and Artec Manufacturing, LLC are the direct exclusive manufacturers for these custom city standard light poles located in the downtown area. This Resolution authorizes the City Manager to execute any amendments thereto and take any and all actions necessary to effectuate its intent.

The three (3) companies listed above were located through online research and from previous business conducted with the City. All three (3) companies referenced SESCO Lighting to be the exclusive representative for each of the manufacturers. The Agreement term is for two (2) years.

The cumulative estimated contract value is:

Contract Value		
Initial Term	Upon full execution - Janua	\$164,000
TOTAL		\$164,000

Attachments:

1. Agreement SS2024-032
2. Res No. 08-25
3. Approved Sole Source
4. Legal Review Checklist

City Attorney Review:

Approved as to form and legal sufficiency.

Funding Source/Financial Impact:

Funding is available for current fiscal year from the following departments and account numbers:

Department	Funding Source	Annual Allocation
Neighborhood & Community Services	001-24-230-519-46.40	\$50,000 Per Year
Public Works	001-41-330-541.34-90	\$10,000 Per Year
Public Works	001-41-330-541.46-15	\$10,000 Per Year
Parks and Recreation	001-72-738-572.34-90	\$12,000 Per Year

Timing of Request:

Timely approval is requested due to long lead times for parts.