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## BOARD OF COUNTY COMMISSIONERS

August 9, 2022

### OPEN SESSION AGENDA

- 10:00 AM      MOMENT OF SILENCE AND PLEDGE OF ALLEGIANCE  
CALL TO ORDER, *President Jeffrey A. Cline*  
APPROVAL OF MINUTES: *July 26, 2022*
- 10:05 AM      COMMISSIONERS' REPORTS AND COMMENTS
- 10:15 AM      STAFF COMMENTS
- 10:20 AM      CITIZEN PARTICIPATION
- 10:25 AM      UPDATE THE BOARD OF COUNTY COMMISSIONERS ON ACTIONS  
COMPLETED BY THE WASHINGTON COUNTY VETERANS ADVISORY  
COMMITTEE  
*Matt Breeding, Chairman, Washington County Veterans Advisory Committee*
- 10:35 AM      KELBAUGH RURAL LEGACY PROGRAM (RLP) EASEMENT  
*Chris Boggs, Rural Preservation Administrator, Planning and Zoning*
- 10:40 AM      RURAL MARYLAND ECONOMIC DEVELOPMENT FUND GRANT PROJECTS  
REVIEW AND RANKING  
*Susan Buchanan, Director, Grant Management*
- 10:55 AM      WASHINGTON COUNTY GAMING COMMISSION'S ANNUAL REPORT AND  
FISCAL YEAR 2022 GAMING FUND ALLOCATION ANNOUNCEMENT  
*Susan Buchanan, Director, Grant Management; Kay Hoffman, Chair, Washington  
County Gaming Commission*
- 11:05 AM      INTERGOVERNMENTAL COOPERATIVE PURCHASE (INTG-22-0093) –  
EIGHT (8) JOHN DEERE ZERO TURN MOWERS  
*Rick Curry, Director, Purchasing; Danny Hixon, Deputy Director, Buildings, Grounds  
and Parks*
- INTERGOVERNMENTAL COOPERATIVE PURCHASE (INTG-22-0096) –  
VIRTUAL REALITY INTERACTIVE LEARNING SYSTEM  
*Rick Curry, Director, Purchasing; Kevin Lewis, Deputy Director, Emergency Services*

11:10 AM      CLOSED SESSION – *(To discuss the appointment, employment, assignment, promotion, discipline, demotion, compensation, removal, resignation, or performance evaluation of appointees, employees, or officials over whom this public body has jurisdiction; or any other personnel matter that affects one or more specific individuals; To consult with counsel to obtain legal advice on a legal matter; and To discuss public security, if the public body determines that public discussion would constitute a risk to the public or to public security, including: (i) the development of fire and police services and staff; and (ii) the development and implementation of emergency plans.)*

12:30 PM      RECONVENE IN OPEN SESSION

ADJOURNMENT



## Agenda Report Form

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### Open Session Item

**SUBJECT:** Update the BoCC on actions completed by the Washington County Veterans Advisory Committee

**PRESENTATION DATE:** Tuesday, August 9, 2022

**PRESENTATION BY:** Matt Breeding, Chairman, Veterans Advisory Committee

**RECOMMENDED MOTION:** N/A – No action by the BoCC is required. Informational only

**REPORT-IN-BRIEF:** To provide the BoCC with an overview of the VAC's current membership makeup, actions taken, current initiatives and future goals.

**DISCUSSION:** NSTR (Nothing Significant to Report). Any discussion is not anticipated other than to solicit input from the BoCC.

No fiscal impact

**FISCAL IMPACT:** Not Required – informational only to the BoCC

**CONCURRENCES:** None although, ten copies of the VAC's trifold will be dropped off to the County Clerk for attachment/inclusion for the Commissioners, County Attorney and all members of the panel being briefed.

**ATTACHMENTS:**



## Agenda Report Form

### Open Session Item

**SUBJECT:** Kelbaugh Rural Legacy Program (RLP) Easement

**PRESENTATION DATE:** August 9, 2022

**PRESENTATION BY:** Chris Boggs, Rural Preservation Administrator, Dept. of Planning & Zoning

**RECOMMENDED MOTION:** Move to approve the Frank L. Kelbaugh, Jr. RLP Easement project, in the amount of \$30,443.30 for 13.26 easement acres, paid for 100% by the Maryland Department of Natural Resources, and to adopt an ordinance approving the easement purchase and to authorize the execution of the necessary documentation to finalize the easement purchase.

**REPORT-IN-BRIEF:** The Kelbaugh property is located at 2224 Rohrersville Rd., Knoxville, and the easement will serve to permanently preserve a valuable scenic, environmental and historic property in the County. The parcel is mostly wooded but does have a significant amount of agricultural land. It lies in a part of Washington County that was heavily trafficked during the Civil War and the Battle of Antietam. The property borders the DNR Rails to Trails line and buffers 1,300 linear feet of Israel Creek.

The parcel adds on to a block of thousands of acres of contiguous preserved farmland in South County. Three (3) development rights will be extinguished with this easement.

**DISCUSSION:** Since 1998, Washington County has been awarded more than \$26 million to purchase Rural Legacy easements on more than 8,100 acres near Antietam Battlefield in the Rural Legacy Area. RLP is a sister program to the Maryland Agricultural Land Preservation Program (MALPP) and includes the protection of environmental and historic features in addition to agricultural parameters. RLP uses an easement valuation system (points) to establish easement value rather than appraisals used by MALPP. For FY 2022, Washington County was awarded RLP grants totaling \$1,554,300. The Kelbaugh RLP Easement will use part those funds. Easement applicants were previously ranked based on four main categories: the number of development rights available, the quality of the land/land management (agricultural component), natural resources (environmental), and the historic value.

**FISCAL IMPACT:** RLP funds are 100% State dollars, mainly from DNR Open Space funds. In addition to the easement funds, we receive up to 3% of the easement value for administrative costs, a mandatory 1.5% for compliance/monitoring costs, and funds to cover all of our legal/settlement costs.

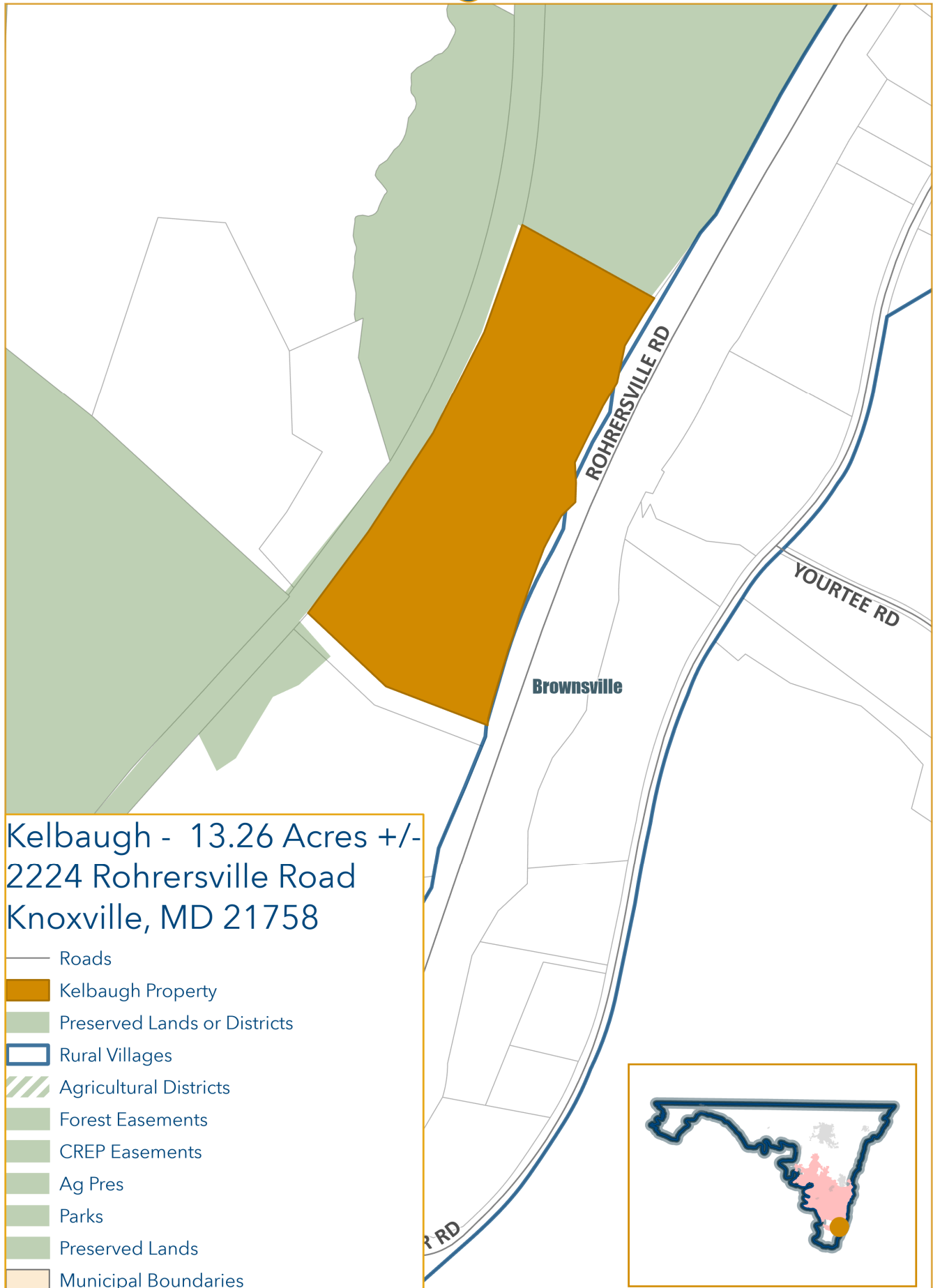
**CONCURRENCES:** Both the State RLP Board and the State Department of Natural Resources (DNR) staff have approved and support our program. A final money allocation will be approved by the State Board of Public Works.

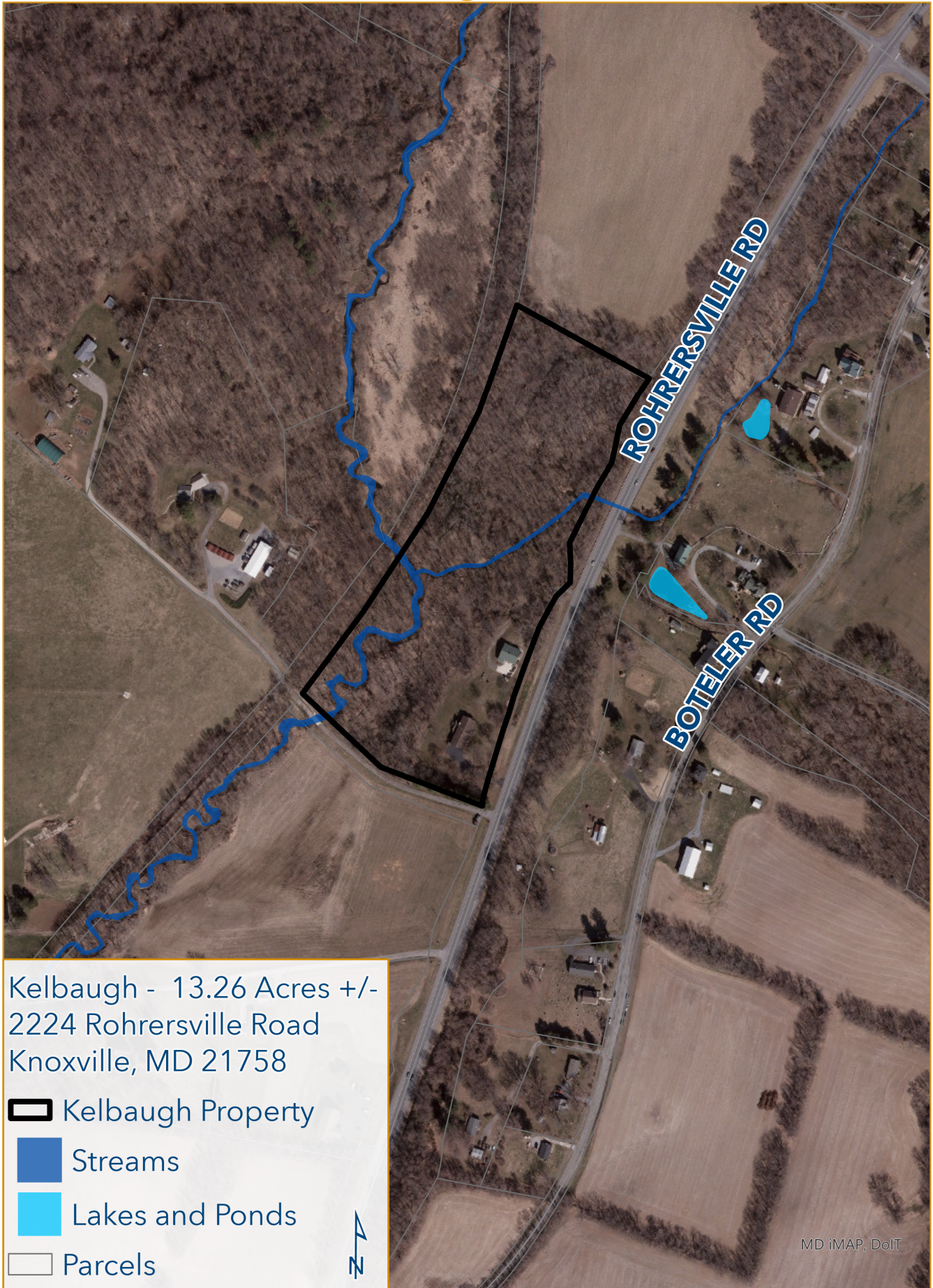
**ALTERNATIVES:** If Washington County rejects State funds for RLP, the funds will be allocated to other counties in Maryland.

**ATTACHMENTS:** Aerial Map, Location Map, Ordinance

**AUDIO/VISUAL NEEDS:** N/A









ORDINANCE NO. ORD-2022-

**AN ORDINANCE TO APPROVE THE PURCHASE OF A CONSERVATION  
EASEMENT UNDER THE MARYLAND RURAL LEGACY PROGRAM**

***(Re: Kelbaugh RLP Conservation Easement)***

RECITALS

1. The Maryland Rural Legacy Program ("RLP") provides the funding necessary to protect large, contiguous tracts of land and other strategic areas from sprawl development and to enhance natural resource, agricultural, forestry, and environmental protection through cooperative efforts among State and local governments.

2. Protection is provided through the acquisition of easements and fee estates from willing landowners and the supporting activities of Rural Legacy Sponsors and local governments.

3. For FY 2022, Washington County (the "County") was awarded a RLP grant totaling \$1,554,300.00 (the "RLP Funds").

4. Frank L. Kelbaugh, Jr. (the "Property Owner"), is the fee simple owner of real property consisting of 13.26 acres, more or less (the "Property"), in Washington County, Maryland. The Property is more particularly described on Exhibit A attached hereto.

5. The County has agreed to pay the sum of approximately THIRTY THOUSAND FOUR HUNDRED FORTY-THREE DOLLARS AND THIRTY CENTS (\$30,443.30), which is a portion of the RLP Funds, to the Property Owner for a Deed of Conservation Easement on the Property (the "Kelbaugh RLP Conservation Easement").

THEREFORE, BE IT ORDAINED by the Board of County Commissioners of Washington County, Maryland, that the purchase of a conservation easement on the Property be approved and that the President of the Board and the County Clerk be and are hereby authorized and directed to execute and attest, respectively, all such documents for and on behalf of the County relating to the purchase of the Kelbaugh RLP Conservation Easement.

ADOPTED this \_\_\_\_ day of \_\_\_\_\_, 2022.

ATTEST:

BOARD OF COUNTY COMMISSIONERS  
OF WASHINGTON COUNTY, MARYLAND

\_\_\_\_\_  
Krista L. Hart, Clerk

BY: \_\_\_\_\_  
Jeffrey A. Cline, President

Approved as to legal sufficiency:

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Kendall A. Desaulniers  
Deputy County Attorney

Mail to:  
Office of the County Attorney  
100 W. Washington Street, Suite 1101  
Hagerstown, MD 21740

## EXHIBIT A - DESCRIPTION OF PROPERTY

ALL that tract or parcel of land, and all the rights, ways, privileges, and appurtenances thereunto belonging or in anywise appertaining, situate along the West side of relocated Maryland Route No. 67 approximately 0.2 miles South of intersection with the Brownsville Road in Election District No. 8, Washington County, Maryland, being the property identified by the State Department of Assessments and Taxation as tax account no. 08-003173, and being more particularly described in accordance with the description contained in the deed recorded in Liber 1422, folio 660 among the Land Records of Washington County, Maryland, as follows:

Beginning at a point in the West right of way line of relocated Maryland Route #67, at the intersection with the sixth line of Parcel No. 1 of a deed from Annie E. Reid to Francis Massey Castle recorded in Liber 188, folio 598 among the Land Records of Washington County, Maryland, and running thence with the following corrected courses and distances as determined in a survey made by Davis, Renn & Shrader, Inc., South 34 degrees 38 minutes 45 seconds West 46.08 feet to a point thence South 32 degrees 31 minutes 13 seconds West 101.95 feet to a point; thence South 13 degrees 18 minutes 19 seconds West 105.91 feet to a point; thence South 32 degrees 16 minutes 47 seconds West 77.32 feet to a point; thence South 27 degrees 52 minutes 35 seconds West 176.68 feet to a point; thence South 01 degree 42 minutes 26 seconds East 56.95 feet to a point; thence South 03 degrees 20 minutes 21 seconds West 54.28 feet to a point; thence South 47 degrees 03 minutes 07 seconds West 54.66 feet to a point; thence South 30 degrees 43 minutes 25 seconds West 50.94 feet to a point; thence South 29 degrees 05 minutes 56 seconds West 50.88 feet to a point; thence South 22 degrees 08 minutes 37 seconds West 101.30 feet to a point; thence South 21 degrees 08 minutes 36 seconds West 101.29 feet to a point; thence South 17 degrees 48 minutes 42 seconds West 55.01 feet to a point; thence South 20 degrees 40 minutes 00 seconds West 45.76 feet to a point; thence South 18 degrees 22 minutes 34 seconds West 150.12 feet to a point; thence South 16 degrees 05 minutes 34 seconds West 50.16 feet to a point; thence South 05 degrees 33 minutes 26 seconds West 18.73 feet to a point; thence leaving said right of way and running with the lands of [now or formerly] Glenn E. Martin recorded in Liber 476, folio 170 [among the aforesaid Land Records] North 67 degrees 37 minutes 00 seconds West 304.79 feet to a point; thence continuing with said land and at or near an existing fence line North 45 degrees 18 minutes 00 seconds West 312.90 feet to an existing corner fence post; thence with an existing fence line at the land formerly owned by the Baltimore and Ohio Railroad now C.X.S., the following four (4) courses: North 40 degrees 40 minutes 23 seconds East 282.24 feet to an existing fence post; thence North 34 degrees 42 minutes 13 seconds East 330.67 feet to an existing fence post; thence North 28 degrees 16 minutes 33 seconds East 312.72 feet to an existing fence post; thence North 21 degrees 02 minutes 02 seconds East 318.01 feet to a corner fence post; with the land of [now or formerly] Robert F. Werner recorded in Liber 794, folio 678 [among the aforesaid Land Records] South 58 degrees 27 minutes 01 second East 421.98 feet to the point of beginning; containing 13.26 acres of land, more or less.

THE above-described property being shown and designated on the Plat of Property Survey for Mr. Frank Kelbaugh prepared by Davis, Renn & Shrader, Inc., Surveyors, being designated as Project No. 867024, consisting of one page, and recorded at Plat Folio 2044 among the Plat Records of Washington County, Maryland,

BEING all of the same property which was conveyed from Frank L. Kelbaugh, Jr., and Patti Lynn Kelbaugh to Frankl L. Kelbaugh, Jr., by deed dated June 17, 1998, and recorded in Liber 1422, folio 660 among the Land Records of Washington County, Maryland.

TOGETHER with the right of way to said lands from the Public Road at Brownsville over the road leading by the property now or formerly owned by William E. Boteler to the Brownsville Station and thence along the Railroad and Creek by a road formerly used by William H. Boteler to reach said lands; AND SUBJECT TO a right of way to the Potomac Edison Company dated August 11, 1937, and recorded Liber 206, folio 237 among the aforesaid Land Records.



## Agenda Report Form

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### Open Session Item

**SUBJECT:** Rural Maryland Economic Development Fund Grant Projects Review and Ranking

**PRESENTATION DATE:** August 9, 2022

**PRESENTATION BY:** Susan Buchanan, Director, Office of Grant Management

**RECOMMENDED MOTION:** Move to accept the Rural Maryland Economic Development Fund project rankings as prioritized by this Board and forward the ranking to Tri-County Council for Western Maryland for funding consideration; and further move to allow applicants to proceed with application submission to the Maryland Department of Commerce for those projects that receive funding recommendation from Tri-County Council and to accept grant funding for County projects approved and provided by the Department of Commerce.

**REPORT-IN-BRIEF:** The Rural Maryland Economic Development Fund's goal is to fund infrastructure projects that will support economic development activity, stimulate private investment, and grow jobs in rural counties. The Rural Maryland Economic Development Fund Grant is funded by the Maryland Department of Commerce through a partnership with the State's five tri-county councils serving rural areas of Maryland. Each council is coordinating with local counties to identify projects which will benefit the region. Locally, the process is being coordinated by the Tri-County Council for Western Maryland. Tri-County Council for Western Maryland has requested the county solicit and rank proposals and then forward those rankings to the Council to compile a regional ranking. High ranking projects will be invited to submit a full grant application to the Department of Commerce for funding consideration.

**DISCUSSION:** A Notice of Funding Availability was distributed in July to municipalities, educational agencies, workforce development agencies and non-profits inviting them to submit project summaries for funding consideration. A review committee consisting of the County Administrator, directors from the offices of Planning and Zoning, Business Development, Engineering, Grant Management, and the Human Resources Recruiter has reviewed the projects and assigned a preliminary ranking. The Board of County Commissioners has the final authority to review and rank the proposals prior to submission to Tri-County Council.

Rural Maryland Economic Development Fund Grants do not require matching funds. The total amount of funding for Allegany, Garrett and Washington counties is \$10,000,000.

The Office of Grant Management received a total of 31 funding requests from eligible local organizations requesting \$19,641,083.

**FISCAL IMPACT:** Projects submitted from outside organizations/municipalities will have no fiscal impact on the County. County projects, if approved, will provide additional funds to the county for economic development projects. No match is required and the grant will reimburse administrative expenses associated with the grant.

**CONCURRENCES:** County Administrator, Director of Planning/Zoning, Director of Business Development, Director of Engineering, Human Resources Recruiter

**ALTERNATIVES:** Amend ranking and forward revised ranking to Tri-County Council

**ATTACHMENTS:** Ranking Spreadsheet, Rural Maryland Economic Development Fund Fact Sheet

**AUDIO/VISUAL NEEDS:** N/A



## **Rural Maryland Economic Development Fund**

### **Eligible Applicants**

Must be located in Allegany, Garrett or Washington County, MD. Applicants eligible include local government entities, institutions of higher education, workforce development organizations and other not for-profit entities.

**Amount of Funds Available** - \$10,000,000

**Matching Requirements** – None

**Maximum Amount Allowed** - \$10,000,000

### **Program Description and Purpose**

The Rural Maryland Economic Development Fund seeks to fund infrastructure projects that will support economic development activity, stimulate private investment, and grow jobs in the state's rural counties.

The Maryland Department of Commerce will provide grant funds from the Fund for projects proposed by the state's five tri-county councils which serve the rural regions of Maryland. The regional councils shall coordinate with the local jurisdictions within their regions to identify the priority projects to be included in the application. Counties may identify projects that benefit the entire region as an eligible use of funds

Eligible uses include developing public infrastructure such as utilities, transportation, and broadband to support the attraction, retention or expansion of businesses, as well as infrastructure projects related to specific industry sectors such as, but not limited to, manufacturing, clean energy, life sciences, cybersecurity and agribusiness. In addition, funds can be used to purchase commercial/industrial properties for business parks or for attracting, expanding or retaining businesses. Funding can also be used for workforce development and stimulating entrepreneurship and innovation. Planning and feasibility studies are eligible, as well as capital and operational expenses.

Ineligible uses include direct private sector incentive, subsidy, grants or loans and residential/housing projects. Granting land or buildings purchased or constructed with these funds to private sector entities is prohibited, however the sale or lease of these properties is permitted.

### **Grant Funding Criteria**

- Regional projects which foster collaboration between multiple counties are encouraged.
- Multiple projects can be included in one application. Each project should be identified and described separately in the application.
- Awards from the Fund do not require matching funds. However, if there are other sources of funds for the project, they must be identified.
- Eligible costs may include planning and feasibility studies in addition to “hard” project costs.
- Regional Councils and subgrantees may include NEW administrative costs associated directly to oversight and implementation of this funding as an eligible cost, up to 3% percent of the total award
- Existing projects (such as a business parks) which are known to previously have received investments from the Maryland Department of Commerce should be identified as such, including the amount of funds invested and the date(s) of the investments.

### **Project Timeframe**

June 30 – Solicit Projects  
July 26 – Projects have to be to the County  
August 10 – Projects must be received by TCC  
August 17 – Identify those projects that will be invited for funding and request a full application to be returned by August 26  
August 31 - Submit TCC and project applications to Commerce.

*(Please do not ask for an extension on submittal because this is a hard deadline set by the Maryland Department of Commerce and an extension will not be granted)*

### **Award Term**

All grant funds must be expended within 24 months of the date of the grant award.

Reports summarizing progress of the project(s) funded by the grant award are required. An interim report is due at the end of the first year, with a final report due at the end of the second year. 2 interim reports will be required at the 6-month and 18-month point of the grant term. Applicants and sub-grantees will need to request demographic/MBE information for all contractors and vendors selected to perform work under this grant.

Contractor/vendor response will be voluntary, and additional information will be provided regarding the demographic survey at the time of grant agreement.

If additional time is required after 24 months the rationale/justification for additional time must be explained in the report.

Funds which are not expended within the required time period are subject to clawback.

**Rural Maryland Economic Development Fund Project Ranking**

<b>Ranking</b>	<b>Requestor</b>	<b>Project</b>	<b>Amount Requested</b>
1	Washington County Community Action Council	Workforce Transportation	\$355,000
2	Hagerstown Community College	Transportation, Logistics, and Nursing/Allied Health Workforce Development Project	\$250,000
3	City of Hagerstown	City of Hagerstown Water Storage Tank	\$500,000
4	Easter Seals Serving DC/MD/VA	Easter Seals Inclusive Child Development Center for Working Families in Washington County	\$1,000,000
5	Horizon Goodwill Industries	Homeless Workforce Pathway	\$250,000
6	Washington County Dept. of Business Development	Strategic Planning and Economic Feasibility Study for Washington County	\$250,000
7	Town of Boonsboro	Boonsboro Reservoir	\$100,000
8	Town of Boonsboro Economic Development Commission	Boonsboro Economic Development Commission Initiatives	\$206,000
9	Hagerstown/Washington County Convention & Visitors Bureau	Washington County MD Visitor Welcome Center	\$400,000
10	Town of Smithsburg	Smithsburg Infrastructure Reports	\$100,000
11	Town of Boonsboro	Boonsboro Volute Press	\$250,000
12	Women of Valor Ministries, dba ValorExcel	Xcel Launch	\$55,890
13	Camp Ritchie Museum, Inc.	Fort Ritchie Historic District Rehabilitation Project	\$2,000,000
14	City of Hagerstown	West Antietam Street Parking Deck	\$1,000,000
15	BEACON House, Inc.	Childcare Center and Non-public School Expansion Project	\$350,000
16	Washington County Commission on Aging	Workforce Training and Expansion of Certified Community Health Worker Program	\$37,942
17	The Arc of Washington County	Running Water and Sink in Classroom in Building 1000	\$2,816.44
18	Town of Williamsport	Williamsport Entrepreneurship Development Project	\$105,000
19	Betty's Wish Inc.	Betty's Wish Workforce Development and Life Science Research Program	\$951,000
20	The Arc of Washington County	Internet to House at Red Brick Lane	\$6,495
21	Washington County Historical Society	WCHS 5 Year Strategic Action Plan	\$20,000
22	Maryland Rural Development Corporation	CRTM Program Municipal Support & Technical Assistance	\$250,000
23	Community Rescue Service, Inc.	Community Rescue Service, Inc. Maugansville Substation	\$500,000
24	Sharpsburg Volunteer Fire Co.	Protect Those Enjoying the Splendors of Western Maryland	\$78,200
25	Leitersburg Ruritan Community Center, Inc.	Leitersburg Sewer Line Extension	\$2,000,000
26	Douglas G. Bast Museum of History and Preservation, Inc.	Stabilization of the Boonsboro Museum of History Annex	\$270,000
27	Washington County Museum of Fine Arts	Museum Expansion Arts Campus Project	\$2,000,000
28	Hagerstown Aviation Museum, Inc.	Dome Hangar Rehabilitation	\$200,000
29	HomeSweetHome Foundation	Nesting Program	\$843,600
30	Smithsburg Athletic Booster Club, Inc.	Smithsburg High School Regional Athletic Facilities	\$983,000
31	Morris Frock American Legion Post 42	Morris Frock American Legion Post 42 Upgrades	\$182,500



## Agenda Report Form

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### Open Session Item

#### PUBLIC PACKET - No Attachment

**SUBJECT:** Washington County Gaming Commission's Annual Report and Fiscal Year 2022 Gaming Fund Allocation Announcement

**PRESENTATION DATE:** August 9, 2022

**PRESENTATION BY:** Susan Buchanan, Director, Office of Grant Management; Kay Hoffman, Chair, Washington County Gaming Commission

**RECOMMENDED MOTION:** This presentation is for informational purposes only. No motion or action is requested.

**REPORT-IN-BRIEF:** The Washington County Gaming Commission wishes to present their annual report to the Board of County Commissioners and to announce the Commission's fiscal year 2022 funding decisions. In fiscal year 2022, the Gaming Commission had available \$2,591,012.93 for distribution to local charitable organizations and the Volunteer Fire & Rescue Association. This figure reflects an increase in revenues of \$129,336.68 when compared to the previous fiscal year. In accordance with State Statute, 50% of the funding received is allocated to the Washington County Volunteer Fire & Rescue Association and the remaining has been allocated to charitable organizations in Washington County.

**DISCUSSION:** In May of 2022, the Gaming Commission received 84 funding applications from 75 charitable organizations. The total amount of funding requested from those 84 applications was \$2,062,148.54. The applications were reviewed and considered by each Commissioner. After review, group deliberations and a gaming hearing in June, the Gaming Commission determined appropriate funding allocations based on the published and approved "Guidelines for Distribution of Gaming Funds" which is consistent with the State Statute governing the distribution of such funds.

**FISCAL IMPACT:** There is no fiscal impact to the Washington County general fund.

**CONCURRENCES:** N/A

**ALTERNATIVES:** N/A

**ATTACHMENTS:** Funding Allocation Press Release (to be provided during presentation).

**AUDIO/VISUAL NEEDS:** N/A



## Agenda Report Form

### Open Session Item

**SUBJECT:** Intergovernmental Cooperative Purchase (INTG-22-0093) – Eight (8) John Deere Zero Turn Mowers

**PRESENTATION DATE:** August 9, 2022

**PRESENTATION BY:** Rick Curry, CPPO, Director, Purchasing Department and Danny Hixon, Deputy Director, Buildings, Grounds and Parks Department

**RECOMMENDED MOTION:** Move to authorize by Resolution, for the Parks, Building Department to purchase eight (8) John Deere Z950M ZTrak Mowers for a total cost of \$79,564.16 and to utilize another jurisdiction's contract that was awarded by Baltimore County Public Schools, (Contract LKO-402-20-001) to John Deere of Cary, NC.

**REPORT-IN-BRIEF:** The Building, Grounds and Parks Department is requesting to purchase eight (8) zero turn mowers to replace eight (8) mowers that are 10 - 20 years old and exceeds the County's Vehicle and Equipment Types and Usage Guidelines. The County's replacement guidelines for utility tractors is recommended at a ten (10) year economic life cycle. The replaced utility tractors will be advertised on GovDeals.com for auctioning.

The Code of Public Laws of Washington County, Maryland (the Public Local Laws) 1-106.3 provides that the Board of County Commissioners may procure goods and services through a contract entered into by another governmental entity, in accordance with the terms of the contract, regardless of whether the County was a part to the original contract. The government of Baltimore County Public Schools solicited the resulting agreement. If the Board of County Commissioners determines that participation by Washington County would result in cost benefits or administrative efficiencies, it could approve the procurement of the equipment in accordance with the Public Local Laws referenced above that participation would result in cost benefits or in administrative efficiencies.

The County will benefit with the direct cost savings in the purchase of this equipment because of economies of scale this contract has leveraged. Additionally, the County will realize savings through administrative efficiencies as a result of not preparing, soliciting and evaluating a bid. Acquisition of the equipment by utilizing the Baltimore County Public Schools contract and eliminating our County's bid process would result in an administrative and cost savings for the Buildings, Grounds and Parks Department and Purchasing Department in preparing specifications.

**DISCUSSION:** N/A

**FISCAL IMPACT:** Funds are budgeted in the department's account 600400-10-11910

**CONCURRENCES:** N/A

**ALTERNATIVES:** N/A

**ATTACHMENTS:** Atlantic Tractor, LLC Quote dated 7/20/2022 and Resolution

**AUDIO/VISUAL NEEDS:** N/A

## RESOLUTION NO. RS-2022-

### *(Intergovernmental Cooperative Purchase [INTG-22-0093] Eight [8] John Deere Zero Turn Mowers)*

#### RECITALS

The Code of Public Local Laws of Washington County, Maryland (the "Public Local Laws"), §1-106.3, provides that the Board of County Commissioners of Washington County, Maryland (the "Board"), "may procure goods and services through a contract entered into by another governmental entity in accordance with the terms of the contract, regardless of whether the county was a party to the original contract."

Subsection (c) of §1-106.3 provides that "A determination to allow or participate in an intergovernmental cooperative purchasing arrangement under subsection (b) of this section shall be by resolution and shall either indicate that the participation will provide cost benefits to the county or result in administrative efficiencies and savings or provide other justifications for the arrangement."

The Building, Grounds, and Parks Department is requesting replacement of eight (8) mowers that are ten to twenty years old, which exceeds the County's Vehicle and Equipment Types and Usage Guidelines. The Building, Grounds, and Parks Department seeks to use a contract that was awarded by Baltimore County Public Schools (Contract LKO-402-20-001) to purchase eight (8) John Deere 5Z950M ZTrak Mowers for a total cost of \$79,564.16 from John Deere of Cary, North Carolina.

Utilizing the Baltimore County Public Schools' contract and eliminating the County's bid process result in administrative and cost savings for the Building, Grounds, and Parks Department. The County will benefit with direct cost savings because of the economy of scale the aforementioned contract has leveraged. Additionally, the County will realize administrative efficiencies and savings as a result of not preparing, soliciting, and evaluating bids.

NOW, THEREFORE, BE IT RESOLVED by the Board, pursuant to §1-106.3 of the Public Local Laws, that the Building, Grounds, and Parks Department is authorized to purchase, pursuant to the contract awarded by Baltimore County Public Schools (Contract LKO-402-20-001) to John Deere of Cary, North Carolina, eight (8) John Deere 5Z950M ZTrak Mowers at a total contracted cost of \$79,564.16.

Adopted and effective this \_\_\_\_ day of August, 2022.



ATTEST:

BOARD OF COUNTY COMMISSIONERS  
OF WASHINGTON COUNTY, MARYLAND

\_\_\_\_\_  
Krista L. Hart, County Clerk

BY: \_\_\_\_\_  
Jeffrey A. Cline, President

Approved as to form  
and legal sufficiency:

\_\_\_\_\_  
Kirk C. Downey  
County Attorney

Mail to:  
Office of the County Attorney  
100 W. Washington Street, Suite 1101  
Hagerstown, MD 21740



# JOHN DEERE

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580; DUNS#: 60-7690989

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Atlantic Tractor LLC  
13115 Cearfoss Pike  
Hagerstown, MD 21740  
301-733-1873  
admin.cly@atjd.net

## Quote Summary

**Prepared For:**

Daniel Hixon  
WASHINGTON COUNTY PARKSMB  
Daniel Hixon  
1307 S POTOMAC ST  
HAGERSTOWN, MD 21740  
Mobile: 301-331-5070  
dhixon@washco-md.net

**Delivering Dealer:**

Atlantic Tractor LLC  
David Quirple  
13115 Cearfoss Pike  
Hagerstown, MD 21740  
Phone: 301-733-1873  
dquirple@atjd.net

**Quote ID:** 25799137

**Created On:** 20 December 2021

**Last Modified On:** 20 July 2022

**Expiration Date:** 31 August 2022

### Equipment Summary

	Selling Price	Qty	Extended
JOHN DEERE Z950M ZTrak - 1TC950MCENT102624 <b>Contract:</b> MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22) <b>Price Effective Date:</b> December 19, 2021	\$ 9,945.52 X	1 =	\$ 9,945.52
JOHN DEERE Z950M ZTrak - 1TC950MCANT102537 <b>Contract:</b> MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22) <b>Price Effective Date:</b> December 19, 2021	\$ 9,945.52 X	1 =	\$ 9,945.52
JOHN DEERE Z950M ZTrak - 1TC950MCLNT102541 <b>Contract:</b> MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22) <b>Price Effective Date:</b> December 19, 2021	\$ 9,945.52 X	1 =	\$ 9,945.52
JOHN DEERE Z950M ZTrak - 1TC950MCJNT102629 <b>Contract:</b> MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22) <b>Price Effective Date:</b> December 19, 2021	\$ 9,945.52 X	1 =	\$ 9,945.52
JOHN DEERE Z950M ZTrak - 1TC950MCTNT102707 <b>Contract:</b> MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22) <b>Price Effective Date:</b> December 19, 2021	\$ 9,945.52 X	1 =	\$ 9,945.52
JOHN DEERE Z950M ZTrak - 1TC950MCTNT102657	\$ 9,945.52 X	1 =	\$ 9,945.52

**Salesperson :** X \_\_\_\_\_

**Accepted By :** X \_\_\_\_\_

Confidential



**JOHN DEERE**

**ALL PURCHASE ORDERS MUST BE MADE OUT  
TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580; DUNS#: 60-7690989

**ALL PURCHASE ORDERS MUST BE SENT  
TO DELIVERING DEALER:**

Atlantic Tractor LLC  
13115 Cearfoss Pike  
Hagerstown, MD 21740  
301-733-1873  
admin.cly@atjd.net

**Contract:** MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22)

**Price Effective Date:** December 19, 2021

JOHN DEERE Z950M ZTrak - 1TC950MCCNT102706	\$ 9,945.52	X	1	=	\$ 9,945.52
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**Contract:** MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22)

**Price Effective Date:** December 19, 2021

JOHN DEERE Z950M ZTrak - 1TC950MCLNT102703	\$ 9,945.52	X	1	=	\$ 9,945.52
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**Contract:** MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22)

**Price Effective Date:** December 19, 2021

<b>Equipment Total</b>					<b>\$ 79,564.16</b>
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\* Includes Fees and Non-contract items

**Quote Summary**

Equipment Total	\$ 79,564.16
Trade In	
SubTotal	<b>\$ 79,564.16</b>
Est. Service	\$ 0.00
Agreement Tax	
Total	\$ 79,564.16
Down Payment	(0.00)
Rental Applied	(0.00)
<b>Balance Due</b>	<b>\$ 79,564.16</b>

Salesperson : X \_\_\_\_\_

Accepted By : X \_\_\_\_\_

*Confidential*



## Agenda Report Form

### Open Session Item

**SUBJECT:** Intergovernmental Cooperative Purchase (INTG-22-0096) – Virtual Reality Interactive Learning System

**PRESENTATION DATE:** August 9, 2022

**PRESENTATION BY:** Rick Curry, CPPO, Director, Purchasing Department, and Kevin Lewis, Deputy Director, Division of Emergency Services.

**RECOMMENDATION:** Move to authorize by Resolution, for Division of Emergency Services to purchase a Virtual Reality Interactive Learning System for the total cost in the amount of \$227,810 and to utilize another jurisdiction's contract that was awarded by Calhoun Community College (Contract #CCC 21-35) to Echo Healthcare, Inc. of Sarasota, FL.

**REPORT-IN-BRIEF:** The acquisition of the Virtual Reality Interactive Learning System will allow the Division of Emergency Services to provide an educational classroom setting. The Immersive Interactive System transforms the SimsLab into a fully immersive and engaging space that provides both a unique learning space for public safety education and brings the hazards and complexities of the workplace into a safe learning environment. The virtual classroom provides training environments for fire, emergency medical services, and law enforcement personnel. The acquisition of a system is considered a critical asset in the efforts of the Public Safety's roll to protect life, property, and the environment.

The Code of Public Laws of Washington County, Maryland (the Public Local Laws) 1-106.3 provides that the Board of County Commissioners may procure goods and services through a contract entered into by another governmental entity, in accordance with the terms of the contract, regardless of whether the County was a part to the original contract. If the Board of County Commissioners determines that participation by Washington County would result in cost benefits or administrative efficiencies, it could approve the procurement of the vehicles in accordance with the Public Local Laws referenced above that participation would result in cost benefits or in administrative efficiencies.

The County will benefit with the direct cost savings in the purchase of the Virtual Interactive Mankin system. because of economies of scale this contract has leveraged. Additionally, the County will realize savings through administrative efficiencies as a result of not preparing, soliciting and evaluating a bid. Acquisition of the Virtual Interactive Mankin system by utilizing the Calhoun Community College contract and eliminating our county's bid process would result in an administrative and cost savings for the Division of Emergency Services and Purchasing Department in preparing specifications.

**DISCUSSION:** N/A

**FISCAL IMPACT:** Funds in amount of \$242,810 are available in the Division's Capital Improvement Plan (CIP) budget account 600300-30-10500 (EQPT).

**CONCURRENCES:** Division Director

**ATTACHMENTS:** Echo Healthcare's quote dated February 18, 2022 and Resolution.

## RESOLUTION NO. RS-2022-

### *(Intergovernmental Cooperative Purchase [INTG-22-0096] Virtual Reality Interactive Learning System)*

#### RECITALS

The Code of Public Local Laws of Washington County, Maryland (the "Public Local Laws"), §1-106.3, provides that the Board of County Commissioners of Washington County, Maryland (the "Board"), "may procure goods and services through a contract entered into by another governmental entity in accordance with the terms of the contract, regardless of whether the county was a party to the original contract."

Subsection (c) of §1-106.3 provides that "A determination to allow or participate in an intergovernmental cooperative purchasing arrangement under subsection (b) of this section shall be by resolution and shall either indicate that the participation will provide cost benefits to the county or result in administrative efficiencies and savings or provide other justifications for the arrangement."

The Division of Emergency Services is requesting to purchase a Virtual Reality Interactive Learning System for the total cost in the amount of \$227,810, and to utilize another jurisdiction's contract that was awarded by Calhoun Community College (Contract #CCC 21-35) to Echo Healthcare, Inc., of Sarasota, Florida.

Utilizing the Calhoun Community College contract and eliminating the County's bid process result in administrative and cost savings for the Division of Emergency Services. The County will benefit with direct cost savings because of the economy of scale the aforementioned contract has leveraged. Additionally, the County will realize administrative efficiencies and savings as a result of not preparing, soliciting, and evaluating bids.

NOW, THEREFORE, BE IT RESOLVED by the Board, pursuant to §1-106.3 of the Public Local Laws, that the Division of Emergency Services is authorized to purchase, pursuant to the contract awarded by Calhoun Community College (Contract #CCC 21-35) to Echo Healthcare, Inc., of Sarasota, Florida, one (1) Virtual Reality Learning System, at a total cost of \$227,810.00.

Adopted and effective this \_\_\_\_ day of August, 2022.

ATTEST:

BOARD OF COUNTY COMMISSIONERS  
OF WASHINGTON COUNTY, MARYLAND

\_\_\_\_\_  
Krista L. Hart, County Clerk

BY: \_\_\_\_\_  
Jeffrey A. Cline, President

Approved as to form  
and legal sufficiency:

\_\_\_\_\_  
Kirk C. Downey  
County Attorney

Mail to:  
Office of the County Attorney  
100 W. Washington Street, Suite 1101  
Hagerstown, MD 21740



# Echo Healthcare

REGENERATION • EMULATION • EDUCATION

**Echo Healthcare**  
6407 Parkland Drive  
Sarasota, Florida 34243  
United States  
info@echosimulation.com

## QUOTE

Expiration Date 7/29/2022  
Quote Number 00008937

Payment Terms Advance Deposit - 100% prior to Shipment

### BILL TO:

Washington County Fire and Emergency  
Services  
33 W Washington ST  
Hagerstown, Maryland 21740-4834  
United States

### SHIP TO:

Washington County Fire and Emergency  
Services  
33 W Washington ST  
Hagerstown, Maryland 21740-4834  
United States

Account Name Washington County Fire and Emergency  
Services  
Contact Name Kevin Lewis  
Email klewis@washco-md.net  
Phone 240-313-4363

Prepared By Zoriana Kaluzny  
Email zkaluzny@echosimulation.com

Product	Product Code	Product Description	Line Item Description	Quantity	Total Price
Echo COMPLETE	COMPLETE-001	Echo Healthcare Complete includes: -A full Immersive Interactive technology-enabled classroom (3 walls, standard room, scent diffuser included) -7 x Lifecast manikins (3 adults, 2 toddlers, 1 full term baby, 1 pre term baby) -iSimulate PRO system & 1 x Auris -Installation & commissioning	Elderly Hispanic male, Middle Aged Caucasian Adult Male, Middle Aged Caucasian Female, African American male toddler, Caucasian/pacific islander female drowning toddler, African American baby, Caucasian Neonate, LifePak15, sub Immersive scent for floor	1.00	USD 219,810.00
Echo COMPLETE Shipping	SHIP-COMPLETE	Shipping Echo COMPLETE		1.00	USD 8,000.00

Subtotal USD 227,810.00  
Discount 0.00%  
Total Price USD 227,810.00  
Grand Total USD 227,810.00

### Terms and Conditions

**Pricing:** All quoted prices are in United States Dollars unless otherwise stated. The prices quoted are valid through the date listed on the quote above.

Taxes are not included in this quote, if taxes are required to be itemized in this quote please notify the sender.

**Return & Refund Policy:** All sales are final.

**Exchange/Repair:** At the sole discretion of Echo Healthcare, the exclusive remedy of the Buyer shall be the repair of a defective product or replacement of defective hardware MeLiSA product.

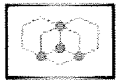
**Shipping:** Standard shipping terms are FOB Shipping Point.

**Payment Terms:** Standard payment terms are due upon order acceptance by Buyer and Seller. Net terms must be approved based on the customer's credit and may result in a finance charge being added to the overall order.

**Accepted Payment Methods:** Wire transfer, certified check, credit card and ACH.

**Canadian Tax Registration Information:**





**Echo Healthcare**  
INNOVATION • SIMULATION • EDUCATION

**Echo Healthcare**  
6407 Parkland Drive  
Sarasota, Florida 34243  
United States  
info@echosimulation.com

**QUOTE**

Expiration Date 7/29/2022

Quote Number 00008937

Payment Terms Advance Deposit - 100% prior to Shipment

Federal Canada GST/HST: 70425 8110

Manitoba PST: 704258110MR0001

British Columbia PST: PST-1251-7270

Saskatchewan PST: 7290786

Quebec QST: 1228180021 TQ0001

For additional Terms & Conditions, please visit [www.echo.healthcare/support](http://www.echo.healthcare/support) and refer to the SLA <https://melisasupport.com/terms-of-service>