

Issue Analysis Form

Date: 8/14/2018
Item: Vision Software for Assessor
Lead Department(s): IT Dept, Assessor, Finance
Contact Person(s): Kirsten Cherry; Rod Compton; Betsy Drewry



Description and Current Status

Replacement of Proval software in Assessor's Office was a Capital Improvement Project (CIP) targeted for completion during FY2019 through our FY2019 CIP and budget process. New software will replace Proval which has been in place for over 10 years. Currently Proval is not meeting all of the needs of the Assessor's Office and is not being developed and enhanced as needed.

The Assessor and IT Director researched options including Tyler Technologies (our current ERP system) and Appraisal Vision CAMA software in neighboring localities. After careful evaluation, **Appraisal Vision CAMA software** was determined to be more cost effective and better able to meet the needs in the Assessor's Office.

Appraisal Vision CAMA software can be purchased through cooperative contract pricing with the City of Portsmouth. **Cooperative pricing is \$223,779**

Base Price \$155,000;

Mobile License Implementation & Setup \$23,700;

Marshall & Swift Module \$15,000;

Training \$3,000;

Year 1 Maintenance and Web-Hosting Services \$27,079

The total estimated budget for software and needed equipment, licensing and a provision for additional training is **\$247,629** [Vision Contract - \$223,779 other licensing, equipment and training \$23,850]. (See attached cost breakdown). The total cost does make provisions for additional training as needed.

The recommended source of funding is borrowing / bond issuance in the Spring / Summer of 2019.

Staff is requesting the board to authorize:

- County Administrator to sign a contract with Vision Government Solutions;
- Appropriation of funds through bond issuance in the Spring/Summer of 2019;
- A reimbursement resolution for future debt issuance.

Two resolutions are included in the board packet. One resolution approves execution of contract and the appropriation, the other is a reimbursement resolution which expresses the intent of the County to purchase items now and reimburse themselves with bond proceeds issued in the spring of 2019.

Government Path

- Does this require IDA action? Yes No
- Does this require BZA action? Yes No
- Does This require Planning Commission Action? Yes No
- Does this require Board of Supervisors action? Yes No
- Does this require a public hearing? Yes No
- If so, before what date? Yes No

Fiscal Impact Statement

The total cost for the project, which include software and hardware, is \$247,629.

County Impact

Updating the Assessor's software will improve efficiency by allowing for the direct loading of collection data into the system (currently collected data has to be entered into the system). Citizens will have access to more property data on-line (entire parcel file) and data that is updated for frequently.

Notes

Prince George County
Assessor Software Replacement Costs

Item	Quantity	Each	Total
Vision	1	\$ 155,000.00	\$ 155,000.00
Mobile License, Implementation & Setup	1	\$ 23,700.00	\$ 23,700.00
Marshall & Swift Module (Commercial Pricing)	1	\$ 15,000.00	\$ 15,000.00
Scheduled Training Days	3	\$ 1,000.00	\$ 3,000.00
Maintenance - Year 1	1	\$ 15,804.00	\$ 15,804.00
Web-Hosting - Year 1	1	\$ 5,500.00	\$ 5,500.00
Field Data Collection Maintenance - Year 1	1	\$ 5,775.00	\$ 5,775.00
ESRI License (Concurrent) - Year 1	1	\$ 700.00	\$ 700.00
ESRI Licenses (Concurrent)	1	\$ 3,150.00	\$ 3,150.00
Unscheduled Training Days*	5	\$ 1,000.00	\$ 5,000.00
SQL Server	1	\$ 15,000.00	\$ 15,000.00
TOTAL			\$ 247,629.00

* Contingency for additional training for modules.

Contract with Vision	\$ 223,779.00
Other Costs - Licensing, Equipment & Training	\$ 23,850.00

VISION CAMA SOFTWARE ANNUAL MAINTENANCE BEGINNING FY2020			
Item	Quantity	Each	Total
Vision yearly maintenance	1	\$ 15,804.00	\$ 15,804.00
Web-Hosting Services WITH GIS	1	\$ 5,500.00	\$ 5,500.00
Field Data Collection System	1	\$ 5,775.00	\$ 5,775.00
ESRI Concurrent License	1	\$ 700.00	\$ 700.00
Total Annual			\$ 27,779.00

**REVISED PRICE PROPOSAL: July 30, 2018
FOR VERSION 8 OF THE VISION APPRAISAL CAMA SYSTEM
FOR PRINCE GEORGE COUNTY, VIRGINIA**

<u>Product/Service</u>	<u>Pricing</u>
Appraisal Vision® CAMA Software, Version 8	\$ 85,000
Includes:	
GIS Module	
Ten (10) user licenses	
Project Services	\$ 96,000
Includes:	
Conversion of Current Year and Five Previous Years	
Project Management	
Testing	
Installation	
Training	
Three onsite training days	
Three four-hour virtual WebEx trainings	
Interface Development	
Building Permit Import from the EnerGov system	
Export from the Munis system	
Integration with GIS and Pictometry	
Value Approximation	\$ 20,000
SUBTOTAL:	\$ 201,000
	Less Discount for Starting Work Before 8/15/2018 - \$46,000
TOTAL:	\$ 155,000
	<i>(prior to electing option for additional conversion years above)</i>

* Based on a Parcel Count of 14,000 and a User Count of 10

* Conversion pricing assumes all years are from the same system, with the same tables and field structure

ANNUAL MAINTENANCE

Annual Support and Maintenance for 10 Users * \$ 15,804

Optional Software/Services

Pricing

Mobile License, Implementation, and Set-Up (4 Users) \$ 23,700 (one-time fee)

Annual Mobile Support & Maintenance (4 Users) \$ 5,775 / year

Web-Hosting Services \$ 4,000 / year

With GIS \$ 5,500 / year

Marshall & Swift Module \$ 15,000 (one-time fee)

This Proposal does not include any license fees for third party products such as ESRI's ArcGIS, SPSS, the Marshall & Swift Cost Calculators, or any hardware. The Marshall & Swift module provides integration with Marshall & Swift, but client will be required to procure its own licensing to the Marshall & Swift service. This Proposal also does not include any travel and expenses which will be billed as incurred with the prior authorization of the County.

** Following the Expiration of the Warranty Period (6 Months from the Date of Installation). This fee will entitle the County to access our Help Desk for assistance and support relative to both the application software (CAMA) and, if applicable, database software (SQL), as well as receive any new releases of the Version of the CAMA System in use at no additional charge. These new releases will include any modifications necessary to comply with any new and applicable state statutes and/or administrative regulations.*

Board of Supervisors
County of Prince George, Virginia

Resolution

At a regular meeting of the Board of Supervisors of the County of Prince George held in the Boardroom, Third Floor, County Administration Building, 6602 Courts Drive, Prince George, Virginia this 14th day of August, 2018:

Present:

Vote:

Alan R. Carmichael, Jr., Chairman
Donald R. Hunter, Vice-Chairman
Floyd M. Brown, Jr.
Marlene J. Waymack
T. J. Webb

A-4

On motion of _____, seconded by _____, which carried unanimously, the following Resolution was adopted:

RESOLUTION; AWARD OF CONTRACT AND BUDGET AMENDMENT AND APPROPRIATION (\$247,629 ASSESSOR VISION APPRAISAL CAMA SOFTWARE)

WHEREAS, the Assessor and the Information Technology Department reviewed options for replacing the existing Proval software and determined that the purchase of Vision Appraisal CAMA system was the best option with a proposed price of \$223,779 (Base software price and additional licensing and services); and

WHEREAS, cooperative procurement and pricing is available through the City of Portsmouth contract with Vision; and

WHEREAS, The total estimated cost for Assessor software replacement and related equipment, licensing, and training is \$247,629 (Software \$223,779; related and equipment, licensing and training \$23,850); and

WHEREAS, The amount of \$247,629 will be available with the spring 2019 bond issuance for Assessor Software replacement and related costs; and

WHEREAS, Staff is requesting authorization for the County Administrator to enter into a contract with Vision in the amount of \$223,779 to move forward with the software purchase and to expend another \$23,850 for related equipment, licensing and training.

Continued

NOW, THEREFORE, BE IT RESOLVED That the Board of the Supervisors of the County of Prince George this 14th day of August, 2018, hereby authorizes the County Administrator to execute a contract with Vision to purchase Vision Appraisal CAMA software for the Assessor in the amount of \$223,779;

AND BE IT RESOLVED That the Board of Supervisors of the County of Prince George this 14th day of August, 2018, does hereby authorize and appropriate the following increase of funds within the 2018-2019 Budget, such line items increased as follows, which monies shall be expended for purposes authorized and approved by the Board of Supervisors of the County of Prince George:

<u>FUND/ORGANIZATION</u>		<u>AMOUNT</u>
<u>Capital Improvement Fund (0311)</u>		
Revenues:		
0311-40-900-8115-341401	Debt Proceeds	\$247,629
Expenditures:		
0311-01-002-3182-48204	CIP – Assessor Software Replacement	\$247,629

A Copy Teste:

Percy C. Ashcraft
County Administrator

Board of Supervisors
County of Prince George, Virginia

Resolution

At a regular meeting of the Board of Supervisors of the County of Prince George held in the Boardroom, Third Floor, County Administration Building, 6602 Courts Drive, Prince George, Virginia this 14th day of August, 2018:

Present:

Vote:

Alan R. Carmichael, Chairman
Donald R. Hunter, Vice-Chairman
Floyd M. Brown, Jr.
Marlene J. Waymack
T. J. Webb

A-4

On motion of _____, seconded by _____, which carried unanimously, the following Resolution was adopted:

**RESOLUTION OF OFFICIAL INTENT TO REIMBURSE
EXPENDITURES WITH PROCEEDS OF BONDS
OR OTHER INDEBTEDNESS**

WHEREAS, the Board of Supervisors (the "Board") of the County of Prince George, Virginia (the "County") has determined to undertake a capital improvement project to replace software for the Assessor (the "Purchase");

WHEREAS, the Board currently expects that the cost of the Purchase, excluding the costs of the financing thereof, will be approximately \$247,629;

WHEREAS, the Board currently expects to incur long-term indebtedness in an amount now estimated at \$247,629 to pay a portion of the costs of the Purchase, which indebtedness may take the form of tax-exempt bonds or other types of debt; the proceeds of such indebtedness may be used either for paying costs of the Purchase directly or for repaying other indebtedness previously incurred for the Purchase or for a combination of such purposes; and

WHEREAS, the County may also advance its own funds to pay expenditures relating to the Purchase (collectively, the "Expenditures") prior to receiving reimbursement for such Expenditures from the proceeds of tax-exempt bonds or taxable debt, or both;

THEREFORE, BE IT RESOLVED, by the Board of Supervisors of the County as follows:

1. The County intends to utilize the proceeds of tax-exempt bonds or notes (the "Bonds") or to incur other debt to pay Purchase costs in an amount not currently expected to exceed \$247,629.

2. The County intends that the proceeds of the Bonds be used to pay or reimburse the County for the payment of Expenditures made after the date of this Resolution or made within 60 days prior to the date of this Resolution or Expenditures which are incurred for certain preliminary costs such as architectural, engineering, surveying, soil testing, bond issuance expenses and the like. The County reasonably expects on the date hereof that it will pay or reimburse the Expenditures with the proceeds of the Bonds or other debt.

3. Each Expenditure will be, unless otherwise approved by bond counsel, either (a) of a type properly chargeable to a capital account under general federal income tax principles (determined in each case as of the date of the Expenditure), (b) a cost of issuance with respect to the Bonds, or (c) a nonrecurring item that is not customarily payable from current revenues.

4. The County intends to make a reimbursement allocation, which is a written allocation by the County that evidences the County's use of proceeds of the Bonds to reimburse an Expenditure, no later than 18 months after the later of the date on which the Expenditure is paid or the Purchase is placed in service or abandoned, but in no event more than three years after the date on which the Expenditure is paid. The County recognizes that exceptions are available for certain "preliminary expenditures," costs of issuance, and certain de minimis amounts.

5. The Board intends that the adoption of this Resolution confirms the "official intent" of the County within the meaning of Treasury Regulations Section 1.150-2 promulgated under the Internal Revenue Code of 1986, as amended.

6. The County Administrator and other officers of the County are hereby authorized and directed to take such actions, in consultation with the County's counsel, as may be necessary or desirable to implement the planning and structuring of the Bonds, including but not limited to negotiations with lenders or investment bankers for the Bonds, the selection of bond counsel to supervise the issuance of such Bonds and the engagement of such other professionals as may be necessary or desirable to assist the County in this process, but such officers shall not obligate the County on such Bonds without further approval by the Board.

7. This Resolution shall take effect immediately upon its passage.

A Copy Teste:

Percy C. Ashcraft
County Administrator