



DATE: February 6, 2017

TO: THE DISTRICT BOARD OF TRUSTEES
of VALENCIA COLLEGE

FROM: SANFORD C. SHUGART
President

RE: ITN# 2016-80, SPECIAL PAY PLAN, 457 VOLUNTARY PLAN, AND FICA ALTERNATIVE
PLAN SERVICES, APPROVAL FOR AWARD

On May 20, 2016, the College issued an Invitation to Negotiate, ITN 2016-80, for Special Pay Plan, 457 Voluntary Plan, and FICA Alternative Plan Services (Retirement plans administration). The College intentionally chose to employ the invitation to negotiate method of competitive solicitation, given its distinctive features which allowed the College to more effectively discern the best value offered by the Respondents for these services.

The Special Pay Plans are used to deposit accumulated sick and/or vacation leave, retirement incentive pay, or other incentive payments on behalf of all eligible employees. The 457 Voluntary Plans are available to all eligible employees. The Alternative Plan, also known as the 401(a) FICA Alternative Plan is in lieu of participating and contributing to Social Security.

Seven (7) firms submitted replies:

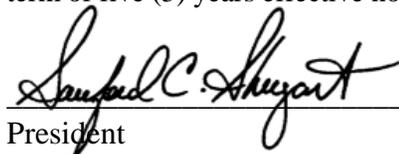
1. BENCOR
2. Mid America
3. Life Insurance Company of the Southwest, dba Nation Life Group
4. TCG Administrators
5. TSA Consulting Group, Inc.
6. VALIC
7. Voya Retirement Insurance and Annuity Company

The initial evaluation committee meeting was held on July 20, 2016, to review and shortlist the Respondent's replies. The consultant and subject matter expert from Mercer Consulting Services provided a side-by-side comparison for the evaluation committee. The evaluation committee selected BENCOR, VALIC and Voya as the top ranked firms to proceed to the negotiation phase and the notice of intended action was publicly posted.

Discussions and negotiations were held August 17, 2016 with the top ranked Respondents. Formal best and final offers were extended by each Respondent. The negotiation team met on September 6, 2016 to review the final offers. After careful consideration, the negotiation team selected VALIC as the firm providing the overall best value to the College, with Voya ranked second, and BENCOR ranked last.

RECOMMENDATION:

The President recommends that the Board of Trustees of Valencia College award the contract for retirement plan administration to VALIC and simultaneously authorize the College to enter into a mutually agreeable contract with VALIC to provide the retirement plan administration services. The term of the contract will be for an initial term of five (5) years effective no later than May 1, 2017 with five (5) one-year renewal options.



President