



# Baldwin County Commission

## Legislation Details (With Text)

---

**File #:** 19-2120      **Version:** 1  
**Type:** Consent      **Status:** Passed  
**File created:** 9/24/2019      **In control:** Baldwin County Commission Regular  
**On agenda:** 10/1/2019      **Final action:** 10/1/2019  
**Title:** Renewal of IncomeWorks Software License Agreement  
**Indexes:**  
**Attachments:** 1. Renewal Amendment Incomeworks License Agreement 2020.pdf

Date	Ver.	Action By	Action	Result
10/1/2019	1	Baldwin County Commission Regular	Approved	

**Meeting Type:** BCC Regular Meeting  
**Meeting Date:** 10/1/2019  
**Item Status:** New  
**From:** Teddy J. Faust, Revenue Commissioner  
**Submitted by:** Susan Hill, Chief Administrative Assistant

---

### ITEM TITLE

Renewal of IncomeWorks Software License Agreement

### STAFF RECOMMENDATION

Approve the renewal of the IncomeWorks License Agreement between Assessment Advisors, LLC and Baldwin County Commission, to provide the Baldwin County Revenue Commission with an income based local-market-specific commercial real estate evaluation model designed specifically to bring consistency and equity to the assessment of commercial, industrial, lodging, multi-family, office, and retail properties.

This Agreement shall be for a term of one (1) year, to commence on January 1, 2020, and terminate on December 31, 2020, per Renewal Amendment. The renewal fee of \$29,000.00 was invoiced to Licensee September 4, 2019. Payment received in October 2019 will ensure release prior to the December 31, 2019 expiration date of the current term.

### BACKGROUND INFORMATION

**Previous Commission action/date:** October 2, 2018

**Background:** The Commission has approved an annual Software License Agreement with Assessment Advisors, LLC since 2013.

IncomeWorks is a product and a process that collects and analyzes local lease practices and data,

which can be customized for Baldwin County, Alabama. This allows the income approach to be utilized in valuing income producing properties. The initial Agreement, between Assessment Advisors, LLC and the Baldwin County Commission was approved on April 16, 2013 and has continued on an annual basis.

### **FINANCIAL IMPACT**

**Total cost of recommendation:** \$29,000.00

**Budget line item(s) to be used:** 51810.5235

**If this is not a budgeted expenditure, does the recommendation create a need for funding?**  
N/A

### **LEGAL IMPACT**

**Is legal review necessary for this staff recommendation and related documents?**  
Yes

**Reviewed/approved by:** David Conner, County Attorney

**Additional comments:** N/A

### **ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** No

**If the proof of publication affidavit is not attached, list the reason:** N/A

### **FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** 2019 License Fee to be paid (Invoice #1950) following approval.

**Individual(s) responsible for follow up:** Accounting: Pay \$29,000.00 2019 License Fee

**Action required (list contact persons/addresses if documents are to be mailed or emailed):**

Administration Staff: Get Renewal Amendment, to IncomeWorks Software License Agreement, fully executed by the Chairman and send to:

Linda Pedalino, MAI, Co-Founder & President  
Assessment Advisors, LLC  
736 N. Western Avenue, #393

Lake Forest, Illinois 60045

Cc: Walt Lindsey, Chief Appraiser  
Teddy J. Faust, Jr., Revenue Commissioner

**Additional instructions/notes:**