

AGENDA ITEM REPORT

DATE: January 20, 2026
DEPARTMENT: Transportation
REQUESTER: Robert L. Price
TITLE: Approve Piggyback for Toll Debt Collection Services

I. MOTION REQUESTED

- A. Approve Piggyback No. PB250350DJN to utilize pricing on the Florida Department of Transportation Contract No. BE158 for toll Debt Collection Services, on an as- needed basis, through the contract expiration date of June 1, 2030, and any renewals or extensions approved by Florida Department of Transportation, as approved in the departments' annual adopted budgets.
- B. Authorize the Chair to execute the contract documents on behalf of the Board of County Commissioners.
- C. Grant the County Manager or designee the authority to renew the contract, for up to five additional years, and to execute all associated documents, as approved in the departments' annual adopted budgets, if doing so is in the best interest of Lee County.

II. ITEM SUMMARY

Approves a piggyback contract to use pricing on the State of Florida Department of Transportation (FDOT) contract with Penn Credit Corporation for debt collection services related to toll and pay-by-plate accounts. Labor, materials, equipment and incidentals needed to perform debt collection services are at the expense of the vendor. Fees for the service are to be paid to the vendor using funds collected at a flat fee of \$6 for unpaid balances of \$40 or less and 15% of unpaid balances more than \$40. This also includes the initial integration of the County's system with that of Penn Credit Corporation.

The FDOT contract provides comprehensive third-party debt collection services supporting toll operations statewide. Using this contract will allow the County to engage Penn Credit Corporation to perform professional collection services for unpaid toll violations, administrative fees, and related debts that are currently uncollectible under existing internal processes.

Using the piggyback method allows the County to take advantage of large-scale contract volume discounts. The County benefits from a shorter timeframe because a competitive procurement process has already been conducted.

III. BACKGROUND AND IMPLICATIONS OF ACTION

The Florida Department of Transportation solicited a Request for Proposal (DOT-RFP-25-8001-SM), that went through the competitive procurement process for the purpose of providing toll debt collection services. The price for this solicitation was set by the agency without an option to negotiate. Five vendors proved to be the most responsive and responsible, with Penn Credit Corporation receiving the highest score. The vendor collects debtors' outstanding balances and for those less than or equal to \$40.00, will charge the debtor a flat fee of \$6.00. If the debtor's outstanding balance is over \$40.00, the vendor will receive 15% of the debtor's account unpaid balance. In the event the Vendor receives a partial payment from the Debtor on a Debtor Account, the Collection Fee retained by the Vendor shall be calculated as follows:

- $(X / N) \times Z = \text{Collection Fee}$
 - X = Collection Fee if the Vendor collected full payment of the Debtor Account Unpaid Balance.
 - N = The Debtor Account Unpaid Balance plus X.
 - Z = The dollar amount of the partial payment collected by the Vendor from the Debtor.

The Vendor shall not be entitled to a Collection Fee on any uncollected amounts. The Vendor shall remit to the Department, by the next Business Day after the Vendor's receipt, the Debtor Account Unpaid Balance amounts which were collected by the Vendor the previous Calendar Day.

IV. FINANCIAL INFORMATION

Current Year Dollar Amount: See Comments below.

Included in the Current Budget?:

Fund:

Comments: Vendor will be paid using the money collected. The fee is \$6 for unpaid balances of \$40 or less, and 15% of the amount owed for unpaid balances over \$40.

Is this a revenue or expense item? Expense

Is this Discretionary or Mandatory? Discretionary

Will this item impact future budgets? No

Program: N/A

Project: N/A

Account Strings:

Fund Type?

V. RECOMMENDATION

Approve

ATTACHMENTS:

Reg Stop Collections Success, Signed - AGREEMENT FOR PIGGYBACK PURCHASE - PB250350DJN, Signed - Piggyback Summary Form - 11-14-25

REVIEWERS:

Angela Cabrini, Procurement

Mary Tucker, Procurement

Rob Price, Transportation

Anne Henkel, Budget Services

Peter Winton, County Manager

Joseph Adams, County Attorney

Dave Harner, County Manager

Created/Initiated - 1/7/2026

Approved - 1/8/2026

Approved - 1/8/2026

Approved - 1/8/2026

Approved - 1/8/2026

Approved - 1/9/2026

Final Approval - 1/9/2026