

MILWAUKEE COUNTY FISCAL NOTE FORM

DATE: October 24, 2022

Original Fiscal Note ☒

Substitute Fiscal Note ☐

SUBJECT: Request for Authorization to execute a five (5) year contract with four (4) one (1) year extensions with Fidler Technologies, Inc. to provide software, service and support to enable the Office of the Register of Deeds to provide the public online access to official records maintained by the Register of Deeds.

FISCAL EFFECT:

- | | |
|--|--|
| <input type="checkbox"/> No Direct County Fiscal Impact | <input type="checkbox"/> Increase Capital Expenditures |
| <input type="checkbox"/> Existing Staff Time Required | <input type="checkbox"/> Decrease Capital Expenditures |
| <input type="checkbox"/> Increase Operating Expenditures
(If checked, check one of two boxes below) | <input type="checkbox"/> Increase Capital Revenues |
| <input type="checkbox"/> Absorbed Within Agency's Budget | <input type="checkbox"/> Decrease Capital Revenues |
| <input type="checkbox"/> Not Absorbed Within Agency's Budget | |
| <input type="checkbox"/> Decrease Operating Expenditures | <input type="checkbox"/> Use of contingent funds |
| <input checked="" type="checkbox"/> Increase Operating Revenues | |
| <input type="checkbox"/> Decrease Operating Revenues | |

Indicate below the dollar change from budget for any submission that is projected to result in increased/decreased expenditures or revenues in the current year.

	Expenditure or Revenue Category	First Year (1/1/2023 – 12/31/2023)	Subsequent Years (1/1/24 – 12/31/2027)
Operating Budget	Expenditure	(78,445)	(78,445)
	Revenue	774,686	774,686
	Net Cost	0.00	0.00
Capital Improvement Budget	Expenditure		
	Revenue		
	Net Cost		

DESCRIPTION OF FISCAL EFFECT

In the space below, you must provide the following information. Attach additional pages if necessary.

A. Briefly describe the nature of the action that is being requested or proposed, and the new or changed conditions that would occur if the request or proposal were adopted.

The Register of Deeds requests approval to execute a contract consisting of a Master Services Agreement, three (3) Statements of Work (one for each contracted service) and a Bulk User Agreement for Monarch Data Distribution Services (collectively, the "contract"). The approval of the requested action will allow Milwaukee County to execute a five-year (with optional four (4) one (1) year renewals) land records and cashiering contract for total fees not to exceed \$392,225 with Fidlar Technologies, Inc. Since 2020, the Register of Deeds has contracted with Fidlar Technologies on a year-to-year basis and most recently on a month-to-month basis during the Request for Proposal process. Fidlar Technologies, Inc. was the successful candidate. This contract will ensure continuity of services and allow the Milwaukee County Register of Deeds to continue its statutory obligations pursuant to Wis. Stat., Sec. 59.43 to record, archive and make searchable real estate documents and make available vital records to the public pursuant to Wis. Stat., Sec. 69.20.

B. State the direct costs, savings or anticipated revenues associated with the requested or proposed action in the current budget year and how those were calculated.¹ If annualized or subsequent year fiscal impacts are substantially different from current year impacts, then those shall be stated as well. In addition, cite any one-time costs associated with the action, the source of any new or additional revenues (e.g., State, Federal, user fee or private donation), the use of contingent funds, and/or the use of budgeted appropriations due to surpluses or change in purpose required to fund the requested action.

The overall cost under this five (5) year Fidar Technology, Inc. contract will be \$392,225. This amount reflects the five-year cost of the contract of \$542,225 minus a discount of \$150,000. The total revenues expected are approximately \$3,481,205. The yearly revenues are estimated at:

- 1. 2023 - (1/1/2023 – 12/31/2023) - \$782,686*
- 2. 2024 - (1/1/2024 – 12/31/2024) - \$782,686*
- 3. 2025 - (1/1/2025 – 12/31/2025) - \$782,686*
- 4. 2026 – (1/1/2026 – 12/31/2026) - \$782,686*
- 5. 2027 – (1/1/2027 – 12/31/2027) - \$782,686*

The Register of Deeds and DAS-IMSD Contract Manager negotiated the services, support, costs and license fees for Fidar Technology, Inc. products. As a result of these negotiations, Milwaukee County is saving \$150,000 over the five (5) year term of this contract and has secured a guarantee of revenue in the minimum amount of \$650,000.00 annually.

This total amount of \$392,225 is expected to be paid from the DAS-IMSD (Central Spend) operating budget for the Fiscal Years 2023 – 2027.

C. Discuss the budgetary impacts associated with the proposed action in the current year. A statement that sufficient funds are budgeted should be justified with information regarding the amount of budgeted appropriations in the relevant account and whether that amount is sufficient to offset the cost of the requested action. If relevant, discussion of budgetary impacts in subsequent years also shall be discussed. Subsequent year fiscal impacts shall be noted for the entire period in which the requested or proposed action would be implemented when it is reasonable to do so (i.e., a five-year lease agreement shall specify

¹ If it is assumed that there is no fiscal impact associated with the requested action, then an explanatory statement that justifies that conclusion shall be provided. If precise impacts cannot be calculated, then an estimate or range should be provided.

the costs/savings for each of the five years in question). Otherwise, impacts associated with the existing and subsequent budget years should be cited.

There will be no impact to the 2022 budget. For 2023 operating budget, the Register of Deeds budgeted sufficient funds for to pay for Year 1 fees under this Fidar Technologies, Inc. contract. (DAS-IMSD, low org 1173, has budgeted \$78,445 to pay for year one fees.). These funds are sufficient to fully pay year one fees under the contract.

This Fidar Technologies, Inc. contract provides excellent pricing, simplified licensing management, and flexibility needed to meet the day-to-day technology needs for the Milwaukee County Register of Deeds Office.

- D. Describe any assumptions or interpretations that were utilized to provide the information on this form.

The only assumption or interpretations used by the Register of Deeds Office for the software products to be licensed under the Fidar Technologies, Inc. contract are based on Milwaukee County's historical data on usage and revenues paid by existing users.

Department: Register of Deeds

Prepared By: Israel Ramón

Authorized Signature: *Israel Ramón* (signed by means of electronic communication)

Did DAS-Fiscal Staff Review? ☒ Yes ☐ No

Did CDPB Staff Review? ☒ Yes ☐ No ☐ Not Required