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From: Adam Andrzejewski
Sent: Thursday, April 27, 2017 3:36:52 PM
To: chuck.baumann@state.or.us
Cc: Adam Andrzejewski
Subject: Question for forthcoming Forbes article regarding Lottery contract procurement

Deadline tomorrow at 1pm PST for publication at Forbes

Hi Chuck,

Thank you for your help. Our readers at Forbes will appreciate the context. This is a follow up to my voicemail message to you today.

Here are my questions:

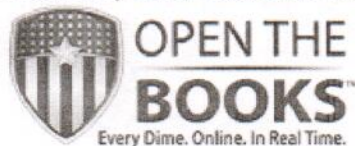
Please describe the procurement process (if any) whereby Borders Perrin Norrande received roughly \$34.5 million in Lottery publicity payments FY2012-FY2016. Specifically, were any of their contracts no-bid contracts? Were any Borders Perrin Norrande contracts amended or extended without a procurement process over the past five years? Were any Cappelli contracts awarded via the 'Emergency' procurement provisions in the Oregon code or the 'Special Circumstances' provision?

Any other context or feedback you would like our readers to understand how 3/5th's of Oregon Lottery contract awards over the past five years are won by Borders Perrin.

Many thanks!

Adam

Adam Andrzejewski (say: Angie-f-ski)
Founder/Chief Executive Officer | 312.320.1867



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Q: Were any Borders Perrin Norranders contracts amended or extended without a procurement process over the past five years?

A: Yes. The RFP advertised an initial term of 2 years with an option to extend for a maximum period not to exceed 6 years.

Q: Were any Cappelli contracts awarded via the 'Emergency' procurement provisions in the Oregon code or the 'Special Circumstances' provision?

A: No. We have not contracted with Cappelli during that time.

Q: Any other context or feedback you would like our readers to understand how 3/5th's of Oregon Lottery contract awards for publicity over the past five years are won by Borders Perrin.

A: BPN recently lost a segment of the Lottery's business (beneficiary messaging) that is now being done Pollinate which occurred as a result of an open, competitive RFP process.

Sincerely,
Chuck

Chuck Baumann

Public Affairs | Oregon Lottery®

Desk: 503.540.1015

Cell: 503.510.7829

www.oregonlottery.org



**OREGON
LOTTERY.**

From: Adam Andrzejewski [<mailto:Adam@openthebooks.com>]

Sent: Thursday, April 27, 2017 2:21 PM

To: Baumann, Chuck

Subject: Re: Question for forthcoming Forbes article regarding Lottery contract procurement

Clarification: 3/5th's of Oregon Lottery contract awards for publicity over the past five years are won by Borders Perrin - according to our quantification.

Adam Andrzejewski (say: Angie-f-ski)

Founder/Chief Executive Officer | 312.320.1867



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From: Adam Andrzejewski [mailto:Adam@openthebooks.com]
Sent: Friday, April 28, 2017 1:13 PM
To: Baumann, Chuck
Cc: Adam Andrzejewski
Subject: Re: Question for forthcoming Forbes article regarding Lottery contract procurement

Hi Chuck,

Thank you for your response... on question #3, please answer in terms of Borders Perrin Norrande and not Cappelli:

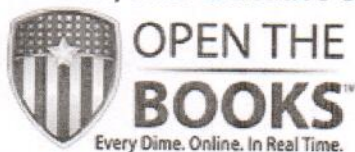
Q: Were any Borders Perrin Norrande contracts awarded via the 'Emergency' procurement provisions in the Oregon code or the 'Special Circumstances' provision?

Please lend clarity to the following:

How many contracts has Borders Perrin Norrande and Oregon Lottery entered into over the past five-years? Borders Perrin lost one and how many are still current? What is the maximum value of the contract that Borders Perrin lost to Pollinate?

Thank you.

Adam
Adam Andrzejewski (say: Angie-f-ski)
Founder/Chief Executive Officer | 312.320.1867



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From: Baumann, Chuck <chuck.baumann@state.or.us>
Sent: Friday, April 28, 2017 2:59:20 PM
To: Adam Andrzejewski
Subject: RE: Question for forthcoming Forbes article regarding Lottery contract procurement

Hi Adam –

Here is the information you requested in your April 27 email:

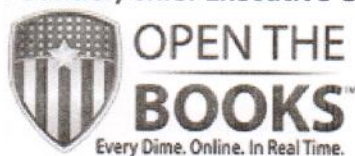
Q: Please describe the procurement process (if any) whereby Borders Perrin Norrande received roughly \$34.5 million in Lottery publicity payments FY2012-FY2016. Specifically, were any of their contracts no-bid contracts?
A: Borders Perrin Norrande responded to the Lottery's Request for Proposals (RFP) through an open and competitive procurement process.



From: Adam Andrzejewski [mailto:Adam@openthebooks.com]
Sent: Friday, April 28, 2017 2:06 PM
To: Baumann, Chuck
Subject: Re: Question for forthcoming Forbes article regarding Lottery contract procurement

Thank you, Chuck. We'll wait, of course. Have a good weekend.

Adam Andrzejewski (say: Angie-f-ski)
Founder/Chief Executive Officer | 312.320.1867



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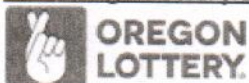
From: Baumann, Chuck <chuck.baumann@state.or.us>
Sent: Friday, April 28, 2017 4:04:47 PM
To: Adam Andrzejewski
Subject: RE: Question for forthcoming Forbes article regarding Lottery contract procurement

Hi Adam –

As a two of my key sources are out of the office, I will need to wait until Monday to provide you with the additional information.

Chuck

Chuck Baumann
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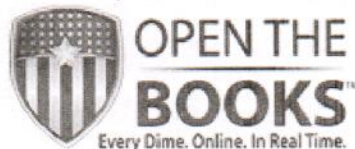


PST? Many thanks.

Adam

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Founder/Chief Executive Officer | 312.320.1867



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From: Baumann, Chuck <chuck.baumann@state.or.us>

Sent: Monday, May 1, 2017 4:14:41 PM

To: Adam Andrzejewski

Subject: RE: Question for forthcoming Forbes article regarding Lottery contract procurement

Hi Adam –

Here are the answers to your follow up questions:

Q: Were any Borders Perrin Norrande contracts awarded via the 'Emergency' procurement provisions in the Oregon code or the 'Special Circumstances' provision?

A: No.

Q: How many contracts has Borders Perrin Norrande and Oregon Lottery entered into over the past five-years?

A Two: Media Buying and Placement, and the Oregon Wins Beneficiary work.

Q: Borders Perrin lost one and how many are still current?

Media Buying and Placement is still current. The Media Contract was signed on 6/10/13, and it is extendable for 6 years from the date of signing.

Q: What is the maximum value of the contract that Borders Perrin lost to Pollinate?

A: The Lottery awarded and executed a Price Agreement with no monetary value with Pollinate, from which future Work Order Contracts can be entered pursuant to the Price Agreement Terms. Currently the Lottery and Pollinate are working to execute the first Work Order Contract with a Not to Exceed amount of \$221,000.

Sincerely,

Chuck

Chuck Baumann

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From: Baumann, Chuck <chuck.baumann@state.or.us>
Sent: Monday, May 1, 2017 4:35 PM
To: Adam Andrzejewski
Subject: RE: Question for forthcoming Forbes article regarding Lottery contract procurement

Hi Adam –

As is our standard operating procedure for requests such as these, you'll need to submit a Public Records Request.

Here is the direct link to the request: [Public Records Request](#)

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www.oregonlottery.org



From: Adam Andrzejewski [mailto:Adam@openthebooks.com]
Sent: Monday, May 01, 2017 2:23 PM
To: Baumann, Chuck
Cc: Adam Andrzejewski
Subject: Re: Question for forthcoming Forbes article regarding Lottery contract procurement

Hi Chuck,

Again, thank you for the response. My editors are asking to see the two Borders Perrin Norrande contracts and the new Pollinate contract with all amendments, modifications or extensions. Can you please forward them today by 5pm

Open Records Request -- Border Perrin Norrande and Pollinate contracts, etc. since FY2012

Adam Andrzejewski

Tue 5/2/2017 4:17 PM

To: chuck.baumann@state.or.us <chuck.baumann@state.or.us>;

Cc: Adam Andrzejewski <Adam@openthebooks.com>;

Hi Chuck,

FYI -- all other state agencies that we've contacted for their advertising contracts, provided those contracts immediately and without an Open Records/FOIA request. If you are not the open records officer, please forward this request to the appropriate official. We are waiting on your agency production of these materials.

Adam

Dear Open Records Compliance Officer at Oregon Lottery,

Pursuant to the Open Records Act/ Freedom of Information Act, this is a request for a copy of the following record(s):

During the time period FY2012 to the present, all in-force Borders Perrin Norrande contracts including but not limited to the Media Buying and Placement contract (6/10/2013), and the Oregon Wins Beneficiary work contract. Please include all amendments, extensions and modifications of the responsive contracts during this time period.

During the time period FY2012 to the present, all in-force Pollinate contracts including all amendments, modifications or extensions including but not limited to the most recent contract awarded to Pollinate (Price Agreement).

The principal purpose of this is to make this information more accessible to the public and to access and disseminate information regarding the health, safety, and welfare of the general public. This request is not principally for personal or commercial benefit. Our agency is just exercising the general rights of the public. For these reasons, we are requesting a waiver of fees. If there is a charge for this service, please obtain my approval in writing prior to proceeding with request. We are a non-partisan, non-profit organization under IRS 501(c)3.

All documents can be e-mailed to adam@openthebooks.com or mailed in electronic format (preferred format would be .csv or .xls). If any documents are not provided in the format specified, please provide the state or federal statutes relied upon for that decision. If any record or portion of a record responsive to this request is contained in a record or portion of a record deemed unresponsive to the request, I would like to inspect the entire document. Under the Open Records Act/Freedom of Information Act, all non-exempt portions of any partially-exempt documents must be disclosed. If any records or portions of records are withheld, please state the exemption on which you rely, the basis on which the exemption is invoked, and the name of the individual responsible for the decision.

Thank you for your prompt consideration of my request. If you have any questions, or if I can be of any assistance, please e-mail me at adam@openthebooks.com.

Adam

Adam Andrzejewski (say: Angie-f-ski)