

CITY OF CAPE CORAL REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: Police Department

Vendor Name: Graf K9

Address: 837 SW 33rd Street – Palm City, FL 34990

Phone: (772) 267-8484

E-Mail: Daniela.grf@gmail.com

Price: \$12,875.00

Description of item to be procured:

(1) Male Sable Male German Shepard – K9 Venom Jukasu

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:

- Please see the attached detailed memo.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

- Please see the attached detailed memo

3.) Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:

- Please see the attached detailed memo

Department Director's Signature: _____ **Date:** 10/29/25

Approval: Procurement Manager Wanda Reep (not to exceed \$50,000.00) **Date:** 11/6/25

Approval: City Manager _____ (not to exceed \$100,000.00) **Date:** _____





Council authorization required if exceeding \$100,000.00



CAPE CORAL POLICE DEPARTMENT

Office of the Chief of Police

TO: Wanda Roop, Procurement Manager

FROM: Anthony Sizemore, Chief of Police 
Matthew Campion, Deputy Chief of Police 
Brand Chenault, Captain – Special Operations 
Tammy Gair, Business Services Manager 

DATE: September 16, 2025

SUBJECT: K9 Exemption Request – Single Source, Best Value Vendor

Purpose

This memo formally requests exemption from the City of Cape Coral's procurement ordinance requirement for three (3) competitive quotes when acquiring police canine officers for the Cape Coral Police Department (CCPD).

Background

The City's procurement standards are designed to ensure transparency, fairness, and fiscal responsibility in purchasing. While these requirements are well-suited for most goods and services, purchasing police canine officers is fundamentally different and cannot be evaluated under the same quoting processes.

CCPD currently utilizes canines sourced through Graf K9, a current City vendor with over forty (40) years of canine training and handling experience. Graf K9 has successfully provided CCPD with three (3) canines (Ryu, Akuma, and Enny) that continue to perform at a high level and meet the department's operational needs.

Justification for Exemption

1. Unique Nature of the Product
 - a. Police canine officers are living, breathing partners, not standardized equipment. Each canine differs in genetics, temperament, drives, and adaptability, making direct comparisons impractical.
2. Specialized Matching to CCPD Needs
 - a. Canines must be carefully evaluated and matched to CCPD's operational requirements, handlers, and community environment.

3. Vendor Relationship and Reliability

a. Graf K9 maintains an ongoing relationship with CCPD by providing consistent follow-up, health certifications, x-rays, and extensive video documentation of training and environmental exposures before delivery. Our training handlers watch hours upon hours of videos on each identified potential canine during their development and training while still being trained at the Graf K9 kennel. Graf K9 has proven successful in providing canines that excel in our program.

4. Overall Cost, Health, and Performance Guarantees

a. Graf K9 provides health guarantees far exceeding industry standards and offers canines at or below industry costs for “green” canines while still providing a higher-quality product.

5. Operational Efficiency and Readiness

a. Requiring three quotes significantly delays acquisition, jeopardizing unit readiness when replacements are needed.

Police canines are critical, highly specialized assets for public safety. Procuring them requires expertise, trust, and a proven performance history, which cannot be replicated through the standard quoting process.

When a potential canine with the characteristics our department is looking for is identified, Graf K9 goes above and beyond regarding communication and video documentation for our training handlers to study and review. This enables our agency to ensure a particular canine is worth the investment before physically visiting the kennel and the canine.

Recommendation

Given the unique and nonstandard nature of police canine officer purchasing, the department recommends that Graf K9 become a single-source best-value vendor for the department’s canine needs. We also request that the City Ordinance be updated to exempt canine purchases from the standard procurement process.

AS:tg