



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

MEMORANDUM

**TO: Members of the School Board
Lori White, Superintendent
Mitsi Corcoran, Chief Financial Officer**

FROM: Pat Black, CPPB, Director of Materials Management

**TITLE: APPROVAL TO AWARD RFP #12-0116 FOR REAL ESTATE
BROKERAGE SERVICES**

Proposals to provide 'Real Estate Brokerage Services' were received from four vendors on April 17, 2012. The proposals of American Acquisition Group, LLC, and Florida Acquisition and Appraisal, Inc., were the best proposals meeting the advertised specifications based on a sealed scenario. This proposal is for a period of three years with the option to renew for two additional one-year periods. The funds for these purchases are contained in the capital budget.

Requested by:
Ken Marsh

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 05-08-2012

Fiscal Impact:

Not to exceed
\$165,000

Recommended Motion: That the proposals of American Acquisition Group, LLC, and Florida Acquisition and Appraisal, Inc., to provide 'Real Estate Brokerage Services' in an amount not to exceed \$165,000, for a three year period, be approved for award and purchase.

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Tabulation for Real Estate Brokerage Services - RFP #12-0116

Proposal Opening: April 17, 2012 - 2:00 p.m.

| Proposer's Name | Address | Authorized Representative | Telephone # | Fax # | E-mail Address |
|---|--|---------------------------|-------------------------------|--------------|--|
| American Acquisition Group, LLC | 5600 Mariner Street, Suite 104 Tampa, FL 33609-3443 | D. Wade Brown | 813-287-8191 | 813-287-8197 | wade@americanacquisition.com |
| Florida Acquisition & Appraisal, Inc. | 2109 East Palm Avenue, 2nd Floor Tampa, FL 33605 | John J. Curatelli, Jr. | 813-245-2190 | 813-864-0099 | jcuratelli.flaacom mbehre@flaa.com |
| Michael Saunders & Company | 100 South Washington Boulevard Sarasota, FL 34236 | Michael Saunders | 941-957-3730 | 941-552-5216 | dennisdahm@michaelsaunders.com |
| Sperry Van Ness Commercial Advisory Group | 1626 Ringling Boulevard, Suite 500 Sarasota, FL 34236 | Tony Veldkamp | 941-487-6990 | 941-387-2160 | tony.veldkamp@svn.com |
| Recorded by: Peggy Long | | | Witnessed by: Carol A. Lichon | | |

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| POINTS AWARDED FOR FEE BID | | |
|---|----------------|--|
| With the lowest fee for a qualifying bidder of: | \$1,074,750.00 | With the lowest fee for a qualifying bidder for additional work: |
| Proposer | Proposed Fee | Points Awarded |
| American Acquisition Group, LLC | \$1,074,750.00 | 20.00 |
| Florida Acquisition & Appraisal, Inc. | \$1,495,950.00 | 14.37 |
| Michael Saunders & Company | \$2,297,000.00 | 9.36 |
| Sperry Van Ness Commercial Advisory Group | \$1,538,250.00 | 13.97 |
| | | |

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| FINAL EVALUATION | | | | | | |
|---|-------|-------|-------|---------|-------------|-------|
| Proposer | 1 | 2 | 3 | Average | Overall Fee | Total |
| American Acquisition Group, LLC | 78.00 | 80.00 | 76.00 | 78.00 | 20.00 | 98.00 |
| Florida Acquisition & Appraisal, Inc. | 68.00 | 60.00 | 70.00 | 66.00 | 14.37 | 80.37 |
| Michael Saunders & Company | 68.00 | 66.00 | 56.00 | 63.33 | 9.36 | 72.69 |
| Sperry Van Ness Commercial Advisory Group | 66.00 | 57.00 | 63.00 | 62.00 | 13.97 | 75.97 |
| | | | | | | |