



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
Dr. Gary Norris, Superintendent
Mr. Scott Lempe, Associate Superintendent**

FROM: Pat Black, CPPB, Director of Materials Management

TITLE: APPROVAL TO AWARD RFP #7065 FOR REAL ESTATE BROKERAGE SERVICES

Proposals to provide 'Real Estate Brokerage Services' were received from three vendors on November 28, 2006. The proposals of American Acquisition Group, LLC, as a primary vendor and Florida Acquisition and Appraisal, Inc., and Michael Saunders and Company as a secondary vendors were the best proposals meeting the advertised specifications based on a sample 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 budget allocated for long range planning.

Requested by:
Ken Marsh

Evaluated by:
Ken Marsh
Micki Ryan
Bill Storms

"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: 1-11-06

Fiscal Impact:

Not to exceed
\$270,000.00

Funding:

Capital

Recommended Motion: That the proposals of American Acquisition Group, LLC as a primary vendor and Florida Acquisition and Appraisal, Inc., and Michael Saunders and Company as secondary vendors, to provide 'Real Estate Brokerage Services' in an amount not to exceed \$270,000.00 for a three year period, be approved for award and purchase.

(over)

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

RFP Tabulation for Real Estate Brokerage Services - RFP #7065

Opening Date: November 28, 2006 @ 2:00 P.M.

| POINTS AWARDED FOR FEE BID | | |
|---|--------------|--|
| With the lowest fee for a qualifying bidder of: | \$425,625.00 | With the lowest fee for a qualifying bidder for additional work: |
| Proposer | Proposed Fee | Points Awarded |
| 1. American Acquisition Group, LLC | \$425,625.00 | 20.00 |
| 2. Florida Acquisition & Appraisal, Inc. | \$518,462.50 | 16.42 |
| 3. Michael Saunders & Company | \$817,737.50 | 10.41 |

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| POINTS AWARDED | | | | | | | |
|--|------------------|-------|-------|-------|---------|-------|--------------|
| Proposer | | 1 | 2 | 3 | Average | Fee | Total |
| 1. American Acquisition Group, LLC | PRIMARY | 75.00 | 78.00 | 60.00 | 71.00 | 20.00 | 91.00 |
| 2. Florida Acquisition & Appraisal, Inc. | SECONDARY | 60.00 | 58.00 | 50.00 | 56.00 | 16.42 | 72.42 |
| 3. Michael Saunders & Company | SECONDARY | 66.00 | 60.00 | 32.00 | 52.67 | 10.41 | 63.08 |

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Opening Date: November 28, 2006 @ 2:00 P.M.

| Proposer's Name | Address | Authorized Representative | Telephone # | Fax # | E-mail Address |
|--|--|---------------------------|-------------------------------|--------------|--|
| 1. American Acquisition Group, LLC | 5600 Mariner Street, #104 Tampa, FL 33609 | D. Wade Brown, SR/WA | 800-954-0369/ 813-287-8191 | 813-287-8272 | wade@americanacquisition.com |
| 2. Florida Acquisition & Appraisal, Inc. | 2109 E. Palm Avenue, #104 Tampa, FL 33605 | John J. Curatelli, Jr. | 813-241-6354 | 813-241-6395 | jwilliams@flaa.com |
| 3. Michael Saunders & Company | 32 N. Osprey Avenue Sarasota, FL 34236 | Michael Saunders | 941-957-3730 | 941-954-3830 | dennisdahm@michaelsaunders.com |
| Recorded By: Michelle F. Miller` | | | Witnessed By: Candy Bellew | | |