

# MANATEE COUNTY GOVERNMENT

## INTENT TO NEGOTIATE

<b>SUBJECT</b>	Professional Property Appraisal Services	<b>DATE POSTED</b>	MC ✓ 12/8/14 SE DS ✓ 12/8/14 SE CC ✓ 12/8/14 SE
<b>PURCHASING REPRESENTATIVE</b>	Christine Pearson, 3037	<b>DATE CONTRACT SHALL BE AWARDED</b>	December 22, 2014 or later
<b>DEPARTMENT</b>	Property Management	<b>CONSEQUENCES IF DEFERRED</b>	None <i>Melissa M. Wendel</i>
<b>SOLICITATION</b>	RFP #14-2526CP	<b>AUTHORIZED BY DATE</b>	Melissa M. Wendel, CPPO December 8, 2014

### NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with Compass Real Estate Consulting, Inc., Lakeland, FL; Hettema Saba, Sarasota, FL; Integra Realty Resources, Jacksonville, FL; Lee Pallardy, Inc., Tampa, FL; and Vantix Realty, Tampa, FL to provide Professional Property Appraisal Services for the Property Management Department

### ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.

Manatee County Code of Laws

### BACKGROUND/DISCUSSION

#### PROJECT BACKGROUND:

Manatee County is involved in many projects throughout the County. These projects may include but are not limited to widening of roads and intersections, traffic signals, and stormwater drainage. At times, the projects may require the County to acquire additional right-of-way easements, fee-simple title to parcels of land and other real property interests. The County additionally acquires fee simple title, easements and other various real property interests for reasons including but not limited to public parks, wetland mitigation and conservation easements. These acquisitions require Property Appraisals to be performed.

#### SOLICITATIONS:

The RFP was advertised on the Manatee County website, DemandStar, and was also provided to the Manatee County Chamber of Commerce for release to its members. Two (2) proposals were received.

There were no **Manatee County** firms that were directly solicited and none that submitted a proposal.

Other firms that submitted proposal include:

American Acquisition Group, Tampa, FL  
Compass Real Estate Consulting, INC, Lakeland, FL  
The Dohring Group, Tampa, FL  
Hettema Saba, Sarasota, FL  
Integra Realty Resources, Jacksonville, FL  
Lee Pallardy, Inc, Tampa, FL  
ReTech, Inc, Sarasota, FL  
RTD Group, St Petersburg, FL  
Valbridge Property Advisors, West Palm Beach, FL  
Vantix Realty, Tampa, FL  
Wilson Real Estate, Inc, Lakeland, FL

	N/A	<b>FUNDING SOURCE</b> (Acct Number & Name)	Various Sources <input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
<b>COST</b>	Estimated Average Annual Cost: \$200,000.	<b>AMT/FREQ OF RECURRING COSTS</b> (Attach Fiscal Impact Statement)	N/A



**EVALUATION COMMITTEE (VOTING) MEMBERS:**

Sia Mollanazar,	Deputy Director-Engineering Services
John Agostinelli,	Property Acquisition Division Manager
Christine Pearson,	Contracts Negotiator, Financial Management Department

**EVALUATION RESULTS:**

The Evaluation Committee convened on October 9, 2014 and short listed seven firms and requested oral interviews. Those firms, in alphabetical order, were:

- Compass Real Estate Consulting, INC, Lakeland, FL
- Hettema Saba, Sarasota, FL
- Integra Realty Resources, Jacksonville, FL
- Lee Pallardy, Inc, Tampa, FL
- RTD Group, St Petersburg, FL
- Valbridge Property Advisors, West Palm Beach, FL
- Vantix Realty, Tampa, FL

The Evaluation Committee convened on (date) to participate in an Oral Interview with each firm. Immediately following, the Evaluation Committee deliberated and then voted to select the following five firms.

- Compass Real Estate Consulting, INC, Lakeland, FL
- Hettema Saba, Sarasota, FL
- Integra Realty Resources, Jacksonville, FL
- Lee Pallardy, Inc, Tampa, FL
- Vantix Realty, Tampa, FL

The five firms selected all have the capabilities to perform the work in the Scope of Services, resources to meet the needs of Manatee County, extensive knowledge base of all types of appraisal work, experience with expert witness testimony and are certified as expert witnesses. The firms also had the expertise in all forms of appraisal work including residential, commercial and agricultural as well as many other specialties. All the firms have performed a high volume of appraisal work within Manatee County.

**REMAINING RESPONDENTS:**

- American Acquisition Group, Tampa, FL
- The Dohring Group, Tampa, FL
- ReTech, Inc, Sarasota, FL
- RTD Group, St Petersburg, FL
- Valbridge Property Advisors, West Palm Beach, FL
- Wilson Real Estate, Inc, Lakeland, FL

**ESTIMATED COST OF SERVICES:** The estimated average annual expenditure is \$200,000.00

**FUNDING:** Various sources, based upon the project associated with the work performed.

*The above justifications are a generalized summary of major observations intended only to provide the County Administrator a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.*

The Evaluation Committee voted 3-0 to proceed with Compass Real Estate Consulting, Inc., Lakeland, FL; Hettema Saba, Sarasota, FL; Integra Realty Resources, Jacksonville, FL; Lee Pallardy, Inc., Tampa, FL; and Vantix Realty, Tampa, FL

The resulting agreement will be managed by the Property Management Department, Property Acquisition Division

C:\Users\cpearson\Desktop\142887fl.postfinal1.doc