

MANATEE COUNTY GOVERNMENT SOURCE SELECTION

SUBJECT	Professional Auctioneering Services for the Sale of Surplus Property	DATE POSTED	Date Posted on <i>6/9/11 m</i> Mymanatee.org _____
PURCHASING REPRESENTATIVE	Dennis W. Wallace	DATE CONTRACT SHALL BE AWARDED	To Be Determined After Negotiations
DEPARTMENT	Financial Management Purchasing Division	CONSEQUENCES IF DEFERRED	N/A
SOURCE RECOMMENDATION	Request for Proposal No. 11-1072DW	AUTHORIZED BY DATE	R.C. "Rob" Cuthbert, C.P.M., CPPO June 10, 2011 <i>[Signature]</i>

ACTION DESIRED

Authorization to enter into negotiations with the top ranked firm, **Tampa Machinery Auction, Inc.**, Tampa, Florida, to provide Auctioneering Services for the Sale of Surplus Property on an as-needed basis.

ENABLING/REGULATING AUTHORITY

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

Manatee County Code of Law, Chapter 2-26 Manatee County Purchasing Ordinance, Section 2-26-40 and the Standards and Procedures approved by the County Administrator.

BACKGROUND/DISCUSSION

The County competitively solicited a Request for Proposal ("RFP") No. 11-1072-DW seeking the best qualified firm to perform Professional Auctioneering Services for Surplus Property on an as-needed basis for a period of four (4) years to provide an auction site to accept, store, organize, and sell, by public auction, surplus County property pursuant to F.S. 274.05.

The RFP was broadcast via Demand Star to fifty-two (52) firms who provide this service; four (4) firms downloaded the RFP and four (4) firms submitted proposals. In addition, the RFP was advertised in the Bradenton Herald, posted on the County's website, and provided to the Manatee County Chamber of Commerce for release to its' members.

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SUMMARY

Authorization to enter into negotiations with **Tampa Machinery Auction, Inc.** to provide Auctioneering Services for the Sale of Surplus Property.

ATTACHMENTS: (List in order as attached)

INSTRUCTIONS TO BOARD RECORDS:

NA

COST

Revenue Contract

SOURCE (ACCT# & NAME)

N/A

COMMENTS

N/A

AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)

N/A

BACKGROUND / DISCUSSION – continued -**PROPOSALS:**

Proposals were received from the following firms:

Manatee County Firms:

SRI Incorporated Bradenton, FL

Local Firms:

Atkinson Realty and Auction, Inc. Sarasota, FL

Tampa Machinery Auction, Inc. Tampa, FL

Other Firms:

The Public Group Provo, UT

SELECTION COMMITTEE:

The Selection Committee consisted of the following:

Judy Berisford Public Works, Fuel/Inventory Operations

Michael Brennan Public Works, Fleet Services

Dennis W. Wallace Financial Management Department

The Selection Committee convened on 5/17/2011 and short listed the following firms:

- 1) Tampa Machinery Auction, Inc.
- 2) Atkinson Realty and Auction, Inc.

The Selection Committee ranked the firms as follows for the purpose of negotiating a contract with the top ranked firm:

Ranked No. 1: Tampa Machinery Auction, Inc.

The top ranked firm demonstrated exceptional qualifications and displayed a technical competence with impressive detail and results. Their proposal outlined forty (40) years of experience of on-site and internet auctions. The firm effectively presented a project plan which emphasized their ability to accept, store, and organize property for sale and conduct auctions at the same location on a regular monthly schedule. The firm demonstrated its' understanding of the County's requirements and included a reasonable pricing structure. In addition to an auctioneer's license, the firm possesses a motor vehicle dealers license and a used recreational vehicle dealers license.

Ranked No. 2: Atkinson Realty and Auction, Inc.

The firm has over seventeen (17) years of experience in traditional and internet auctions. While their proposal satisfied the RFP's minimum qualifications it was not perceived by the Committee as representing a workable project plan for traditional on-site auctions in accepting, storing, and organizing surplus property for sale but demonstrated, instead, a strong emphasis on internet auctions while not developing a comprehensive strategy to accommodate the County's requirements. The firm's corporate and administrative office is located in Sarasota, however, their auction sites are located in Lake City and Ruskin, FL. The firm was ranked second by the Selection Committee due to presumed higher cost implications to the County resulting from their North Florida auction site and less overall capabilities to meet the County's requirements for traditional on-site auctions.

Remaining Respondents:

The remaining respondents, listed alphabetically below, were not found to be authorized to transact business in the State of Florida at the time of submittal pursuant to Section A.12, "Applicable Laws," of the RFP, and, as a result, were considered to be non-responsive to the RFP.

SRI Incorporated Bradenton, FL
The Public Group Provo, UT

FUNDING: Since this is a revenue contract no funding was required to be budgeted.