

# MANATEE COUNTY GOVERNMENT SOURCE SELECTION

<b>SUBJECT</b>	Appraisal Services	<b>DATE POSTED</b>	February 7, 2011
<b>PURCHASING REPRESENTATIVE</b>	Frank Lambertson, 749-3042	<b>DATE CONTRACT SHALL BE AWARDED</b>	To be determined
<b>DEPARTMENT</b>	Financial Management Dept./Purchasing Div.	<b>CONSEQUENCES IF DEFERRED</b>	N/A
<b>SOURCE RECOMMENDATION</b>	As stated in Action Desired	<b>AUTHORIZED BY DATE</b>	Rob Cuthbert February 7, 2011

### ACTION DESIRED

Authorization to enter into negotiation with American Acquisition Group, Tampa, FL; Compass Real Estate Consulting, Inc., Lakeland, FL; Independence Acquisition & Appraisal, Temple Terrace, FL; Kenneth Evans, Tampa, FL; R&W Enterprises, Inc., St. Petersburg, FL; and Wilson Real Estate, Inc., Lakeland, FL for the purpose of providing appraisal services on an as required 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 Laws, Chapter 2-26 Manatee County Purchasing Ordinance, Section 2-26-40 and the Standards and Procedures approved by the County Administrator.

### BACKGROUND/DISCUSSION

Estimated expenditure of future funding for Master Appraisal Services is estimated on a yearly basis to be \$300,000.

Funding Source: 335 6071160 531000

**MANATEE COUNTY** firms that were directly contacted and made aware of this Request for Proposal were, and took the following actions in response to the RFP:

Fred LaDue & Associates, Inc., Bradenton, FL (did not submit a proposal)  
 Manasara Appraisal Services, Bradenton, FL (did not submit a proposal)  
 Palma Sola Appraisal, Bradenton, FL (did not submit a proposal)  
 Realty Appraisal Services, Bradenton, FL (did not submit a proposal)  
 Staebler Appraisal and Consulting Services, Bradenton, FL (submitted a proposal)

There were no other Manatee County firms found that would provide the products and services required by the RFP.

Proposals were received from the following firms:

**Manatee County** firms:

Staebler Appraisal and Consulting Services, Bradenton, FL

### SUMMARY

Recommend award to the six (6) firms as stated above

### ATTACHMENTS: (List in order as attached)

### INSTRUCTIONS TO BOARD RECORDS:

1. Approval Email

N/A

#### COST

\$300,000 (annual estimate)

#### SOURCE (ACCT# & NAME)

335 6071160 531000

#### COMMENTS

N/A

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

N/A

**Local firms:**

American Acquisition Group, Tampa, FL  
Boyd, Schmidt & Brannum, Sarasota, FL  
Entreken Associates, St. Petersburg, FL  
Independence Acquisition & Appraisal, Temple Terrace, FL  
Kenneth Evans, Tampa, FL  
Lee Pallardy, Inc., Tampa, FL  
McKeon & Menard, Tampa, FL  
Property Appraisal Services PBS&J, Tampa, FL  
R&W Enterprises, Inc., St. Petersburg, FL  
Sewell, Valentich, Tillis & Associates, Sarasota, FL

**Other firms:**

Compass Real Estate Consulting, Inc., Lakeland, FL  
Florida Acquisition & Appraisal, Lakeland, FL  
The Appraisal Group of Central Florida, Altamonte Springs, FL  
Wilson Real Estate, Inc., Lakeland, FL

Approval to enter into negotiations with the six (6) shortlisted firms.

Manatee County has the need is seeking professional Property Appraisal Firms to perform appraisal services for Manatee County. The Appraiser shall perform all of the services necessary to determine the market value of the parcels identified, the Appraiser shall determine any applicable costs to cure and severance damages, and shall inform the County in writing of any perceived business damages and any environmental issues.

7/13/10 – 1/15/11 the appropriate proposal procedures were followed. The Request for Proposal (RFP) was broadcast via DemandStar to one hundred sixty one (161) Appraisal Services firms; twenty five (25) firms downloaded the RFP and fifteen (15) firms' submitted proposals.

The RFP was advertized locally in the Bradenton Herald, posted on the County's website and provided to the Manatee County Chamber of Commerce for release to members.

The Selection Committee consisted of:

Joaquin Servia, Property Management Department  
Rodney Wade, County Attorney's Office  
Frank Lambertson, Financial Management Department

The Selection Committee convened 1/15/11 and shortlisted the following firms for negotiations. Firms have been listed in alphabetically, the Property Management Department, Property Acquisition Division will make all determination as to specific work directives on an as needed basis:

American Acquisition Group, Tampa, FL  
Compass Real Estate Consulting, Inc., Lakeland, FL  
Independence Acquisition & Appraisal, Temple Terrace, FL  
Kenneth Evans, Tampa, FL  
R&W Enterprises, Inc., St. Petersburg, FL  
Wilson Real Estate, Inc., Lakeland, FL

The remaining proposal respondents were not selected, although well qualified they were not selected based on a comparison of capabilities of the selected firm. Should the need for additional appraisers be required Property Management Department, Property Acquisition Division would select from these firms. Firms have been listed alphabetically.

Boyd, Schmidt & Brannum, Sarasota, FL  
Entreken Associates, St. Petersburg, FL  
Florida Acquisition & Appraisal, Lakeland, FL  
Kenneth Evans, Tampa, FL  
McKeon & Menard, Tampa, FL  
Property Appraisal Services PBS&J, Tampa, FL  
Sewell, Valentich, Tillis & Associates, Sarasota, FL  
Staebler Appraisal and Consulting Services, Bradenton, FL  
The Appraisal Group of Central Florida, Altamonte Springs, FL



**Re: Approval of Negotiation with six respondents - Appraisal Services**

Ed Hunzeker to: Rob Cuthbert

02/04/2011 03:00 PM

Cc: Frank Lambertson, Melissa Assha

Please proceed!

Ed Hunzeker  
County Administrator  
Manatee County Government  
(941) 745-3798

Rob Cuthbert

Mr. Hunzeker, We are communicating the recom...

02/04/2011 11:24:22 AM

From: Rob Cuthbert/MCG  
To: Ed Hunzeker/MCG@MCG  
Cc: Melissa Assha/MCG@MCG, Frank Lambertson/MCG@MCG  
Date: 02/04/2011 11:24 AM  
Subject: Approval of Negotiation with six respondents - Appraisal Services

Mr. Hunzeker,

We are communicating the recommended selection the following six firms for the purpose of providing Appraisal Services on an as needed basis. Negotiation shall be engaged to establish terms and methods for costing individual projects.

American Acquisition Group, Tampa, FL; Compass Real Estate Consulting, Inc., Lakeland, FL  
Independence Acquisition & Appraisal, Temple Terrace, FL; Kenneth Evans, Tampa, FL  
R&W Enterprises, Inc., St. Petersburg, FL; and, Wilson Real Estate, Inc., Lakeland, F

Staff will proceed with the posting of the selection and beginning negotiations or preparing a Board agenda upon your confirmation to proceed. If you choose, you may direct staff to present this recommendation to the Board of County Commissioners for consideration.

Thank you. Rob Cuthbert

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Proposals were received from the following firms:

**Manatee County** firms: Staebler Appraisal and Consulting Services, Bradenton, FL

**Local** firms:

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Entreken Associates, St. Petersburg, FL  
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Property Appraisal Services PBS&J, Tampa, FL  
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**Other** firms:

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**Should the need for additional appraisers be required Property Management Department, Property Acquisition Division would select from these firms.**

Those firms alphabetically are:

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