

8-A)



City Council Agenda Item Meeting of April 5, 2016

TO: The Honorable Mayor and Members of the City Council
FROM: James R. O'Connor, City Manager
DATE: March 16, 2016

SUBJECT: RFP 370-15/JO – Real Estate Broker Services – Sale of Old Dodgertown Nine (9) Hole Golf Course
REQUESTED BY: City Manager/Purchasing Department

The following is requested as it relates to the above-referenced agenda item:

- Request Council review and approval based on the attached documentation.
 - No action required. (Information only)
-

D E P A R T M E N T A L C O R R E S P O N D E N C E

TO: James R. O'Connor, City Manager

FROM: John O'Brien, Manager of Purchasing and Warehouse Operations 

SUBJECT: RFP 370-15/JO REAL ESTATE BROKER SERVICES SALE OF OLD DODGERTOWN NINE (9) HOLE GOLF COURSE

DATE: March 15, 2016

BACKGROUND:

On December 17, 2015 the Purchasing Division issued a Request for Proposal (RFP) for Real Estate Broker Services for the sale of the Old Dodgertown Nine (9) Hole Golf Course. The RFP was advertised on December 17th in the TCPalm newspaper; in addition, the RFP was uploaded to DemandStar.com (online bidding service). At 2:30 pm on January 21, 2016 sealed proposals were opened in which responses were received from five (5) firms.

The evaluation committee consisting of Jim O'Connor, Monte Falls and Tim McGarry met on February 16, 2016 to discuss the responses to the RFP and they decided to interview the top three (3) firms that responded to the RFP. On March 15, 2016 each firm was allowed 20 minutes to give a presentation, followed by a question and answer session by the evaluation committee. Following the interviews a public meeting was conducted and the evaluation committee discussed the various proposals and ranked each proposal based on the criteria established in the RFP. The evaluation committee unanimously selected Collier International with best response to the RFP.

While Collier International has over 500 offices internationally, Ken Krasnow, Executive Managing Director & Market Leader for South Florida, lives here locally in Vero Beach and has put together a team based out of the Palm Beach Garden's office to market the property. In addition, Ken has worked with Alex MacWilliams Inc. Real Estate and Lambert Real Estate in the past.

Attached is a copy of the rankings of each proposal.

RECOMMENDATION:

Respectfully request this be placed on the April 5, 2016 council agenda and authorize the City Manager to negotiate a contract with Collier International. A final contract would be presented to City Council for final approval.

RFP 370-15/JO

REAL ESTATE BROKER FOR SALE OF OLD DODGERTOWN 9 HOLE GOLF COURSE

DATE: 2.16.16 SHORT LIST RESPONSES

	Collier International			CBRE Inc.			NAI Southcoast			Higgenbotham Auctioneers			Keller Williams		
COMMITTEE MEMBERS	JO	MF	TM	JO	MF	TM	JO	MF	TM	JO	MF	TM	JO	MF	TM
Qualifications (Max. 45 pts)	45	45	35	45	45	30	45	45	30	43	45	28	45	45	30
Technical Proposal (Max. 45 pts)	44	43	30	40	41	20	44	45	30	37	39	30	35	37	25
Fees (Max. 10 pts)	8	6	10	9	10	10	1	2	8	4	4	8	7	8	10
TOTAL	97	94	75	94	96	60	90	92	68	84	88	66	87	90	65
Rankings	1	2	1	2	1	5	3	3	2	5	5	3	4	4	4

Committee Members:

JO = James O'Connor

MF = Monte Falls

TM = Tim McGarry

EVALUATION FORM RFP 370-15/JO

Real Estate Broker - Sale of Old Dodgertown 9 Hole Golf Course

Oral Presentation & Final ranking

DATE: 3.14.16

	Collier International	CBRE Inc.	NAI Southcoast
James O'Connor	1	3	2
Monte Fall	1	3	2
Tim McGarry	1	3	2
TOTAL	3	9	6

Rank 1-3 (1= highest ranking 3=lowest ranking)