

DELIVER TO:

City of Fort Pierce
100 North U.S. #1
Fort Pierce, FL 34950

MAIL TO:

City of Fort Pierce Procurement Dept.
P.O. Box 1480
Fort Pierce, FL 34954-1480

**REVISED
REQUEST
FOR
PROPOSALS
and
PROPOSER
ACKNOWLEDGMENT**

Contact: Gelencia Carter, 772-467-3748

RFP No: 2015-051

Mandatory Pre-Bid Conference Date:
N/A

RFP Title: REALTOR SERVICES

Mandatory Pre-Bid Location:
N/A

RFP Opening Location:
City of Ft. Pierce Procurement Dept.
100 North U.S. #1, 1st Floor
Ft. Pierce, Florida 34950

RFP Due Date & Time:
3:00 PM, MONDAY, SEPTEMBER 7, 2015

If you need any reasonable accommodation for any type of disability in order to participate in this procurement, please contact this department as soon as possible.

Proposer Name: Safe Harbor Realty of Port St. Lucie, LLC
DBA Keller Williams Realty

I hereby certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a bid for the same materials, supplies or equipment, and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this bid and certify that I am authorized to sign this proposal for the proposer.

Mailing Address:

9700 Reserve Blvd

X 
Authorized Signature (Manual)

City, State, Zip Code:

Port St. Lucie, FL 34986

Typed or Printed Name:

Michael Brue

Type of Entity (Circle One):
Corporation Partnership Proprietorship

Title:
Broker General Manager

Incorporated in the State of: Florida **Year:** 2013

Delivery in _____ **days, ARO**

Phone Number: 772-236-5700

Payment Terms: Net 30 Days

Fax Number: 772-236-5701

FEIN or SS Number: 45-4474562

E-Mail Address: Ed.B@KW.Com

Local Business: Y N **MWBE:** Y N

Bid Security is attached, when required, in the amount of \$ N/A

If returning as a "No Bid" state reason:

F.O.B. DESTINATION

THIS PAGE MUST BE COMPLETED AND RETURNED WITH YOUR BID

Table of Contents

SECTION I – GENERAL CONDITIONS, INSTRUCTIONS AND INFORMATION FOR PROPOSERS1

1	GENERAL INFORMATION	1
2	DELAYS.....	1
3	EXECUTION OF PROPOSAL	1
4	NO BID	1
5	PROPOSAL OPENING.....	1
6	TAXES.....	2
7	DISCOUNTS	2
8	MISTAKES	2
9	INVOICING AND PAYMENT	2
10	DELIVERY	2
11	ADDITIONAL TERMS AND CONDITIONS	2
12	INTERPRETATION.....	3
13	ADDENDUM.....	3
14	DISPUTES.....	3
15	CONFLICT OF INTEREST	3
16	LEGAL REQUIREMENTS.....	3
17	DRUG FREE WORK PLACE	3
18	MINORITY/WOMEN OWNED BUSINESS ENTERPRISE	4
19	PUBLIC ENTITY CRIMES	4
20	AWARD	4
21	EEO STATEMENT	4
22	AGREEMENTUAL AGREEMENT	4
23	GOVERNMENTAL RESTRICTION	4
24	PATENTS AND ROYALTIES	4
25	ADVERTISING.....	5
26	ASSIGNMENT.....	5
27	COMPLIANCE WITH OCCUPATIONAL SAFETY AND HEALTH	5
28	FACILITIES	5
29	REPRESENTATION.....	5
30	DISQUALIFICATION OF PROPOSER	5
31	ADJUSTMENTS/CHANGES/DEVIATIONS	5
32	INSURANCE.....	5
33	PUBLIC RECORDS	5
34	PROPOSAL PREPARATION COSTS.....	6
35	COOPERATIVE PURCHASING	6

SECTION II – SPECIAL TERMS AND CONDITIONS – LOCAL VENDOR PREFERENCE 7

1	DEFINITION.....	7
2	CERTIFICATION	7
3	NON-LOCAL BUSINESS.....	7
4	COMPETITIVE BID (SECOND CHANCE OFFER.....	8
5	CONSTRUCTION PROJECTS.....	8
6	NOTICE.....	9
7	WAIVER OF APPLICATION OF LOCAL PREFERENCE.....	9
8	COMPARISON OF QUALIFICATIONS	9
9	RECIPROCITY	9

SECTION III – REQUIRED LIMITS OF INSURANCE		10
SECTION IV – INSTRUCTIONS TO PROPOSERS.....		14
1	PURPOSE.....	14
2	COMPETITION INTENDED	14
3	PROPOSAL OPENING.....	14
4	INQUIRIES/QUESTIONS	15
5	MINORITY PARTICIPATION PROGRAM	15
6	CERTIFICATE OF INSURANCE	15
7	BUSINESS TAX RECEIPT (OCCUPATIONAL LICENSE).....	15
8	REFERENCES	15
9	PURCHASING CARD PROGRAM.....	16
SECTION V– STATEMENT OF WORK.....		17
1	OFFEROR’S MINIMUM QUALIFICATIONS	17
2	SCOPE OF SERVICES	17
3	AGREEMENT TERMS AND CONDITIONS	18
4	EVALUATION CRITERIA	23
5	PROPOSAL SUBMISSION FORMAT.....	24
6	INSTRUCTIONS FOR SUBMITTING PROPOSALS	25
SECTION VI – FORMS.....		27
1	PROPOSAL SUBMISSION FORM.....	28
2	DRUG-FREE WORKPLACE FORM	29
3	W-9 TAXPAYER IDENTIFICATION FORM	30
4	CERTIFICATION STATEMENT LOCAL VENDOR PREFERENCE	31
5	PROPOSERS’S CHECKLIST.....	32

SECTION I

GENERAL CONDITIONS, INSTRUCTIONS AND INFORMATION FOR PROPOSERS

1. GENERAL INFORMATION

These documents constitute the complete set of specification requirements and proposal forms. All proposal sheets and attachments must be executed and submitted in a sealed envelope. **DO NOT INCLUDE MORE THAN ONE PROPOSAL PER ENVELOPE (CLEARLY MARK PROPOSAL AS "ORIGINAL" AND REQUESTED NUMBER OF COPIES AS "COPY" ON EACH SET ENCLOSED).** The face to the envelope shall contain Proposer's name, return address, the date and time of proposal opening, the proposal number and title. Proposals not submitted on the enclosed Proposal Form shall be rejected. By submitting a Proposal, the Proposer agrees to be subject to all terms and conditions specified herein. No exceptions to the terms and conditions shall be allowed. Proposers shall submit six (6) complete sets (one [1] original and five [5] copies) of their proposal complete with all supporting documentation. **SUBMITTAL OF A PROPOSAL IN RESPONSE TO REQUEST FOR PROPOSAL CONSTITUTES AN OFFER BY THE PROPOSER.** Proposals, which do not comply with the requirements, may be rejected at the option of the City.

2. DELAYS

The City, at its sole discretion, may delay the scheduled due dates indicated above if it is to the advantage of the City to do so. The City will notify proposers of all changes in scheduled due dates by written addendum.

3. EXECUTION OF PROPOSAL

Proposal must contain a manual signature, in ink, of an authorized representative who has the legal ability to bind the Proposer in Agreemental obligations in the space provided on Page 1 of Proposer/Proposal Acknowledgment and on the Proposal Response Form. **FAILURE TO PROPERLY SIGN THE PROPOSAL SHALL INVALIDATE SAME, AND IT SHALL NOT BE CONSIDERED FOR AN AWARD.** Proposals must be typed or legibly printed in ink. All corrections made by Proposer to any part of the proposal document must be initialed in ink. The original proposal conditions and specifications cannot be changed or altered in any way. Altered proposals will not be considered. Clarification of proposals submitted shall be in letter form, signed by proposers and attached to the proposal.

4. NO BID

If not submitting a proposal, respond by returning only the Proposer acknowledgment form, marking it "No Bid," and give the reason in the space provided.

5. PROPOSAL OPENING

Shall be public, at the address, date, and time specified on the proposer Acknowledgment form. The proposal time must be and shall be scrupulously observed. Under no circumstances shall proposals delivered after the time specified be considered; such proposals will be returned unopened. The City will not be responsible for late deliveries or delayed mail. The time/date stamp clock located in the Purchasing Department shall serve as the official authority to determine lateness of any proposal. It is the Proposers sole responsibility to assure that his/her proposal is complete and delivered at the proper time and place of the proposal opening. Proposals, which for any reason are not so delivered, will not be considered. Offers by facsimile, telegram, or telephone are not acceptable. A proposal may NOT be altered by the Proposer after opening of the proposals. Proposal tabulations will be furnished on the web site: <http://www.purchasing.ci.fort-pierce.fl.us>.

6. **TAXES**

The City is exempt from Federal Excise and State Sales Taxes on direct purchases of tangible personal property. The City exemption number is on the face of the Purchase Order. If requested, the Director of Administrative Services will provide an exemption certificate to the awarded Proposer. Vendors or Brokers doing business with the City shall not be exempt from paying sales tax to their suppliers for materials to fulfill Agreemental obligations with the City Tax Exemption Number in securing such materials. This exemption does not apply to purchases of tangible personal property in the performance of Agreements for the City.

7. **DISCOUNTS**

Cash discounts for prompt payment shall not be considered in determining the lowest net cost for proposal evaluation purposes.

8. **MISTAKES**

- a. Proposers are expected to examine the specifications, delivery schedule, proposal prices, extensions and all instructions pertaining to supplies and services. **FAILURE TO DO SO WILL BE AT PROPOSER'S RISK.** In the event of extension error(s), the unit price will prevail and the Proposer's total offer will be corrected accordingly.
- b. Written amounts shall take precedence over numerical amounts. In the event of addition error(s), the unit price and extension thereof will prevail and the Proposer's total offer will be corrected accordingly. Proposals having erasures or corrections must be initialed in ink by the Proposer.

9. **INVOICING AND PAYMENT**

Payment for any and all invoice(s) that may arise as a result of a Agreement or purchase order issued pursuant to this proposal specification shall minimally meet the following conditions to be considered as a valid payment request:

- a. A timely submission of a properly certified invoice(s), in strict accordance with the price(s) and delivery elements as stipulated in the Agreement or purchase order document, and to be submitted to the Engineering Department at the address as stipulated on the Purchase Order.
- b. All invoices submitted shall consist of an original and one (1) copy; clearly reference the subject Agreement or purchase order number; provide a sufficient salient description to identify goods or service for which payment is requested; contain date of delivery; proposal number, original or legible copy of signed delivery receipt including both a manual signature and printed name of a designated City employee or authorized agent; be clearly marked as "partial", "complete", or "final" invoice. The City will accept partial deliveries unless otherwise specified into Agreement or purchase order document.
- c. The invoice shall contain the Proposer's Federal Employer Identification Number (F.E.I.N.).

10. **DELIVERY**

Unless actual date is specified (or if specified delivery cannot be met), show number of days required to make delivery after receipt of purchase order or Agreement in space provided. Delivery time may be a basis for making of award. Delivery shall be during the normal working hours of the user department, Monday through Friday, unless otherwise specified and incorporated into Agreement or purchase order document. Delivery shall be to the location specified in the proposal specifications.

11. **ADDITIONAL TERMS AND CONDITIONS**

No additional terms and conditions included with the proposal response shall be evaluated or considered. Any and all such additional terms and conditions shall have no force and effect, and are inapplicable to this proposal if submitted either purposely through intent or design, or inadvertently appearing separately in transmittal letters, specifications, literature, price lists or warranties. It is understood and agreed that the general and/or any special conditions in these Proposal Documents are the only conditions applicable to this proposal and the Proposer's authorized signature on the Proposal Form attests to this.

12. INTERPRETATION

All Proposers shall carefully examine the Proposal Documents. Any ambiguities or inconsistencies shall be brought to the attention of the City in writing prior to the opening of Proposals; failure to do so, on the part of the proposer, will constitute an acceptance by the Proposer of any subsequent decision. Any questions concerning the intent, meaning, and interpretation of the Proposal Documents shall be requested in writing, and received by the City at least seven (7) days prior to the Proposal Opening. Inquiries shall be addressed to the attention of the Contact person as indicated on Page 1. No person is authorized to give oral interpretations of, or make oral changes to, the proposal. Therefore, oral statements given before the proposal opening will not be binding. Any interpretation of or changes to the proposal will be made in the form of a written Addendum to the proposal and will be furnished to all Proposers. Receipt of all addenda shall be acknowledged by the Proposers by signing and enclosing said addenda with their proposal.

The City will record its responses to inquiries and any supplemental instructions in the form of a written addendum. The City will send a written addendum to all Proposers who requested a proposal directly from the City Purchasing Department. All proposers should contact the City at least seven (7) calendar days before the proposal opening date to ascertain whether any addendums have been issued. Failure to do so could result in rejection of the proposal as unresponsive. The City shall not be responsible for providing said addendum to proposers who receive proposal packages from other sources.

13. ADDENDUM

Should revisions to the Proposal Documents become necessary, the City will provide a written addendum to all proposers who received a proposal package from the City's Purchasing Department. Proposers who obtain Proposal Documents from other sources must officially register with the City's Purchasing Department in order to be placed on the mailing list for any forthcoming addendum or their official communications. Failure to register as a prospective Proposer may cause your proposal to be rejected as non-responsive if you have failed to submit a proposal without an addendum acknowledgment for the most current addendum.

Previous addenda are deemed received when a subsequent addendum is acknowledged. It is the Proposer's responsibility to contact the City in the event that a previous addendum is not received. Latest addendum shall be signed and returned with the proposal as acknowledgment of addendum.

14. DISPUTES

Any Proposer who disputes the proposal selection or Agreement award recommendation shall file such dispute according to the proposal protest procedures. These procedures are available upon request from the City.

15. CONFLICT OF INTEREST

All proposers must disclose with their proposal the name of any officer, director, or agent who is also an employee of the City. All Proposers must disclose the name of any City employee who owns, directly or indirectly, an interest of five percent (5%) or more in the Proposer's firm or any of its branches.

16. LEGAL REQUIREMENTS

Proposers are required to comply with all provisions of Federal, State, City and local laws and ordinances, rules and regulations, that are applicable to the items being proposal. Lack of knowledge by the proposer shall in no way be a cause for relief from responsibility, or constitute a cognizable defense against the legal effect thereof.

17. DRUG-FREE WORK PLACE (DFW)

Preference shall be given to business with Drug-Free Work Place (DFW) Programs. Whenever two or more proposals which are equal with respect to price, quality, and service are received by the City for the procurement of commodities or Agreement services, a proposal received from a business that completes the attached DFW form certifying that it is a DFW shall be given preference in the award process.

18. MINORITY/WOMEN OWNED BUSINESS ENTERPRISE (MWBE)

Minority/Women Owned Business Enterprise (MWBE) indicates a business entity which is owned and operated by a minority. In this instance, minority group members are citizens of the United States or lawfully admitted permanent residents who are Black, Hispanics, Women, Native Americans, Asian-Pacific, Asian-Indian, and eligible others. An MWBE wishing to participate in the City procurement process may contact the Purchasing Department for information and assistance.

19. PUBLIC ENTITY CRIMES

No award will be executed with any person or affiliate identified on the Department of Management Services "convicted vendor" list. This list is defined as consisting of persons and affiliates who are disqualified from public Agreementing and purchasing process because they have been found guilty of a public entity crime. No public entity shall award any Agreement to, or transact any business in excess of the threshold amount provided in Section 287.017, Florida Statutes for Category Two (currently \$10,000.00) with any person or affiliated on the "convicted vendor" list for a period of thirty-six (36) months from the date that person or affiliate was placed on the "convicted vendor" list unless that person or affiliate has been removed from the list pursuant to Section 287.133(3)(f) Florida Statutes.

20. AWARD

As the best interest of the City may require, the right is reserved to make award(s) by individual item, group of items, "All or None", or a combination thereof; with one or more suppliers; to reject any or all proposals, or waive any minor irregularity or technicality in proposals received, and may, at its sole discretion, request a rebid. Proposers are cautioned to make no assumption until the City has entered into a Agreement or issued a purchase order.

21. EEO STATEMENT

The City is committed to assuring equal opportunity in the award of Agreements, and therefore complies with all laws prohibiting discrimination on the basis of race, color, religion, national origin, age or sex.

22. AGREEMENTUAL AGREEMENT

The terms, conditions, and provisions in this Request for Proposal shall be included and incorporated in any final Agreement or purchase order. The order of precedence will be Proposal Document and response, purchase order or Agreement, and general law. Any and all legal action necessary to enforce a Agreement or purchase order will be interpreted according to the laws of Florida. The venue shall be Fort Pierce, Florida.

23. GOVERNMENTAL RESTRICTION

In the event that any governmental restrictions are imposed which would necessitate alteration of the material quality, workmanship or performance of the items offered on this proposal prior to their delivery, it shall be the responsibility of the Proposer to notify the Purchasing Department at once, indicating in his/her letter the specific regulation which required an alteration, including any price adjustments occasioned thereby. The City reserves the right to accept such alteration or to cancel the Agreement or purchase order at no further expense to the City.

24. PATENTS AND ROYALTIES

The Proposer, without exemption, shall indemnify and save harmless, the City, its employees and/or any of its Commission/Board from liability of any nature or kind, including cost and expenses for or on account of any copyrighted, patented, or unpatented invention, process, or item manufactured by the Proposer. Further, if such claim is made, or is pending, the Proposer may, at its option and expense, procure for the City the right to use, replace or modify the item to render it non-infringing. If none of the alternatives are reasonably available, the City agrees to return the article on request to the Proposer and receive reimbursement. If the Proposer used any design, device, or materials covered by letters, patent or copyright, it is mutually agreed and understood, without exception, that the proposal prices shall include all royalties or cost arising from the use of such design, device, or materials in any way involved in the work.

25. **ADVERTISING**

In submitting a proposal, Proposer agrees not to use the results therefrom as a part of any commercial advertising, without the express written approval, by the appropriate level of authority within the City.

26. **ASSIGNMENT**

Any purchase order or Agreement issued pursuant to this Invitation to Proposal and the monies which may become due hereunder are not assignable except with the prior written approval of the City, through the Purchasing Department.

27. **COMPLIANCE WITH OCCUPATIONAL SAFETY AND HEALTH**

Proposer certifies that all material, equipment, etc., contained in his/her proposal meets all applicable O.S.H.A. requirements. Proposer further certifies that, if he/she is the successful Proposer, and the material, equipment, etc., delivered is subsequently found to be defective in applicable O.S.H.A. requirement in effect on the date of delivery, all costs necessary to comply with the requirements shall be born by the Proposer.

28. **FACILITIES**

The City reserves the right to inspect the Proposer's facilities at any reasonable time, during normal working hours, with prior notice to determine that Proposer has a bona fide place of business, and is a responsible Proposer.

29. **REPRESENTATION**

A Proposer must have at the time of proposal opening, a manufacturing plant in operation, or be a fully authorized agent or representative of the product proposal, and capable of producing or providing the items proposal, and so certify upon request.

30. **DISQUALIFICATION OF PROPOSER**

More than one proposal from an individual, firm, partnership, corporation, or association under the same or different names will not be considered. Reasonable grounds for believing that a Proposer is involved in more than one proposal submittal will be cause for rejection of all proposals in which such Proposers are believed to be involved. Any or all proposals will be rejected if there is reason to believe that collusion exists between Proposers Proposals in which the prices obviously are unbalanced will be subject to rejection.

31. **ADJUSTMENTS/CHANGES/DEVIATIONS**

No adjustments, changes or deviations shall be accepted on any item unless conditions or specifications of a proposal expressly so provide. Any other adjustments, changes or deviations shall require prior written approval, and shall be binding ONLY if issued by the City's Purchasing Department. The Proposer shall bear sole responsibility for any and all costs of claims arising from any adjustments, changes or deviations not properly executed as required herein.

32. **INSURANCE**

The awarded Proposer(s) shall maintain insurance coverage reflecting the minimum amounts and conditions specified in the attached specifications or the Special Terms and Conditions. In the event the proposer is a governmental entity or a self-insured organization, different requirements may apply. Misrepresentation of any material fact, whether intentional or not, regarding the Proposer's insurance coverage, policies or capabilities may be grounds for rejection of the proposal and rescission of any ensuing Agreement.

33. **PUBLIC RECORDS**

Upon award recommendation or ten days after opening, proposals become "public records" and shall be subject to public disclosure consistent with Chapter 119, Florida Statutes. Proposers must invoke the exemptions to disclosure provided by law in the response to the Proposal, and must identify the data or other materials to be protected, and must state the reasons why such exclusion from public disclosure is necessary.

34. PROPOSAL PREPARATION COSTS

Neither the City nor its representatives shall be liable for any expenses incurred in connection with preparation of a response to this Invitation to Proposal. Proposers should prepare their proposals simply and economically, providing all information and prices as required.

35. COOPERATIVE PURCHASING

Any governmental purchasing authority may participate in this purchase for services and commodities from this successful award.

ANY AND ALL SPECIAL TERMS AND CONDITIONS, TECHNICAL REQUIREMENTS, SCOPE OF WORK OR SPECIFICATIONS ATTACHED HERETO WHICH VARY FROM THESE GENERAL CONDITIONS SHALL HAVE PRECEDENCE.

SECTION II

SPECIAL TERMS AND CONDITIONS LOCAL VENDOR PREFERENCE

1. DEFINITION

“Local business”, shall mean a business which meets the following criteria:

- 1.1 Has had a fixed office or distribution point located in and having a street address within St. Lucie, Indian River, Martin or Okeechobee City for at least six (6) months immediately prior to the issuance of the request for competitive bids or request for proposals by the City. The fixed office or distribution point must be staffed and have a valid business tax receipt issued by the City at least 6 months prior to bid/proposal (must provide a copy). Post office boxes are not verifiable and shall not be used for the purpose of establishing a physical address; and
- 1.2 Holds any business license required by City; and
- 1.3 Is the principal offeror who is a single offeror; a business which is the prime Broker and not a subBroker; or a partner or joint venturer submitting an offer in conjunction with other businesses.

2. CERTIFICATION

Any vendor claiming to be a local business as defined by subsection 1-above, shall so certify in writing to the Purchasing Department. The certification shall provide all necessary information to meet the requirements of subsection (1.1) above. The Purchasing Department shall not be required to verify the accuracy of any such certifications, and shall have the sole discretion to determine if a vendor meets the definition of a “local business”.

3. NON-LOCAL BUSINESS

“Non-local business” means a bidder which is not a local business

- 3.1 Preference in purchase of commodities and services by means of competitive bid. Under any such applicable solicitation, bidders/proposers desiring to receive local preference will be invited and required to affirmatively state and provide documentation as set forth in the solicitation in support of their status as local business. Any bidder who fails to submit sufficient documentation with their bid offer shall not be granted local preference consideration for the purposes of that specific Agreement award. Except where federal or state law, or any other funding source, mandates to the contrary, City of Fort Pierce and its agencies and instrumentalities, will give preference to local businesses as outlined below in Section 4.

4. COMPETITIVE BID (SECOND CHANCE OFFER)

- 4.1 Each formal competitive bid solicitation (i.e. sealed bids) shall clearly identify how the price order of the bids received will be evaluated and determined. A **Second Chance Offer** will be offered to the lowest bidder if non-local and the lowest local bidder within 5% of the non-local bidder. Each bidder will be given the opportunity to resubmit a “second chance” bid price. Once the bids have been received by the Purchasing Department, a recommendation for award will be made with the new bid prices. If the local bidder does not resubmit a “second chance” bid price, declines, or is not the lowest bid price, then award will be made to the lowest overall qualified and responsive responsible bidder. If ALL bids made by “second chance” bidders are higher than the original low bid, then award will be made to the original low overall qualified and responsive responsible bidder.
- 4.2 In the event a bidder is awarded a Agreement pursuant to this section, all requests for change orders must be approved by the City Commission of the City of Fort Pierce.

5. CONSTRUCTION PROJECTS

- 5.1 **OPTION 1: NON-LOCAL BROKERS** for construction projects that use a minimum of 60% up to 75% of the dollar value of the project for local sub-Brokers and material suppliers would qualify as a “local” Broker.
- 5.2 **OPTION 2: NON-LOCAL BROKERS** ~ that employs more than 30% minority employees and a minimum of 60% up to 75% local employees whose primary residence is within the boundaries of St. Lucie City, would qualify as a “local” Broker.
- 5.3 **Preference for RFP (request for proposals)** – In purchasing of, or letting of Agreements for procurement of, personal property, materials, Agreemental services, and construction of improvements to real property or existing structures for which a request for proposals is developed with evaluation criteria, the locality rating evaluation score shall be assigned as follows:

LOCALITY RATING ~ TABLE

LOCATION	RATING
Headquartered within the City of Fort Pierce	25
Headquartered within the four counties (Martin, Okeechobee, Indian River, St. Lucie City)	20
Satellite office in four counties (Martin, Okeechobee, Indian River, St. Lucie City)	15
Office located in State of Florida	10
Office located outside of Florida	0
Proposing firms can only receive a score from one of the above categories.	

6. NOTICE

Both bid documents and request for proposal documents shall include notice to vendors of the local preference policy.

7. WAIVER OF APPLICATION OF LOCAL PREFERENCE

The application of Local Preference to a particular purchase or Agreement for which the City of Fort Pierce is the awarding authority may be waived upon approval of the Commissioners.

8. COMPARISON OF QUALIFICATIONS

The preference established herein in no way prohibit the right of the Commissioners to compare quality of materials proposed for purchase and compare qualifications, character, responsibility and fitness of all persons, firms or corporations submitting bids. Further, the preferences established herein in no way prohibit the right of the City Commission from giving any further preference permitted by law instead of the preference granted herein.

9. RECIPROCITY

In the event any other Florida City or municipality (“local government”) deemed appropriate by the City of Fort Pierce extends preferences to local businesses. City of Fort Pierce may enter into an interlocal agreement with such local government wherein the preferences of this section may be extended and made available to vendors that have a valid business tax receipt issued by the specific local government to do business in that local government that authorizes the vendor to provide the commodities and services to be purchased, and a physical business address located within the limits of that local government. Post Office Boxes are not verifiable and shall not be used for the purpose of establishing said physical address. Vendors must also be authorized to do business in City of Fort Pierce. Vendors shall affirm in writing their compliance with the foregoing at the time of submitting their bid to be eligible for consideration as a “local business” under this section. In no event shall the amount of the preference accorded other local government firms exceed the amount of preference that such local government extends to City of Fort Pierce firms competing for its Agreements.

SECTION III

INSURANCE REQUIREMENTS

Broker shall be responsible for all damage to person and or property resulting from its negligent acts, reckless or intentional misconduct, errors or omissions or those of their subcontractors, agents or employees in connection with such services and shall be responsible for all parts of its work, both temporary and permanent.

Evidence of Insurance

Broker shall, at its own expense, procure and maintain throughout the term of this Contract, with insurers acceptable to the City, the types and amounts of insurance conforming to the minimum requirements set forth herein. Broker shall not commence work until the required insurance is in force and evidence of insurance acceptable to the City has been provided to, and approved by, the City. The City, at all times, reserves the right to request additional documentation and evidence of insurance as, in its sole discretion, it may require and the Broker hereby agrees to provide same.

With respect to the Workers' Compensation/Employer's Liability Insurance, Professional Liability Insurance and Business Auto Liability Insurance, an appropriate Certificate of Insurance, signed by an authorized representative of the insurer(s) shall be satisfactory evidence of insurance. With respect to the Commercial General Liability, an appropriate Certificate of Insurance signed by an authorized representative of the insurer, and copies of the actual additional insured endorsements as issued on the policy(ies), shall be satisfactory evidence of such insurance.

To the extent Broker is permitted to and elects to sub-contract any of the work performed under this Agreement, Broker shall require Subcontractors to maintain any and all insurance required by law. Except to the extent required by law, or as otherwise specifically provided by this Agreement, this Agreement does not establish minimum insurance requirements for Subcontractors. Such insurance required of Subcontractors shall be at the sole discretion of Broker.

If the insurance policies expire or terminate during the term of this Agreement, Broker shall provide City with renewal or replacement evidence of the insurance, including endorsements, no less than five (5) days before the expiration or termination of the insurance for which previous evidence of insurance has been provided.

Notwithstanding the prior submission of a Certificate of Insurance, copies of endorsements, or other evidence initially acceptable to City, if requested by City, Broker shall, within thirty (30) days after receipt of a written request from City, provide City with a certified copy or certified copies of the policy or policies providing the coverage required by this Agreement. Broker may redact or omit, or cause to be redacted or omitted, those provisions of the policy or policies which are not relevant to the insurance required by this Agreement.

Workers' Compensation/Employer's Liability Insurance

Such insurance shall be no more restrictive than that provided by the latest edition of the standard Workers' Compensation Policy, as filed for use in Florida by the National Council on Compensation Insurance (NCCI), without any restrictive endorsements other than any endorsements required by NCCI or the State of Florida.

The policy must be endorsed to waive the insurer's right to subrogate against City, and its members, officials, officers and employees in the manner which would result from the attachment of the NCCI Waiver Of Our Right To Recover From Others Endorsement (Advisory Form WC 00 03 13) with City, and its officials, officers and employees scheduled thereon or a blanket endorsement providing the waiver in the same manner as outlined in the Advisory Form WC 00 03 13.

The policy must be endorsed to provide City with 30 days prior written notice of cancellation.

The minimum amount of coverage (inclusive of any amount provided by an umbrella or excess policy) shall be:

Part One:	"Statutory"	
Part Two:	\$500,000	Each Accident
	\$500,000	Disease - Policy Limit
	\$500,000	Disease - Each Employee

General Liability Insurance

Such insurance shall be no more restrictive than that provided by the latest edition of the standard Commercial General Liability Form (Form CG 00 01) as filed for use in the State of Florida by the Insurance Services Office (ISO), and acceptable to the City..

City and its members, officials, officers and employees shall be included as an "Additional Insured" on a form no more restrictive than ISO form CG 20 10 (Additional Insured – Owners, Lessees, or Contractor).

The policy must be endorsed to provide City with 30 days prior written notice of cancellation.

The minimum limits (inclusive of amounts provided by an umbrella or excess policy) shall be:

General Aggregate	\$2,000,000
Products/Completed Operations Aggregate	\$2,000,000
Personal and Advertising Injury	\$1,000,000
Each Occurrence	\$1,000,000

Automobile Liability Insurance

Such insurance shall be no more restrictive than that provided by Section II (Liability Coverage) of the most recent version of the standard Business Auto Policy (ISO Form CA 00

01), including coverage for liability contractually assumed, and shall cover all owned, non-owned, and hired autos used in connection with the performance of the Work.

The policy must be endorsed to provide City with 30 days prior written notice of cancellation.

Such insurance shall not be subject to any aggregate limit and the minimum limits (inclusive of any amounts provided by an umbrella or excess policy) shall be:

Each Occurrence Bodily Injury and Property Damage Liability Combined	\$1,000,000
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Professional Liability Insurance

Such insurance shall be on a form acceptable to the City and shall cover the Broker and all Subcontractors for those sources of liability arising out of the rendering or failure to render professional services in the performance of the work. If coverage is on an occurrence basis, the coverage must be maintained, for at least three years after completion of all work required under the Agreement, for liability resulting from the rendering or failure to render professional services in the performance of the work under this Agreement. If on a claims-made basis, the retroactive date must be no later than the inception of services under this Agreement, and the coverage must respond to all claims which are made, within at least three years after completion of all work required under this Agreement, for liability resulting from the rendering or failure to render professional services in the performance of the work under this Agreement.

The policy must be endorsed to provide City with 30 days prior written notice of cancellation.

The minimum limits (inclusive of any amounts provided by an umbrella or excess policy) shall be:

Each Claim/Annual Aggregate	\$1,000,000
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General Conditions

The insurance provided by the Broker shall apply on a primary basis to and shall not require contribution from, any other insurance or self-insurance maintained by City or City's members, officials, officers or employees. Any insurance, or self-insurance, maintained by the City shall be in excess of, and shall not contribute with, the insurance provided by Broker.

To the extent any required insurance is subject to any deductible or self-insured retention (whether with or without approval of City), Broker shall be responsible for paying on behalf of City (and any other person or organization Broker has, in this Agreement, agreed to include as an insured for the required insurance) any such deductible or self-insured retention.

Compliance with these insurance requirements shall not limit the liability of Broker, its subcontractors, sub-subcontractors, employees or agents. Any remedy provided to the City or City's members, officials, officers or employees by the insurance provided by Broker or the City shall be in addition to and not in lieu of any other remedy (including, but not limited to, as an indemnitee of Broker) available to the City under this Contract or otherwise.

Neither approval nor failure to disapprove insurance furnished by Broker shall relieve Broker from the responsibility to provide insurance as required by this Contract.

Broker shall deliver to City the required certificate(s) of insurance before City signs this Agreement.

Certificates of Insurance must be completed as follows:

Certificate Holder

**City of Fort Pierce
Procurement Department
100 North U.S. #1
Fort Pierce, FL 34950**

Additional Insured for Commercial General Liability and Automobile Liability shall be:

Additional Insured

City of Fort Pierce and its board members, officials, officers and employees.

SECTION IV

INSTRUCTIONS TO PROPOSERS

1. PURPOSE

The intent of this Request for Proposal is to obtain a licensed Florida Real Estate Broker (“Broker”) to provide realtor services for City of Fort Pierce (“City”) and other housing programs as needed. A Broker is needed to assist in sale of houses and other surplus property within the City. It is the City’s intent to award Agreements to up to three (3) brokers.

2. COMPETITION INTENDED

It is the City's intent that this Request for Proposal (RFP) permit competition. It shall be the offeror's responsibility to advise the Purchasing Manager in writing if any language, requirement, specification, etc., or any combination thereof, inadvertently restricts or limits the requirements stated in this RFP to a single source. Such notification must be received by the Purchasing Manager not later than fifteen (15) days prior to the date set for acceptance of proposals.

3. PROPOSAL OPENING

3.1 Proposals are due on or before **3:00 PM, Monday, September 7, 2015**. Six (6) copies (one original and five copies) of sealed proposals shall be mailed or delivered to:

Delivery Address:
City of Fort Pierce
100 North U.S. #1
Fort Pierce, FL 34950

Mailing Address:
City of Fort Pierce
P.O. Box 1480
Fort Pierce, FL 34954-1480

Copies of the proposal documents are available electronically from the Procurement Department by e-mail request to biddesk@city-ftpierce.com on the web site of City of for Fort Pierce (www.cityoffortpierce.com) and Demandstar.com (www.demandstar.com) .

Any proposals received after the designated time and date listed above will be returned unopened.

3.2 All proposals and qualifications will be publicly opened at the time and place specified. In accordance with Section 2-63(2)d of the City of Fort Pierce Code, “No proposals shall be handled so as to permit disclosure of the identity of any offeror or the contents of any proposal to competing offerors during the process of negotiation. A register of proposals shall be prepared containing the name of each offeror, the number of modifications received, if any, and a description sufficient to identify the item offered. **The register of proposals shall be open for public [viewing] only after Agreement award.**”

4. **INQUIRIES/QUESTIONS**

4.1 All inquiries will be in a written format and addressed to City of Fort Pierce Deputy City Manager with a copy to the Purchasing Manager:

TO

City of Fort Pierce
Nick Mimms
Deputy City Manager
P. O. Box 1480
Fort Pierce, FL 34954-1480
Fax: (772) 460-6847
Email: nmimms@city-ftpierce.com

COPY

City of Fort Pierce
Gelencia Carter
Purchasing Manager
P.O. Box 1480
Fort Pierce, FL 34954-1480
Fax: (772) 595-9948
Email: biddesk@city-ftpierce.com

4.2 No inquiries will be received within seven (7) calendar days of proposal closing date.

5. **MINORITY PARTICIPATION AND OUTREACH PROGRAM**

Describe your firm's program and/or policies in regard to minority and non-discrimination, including the firm's history of Minority and Women Owned Business Enterprise (M/WBE) participation. Include a strategy for promoting minority participation in this project and a realistic goal for participation. List references of Owners, M/WBE firms or consultants who can speak to your firm's utilization of M/WBE on previous projects.

6. **CERTIFICATE OF INSURANCE**

In order to do business with the City of Fort Pierce, you must provide proof of insurance to include general liability, workers compensation, and automobile insurance with proposal submittal. If awarded, insurance must comply with the Required Limits of Insurance as indicated in Section III of the specifications.

7. **BUSINESS TAX RECEIPT (OCCUPATIONAL LICENSE)**

Provide a valid Business Tax Receipt (Occupational License) from your jurisdiction with your proposal submittal.

8. **REFERENCES**

All offerors shall include with their proposals, a list of at least three (3) current references for whom comparable work has been performed. This list shall include company name, person to contact, address, telephone number, fax number, e-mail address, and the nature of the work performed. Failure to include references may be cause for rejection of proposal as non-responsive. Offeror hereby releases listed references from all claims and liability for damages that may result from the information provided by the reference.

9. **PURCHASING CARD PROGRAM**

- 9.1 The City has implemented a **Purchasing Card Program**. The selected Proposers(s) can take advantage of this program and in consideration receive payment within several days, instead of the City's policy of Net 30 Days After Receipt of Invoice (ARI). **Any percentage off the bid price for the acceptance of Visa will be considered in the bid award.** If no such percentage is given, the City shall assume 0% discount applies.
- 9.2 Proposers are requested to state on the Bid Response Form, if they will honor the VISA Purchasing Card. In the event of failure on the part of the Proposer to make this statement, the City shall assume the purchase or Agreement price shall be governed by the Net 30 ARI (after receipt of invoice).

SECTION V

STATEMENT OF WORK

1.0 OFFEROR'S MINIMUM QUALIFICATIONS

Offerors must demonstrate that they have the resources and capability to provide the materials and services as described herein. All offerors shall submit documentation with their proposal indicating compliance with the minimum qualifications. Failure to include any of the required documentation may be cause for proposal to be deemed non-responsive and rejected. The following criteria shall be met in order to be eligible for this Agreement:

1.1 Proof of current Florida Real Estate license. Provide a copy of a current license.

2.0 SCOPE OF SERVICES

All proposals must be made on the basis of, and either meet or exceed, the requirements contained herein.

2.1 The Broker shall:

2.1.1 Assist the City with the purchase and sale of property within the City, and other programs as necessary.

2.1.2 Be responsible for writing standard real estate Agreements using the Florida Association of Realtors (FAR) regional Sales Agreement and its accompanying documents, various banks addendums and the City addendum, if applicable.

2.1.3 Represent the City when the City purchases property. The Broker shall be paid by the seller through the listing agreement.

2.1.4 Represent the buyer when the City sells an property. The Broker shall be paid by the City to represent the buyer and the City shall use other counsel for the transaction. The buyer is not required to use the City's Broker if the buyer has his/her own representation.

2.1.5 Accept fixed fees as set forth by the programs. The commission ranges from transactions shall be as follows:

2.1.5.1 If other property is purchased from the City, the Broker shall be receive no more than \$750 in commission to represent the buyer and to write the Agreement.

2.1.5.2 If the City needs to sell property at market rate, the Broker shall receive no more than 5-6% commission for the transaction.

2.1.6 Be responsible for communicating the current market conditions to the City representative(s) by preparing a Broker's Price Opinion (BPO) on potential purchases.

- 2.1.7 Coordinate details of all ratified real estate Agreements to ensure that Agreement requirements are met in accordance with the Agreement timelines. These items include but are not limited to: appraisal, home inspections, other inspections, order title work, order survey, schedule settlement, and coordinate all Agreement post ratification addendums with other parties involved in the transaction. (Please note that the City already holds Agreements for appraisal, title and banking services and use of these Agreements is required.)
- 2.1.8 Accompany City representatives and/or purchasers at real estate settlements when necessary.
- 2.1.9 Provide purchasers of City owned property with representation.
- 2.1.10 Coordinate with the title company to ensure that all parties have submitted necessary documentation to settlement within the Agreement timelines and/or deadlines.
- 2.1.11 Be available within a reasonable amount of time to show properties to the City and/or purchasers who are qualified and participate in the City-sponsored program.
- 2.1.12 Participate in and document negotiation and acquisition activities which may include, but are not limited to, phone calls, individual meetings, multiple-party meetings, settlement agreements, counter proposals, objections to any matters of record or issues presented, justifications contradictory to or in support of any issues, legal proceedings and/or matters of title to property.
- 2.1.13 Designate up to two (2) agents within the office to be assigned to the City in performing the services under this Agreement.

3.0 AGREEMENT TERMS AND CONDITIONS

The Agreement with the successful offeror will contain the following Agreement Terms and Conditions. **Offerors intending to require additional or different language must include such language with their proposal. Failure to provide offeror's additional Agreement terms may result in rejection of the proposal.**

3.1 Procedures

The extent and character of the services to be performed by the Broker shall be subject to the general control and approval of the Deputy City Manager/Director, Fort Pierce Redevelopment Agency or the authorized representative(s). The Broker shall not comply with requests and/or orders issued by other than the Deputy City Manager/Director, Fort Pierce Redevelopment Agency or the authorized representative(s) acting within their authority for the City. Any change to the Agreement must be approved in writing by the Purchasing Manager and the Broker.

3.2 Agreement Period

The Agreement shall cover the period from one (1) year, or an equivalent period depending upon date of Agreement award.

This Agreement may be renewed at the expiration of the initial term at the request of the City. The renewal may be for up to three additional one year periods. Any renewal shall be based on the same prices, terms and conditions as the initial term unless otherwise agreed to by the City.

Notice of intent to renew will be given to the Broker in writing, normally ninety (90) days before the expiration date of the current term.

3.3 Delays

If delay is foreseen, the Broker shall give immediate written notice to the Division of Procurement. The Broker must keep the City advised at all times of the status of the order. Default in promised delivery (without accepted reasons) or failure to meet specifications, authorizes the Division of Procurement to purchase supplies elsewhere and charge full increase in cost and handling to defaulting Broker.

3.4 Delivery Failures

Time is of the essence. Should the Broker fail to deliver the proper services or item(s) at the time and place(s) specified, or within a reasonable period of time thereafter as determined by the Purchasing Agent, or should the Broker fail to make a timely replacement of rejected items when so requested, the City may purchase services or items of comparable quality in the open market to replace the rejected or undelivered services or items. The Broker shall reimburse the City for all costs in excess of the Agreement price when purchases are made in the open market; or, in the event that there is a balance the City owes to the Broker from prior transactions, an amount equal to the additional expense incurred by the City as a result of the Brokers nonperformance shall be deducted from the balance as payment.

3.5 Material Safety Data Sheets

By law, the City of Fort Pierce will not receive any materials, products, or chemicals which may be hazardous to an employee's health unless accompanied by a Material Safety Data Sheet (MSDS) when received. This MSDS will be reviewed by the City, and if approved, the materials, product or chemical can be used. If the MSDS is rejected, the Broker must identify a substitute that will meet the City's criteria for approval.

3.6 Business, Professional, and Occupational License Requirement

All firms or individuals located or doing business in City of Fort Pierce are required to be licensed in accordance with the City's "Business, Professional, and Occupational Licensing (BPOL) Tax" Ordinance during the initial term of the Agreement or any renewal period.

Wholesale and retail merchants without a business location in City of Fort Pierce are exempt from this requirement. Questions concerning the BPOL Tax should be directed to the Office of Commissioner of Revenue, telephone (772) 429-2900.

3.7 Payment of Taxes

All Brokers located or owning property in City of Fort Pierce shall assure that all real and personal property taxes are paid.

The City will verify payment of all real and personal property taxes by the Broker prior to the award of any Agreement or Agreement renewal.

3.8 Hold Harmless Clause

The Broker shall, indemnify, defend, and hold harmless the City from loss from all suits, actions, or claims of any kind brought as a consequence of any negligent act or omission by the Broker. The Broker agrees that this clause shall include claims involving infringement of patent or copyright. For purposes of this paragraph, "City" and "Broker" includes their employees, officials, agents, and representatives. "Broker" also includes subcontractors and suppliers to the Broker. The word "defend" means to provide legal counsel for the City or to reimburse the City for its attorneys' fees and costs related to the claim. This section shall survive the Agreement.

3.9 Permits

It shall be the responsibility of the Broker to comply with City ordinances by securing any necessary permits. The City shall waive any fees involved in securing City permits.

3.10 Faith-Based Organizations

City does not discriminate against faith-based organizations.

3.11 Immigration Reform and Control Act of 1986

By entering this Agreement, the Broker certifies that it does not and will not during the performance of this Agreement violate the provisions of the Federal Immigration Reform and Control Act of 1986, which prohibits employment of illegal aliens.

3.12 Substitutions

NO substitutions or cancellations are permitted after Agreement award without written approval by the Division of Procurement. Where specific employees are proposed by the Broker for the work, those employees shall perform the work as long as those employees work for the Broker, either as employees or subBrokers, unless the City agrees to a substitution. Requests for substitutions shall be reviewed and may be approved by the City at its sole discretion.

3.13 Condition of Items

All items shall be new, in first class condition, including containers suitable for shipment and storage, unless otherwise indicated herein. Verbal agreements to the contrary will not be recognized.

3.14 Workmanship and Inspection

All work under this Agreement shall be performed in a skillful and workmanlike manner. The Broker and its employees shall be professional and courteous at all times. The City may, in writing, require the Broker to remove any employee from work for reasonable cause as determined by the City. Further, the City may, from time to time, make inspections of the work performed under the Agreement. Any inspection by the City does not relieve the Broker from any responsibility in meeting the Agreement requirements.

3.15 Invoicing and Payment

Invoices for commission shall be paid upon completion of transaction at settlement of each property.

3.16 Payments to SubBrokers

Within seven (7) days after receipt of amounts paid by the City for work performed by a subBroker under this Agreement, the Broker shall either:

- A. Pay the subBroker for the proportionate share of the total payment received from the City attributable to the work performed by the subBroker under this Agreement; or
- B. Notify the City and subBroker, in writing, of his intention to withhold all or a part of the subBroker's payment and the reason for non-payment.

The Broker shall pay interest to the subBroker on all amounts owed that remain unpaid beyond the seven (7) day period except for amounts withheld as allowed in item B. above.

Unless otherwise provided under the terms of this Agreement, interest shall accrue at the rate of one percent (1%) per month.

The Broker shall include in each of its subAgreements a provision requiring each subBroker to include or otherwise be subject to the same payment and interest requirements as set forth above with respect to each lower-tier subBroker.

The Broker's obligation to pay an interest charge to a subBroker pursuant to this provision may not be construed to be an obligation of the City.

3.17 Assignment of Agreement

The Agreement may not be assigned in whole or in part without the written consent of the Purchasing Manager.

3.18 Termination

Subject to the provisions below, the Agreement may be terminated by the City upon thirty (30) days advance written notice to the Broker; but if any work or service hereunder is in progress, but not completed as of the date of termination, then the Agreement may be extended upon written approval of the City until said work or services are completed and accepted.

A. Termination for Convenience

The City may terminate this Agreement for convenience at any time in which the case the parties shall negotiate reasonable termination costs.

B. Termination for Cause

In the event of Termination for Cause, the thirty (30) days advance notice is waived and the Broker shall not be entitled to termination costs.

C. Termination Due to Unavailability of Funds in Succeeding Fiscal Years

If funds are not appropriated or otherwise made available to support continuation of the performance of this Agreement in a subsequent fiscal year, then the Agreement shall be canceled and, to the extent permitted by law, the Broker shall be reimbursed for the reasonable value of any non-recurring costs incurred but not amortized in the price of the supplies or services delivered under the Agreement.

3.19 Agreemental Disputes

The Broker shall give written notice to the Purchasing Agent of intent to file a claim for money or other relief within ten (10) calendar days of the occurrence giving rise to the claim or at the beginning of the work upon which the claim is to be based, whichever is earlier.

The claim, with supporting documentation, shall be submitted to the Purchasing Agent by US Mail, courier, or overnight delivery service, no later than sixty (60) days after final payment. The Broker shall submit its invoice for final payment within thirty (30) days after completion or delivery of the services. If the claim is not disposed of by agreement, the Purchasing Agent shall reduce his/her decision to writing and mail or otherwise forward a copy thereof to the Broker within thirty (30) days of the City's receipt of the claim.

The Purchasing Agent's decision shall be final unless the Broker appeals within thirty (30) days by submitting a written letter of appeal to the City Administrator, or his designee. The City Administrator shall render a decision within sixty (60) days of receipt of the appeal.

3.20 Severability

In the event that any provision shall be adjudged or decreed to be invalid, such ruling shall not invalidate the entire Agreement but shall pertain only to the provision in question and the remaining provisions shall continue to be valid, binding and in full force and effect.

3.21 Confidentiality

The Broker acknowledges and understands that its employees may have access to proprietary, business information, or other confidential information belonging to the City of Fort Pierce. Therefore, except as required by law, the Broker agrees that its employees will not:

- A. Access or attempt to access data that is unrelated to their job duties or authorizations as related to this Agreement.
- B. Access or attempt to access information beyond their stated authorization.
- C. Disclose to any other person or allow any other person access to any information related to the City or any of its facilities or any other user of this Agreement that is proprietary or confidential. Disclosure of information includes, but is not limited to, verbal discussions, FAX transmissions, electronic mail messages, voice mail communication,

written documentation, “loaning” computer access codes and/or another transmission or sharing of data.

The Broker understands that the City, or others may suffer irreparable harm by disclosure of proprietary or confidential information and that the City may seek legal remedies available to it should such disclosure occur. Further, the Broker understands that violations of this provision may result in Agreement termination.

The Broker further understands that information and data obtained during the performance of this agreement shall be considered confidential, during and following the term of this Agreement, and will not be divulged without the Purchasing Agent’s written consent and then only in strict accordance with prevailing laws. The Broker shall hold all information provided by the City as proprietary and confidential, and shall make no unauthorized reproduction or distribution of such material.

3.22. Counterparts

This Agreement and any amendments or renewals hereto may be executed in a number of counterparts, and each counterpart signature, when taken with the other counterpart signatures, is treated as if executed upon one original of this Agreement or any amendment or renewal. A signature by any party to this Agreement provided by facsimile or electronic mail is binding upon that party as if it were the original.

4.0 EVALUATION CRITERIA

The criteria set forth below will be used in the receipt of proposals and selection of the successful offeror.

The City Evaluation Committee will review and evaluate each proposal and selection will be made on the basis of the criteria listed below:

- 4.1 Ability to meet/exceed the Scope of Services. **30 points**
- 4.2 Credentials and related experience. **25 points**
- 4.3 Compliance with Agreement Terms and Conditions. **10 points**
- 4.4 Availability and capability for timely response. **15 points**
- 4.5 Cost of Services. **20 points**

The City Evaluation Committee will collectively develop a composite rating which indicates the group's collective ranking of the highest rated proposals in a descending order. The City Evaluation Committee may then conduct interviews with only the top ranked offerors, usually the top two (2) or three (3) depending upon the number of proposals received. Negotiations shall be conducted with offerors so selected. The City Evaluation Committee may request a Best and Final Offer(s) (BAFO) and/or make a recommendation for the Agreement award.

5.0 PROPOSAL SUBMISSION FORMAT

Offerors are to make written proposals that present the offeror's qualifications and understanding of the work to be performed. Offerors shall address each of the specific evaluation criteria listed below, in the following order. Failure to include any of the requested information may be cause for the proposal to be considered nonresponsive and rejected.

****NOTE: The Proposer must use sections and tabs which are clearly identified and also must number and label all parts, pages, figures, and tables in its proposal. Additional tabs may be appended which contain any other pertinent matters which the proposer wishes the City to take into consideration in reviewing the proposal.**

5.1 Letter of Transmittal

This letter will summarize in a brief and concise manner, the proposer's understanding of the Scope of Work and make a positive commitment to timely perform the work. The letter must name all of the persons authorized to make representations for the proposer, including the titles, addresses, and telephone numbers of such persons. An official authorized to negotiate for the proposer must sign the Letter of Transmittal. The letters should not exceed two pages in length.

5.2 Ability to meet/exceed the Scope of Services:

- State your ability to meet/exceed all items within the Scope of Services.
- Describe methods you would use to locate foreclosed homes for purchase by the City.

5.3 Credentials and related experience:

- Resumes and proof of certificates and professional licensure of all key personnel who will be involved in this project.
- Provide information on your past experience with foreclosed properties.
- Disclose any review or disciplinary action taken by the Florida Real Estate Board (or the equivalent board of another jurisdiction, if applicable) during the past five (5) years with regard to any certificates and professional licensure of all key personnel.
- Provide information on which two (2) agents would be assigned to the City for this project.

5.4 Compliance with Agreement Terms and Conditions:

- State your compliance with the Agreement Terms and Conditions as contained in Section 3.0 of this RFP. Specifically list any deviations and provide justification for each deviation.

5.5 Availability and capability for timely response:

- Provide information on current workload and availability to participate in this Agreement.
- Provide information on where you are located and distance from City of Fort Pierce.

- Provide timeframe of how much notice needed to respond to inquiries from City Staff and hours of operation.

5.6 References

- Please see Section IV, Instruction to Proposers, page 14

5.7 Cost of Services:

- Provide a rate schedule for the purchase and sale of homes.
- Describe any discounts provided to City.

6.0 INSTRUCTIONS FOR SUBMITTING PROPOSALS

6.1 Submission of Proposals

Before submitting a proposal, read the ENTIRE solicitation including the Terms and Conditions. Failure to read any part of this solicitation will not relieve an offeror of the Agreemental obligations.

6.2 Firm Pricing for City Acceptance

Proposal pricing must be firm for City acceptance for a minimum of ninety (90) days from proposal receipt date.

6.3 Authority to Bind Firm in Agreement

Proposals MUST give full firm name and address of offeror. Failure to manually sign proposal may disqualify it. Person signing proposal will show TITLE or AUTHORITY TO BIND THE FIRM IN A AGREEMENT. Firm name and authorized signature must appear on proposal in the space provided on the pricing page. Those authorized to sign are as follows:

If a sole proprietorship, the owner may sign.

If a general partnership, any general partner may sign.

If a limited partnership, a general partner must sign.

If a limited liability company, a "member" may sign or "manager" must sign if so specified by the articles or organization.

If a regular corporation, the CEO, President or Vice-President must sign.

Others may be granted authority to sign but the City requires that a corporate document authorizing him/her to sign be submitted with proposal.

6.4 Withdrawal of Proposals

- All proposals submitted shall be valid for a minimum period of ninety (90) calendar days following the date established for acceptance.
- Proposals may be withdrawn on written request from the offeror at the address shown in the solicitation prior to the time of acceptance.
- Negligence on the part of the offeror in preparing the proposal confers no right of withdrawal after the time fixed for the acceptance of the proposals.

6.5 City Furnished Support/Items

The estimated level of support required from City personnel for the completion of each task shall be itemized by position and man days.

The offeror shall indicate the necessary telephones, office space and materials the offeror requires. The City may furnish these facilities if the City considers them reasonable, necessary, and available for the Broker to complete his task.

6.6 SubBrokers

Offerors shall include a list of all subBrokers with their proposal. Proposals shall also include a statement of the subBrokers' qualifications. The City reserves the right to reject the successful offeror's selection of subBrokers for good cause. If a subBroker is rejected the offeror may replace that subBroker with another subBroker subject to the approval of the City. Any such replacement shall be at no additional expense to the City nor shall it result in an extension of time without the City's approval.

6.7 Prohibition as SubBrokers

No offeror who is permitted to withdraw a proposal shall, for compensation, supply any material or labor to or perform any subAgreement or other work agreement for the person or firm to whom the Agreement is awarded or otherwise benefit, directly or indirectly, from the performance of the project for which the withdrawn proposal was submitted.

6.8 Proposed Changes to Scope of Services

If there is any deviation from that prescribed in the Scope of Services, the appropriate line in the scope of services shall be ruled out and the substitution clearly indicated. The City reserves the right to accept or reject any proposed change to the scope.

6.9 Miscellaneous Requirements

- A. The City will not be responsible for any expenses incurred by an offeror in preparing and submitting a proposal. All proposals shall provide a straight-forward, concise delineation of the offeror's capabilities to satisfy the requirements of this request. Emphasis should be on completeness and clarity of content.
- B. Offerors who submit a proposal in response to this RFP may be required to make an oral presentation of their proposal. The Division of Procurement will schedule the time and location for this presentation.
- C. Selected contents of the proposal submitted by the successful offeror and this RFP will become part of any Agreement awarded as a result of the Scope of Services contained herein. The successful offeror will be expected to sign a Agreement with the City.
- D. The City reserves the right to reject any and all proposals received by reason of this request, or to negotiate separately in any manner necessary to serve the best interests of the City. Offerors whose proposals are not accepted will be notified in writing.

SECTION VI - FORMS



CITY OF FORT PIERCE PROPOSER'S CHECKLIST

This checklist is provided to assist each Proposer in the preparation of their proposal response. Included in this checklist are important requirements, which is the responsibility of each Proposer to submit with their response in order to make their response fully compliant. This checklist is only a guideline~ it is the responsibility of each Proposer to read and comply with the Request for Proposal in its entirety.

Check "Yes" or "No" to each of the following:

	YES	NO
Is Request for Proposal cover page (page 1) completed, signed and attached?	<u>✓</u>	<u> </u>
All prices have been reviewed for mathematical accuracy, all price corrections initialed, and all price extensions and totals thoroughly checked.	<u>✓</u>	<u> </u>
Include proof of proper licensing as stated in proposal documents.	<u>✓</u>	<u> </u>
Include proof of proper insurance as stated in proposal documents.	<u>✓</u>	<u> </u>
Proposal envelope is marked accordingly.	<u>✓</u>	<u> </u>
Is Drug-Free Work Place form signed and enclosed?	<u>✓</u>	<u> </u>
W-9 Form completed, signed and attached?	<u>✓</u>	<u> </u>
Are six (6) complete proposal packages included (one original and five copies)?	<u>✓</u>	<u> </u>

PLEASE SIGN AND RETURN WITH PROPOSAL

[Handwritten Signature]



PROPOSAL SUBMISSION FORM

THE FIRM OF: Safe Harbor Realty of Port St. Lucie, LLC DBA - Keller Williams Realty

Address: 9700 Reserve Blvd

Port St. Lucie, FL 34986

FEIN 45-4474562

Hereby agrees to provide the requested services as defined in Request for Proposal No. 2015-051 for the price as stated in the price proposal.

The following shall be returned with your proposal. Failure to do so may be cause for rejection of proposal as non-responsive. It is the responsibility of the Offeror to ensure that he has received all addenda.

ITEM:

INCLUDED: (X)

- | | |
|---|----------|
| 1. References | <u>X</u> |
| 2. Addenda, if any. | <u>X</u> |
| 3. One (1) original and five (5) copies | <u>X</u> |
| 4. Proposal Response Information | <u>X</u> |
| 5. W-9 Form | <u>X</u> |
| 6. Certificate of Insurance | <u>X</u> |

Person to contact regarding this proposal: Edward A. Brzuskiwicz

Title: Senior Realtor Associate Phone: 772-236-5700 Ext 340 Fax: 772-236-5701

E-mail: Ed.B @KW.com or Ed.B @KWCommercial.com

City of Fort Pierce RFP 2015 – 051

Bid Proposal for Realtor Services

Presented By Safe Harbor Realty of Port St. Lucie LLC

DBA Keller Williams Realty / KW Commercial



Keller Williams Realty / KW Commercial
9700 Reserve Blvd
Port St. Lucie, FL 34986
772-236-5700

Edward A. Brzuskiwicz / Realtor
FL # SL687833
Senior Realtor Associate
City of Fort Pierce Project Leader
772.579.9150
Ed.B@KW.com or Ed.B@KWcommercial.com

September 9, 2015

City of Fort Pierce - Purchasing Department
100 North U.S. # 1
Fort Pierce, FL 34950

RE: Bid RFP No: 2015-051 for Realtor Services for the City of Fort Pierce
Letter of Transmittal

Dear Procurement Dept:

Safe Harbor Realty of Port St. Lucie, LLC DBA Keller Williams Realty / KW Commercial would like to submit our proposal for Real Estate Service for the City of Fort Pierce.

Please find the Completed Bid Proposal with the requested documentations including a **Commission Scale Program** for the City of Fort Pierce. (Section V, 2.0 Scope of Services 2.1.5 Subsection 2.1.52)

- Letter of Transmittal
- Company Overview
- Port St. Lucie Office Statics
- Services
- KW Team
- Marketing

We like to thank the City of Fort Pierce for the opportunity to submit our proposal for Realtor Services.

If there are any questions on our proposal, we would be happy to address them. Please contact me at on my direct number 772-579-9150 or my office 772-236-5700.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Ed Brzuskiwicz', written over a white background.

Edward A. Brzuskiwicz Senior Realtor / CIPS, TRC, SFR, PAI
Project Leader for the City of Fort Pierce

Keller Williams Realty / KW Commercial Real Estate Port St. Lucie

ALC (Agent Leadership Council) member with Keller Williams Realty

Email: Ed.B@KW.com

Email: Ed.B@KWcommercial.com

9700 Reserve Blvd - PGA Village
Saint Lucie West, FL 34986
Direct : 772-579-9150

Scope of Services

5.1 Letter of Transmittal

Company Overview:

Keller Williams Realty, Inc. is the largest real estate franchise by agent count in the world, with approximately 700 offices and 120,000 associates in more than a dozen countries around the world. In 2015, Keller Williams was named the No. 1 training organization across all industries in the world by Training magazine. The company has grown exponentially since the opening of the first Keller Williams Realty office in 1983, and continues to cultivate an agent-centric, education-based, technology-driven culture that rewards associates as stakeholders. The company also provides specialized agents in luxury homes, commercial and farm and ranch properties. Keller Williams Realty online at (www.kw.com).

Port St. Lucie Office:

Open as a Market Center in 2013 we moved in to our new location in St. Lucie West in PGA Village and quickly expanded operations with an addition increasing our office to 14,000 sq. ft. with currently 189 Florida licensed Realtors in our Port St. Lucie Market Center. Our Keller Williams franchise owner has 5 locations on the Treasure Coast with a new expansion planned in Indian River County bring to 6 locations serving Indian River to the Palm Beaches.

Charles Poses – Attorney – Franchise owner - 4455 Military Trail Jupiter, FL 33458 561-427-6100 (Owner of Law Offices of Poses, Kolbert & Strauss, PLLC and Patch Reef Title Company, Inc.)

Michael Brue - Broker / General Manager - Franchise Owner - 4455 Military Trail Jupiter, FL 33458 561-427-6100

Jake Bailey - Port St. Lucie Team Leader - 9700 Reserve Blvd. Port St. Lucie, FL 34986 / 772-236-5700

Rusty West - Broker of Site / Assistant Team Leader - 9700 Reserve Blvd. Port St. Lucie, FL 34986 / 772-236-5700

Ed Brzuskiwicz – Senior Realtor Associate / Project Leader for the City of Fort Pierce - 9700 Reserve Blvd. Port St. Lucie, FL 34986 / Office 772-236-5700 Ext 340

5.2 Ability to meet/ exceed the Scope of Services

Safe Harbor Realty of Port St. Lucie LLC DBA Keller Williams Realty / KW Commercial is a licensed by the State of Florida Department of Business and Professional Regulation for Realty Brokerage Services and including all the 189 agents are licensed by the State of Florida DBPR.

Keller Williams Realty is also member of several real estate associations in including Member of Realtors® Association of the Palm Beaches & Saint Lucie (RAPB) the local multiple listing service which services the Palm Beaches and the Treasure Coast. Our associates also are members of the National Association of REALTORS®, State of Florida Realtors® Association.

Keller Williams Realty is a National and International Company with vast network members who utilize our resources to provide the highest level of excellence, through technology, education and a proven business model for growth and development.

Foreclosed Homes -We have seen a decrease in the number of foreclosed homes in recent months, one way we can tract with utilizing court filings of Lis Pendens on properties in pre-foreclosure and use Multiple Listing Services and IDX and Keller Williams Realty websites of new foreclosed homes available for sale.

5.3 Credentials and Related Experience:

The number of qualified associates in our offices and years of experience is a multitude of years, for the project Senior Realtor Associate Ed Brzuskiwicz is the project leader and over 16 plus years' experience as a Licensed by the State of Florida DBPR a in Florida Real Estate, State Florida Realtors Association and National Association of Realtors for Commercial and Residential Real Estate, Association of the Palm Beaches & Saint Lucie (RAPB). He has also achieved from the National Association of Realtors certification of Short Sales and Foreclosure Resource (SFR®) certification is for REALTORS® knowledge and experience working with buyers and sellers of distressed properties. He also holds the Certified International Property Specialist (CIPS®) designation is for REALTORS® from the United States and abroad, as well as association staff and volunteer leaders who wish to develop or grow their international real estate business. It will provide you with the knowledge, research, network, and tools to globalize your business. The National Association is designated as a REALTOR® who practices commercial real estate besides Residential Real Estate. (See Attached Bio)

Edward A. Brzuskiwicz Project Leader and Diane Johnson

5.4 Compliance with Agreement Terms and Conditions:

The RFP terms have been reviewed and accepted by Safe Harbor of Port St. Lucie LLC DBA Keller Williams Realty / KW Commercial. To clarify Safe Harbor of Port St. Lucie LLC DBA Keller Williams Realty / KW Commercial.

1. This Exclusive Representation Agreement ("Agreement") on each property listed with our company in consideration for the services provided by Broker as set forth below, Client hereby appoints Broker as Client's exclusive agent and real estate advisor and grants Broker the exclusive right to represent Listing agent as stated in the Florida Association of Realtor Far Sales and Listing Agreements.
2. Broker agrees to diligently use its best efforts to satisfactory to Client. Broker's services will include the solicitation, Multiple Service listings, screening of potential customers and the use and cooperation of other licensed real estate brokers and agree to share a the commission on the close transaction as stated in the Florida Association of Realtor Far Sales and Listing Agreements.

5.5 Availability and Capability for timely response:

Currently our availability changes, but a pool of team associates under the project leader Ed Brzuskiwicz, to assign and adjust and increase the number of associates based on the need of the City of Fort Pierce. Since the City did not have any date to provide any projections on the volume of real estate transactions, keeping that in mind 2 associates will be assigned to this project to start.

Our office location is 9700 Reserve Blvd in Port St. Lucie, FL 34986 which the driving distance is estimated to be 14 + miles to the City of Fort Pierce Office building.

Depending on the scope of the type of inquires most 24 to 48 hours, current office hours are 8:30am to 5:30pm Monday to Friday and office front desk reception also open weekends.

5.6 References

Michelle Lee Berger - Three Term City of Port St. Lucie Council member of District 2.

Realtors Associations of Palm Beach and St. Lucie appointed Realtor Ed Bruskiwicz to be the liaison to city of Port St. Lucie council to foster education and concerns of the community and real estate professionals. Council member Berger requested quarterly reviews on real estate market conditions in the State of Florida, Treasure Coast, St. Lucie County and City of Port St. Lucie. In 2015 the Mayor's Office and the City Council invited Realtor Ed Brzuskiwicz to participate in a city advisory for growth and future development. Keller Williams Realty also was limited numbers of Realtors to tour the former Digital Domain studios to assist in securing a buyer, as we were in the process preparing for the re-lease RFP for Realtor Services:

Email: District2@cityofpsl.com

Port St. Lucie City Hall 121 SW Port St. Lucie Blvd.

Port St. Lucie, FL 34984

Phone: (772) 871-5159

Fax: (772) 871-7382

Ms. JoEllen Incorvaia – Sale and Purchase of a New Residential property.

08/10/2015 "Ed was very experienced in the details of my sale and knew what I was looking for in a new home.

Just great! Definitely would use Keller Williams and I would have to have Ed. I respect his ability as an agent and definitely have a knew friend. He knew how to keep me grounded and calm. He assisted with my accountant when I need help. Ed just stepped up and he was at my side.

Jo Ellen Incorvaia

Contact Info: 648 SE Crescent Ave. Port St Lucie, FL 34984

Phone # 772-878-0596

Stephen Brunks – Sold and Purchased a New Home:

08/11/2015 Ed is there not just to show properties to a client, he's there to answer all your concerns, questions, and give his professional opinions every single step of the entire process. You can't ask for anything more in your quest to buy or sell any property.

Stephen E. Brunks

Contact Info: 2117 SE Fern Park Drive, Port St. Lucie, FL 34952

Phone:

5.7 Cost of Services

2.0 Scope of Services 2.1.5


Subsection 2.1.52 - If the City needs to sell property at market rate, the Broker shall receive no more than 5-6 % commission for the transaction.

Commission Scale Program:

Our Proposal includes for the City of Fort Pierce the following Broker commissions scale program on City properties exclusively represented by Keller Williams Realty / KW Commercial properties for the City of the following gross sales price of the property per the scale listed below:

0 - \$ 1 Million	6%
\$1 Million – \$3 Million	5%
\$3 Million - \$10 Million	4%
\$10 Million - \$25 Million +	3%

All agreements for the sale(s) or purchase(s) of any city real estate transactions will utilize the state of Florida Far agreements for each property.

<p>DELIVER TO: City of Fort Pierce 100 North U.S. #1 Fort Pierce, FL 34950</p> <p>MAIL TO: City of Fort Pierce Procurement Dept. P.O. Box 1480 Fort Pierce, FL 34954-1480</p>	<p>REVISED REQUEST FOR PROPOSALS and PROPOSER ACKNOWLEDGMENT</p>
<p>Contact: Gelencia Carter, 772-467-3748</p>	<p>RFP No: 2015-051</p>
<p>Mandatory Pre-Bid Conference Date: N/A</p>	<p>RFP Title: REALTOR SERVICES</p>
<p>Mandatory Pre-Bid Location: N/A</p>	<p>RFP Opening Location: City of Ft. Pierce Procurement Dept. 100 North U.S. #1, 1st Floor Ft. Pierce, Florida 34950</p>
<p>RFP Due Date & Time: 3:00 PM, MONDAY, SEPTEMBER 7, 2015</p>	<p>If you need any reasonable accommodation for any type of disability in order to participate in this procurement, please contact this department as soon as possible.</p>
<p>Proposer Name: Safe Harbor Realty of Port St. Lucie, LLC DBA Keller Williams Realty ----- Mailing Address: 9700 Reserve Blvd ----- ----- -----</p>	<p><i>I hereby certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a bid for the same materials, supplies or equipment, and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this bid and certify that I am authorized to sign this proposal for the proposer.</i></p> <p>X  Authorized Signature (Manual)</p>
<p>City, State, Zip Code: Port St. Lucie, FL 34986</p>	<p>Typed or Printed Name: Michael Brue</p>
<p>Type of Entity (Circle One): Corporation Partnership Proprietorship</p>	<p>Title: Broker / General Manager</p>
<p>Incorporated in the State of: Florida Year: 2013</p>	<p>Delivery in _____ days, ARO</p>
<p>Phone Number: 772-236-5700</p>	<p>Payment Terms: Net 30 Days</p>
<p>Fax Number: 772-236-5701</p>	<p>FEIN or SS Number: 45-4474562</p>
<p>E-Mail Address: Ed.B@KW.Com</p>	<p>Local Business: <u>X</u>Y <u> </u>N MWBE: <u> </u>Y <u>X</u>N</p>
<p>Bid Security is attached, when required, in the amount of \$ _____ N/A F.O.B. DESTINATION</p>	<p>If returning as a "No Bid" state reason:</p>
<p>THIS PAGE MUST BE COMPLETED AND RETURNED WITH YOUR BID</p>	

August 12, 2015



CITY OF FORT PIERCE

REALTOR SERVICES

BID NO. 2015-051

ADDENDUM NO. 1

The purpose of this addendum is to advise vendors that a minor change was inadvertently overlooked in preparation of the proposal documents. Section III – Insurance Requirements, pages 10-13, was revised in accordance with the requirements of this project scope of work. A complete revised set of RFP No. 2015-051 documents have been uploaded to Onvia Demand Star and the City of Fort Pierce website for responding to the RFP.

All other conditions of this bid remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: Michael J. Brue
Manual

Signature: Michael Brue - Broker / General Manager
Typed or Printed

Company Name: Safe Harbor Realty of Port St. Lucie, LLC DBA Keller Williams Realty

Address: 9700 Reserve Blvd

Port St. Lucie, FL 34986

Date: 9/3/15

/gc

August 25, 2015



CITY OF FORT PIERCE

REALTOR SERVICES

RFP NO. 2015-051

ADDENDUM NO. 2

The purpose of this addendum is to extend the **Bid due date** from 3:00PM, Friday, September 7, 2015 to:

3:00 PM, THURSDAY, SEPTEMBER 10, 2015

All other conditions of this bid remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: _____

Manual

Signature: _____ Michael Brue - Broker / General Manager

Typed or Printed

Company Name: _____ Safe Harbor Realty of Port St. Lucie, LLC DBA Keller Williams Realty

Address: _____ 9700 Reserve Blvd.

Port St. Lucie, FL 34986

Date: _____ 9/3/15

/gm



Certification Statement Local Vendor Preference

I certify that my company meets all of the following qualifications to be eligible for the local vendor preference:

- 1) That my company has a fixed, staffed office or distribution point located in and having a street address within St. Lucie, Indian River, Martin or Okeechobee City for at least one year prior to the issuance of the request for competitive bids or request for proposals by St. Lucie City; and
- 2) That my company holds any business or Broker license required by St. Lucie City and/or can document payment of business license taxes in St. Lucie City;
- 3) That my company is principal offeror who is single offeror; a business which is the prime Broker and not a subBroker; or a partner or joint venturer submitting an offer in conjunction with other businesses.
- 4) Attached is a copy of a business or Broker license and/or business tax receipt for St. Lucie City, Indian River, Martin or Okeechobee Counties to verify that I have been in business at least one year prior to the issuance of the Request for Bid or Proposal.

Company Name: Safe Harbor Realty of Port St. Lucie, LLC DBA - Keller Williams Realty

Address: 9700 Reserve Blvd. Port St. Lucie, FL 34986

Business or Broker License Number: Florida Broker BK3318921

Phone Number: 772-236-5700 Fax Number: 772-236-5701

Owner's Name: Michael Brue

Signature: *[Handwritten Signature]*

Sworn to before me this 3 day of September 2015

Notary Public for the State of Florida My Commission Expires June 12, 2016

Notary Public Signature *[Handwritten Signature]* Printed Name Tammy Lynn Duguay



FOR PROCURMENT OFFICE ONLY ~ DO NOT COMPLETE BELOW

To be verified and completed by an authorized representative from the City of Fort Pierce Purchasing Department:

Vendor Certified by: _____ Date: _____

(Authorized Signature)

To be approved as a local bidder and receive bid preference on an eligible local project, this certification and a copy of your local business or Broker license must be submitted with your bonafide Bid/RFP package.

DRUG-FREE WORK PLACE FORM

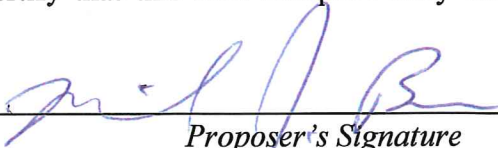
The undersigned vendor in accordance with Florida Statute 287.087 hereby certified that

Safe Harbour Realty of Port St. Lucie, LLC DBA - Keller Williams Realty _____ does:

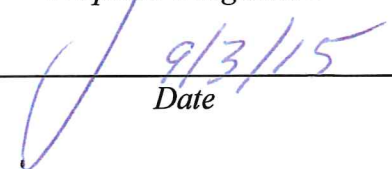
(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or Agreemental services that are proposed a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or Agreemental services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.



Proposer's Signature



Date

Request for Taxpayer Identification Number and Certification

**Give Form to the
 requester. Do not
 send to the IRS.**

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
SAFE HARBOR REALTY OF PORT SAINT LUCIE, LLC

2 Business name/disregarded entity name, if different from above
KELLER WILLIAMS REALTY OF PORT SAINT LUCIE

3 Check appropriate box for federal tax classification; check only one of the following seven boxes:
 Individual/sole proprietor or single-member LLC
 Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ _____
 Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.
 Other (see instructions) ▶ _____
 C Corporation
 S Corporation
 Partnership
 Trust/estate

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):
 Exempt payee code (if any) _____
 Exemption from FATCA reporting code (if any) _____
 (Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.)
9700 RESERVE BOULEVARD

6 City, state, and ZIP code
PORT SAINT LUCIE, FL 34986

7 List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I Instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Social security number									
OR									
Employer identification number									
4	5		4	4	7	4	5	6	2

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign Here Signature of U.S. person ▶ *Michael J. Burt* Date ▶ _____

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding? on page 2.

By signing the filled-out form, you:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued).
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
- Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.

CHRIS CRAFT, ST. LUCIE COUNTY TAX COLLECTOR

EXPIRES SEPTEMBER 30, 2015

FACILITIES OR
MACHINES / ROOMS SEATS EMPLOYEES 5
TYPE OF 6531 REAL ESTATE
BUSINESS

BUSINESS/ Safe Harbor Realty of PSL

DBA NAME

MAILING Safe Harbor Realty of PSL
ADDRESS 9700 Reserve Blvd
Port St Lucie, FL 34986

BUSINESS 9700 Reserve Blvd
LOCATION Port St Lucie, FL 34986
City of Pt St Lucie
3327-314-0021-000/0



NEW BUSINESS
ORIGINAL TAX \$15.10
PENALTY
COLLECTION COST
TOTAL \$15.10

Paid 01/07/2015 15.10

0108-20150107-001187

Law requires this Local Business Tax Receipt to be displayed conspicuously at the place of business in such a manner that it can be open to the view of the public and subject to inspection by all duly authorized officers of the county. Upon failure to do so, the Local Business Taxpayer shall be subject to the payment of another Local Business Tax for the same business, profession, or occupation.

Pursuant to State Law, all Local Business Tax Receipts shall be sold by the Tax Collector beginning July 1st of each year and shall expire on September 30th of the succeeding year. Those Local Business Tax Receipts renewed beginning October 1st shall be delinquent and subject to a delinquency penalty of 10% for the month of October, plus an additional 5% penalty for each month of delinquency thereafter until paid; provided that the total delinquency penalty shall not exceed 25% of the Local Business Tax for the delinquent establishment.

In addition to the penalty, the Tax Collector shall be entitled to a collection cost fee of from \$1.00 to \$5.00, based on the amount of the Local Business Tax, which shall be collected from delinquent taxpayers after September 30th, of the business year.

This receipt is a Local Business Tax only. It does not permit the Local Business Taxpayer to violate any existing regulatory or zoning laws of the state, county or cities. It also does not exempt the Local Business Taxpayer from any other taxes, licenses or permits that may be required by law.

Local Business Taxes are subject to change according to law.

Safe Harbor Realty of PSL
9700 Reserve Blvd
Port St Lucie, FL 34986



Planning & Development Services
 Building & Code Regulation Division
 2300 Virginia Avenue
 Fort Pierce, FL 34982
 Phone: (772)462-1553 Fax: (772)462-1578

ZONING COMPLIANCE CERTIFICATE

Permit #: 1409-0283

Issue Date: 12/29/2014

This is to certify that the following described property is properly zoned for: **REAL ESTATE OFFICE.**

<u>Type of Business:</u>	REAL ESTATE OFFICE.
<u>Business Name and Address:</u>	SAFE HARBOR REALTY OF PORT ST LUCIE 9700 RESERVE BLVD , PORT ST LUCIE
<u>Parcel ID No:</u>	3327-314-0021-000/0
<u>SIC Code:</u>	6531
<u>COC Required?</u>	NO

Ludia B. Gault

 Signature

12/29/14

 Date



**STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

PSL

**DIVISION OF REAL ESTATE
1940 N. MONROE ST.
TALLAHASSEE FL 32399-0783**


850-487-1395

**BRUE, MICHAEL J
4455 MILITARY TRL SUITE 100
JUPITER FL 33458**

Congratulations! With this license you become one of the nearly one million Floridians licensed by the Department of Business and Professional Regulation. Our professionals and businesses range from architects to yacht brokers, from boxers to barbeque restaurants, and they keep Florida's economy strong.

Every day we work to improve the way we do business in order to serve you better. For information about our services, please log onto www.myfloridalicense.com. There you can find more information about our divisions and the regulations that impact you, subscribe to department newsletters and learn more about the Department's initiatives.

Our mission at the Department is: License Efficiently, Regulate Fairly. We constantly strive to serve you better so that you can serve your customers. Thank you for doing business in Florida, and congratulations on your new license!



**STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND
PROFESSIONAL REGULATION**

BK3318921 ISSUED: 03/05/2015

**REAL ESTATE BROKER
BRUE, MICHAEL J**

**IS LICENSED under the provisions of Ch.475 FS.
Expiration date : MAR 31, 2017 L150305C000735**

DETACH HERE

RICK SCOTT, GOVERNOR

KEN LAWSON, SECRETARY

**STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF REAL ESTATE**

LICENSE NUMBER
BK3318921

The **BROKER**
Named below **IS LICENSED**
Under the provisions of Chapter 475 FS.
Expiration date: MAR 31, 2017

**BRUE, MICHAEL J
4455 MILITARY TRL SUITE 100
JUPITER FL 33458**



ISSUED: 03/05/2015

DISPLAY AS REQUIRED BY LAW

SEQ # L150305000735



STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

DIVISION OF REAL ESTATE
1940 N. MONROE ST.
TALLAHASSEE FL 32399-0783

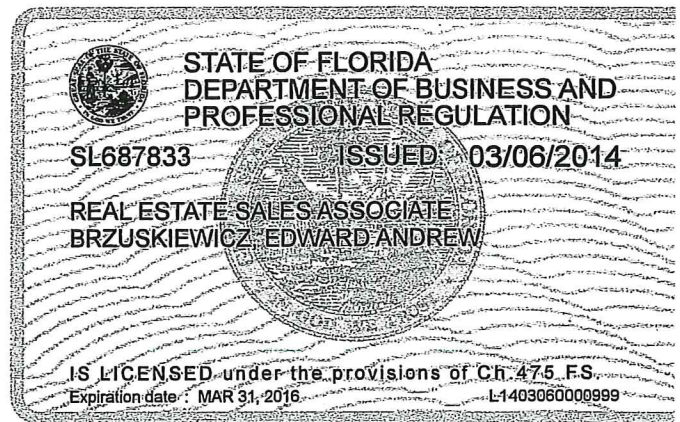
850-487-1395

BRZUSKIEWICZ, EDWARD ANDREW
1697 SW CLOVER ST
PORT SAINT LUCIE FL 34953

Congratulations! With this license you become one of the nearly one million Floridians licensed by the Department of Business and Professional Regulation. Our professionals and businesses range from architects to yacht brokers, from boxers to barbeque restaurants, and they keep Florida's economy strong.

Every day we work to improve the way we do business in order to serve you better. For information about our services, please log onto www.myfloridalicense.com. There you can find more information about our divisions and the regulations that impact you, subscribe to department newsletters and learn more about the Department's initiatives.

Our mission at the Department is: License Efficiently, Regulate Fairly. We constantly strive to serve you better so that you can serve your customers. Thank you for doing business in Florida, and congratulations on your new license!



The Department of State is leading the commemoration of Florida's 500th anniversary in 2013. For more information, please go to www.VivaFlorida.org.

DETACH HERE

RICK SCOTT, GOVERNOR

STATE OF FLORIDA

KEN LAWSON, SECRETARY

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF REAL ESTATE

LICENSE NUMBER

SL687833

The SALES ASSOCIATE
Named below IS LICENSED
Under the provisions of Chapter 475 FS
Expiration date: MAR 31, 2016



BRZUSKIEWICZ, EDWARD ANDREW
1697 SW CLOVER ST
PORT SAINT LUCIE FL 34953





3000 00000 BBOP RENEWAL DECLARATIONS DECLARATIONS PAGE
 Business Owners Policy

Policy Number
 09 0004999085 2 01

Page 1 of 3

Date of Issue
 4/10/15

Policy Period	Term	Inception Date	Agent	Agent's Phone
From: 5/05/15 To: 5/05/16 12:01 Standard Time	12 mos	5/05/14 12:01 AM	00-0102620	(561) 479-1898

Agent (561) 479-1898
 CRONIN INSURANCE AGENCY
 11395 W PALMETTO PARK RD
 BOCA RATON FL 33428

SAFE HARBOR OF PORT ST LUCIE
 KELLER WILLIAMS REALTY OF PORT ST
 9700 RESERVE BLVD
 PORT ST LUCIE FL 34986-3264

In return for the payment of the premium, and subject to all the terms of this policy, we agree with you to provide the insurance as stated in this policy.

Policy Limits (Coverage provided only where limits are indicated)

General Liability

General Aggregate Limit (Other Than Products-Completed Operations)	\$4,000,000
Products-Completed Operations Aggregate Limit	\$2,000,000
Personal And Advertising Injury Limit	INCLUDED
Each Occurrence Limit	\$2,000,000
Fire Damage Limit	\$50,000 PER OCCURRENCE
Medical Expenses Limit	\$5,000 PER PERSON
Nonowned Auto	INCLUDED
Accounts Receivable	\$25,000
Employee Dishonesty	\$10,000 PER OCCURRENCE
Electronic Media and Records	\$10,000
Fine Arts	\$10,000
Valuable Papers and Records	\$25,000

*Except for Fire Legal Liability, each paid claim for the above coverages reduces the amount of insurance we provide during the applicable annual period. Please refer to Paragraph D.4 of the Businessowners Liability Coverage Form.

This policy contains a separate deductible for hurricane losses, which may result in high out-of-pocket expenses to you.

Premium

Annual Premium	\$990.00	
EMPATF	\$4.00	
FCS	\$1.00	
Managing General Agent Fee	\$25.00	
		Terrorism Premium (Certified Acts) \$.00
		Grand Total \$1,020.00

Bill Martin

Countersigned by Authorized Representative

5/05/15

Date

Copies Sent To: As Indicated On Back Of The Property Coverage Page





CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)
09/09/2015

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER PAYCHEX INSURANCE AGENCY, INC. 150 SAWGRASS DRIVE ROCHESTER, NY 14620	CONTACT NAME: PHONE (A/C, NO. EXT): 877-266-6850		FAX (A/C, No): 585-389-7426
	E-MAIL ADDRESS:		
INSURED Paychex Business Solutions LLC Safe Harbor Realty of Port St Lucie LLC Keller Williams of Pt St. Luci 911 PANORAMA TRAIL SOUTH ROCHESTER, NY 14625-0397	INSURER(S) AFFORDING COVERAGE		NAIC #
	INSURER A: ILLINOIS NATIONAL INSURANCE COMPANY		23817
	INSURER B:		
	INSURER C:		
	INSURER D:		
	INSURER E:		

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$	
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$	
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$	
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input type="checkbox"/> Y <input checked="" type="checkbox"/> N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N/A	X	066085199	06/01/2015	06/01/2016	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000.00 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000.00 E.L. DISEASE - POLICY LIMIT \$ 1,000,000.00	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
 Worker's Compensation coverage is provided to only those employees leased to, but not subcontractors of the named insured.
 Waiver of Subrogation granted in favor of the certificate holder.

CERTIFICATE HOLDER CITY OF STUART 121 SOUTHWEST FLAGLER AVE STUART, FL 34994	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS, BUT FAILURE TO MAIL SUCH NOTICE SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE COMPANY, ITS AGENTS OR REPRESENTATIVES. AUTHORIZED REPRESENTATIVE <i>Marquise M. Regis</i>
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Advisor & Bio Project Leader



Edward A. Brzuskiwicz

SENIOR REALTOR ASSOCIATE

Ed.B@KWcommercial.com

772.579.9150

772.579.9150

BACKGROUND

My 16 years of experience as a Realtor by the National Association Realtors and licensed by the State of Florida's Department of Business & Professional Regulation. As a Real Estate Professional serving customers from South Florida. I have completed hundreds of real estate transaction over the years.

Over the past 16 years, my clients base in South Florida and International Buyers. Commercial and Property Management to Luxury Residential and Waterfront Real Estate are my main area of focus, to meet the needs of customers today Locally, Nationally and on the Global Real Estate Market.

EDUCATION

Indiana University-Purdue University Fort Wayne (IPFW) - Fort Wayne, Indiana

Pursued studies in Business & Marketing with focus on Internet Marketing

Rutgers University - New Brunswick, New Jersey

EMS Emergency Medical Services - Rutgers for certification as a American Heart Association instructor

RCA - Active member of REALTORS® Commercial Alliance

CIPS- Certified International Property Specialist-(Recognized Around the World)

TRC - Transnational Referral Certified - (Recognized Around the World)

MEMBERSHIPS & ASSOCIATIONS

Member of the The National Association of REALTORS® (Commercial, Residential and International)

Member of the State of Florida Realtors® Association

Member of Realtors® Association of the Palm Beaches & Saint Lucie (RAPB)

Member of Realtors® Commercial Alliance of the Realtors® Association Palm Beaches & Saint Lucie County

Member of Global Business Alliance of the Palm Beaches and Treasure Coast (CIPS &TRC)

Designations/ Awards/Recognition

CIPS- Certified International Property Specialist-(Recognized Around the World)

TRC - Transnational Referral Certified - (Recognized Around the World)

SFR - Short Sales Foreclosure Resource

PPME - Professional Property Management Executive

GBC - Active member of the Global Business Council of the Realtors of the Palm Beach & Saint Lucie Association,



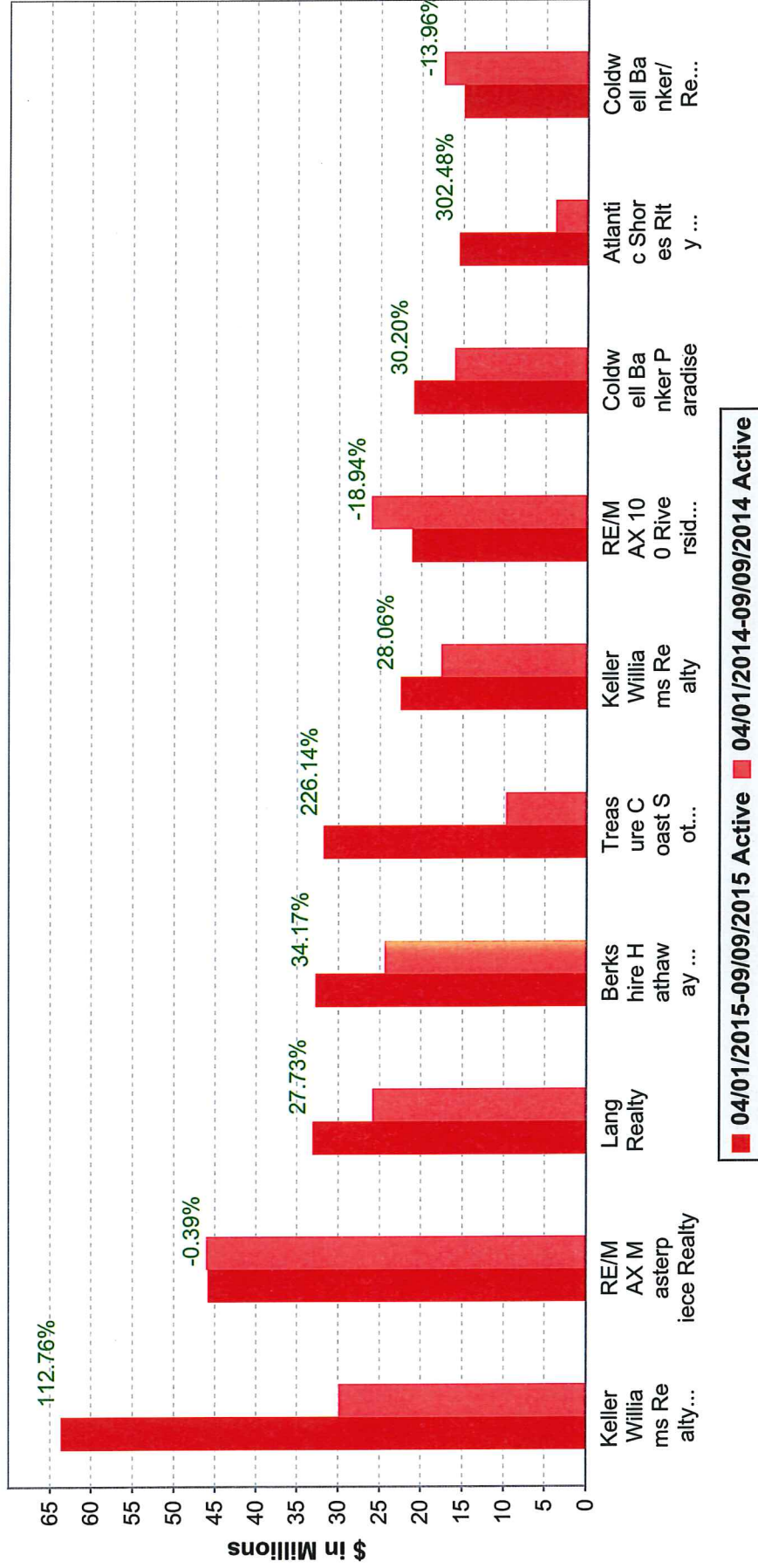
Market Share Trends

Change in \$ Volume - Office

Keller Williams Realty Jupiter

New Listings

04/01/2015-09/09/2015 vs 04/01/2014-09/09/2014



Time Period 2 (TP2): 04/01/2014-09/09/2014
 Time Period 1 (TP1): 04/01/2015-09/09/2015

MLS: RAPP_JTHS Date: TP1 vs TP2 Type: Office Status: New Listings Price: All Construction Type: All Bedrooms: All Bathrooms: All
 Property Types: Residential: (Single Family, Condo, Townhouse, Multifamily, Other, Condo Hotel, Other), Land: (Land, Residential, Agricultural, Commercial, Industrial, Dock, Equestrian, Other)....
 Counties: St. Lucie

Sample - Brochure

BROCHURES & FLYERS

We will create a color brochure highlighting the features and benefits of the property. The brochure includes applicable property photos, building highlights, location description, aerial photographs, demographics and/or proposed development plans, and contact information. KW Commercial is flexible and we will adapt to that which is most comfortable with you.

MULTI-FAMILY FOR SALE

VILLA SIERRA APARTMENTS

2630 Fayette Dr. Mountain View, CA 92612





DETAILS

SALE PRICE: \$3,400,000
 UNITS: 46
 CAP RATE: 6.47%
 GRM: 7.7
 NOI: \$220,101
 LOT SIZE: 10.34 Acres
 BUILDING SIZE: 202,581 SF
 YEAR BUILT: 2006
 RENOVATED: 2009
 ZONING: RM2
 MARKET: Bay Area Market
 SUB MARKET: Silicon Valley
 CROSS STREETS: Sample Street

PROPERTY HIGHLIGHTS

- Newly Constructed Intimate Community
- Steps away from Lions Park
- Outdoor Courtyard Area for Gathering
- Convenient Access to I-5, Evergreen Highway
- Close to Boeing Campus On Busline
- Walking Distance to Safeway Grocery Store and Restaurants

DEMOGRAPHICS

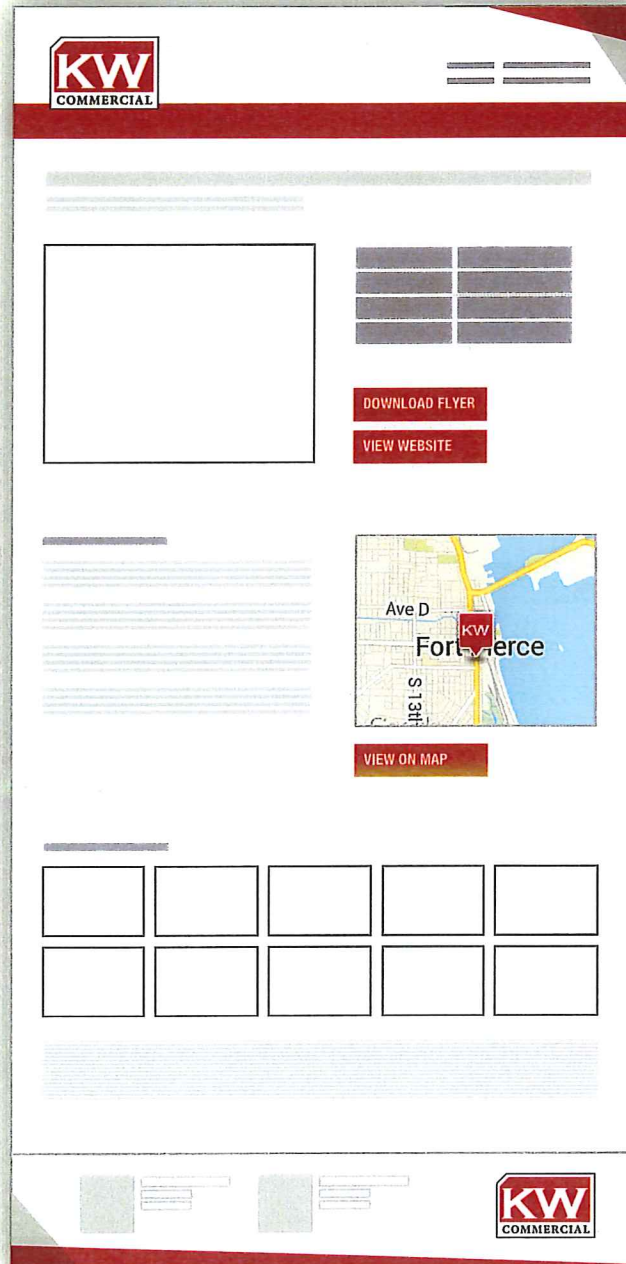
	1 Mile	2 Miles	3 Miles
Total Households:	12,447	32,647	53,189
Total Population:	2.3	2.4	2.4
Average HH Income:	\$101,571	\$119,814	\$133,789

SCHUYLER WILLIAMSON // 512.439.8630 // schuyler.williamson@kw.com
kwcommercial.com

Sample - Email Marketing

HTML EMAIL CAMPAIGNS

We will create a marketing email packet for the project and email the packets to all interested prospects in our extensive email database. We will effectively track, target, and pursue prospects reporting prospect contacts with our clients

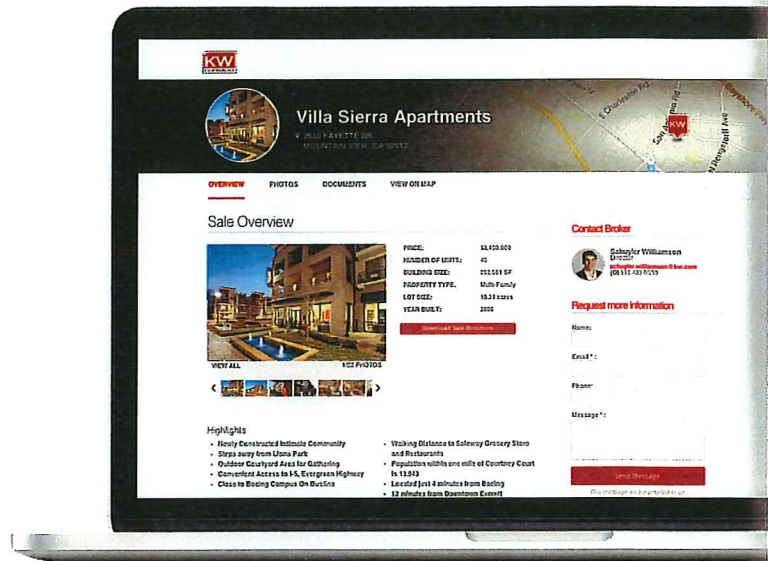


Sample - Dedicated Website

DEDICATED PROPERTY WEBSITE

A dedicated property website with a customized URL is created for your listing. The website is listed on both our local site as well as the KW commercial national website, www.kwcommercial.com. and is available to principals, property owners, investors, brokers and prospective tenants searching the internet for commercial real estate.

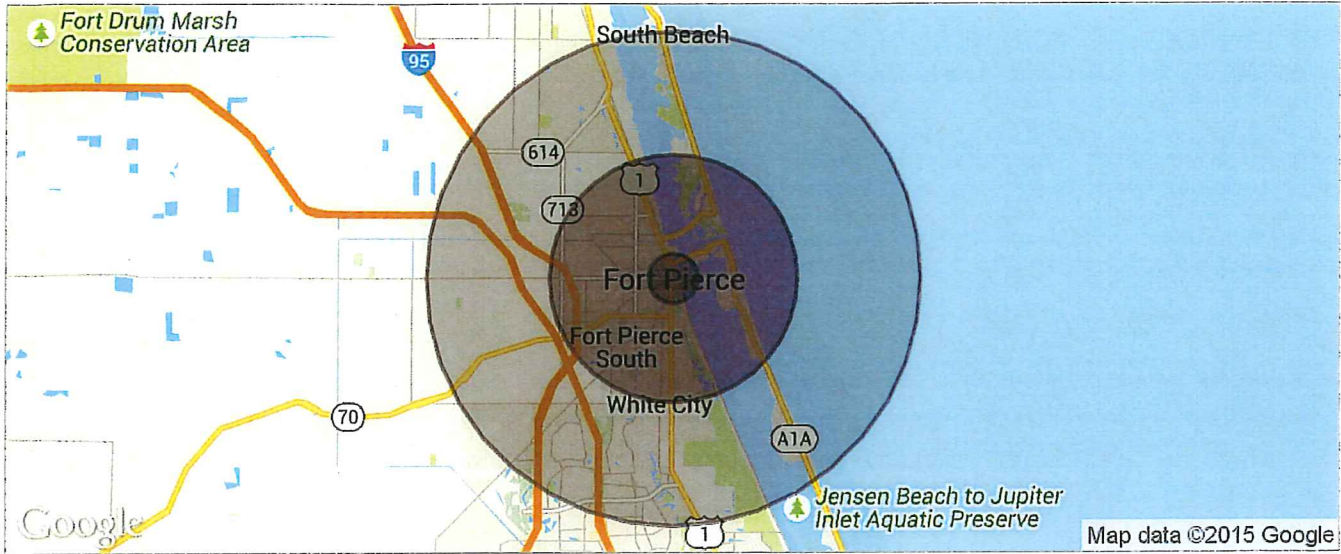
* If necessary, information which is considered confidential and not public record will require the execution of a confidentiality agreement prior to receipt of classified materials.



VIEW THE LIVE WEBSITE:

buildout.com/plugins/3132614c7bf97dbde7eb63dc205fd0cab51bd922in/plugins/3132614c7bf97dbde7eb63dc205fd0cab51bd922/inventory/

Demographics Map



	1 MILE	5 MILES	10 MILES
POPULATION			
TOTAL POPULATION	5,384	65,140	162,097
MEDIAN AGE	35.3	36.6	43.0
MEDIAN AGE (MALE)	36.3	34.5	41.4
MEDIAN AGE (FEMALE)	32.4	37.5	44.0
HOUSEHOLDS & INCOME			
TOTAL HOUSEHOLDS	1,818	23,253	63,219
# OF PERSONS PER HH	3.0	2.8	2.6
AVERAGE HH INCOME	\$36,420	\$46,250	\$54,651
AVERAGE HOUSE VALUE	\$153,387	\$210,962	\$209,544
RACE			
% WHITE	43.9%	51.6%	70.5%
% BLACK	52.2%	41.6%	23.0%
% ASIAN	0.0%	0.4%	1.0%
% HAWAIIAN	0.0%	0.0%	0.0%
% INDIAN	0.0%	0.7%	0.6%
% OTHER	2.9%	4.1%	3.1%
ETHNICITY			
% HISPANIC	22.6%	19.4%	15.1%