


<p><b>DELIVER TO:</b> City of Fort Pierce 100 North U.S. #1 Fort Pierce, FL 34950</p> <p><b>MAIL TO:</b> City of Fort Pierce Procurement Dept. P.O. Box 1480 Fort Pierce, FL 34954-1480</p>	<p><b>REQUEST FOR PROPOSALS and PROPOSER ACKNOWLEDGMENT</b></p>
<p>Contact: Gelencia Carter, 772-467-3748</p>	<p>RFP No: 2016-012</p>
<p>Mandatory Pre-Bid Conference Date: N/A</p>	<p>RFP Title: REAL ESTATE BROKER 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 &amp; Time: 3:00 PM, TUESDAY, JANUARY 12, 2016</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: <b>Safe Harbor Realty of Port St. Lucie, LLC / DBA Keller Williams Realty / KW Commercial Realty</b></p> <p>Mailing Address: 9700 Reserve Blvd PGA Village</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: Edward A. Brzuskiwicz</p>
<p>Type of Entity (Circle One): <u>Corporation</u> Partnership Proprietorship</p>	<p>Title: Broker Associate / Project Leader</p>
<p>Incorporated in the State of: Florida Year: 2013</p>	<p>Delivery in _____ days, ARO</p>
<p>Phone Number: 772-236-5700 Ext 340</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: <input checked="" type="checkbox"/> Y <input type="checkbox"/> N MWBE: <input type="checkbox"/> Y <input checked="" type="checkbox"/> N</p>
<p>Bid Security is attached, when required, in the amount of \$ <u>N/A</u> F.O.B. DESTINATION</p>	<p>If returning as a "No Bid" state reason: <b>"No Bid" to this RFP, However our RFP 2015-051 offer will be extended for 60 days from today. See Attached Documentation</b></p>
<p><b>THIS PAGE MUST BE COMPLETED AND RETURNED WITH YOUR BID</b></p>	

January 11,2016

City of Fort Pierce Purchasing Depart & Mayor and City Council

100 North U.S. #1

Fort Pierce, FL 34950

RE: New Request Bid for Real Estate Broker Services RFP-2016-012

To the City of Fort Pierce Procurement Department, Mayor and City Council,

This letter is in response to the Newest Bid Request for Real Estate Broker Services RFP-2016-012. After completing the bid process for the original bid for Realtor Services RFP # 2015-051 requested by the City of Fort Pierce, and being vetted , scoring the highest rating of 933 by the City of Fort Pierce, CRA and Procurement Department, now raises serious concerns' regarding the City of Fort Pierce process of selecting a vendor to provide Real Estate Broker Services.

We had invested a great deal of time, talent and expense during the past 5 months for the City of Fort Pierce, completing the bid package correctly, then meeting with the Community Redevelopment Agency Advisory Committee completing the Presentation and Interviews on October 21,2015. After being evaluated and vetted by the CRA and City of Fort Pierce Purchasing depart, judged that our company Safe Harbor Realty LLC, DBA as Keller Williams Realty / KW Commercial was the highest scoring bidder and recommended by staff, to be awarded the contract for Realtor Services .

The following are the additional reasons for the decision for No Bid Status for the RFP# 2016-012:

- Safe Harbor Realty LLC, DBA as Keller Williams Realty / KW Commercial is licensed by the State of Florida ,as Real Estate Company / Broker to Provide all Real Estate services allowed by State of Florida, Commercial, Residential, Land, Investment, Leasing Services.
- The New RFP 2016-012 requirements, gives unfair advantage to a specific bidder.
- The CRA Committee member(s) that participated in the review and interviewed bidders, may have a vested interest, and perhaps causing a conflict of interest and therefore should have recused themselves. There opinions, could be consider biased since there company is one of the bidders which could financial benefit from there undue influence.
- Keller Williams Realty / KW Commercial completed the RFP for Realtor Services correctly and fully complied.
- Coldwell Banker Paradise / Hoyt C. Murphy was allowed to make their Presentation and Interview to the CRA Committee knowing when there bid package was incomplete and should have been, Marked Non Responsive.
- Keller Williams Realty / KW Commercial completed the Presentation and Interview process for the CRA the Community Redevelopment Agency Advisory Committee present, also with other CRA members by participated by phone.
- Keller Williams Realty was the Highest Scoring Bidder for the RFP#2015-051.
- City of Fort Pierce failed to notified the bidders of their scoring results.

Continued

- The City of Fort Pierce Purchasing recommends that Keller Williams Realty be award the RFP# 2015-051.
- After reviewing the City of Fort Pierce Council meeting, minutes and video on December 7th 2015 meeting and video of the Mayor and the City Council member's responses. Concerns for Coldwell Banker Paradise/ Hoyt C. Murphy.
- City of Fort Pierce decision to circumvent, its own Purchasing Department bidding guidelines process, to allow a Coldwell Banker Paradise / Hoyt C. Murphy real estate company to get back in the bidding, by disregarding the RFP#2015-051 and ordering a new RFP# 2016-012.

These are these reasons for our "No Bid" on RFP# 2016-012; however our bid on RFP# 2015-51 will be available to the City of Fort Pierce as it stands for next 60 days from January 12, 2016. As we stated during our presentation we are willing to work with the other real estate companies, for the betterment, growth and development , to continue to make City of Fort Pierce great.

Thank you for your attention on this matter, and look forward to a response from the City of Fort Pierce.

Sincerely,



Edward A. Brzuskiwicz Broker Associate / Realtor / CIPS,TRC,SFR,PAI  
Project Leader for the City of Fort Pierce Bid RFP #2015-051

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

Email: Ed.B@KW.com

Email: Ed.B@KWcommercial.com

9700 Reserve Blvd—PGA Village

Saint Lucie West, FL 34986

Office: 772-236-5700 Ext 340

Direct: 772-579-9150

- ***Member of the National Association of REALTORS®,***
- ***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)***

## 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](http://www.kw.com)).

## Port St. Lucie Office:

Open 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 licensed Realtors in our Port St. Lucie Market Center. Our Keller Williams franchise is 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.

## Services:

**Residential** - Listings , Purchase, New Construction, Land, Lease

**Luxury Homes & Farm Ranch Properties**

**KW Worldwide** - Global Network of Keller Williams Realty with office around the world.

**Commercial** - Nonprofit and Municipal Services , Land and Development, Industrial , Healthcare, Office, Multifamily, Hospitality

**KW Commercial**, the commercial real estate arm of Keller Williams Realty, the largest real estate company in North America, is no stranger to success. Our commercial team consists of the most knowledgeable, results-driven brokers backed by the most innovative and scalable technology the commercial real estate industry has to offer. Our KW Commercial agents and brokers are held to the highest standard of business to exceed our clients' needs in virtually any market nationwide.

Our experts are plugged into the latest national and international markets. We achieve real estate superiority and excellence for our client base by providing an unsurpassed combination of expertise, experience, talent and resources. As a result, KW Commercial's specialists provide best-in-class service to all of our clients.

## EVALUATION COMMITTEE RANKING - RFP 2015-051, REALTOR SERVICES

Kenneth A. Durham Realty, LLC

As of 11/20/15

RANKING CRITERIA	POINTS POSSIBLE	EVALUATION COMMITTEE RANKINGS								POINTS RECEIVED	POINTS AVERAGED
		A	B	C	D	E	F	G	H		
Ability to meet/exceed the Scope of Services	30	20	20	10	15	30	20	20	15	150	21.4
Credentials and related experience	25	20	10	10	20	25	15	25	10	135	19.3
Compliance with Contract Terms and Conditions	10	10	8	10	10	10	10	10	0	68	9.7
Availability and capability for timely response	15	10	10	8	15	15	15	15	7	95	13.6
Cost of Service	20	15	20	20	20	20	20	10	18	143	20.4
Locality Rating (as per table)	0 - 25	25	25	25	25	25	25	25	20	195	27.9
<b>TOTALS</b>	<b>125</b>	<b>100</b>	<b>93</b>	<b>83</b>	<b>105</b>	<b>125</b>	<b>105</b>	<b>105</b>	<b>70</b>	<b>786</b>	<b>112.3</b>

Keller Williams Realty

RANKING CRITERIA	POINTS POSSIBLE	EVALUATION COMMITTEE RANKINGS								POINTS RECEIVED	POINTS AVERAGED
		A	B	C	D	E	F	G	H		
Ability to meet/exceed the Scope of Services	30	20	30	30	30	25	30	30	30	225	32.1
Credentials and related experience	25	25	25	25	25	25	25	25	25	200	28.6
Compliance with Contract Terms and Conditions	10	10	10	10	10	10	10	10	10	80	11.4
Availability and capability for timely response	15	15	15	15	15	10	15	15	15	115	16.4
Cost of Service	20	15	20	20	20	20	20	20	18	153	21.9
Locality Rating (as per table)	0 - 25	15	20	25	20	15	25	20	20	160	22.9
<b>TOTALS</b>	<b>125</b>	<b>100</b>	<b>120</b>	<b>125</b>	<b>120</b>	<b>105</b>	<b>125</b>	<b>120</b>	<b>118</b>	<b>933</b>	<b>133.3</b>

Coldwell Banker Paradise / Hoyt Murphy Realtors (Disqualified)

RANKING CRITERIA	POINTS POSSIBLE	EVALUATION COMMITTEE RANKINGS								POINTS RECEIVED	POINTS AVERAGED
		A	30	C	D	E	F	G	H		
Ability to meet/exceed the Scope of Services	30	20	30	30	30	30	0	30	0	170	24.3
Credentials and related experience	25	25	20	25	25	25	0	25	0	145	20.7
Compliance with Contract Terms and Conditions	10	5	10	10	5	10	0	0	0	40	5.7
Availability and capability for timely response	15	15	15	15	15	15	0	0	0	75	10.7
Cost of Service	20	0	0	20	20	0	0	10	0	50	7.1
Locality Rating (as per table)	0 - 25	25	25	25	25	25	0	25	0	150	21.4
<b>TOTALS</b>	<b>125</b>	<b>90</b>	<b>100</b>	<b>125</b>	<b>120</b>	<b>105</b>	<b>0</b>	<b>90</b>	<b>0</b>	<b>630</b>	<b>90.0</b>

## City Commission Regular Meeting

Agenda Item # 9. f.

## Meeting

## Date:

12/07/2015

## Re:

Approval to Award RFP No. 2015-051, Realtor Services to Highest Ranked Respondent

## Submitted

Nick Mimms, Interim City Manager, City Manager

## For:

## SUBJECT:

Approval to award RFP No. 2015-051 for Realtor Services to the highest ranked respondent.

## SUMMARY:

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

The CRA Advisory Committee has evaluated the proposals and Keller Williams Realty was deemed to be the highest ranked respondent.

## RECOMMENDATION:

Staff recommends approval of Keller Williams Realty as the highest ranked respondent.

## ALTERNATIVES:

Approval to award bid to second highest ranked respondent or to have new RFP issued.

## RESPONSIBLE STAFF:

Rebecca Grohall, Planning Manager

## COORDINATED WITH:

Nicholas C. Mimms, P.E., Interim City Manager  
CRA Advisory Committee

## Fiscal Impact

Budgeted N  
Y/N:

Fiscal Year: 2016

Account: NA

Amount: NA

## FISCAL IMPACT:

No fiscal impact at this time.

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## Attachments

Tabulation Sheet

RFP No. 2015-051, Realtor Services Addendum No. 1 - Revised

Rejection of Bid Letter

Evaluation Committee Ranking for RFP No. 2015-051

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## Form Review

Inbox	Reviewed By	Date
City Manager	Jennifer Robinson	11/24/2015 05:17 PM
Purchasing	Tony Barnes	12/02/2015 10:24 AM
Finance Department	Johnna Morris	12/02/2015 11:28 AM
City Manager	Nick Mimms	12/02/2015 04:44 PM
Form Started By: Jennifer Robinson		Started On: 11/24/2015 05:05 PM
Final Approval Date: 12/02/2015		

# CITY OF FORT PIERCE *Florida*



**PURCHASING DEPARTMENT  
CITY HALL, 100 NORTH U.S. 1  
P.O. BOX 1480  
FORT PIERCE, FLORIDA 34954-1480**

**TEL.: (772) 467-3000  
FAX: (772) 467-3848  
[www.cityoffortpierce.com](http://www.cityoffortpierce.com)**

October 14, 2015

**Coldwell Banker Paradise**  
411 North U.S. Highway 1  
Fort Pierce, FL 34950  
Attn: Hampton Jackson, Sales Associate

**RE: Rejection of Proposal**

Dear Mr. Jackson:

I regret to inform that your proposal, RFP No. 2015-051 ~ Realtor Services, has been rejected due to failure of adhering to the guidelines listed in the proposal document, Section 5.0 Proposal Submission Format. Purchasing Staff was notified by a member of the Evaluation Committee that your submission was missing, the "Cost of Service", after a certified letter was mailed inviting you to participate in the next phase, Presentation/Interview, on October 21, 2015 which now has been withdrawn. Your submission was reviewed by Purchasing Staff to authenticate the claim made by the committee member, and it has been determined that Section 5.7 – Cost of Service was not included with your submission.

If you have any questions please feel free to call me at (772) 467-3749, or email me at [gcarter@city-ftpierce.com](mailto:gcarter@city-ftpierce.com).

We appreciate your interest in doing business with the City of Fort Pierce and we certainly hope you will continue to have an interest in future projects.

Sincerely,  
**CITY OF FORT PIERCE**

Gelencia Carter, MPA  
Purchasing Manager

/gc

cc: Nick Mimms, Deputy City Manager  
Tony Barnes, Director of Administrative Services  
Angela Wilkinson, Executive Assistant  
File