



# Pinellas County

## Staff Report

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File #: 20-1010A, Version: 1

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### **Subject:**

Ranking of firms and agreements with the three highest-ranked firms for requirements of auction services for vehicles and equipment, a Tampa Bay Purchasing Cooperative contract.

### **Recommended Action:**

Approval of the ranking of firms and agreements with each of the three highest-ranked firms, as listed below, for requirements of auction services for vehicles and equipment, a Tampa Bay Purchasing Cooperative (Cooperative) contract:

- 1.) Atkinson Realty and Auction, Inc.
  - 2.) Royal Auction Group, Inc.
  - 3.) Tampa Machinery Auction, Inc.
- The purpose of this revenue-based Cooperative contract is to provide auction services including collection, transportation, decal removal and the storage of surplus vehicles and related equipment.
  - The Department of Administrative Services is the facilitator of this Cooperative contract which includes requirements for the Cities of Dunedin, Oldsmar, St. Petersburg, Tarpon Springs, and the Pinellas County Sheriff's Office. However, all regional municipalities can utilize the services of this contract.
  - County estimated average annual revenue is \$642,338.00, for an 84-month estimated revenue amount of \$4,496,366.00 (based on historical transactions).
  - The contracts are based on a commission fee as a percentage of the gross sales paid, ranging from six percent to thirteen percent based on type of equipment sold and price paid by buyer.
  - Multiple firms provide agencies the flexibility of utilizing services that best suit their needs based on the type of equipment to be auctioned and the method of auctioneering services required.
  - Cooperative participants are responsible for issuance of their own awards; Cooperative revenues for the 84-month term (less County requirements) total \$6,819,379.00.

Contract 190-0537-R(JJ); estimated average annual revenue \$642,338.00, for an 84-month total estimated revenue amount of \$4,496,366.00. Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

### **Strategic Plan:**

Deliver First Class Services to the Public and Our Customers

5.3 Ensure effective and efficient delivery of county services and support

**Summary:**

This is a revenue-based Cooperative contract for auction services that includes collection, transportation, decal removal and the storage of surplus vehicles and related equipment. The contract is facilitated by the Department of Administrative Services and includes requirements for the Cities of Dunedin, Oldsmar, St. Petersburg, Tarpon Springs, and the Pinellas County Sheriff's Office. However, all regional municipalities may utilize the services of this contract.

The intent of awarding the contract to multiple firms is to provide agencies the flexibility of utilizing services that best suit their needs based on the type of equipment to be auctioned.

Award shall be consistent among all participants. Cooperative participants are responsible for issuance of their own awards and purchase authorizations, inclusive of all other Cooperatives except the County, for total anticipated revenue in the amount of \$6,819,379.00.

**Background Information:**

On July 16, 2020, the Purchasing and Risk Management Division of the Department of Administrative Services, released a request for proposal for the above services resulting in four (4) responsive proposals. The firms in order of ranking are attached on the ranking spreadsheet.

**Fiscal Impact:**

County estimated eighty-four (84) month revenue: \$ 4,496,366.00

County estimated average annual revenue for the County: \$ 642,338.00

Proceeds will be deposited into the originating fund utilized to originally purchase the vehicles or equipment

**Staff Member Responsible:**

Don Moore, Division Manager, Fleet Management, Administrative Services

Joe Lauro, Director, Administrative Services

Merry Celeste, Division Director, Purchasing and Risk Management, Administrative Services

**Partners:**

Cities of Dunedin, Oldsmar, St. Petersburg, and Tarpon Springs

Pinellas County Sheriff's Office

**Attachments:**

Agreements (3)

Ranking Spreadsheet