



CITY OF FORT LAUDERDALE
City Commission Agenda Memo
REGULAR MEETING

#13-1460

11-19-13
PUR-12
Additional
Backup

TO: Honorable Mayor & Members of the
Fort Lauderdale City Commission

FROM: Lee R. Feldman, ICMA-CM, City Manager *L. Feldman*

DATE: November 19, 2013

TITLE: Revised PUR-12 Motion to award a one-year contract for real estate
brokerage services – Request for Proposal (RFP) 535-11231 - \$58,459

Recommendation

It is recommended that the City Commission award a one-year contract for the purchase of real estate brokerage services to CBRE, Inc., in substantially the form attached, in the estimated annual amount of \$58,459 and authorize the City Manager to approve three, one-year renewal options, contingent upon appropriation of funds.

Background

A Request for Proposal (RFP) was released to seek a qualified real estate brokerage firm to provide professional services related to real property assets owned by the City of Fort Lauderdale. The selected firm will be responsible for assisting the City Manager's staff with brokerage services, which may include: (i) providing advice regarding property valuation, (ii) portfolio organization and analysis, (iii) strategic planning for property leasing and disposal, (iv) listing services for sale of City surplus property, (v) overseeing escrow for such sales and (vi) lease management.

RFP 535-11231 was opened on July 25, 2013 with two proposals received. For evaluation purposes, best and final offers were obtained from both proposers to clarify costs for the lease management portion of the services. The evaluation committee consisted of the following staff: Cate McCaffrey, Parks and Recreation Department, Alfred Battle, Community Redevelopment Agency and Clara Bennett, Transportation and Mobility Department. The committee evaluated the two proposals and ranked CBRE, Inc. as the top ranked proposer. The Contractor has redacted all proprietary and confidential information statements from their proposal.

Resource Impact

There will be a negative fiscal impact to the City in the amount of \$58,459.

FUNDS AVAILABILITY LOCATION:

FY	FUND	SUB FUND	FUND NAME	INDEX #	INDEX NAME	SUB OBJ #	SUBJECT NAME	AMOUNT
2014	01	001	General Fund	PKR100101	Real Estate	3199	Other Professional Services	\$58,459
TOTAL								\$58,459

Strategic Connections:

This item is a *Press Play Fort Lauderdale Strategic Plan 2018* initiative, included within the **Internal Support Cylinder of Excellence**, specifically advancing:

- **Goal 12:** Be a leading government organization, managing resources wisely and sustainably
- **Objective 1:** Ensure sound fiscal management
- **Initiative 1:** Achieve a structurally balanced budget through viable revenue sources, smart financial management, comprehensive financial forecasting, and results-oriented and efficient services

Attachments

- Exhibit 1 – Bid Tabulation, RFP 535-11231
- Exhibit 2 – Final Rankings, RFP 535-11231
- Exhibit 3 - Agreement
- Exhibit 4 – CBRE Proposal
- Exhibit 5 – Fisher Auction Proposal

Prepared by: AnnDebra Diaz, Procurement Specialist II
Carrie Keohane, Administrative Assistant I

Department Director: Phil Thornburg, Parks and Recreation Department

**ORIGINAL
BID**

A Proposal to

City of **FORT LAUDERDALE**

For Real Estate Brokerage Services

RFP: #535-11231

ORIGINAL

July 25, 2013

Presented by:

Kenneth Krasnow

Managing Director

T: 561.393.1649

Ken.krasnow@cbre.com

CBRE

Exhibit 4
13-1460



City of Fort Lauderdale • Procurement Services Division
 100 N. Andrews Avenue, #619 • Fort Lauderdale, Florida 33301
 954-828-5933 FAX 954-828-5576
 purchase@fortlauderdale.gov

**ORIGINAL
 BID**

PART VII - PROPOSAL PAGES – COST PROPOSAL

Proposer agrees to supply the products and services at the prices bid below in accordance with the terms, conditions and specifications contained in this RFP.

Cost to the City: Contractor must quote firm, fixed, annual rate for all services identified in this request for proposal. This firm fixed annual rate includes any costs for travel to the City. No other costs will be accepted. This firm fixed annual rate will be the same for the initial contract period.

Failure to use the City's COST PROPOSAL Page and provide costs as requested in this RFP, may deem your proposal non-responsive.

Pursuant to Section Part IV, Item 3.B:

Provide a single fixed Broker's fee for **new leases** where the broker is the procuring cause of the new lease.

4 %

Provide a single fixed management fee for **management of existing leases**

3 %

Submitted by: 
 (signature)

Name: Ken Krasnow Title: Managing Director
 (printed)

Company: (Legal Registration) CBRE, Inc.

Date: Sept. 23, 2013

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CBRE © 2013 All Rights Reserved. All information included in this proposal pertaining to CBRE—including but not limited to its operations, employees, technology and clients—are proprietary and confidential, and are supplied with the understanding that they will be held in confidence and not disclosed to third parties without the prior written consent of CBRE.

This letter/proposal is intended solely as a preliminary expression of general intentions and is to be used for discussion purposes only. The parties intend that neither shall have any contractual obligations to the other with respect to the matters referred herein unless and until a definitive agreement has been fully executed and delivered by the parties. The parties agree that this letter/proposal is not intended to create any agreement or obligation by either party to negotiate a definitive lease/purchase and sale agreement and imposes no duty whatsoever on either party to continue negotiations, including without limitation any obligation to negotiate in good faith or in any way other than at arm's length. Prior to delivery of a definitive executed agreement, and without any liability to the other party, either party may (1) propose different terms from those summarized herein, (2) enter into negotiations with other parties and/or (3) unilaterally terminate all negotiations with the other party hereto.

Bid/Proposal Signature Page

City of FORT LAUDERDALE

Bid/Proposal Signature Page is on the following page.

BID/PROPOSAL SIGNATURE PAGE

How to submit bids/proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Department, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

Please Note: All fields below must be completed. If the field does not apply to you, please note N/A in that field.

Submitted by: _____



(signature)

7/24/13
(date)

Name (printed) Kenneth Krasnow Title: Managing Director

Company: (Legal Registration) CBRE, INC.

CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit <http://www.dos.state.fl.us/>).

Address: 200 E. Las Olas Blvd

City Ft. Lauderdale State: FL Zip 33301

Telephone No. 561.393.1649 FAX No. 561.393.1650 Email: ken.krasnow@cbre.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): _____

Payment Terms (section 1.04): 45 Days Total Bid Discount (section 1.05): N/A

Does your firm qualify for MBE or WBE status (section 1.09): MBE N/A WBE N/A

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No. 1
2

Date Issued June 26, 2013
July 3, 2013

P-CARDS: Will your firm accept the City's Credit Card as payment for goods/services?

YES _____ NO X

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Proposer will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation. **HAVE YOU STATED ANY VARIANCES OR EXCEPTIONS BELOW? BIDDER MUST CLICK THE EXCEPTION LINK IF ANY VARIATION OR EXCEPTION IS TAKEN TO THE SPECIFICATIONS, TERMS AND CONDITIONS.** If this section does not apply to your bid, simply mark N/A in the section below.

Variances:
N/A

Non-Collusion Statement



Non-Collusion Statement is on the following page.

NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and free from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

NAME

RELATIONSHIPS

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

Cost Proposal Page

City of FORT LAUDERDALE

Cost Proposal Page is on the following page.

PART VII - PROPOSAL PAGES - COST PROPOSAL

Proposer Name CBRE, Inc.

Proposer agrees to supply the products and services at the prices bid below in accordance with the terms, conditions and specifications contained in this RFP.

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A. Proposed commission percentage as defined in Section A: 4% without a co-broker;
5% with a co-broker ___ %

B. Proposed lease cost percentage as defined in Section B: 4% without a co-broker;
7% with a co-broker ___ %

Letter of Interest

City of FORT LAUDERDALE

CBRE

AnnDebra Diaz
Procurement Specialist
Procurement Services Division
Room 619, City Hall
100 North Andrews Avenue
Fort Lauderdale, Florida 33301

Dear Ms. Diaz,

On behalf of the project team representing CBRE, Inc. (CBRE), I am pleased to submit this statement of qualifications to the City of Fort Lauderdale (the "City") regarding Real Estate Brokerage Services.

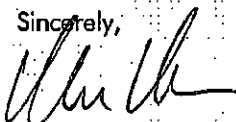
We understand that hiring a real estate partner is a weighty decision, particularly for municipalities who must manage a diverse range of needs from their constituents, City departments and other stakeholders. CBRE's resources, public-sector track record, proven best practices, and leadership talent offer a *reliable, transparent, and market-tested approach* that supports City operations and benefits taxpayers. We have served as the inaugural real estate partner for numerous public-sector clients and are guided by the principle of supporting the responsible stewardship of public real estate. By partnering with CBRE, the City will have access to the commercial real estate industry's largest network, most advanced resources and service platform, and unparalleled market data, research, and analysis – all of which will help the City make informed real estate decisions in support of its real estate goals and vision.

For this assignment, CBRE is combining local market experts (based in South Florida) who have a deep knowledge of Fort Lauderdale, and its Washington D.C.-based Public Institutions and Education Solution Group (PIES), which has extensive experience performing real estate services on behalf of cities around the country. This integrated team of experts will ensure City representatives have access to the best personnel and resources to assist them.

The proposed project team has developed and implemented Strategic Plans for many public entities, including the Cities of Sacramento, San Diego, Reno, Miami, and New York, and the States of California, Maryland, and Michigan. The results for these clients have been transformative. For example, over a five year period in partnership with the State of Florida, more than \$82 million in savings were achieved from the recommendations CBRE provided during the development of the State's strategic plan. Our ability to deliver solutions while embracing various stakeholders differentiates CBRE and provides significant value to our clients.

The City's real estate goals are important to us and are a natural extension of our deep roots in South Florida. Our local offices have been the leading commercial real estate service provider in the region for many years and our office is staffed by professionals who not only know the market but also call it home. The accompanying proposal outlines the services available to the City and provides an explanation of the methodology that would be employed should the City choose CBRE as its service provider. Thank you for the opportunity to present our qualifications and we appreciate your consideration.

Sincerely,



Ken Krasnow
Managing Director

CBRE

Statement of Proposed Services

City of FORT LAUDERDALE

CBRE CAPABILITIES & APPROACH TO PROJECT

CBRE has provided commercial real estate services to dozens of cities, counties and states. In just the past two years, CBRE has been engaged to perform a very similar scope of services that included Strategic Planning and Dispositions for the cities of Indianapolis, Reno, Pensacola, Sacramento and the States of Texas and Connecticut. In performing these assignments, our professionals routinely complete tasks involving the evaluation and sale of surplus assets, strategic planning, lease and sale negotiation, and best practice portfolio management. CBRE's national Public Institutions group—led by project team members Michael McShea and Lee Ann Korst—offer valuable insights into the strategies government entities are employing nationwide and the success these strategies have provided. CBRE will assist the City in navigating the challenges associated with the many community stakeholders, the internal politics of bringing in a strategic vendor, and how to interface with the public when disposing of public assets whether by lease or sale.

Most recently, Mr. McShea and Ms. Korst in collaboration with our local teams, have completed formal strategic plans for the States of Florida, Maryland and Michigan. Based on this and other municipal experiences, CBRE has developed a custom methodology that will be the basis for executing the strategic plan requested by the City of Ft. Lauderdale.

Our goal is to develop and implement a plan that generates revenue (or potentially reduces operating costs) without compromising or diluting service delivery to constituents, and enhances the marketability and attractiveness of Ft. Lauderdale. Below is an overview of the elements that will be incorporated in the Strategic Plan.

Overview of Strategic Plan Elements

- Review the existing data for owned and leased property
- Interview agency and department heads as needed to determine extent to which owned and leased real property efficiently supports government operations
- In the case of City occupied property, identify opportunities to more efficiently occupy space to reduce footprint and costs
- Identify surplus owned real estate (buildings and land) for potential sale, lease or public private partnership
- Using the data collected above, CBRE will prepare a strategic real estate plan for the City. The deliverable will be a report that includes estimated values and prioritize properties for disposition. It will also include recommendations for properties to be turned into community uses as appropriate.

1) Tasks Preceding Strategic Planning

- Review the City's overall strategy in a kick-off session
 - Review City's goals for project
 - Confirm the scope of work and review schedule
 - Clarify roles and responsibilities and establish communication channels
 - Confirm project deliverables


Statement of Proposed Services

City of FORT LAUDERDALE

- Identify appropriate documents/data/information necessary to complete the strategic plan, examining:
 - List of assets to be reviewed (700 or 140)
 - Relevant operating budgets and capital outlay numbers
 - Facility condition assessments (if any)
 - Facility consolidation plans (if any)
 - Written processes, policies or legislation affecting lease or sale of real property
 - Collect and review offer letters or expressions of interest submitted by 3rd parties
 - Obtain relevant documents (leases, contracts, operating agreements, license agreements, etc.)
- Prepare for and conduct interviews with stakeholders (Department Heads, Community Activists, City Administration, Legal Department, etc.)
- Develop preliminary short, medium and long-term goals for real property

The above preliminary Strategic Planning tasks will take approximately 30-45 days to complete.

Representative Client Quote: State of Maryland



CBRE's service approach is what has impressed me the most. Their central account personnel are insightful and diligent, and their field personnel—on-site with us at the Department of General Services—are hard-working and detail-oriented. The results we've seen speak for themselves. CBRE has been a terrific partner. — Linda McGovern, Chief, Management and Procurement, State of Maryland

2) Strategic Plan Development

For Owned Assets:

CBRE has highly relevant experience and processes that will aid the City in deciding which properties are surplus, the value of those assets, and which are appropriate candidates for lease and/or sale. At the minimum, CBRE will consider the following elements:

- Debt (if any)
- Operating Costs
- Current Use
- Condition of Facility or Land
- Deferred Maintenance/Capital Expenditure Forecast
- Opportunities to relocate existing occupants
- Market Values (Lease or Sale)
- Attractiveness to Investors/Developers
- Encumbrances

CBRE will prepare a disposition plan that ranks and categorizes assets by value, disposition difficulty, and disposition strategy.

Concurrently, CBRE will evaluate the City's statutory framework and provide recommendations to most efficiently accommodate the City's disposition process. CBRE's Public Institutions group has significant experience providing guidance to public sector real property transactions and management including "best practices" from across the country.

CBRE

Statement of Proposed Services



3) Execute Strategic Plan (Represent the City in Transactions)

Once a strategic disposition plan has been approved by the City, CBRE will market the properties to literally thousands of investors and developers locally, regionally, nationally (and even internationally). CBRE's internal marketing teams will develop a marketing plan that includes the placement of signs on the property, internet marketing (Loopnet, Costar, CBRE Marketplace) Broker Mailings, the development and distribution of Collateral Materials, etc. CBRE is adept at creating excitement in the marketplace for all asset types and generating offers for assets previously unable to attract buyers.

STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6
Project Identification	Market Analysis	Market Valuation	Marketing Recommendations	Negotiation	Post-Project Close Out
<ul style="list-style-type: none"> Identify potential properties for disposition Conduct initial market analysis Develop preliminary marketing strategy Identify key stakeholders Develop project timeline 	<ul style="list-style-type: none"> Conduct detailed market analysis Identify target users Develop marketing strategy Identify key stakeholders Develop project timeline 	<ul style="list-style-type: none"> Conduct detailed market valuation Identify target users Develop marketing strategy Identify key stakeholders Develop project timeline 	<ul style="list-style-type: none"> Develop marketing recommendations Identify target users Develop marketing strategy Identify key stakeholders Develop project timeline 	<ul style="list-style-type: none"> Conduct negotiation Identify target users Develop marketing strategy Identify key stakeholders Develop project timeline 	<ul style="list-style-type: none"> Conduct post-project close out Identify target users Develop marketing strategy Identify key stakeholders Develop project timeline
DELIVERABLES					
<ul style="list-style-type: none"> Project Team Display Abstract of Current Lease Regulatory Space Layout Strategy Checklist Market Schedule Matrix 	<ul style="list-style-type: none"> Project Opinion of Value Recommended Space Enhancements 	<ul style="list-style-type: none"> Buyout Proposal Analysis Brochure Signage Activity Reporting 	<ul style="list-style-type: none"> Proposal Analysis Negotiation Tracking Matrix Letter of Intent Sale/Lease Document/Comments Contract Documents 	<ul style="list-style-type: none"> Completed Sale/Lease Abstract & File Post Project Performance Evaluation 	
				2 Months	1 Month

Marketing

Throughout the disposition process, the overriding goal of CBRE is to maximize asset value. This will be accomplished through hands-on management of a carefully planned marketing process. The benefits to the City include:

- Value enhancement by aggressive and credible underwriting
- Value enhancement by target marketing to select users of comparable use
- Maximizing user interest by designing professional offering materials and other marketing tools
- Maximizing user interest and asset value by conducting personal presentations to all primary prospects and their representatives to the greatest extent possible
- Comprehensive pre-marketing and physical property due diligence to eliminate re-trading after contract execution
- Maximum exposure to the market by utilizing the CBRE network; SIOR, LoopNet, CIE, CCIM and CoStar

Our process creates a highly focused, controlled offering plan which capitalizes on CBRE's exceptional local market coverage.



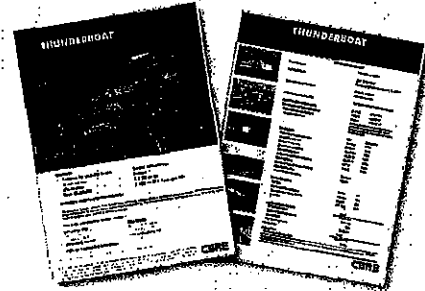
Statement of Proposed Services

City of FORT LAUDERDALE

Offering Materials

We will use a variety of methods to expose the property to prospective buyers, such as an Offering Memorandum. The Offering Memorandum is a concise, information-filled document that would be used as an introductory piece sent to our target list and cooperating brokers.

Additionally, CBRE maintains an in-house marketing team to ensure the best presentation possible of our clients' property. Our marketing team can develop dynamic materials that include brochures, websites, mailings, email blasts, and flyers. Please see Section 13 for more detailed examples of our marketing materials.



Lease Management

Lease Management has three main components addressed below: Lease Administration, Lease Enforcement, and Delinquent Collections. Our approach ensures quality service and attention to all three components, providing the City with the best return on its assets.

Lease Administration

Meticulous lease administration is critical to maximizing the earning potential of an owner's asset. It is also a critical component for managing all aspects of each tenant's lease. The Senior Real Estate Manager and Property Accountant are responsible for the following items for each CBRE managed property:

- Re-abstracting all leases on the approved City abstract form
- All abstracts must be reviewed and approved at Senior Real Estate Manager level or above
- Input of all leases and amendments into the accounting system
- Preparation of escalation billings
- Tracking of security deposits and letters of credit
- Critical dates management, including renewals, expansions, client requirements, percentage rent provisions, insurance compliance and documentation and any other standard or otherwise
- Real Estate Managers are required to annually audit the lease files of their five largest tenants and all leases executed within the past twelve months
- Real Estate Managers transferred to or transitioning from an assignment are to conduct complete audit of all leases within 30 days
- At a minimum, bi-annually, CBRE conducts an internal audit, "Environment for Excellence," where the Director of Operations randomly reviews a minimum of 7 leases to ensure accuracy

In addition, CBRE's staff is involved early in the lease negotiation process. The Real Estate Manager ensures that negotiated lease terms are clear and easily enforceable and that extension and expansion options are compatible with all current landlord obligations.

As an added service, statements detailing rent, tax and operating expense charges with full explanations of any changes or adjustments are forwarded to tenants monthly. The Real Estate Manager promotes a clear understanding of the obligations to the tenant and, consequently, promotes a high level of compliance and collection.

CBRE

Statement of Proposed Services

City of FORT LAUDERDALE

Lease Enforcement

CBRE understands that one of our most important responsibilities is to provide a true picture of the operating income of each property we manage at all times, in addition to maintaining each property's value through adherence to the rules and regulations of the lease document. We ensure the accuracy of the financial aspects of the lease through utilization of a variety of software systems.

The regional team, together with the Real Estate Manager, is responsible for reviewing the income schedules of the property budgets, calculating the operating expense and real estate tax pass-throughs, reviewing the monthly rent statements, abstracting leases, tracking options, calculating CPI increases, and reconciling tenant accounts. All work performed by the Lease Administrators and Real Estate Manager is reviewed by the Senior Real Estate Manager, Accountant and in certain cases, the Director and or Controller for the property.

Administration services can be performed in conjunction with leasing efforts and can include, but not be limited to the following:

- Complete and thorough abstracts of each lease agreement and amendment
- Review of rent billings and additional charges (i.e. pass-throughs and escalations)
- Tickler notices of all options, renewals and expirations
- Monthly rent rolls

Delinquent Collections

Collection of monies due is as important as leasing space. The key to good real estate management is rent paying occupancy, not just leased occupancy, and the keys to rent paying occupancy are ***firmness and consistency***.

Lease enforcement varies by state, client and specific lease terms. However, CBRE's formal rent collection schedule is enforced, unless the preceding factors dictate otherwise:

- 1st Day of Month—All rents and other charges are due
- 5th Day of Delinquency—Each tenant which has not paid the full rental due on or before the 5th day of the month shall be contacted in person or by telephone by the real estate manager or their staff not later than the 6th day. A written record is to be maintained by the caller.
- 10th Day of Delinquency—On or before the 10th day, the real estate manager makes a second contact and a written record shall be entered on a Delinquent Tenant Report
- 15th Day of Delinquency—Between the 10th and the 15th day, the real estate manager shall make a personal visit. The real estate manager shall also, on the date of such contact, send a written notice to the tenant confirming the delinquency and requiring the immediate payment.
- 35th Day of Delinquency—If within 20 days of the notice letter the tenant does not promptly and satisfactorily respond to the notice, the real estate manager shall prepare a written recommendation to owner requesting that the matter be referred to owner's attorney. A different time period may be specified at the owner's discretion.

Benefits

The major benefits of outsourcing these activities are:

- Improved speed and collection of Tenant remittance
- Reduced real estate risk through rigorous lease abstraction, critical date reporting
- Consistent practices yield dependable lease data from which strategic and tactical decisions can be made.
- Relief of Administrative burdens

CBRE

Statement of Proposed Services

City of FORT LAUDERDALE

CBRE / TEAM QUALIFICATIONS

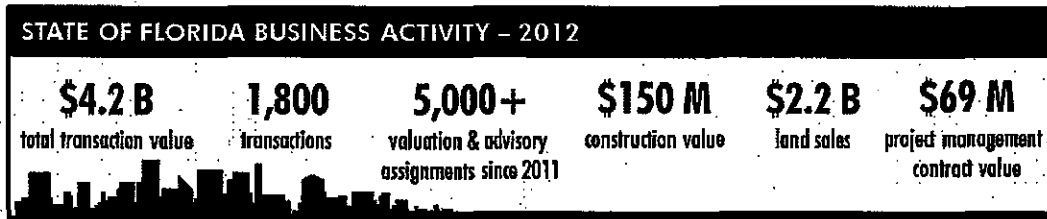
CBRE Overview

CBRE, Inc. (CBRE), a Fortune 500 and S&P 500 company, is the world's largest and most successful commercial real estate services firm (in terms of 2012 revenue). It is the only commercial real estate firm listed in the Fortune 500, and has enjoyed that status for the past five years. The company employs **42,050 people** and serves real estate owners, investors and occupiers through more than **400 offices worldwide**. In 2012 our firm completed 17,575 property sales worth more than \$116.9 billion, 51,900 lease transactions worth in excess of \$72.9 billion, and 118,400 valuation and advisory assignments. In the same year, **CBRE achieved revenue of \$6.5 billion**. Recent third-party awards/recognition can be found in Section 13.

It is important to highlight, however, the Florida based resources that live and work in Florida communities each and every day. Over 900 CBRE professionals have local real estate experience in markets all across Florida in many different services, including 150 brokers.

This strong presence had made CBRE the leader in commercial real estate in Florida for more than 35 years. Across the State, our operations serve the diverse needs of property owners, corporate users and public institutions—helping them to achieve their objectives of disposition, acquisition, consolidation, expansion, or asset enhancement within the state.

A snapshot of our business activity in Florida is provided below:



CBRE South Florida

In Fort Lauderdale specifically, we have seen tremendous activity. In 2012, the Fort Lauderdale office completed 421 transactions totaling more than \$820 million in transaction value. Our market leading performance contributed to us perennially being named the "Number 1 Commercial Real Estate Firm in South Florida" by the South Florida Business Journal's Annual Book of Lists.

Since its entrance to market in 1979, CBRE has been one of South Florida's most dominant commercial real estate services firms. The CBRE Fort Lauderdale office offers a full range of commercial real estate services, including Asset Services, Office Agency Leasing, Property Management, Project Management, Tenant Representation, Global Corporate Services, Industrial Services, Retail Services, Investment Sales, Investment Banking, Valuation and Advisory Services, and Research and Marketing Services.

The CBRE Fort Lauderdale office is able to serve our clients in every aspect of their commercial real estate needs. Offering more than 350 years of combined commercial real estate experience throughout Broward County, the Ft. Lauderdale office employs over 50 employees, including 25 real estate professionals.

Notable clients include Invesco Realty Advisor, California State Teacher's Retirement System, Cabot Investments, TIAA, The Alter Group, VITAS, Citibank, AMB Property Group, RREEF, In-Rel, Great Pointe

CBRE

Statement of Proposed Services

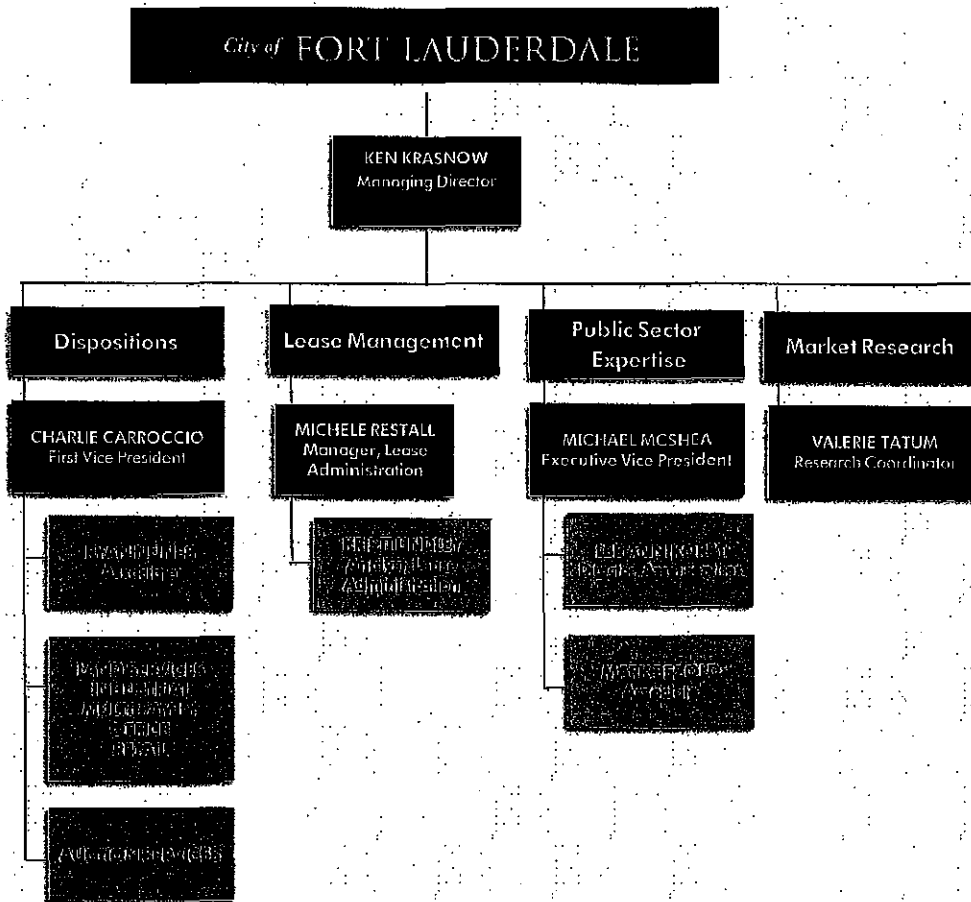


Team Overview

Our team is composed of top professionals from our South Florida office and our national Public Sector group. This combination of local knowledge/experience and national best practices/strategic planning expertise will provide the City with unmatched results for its owned and leased assets.

Account manager Ken Krasnow will be the primary point of contact for the City and be responsible for marshaling CBRE's resources. Ken is the Managing Director of our South Florida offices and brings more than two decades of commercial real estate experience. Below is an organizational chart showing the distribution of responsibilities for our team. Resumes can be found in Section 13. The initial strategic planning component will be a concerted effort between both our Public Sector group (led by Mike McShea and Lee Ann Korst) and our local disposition group, led by Charlie Carroccio. This combination will allow us to incorporate national best practices with local market intelligence.

Michele Restall and Kristi Lindley will be responsible for Lease Management. Their experience with Lease Management will provide the City with a level of service that exceeds what is necessary to manage the City's portfolio.



The following pages contain case studies detailing our experience with similar assignments for the Cities of Pensacola & Sacramento and the Texas Department of Transportation.



Statement of Proposed Services



CITY OF PENSACOLA

Challenge

The City of Pensacola owns and operates a substantial amount of underutilized real estate.

Community Maritime Park is a beautiful 10-acre waterfront site in downtown Pensacola. It features a newly constructed amphitheater and a Minor League baseball stadium - home of the Pensacola Blue Wahoos. The site is otherwise undeveloped.

The City's deep-water Port is located in a historic, residential area downtown. While the City would like to see more industrial and Port users, the Port is considered a "light" Port and not conducive to heavy cargo.

The City also purchased 64 sites around the Airport to grow and develop for industrial uses.

Pensacola had no representation to proactively market and monetizes the assets at Community Maritime Park, the Airport or the deep-water Port.

Solutions

Utilizing the State of Florida contract as a procurement vehicle, the City of Pensacola hired CBRE to conduct a highest and best use study for Community Maritime Park and as a follow on activity, CBRE will provide brokerage services for the Maritime Park, Airport and Port.

CBRE's comprehensive platform including public sector, retail, industrial, residential, hotel and marina specialists will allow the City to reach a national and global audience and help generate interest in all of the Pensacola properties.

Results

Mid-way through the feasibility study for Community Maritime Park, the City has expressed interest in offering either land leases for individual parcels or a development package for the entire site. The preliminary study is complete and demonstrates the potential for retail, hotel, marina, and office development. Florida's top industrial broker has visited the Airport and Port sites and is currently developing a marketing plan to attract end users.

CITY OF PENSACOLA

MIKE MCSHEA

Executive Vice President

T 202.585.5775

F 202.783.1723

michael.mcshea@cbre.com

QUICK FACTS

- The City of Pensacola controlled underutilized real estate at Community Maritime Park, the Airport and the deep-water Port.
- The City of Pensacola also purchased 64 sites to develop for industrial use
- City leadership partnered with CBRE to understand options that would maximize the value of their real estate assets.

CBRE SERVICES

- Public Institutions and Education Solutions (PIES)
- Hotel Valuation
- Multi-Family
- Marina
- Retail
- Industrial

Statement of Proposed Services

City of FORT LAUDERDALE



CBRE, INC
Public Institutions and
Education Solutions

SERVICES

- Strategic Planning
- Disposition Services

SIZE

- 3,500 Parcels
- 2 MSF

MIKE MCSHEA
Executive Vice President
T 202.585.5775
F 202.783.1723
michael.mcshea@cbre.com

CITY OF SACRAMENTO

Challenge

The City of Sacramento, General Services Department Asset Management Section, oversees a portfolio of approximately 3,500 parcels, many of which are used for City operations and services. In an effort to efficiently manage the City's real estate assets and to generate revenue through disposition or lease of surplus property, the City issued a competitive solicitation to find a qualified vendor capable of developing a strategic plan that would inventory all City-owned vacant surplus and/or controlled property, and outline current use and recommendations for disposing or leasing surplus real property.

Solution

The City of Sacramento selected CBRE as its strategic partner from a competitive pool of vendors. CBRE was tasked with: (i) providing advice regarding property valuation, (ii) portfolio organization and analysis, (iii) conceiving strategic planning scenarios for property leasing and disposal, and developing a report outlining recommendations, (iv) listing services for sale of City surplus property, (v) overseeing escrow for such sales.

Results

Since being selected as the City's exclusive commercial real estate services provider in 2010, CBRE has delivered the following results:

- Inventoried all applicable parcels
- Captured information unique to each parcel with accompanying photographs
- Downloaded all information to a web-enabled property management software system
- Organized and prioritized each asset
- Incorporated maps unique to each parcel
- Categorized parcels by sales strategies believed to deliver the best results
 - Economic development
 - Traditional brokerage
 - Auction

CBRE is currently collecting data from the City about future real estate requirements, space utilization, energy and green initiatives, and surplus property objectives.

CBRE's analysis has provided the City with the opportunity to raise significant funds through the disposition of assets.

Statement of Proposed Services

City of FORT LAUDERDALE

TEXAS DEPARTMENT OF TRANSPORTATION (TXDOT)



CBRE, INC.
Public Institutions and
Education Solutions

SERVICES
- Strategic Consulting
- Dispositions

SIZE
- 4,000 Parcels

MIKE MCSHEA
Executive Vice President
T 202.585.5775
F 202.783.1723
michael.mcshea@cbre.com

Challenge

In 2012, CBRE was engaged to provide consulting and disposition services to TxDOT. TxDOT controls a significant amount of land holdings and facilities located throughout the state of Texas and CBRE has been tasked with identifying assets which are prime disposition candidates in order to raise capital for TxDOT's aging facilities and ongoing infrastructure projects.

TxDOT engaged CBRE to first review the owned, leased, and Right of Way (ROW) land parcels in and around the city of El Paso to identify and provide estimated value of potential surplus land assets. Approximately 95% of the available data including deeds, titles and property plats and maps remained in hardcopy, hand-drawn format and often dated back to the 1930s and 1940s.

Solution

The CBRE team comprised of consulting and brokerage leaders developed a strategic plan to conduct a deep-dive data evaluation of the ~4,000 assets, conduct stakeholder interviews onsite in Austin, TX. Once and once the surplus candidates were identified, the local market expert toured and assigned an approximate market value per parcel. The team also provided a recommendation to consolidate and relocate a high value maintenance yard. Additionally, the team urged TxDOT to consider alternative monetization opportunities including naming rights, water rights, air rights, and others. The strategic plan, recommendations, and list of proposed surplus candidates was delivered in May of 2013 for consideration.

Results

CBRE analyzed all TxDOT assets in the Greater El Paso region and identified 19 potential surplus candidates believed to be attractive with a total disposition value of \$21M. In May 2013, CBRE presented the results of the El Paso Study and ongoing transactions to the leadership of TxDOT. TxDOT leadership approved the recommendations of the El Paso study and requested CBRE's assistance in applying the same project approach to the cities of Dallas, Ft. Worth, Houston, Austin and San Antonio by September 2013.

Statement of Proposed Services

City of FORT LAUDERDALE

Estimated Timetables

Our team will adjust our marketing timetable to meet the needs of the City. For the disposition of surplus assets, our goal would be to begin immediately marketing any surplus parcels ready for disposition concurrently with the development of the Strategic Plan. After identifying the disposition candidates, a marketing campaign could begin very quickly, and would generally be carried out over 3-6 months, unless directed otherwise by the City:

For assets leased by the City to 3rd party tenants, CBRE will immediately commence lease review and renewal negotiations as appropriate. To the extent that a transaction acceptable to the City cannot be negotiated with existing tenants, CBRE will immediately and broadly market the property across the universe of prospective tenants.

Business Licenses

City of FORT LAUDERDALE



FLORIDA DEPARTMENT OF STATE
Division of Corporations

October 7, 2011

CINDY KEE
CBRE, INC.
11150 SANTA MONICA BLVD., SUITE 1600
LOS ANGELES, CA 90025

Re: Document Number B47299

The Amendment to the Application of a Foreign Corporation for CB RICHARD ELLIS, INC. which changed its name to CBRE, INC., a Delaware corporation authorized to transact business in Florida, was filed on October 4, 2011.

Should you have any questions regarding this matter, please telephone (850) 245-6050, the Amendment Filing Section.

Darlene Connell
Regulatory Specialist II
Division of Corporation

Letter Number: 411A00023118

BUSINESS LICENSES | PAGE 17

www.sunbiz.org

Division of Corporations - P.O. BOX 6327 -Tallahassee, Florida 32314

CBRE

Business Licenses

City of FORT LAUDERDALE

PROFIT CORPORATION APPLICATION BY FOREIGN PROFIT CORPORATION TO FILE AMENDMENT TO APPLICATION FOR AUTHORIZATION TO TRANSACT BUSINESS IN FLORIDA (Pursuant to s. 607.1504, F.S.)

SECTION I (1-3 MUST BE COMPLETED)

847299

(Document number of corporation (if known))

1. CB Richard Ellis, Inc.
(Name of corporation as it appears on the records of the Department of State)
2. Delaware 3. October 21, 1980
(Incorporated under laws of) (Date authorized to do business in Florida)

FILED
OCT 15 AM 2:22
SECRETARY OF STATE
TALLAHASSEE FLORIDA

SECTION II (4-7 COMPLETE ONLY THE APPLICABLE CHANGES)

4. If the amendment changes the name of the corporation, when was the change effected under the laws of its jurisdiction of incorporation? October 3, 2011

5. CBRE, Inc.
(Name of corporation after the amendment, adding suffix "corporation," "company," or "incorporated," or appropriate abbreviation, if not contained in new name of the corporation)

(If new name is unavailable in Florida, enter alternate corporate name adopted for the purpose of transacting business in Florida)

6. If the amendment changes the period of duration, indicate new period of duration.

(New duration)

7. If the amendment changes the jurisdiction of incorporation, indicate new jurisdiction.

(New jurisdiction)

8. Attached is a certificate or document of similar import, evidencing the amendment, authenticated not more than 90 days prior to delivery of the application to the Department of State, by the Secretary of State or other official having custody of corporate records in the jurisdiction under the laws of which it is incorporated.

Brian D. McAllister
(Signature of a director, president or other officer - if in the hands of a receiver or other court appointed fiduciary, by that fiduciary)

Brian D. McAllister

(Typed or printed name of person signing)

Senior Vice President

(Title of person signing)

BUSINESS LICENSES | PAGE 18

Attachment "A"



Attachment A is on the following page.

RFP NO. 535-11231

TITLE: Real Estate Brokerage Services

ATTACHMENT "A"
LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local BUSINESS preference classification as indicated herein, and further certifies and agrees that it will re-affirm its local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this RFP. Violation of the foregoing provision may result in contract termination.

(1) Business Name is a Class A Business as defined in City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.

(2) CBRE, Inc. Business Name is a Class B Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Business Tax Receipt or a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.

(3) Business Name is a Class C Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.

(4) Business Name requests a Conditional Class A classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(5) Business Name requests a Conditional Class B classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(6) Business Name is considered a Class D Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. and does not qualify for Local Preference consideration. (Notary not required for Class "D")

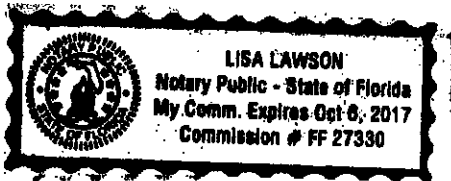
PROPOSER'S COMPANY: CBRE, INC.

AUTHORIZED COMPANY PERSON: Kenneth Krasnow NAME SIGNATURE DATE 7/24/13

STATE OF Florida COUNTY OF Palm Beach

The foregoing instrument was acknowledged before me this 24th day of July, 2013, by Kenneth Krasnow and as and respectively, of as


They are personally known to me or have produced identification. (SEAL)



Lisa Lawson - Florida Notary Public, State of (Signature of Notary taking Acknowledgment) Lisa Lawson Name of Notary Typed, Printed or Stamped My Commission Expires: 10-6-17 Commission Number FF 27330

Evidence of Insurance

City of FORT LAUDERDALE



CERTIFICATE OF LIABILITY INSURANCE

FORM 4642a(1/01)
5/10/2013

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 A Mend, 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 constitute the certificate holder in lieu of such endorsement(s).

PRODUCER A01 RMR Se Nixes of Ne Northeast, Inc. Stamford CT Office 1600 Summer Street Stamford CT 06907-4902 USA	CERTIFICATE NUMBER 07 0000034462												
INSURER CBREGROUP, Inc., 2nd Siders Lane 301 N. Main St, 2nd Floor Norwich, CT 06851	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td>INSURER #1: Zurich American Insurance Company</td> <td>NAIC #: 16636</td> </tr> <tr> <td>INSURER #2: ACE Property & Casualty Insurance Co.</td> <td>NAIC #: 20599</td> </tr> <tr> <td>INSURER #3: American Zurich Insurance Company</td> <td>NAIC #: 40142</td> </tr> <tr> <td>INSURER #4: Fidelity Mutual Insurance Company</td> <td>NAIC #: 21452</td> </tr> <tr> <td>INSURER #5:</td> <td></td> </tr> <tr> <td>INSURER #6:</td> <td></td> </tr> </table>	INSURER #1: Zurich American Insurance Company	NAIC #: 16636	INSURER #2: ACE Property & Casualty Insurance Co.	NAIC #: 20599	INSURER #3: American Zurich Insurance Company	NAIC #: 40142	INSURER #4: Fidelity Mutual Insurance Company	NAIC #: 21452	INSURER #5:		INSURER #6:	
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INSURER #3: American Zurich Insurance Company	NAIC #: 40142												
INSURER #4: Fidelity Mutual Insurance Company	NAIC #: 21452												
INSURER #5:													
INSURER #6:													


COVERAGES

THIS IS TO CERTIFY THAT 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 IN WHICHTHIS 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. Limits shown are as required by

POLICY LINE	TYPE OF INSURANCE	POLICY NO.	DATE	INSURANCE PERIOD	INSURER	COVERAGE	LIMITS
A	COMMERCIAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> OCCUR <input type="checkbox"/> COVERAGE APPLICABLE BY APPLICABLE PERIOD: <input type="checkbox"/> POLICY <input type="checkbox"/> PERIOD <input type="checkbox"/> DATE	01022819911	3/1/2013	3/1/2014	ZURICH	EACH OCCURRENCE DATE TO BE REPORTED MEDICAL EXPENSES PERSONAL & ADV. SERV. GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	\$2,000,000 \$50,000 \$10,000 \$2,000,000 \$2,000,000
A	AUTOMOBILE LIABILITY <input checked="" 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	84989420011	3/1/2013	3/1/2014	ZURICH	COVERED WHILE LIMP (As needed) BODILY INJURY (As needed) BODILY INJURY (As needed) PROPERTY DAMAGE (As needed)	\$2,000,000
B	<input checked="" type="checkbox"/> UMBRELLA LIAB. <input type="checkbox"/> BACKUP LIAB. <input type="checkbox"/> DEFECTIVE <input checked="" type="checkbox"/> RETENTION \$0,000	100 02129003	3/1/2013	3/1/2014	ZURICH	EACH OCCURRENCE AGGREGATE	\$5,000,000 \$5,000,000
A	WORKERS COMPENSATION NUMBER OF POLICY LINES: 2/1/1 ANY PROPERTY DAMAGE/REPAIRS/REPLACEMENT COSTS/RENTAL/LOSS OF PROFITS (If any of above is 001)	0091619887	3/1/2013	3/1/2014	ZURICH	<input checked="" type="checkbox"/> WORKERS COMPENSATION <input type="checkbox"/> DIS - ER	\$1,000,000 \$1,000,000 \$1,000,000
D	BUSINESS PERSONAL PROP. & TENANT IMPROVEMENTS	10282	3/1/2013	3/1/2014	ZURICH	ALL RISK P&T, \$10,000 Deductible, Replacement Cost	\$1,000,000

DESCRIPTION OF OPERATION / LOCATION / ADDRESS (Attach ACORD 101 Additional Remarks Schedule, if more space is required):

The Certificate Holder is bonded as an additional insured, with respect to Commercial General Liability, to the extent required by written contract.

CERTIFICATE HOLDER	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE GIVEN IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE: 
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EVIDENCE OF INSURANCE | PAGE 20

Assessment of Needs

City of FORT LAUDERDALE

ASSESSMENT OF NEEDS

We understand the goal of this RFP is to improve the efficiency and productivity of the City's real estate. Currently the City has 140 surplus parcels and would be better served to sell those properties to raise capital. Additional benefits including putting those assets back on the tax rolls and promoting economic development. Beyond simply selling the property, there is the opportunity to reposition City assets into something more functional, whether that is a community park or affordable housing. We have shown that our team has the ability to analyze the properties and make appropriate and community sensitive recommendations, taking into account the needs of all stakeholders. The methodology behind our strategic plan outlines how we would accomplish this task.

Once we make recommendations through the strategic plan, our team of experienced brokers will be ready to maximize proceeds for the City through creative and aggressive marketing campaigns reaching a broad, but well targeted group of potential purchasers.

By engaging CBRE to assist with the management of its real property, the City can focus on its core mission; providing services to the citizens of Ft. Lauderdale.

Our Proposal (through our plan outlined in Section 5) shows in detail that we have the capability, experience, & proven methodology to help the City improve the efficiency and productivity of its real estate.

Availability of Resources

City of FORT LAUDERDALE

ABILITY TO ASSIGN APPROPRIATE RESOURCES IN A TIMELY MANNER

One of the many benefits to partnering with CBRE is our depth of resources. As the largest commercial real estate firm in the world, we have access to more resources than any other real estate service provider. It will be Ken Krasnow's responsibility to marshal the appropriate resources for each task required by the City. As Managing Director for Broward and Palm Beach Counties, Ken is uniquely positioned to bring together all of the necessary resources in support of this contract.

Additional Services

City of FORT LAUDERDALE

ADDITIONAL SERVICES AVAILABLE IN-HOUSE

Auction Services

We offer a comprehensive suite of auction services to the extent that conducting auctions for certain properties is CBRE's recommended course of action. The City can benefit from an experienced and nationally recognized auction team that leverages all of CBRE's platform.

AUCTION FORMATS Open Outcry Sealed Bid Online	AUCTION TERMS Absolute Minimum Bid Reserve	AUCTION FORUMS Single Property Portfolio
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Benefits of property auction can include:

- Speed and certainty of sale
- Maximization of asset value
- Allows for portfolio sales to individual buyers on a date certain
- Reduces operating costs on maintaining under-utilized assets
- the City will retain control of the transaction structure and disposition process
- "As-is", "where-is" sale with no contingencies
- Our auctions have a 99.9% closing rate once the property is under contract
- Establishes value for difficult-to-value special purpose City properties
- Aggressive auction marketing programs ensure interest and market visibility

Additional Services

City of FORT LAUDERDALE

Leased Asset Evaluation

- While not mentioned in the RFP, CBRE could also evaluate any of the City's leased assets. We would consider elements such as:
 - Rent paid by the City vs. Market
 - FTE's Utilization/Efficiency
 - Expirations
 - Relocation Opportunities
 - Landlord Compatibility
 - Cost to Occupy/FTE
 - Agency Locations
- CBRE would use this review period to identify locations with the potential to generate savings through new leases, renegotiation or termination. Such leases may include those properties where:
 - Rental rates, escalations, expenses or additional charges are above current market rates
 - Lease terms or provisions fall outside of standard market practices or are otherwise detrimental to the best interests of the City
- Operations Needs Assessment
 - CBRE would review departmental service delivery needs and how owned and leased real estate supports the mission
 - Department needs would then be reviewed to determine which leases are recommended for continued operations
 - Agency staff forecasts, working relationships, and adjacency requirements would be reviewed to determine their impact on costs, space needs and the feasibility of collocation or consolidation strategies

Valuation & Advisory Services

CBRE's Valuation and Advisory Services provides accurate, reliable and timely valuations (appraisals) that are critical to the success of every real estate transaction or financing. The group services all types of real estate, ranging from specialty properties such as hotels, healthcare facilities and regional malls to commercial and residential properties including office, retail, industrial and multi-family. CBRE supported 118,400 valuation and advisory assignments in 2012.

Services include market value appraisals, highest and best use studies, litigation support, lease analysis, discounted cash flow analysis (using all commercial cash flow programs), market analysis, product absorption studies, portfolio valuation and analysis, and ad valorem tax appraisals and representation.

The group has a worldwide presence spanning 58 countries. There are also over 1,500 appraisal professionals across the globe and available to provide seamless valuation services by leveraging the global platform.

Additional Services

City of FORT LAUDERDALE

Project Management

CBRE employs the largest network of real estate project (construction) managers in the world.

- 2,900+ project management team members worldwide, including over 1,600 in the Americas
- \$14.6 billion in managed capital projects and new construction for 2010
- 50,000+ projects managed annually
- 20,000+ individual client moves managed annually
- 200+ LEED Accredited Professionals in Project Management
- Dedicated and variable staffing solutions
- Industry-leading proprietary technology
- Consistent, codified process
- Integrated delivery with other CBRE service lines

CBRE has been providing Project Management Services for our clients since 1948 and leads the industry in end-to-end project management and move management services.

Fees

The fees for the additional services described above can vary widely depending on scope and scale of the assignment. As such, to the extent the City requires any of the supplemental services mentioned, we suggest the fees be negotiated as the assignment becomes better defined.

References

City of FORT LAUDERDALE

City of Pensacola	
Agency	City of Pensacola
Address	222 W. Main Street Pensacola, FL 32502
Telephone Number	850.436.5654
Contact	M. Clark Merritt – Economic Opportunity & Sustainability Administrator
Dates of Service	May 2013 - Ongoing

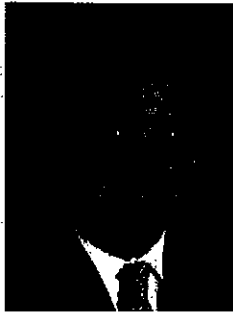
Texas Department of Transportation	
Agency	Texas Department of Transportation
Address	125 East 11 th Street Austin, TX 78701
Telephone Number	512.305.9508
Contact	Scott Leonard – Chief Strategy & Administrative Officer
Dates of Service	September 2012 - Ongoing

State of Florida	
Agency	Department of Management Services
Address	4050 Esplanade Way, Tallahassee, FL 32399
Telephone Number	850.488.0439
Contact	Bryan Bradner
Dates of Service	2008 - Ongoing

Additional Attachments

City of FORT LAUDERDALE

RESUMES



KENNETH M. KRASNOW
 Managing Director
 T: 954 3311738
 F: 954 4683069
 ken.krasnow@cbre.com

CBRE, Inc.
 Licensed Real Estate Broker

Kenneth Krasnow joined CBRE in May 2011 as Managing Director, South Florida and is responsible for overseeing the firm's overall strategic business objectives and day-to-day operations for the four South Florida offices in Palm Beach, Broward & Miami-Dade.

Mr. Krasnow brings more than 25 years of experience in commercial real estate services. Most recently, he was Managing Director at Massey Knakal Realty Services, the leading investment sales firm in New York City. There he stabilized and grew its Brooklyn office, increasing its market share by a third. Prior to that position, he was Chief Operating Officer for statewide operations of Apartment Realty Advisors based in Boca Raton where he doubled the existing brokerage staff and opened offices for the firm in Tampa and Orlando.

In the New York area, he also held executive positions for Trammell Crow Corporation and Cushman & Wakefield (Cushman). At Cushman, where he served for 18 years, he was responsible for the overall operations of the New York area profit center which encompassed over 200 brokerage professionals. After the events of September 11, 2001, within two years, Mr. Krasnow brought his region in New York back to record revenues (at that time) of approximately \$200 million. He began his career as a leasing broker and was responsible for more than 3 MSF of Class A building agencies in New York City.

ACHIEVEMENTS

- "Top 50 Leaders in Commercial Real Estate" by Real Estate Weekly
- Real Estate New York's "Top 40 Under 40"
- "Next Great Leaders" by Real Estate Forum
- "Friends of Island Academy" recipient of Percy Douglass Award

CREDENTIALS

Professional Affiliations/Accreditations

- Licensed Real Estate Broker, Florida
- Member, The Real Estate Board of New York (REBNY)
- Member, CoreNet Global
- Member, Young Men's/Women's Real Estate Association of New York (YM/WREA)
- Member, Urban Land Institute
- Member, Association for a Better New York (ABNY)

Educations

- Bachelor of Administration, Finance, Emory University
- Graduate studies, New York University

Additional Attachments

City of FORT LAUDERDALE



MICHAEL B. MCSHEA

Executive Vice President
 michael.mcshea@cbre.com
 T: 202.585.5775
 C: 202.669.2580

ROLE: PUBLIC SECTOR STRATEGIES

REPRESENTATIVE CLIENTS:

- City of Indianapolis
- City of Miami
- City of Pensacola
- City of Reno
- City of Sacramento
- City of San Diego
- City of Tulsa
- Cuyahoga County
- District of Columbia
- Fairfax County
- Marin County
- Orange County, CA
- State of Alabama
- State of Arizona
- State of Colorado
- State of Florida
- State of Maryland
- State of Michigan
- State of New York
- State of Pennsylvania

Mike McShea, Executive Vice President, is a co-leader of CBRE's state and local government practice. In this role, Mike provides portfolio optimization, strategic planning, brokerage, development advisory and other associated real estate services to government and education institutions nationwide.

STRATEGIC PORTFOLIO MANAGEMENT EXPERIENCE

Mike has managed portfolios and has developed and implemented strategic plans on behalf of dozens of public sector entities in the course of his career. He has implemented strategic real estate plans for the states of Alabama, Arizona, Colorado, and Pennsylvania, as well as the City and State of New York.

Mike recently delivered strategic plans to the states of Florida, Maryland and Michigan and the City of Reno, NV, and is currently working with each entity to implement the associated portfolio recommendations.

Some of the largest projects Mike has worked on involved the renegotiation of government centers in Tallahassee, FL. These projects encompassed 1.5 MSF of leased space and resulted in more than \$60 million in savings to the State.

Mike was responsible for the oversight of a contract with the Government of the District of Columbia. This project involved the restructuring of over 1 MSF of municipal space under the auspices of the congressionally established Financial Control Board.

DEVELOPMENT ADVISORY EXPERIENCE

Mike has provided development consulting services for the College of William & Mary, Alexandria City Public School System, American Frontier Culture Museum, James F. Oyster School, National Institutes of Health, John Hopkins Applied Research Laboratory and the University of Cincinnati.

He is currently advising the City of Indianapolis on the redevelopment of a city block in one of its strongest retail corridors through a public-private partnership.

EDUCATION

Bachelor of Science, Business and Management, University of Maryland.

INDUSTRY RECOGNITION / SCHOLARSHIP

Mike has delivered guest lectures on various topics involving corporate, municipal and educational real estate to the National Association of College & University Business Officers (NACUBO), National Association of State Facility Administrators (NASFA), American Institute of Architects, California Association for Local Economic Develop and the Keenan Flagler Business School at the University of North Carolina Chapel Hill.

AWARDS

- United States Conference of Mayors Outstanding Achievement in Public Private Partnership, City of Tulsa, City Hall Acquisition
- National Association of State Facility Administrators Outstanding Achievement Award, Portfolio Management with the State of Michigan
- Washington Business Journal Best Office Lease and Best Residential Development Transaction



Additional Attachments

City of FORT LAUDERDALE



CHARLIE CARROCCIO

First Vice President

T: 561.393.1628

F: 561.393.1650

charlie.carroccio@cbre.com

CLIENTS REPRESENTED

- AIG
- AOL
- American Red Cross
- AVAYA
- Discovery Communications
- DISYS
- Dun and Bradstreet
- Global Logic
- Hitachi Data Systems
- Johns Hopkins University
- Johnson Lambert & Company
- Micro Focus
- Northrop Grumman
- United Biosource Corporation
- Verizon
- Pricewaterhouse Coopers
- Nielsen Media

RESPONSIBILITIES

Charlie Carroccio exclusively represents tenants in the leasing, acquisition, and disposition of commercial office and industrial properties. Throughout his seven year career, Mr. Carroccio has successfully completed over \$654 million in transactions in excess of 4,200,000 square feet of space.

A talented strategist and negotiator, Mr. Carroccio is also skilled at multi-market portfolio management. He leverages CBRE's Lease Administration, Consulting, Financial, Econometric Forecasting, and LEED expertise to ensure corporations optimize their national real estate portfolios.

Mr. Carroccio is an expert at identifying locations that fit his clients' operational, financial, and qualitative requirements—and at negotiating best-in-market lease terms while retaining the flexibility for his clients to adapt to business and industry changes.

SIGNIFICANT ASSIGNMENTS

Client	Square Feet	Transaction Type
■ AOL	696,000 SF	Building Disposition
■ Northrop Grumman	344,000 SF	Building Acquisition
■ Telecommunications Co.	117,000 SF	Lease Acquisition
■ Pragmatics	95,000 SF	Building Acquisition
■ Sprint	89,000 SF	Lease Disposition
■ University of the District of Columbia	88,000 SF	Lease Acquisition
■ TASC	62,000 SF	Lease Acquisition
■ Orbital Sciences	45,000 SF	Lease Acquisition
■ SRA International	45,000 SF	Lease Acquisition
■ Discovery Communications	42,000 SF	Lease Acquisition
■ Johns Hopkins University	42,000 SF	Lease Acquisition
■ The Avalon School	10.53 acres	Campus Acquisition

ACHIEVEMENTS

- Named one of the "Top 35 Under 35" professionals in Commercial Real Estate

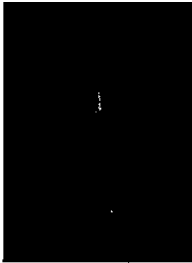
EDUCATION

- Washington & Lee University, Bachelor of Science in Business Administration



Additional Attachments

City of FORT LAUDERDALE



MICHELE RESTALL

Manager, Lease Administration

T: +1 407 404 5034

F: +1 407 404 5000

michele.restall@cbre.com

RESPONSIBILITIES AND EXPERIENCE

Michele Restall has been involved in commercial real estate management for over 13 years, with a specialty in industrial, office, and retail properties. Michele is an accomplished manager who specializes in lease administration, audits, budget preparation, operating expense reconciliations, accounts receivables, and supervision and training of team members. Her accounting software experience includes Yardi, MRI, Skyline, AMSI, Timberline, CTI, and Kardin.

Michele was instrumental in the development of Shared Services Group (SSG) in 2005. SSG provides support to Real Estate Managers and their staff ensuring that CBRE Standards are adhered to for all Asset Services clients.

SSG has two very important components. The first is new hire mentoring. New hires gain procedural and software training and exposure to many critical components of what is required of property management. The second component is the leveraging of technical innovations while improving and maintaining the value provided to Corporate Clients.

Shared Services Group provides all six Florida markets with the following services:

- Lease abstract completion, floor inventory, OFAC reports
- Use/Restrictions/Exclusives language compilation for retail leases
- CAM reconciliation reviews
- Benchmark portfolio income and expenses
- Kardin and Excel budget/forecast training and on-going mentoring
- New property transition assistance
- Estoppel preparation and analysis
- New hire training of CBRE Standards
- Accounts Receivable reconciliations
- Tenant/Vendor file set up

ACHIEVEMENTS

- CBRE Florida Asset Services Shining Star Award, 2012Q4
- CBRE Catalyst Award, 2011
- CBRE Ambassador Award, 2010
- Best Team Player, 2003
- BOMA Atlanta TOBY Award, 1999

Additional Attachments

City of FORT LAUDERDALE



LEE ANN KORST
 Director, Asset Services
 Orlando

T: 407.839.3180
 C: 850.251.9319
 F: 407.404.5001
 leaann.korst@cbre.com

PROFESSIONAL EXPERIENCE

Lee Ann Korst brings vast experience in property management and public service to her role as Director of Asset Services for the Orlando market. Lee Ann most recently served as First Vice President in CBRE's Tallahassee office, as part of the Public Institutions and Education Solutions (PIES) Group, responsible for client relations and business development for the Southeast region state and local governments. She currently devotes a portion of her time to CBRE's public sector group.

Before joining CBRE in 2010, Lee Ann worked for Equity Office Properties for over ten years, ultimately serving as General Manager of One Ninety One Peachtree Tower in Atlanta, a 50-story, 1.2 MSF office tower in downtown Atlanta.

After her tenure with Equity, Lee Ann served in multiple roles in Florida state government, including Director of Real Estate for Florida's Department of Management Services, where she maintained oversight of 7.9 MSF in the Florida Facilities Pool as well as 10 MSF of private sector leasing for all state agencies.

ACHIEVEMENTS

- 2002 TOBY Winner (over 1,000,000 SF category)
- TOBY Judge (250,000- 499,000 SF category), 2000 and 2001
- 1999 Equity Office Properties Building of the Year
- 1999 TOBY (The Office Building of the Year) Winner (100,000 – 249,000 SF category)

PROFESSIONAL AFFILIATIONS AND ACCREDITATIONS

- Member - Capital City Tiger Bay Club
- Steering Committee, FSU Real Estate Trends Conference
- Tallahassee Chamber of Commerce Action 2010 Committee
- Member - Governor's Mansion Commission, 2003 – 2006
- Board of Directors, Girl Scouts of the Apalachee Bend
- Blueprint 2000, Capital Cascades Executive Advisory Committee
- Licensed Real Estate Agent

EDUCATION

- Oglethorpe University, Atlanta, GA; Master's in Business Administration
- Illinois State University, Normal, IL; Bachelor's of Science in Management and Quantitative Methods
- Harvard University - Strategic Negotiations: Deal Making for the Long Term - Public Institutions and Education Solutions

Additional Attachments

City of FORT LAUDERDALE



MARK P. BEZOLD
Associate
Public Institutions & Education
Solutions

T: 202.585.5684
C: 571.643.1710
F: 202.783.1723
mark.bezold@cbre.com

REPRESENTATIVE CLIENTS:

- State of Maryland
- City of Roseville, CA
- City of Gary, IN
- Maryland Health Benefit Exchange
- District of Columbia Retirement Board
- Broydrick & Associates
- Farhi & Associates
- Strategic Media Services

PROFESSIONAL EXPERIENCE

Mark P. Bezold is an Associate with CBRE's Public Institutions and Education Solutions group (PIES). In this role he specializes in advising and representing State & Local governments around the United States, with a focus on strategic planning and executing transactions. Current assignments include the creation of a Strategic Plan for the City of Roseville, development advisory for the State of Maryland and City of Gary, Indiana, and tenant representation for the District of Columbia Retirement Board.

Mr. Bezold has completed the CBRE Wheel Program, commercial real estate's premier training program, which exposes members to a broad spectrum of real estate services. He has experience in Global Corporate Services, Tenant Representation, Agency Leasing, and Investment Sales. This diverse background gives Mr. Bezold a deep knowledge base and breadth of experience to best serve his clients.

EDUCATION

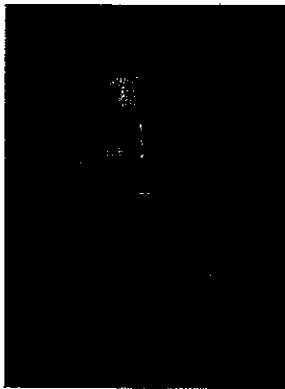
- Mr. Bezold has a Bachelor of Arts with Distinction in Economics and a minor in Urban and Environmental Planning from the University of Virginia. While at UVA Mr. Bezold was the Captain of the nationally-ranked Virginia Men's Rowing team.

CREDENTIALS

- Licensed Real Estate Salesperson in the District of Columbia, Maryland, and Virginia.

ADDITIONAL ATTACHMENTS | PAGE 52

Additional Attachments



Ryan joined CBRE in 2013. Before coming to South Florida, Ryan worked with Studley in Washington, DC beginning in 2006. He has created financial models and cost analysis for real estate projects throughout the United States. He also has a breadth of experience in headquarters relocation assignments as well as the consolidation of multiple facilities.

Ryan has completed numerous mathematics based analytical projects, receiving awards from multiple institutions. He also holds a patent on a pseudo-random number generator, which utilizes an irrational number table interacting with a Fibonacci Series. The generator has broad applications in encryption and computer security. His strong mathematics background, combined with his prior experience in marketing and public relations, gives him the ability to fully serve a client's planning and analytical needs.

Ryan has been a guest lecturer at Georgetown University's McDonough School of Business and Catholic University's Columbus School of Law.

RYAN NUNES

Associate
 T: 954.331.1711
 F: 954.337.2317
 ryan.nunes@cbre.com

CBRE, Inc.
 Licensed Real Estate Broker

CLIENTS REPRESENTED

- Cambridge Associates
- Cavalier Telephone
- Emcor Government Services
- GridPoint
- Juvenile Diabetes Research Foundation
- Mitsubishi Digital Electronics of America
- ModSpace
- National Center for Missing and Exploited Children
- Personal Care Products Council
- Rexahn Pharmaceuticals
- RTKL
- URS Corporation

SIGNIFICANT TRANSACTIONS

Client	Square Feet	Transaction Type
■ URS Corporation	2.6 million SF	Lease
■ Cambridge Associates	160,000 SF	Lease
■ NCMC	120,000 SF	Lease
■ RTKL	60,000 SF	Lease
■ ModSpace	57,000 SF	Lease
■ Emcor Government Services	34,000 SF	Lease

ACHIEVEMENTS

- Awarded CoStar Powerbroker award in Washington, DC for his work on Mitsubishi Digital Electronics of America transaction.

PROFESSIONAL AFFILIATIONS

- Licensed Real Estate Salesperson - State of Florida

EDUCATION

Ryan received a Bachelor of Arts degree in Sociology from The University of Pennsylvania.

Additional Attachments

City of FORT LAUDERDALE

SAMPLE MARKETING MATERIALS



THUNDERBOAT

FEATURES

- Prestigious Fort Lauderdale location
- 50 new wet slips
- 396 dry racks
- Price: \$5,900,000
- Covered Surface Storage
- Boatyard
- \$13,229 per slip
- \$18.53 per SF of Gross Land Area

www.cbre.com/thunderboatmarina

This property is located in a Special Flood Hazard Area. Federal law requires that as a condition of obtaining federally related financing on most properties located in "flood zones", banks, savings and loan associations, and some insurance lenders must require that flood insurance be carried where the property, real or personal, is security for the loan.

FOR MORE INFORMATION PLEASE CONTACT:

Jeff Carson, MAI
Vice President
+1 386 672 3339
jeff.carson@cbre.com

Mike Nissley
Senior Vice President
+1 404 504 5970
mike.nissley@cbre.com

CBRE, Inc. | Licensed Real Estate Broker

189 S. Orange Avenue | Suite 1900 | Orlando, FL 32801 | www.cbre.com/orlando

© 2013 CBRE, Inc. This information has been obtained from sources believed reliable. We have not verified it and make no guarantee, warranty or representation about it. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the property. You and your advisors should conduct a careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs.

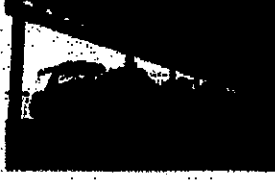
CBRE

CBRE

Additional Attachments



THUNDERBOAT



OFFERING SUMMARY

Property Name: Thunderboat Marina
Mailing Address: 2031 Griffin Road
 Fort Lauderdale, Broward County, FL 33312
Assessor's Parcel Numbers: 3042-28-01-0150
 3024-28-01-0200

Property Rights Being Sold: Fee Simple subject to short term leases

Upland Land Area (Estimated): 6.31 AC 274,787 SF
Submerged Land Area (Estimated): 1.00 AC 43,566 SF
Gross Land Area (Estimated): 7.31 AC 318,347 SF

Flood Zone Disclosure: The subject is located adjacent or within a portion of Flood Zone X. As with most waterfront property, the subject will require flood insurance.

Building Area	Size	Occupancy
Marine Sales and Parts Building	7,493 SF	100%
Enclosed Service Area	9,835 SF	100%
Covered Service Area	16,379 SF	100%
Dry Dock Storage Building	25,376 SF	100%
Covered Storage Area	26,476 SF	100%
Air Conditioned Attendants Building	267 SF	100%
One Story Office	160 SF	100%
One Story Marine Connection Building		
Gross Building Area	85,896 SF	
Current Building Occupancy	100.0%	

Non-Building Areas	Size	Occupancy
Wet Slips	50 Slips	70%
Dry Covered Storage Spaces	396 Slips	70%
Covered Surface Storage Spaces	22 Slips	70%
Total Slips	471 Slips	70%

Pro Forma Operating Data	Total
2012 Actual Income	\$1,275,629
Estimated Operating Expenses	\$700,166
Expense Ratio	55%
Net Operating Income	\$572,863

VALUATION	Total
Asking Price	\$3,900,000
Overall Capitalization Rate	9.71%

The data contained herein is believed to be accurate, but is not guaranteed. The buyer is advised to verify all data independently. CBRE is not responsible for any errors contained herein.



Additional Attachments

City of FORT LAUDERDALE

THIRD-PARTY RECOGNITION OF SERVICE EXCELLENCE

A few examples of our many awards and accolades include:

-  • The Wall Street Journal: Best Real Estate Brand for Reputation, 2011
-  • Fortune 500: #416 for 2012
-  • Standard & Poor's: The first CRE company on the S&P 500
-  • Businessweek: #25 among Businessweek's Top 50 companies
-  • International Association of Outsourcing Professionals (IAOP): #4 outsourcing services provider across all industries and the highest-ranked real estate services company in 2012; International Association of Outsourcing Professionals (IAOP): CBRE Named Top Outsourcing Firm for Corporate Responsibility
-  • The Lipsey Company Brand Survey: #1 Most Admired Brand in 2012 – 12th consecutive year
-  • National Real Estate Investor: Ranked #1 for the Top 25 Property Managers
-  • CREW (Commercial Real Estate Women) Network: 2012 "Circle of Excellence Award" CBRE's strong commitment to workplace diversity and long-term support of the group's groundbreaking research on diversity, which CBRE has sponsored since 2004.

Additional Attachments



ADDENDUMS

We have included Addendums 1 and 2 on the following pages.



ADDENDUM NO. 1

RFP 535-11231
Real Estate Brokerage Services

ISSUED June 26, 2013

1. This addendum is being issued to provide responses to questions posed at the pre-proposal meeting held on June 21, 2013.

1. Q. Is there a list of the City properties?
A. The list of properties has been uploaded as Exhibit 1 and Exhibit 2.
2. Q. If there are liens on the properties, will the City be satisfying the liens?
A. As you cannot lien municipal property, it is moot. But, if the property is impaired, the determinations will be on a case-by-case basis.
3. Q. How many City owned properties have existing leases and what are their values?
A. The list of City leases has been uploaded as Exhibit 3.
4. Q. Define lease management, lease administration.
A. Lease management means (1) ensuring that the Lessee's obligations, including payment, under the lease are being met; and, (2) acting as the City's agent in dealing with the Lessee. City will handle property maintenance, though Contractor should advise City of property maintenance issues.
5. Q. What is the process to sell the 140 parcels?
A. Please refer to the Fort Lauderdale Charter, uploaded as Exhibit 4.
6. Q. Is there a limit to how the properties can be marketed?
A. The marketing plan will be developed by the Contractor and approved by the City. The Contractor will be able to market the properties on their website as well as the MLS and other conventional means.
7. Q. Are there priority parcels?
A. The City will be looking to the Contractor to help establish the priority. For the most part, priority will be consistent with marketability.
8. Q. Are the properties as City as a tenant included in this contract or just City as Lessor?
A. Just as Lessor.
9. Q. Does this proposal include property acquisition?
A. No.
10. Q. Who is responsible to pay the commission on lease management?
A. Dependent upon terms of current leases. Ultimately, new leases would be a cost of the Lessee.
11. Q. How does Contractor get paid?
A. Contractor should propose payment terms in their response.
12. Q. Is Contractor paid in the same manner for lease renewals?
A. Contract should propose payment terms in their response.



City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

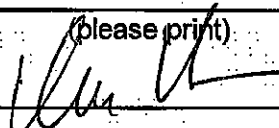
13. Q. Does the City limit the number of years for leases?
A. Yes, Please refer to the Fort Lauderdale Charter, uploaded as Exhibit 5
14. Q. Is there compensation for existing leases?
A. Yes
15. Q. What percentage of the 140 properties is commercial vs. residential?
A. Percentage is unknown. Maps are provided showing commercial and residential properties.
16. Q. Please clarify affordable housing requirement.
A. Please refer to Florida Statute 166.0451 that has been included as Exhibit 6.
17. Q. Is there a value if City gives away properties?
A. Contractor will not be involved in any sales where the property will not be sold for market value.

2. The deadline to pose questions has been changed to Monday, July 1, 2013.
3. The opening date of this Request for Proposal has been changed to July 25, 2013.

All other terms, conditions, and specifications remain unchanged.

AnnDebra Diaz, CPPB
Procurement Specialist II

Company Name: CBRE, Inc.

(please print)
Bidder's Signature: 

Date: 7/24/13



City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

ADDENDUM NO. 2

RFP 535-11231
Real Estate Brokerage Services

ISSUED July 3, 2013

This addendum is being issued to make the following change:

The following is now part of the General Conditions:

5.22 PUBLIC AGENCY CONTRACTS FOR SERVICES: if applicable, for each public agency contract for services, Contractor is required to comply with F.S. 119.0701, which includes the following:

- (a) Keep and maintain public records that ordinarily and necessarily would be required by the public agency in order to perform the service.
- (b) Provide the public with access to public records on the same terms and conditions that the public agency would provide the records and at a cost that does not exceed the cost provided in this chapter or as otherwise provided by law.
- (c) Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law.
- (d) Meet all requirements for retaining public records and transfer, at no cost, to the public agency, all public records in possession of the contractor upon termination of the contract and destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. All records stored electronically must be provided to the public agency in a format that is compatible with the information technology systems of the public agency.

All other terms, conditions, and specifications remain unchanged.

AnnDebra Diaz, CPPB
Procurement Services Division

Company Name: CBRE, Inc.

(please print)

Bidder's Signature: [Signature]

Date: 7/24/13

Real Estate Brokerage Services

RFP #535-11231

City of **FORT LAUDERDALE**

Especially Prepared for:

City of Fort Lauderdale Procurement Services Division

Submitted By:

Lamar P. Fisher, CAI, AARE
President / C.E.O.
Fisher Auction Company
954.942.0917



FISHER
AUCTION COMPANY

Scott Brenner, Esquire
President / Broker
Brenner Real Estate Group
954.596.5555

BRENNER
REAL ESTATE GROUP
Licensed Real Estate and Mortgage Brokerage Company

Original

fisherauction.com

The Standard of Excellence

Exhibit 5
13-1460

2112 East Atlantic Boulevard, Pompano Beach, Florida 33062 800.331.6620



City of Fort Lauderdale ? Procurement Services Division
100 N. Andrews Avenue, #819 ? Fort Lauderdale, Florida 33301
954-828-5933 FAX 954-828-5576
purchase@fortlauderdale.gov

**ORIGINAL
BID**

PART VII - PROPOSAL PAGES -- COST PROPOSAL

Proposer agrees to supply the products and services at the prices bid below in accordance with the terms, conditions and specifications contained in this RFP.

Cost to the City: Contractor must quote firm, fixed, annual rate for all services identified in this request for proposal. This firm fixed annual rate includes any costs for travel to the City. No other costs will be accepted. This firm fixed annual rate will be the same for the initial contract period.

Failure to use the City's COST PROPOSAL Page and provide costs as requested in this RFP, may deem your proposal non-responsive.

Pursuant to Section Part IV, Item 3.B:

Provide a single fixed Broker's fee for **new leases** where the broker is the procuring cause of the new lease.

4.5 %

Provide a single fixed management fee for **management of existing leases**

2.5 %

Submitted by: [Signature]
(signature)

Name: Scott Brenner Title: President
(printed)

Company: (Legal Registration) Brenner Equities Group Inc.
d/b/a Brenner Real Estate Group

Date: 9/19/13

Brenner Real Estate Group
RFP 535-11231, Real Estate Brokerage Services
Best and Final Offer



Reese Stigliano, SIOR
Senior Vice President
rstigliano@breg.net

Thursday, September 19, 2013

Hand Delivered

AnnDebra Diaz
City of Fort Lauderdale
Procurement Services Division
100 North Andrews Avenue, #619
Fort Lauderdale, FL 33301

Re: RFP No. 535-11231, Real Estate Brokerage Services

Dear AnnDebra:

Enclosed please find the response to the request for Best and Final Offer for the above referenced RFP No. 535-11231.

Very truly yours,

BRENNER REAL ESTATE GROUP

A handwritten signature in black ink that reads "Reese Stigliano". The signature is written in a cursive, flowing style.

Reese Stigliano, SIOR
Senior Vice President

Enclosure: Form - Part VII - Proposal Pages- Cost Proposal

Lic. Real Estate Brokers
Suite 409
1500 W. Cypress Creek Road
Fort Lauderdale, FL 33309
Phone: 954.596.5511 Fax: 954.595.5556 Web: www.breg.net

TABLE OF CONTENTS

Tab 1	Bid/Proposal Signature Page
Tab 2	Non-Collusion Statement
Tab 3	Cost Proposal Page
Tab 4	Letter of Interest
Tab 5	Statement of Proposed Services
Tab 6	Business Licenses
Tab 7	Attachment "A"
Tab 8	Evidence of Insurance
Tab 9	Proposer's assessment of the City of Fort Lauderdale's needs and the quality of the proposal to meet those needs, including a plan/outline
Tab 10	Proposer's ability to assign appropriate resources to the account in a timely manner
Tab 11	Additional services available in-house, not requested by the City in Part IV
Tab 12	List of three clients/references for whom you have provided similar services in the last three years
Tab 13	Any additional attachments to your proposal

fisherauction.com

The Standard of Excellence

BRENNER
REAL ESTATE GROUP
Universal Real Estate and Mortgage Brokerage Company



FISHER
AUCTION COMPANY

BID/PROPOSAL SIGNATURE PAGE

How to submit bids/proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Department, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

Please Note: All fields below must be completed. If the field does not apply to you, please note N/A in that field.

Submitted by:  Pres. 7/15/13
(signature) (date)

Name (printed) Scott Brenner, Esq., CCIM, SIOR, R.P.A. CA Title: President / Broker

Company: (Legal Registration) Brenner Equities Group, Inc., a Florida corporation d/b/a Brenner Real Estate Group

CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit <http://www.dos.state.fl.us/>).

Address: 1500 West Cypress Creek Road, Suite 409

City Fort Lauderdale State: Florida Zip 33065

Telephone No. 954-596-5555 FAX No. 954-596-5556 Email: sbrenner@breg.net

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): _____

Payment Terms (section 1.04): _____ Total Bid Discount (section 1.05): _____

Does your firm qualify for MBE or WBE status (section 1.09): MBE _____ WBE _____

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

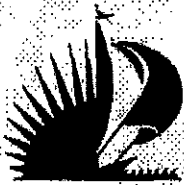
<u>Addendum No.</u>	<u>Date Issued</u>
---------------------	--------------------

P-CARDS: Will your firm accept the City's Credit Card as payment for goods/services?

YES _____ NO

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Proposer will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation. **HAVE YOU STATED ANY VARIANCES OR EXCEPTIONS BELOW? BIDDER MUST CLICK THE EXCEPTION LINK IF ANY VARIATION OR EXCEPTION IS TAKEN TO THE SPECIFICATIONS, TERMS AND CONDITIONS.** If this section does not apply to your bid, simply mark N/A in the section below.

Variances: N/A



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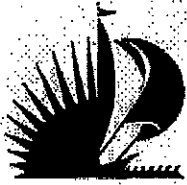
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RFP 535-11231
Real Estate Brokerage Services

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purchase@fortlauderdale.gov

ADDENDUM NO. 2

RFP 535-11231
Real Estate Brokerage Services

ISSUED July 3, 2013

This addendum is being issued to make the following change:

The following is now part of the General Conditions:

5.22 PUBLIC AGENCY CONTRACTS FOR SERVICES: if applicable, for each public agency contract for services, Contractor is required to comply with F.S. 119.0701, which includes the following:

- (a) Keep and maintain public records that ordinarily and necessarily would be required by the public agency in order to perform the service.
- (b) Provide the public with access to public records on the same terms and conditions that the public agency would provide the records and at a cost that does not exceed the cost provided in this chapter or as otherwise provided by law.
- (c) Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law.
- (d) Meet all requirements for retaining public records and transfer, at no cost, to the public agency, all public records in possession of the contractor upon termination of the contract and destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. All records stored electronically must be provided to the public agency in a format that is compatible with the information technology systems of the public agency.

All other terms, conditions, and specifications remain unchanged.

AnnDebra Diaz, CPPB
Procurement Services Division

Company Name: Brenner Equities Group, Inc., a Florida corporation d/b/a Brenner Real Estate Group
(please print)

Bidder's Signature: _____

Date: 7/16/13



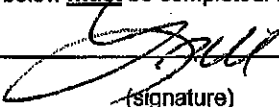
Tab 1: Bid/Proposal Signature page

BID/PROPOSAL SIGNATURE PAGE

How to submit bids/proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Department, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

Please Note: All fields below must be completed. If the field does not apply to you, please note N/A in that field.

Submitted by:  July 17, 2013
(signature) (date)

Name (printed) Lamar P. Fisher Title: President / CEO

Company: (Legal Registration) Fisher Auction Co., Inc.

CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit <http://www.dos.state.fl.us/>).

Address: 2112 East Atlantic Boulevard

City Pompano Beach State: Florida Zip 33062-5208

Telephone No. 954-942-0917 FAX No. 954-782-8143 Email: lamar@fisherauction.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): N/A

Payment Terms (section 1.04): N/A Total Bid Discount (section 1.05): N/A

Does your firm qualify for MBE or WBE status (section 1.09): MBE No WBE No

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No. Date Issued

P-CARDS: Will your firm accept the City's Credit Card as payment for goods/services?

YES N/A NO N/A

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Proposer will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation. **HAVE YOU STATED ANY VARIANCES OR EXCEPTIONS BELOW? BIDDER MUST CLICK THE EXCEPTION LINK IF ANY VARIATION OR EXCEPTION IS TAKEN TO THE SPECIFICATIONS, TERMS AND CONDITIONS.** If this section does not apply to your bid, simply mark N/A in the section below.

Variances:
N/A



City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

ADDENDUM NO. 1

RFP 535-11231
Real Estate Brokerage Services

ISSUED June 26, 2013

1. This addendum is being issued to provide responses to questions posed at the pre-proposal meeting held on June 21, 2013.

1. Q. Is there a list of the City properties?
A. The list of properties has been uploaded as Exhibit 1 and Exhibit 2.
2. Q. If there are liens on the properties, will the City be satisfying the liens?
A. As you cannot lien municipal property, it is moot. But, if the property is impaired, the determinations will be on a case-by-case basis.
3. Q. How many City owned properties have existing leases and what are their values?
A. The list of City leases has been uploaded as Exhibit 3.
4. Q. Define lease management, lease administration.
A. Lease management means (1) ensuring that the Lessee's obligations, including payment, under the lease are being met; and, (2) acting as the City's agent in dealing with the Lessee. City will handle property maintenance, though Contractor should advise City of property maintenance issues.
5. Q. What is the process to sell the 140 parcels?
A. Please refer to the Fort Lauderdale Charter, uploaded as Exhibit 4.
6. Q. Is there a limit to how the properties can be marketed?
A. The marketing plan will be developed by the Contractor and approved by the City. The Contractor will be able to market the properties on their website as well as the MLS and other conventional means.
7. Q. Are there priority parcels?
A. The City will be looking to the Contractor to help establish the priority. For the most part, priority will be consistent with marketability.
8. Q. Are the properties as City as a tenant included in this contract or just City as Lessor?
A. Just as Lessor.
9. Q. Does this proposal include property acquisition?
A. No
10. Q. Who is responsible to pay the commission on lease management?
A. Dependent upon terms of current leases. Ultimately, new leases would be a cost of the Lessee.
11. Q. How does Contractor get paid?
A. Contractor should propose payment terms in their response.
12. Q. Is Contractor paid in the same manner for lease renewals?
A. Contract should propose payment terms in their response.



City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

13. Q. Does the City limit the number of years for leases?
A. Yes, Please refer to the Fort Lauderdale Charter, uploaded as Exhibit 5
14. Q. Is there compensation for existing leases?
A. Yes
15. Q. What percentage of the 140 properties is commercial vs. residential?
A. Percentage is unknown. Maps are provided showing commercial and residential properties.
16. Q. Please clarify affordable housing requirement.
A. Please refer to Florida Statute 166.0451 that has been included as Exhibit 6.
17. Q. Is there a value if City gives away properties?
A. Contractor will not be involved in any sales where the property will not be sold for market value.

2. The deadline to pose questions has been changed to Monday, July 1, 2013.

3. The opening date of this Request for Proposal has been changed to July 25, 2013.

All other terms, conditions, and specifications remain unchanged.

AnnDebra Diaz, CPPB
Procurement Specialist II

Company Name: Fisher Avoid Co. Inc.
(please print)

Bidder's Signature: [Signature]

Date: 7/24/13



City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

ADDENDUM NO. 2

RFP 535-11231
Real Estate Brokerage Services

ISSUED July 3, 2013

This addendum is being issued to make the following change:

The following is now part of the General Conditions:

5.22 PUBLIC AGENCY CONTRACTS FOR SERVICES: if applicable, for each public agency contract for services, Contractor is required to comply with F.S. 119.0701, which includes the following:

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- (b) Provide the public with access to public records on the same terms and conditions that the public agency would provide the records and at a cost that does not exceed the cost provided in this chapter or as otherwise provided by law.
- (c) Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law.
- (d) Meet all requirements for retaining public records and transfer, at no cost, to the public agency, all public records in possession of the contractor upon termination of the contract and destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. All records stored electronically must be provided to the public agency in a format that is compatible with the information technology systems of the public agency.

All other terms, conditions, and specifications remain unchanged.

AnnDebra Diaz, CPPB
Procurement Services Division

Company Name: Fidelity Brokerage Co., Inc.
(please print)

Bidder's Signature: [Signature]

Date: 7/24/13

Tab 2: Non-Collusion Statement

NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

<u>NAME</u>	<u>RELATIONSHIPS</u>
<u>None</u>	_____
_____	_____
_____	_____
_____	_____

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

PROPOSAL PAGES – COST PROPOSAL

Proposer Name Brenner / Fisher Team

Proposer agrees to supply the products and services at the prices bid below in accordance with the terms, conditions and specifications contained in this RFP.

Cost to the City: Contractor must quote firm, fixed, annual rate for all services identified in this request for proposal. This firm fixed annual rate includes any costs for travel to the City. No other costs will be accepted. This firm fixed annual rate will be the same for the initial contract period.

Failure to use the City's COST PROPOSAL Page and provide costs as requested in this RFP, may deem your proposal non-responsive.

A. Proposed commission percentage as defined in Section A: Up to 10 %

Auction Commission: 10% Buyer Premium divided as follows:

- 3% Fisher Auction
- 3% Brenner Real Estate
- 3% Co-broker
- 1% to reimburse Marketing Budget

Should the property be purchased without a Co-broker the commission will be divided as follows:

- 4% Fisher Auction
- 4% Brenner Auction
- 1% to reimburse Marketing Budget
- 1% reimbursed back to City of Fort Lauderdale

Traditional Brokerage Commission:

- 5% Fisher / Brenner- without a co-broker
- 6% Fisher / Brenner- with a co-broker (to be shared 50-50 with co-broker)

B. Proposed lease cost percentage as defined in Section B: 5 and 3 %

New Leases: 5% of Gross lease payment, payable monthly from lease payment received from tenant.

Lease Management: 3% of gross lease payment, payable monthly from lease payment received from tenant.



FISHER
AUCTION COMPANY

REAL ESTATE | NOTES | PORTFOLIOS



BRENNER
REAL ESTATE GROUP
Licensed Real Estate and Mortgage Brokerage Company

July 19, 2013

City of Fort Lauderdale
Procurement Services Division
Room 619, City Hall
100 North Andrews Avenue
Fort Lauderdale, Florida 33301

RE: RFP #535-11231 – Real Estate Brokerage Services

Dear Procurement Services Division:

The Brokerage Firm of Brenner Real Estate Group and the Real Estate Auction Firm of Fisher Auction Company are proud to submit the enclosed proposal for the referenced RFP. It is the intent of the Brenner / Fisher Team to provide the City of Fort Lauderdale with the most professional Traditional and Accelerated Marketing Brokerage Services available in todays market.

Brenner Real Estate Group has been a leader in the South Florida real estate market for over 25 years providing Leasing, Acquisition, Disposition, Development, Construction Management, Receivership and Property Management expertise.

Fisher Auction Company is a 40 year South Florida based Accelerated Marketing Firm that specializes in the Auction Method of Marketing, with a proven history of successful initiatives for Municipal, Government and Court related dispositions.

Together, the Brenner / Fisher Team enthusiastically looks forward to the opportunity to provide the City of Fort Lauderdale with the most efficient and expeditious requested services as outlined in this proposal.

Respectfully submitted,

Fisher Auction Company

Lamar P. Fisher
President / CEO

Brenner Real Estate Group

Scott Brenner, Esq., CCIM, SIOR, RPA, CAM
President / Broker

2112 East Atlantic Boulevard
Pompano Beach, Florida 33062

Phone: 954.942.0917
Fax: 954.782.8143

Web: www.fisherauction.com
Email: info@fisherauction.com

Tab 5 (a): Statement of Proposed Services. An assessment of capability and approach to perform the scope of service.

Assessment of Capability / Approach to Perform Scope of Services

Over the past twenty-six (26) years, Brenner Real Estate Group has rapidly grown to become one of South Florida's most respected independent real estate companies. We are proud of this distinction, and believe that our reputation stems from an ability to blend the professional disciplines of skill and expertise with the old-fashioned values of hard work and integrity. Our focus on comprehensive service – combined with a proven track record of success – has enabled us to build a solid foundation for continuing growth. With strict attention to detail, we are committed to providing personal attention and a timely response to our clients' needs.

Brenner Real Estate Group is a comprehensive real estate organization well versed in handling all challenges of today's real estate portfolios. We provide leasing, acquisition, disposition and management expertise for all commercial real estate property types. Our professionals serve the needs of a diverse mix of tenants, landlords, sellers and buyers. With communication as a priority, we employ innovative technology including an interactive web site and state-of-the-art marketing and accounting systems.

As developers and owners of Florida properties, Court Appointed Receiver/Bank Approved Manager and as property managers for a diverse portfolio of assets, we have guided properties through workouts and difficult market times. We are well skilled in maintaining viability of assets for the smallest to the largest budgets.

Today, Brenner is made up of more than 25 employees and associates with specialists in commercial, Industrial, retail, office, residential development and sales, land management and investment brokerage. In 2012, our combined commercial leased and sold properties totaled over 2 million square feet and over \$48 million in volume. Our services include asset management, property management, receiverships, workouts, finance, accounting, legal, development, and construction management to name a few. BREG currently has over one and half million square feet of commercial property under management. As further recognition of our success, we were named Small Business of the Year by the *South Florida Business Journal* as well as annual *POWER BROKER* recognitions too.

Scope of Services:

Fisher Auction Company along with Co-Contractor Brenner Real Estate Group proposes to conduct Real Estate Auctions on any property that is considered or advised as being best suited for the Accelerated Marketing Program as a compliment to the traditional brokerage sales and services where Brenner will provide rent collection, accounting, leasing and lease renewal services.

The terms of the offering are predefined in the General Terms and Conditions of Sale and qualified bidders will competitively bid at the preset date and time.

Our goal is to deliver a distinct message to all potential buyers that the City of Fort Lauderdale wants to sell now to generate the highest level of interest in order to obtain the highest sales prices.

Any scheduled Auction will take place within 45 days of the Marketing Commencement which allows for sufficient time to prepare the necessary due diligence packages for the bidders and implement our specially designed Auction-Marketing Campaign. The Auction date and time will be agreed upon by all parties involved.

Tab 5 (b): Statement of Proposed Services. Identification of Proposer's distinctive competence, staff qualifications assigned to this account with their experience and skills they bring to this assignment, along with resume of experience and qualifications.

Brenner Real Estate Group

**Scott Brenner, Esq., CCIM, SIOR, RPA, CAM
CEO, President, Broker**

Scott Brenner is a founding principal and the driving force behind Brenner Real Estate Group, and has led the company to a 20-year reputation for excellence. His background as a licensed attorney, real estate broker, mortgage broker, court appointed receiver, and bankruptcy consultant, as well as his strength as a development owner, serves the organization and clients well.

Reese Stigliano, SIOR

Reese is a recognized leader on the South Florida commercial real estate market, and brings over 30 years of experience in commercial real estate to Brenner Real Estate Group. As Senior Vice President, he will focus on the disposition of Bank Owned Real Estate, investment sales, land sales and office leasing for the firm.

Andrea Brenner, Business Manager

Andrea is responsible for business development in the Asset Solutions division of the company which focuses on providing value-added asset stabilization services for distressed bank and lender-owner properties. As a partner of BREG, she is also involved in special services of troubled property assignments, operations, human resources and brokerage and marketing.

Susan Spragg, Controller

Susan, serving on the Executive Team, is responsible for overseeing the global accounting, reporting, forecasting and insurance compliance activities for Brenner Real Estate Group. She also handles the finance, treasury, tax and risk management functions and has proven positive results on behalf of the owners.

Carla Casey, Regional Property Manager

Carla operates Brenner's Melbourne office, using her extensive experience in physical property management and maintenance to supervise administration, property management, construction management, capital improvements, budget preparation, land sales, local leasing and stabilization solutions.

Roxanna Collins, Asset Manager

Roxanna's experience in asset management includes optimization of retail, office, industrial and investment properties for high profile companies. She oversees several Brenner managed properties and provides a high level of forward thinking and strategic direction to add value to Brenner's management role.

Ilene Z. Nodarse, Brokerage Administrator

As Brokerage Administrator, Ms. Nodarse offers administrative support to all of the associates by reviewing and completing brokerage documents for listings, agreements and contracts as well as researching, brokerage accounts receivable, organization of all listings and closings within the company and assistance to Mr. Brenner.

Beatriz Suarez, Marketing Coordinator/Assistant

Beatriz is responsible for all things marketing. She is responsible for creating all marketing materials, events and other promotional strategies by utilizing industry websites and social media to promote the availability of our assets.

Wendy Monjaraz, Property Manager

Wendy oversees a portfolio of over 230,000 square feet of office, retail and industrial properties for REO and private owners, her key roles are budget preparation, vendor bidding and supervision and securing capital improvement funding as well as rent collection, tenant compliance and governmental compliance reporting.

Linda Spence and Elizabeth Black, Property Accountant

Linda and Elizabeth will be responsible for the accounts payables, account receivables, banking activities and financial reporting for the Property.



Scott Brenner, Esq.
CCIM, SIOR, RPA, CAM
President/Broker

Mr. Scott Brenner, a founding principal, is the driving force behind Brenner Real Estate Group. He had the vision, enthusiasm, and dedication to form the organization in 1987. His background as a licensed attorney, real estate broker and mortgage broker, court appointed receiver, bankruptcy consultant, as well as, a strong owner developer serves the organization and clients well.

His knowledge and abilities allow him to analyze any situation and react quickly to provide responsive results. He is involved in all aspects of the Company's activities including leasing, sales, development, management, tenant representation, investment sales, joint venture opportunities and court appointed receiverships.

Mr. Brenner is very active in the industry and has served on the Boards of many organizations including National Association of Industrial Office Parks (NAIOP), and Business Owner's Management Association (BOMA) and Realtors Commercial Alliance (RCA). He is dedicated to the pursuit of excellence through education and has attained the Certified Commercial Investment Member (CCIM), Society of Industrial Office Realtors (SIOR), Real Property Administrator (RPA), Community Association Manager (CAM) and he is also pursuing the Certified Property Manager (CPM) designation. Mr. Brenner's extensive community and political involvement employ further his natural leadership acumen.

He has carefully chosen his staff for their diverse areas of expertise, dedication to quality, and the sharing of a common vision and mission to be the best, providing excellence in real estate services. Utilizing the many skills and diverse backgrounds of his professional staff, Mr. Brenner remains dedicated to satisfying his clients' needs. This commitment to quality service and a strict attention to detail are the fundamental principles upon which Mr. Brenner built the foundation of Brenner Real Estate Group.



Reese Stigliano, SIOR
Senior Vice President -
Commercial Division

Mr. Stigliano is a recognized leader on the South Florida commercial real estate market, and brings over 30 years of experience in commercial real estate to Brenner Real Estate Group. As Senior Vice President, he will focus on the disposition of Bank Owned Real Estate, investment sales, land sales and office leasing for the firm.

Mr. Stigliano's talent in bringing complicated commercial transactions to a close has been evident in his successful brokerage career. Most recently, he served as Principal and Partner of Berger Commercial Realty Corp. where he provided leadership since 2006. In 2010, representing JP Morgan Chase, Stigliano coordinated the disposition of 32 apartment buildings. Previously, he was Managing Partner and founder of CPRA, a full service real estate brokerage company which was sold to Prudential CRES. During his last year at CPRA, Mr. Stigliano was involved in 26 transactions including five major investment property sales exceeding \$35 million, nine land sales in excess of 250 acres and thirteen separate lease transactions. From 1994 - 1999 Mr. Stigliano served as Director of Development for Tambone Real Estate Development Corporation where he was responsible for new business development, land acquisition, lease negotiations, loan acquisition and investment sales. During his tenure with Tambone, he was directly involved in the development of over 1,500,000 square feet of industrial and office properties. Prior to Tambone, Stigliano was Senior Vice President with Colliers International, a national commercial real estate brokerage company in the Fort Lauderdale office. During his 13-year career with Colliers he participated in leasing and sales transactions totaling more than 1 million square feet of office space with a combined gross aggregate value exceeding \$100 million.

Stigliano holds the SIOR designation from the Society of Industrial and Office Realtors. He is a member of the National Association of Industrial and Office Properties (NAIOP) and of the Building Owners and Managers Association (BOMA) where he has been named Leasing Agent of the Year. He has been recognized by the South Florida Business Journal as a "Heavy Hitter in South Florida Commercial Real Estate" and has earned "Top Broker" in Sales Transactions awards in 2005 and 2008 from CoStar Group. Stigliano holds his Broker-Salesperson license from the state of Florida as well as his Florida Mortgage Broker license.

Mr. Stigliano earned a Bachelor's degree in accounting from Fordham University, Bronx, NY and an MBA in finance from the University of Miami.



Andrea Brenner
Business Manager

Andrea Brenner keeps Brenner Real Estate Group running smoothly through her creative and efficient management of Brenner support services including corporate marketing, overall operations, information technology systems, and human resources. She has enhanced the company's business development results through her fresh ideas and keen eye for market trends.

Ms. Brenner has 18 years of experience in real estate marketing. Prior to applying her talents solely to Brenner Real Estate Group, Ms. Brenner was co-owner and partner of R.E.A.L. (Real Estate and Land) News & Marketing, a marketing communications firm dedicated to providing marketing programs focused on promoting sales and leasing of commercial real estate properties. Subsequently, she established Grand Concepts II, a marketing and promotions firm specializing in real estate marketing and special events for some of the most notable commercial real estate firms in South Florida. Grand Concepts I was established in 1984 (during college years) to create and execute special events on Florida's SEAESCAPE day and evening cruises.

Ms. Brenner holds her Florida Real Estate License. She earned a Bachelor of Arts in Business and Marketing from Florida International University in North Miami. Over the past nine years she has held multiple responsibilities at North Broward Preparatory School including vice-president of the Parent Teachers Association, Booster co-president, and currently serves on the NBPS Board of Trustees. She has also served on the board of the Jewish Federation of South Palm Beach County and has held numerous leadership positions with other charitable organizations.



Susan Spragg
Controller

Susan Spragg is responsible for overseeing accounting, reporting, forecasting and compliance activities for Brenner Real Estate Group, as well as finance, treasury, tax and risk management functions.

Ms. Spragg has been with Brenner Real Estate Group since 2005, bringing two decades of finance and accounting management experience to the company. Previously, Ms. Spragg served as Director of Finance for a residential real estate developer. Ms. Spragg earned an MBA in Finance from Florida Atlantic University, and holds an undergraduate Bachelor of Arts degree in Economics from the University of North Carolina at Chapel Hill.

She is a native of Fort Lauderdale. Active in several professional organizations, Ms. Spragg is a member of Financial Executives International and the Association for Financial Professionals, and previously served as President of the South Florida Chapter of the Institute of Management Accountants. In civic involvement, Ms. Spragg is a member of the Junior League of Greater Fort Lauderdale, and is a supporter of the Museum of Art, the Gold Coast Jazz Society and Fort Lauderdale's Stranahan House.





Ilene Z. Nodarse
Brokerage Administrator

Ilene Nodarse is Brokerage Administrator for Brenner Real Estate Group. In this role, she assists and supports the Brenner Brokerage team with coordination of listing agreements, contracts, brokerage accounts receivable, and commercial real estate research.

Prior to joining Brenner Real Estate Group, Ms. Nodarse served as Director of Lease Administration for Horizon Properties of Miami, Inc., a leasing and property management firm in Miami Lakes, FL that focuses on retail and office properties. She has also been employed as Lease Administrator with Southern Management and Development, Boca Raton, FL, and was Assistant to the Vice President of Finance for 10 years for AVR Realty Company in Yonkers, NY.

Ms. Nodarse has 19 years in the commercial real estate field. She holds her Florida Sales Associate license, is a Florida Notary Public, and is a member of the International Council of Shopping Centers (ICSC.) Ms. Nodarse studied Liberal Arts at Westchester Community College, Valhalla, NY.



Beatriz Suarez
Marketing Coordinator

Beatriz Suarez is Marketing Coordinator for Brenner Real Estate Group. In this capacity, she is involved not only in assisting the Brokerage department with the promotions of Brenner's listed properties and commercial portfolio, but also assists with marketing programs on the corporate level. Ms. Suarez creates and produces property marketing materials including production of video and property photos, flyers, presentation and tour packages, property signage and coordination of broker events. She is also responsible for Brenner's social media marketing programs. Ms. Suarez helps market Brenner Real Estate Group's many services by managing the company website, assisting with corporate event planning, and conducting marketing research. Ms. Suarez has also taken a lead role in Brenner Real Estate Group's charitable giving activities.

Ms. Suarez has 11 years in the real estate industry, and has been with Brenner Real Estate Group for six years. Prior to her employment with Brenner, Ms. Suarez assisted with residential mortgages for Residential Lending. She was also Event Coordinator for the Boca Raton Real Estate Investment Club.

In civic involvement, Ms. Suarez volunteers for the Cooperative Feeding Program of Broward County and for her church community in the city of Pembroke Pines.

Ms. Suarez majored in Liberal Arts at Broward College in Pembroke Pines, FL. She is a Florida Notary, and holds her Real Estate License for the state of Florida.



Roxanna Collins

Regional Asset Manager ~ South Florida

With a depth of experience that includes asset management of office, retail, industrial and investment properties, Roxanna Collins brings a comprehensive outlook to leasing and Asset Management at Brenner Real Estate Group. As Regional Asset Manager, Ms. Collins is responsible for property management and stabilization of the South Florida portfolio in the Brenner leasing and management portfolio. By applying an ownership perspective to the property, Ms. Collins provides a high level of forward thinking and strategic direction to add value to Brenner's management role. Ms. Collins plays a big role in securing tenant and client relations, leasing, employee supervision, construction management, property management, capital improvements and more.

With over 28 years in the commercial real estate industry, Ms. Collins held key roles for numerous high profile organizations prior to joining Brenner Real Estate Group. As President and Director of Retail Services with Collins Blackwell Commercial of Alpharetta, GA, Ms. Collins was responsible for portfolio growth, value enhancement, property optimization, underwriting acquisitions and dispositions, and financial statement review. She also served for 11 years as Director of Property Services and Retail Leasing with Lincoln Property Company of Atlanta, GA, where she represented clients in the company's southeast region including GE Investments, L&B Realty Advisors, Cobra Investments, Healy Investment Properties and more. Ms. Collins was employed as Asset Manager for Branch & Associates, Atlanta, GA, where she managed 22 investments in the southeast region for foreign and domestic owners. Previously, she worked for ten years as Real Estate Manager with CB Commercial Real Estate Group in Fort Lauderdale, FL where she was responsible for management and maintenance of 1.2 million SF of retail, office and industrial projects in the tri-county area for Crown Life, Equitable, BHF Bank, Pioneer Savings, RTC and MONY.

Ms. Collins attended Mesa Community College in Tempe, AZ and Rose University in Oklahoma City, OK with concentrations in business administration and computer programming. She holds broker licenses in the states of Florida and Georgia. Her industry involvement includes membership in the International Council of Shopping Centers (ICSC), the Georgia Real Estate Board, and the Building Owners and Managers Association (BOMA) from which she holds the Real Property Administrator (RPA) certification.



Carla Casey

Regional Manager –
Property Management

Ms. Casey's office is located in the Melbourne office for Brenner Real Estate Group. Her responsibilities include day-to-day administration and management of properties, construction management, budget preparation and leasing in all Melbourne properties and a retail complex in Palm Beach. She also manages several office buildings in Palm Beach County. Ms. Casey has a Bachelor of Arts in Communications from Bowling Green State University. Her professional background includes residential property management, community association management, as well as other commercial property management.



Tab 5 (b): Statement of Proposed Services. Identification of Proposer's distinctive competence, staff qualifications assigned to this account with their experience and skills they bring to this assignment, along with resume of experience and qualifications.

Lamar P. Fisher, President / C.E.O.

Mr. Fisher has over thirty years of experience in the Auction Industry. He serves as auction coordinator and oversees the daily responsibilities of every aspect in the auction process. He has been instrumental in overseeing the successful auction disposition of over 2.5 billion dollars of closed real estate sales. Mr. Fisher is a licensed real estate broker, a graduate of the Certified Auction Institute and holds the Accredited Auctioneer, Real Estate designation.

Francis D. Santos, Executive Vice President / C.O.O.

Mr. Santos has been employed with Fisher Auction Company for over twenty years. He serves as auction manager and is responsible for the preparation of all due diligence information and materials for auction properties with sales in excess of 1 billion dollars. He is a licensed real estate broker and has a REO Certification from the Five Star Institute.

Louis "Benny" Fisher, Founder / Chairman

Mr. Fisher established the firm in 1972. He serves as a consultant with over forty years in the real estate auction industry. He is a National Auctioneer Association Hall of Fame Recipient and holds a real estate brokerage license.

André LaBauve, C.F.O.

Mr. LaBauve has been employed with Fisher Auction Company for over twenty one years. He specializes in the accounting, closing coordination and reporting of each auction sales initiative. He has been instrumental in the closing coordination of over 10,000 properties. He serves as auction day contract room coordinator and is in control of every aspect of a successful transaction.

Margaret Navarro, Director of Marketing

Ms. Navarro has been employed with Fisher Auction Company for over twenty years. She has led the company in millions of dollars of auction marketing campaigns. She is an expert in targeting the needed demographic clientele necessary to make each auction a success. Her administration of our marketing program has made Fisher Auction Company a front runner in the ever evolving marketing industry with extensive use of internet and social media platforms.

Barbara Fisher, Master Appraiser

Ms. Fisher has been employed with Fisher Auction Company for over forty years as lead appraiser. She is instrumental in real property valuations, is a Master Real Estate Appraiser and holds a certificate as a Commercial Real Estate Appraiser. In addition, she is a licensed real estate sales person.

James Jordan, R.E.O Specialists

Mr. Jordan joined Fisher Auction Company with over thirty years experience in asset management for banks, financial institutions and the federal government. He was directly involved in the oversight of sales contracts, coordination in settlement of escrow and legal aspects of closings. He works directly with brokers on each property disposition assignment and is a key component to successful closings.



EXECUTIVE PROFILES

Lamar P. Fisher, CAI, AARE

Lamar P. Fisher is a fourth generation resident of Pompano Beach, Broward County, Florida. He holds a degree from Palm Beach State College; is a graduate of the Certified Auctioneers Institute (CAI); and is an Accredited Auctioneer in Real Estate (AARE), the highest designations earned by the Auction Marketing Institute.

Fisher represents the third generation of executive leadership for Fisher Auction Company as its President and CEO. For over 30 years, he has devoted his entire career life to all aspects of the auction industry, is an industry leader and authority in marketing of real estate via the auction process.

He is responsible for directing the daily activities of his national / international company, which include every phase of its development, from proposal writing to client presentations, conducting auction events, and closing the transactions.

Fisher Auction Company continues to lead the auction industry by formulating new techniques which in turn outperforms any competition and maximizes the value / return for its clients. Fisher Auction Company's services include live, live with real time online bidding, online bidding only and sealed bid auction platforms.

Fisher was engaged by the City of North Port, Sarasota County, Florida to conduct an online only auction for over 2,000 land parcels. This initiative set an unsurpassed record for the largest real estate auction ever conducted on the Internet for a single event generating over \$65 Million.

With Fisher's proven success rate, professionalism and dedication to the Auction Industry, he continues to propel Fisher Auction Company as one of the top firms in the United States, Puerto Rico and the Virgin Islands serving Lenders, Receivers, Developers, Governmental Agencies, Trust Companies, Municipalities, Real Estate Brokerage Firms, Private and Public Equity Firms and REITS with sales in excess of \$2.5 Billion.

Currently, Mr. Fisher is licensed in Florida, Georgia, South Carolina, North Carolina, Kentucky and Virginia.

Fisher is the current Mayor for the City of Pompano Beach; Past Distinguished Governor for the Florida District of Kiwanis International and Founder of the International K-Kids Clubs; and is the recipient of innumerable awards for his humanitarian service.

Francis D. Santos

Mr. Santos serves as Executive Vice President and Chief Operating Officer of Fisher Auction Company. He joined Fisher Auction in 1993 assuming responsibilities that include Project Management, Auction Coordination, Due Diligence Research, Personal Property Appraising, and Live Auction Assistance. In addition, he is key in the preparation of all Property Information Packages utilized in all of our auction events.

He has been instrumental in numerous successful property auctions for some of our major clients totaling over One Billion Dollars in closed sales, including our auction held for the City of Northport, Florida - the single largest Real Estate Auction conducted online via the Internet selling more than 2000 properties for over \$60,000,000.

Mr. Santos attended Trident College in Charleston, South Carolina. He is an active member in the National Auctioneer's Association, Florida Auctioneer's Association, Auction Marketing Institute, and an associate member in the Bankruptcy Bar Association, Southern District of Florida.

He currently holds a Florida Real Estate Associate Broker License, Graduate Personal Property Appraiser Designation from Auction Marketing Institute, and a coveted REO Certification from the Five Star Institute.

Mr. Santos received his Real Estate Broker's License from Gold Coast School of Real Estate, Fort Lauderdale, Florida and Graduate Personal Property Designation from the Auction Marketing Institute, Overland Park, Kansas.



Lamar P. Fisher
President / CEO
lamar@fisherauction.com
Direct: 754.220.4113
www.linkedin.com/pub/lamar-p-fisher/9/567/886



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Francis D. Santos
Executive Vice President / COO
francis@fisherauction.com
754.220.4116

Corporate Headquarters
2112 East Atlantic Boulevard
Pompano Beach, Florida 33062
Office (Int'l): 954.942.0917
Toll Free: 800.331.6620
Facsimile: 954.782.8143
www.fisherauction.com



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The Standard of Excellence

FISHER AUCTION COMPANY'S EXECUTIVE PROFILES

Benny Fisher, CAI, AARE

Mr. Fisher is the Founder and Chairman of the Board for Fisher Auction Company, the firm he established in 1972. His son, Lamar, serves as President / Chief Executive Officer.

After thirty years of service, he remains involved as a Consultant. As Chairman, he continues to represent Fisher as "The Standard of Excellence" in the arena of Accelerated Marketing as being the preferred method for real property investment sales. Because of his unparalleled success, he is considered an industry authority.

Mr. Fisher, a Native Floridian, was educated at the University of Miami, where he was conferred a Bachelor of Arts degree with honors in 1961. Subsequently, he was awarded an Honorary Doctorate for his benevolence with so many Humanitarian causes.

Vocationally, Mr. Fisher was a member of the 1972 graduating class at Reich Auction College; and a graduate of the Certified Auctioneers Institute in 1981.

Fraternally, Mr. Fisher has served as Board Member, Vice-President, and President of the Florida Auctioneers Association; Director of the National Auctioneers Association; and is a Lifetime Member of the Auctioneers Association of North Carolina.

Mr. Fisher's Accolades for leadership include Florida State Bid Calling Champion twice (1980 and 1985); World Champion of Champions (2000); and was recognized to receive its First ever Businessman of the Year Award from the Pompano Beach Chamber of Commerce in 1990.

In 1995, Mr. Fisher was presented the "Lewis C. Dell" award by his fellow members of the Florida Auctioneers Association. The culmination of his career came in 2004 at the Annual Conference and Show for the National Auctioneers Association held in Madison, Wisconsin where he was inducted into the Auctioneers "Hall of Fame" by 7,000 of his colleagues and peers. In 43 years of history, less than 100 professionals have been chosen for this prestigious and coveted honor.



Louis "Benny" Fisher
Founder / Chairman
benny@fisherauction.com
754.220.4114

André LaBauve

Mr. LaBauve is the Chief Financial Officer of Fisher Auction Company having joined the firm in 1992. He has been in the Auction industry for over 24 years and specializes in the accounting, closing coordination and reporting of Auction Sales.

Mr. LaBauve has been instrumental in the coordination and closing of over 15,000 properties.

He has devised and managed a system to enable the closing of our accelerating marketing properties to run as seamlessly as possible for Sellers, Buyers and Brokers. He is on premises and in charge of our closing room the day of the event. In addition, he coordinates all internet auction closings.

Mr. LaBauve provides detailed sales, expenditure and closing reports to our clients and oversees our budget allocations. In addition to closing coordination, Mr. LaBauve oversees all company expenses, reporting directly to the Chief Executive Officer.

Prior to working in the auction industry, Mr. LaBauve was employed by the Federal Deposit Insurance Corporation (FDIC) as an Account Officer in the Real Estate Department. He was instrumental in the first FDIC Real Estate Auction held in Lafayette, Louisiana.

Mr. LaBauve was born and raised in New Iberia, Louisiana. He graduated with a Bachelor of Arts degree in 1977 from the University of Southwestern Louisiana.

Mr. LaBauve is an integral part of our Fisher Auction Team.



André LaBauve
Chief Financial Officer
andre@fisherauction.com
754.220.4122

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Corporate Headquarters
2112 East Atlantic Boulevard
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Facsimile: 954.782.8143
www.fisherauction.com



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EXECUTIVE PROFILES

Midge Navarro

Ms. Navarro joined Fisher Auction Company in 1993 and has worked closely with both the Chairman and CEO of Fisher Auction Company in strategic planning of our accelerated marketing presence.

Her auction and marketing expertise has been instrumental in the design elements of our website, marketing materials and promotion of our auction events.

Ms. Navarro has a keen insight on targeting the needed demographic clientele for our accelerated marketing programs, with a proven track record of generating interest in the objective market. Her administration of our marketing program has made us a front runner in the ever evolving marketing industry with extended use of Internet and social media platforms.

In addition, Ms. Navarro oversees our internet auctions and coordination of any off-site bidding within our live events along with any real-time auction synchronization requirements.

Ms. Navarro continues to work within our team to bring focus and make every event a priority.



Midge Navarro
Director of Marketing
francis@fisherauction.com
754.220.4122

Barbara Fisher

Ms. Fisher is a remarkably experienced appraiser, consultant, lecturer and author. She holds numerous certifications and is widely acclaimed within the real estate / personal property appraisal industry. In addition to these extraordinary roles; Ms. Fisher also assists at most of our auctions and is a favorite auction bid assistant.

Certifications / Licenses Achieved:

- MRA; Master Real Estate Appraiser
- CREA; Commercial Real Estate Appraiser
- PREA; Professional Real Estate Appraiser
- Real Estate Sales License
- GS; Gem Spectrum Appraiser
- ISA; Certified Personal Property Appraiser
- CIMA; Certified Industrial Machine Appraiser

Memberships:

2008 President of the National Auxiliary Auctioneers Association
Ladies Auxiliary of the National Auctioneers Association, Past President
International Society of Appraisers
Organization of Professional Real Estate Appraisers (OPREA), Past Vice Pres.
National Association of Master Appraisers (MRA)
National Association of Real Estate Appraisers
International College of Real Estate Appraisers, Past Board of Directors
Visiting Nurses Assoc of Broward County, Past Board of Directors, FL Home Health Care, Past Board of Directors
Pompano Beach Chamber of Commerce

Lecturer:

Guest Appraiser for the Van Andel Museum Road Show, 1999
Guest Appearance on "Appraise-A-Thon" on Fox TV Network, 1996
Personal Property Program Chair for the National Auctioneers Assoc., 1999
Broward Community College - Instructor, Miami / Dade Community College - Instructor
National Auction Training Center - Instructor, International Society of Appraisers - Instructor
National Association of Real Estate Appraisers - Instructor
International College of Real Estate Appraisers - Instructor
Florida Auctioneer's Association Conference on Antiques - Instructor
Ladies Auxiliary for the National Auctioneers Association - Instructor

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Barbara Fisher
Appraiser
barbara@fisherauction.com
754.220.4119

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Tab 5 (c): Statement of Proposed Services. Estimated timetables (e.g. marketing).

Estimated Timeline

<i>Proposed Event Timeline</i>	Responsible Entity	Target Date	Completed ✓
1. Review and physically inspect all property identifying by City as properties that are determined underutilized or surplus.	BREG/FAC	First 30 days	
2. Identify all property that is appropriate for use as affordable housing.	BREG	30 to 60 days	
3. Summarize Costs and Potential revenue associated with the sale of each property.	BREG	30 to 60 days	
4. Identify which properties have greatest opportunity to maximize revenue in the shortest period of time.	BREG/FAC	30 to 60 days	
5. Provide recommendation for community use such as community gardens.	BREG	30 to 60 days	
6. Identify best practices related to public sector real estate portfolio management that would be beneficial to the city in the ongoing mgt of its real estate assets. Determine by parcel, which method of sale: auction vs. traditional brokerage transaction, will generate highest revenue in shortest period of time.	BREG/FAC	90 to 120 days	
7. Review, abstract and assume Lease Management responsibility of all City leases where City is Lessor.	BREG	120 days	
8. Prepare and submit specific plan of action to meet the City's goal of revenue generation.	BREG/FAC	120 days	

Marketing Packages

Gold – Premium Package

\$2500.00 plus

- Press release of the property and listing
- Input of listing into Costar
- Input of listing into Loopnet
- Input of listing into Facebook
- Input of listing into BREG.net
- Input of listing into CCIMnet.com
- Print or web ads to be determined based on ad pricing
- Email blast to the brokerage community – 3 versions
- Create a flyer for general distribution – 75 color copies
- Print 2500 piece professional flyer or postcard with NML and direct mail
- Direct mail to a list generated by Salesgenie for tenants in certain zone based on property location
- Small broker morning/lunch event at the property for 12-24 brokers
- Exposure at a SFOBA breakfast meeting and other industry events
- Signage.

Blue – Standard Package

\$1000.00- 2500.00

- Press release of the property and listing
- Input of listing into Costar
- Input of listing into Loopnet
- Input of listing into Facebook
- Input of listing into BREG.net
- Input of listing into CCIMnet.com
- Email blast to the brokerage community – 2 versions
- Create a flyer for general distribution – 50 color copies
- Print professional flyer or postcard with NML and direct mail
- Direct mail to a list generated by Salesgenie for tenants in certain zone based on property location
- Exposure at a SFOBA breakfast meeting and other industry events

SAMPLE MARKETING MEDIA

Land / Commercial Properties	
Wall Street Journal - Florida	Display Ads Marketplace (Wednesdays)
Sun Sentinel	Display Ads
Miami Herald / El Nuevo	Display Ads
South Florida Business Journal	Display Ads
Daily Business Reviews	Display Ads
First Florida Commercial Magazine	Display Ads
Costar.com	Showcase Listing
Auctionzip.com	Over 900,000± monthly visitors, National Exposure
Landflip.com	500,000± monthly visitors from 130 Countries
Landsofflorida.com	500,000± monthly visitors, National Exposure
Landwatch.com	Over 1,000,000± monthly visitors, National Exposure
LandandFarm.com	650,000± monthly visitors, National Exposure
Loopnet.com	800,000± Subscribers, International / National Exposure
Propertyline.com	300,000± Subscribers Worldwide
Propertyblast.com	90,000± Subscribers
Fisherauction.com	25,000± Subscribers, International / National Exposure
Propertyauction.com	41,000± Subscribers, National Exposure
Google, Facebook, LinkedIn, Twitter	
Artwork Production - Internet Banners	
Jumbo Postcard 6" x 11"	Print, Postage, Fulfillment
Mall Lists	Area Land Owners and Investors / Realtors
Auction Day: Location, Bid Packets, Internet / Telephone Bidding	
Peripherals, Refreshments, Federal Express, etc.	
Signage	4 X 4
Photography	Aerial, Ground
Telemarketing 800 Line	
Property Information Packages	Copies, CD's, Internet

Residential Properties	
Wall Street Journal - Florida	Display Ads Marketplace (Wednesdays)
Sun Sentinel	Display Ads
Miami Herald / El Nuevo	Display Ads
New Times - Broward	Display Ads
The Flyer	Display Ads
Zillow.com	Showcase Listing
Auctionzip.com	Over 900,000± monthly visitors, National Exposure
Landflip.com	500,000± monthly visitors from 130 Countries
Landsofflorida.com	500,000± monthly visitors, National Exposure
harmonhomes.com	Feature Listing / Banner
mis / realtor.com	Showcase and Feature Zip Code Listings
Loopnet.com	800,000± Subscribers, International / National Exposure
Fastemallflyers.com	South Florida Realtors Eblast
Propertyblasthomes.com	Regional Realtors
Fisherauction.com	25,000± Subscribers, International / National Exposure
Propertyauction.com	41,000± Subscribers, National Exposure
Google, Facebook, LinkedIn, Twitter	
Artwork Production - Internet Banners	
Jumbo Postcard 6" x 11"	Print, Postage, Fulfillment
Mall Lists	Area Residents / Realtors
Auction Day: Location, Bid Packets, Internet / Telephone Bidding	
Peripherals, Refreshments, Federal Express, etc.	
Signage	Real Estate Signs
Photography	Ground
Telemarketing 800 Line	
Property Information Packages	Copies, CD's, Internet

Auction Sample Timeline

Proposed Event Timeline	Responsible Entity	Target Date	Completed
1. Auction Event Scheduled	FAC/BREG/COF		
2. Copy Due Diligence Files for Property Information Package(s) / Order Additional Services, if any	FAC/BREG		
3. Secure Auction Day Location	FAC		
4. Broker Registration Form prepared	FAC		
5. Finalization of Properties	FAC/BREG/COF		
6. Key Personnel Identification & Contact Sheet sent	FAC		
7. Timeline and Auction Update presented	FAC		
8. Telecommunications and Office staffed for call	FAC		
9. Terms of Offering sent to COF / DCA for Approval	FAC		
10. Draft of all Pre-Sale / Auction Forms sent to COF for Approval / Posted on Web Site	FAC		
11. Auction Brochure copy and layout to COF for review and approval	FAC/BREG		
12. Approved Auction Brochure copy/layout due by 2:00 p.m. E.T.	FAC/BREG/COF		
13. Auction Brochure to printer	FAC		
14. Website Page Created, Uploaded and Linked	FAC/BREG		
15. Bi-weekly / Weekly Pre-Auction Progress Reports to commence	FAC/BREG		
16. First Auction Wall Street Journal Ad Breaks	FAC		
17. Advertised Property Tour Inspections Begin	BREG		
18. Auction Brochure mailing to potential buyers to commence & posted on Web Site	FAC/BREG		
19. Property Information Packages completed for dissemination	FAC		
20. Weekly media tracking reports to COF (through completion of pre-Advertising / Marketing Campaign)	FAC/BREG		
21. Broker Email Blast	FAC/BREG		
22. Purchase and Sale Agreement / Updated Title Finalized and Printed	FAC/BREG		
23. Public Relations Program Implemented	FAC		
24. Status Conference	FAC		
25. Auction Event	FAC/COF/BREG/DCA		
26. Auction Sales Report due from (3 business days after event)	FAC		
27. Video of Auction Event due from (3 business days after event)	FAC		
28. Closings Completed (for non-extensions)	DCA		

COF - City of Fort Lauderdale
 FAC - Fisher Auction Company
 BREG - Brenner Real Estate Group
 DCA - Designated Closing Agent



Tab 6:

Business Licenses. Evidence that your firm and/or persons performing the work are licensed to do business in the State of Florida.

Brenner Real Estate Group Licenses

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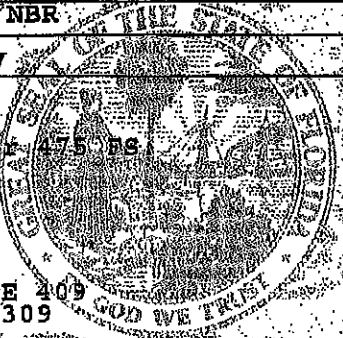
STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF REAL ESTATE

SEQ#L12052200848

DATE	BATCH NUMBER	LICENSE NBR
05/22/2012	118189336	00250517

The CORPORATION
Named below HAS REGISTERED
Under the provisions of Chapter 475 FS
Expiration date: MAR 31, 2014



BRENNER EQUITIES GROUP INC
BRENNER REAL ESTATE GROUP
1500 W CYPRESS CREEK RD STE 409
FT LAUDERDALE FL 33309

RICK SCOTT
GOVERNOR

KEN LAWSON
SECRETARY

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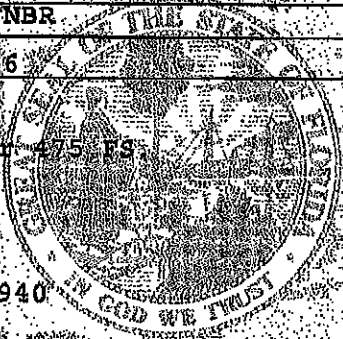
STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
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SEQ#L12011201266

DATE	BATCH NUMBER	LICENSE NBR
04/12/2012	110246832	B02014106

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BRENNER EQUITIES GROUP INC
6767 N WICKHAM RD #400
MELBOURNE FL 32940

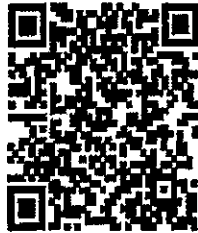
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DIVISION OF REAL ESTATE

LICENSE NUMBER	
BK334484	



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BRENNER, SCOTT F
1500 WEST CYPRESS CREEK RD SUITE 409
FORT LAUDERDALE FL 33319



RICK SCOTT
GOVERNOR

ISSUED: 04/24/2013 SEQ# L1304240001098
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STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

SECTION 1101.23(1)

DATE BATCH NUMBER

07/23/2010 100042117-1800019

THE BROKER

WALTER BROWN, JR.

UNDER THE COMMISSIONS OF CHARLES

EXPIRATION DATE: SEP 30, 2012

100042117-1800019

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CHARLES W. BROWN, JR.

GOVERNOR

CHARLES W. BROWN, JR.

INTERIM SECRETARY

DISHAAS REQUIRED BY LAW

AK458571

STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF REAL ESTATE

SEQ# 11081701130

DATE	BATCH NUMBER	LICENSE NBR	TYPE
08/17/2011	118020567	BK458571	

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Expiration date SEP 30, 2013



COLLINS, ROXANNA J
1201 SW 17TH STREET
FORT LAUDERDALE FL 33315

RICK SCOTT
GOVERNOR

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KEN LAWSON
SECRETARY

BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT

115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 - 954-831-4000
VALID OCTOBER 1, 2012 THROUGH SEPTEMBER 30, 2013

DBA:
Business Name: BRENNER EQUITIES GROUP INC

Receipt #: 379-13296
Business Type: ALL OTHERS (DEVELOPER)

Owner Name: SCOTT BRENNER/PRESIDENT
Business Location: 1500 W CYPRESS CREEK RD 409
FT LAUDERDALE
Business Phone: 954-596-5555

Business Opened: 10/05/1987
State/County/Cert/Reg:
Exemption Code:

Rooms Seats Employees Machines Professionals

Number of Machines:		For Vending Business Only				
Tax Amount	Transfer Fee	NSF Fee	Penalty	Prior Years	Collection Cost	Total Paid
45.00	0.00	0.00	0.00	0.00	0.00	45.00

THIS RECEIPT MUST BE POSTED CONSPICUOUSLY IN YOUR PLACE OF BUSINESS

THIS BECOMES A TAX RECEIPT

WHEN VALIDATED

This tax is levied for the privilege of doing business within Broward County and is non-regulatory in nature. You must meet all County and/or Municipality planning and zoning requirements. This Business Tax Receipt must be transferred when the business is sold, business name has changed or you have moved the business location. This receipt does not indicate that the business is legal or that it is in compliance with State or local laws and regulations.

Mailing Address:

SCOTT BRENNER/PRESIDENT
1500 W CYPRESS CREEK RD #409
FORT LAUDERDALE, FL 33309

Receipt # 13B-11-00008976
Paid 08/27/2012 45.00

2012 - 2013

BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT



Venice of America

CITY OF
FORT LAUDERDALE BUSINESS TAX YEAR 2012 - 2013

BUSINESS TAX
700 NW 19 AVENUE, FORT LAUDERDALE, FLORIDA 33311
(954)828-5195

Business ID: 9033203 Business Name: BRENNER SCOTT F
Business Address: 1500 NW 62 ST # 409
Tax Category: REAL ESTATE BROKER Tax#: 713534 Fee:

BRENNER SCOTT F
BRENNER REAL ESTATE
1500 NW 62 ST # 409
FORT LAUDERDALE, FL 33309

DETACH AND POST THIS RECEIPT IN A CONSPICUOUS PLACE

Fisher Auction Company Licenses

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



LICENSE NUMBER	
BK352765	

The BROKER
Named below IS LICENSED
Under the provisions of Chapter 475 FS.
Expiration date: MAR 31, 2015

FISHER, LAMAR PAUL
290 S.E. 5TH TERRACE
POMPANO BEACH, FL 33060



RICK SCOTT
GOVERNOR

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SECRETARY

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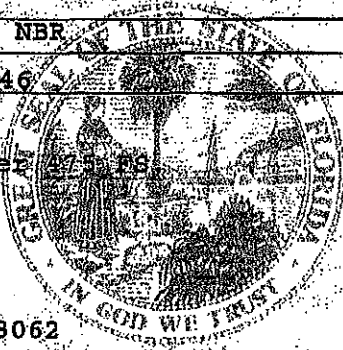
STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF REAL ESTATE

SEQ# L12112100558

DATE	BATCH NUMBER	LICENSE NBR
1/21/2012	120220518	CO1020546

he CORPORATION
Named below HAS REGISTERED
Under the provisions of Chapter
Expiration date: MAR 31, 2014

FISHER AUCTION CO INC
FISHER AUCTION COMPANY
2112 EAST ATLANTIC BLVD
POMPANO BEACH, FL 33062



RICK SCOTT
GOVERNOR

DISPLAY AS REQUIRED BY LAW

KEN LAWSON
SECRETARY

STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
FLORIDA BOARD OF AUCTIONEERS



LICENSE NUMBER
AB106

The AUCTION BUSINESS
Named below IS LICENSED
Under the provisions of Chapter 468 FS.
Expiration date: NOV 30, 2013

FISHER AUCTION COMPANY
2112 EAST ATLANTIC BLVD
POMPANO BEACH, FL 33062-5208



RICK SCOTT
GOVERNOR

ISSUED: 01/11/2013 SEQ# L1301110000858
DISPLAY AS REQUIRED BY LAW

KEN LAWSON
SECRETARY

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AC# 5816843

STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
FLORIDA BOARD OF AUCTIONEERS

SEQ# L11100702275

DATE	BATCH NUMBER	LICENSE NBR
07/07/2011	118070746	AU93

The AUCTIONEER
Named below IS LICENSED
Under the provisions of Chapter 468 FS.
Expiration date: NOV 30, 2013



FISHER, LAMAR PAUL
290 SE 5TH TERRACE
POMPANO BEACH, FL 33060

RICK SCOTT
GOVERNOR

DISPLAY AS REQUIRED BY LAW

KEN LAWSON
SECRETARY

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AC#5893487

STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
FLORIDA BOARD OF AUCTIONEERS

SEQ# L11112201721

DATE	BATCH NUMBER	LICENSE NBR
11/22/2011	110194845	AU332

The AUCTIONEER
Named below IS LICENSED
under the provisions of Chapter 468, FS.
Expiration date: NOV 30, 2013



FISHER LOUIS E
2740 NE 8TH COURT
POMPANO BEACH

FL 33062

RICK SCOTT
GOVERNOR

DISPLAY AS REQUIRED BY LAW

KEN LAWSON
SECRETARY

AC# 6079102

STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF REAL ESTATE

SEQ# L12033002270

DATE	BATCH NUMBER	LICENSE NBR
03/30/2012	110338136	BK27064

The BROKER
Named below IS LICENSED
Under the provisions of Chapter 475 FS.
Expiration date: MAR 31, 2014

FISHER, LOUIS B JR
351 S CYPRESS RD STE 210
POMPANO BEACH FL 33060

RICK SCOTT
GOVERNOR

DISPLAY AS REQUIRED BY LAW

KEN LAWSON
SECRETARY

AC# 5980728

STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF REAL ESTATE

SEQ# L12021401140

DATE	BATCH NUMBER	LICENSE NBR
02/14/2012	110282395	BK614199

The BROKER
Named below IS LICENSED
Under the provisions of Chapter 475 FS.
Expiration date: MAR 31, 2014

SANTOS, FRANCIS DAVID
551 SE 5TH COURT
POMPANO BEACH FL 33060

RICK SCOTT
GOVERNOR

DISPLAY AS REQUIRED BY LAW

KEN LAWSON
SECRETARY

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF REAL ESTATE

SEQ# L12021401140

DATE	BATCH NUMBER	LICENSE NBR
02/14/2012	110282395	BK614199

The BROKER
Named below IS LICENSED
Under the provisions of Chapter 475 FS.
Expiration date: MAR 31, 2014

SANTOS, FRANCIS DAVID
551 SE 5TH COURT
POMPANO BEACH FL 33060

RICK SCOTT
GOVERNOR

DISPLAY AS REQUIRED BY LAW

KEN LAWSON
SECRETARY

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AC#6036805

STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF REAL ESTATE

SEQ# L12031501256

DATE	BATCH NUMBER	LICENSE NBR
03/15/2012	110325648	SL388192

The SALES ASSOCIATE
Named below IS LICENSED
Under the provisions of Chapter 475 FS.
Expiration date: MAR 31, 2014

FISHER, BARBARA B
2740 NE 8TH CT
POMPANO BEACH FL 33062-4204

RICK SCOTT
GOVERNOR

DISPLAY AS REQUIRED BY LAW

KEN LAWSON
SECRETARY

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

LICENSE NUMBER
SL3269256

The SALES ASSOCIATE
Named below IS LICENSED
Under the provisions of Chapter 475 FS.
Expiration date: SEP 30, 2014

JORDAN, JAMES B
2030 NE 54TH STREET
FORT LAUDERDALE FL 33308

RICK SCOTT
GOVERNOR

ISSUED: 01/27/2013 SEQ# L1301270000350
DISPLAY AS REQUIRED BY LAW

KEN LAWSON
SECRETARY



BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT

115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 - 954-831-4000

VALID OCTOBER 1, 2012 THROUGH SEPTEMBER 30, 2013

DBA:
Business Name: FISHER AUCTION CO INC

Receipt #: 379-14471
Business Type: ALL OTHERS (AUCTION HOUSE)

Owner Name: LAMAR P FISHER/PRES CEO
Business Location: 2112 E ATLANTIC BLVD
POMPANO BEACH

Business Opened: 10/09/1984
State/County/Cert/Reg:
Exemption Code:

Business Phone: 954-942-0917

Rooms Seats Employees Machines Professionals

For Vending Business Only						
Number of Machines:				Vending Type:		
Tax Amount	Transfer Fee	NSF Fee	Penalty	Prior Years	Collection Cost	Total Paid
45.00	4.50	0.00	0.00	0.00	0.00	49.50

THIS RECEIPT MUST BE POSTED CONSPICUOUSLY IN YOUR PLACE OF BUSINESS

THIS BECOMES A TAX RECEIPT

WHEN VALIDATED

This tax is levied for the privilege of doing business within Broward County and is non-regulatory in nature. You must meet all County and/or Municipality planning and zoning requirements. This Business Tax Receipt must be transferred when the business is sold, business name has changed or you have moved the business location. This receipt does not indicate that the business is legal or that it is in compliance with State or local laws and regulations.

Mailing Address:

FISHER AUCTION CO INC
2112 E ATLANTIC BLVD
POMPANO BEACH, FL 33062

Receipt # 031-12-00000368
Paid 11/20/2012 4.50

2012 - 2013



City of Pompano Beach Business Tax Receipt

REGISTRATION NO.

OWNER

NEW

RENEWAL

DATE ISSUED

ACCOUNT NO.

REGISTRATION FEE

BUSINESS NAME

DELINQUENT CHG.

LOCATION

TRANSFER FEE

CLASSIFICATION

TOTAL AMOUNT PAID

EFFECTIVE DATE
OCTOBER 1

EXPIRATION DATE
SEPTEMBER 30

BUSINESSES MUST CONSPICUOUSLY DISPLAY THIS
BUSINESS TAX RECEIPT TO PUBLIC VIEW AT
BUSINESS LOCATION

CONTRACTORS MUST MAINTAIN ON FILE
CURRENT LICENSING AND INSURANCE

NOTICE: A NEW APPLICATION MUST BE FILED IF THE BUSINESS NAME, OWNERSHIP OR ADDRESS IS CHANGED. THE ISSUANCE OF A BUSINESS TAX RECEIPT SHALL NOT BE DEEMED A WAIVER OF ANY PROVISION OF THE CITY CODE NOR SHALL THE ISSUANCE OF A BUSINESS TAX RECEIPT BE CONSTRUED TO BE A JUDGEMENT OF THE CITY AS TO THE COMPETENCE OF THE APPLICANT TO TRANSGACT BUSINESS.



City of Pompano Beach Business Tax Receipt

REGISTRATION NO.

OWNER

NEW

RENEWAL

DATE ISSUED

ACCOUNT NO.

REGISTRATION FEE

BUSINESS NAME

DELINQUENT CHG.

LOCATION

TRANSFER FEE

CLASSIFICATION

TOTAL AMOUNT PAID

EFFECTIVE DATE
OCTOBER 1

EXPIRATION DATE
SEPTEMBER 30

BUSINESSES MUST CONSPICUOUSLY DISPLAY THIS
BUSINESS TAX RECEIPT TO PUBLIC VIEW AT
BUSINESS LOCATION

CONTRACTORS MUST MAINTAIN ON FILE
CURRENT LICENSING AND INSURANCE

NOTICE: A NEW APPLICATION MUST BE FILED IF THE BUSINESS NAME, OWNERSHIP OR ADDRESS IS CHANGED. THE ISSUANCE OF A BUSINESS TAX RECEIPT SHALL NOT BE DEEMED A WAIVER OF ANY PROVISION OF THE CITY CODE NOR SHALL THE ISSUANCE OF A BUSINESS TAX RECEIPT BE CONSTRUED TO BE A JUDGEMENT OF THE CITY AS TO THE COMPETENCE OF THE APPLICANT TO TRANSGACT BUSINESS.

RFP NO. 535-11231

TITLE: Real Estate Brokerage Services

ATTACHMENT "A"
LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local BUSINESS preference classification as indicated herein, and further certifies and agrees that it will re-affirm its local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this RFP. Violation of the foregoing provision may result in contract termination.

(1) Business Name

is a Class A Business as defined in City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.

(2) Brenner Equities Group, Inc. d/b/a Brenner Real Estate Group Business Name

is a Class B Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Business Tax Receipt or a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.

(3) Business Name

is a Class C Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.

(4) Business Name

requests a Conditional Class A classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(5) Business Name

requests a Conditional Class B classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(6) Business Name

is considered a Class D Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. and does not qualify for Local Preference consideration. (Notary not required for Class "D")

PROPOSER'S COMPANY: Brenner Equities Group, Inc. d/b/a Brenner Real Estate Group

AUTHORIZED COMPANY PERSON: Scott Brenner NAME SIGNATURE DATE 7/2/13

STATE OF FLORIDA COUNTY OF BROWARD

The foregoing instrument was acknowledged before me this 10th day of July, 2013, by Scott Brenner and Brenner Real Estate Group as President and respectively, of identification. They are personally known to me or have produced identification. (SEAL)

Notary Public, State of (Signature of Notary taking Acknowledgment)

Name of Notary Typed, Printed or Stamped My Commission Expires: Commission Number

Hene Z. Nodarse COMMISSION # EE 870819 EXPIRES: FEB. 03, 2017 WWW.AARONNOTARY.COM

RFP NO. 535-11231

TITLE: Real Estate Brokerage Services

ATTACHMENT "A"
LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local BUSINESS preference classification as indicated herein, and further certifies and agrees that it will re-affirm its local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this RFP. Violation of the foregoing provision may result in contract termination.

(1) Business Name is a Class A Business as defined in City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.

(2) Business Name is a Class B Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Business Tax Receipt or a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.

(3) Fisher Auction Company Business Name is a Class C Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.

(4) Business Name requests a Conditional Class A classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(5) Business Name requests a Conditional Class B classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(6) Business Name is considered a Class D Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. and does not qualify for Local Preference consideration. (Notary not required for Class "D")

PROPOSER'S COMPANY: Fisher Auction Company

AUTHORIZED COMPANY PERSON: Lamar P. Fisher NAME SIGNATURE DATE July 17, 2013

STATE OF Florida COUNTY OF Broward

The foregoing instrument was acknowledged before me this 17th day of July, 2013 by Lamar P. Fisher as President / CEO and as President / CEO and respectively, of They are personally known to me or have produced identification. (SEAL)

Margaret Navarro Notary Public, State of (Signature of Notary taking Acknowledgment) Name of Notary Typed, Printed or Stamped



My Commission Expires: March 8, 2014 Commission Number DD968657

Tab 8:

Evidence of Insurance. Certificate of Insurance showing coverage, forms, limits. Actual insurance certificates will be required from recommended contractor, prior to award.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

1/14/2013

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 Seitlin, A Marsh&McLennan Agency LLC Co 9850 NW 41st Street Suite 100 Miami FL 33178	CONTACT NAME: Edward L Katz	
	PHONE (A/C No. Ext): (305) 591-0090	FAX (A/C No.): (786) 662-6227
E-MAIL ADDRESS:		
INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A: Houston Casualty Company		42374
INSURER B: Mount Hawley Insurance Company		37974
INSURER C: North River Insurance Company		21105
INSURER D:		
INSURER E:		
INSURER F:		


INSURED (954) 596-8555
 Brenner Equities Group, Inc. dba Brenner
 Real Estate Group
 1500 W. Cypress Creek Rd. #409
 Ft. Lauderdale FL 33309

COVERAGES **CERTIFICATE NUMBER:** Cert ID 35273 **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/SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
B	GENERAL LIABILITY		MGL0178619	1/7/2013	1/7/2014	EACH OCCURRENCE \$ 1,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY					DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 50,000
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR					MED EXP (Any one person) \$ 1,000
						PERSONAL & ADV INJURY \$ 1,000,000
						GENERAL AGGREGATE \$ 2,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:					PRODUCTS - COMP/OP AGG \$ 1,000,000
	<input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC					\$
	AUTOMOBILE LIABILITY					COMBINED SINGLE LIMIT (Ea accident) \$
	<input type="checkbox"/> ANY AUTO					BODILY INJURY (Per person) \$
	<input type="checkbox"/> ALL OWNED AUTOS	<input type="checkbox"/> SCHEDULED AUTOS				BODILY INJURY (Per accident) \$
	<input type="checkbox"/> HIRED AUTOS	<input type="checkbox"/> NON-OWNED AUTOS				PROPERTY DAMAGE (Per accident) \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB		5821010262	1/7/2013	1/7/2014	EACH OCCURRENCE \$ 2,000,000
	<input checked="" type="checkbox"/> EXCESS LIAB	<input checked="" type="checkbox"/> OCCUR				AGGREGATE \$ 2,000,000
	<input type="checkbox"/> RETENTION \$					\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY					WC STATUTORY LIMITS
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NJ)	<input type="checkbox"/> Y/N	N/A			OTHER
	If yes, describe under DESCRIPTION OF OPERATIONS below					E.L. EACH ACCIDENT \$
						E.L. DISEASE - EA EMPLOYEE \$
A	Errors & Omissions		H712-18279	10/1/2012	10/1/2013	E.L. DISEASE - POLICY LIMIT \$
			Retro date: 2/15/92			Claims Made Policy \$ 1,000,000
						Limit Per Claim \$ 1,000,000
						Aggregate Limit \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
 Proof of insurance only.

CERTIFICATE HOLDER Brenner Real Estate Group 500 W. Cypress Creek Road Suite 409 Fort Lauderdale FL 33309	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. AUTHORIZED REPRESENTATIVE 
--	--



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

1/14/2013

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).

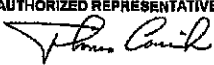
PRODUCER Seitlin, A Marsh&McLennan Agency LLC Co 9850 NW 41st Street Suite 100 Miami FL 33178	CONTACT NAME: Edward L Katz	
	PHONE (A/C, No, Ext): (305) 591-0090	FAX (A/C, No): (786) 662-6227
E-MAIL ADDRESS:		
INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A: Houston Casualty Company		42374
INSURER B: Mount Hawley Insurance Company		37974
INSURER C: North River Insurance Company		21105
INSURER D:		
INSURER E:		
INSURER F:		

COVERAGES **CERTIFICATE NUMBER:** Cert ID 35273 **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 SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
B	<input checked="" type="checkbox"/> GENERAL LIABILITY		MGL0178619	1/7/2013	1/7/2014	EACH OCCURRENCE \$ 1,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY					DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 50,000
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR					MED EXP (Any one person) \$ 1,000
						PERSONAL & ADV INJURY \$ 1,000,000
						GENERAL AGGREGATE \$ 2,000,000
						PRODUCTS - COMP/OP AGG \$ 1,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:					
	<input type="checkbox"/> POLICY	<input type="checkbox"/> PRO-JECT	<input checked="" type="checkbox"/> LOC			\$
	AUTOMOBILE LIABILITY					COMBINED SINGLE LIMIT (Ea accident) \$
	<input type="checkbox"/> ANY AUTO	<input type="checkbox"/> SCHEDULED AUTOS				BODILY INJURY (Per person) \$
	<input type="checkbox"/> ALL OWNED AUTOS	<input type="checkbox"/> NON-OWNED AUTOS				BODILY INJURY (Per accident) \$
	<input type="checkbox"/> HIRED AUTOS					PROPERTY DAMAGE (Per accident) \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB	<input checked="" type="checkbox"/> OCCUR	5821010262	1/7/2013	1/7/2014	EACH OCCURRENCE \$ 2,000,000
	<input checked="" type="checkbox"/> EXCESS LIAB	<input type="checkbox"/> CLAIMS-MADE				AGGREGATE \$ 2,000,000
	<input type="checkbox"/> DED	<input type="checkbox"/> RETENTION \$				\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY					WC STATUTORY LIMITS
	<input type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	<input type="checkbox"/> Y/N	N/A			OTH-ER
	If yes, describe under DESCRIPTION OF OPERATIONS below					E.L. EACH ACCIDENT \$
						E.L. DISEASE - EA EMPLOYEE \$
A	Errors & Omissions		H712-18279	10/1/2012	10/1/2013	E.L. DISEASE - POLICY LIMIT \$
			Retro date:2/15/92			Claims Made Policy \$ 1,000,000
						Limit Per Claim \$ 1,000,000
						Aggregate Limit \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
 Proof of insurance only.

CERTIFICATE HOLDER Brenner Real Estate Group 1500 W. Cypress Creek Road Suite 409 Fort Lauderdale FL 33309	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. AUTHORIZED REPRESENTATIVE 
---	--

ACORD CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
07/02/2013

PRODUCER (954) 942-4400
 Southgate Ins Agy of Pomp Bch Inc
 639 North Federal Highway
 P O Box 728
 Pompano Beach FL 33062-
 INSURED
 Fisher Auction Company Inc
 2112 East Atlantic Boulevard
 POMPANO BEACH FL 33062-

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

INSURERS AFFORDING COVERAGE	NAIC #
INSURER A: Covington Specialty Ins	13027
INSURER B: Star Insurance Company	18023
INSURER C: Underwriters @ Lloyds	32727
INSURER D: National Union Fire Ins	19445
INSURER E:	

COVERAGES

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. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

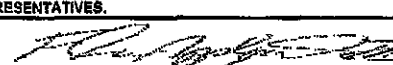
INSR ADD'L LTR	INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS
A	X	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Products Incd in GA GENL AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO JECT <input type="checkbox"/> LOC	VBA22589700	03/01/2013	03/01/2014	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$
A		AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS	VBA22589700	03/01/2013	03/01/2014	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
		GARAGE LIABILITY <input type="checkbox"/> ANY AUTO		/ /	/ /	AUTO ONLY - EA ACCIDENT \$ OTHER THAN AUTO ONLY: EA ACC \$ AGG \$
		EXCESS/UMBRELLA LIABILITY <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE DEDUCTIBLE \$ RETENTION \$		/ /	/ /	EACH OCCURRENCE \$ AGGREGATE \$ \$ \$
B		WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below	WC0729829	05/19/2013	05/19/2014	<input type="checkbox"/> WC STATUTORY LIMITS <input checked="" type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
C		OTHER Professional Liab	MPL112455812	12/05/2012	12/05/2013	Each Claim Limit: 1,000,000 Policy Aggregate: 1,000,000
D		Fidelity	01-123-12-71	09/14/2012	09/14/2013	Bond Amount: 1,000,000

DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES/EXCLUSIONS ADDED BY ENDORSEMENT/SPECIAL PROVISIONS
 Scope of Work: Auctioneer

CERTIFICATE HOLDER

() - () -
 This Certificate is for sample/proposal purposes only.

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.
 AUTHORIZED REPRESENTATIVE 

Tab 9:

Proposer's assessment of the City of Fort Lauderdale's needs and the quality of the proposal to meet those needs, including a plan/outline.

**Estimated Timeline
City of Fort Lauderdale Strategic Plan
Within 120 Days**

The Brenner / Fisher Team realize The City of Fort Lauderdale requires assistance in the leasing, management, valuation, consultation and disposition of its real property assets. With a combined 65 years of overall business experience in these fields, we are sure the Brenner / Fisher Team is the most qualified to provide the quality and professionalism needed to successfully manage and direct this RFP Initiative.

Proposed Event Timeline		Responsible Entity	Target Date	Completed ✓
1.	Review and physically inspect all property identifying by City as properties that are determined underutilized or surplus.	BREG/FAC	First 30 days	
2.	Identify all property that is appropriate for use as affordable housing.	BREG	30 to 60 days	
3.	Summarize Costs and Potential revenue associated with the sale of each property.	BREG	30 to 60 days	
4.	Identify which properties have greatest opportunity to maximize revenue in the shortest period of time.	BREG/FAC	30 to 60 days	
5.	Provide recommendation for community use such as community gardens.	BREG	30 to 60 days	
6.	Identify best practices related to public sector real estate portfolio management that would be beneficial to the city in the ongoing mgt of its real estate assets. Determine by parcel, which method of sale: auction vs. traditional brokerage transaction, will generate highest revenue in shortest period of time.	BREG/FAC	90 to 120 days	
7.	Review, abstract and assume Lease Management responsibility of all City leases where City is Lessor.	BREG	120 days	
8.	Prepare and submit specific plan of action to meet the City's goal of revenue generation.	BREG/FAC	120 days	

BREG - Brenner Real Estate Group
FAC - Fisher Auction Company



Tab 11:

Additional services available in-house, not requested by the City in Part IV - technical specifications/scope of work with fee schedule for those services (For Informational Purposes Only).

Asset Management



As one of the leading real estate industry leaders in South Florida, Brenner Real Estate Group provides comprehensive Asset Management services for a wide portfolio of quality office buildings, single and multi-tenant industrial buildings and retail properties. We serve clients including individual owner/users, investors, financial institutions, institutional owners and asset managers.

Our experienced Asset Management team employs cutting-edge technology and hands-on personal management that is designed to exceed our clients' expectations, resulting in well-maintained buildings and landscapes, lower vacancy levels, longer term tenants and satisfied property owners. After gaining a thorough understanding of the owner's financial and operational goals, we create a unique, customized program to accomplish those goals. We continuously make cost-efficient operation a priority and execute a property management plan which provides optimum results appropriate to the project's life cycle. Through our sophisticated property management accounting systems, clients are provided with monthly customized reporting to track the financial and operational progress of their investment and monitor operating cost benchmarks. Our comprehensive property management services are enhanced by our use of the most sophisticated property management software systems in the industry which allow us to provide detailed budgeting, planning, operational engineering and cost control.

Our expertise as our Asset Management professionals allows us to maximize the value of our clients' investments and accomplish their investment objectives. Brenner Real Estate Group's experienced and varied management of the following property types:

- Office Building Management
- Retail Center Management
- Office Condominium Associations
- Industrial Parks and Office Buildings
- Specialized Property Assignments
- Maintenance, Repairs and Tenant Improvement Assignments
- Financial Analysis
- Proforma Recap
- Argus
- Mortgage and Refinancing Advice
- Property Insurance Analysis

Brenner's diligent staff is dedicated to operating and maintaining safe, productive and cost-effective workplace environments. With the objective of increasing property value and maximizing return, our Asset Management team works for the best of our clients' investments.

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East: North Wickham Road, Suite 400 | Melbourne, FL 32901 | Phone: 321-247-7476 | Fax: 321-247-7476

Investment Sales

Income-producing real estate includes all residential, multi-family and commercial properties. Our investment sales team proudly provides professional expertise. With over 100 years of combined experience, we have successfully serviced our clients whether the properties have been 100% leased and frequently add substantial value to a transaction through our problem-solving approach to marketing.

In addition to marketing or locating income-producing real estate, we are highly skilled in the sale of raw land and can often enhance a sale by providing a site plan, zoning to determine the highest and best use—and therefore secure the maximum value for the property. Our team has frequently been retained to assist in taking a parcel of land through the various local government approval process, maximizing the return to our clients.

With team members having backgrounds in engineering, construction, finance and property management, our investment sales group is well-qualified to analyze properties to provide educated opinion on value. With experience as a Broker and a 1031 tax deferred exchange accommodator, we can provide guidance in determining if a 1031 tax deferred exchange is appropriate for many situations and the guidelines on consummating a qualified tax deferred exchange, including reverse exchanges.

Our services are not too big or too small. We welcome the opportunity to include you as one of our clients.

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10000 Wilshire Center, Suite 200 | Melbourne, FL 32909 | Phone: 321-224-2400 | Fax: 321-224-2401

Construction Supervision and Tenant Improvements

Brenner Real Estate Group provides full turnkey execution of the complete construction process for the interior of a building or office building. Brenner oversees architects, engineers, and strategic advisors who provide development, consulting and project management expertise in construction of commercial and industrial real estate.

Brenner's services include:

- Monitor project schedule and work with representative of Client
- Review design plans and specifications for construction documents and advise for inclusion of project requirements and conditions for value engineering
- Discuss contractual and process elements of construction and construction services
- Prepare and control general contract documents and contracts process
- Receive and analyze construction progress and negotiate contracts for Client approval and signature
- Develop landlord/building management coordination plan for the entire project requirements
- Conduct periodic site meetings with project team
- Monitor completion of field inspections and advise Client
- Obtain final signed award of TCO
- Conduct final inspection with architect and Client
- Obtain final invoices for payment from consultants and vendors

Our construction supervision process assures on-time projects within budget for our clients.

Additional Construction Management services provided by Brenner include:

- Liaison between all professionals, Contractors, Municipalities and Owners
- Budget Control and Maintenance
- Scheduling Coordination and Management
- Construction Progress, Coordination and Management
- Design Coordination and Management

Our experience in construction supervision of third party projects and on-site projects provides assurance of careful cost monitoring which saving money is a primary goal.

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10000 Wickham Road, Suite 200, Melbourne, Florida 32909, Phone: 321-255-5555, Fax: 321-255-5555

Commercial Development

Brenner has a proven track record in office, medical, industrial and retail real estate. This track record is achieved by working closely with clients and professionals to create real estate facilities that maximize their value on a cost-effective basis. We do this by first completely understanding our clients' needs and combining this with our market knowledge and development expertise.

Brenner has the capability to manage all aspects of the development process including:

- Project Feasibility
- Financial Engineering
- Master Planning
- Due Diligence Services
- Pre-Construction Services
- Engineering
- Site and Interior Design Solutions
- Landmarks
- Environmental
- Construction
- Construction Management
- Quality Control
- Architectural and Interiors Services
- Lease Transactions
- Dispositions
- Site Plan/Approvals
- Municipal/Governmental Approval Services

With our ability to see a project as a land owner, tenant rep, landlord rep, or developer, we have the knowledge and experience including a dedicated management department to bring a commercial project from dirt to roof-top celebration.

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1001 Melbourne Place, Suite 201, Melbourne, Florida 32901, Phone: 321-225-1111, Fax: 321-225-1112

Receivership/Asset Stabilization

OPERATING/STABILIZING/MAXIMIZING VALUE

Brenner Real Estate Group has served as the receiver and management company, leasing and sales agent for a number of local and large national banks and financial institutions with distressed assets.

Our specialized services include acting as receiver and manager of distressed assets and supervision of capital repositioning efforts. We focus on creating areas of revenue growth that are specific to each project, such as the strategic construction to improve the cash flow of distressed assets. We also focus on maintaining cash flow by consolidating existing vendor contracts, competitively bidding key services, and eliminating services that are out of line with the short-term and long-term goals of each project.

Through this two-pronged approach, we are able to help realize and emphasize the financial strength of a project that may not have been evident to earlier investors. Through our large network of experienced brokers and contacts, we work to maximize occupancy rates and further enhance the value of each project.

Our stabilization services include:

- Detailed financial management
- Financial reporting and overall project status
- Develop and execute an execution plan for stabilization of asset
- 30-60-90 day action plan and immediate effect
- Immediate vendor and subcontractor reviews/analysis
- Reconciliation of vendor and subcontractor accounting and contract status
- Creation and implementation of operating budget
- Quickly address all major construction issues with municipalities
- Review outstanding legal issues and initiate resolution strategy
- Assessment and correction of short and long term deficiencies
- Control of expenses and plan
- Monthly reporting

Our Stabilization Services also include:

- Detailed Property Inspection
- Preventative Maintenance/Major Maintenance
- Landscaping Management
- Energy Management
- Governmental Regulation Compliance
- Lease/Sale Management
- Business Renovation
- Financial Reporting And Reconciliation
- Rent Collection
- Financial Review And Compliance
- Office Administration
- Construction/Improvement Supervision
- Accounting And Book Keeping
- Asset Management
- Market Analysis and Property Marketing
- Lease and Leasing

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1000 Wickham Road, Suite 100, Melbourne, FL 32901, Phone: 321.221.1111, Fax: 321.221.1111

Tab 12:

List of three clients/references for whom you have provided similar services in the last three years; Provide agency name, address, telephone number, contact person, and date service was provided. Be prepared to provide, upon request, evidence of work product, ability to meet schedules, cooperation, and responsiveness. Attach additional sheets if necessary. **PLEASE DO NOT INCLUDE CITY OF FORT LAUDERDALE OR ITS EMPLOYEES AS A REFERENCE.**

References Brenner Real Estate Group

Mr. Jerry Levy
Imperial Sterling Ltd.
287 Bowman Avenue
2nd Floor
Purchase, New York 10577
Telephone: 914-701-0008

Date Service Provided: April 1, 2000 – current

Currently Manage 3 Commercial Properties over the past 13 years comprised of 107,000 SF Class A Office Building and 2 Retail Shopping Centers consisting of 126,172 SF and 14,200 SF, which services include property management, leasing, accounting, construction management, tenant improvement and long term capital improvement scheduling
Additional services provided to this client include, 4 completed land sale contracts totaling +/- 30 acres and still currently have a listing on +/- 48 acres of undeveloped land of which 14 acres are currently under contract.

Negotiation of Sale of 23.4 acres of Vacant Land on 12/31/12

Ms. Lynne Wines
First Southern Bank
900 North Federal Highway
Boca Raton, Florida 33432
Telephone: 561-237-2974

Date Service Provided: May 2, 2012 – current

Negotiation of New Lease for the Relocation of Operations Center on 4/1/13 and currently a New Aventura Branch along with other bank branch locations

Mr. Rick Simpson
Legacy Bank
2300 Glades Road
Suite 140 West
Boca Raton, Florida 33431
Telephone: 561-544-8400

Date Service Provided: November 7, 2012 – current

Court Appointed Receiver, Property Manager for Caldwell Theatre and brokered the Lease/Purchase Agreement on 3/28/13.

References

Fisher Auction Company

Celestine Dunmore, MPA
Economic Development Officer
Community Redevelopment Agency
City of Lauderdale Lakes
4300 NW 36th Street
Lauderdale Lakes, FL 33319
Phone: 954.535.2491 • Fax: 954.731.4564
CelestineD@lauderdalelakes.org
Date of Service: April 14, 2012

Dawn Huff
Long Range Planner
Lee County School District
3308 Canal St.
Fort Myers, FL 33916
Phone: 239.479.5661 • Fax: 239.479.5667
DawnMHu@LeeSchools.net
Date of Service: May 15, 2013

Linda M. Gordon
South Carolina Budget and Control Board
Division of General Services
Real Property Services
Wade Hampton Building
1200 Senate Street, Suite 460
Columbia, SC 29201
Phone: (803) 737-4636 • Fax: (803) 737-0592
lgordon@gs.sc.gov
Date of Service: March 21, 2012



Tab 13: **Any additional attachments to your proposal.**

CORPORATE OVERVIEW

Founded in 1987, Brenner Real Estate Group has rapidly grown to become one of South Florida's most respected independent real estate companies. We are proud of this distinction, and believe that our reputation stems from an ability to blend the professional disciplines of skill and expertise with the old-fashioned values of hard work and integrity. Our focus on comprehensive service – combined with a proven track record of success – has enabled us to build a solid foundation for continuing growth. With strict attention to detail, we are committed to providing personal attention and a timely response to our clients' needs.

Brenner Real Estate Group is a comprehensive real estate organization well versed in handling all challenges of today's real estate portfolios. We provide leasing, acquisition, disposition and management expertise for all commercial real estate property types. Our professionals serve the needs of a diverse mix of tenants, landlords, sellers and buyers. With communication as a priority, we employ innovative technology including an interactive web site and state-of-the-art marketing and accounting systems.

At Brenner Real Estate Group, relationships with our clients have been developed through trust and performance. Our property management group specializes in helping owners meet their investment goals. Through extensive market knowledge and solid relationships, BREG's brokerage team excels in matching clients with suitable properties, and is regularly listed among the top brokerage firms in South Florida.

We will ensure that your time is spent focused upon what makes you profitable – conducting your business, while your real estate needs are handled by our dedicated professionals.



**We are well
versed in
handling all
challenges of
today's real
estate portfolios.**

**FORT LAUDERDALE
CORPORATE OFFICE**

INTRODUCTION

Brenner Real Estate Group (BREG) is committed to providing excellence in all aspects of Commercial and Residential Real Estate and Property Management Services when appropriate. Brenner's focus is on creating solutions and adding value to your asset. We have accomplished these goals through applying our experience gained through so many years of satisfying every role possible in the real estate property cycle. As developers and owners of Florida properties, Court Appointed Receiver/Bank Approved Manager and as property managers for a diverse portfolio of assets, we have guided properties through workouts and difficult market times. We are well skilled in maintaining viability of assets for the smallest to the largest budgets. At BREG, our process sets us apart. We may not be national, but our Florida experience is proven and well respected. Our clients appreciate that they are not one of thousands. Instead, they are always our top priority.

MISSION STATEMENT

With integrity as our cornerstone, Brenner Real Estate Group is committed to providing cutting edge real estate solutions created from a foundation of over two decades of experience and a forward thinking approach. Based on the building blocks of reliability, professionalism, responsiveness and communication, our company is dedicated to excellence in customer service and satisfaction. We pledge to continuously challenge our practices and enhance our proven team-oriented methodology to provide a best-in-class experience with our firm. Every client is valued; we align our goals to help every client achieve theirs.

INDUSTRY QUALIFICATIONS

Over the course of its history, BREG has earned an outstanding reputation in the Florida commercial real estate market by adhering to an exceedingly high standard of ethical conduct and professional expertise. Today, Brenner is made up of more than 25 employees and associates with specialists in commercial, industrial, retail, office, residential development and sales, land management and investment brokerage. Our services include asset management, property management, receiverships, workouts, finance, accounting, legal, development, and construction management to name a few. BREG currently has over one and half million square feet of commercial property under management. As further recognition of our success, we were named Small Business of the Year by the South Florida Business Journal as well as annual POWER BROKER recognitions too.

We are uniquely qualified as an organization to service you and your property. The industry experience of the senior staff is exemplary and we understand what it is to be an owner of real estate assets. We are confident that BREG has the expertise to assist you in achieving the goals of creating a disposition plan that achieves the highest proceeds for the City of Fort Lauderdale.

Our list continues to grow. A sampling of these professional organizations includes:

Florida Commercial Brokers Network (FCBN)
National Association of Industrial and Office Properties
International Council of Shopping Centers (ICSC)
Building Owners & Managers Association (BOMA)
Commercial Real Estate Women (CREW)
Certified Commercial Investment Member (CCIM)
Society of Industrial and Office Realtors (SIOR)
South Florida Office Broker's Association (SFOBA)
Realtor Commercial Alliance (RCA)
South Florida Manufacturers Association
Business Brokers Association
Business Networking Institute (BNI)
Florida Bar Association(s)
Financial Executives International
Association for Finance Professionals
Florida Association of Realtors (FAR)
National Association of Realtors (NAR)

Brokerage

Brenner Real Estate Group provides real estate services for major corporations, pension funds, REITs, developers, entrepreneurs, small and midsize companies, and financial institutions. Our licensed professionals are deeply involved in the South Florida real estate market and are well positioned to market properties and uncover hidden opportunities for our clients. We are supported by an extensive array of market research and analytical tools that allow us to provide clients with detailed market information and continually analyze competitive properties and prevailing market conditions to make the best possible leasing and investment decision. From the smallest deal to the largest, we work diligently to achieve our clients' goals.

Our brokerage expertise encompasses the following areas:

- Office Sales and Leasing
- Industrial Sales and Leasing
- Retail Sales and Leasing
- Land Sales and Leasing
- Investment Property Sales

At Brenner Real Estate Group, our process sets us apart. We boast in-house brokerage administrative and marketing departments which add to our depth of support and expertise and allow us to provide services to promote our listings including:

- On-Site Signage
- Electronic Signage
- Direct Mail Campaigns
- Advertising
- Publicity
- Personal and Professional Marketing Programs and
- Full Annual Property Marketing Plans

We employ today's most highly regarded property search engines including Loopnet and Costar and pride ourselves on utilizing cutting edge technology to produce the best results. Our brokers are affiliated with many professional organizations and maintain memberships that keep them constantly in the market promoting Brenner Real Estate Group, which means that every client listing is being exposed as well.

Brenner Real Estate Group was named one of South Florida's Top Brokerage Firms by the South Florida Business Journal, and has been named a Costar Power Broker (leasing and sales company).



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1000 West Wickham Road, Suite 1001 | Melbourne, FL 32909 | Phone: (321) 224-1175 | Fax: (321) 224-1175

Property Management



One of the premier commercial real estate firms in the Brenner Real Estate Group provides comprehensive property management services for a wide portfolio of quality office buildings, single and multi-tenant industrial buildings, retail centers and community associations. We serve clients ranging from individual owner/users to investors, financial institutions and asset managers. In today's market, our management services have expanded to include repositioning distressed properties in receivership and working with special & troubled assets managed in bankruptcy and judicial work-out departments.

Our qualified and experienced staff is committed to providing state-of-the-art technology and hands-on management approach to our clients to exceed their expectations. Our results are well-maintained buildings and assets, low vacancy levels, long-term tenants and satisfied property owners. After gaining a thorough understanding of the owner's financial and operational goals, we create a unique, customized program to accomplish their goals. We continuously make cost-efficient operation a priority and execute a property management plan which provides optimum value to the investment.

Our Property Management services and solutions include:

- Commercial Property Inspections
- Preventive Maintenance
- Health and Safety Audits
- Environmental Management
- Environmental Remediation
- Environmental and Regulatory Compliance
- Life Safety and Code Compliance
- Hurricane and Disaster Preparedness
- Tenant Relations and Retention
- Vendor Bidding and Performance Controls
- Rent/Maintenance Fee Collection
- Contract Review and Compliance
- Lease Administration
- Construction/Improvement Supervision
- Bookkeeping and Record Keeping
- Asset Management
- Property and Vendor Insurance Analysis
- Community Association Management
- Interactive Website
- Receivership and Troubled Asset Management

Through our sophisticated property management and accounting systems, our clients are provided with monthly customized reporting enabling them to track the financial and operational progress of their investment and compare it to a benchmark. It includes budgeting, operational engineering and cost controls.

Brenner's diligent staff is dedicated to operating and maintaining safe, productive and cost-effective workplace environments. With the primary goal of increasing property values and maximizing return, our Property Management team works to protect each client's investment.

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1000 South Wickham Road, Suite 1000 | Melbourne, FL | Phone: 321.224.2200 | Fax: 321.224.2200

The Brenner Difference

We have a full and complete client service focus on client satisfaction. Our success is enhanced by our dedication to client service, our flexibility, responsiveness, and consistent communication. We approach every transaction with the highest degree of integrity and through flexibility and innovation, we provide real estate solutions for our clients' best.

At Brenner, we are enthusiastic about providing a seamless and enjoyable real estate transaction to a successful and advantageous completion.

The Brenner Difference still exists and follows:

- Full service real estate firm
- Over 20 years in South Florida
- Excellent market reputation based on excellent client commitment to client satisfaction
- Experienced team
- Proven track record
- Strong client relationships and market knowledge
- Proven ability to execute business strategy
- Ability to share the risk
- Proven financial performance
- Proven ability to execute corporate governance
- Solid balance sheet
- Commitment to client service
- Opportunity to work with institutional investors
- Capitalize on growth opportunities in the dynamic South Florida market

VISION STATEMENT

The preferred choice for progressive real estate solutions, every client's goals are ours.

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10000 North Wickham Road, Suite 400, Melbourne, FL 32909 Phone: 321.225.6666 Fax: 321.225.6666

Credentials & Affiliations

Licenses

- Licensed Real Estate Brokerage Company
- Licensed Mortgage Brokerage Company
- State of Florida Licensed Attorney
- State of Florida Licensed Notary

Professional Designations

- Certified Commercial Investment Broker
- Certified Property Manager
- Certified Public Accountant
- Real Property Administrator

Industry Affiliations

- Association for Commercial Real Estate Women
- Commercial Owners & Managers Association
- Commercial Investment Real Estate Brokers Association
- Commercial Investment Real Estate Institute
- Commercial Real Estate Management
- International Council of Shopping Centers
- International Council of Industrial and Office Properties
- Real Estate Association of Broward/Lauderdale
- Society of Commercial Real Estate
- Society of Florida Commercial Real Estate Realtors
- South Florida Commercial Real Estate Forum
- South Florida Commercial Real Estate Association
- Urban Land Institute
- National Association of Realtors
- National Association of Real Estate Investment Traders
- Florida Bankers Association

Professional Associations

- American Institute of Certified Public Accountants
- Broward County Bar Association
- Florida Bar Association
- Florida Institute of Certified Public Accountants
- Leadership Broward Foundation, Inc.
- South Palm Beach County Bar Association

Community Involvement

- Adventure Chamber of Commerce
- Broward County Economic Development Board
- Greater Fort Lauderdale Chamber of Commerce
- Hollywood Chamber of Commerce
- Jerome Bain Real Estate Institute
- Florida International University Advisory Board
- Palm Beach County Economic Development Board
- Pompano Beach Economic Group
- Plantation Chamber of Commerce
- Corporate sponsorships of charitable events
- Member, State Board of Post-Secondary, Trade and Technical Schools - Together Against Crime
- Voters Coalition of Palm Beach County

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10000 Wickham Road, Suite 1000, Melbourne, FL 32909 Phone: (321) 225-1111 Fax: (321) 225-1111



Recent Land Sales

<u>Location</u>	<u>Acres</u>	<u>Price</u>
- Aventura, FL	48 Lots	\$3 Million
- Melbourne, FL	23.4 Acres	\$2 Million
- Boynton Beach, FL	9.32 Acres	\$1.725 Million
- Melbourne, FL	14 Acres	\$2.8 Million (Under Contract)

Recent Building Sales

<u>Location</u>	<u>Sq. Ft.</u>	<u>Price</u>
- Pompano Beach, FL	21,500 SF	\$1.826 Million
- Pompano Beach, FL	14,280 SF	\$525,000
- Pompano Beach, FL	52,272 SF	\$600,000
- Davie, FL	39,298 SF	\$3.5 Million
- Coral Springs, FL	30,000 SF	\$4.3 Million
- Davie, FL	19,605 SF	\$1.625 Million
- Sunrise, FL	14,866 SF	\$1.57 Million

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CORPORATE PROFILE



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954.782.8143 Facsimile
info@fisherauction.com
www.fisherauction.com

Complete service with honesty and integrity provide the foundation for creating the "Standard of Excellence" – the corporate benchmark embraced by Fisher Auction Company for over 40 years of continuous business. This Real Estate Marketing Firm was established in 1967 as a family owned and operated business.

Our services include Auctions (Live / Online), Conventional Transactions, and Sealed Bids of Real Property, Notes, Portfolios and Personal Property. We also provide consulting services, appraisal services with affiliated divisions for Receiverships and Property Management. The Firm has been consistently ranked as one of the top ten Auction Marketing Firms in North America having conducted successful sales initiatives in 46 States, Puerto Rico, Mexico and the U.S. Virgin Islands. Through its affiliations with major industry associations, Fisher Auction Company offers services with proven results.

Fisher Auction Company is comprised of highly trained and skilled individuals with backgrounds in Auctioneering, Real Estate, Development, Finance, Accounting, Law, Appraising, Banking, Sales and Marketing. Our Firm was one of nine National Companies selected to conduct Multiple Asset Auctions and Sealed Bids throughout the United States, Puerto Rico and the U.S. Virgin Islands for the Resolution Trust Corporation (RTC) and the Federal Deposit Insurance Corporation (FDIC). Fisher Auction Company pioneered the first series of successful Real Property Foreclosure Auctions in the Southeast on behalf of a major Lending Institution along with conducting one of the largest ever Online Auction selling 2,100 individual properties. We also have national and local experience with Court Ordered Sales for many U.S. Federal Bankruptcy Divisions and State Circuit Court Divisions.

The Firm is currently owned and managed by second and third generation family members of Fisher Auction Company. Our Chairman and Founder is a distinguished member of the National Auctioneers Association "Hall of Fame" and our President / CEO is the current Mayor for the City of Pompano Beach, Florida. We are dedicated to a superior code of ethics with the highest degree of professionalism. Our reputation has and continues to be built on one successful Sale and Auction at a time.

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PARTIAL CLIENT LIST

Fisher Auction Company has been providing quality Auction Marketing Services to a wide range of Sellers for more than 40 years.

BANKS / FINANCIAL INSTITUTIONS:

American Federal Savings Bank, Texas
American National Bank, Florida
AMRESO, Texas
AmWest Savings Bank, Texas
Associated Bank
Banc One, New Hampshire
Banco Bilbao Vizcaya, Puerto Rico
Bank of America
Bank Atlantic, Florida
Bank of Durango, Colorado
Bank United
Barnett Bank, N.A., Florida
Bayview Financial
BB&T
Bluebonnet Savings Bank, Texas
Boatmen's Trust Company, Missouri
Bonnet Resources Corporation, Texas
Citibank, Arizona
City National Bank, Florida
CNLBank
Colonial Bank
Comerica Trust Company, Florida
Comerica Bank, Florida
Commercial Bank & Trust, Florida
Community Bank of Homestead, Florida
County National Bank, Florida
Fleet National Bank
First Federal Savings Bank, Puerto Rico
First Gibraltar Savings Bank, Texas
First Heights Bank, Texas
First Madison Bank, Texas
First Union National Bank of Florida
First United Bank, Florida
Fleet Bank
Franklin Federal Bankcorp, Texas
Glendale Federal Savings Bank, Florida
Guaranty Federal Savings Bank, Texas
Heller Financial, Inc.
Hospital Trust, Rhode Island
KeyBank, N.A.
M. & G. Trust Company, Wisconsin
Merrill Lynch Trust Company, Florida
NationsBank, Florida
Ocean Bank
Perpetual Savings, Virginia
Ponce Federal Savings Bank, FSB, Puerto Rico
Puerto Rico Farm Credit, Puerto Rico
R & G Federal Savings Bank, Puerto Rico
Regions Bank
Republic Bank, Florida
Republic National Bank, Florida
Republic National Bank of New York
Republic Securities Bank, Florida
Rolg Bank, Puerto Rico
Royal Bank of Canada, Puerto Rico
Sabal Trust Company
SouthTrust Bank
Sun Bank Trust Company, Florida
Synovus Trust Company, N.A.
Texas Trust Savings Bank, Texas
Union Planters Bank
UPS Capital Business Credit
Wells Fargo Bank

STATE AGENCIES:

State of Florida
State of Texas
State of South Carolina
State of Michigan

FEDERAL AGENCIES:

Defense Reutilization and Marketing Service
Fannie Mae
Farmers Home Administration
Federal Aviation Association
Federal Deposit Insurance Corporation
Federal Savings & Loan Insurance Corporation
General Services Administration
Internal Revenue Service
Resolution Trust Corporation
Small Business Administration
United States Marshal's Service

ASSET MANAGEMENT COMPANIES:

AM & G Asset Management, Inc., Arizona
Consolidated Asset Recovery Corp., Connecticut
CSW Associates, Inc., Florida
Famco Services, Inc., Texas
Financial Conservators, Inc., Maryland
H.M. Heckle & Co., Inc., Tennessee
J.E. Roberts & Co., Connecticut
Kevin K. Nunnick & Associates, Kansas
Kilburn-Young, Georgia
Michael Moecker & Associates
Midland Loan Services, L.F., Missouri
Newmark Real Estate Services, New York
Northcorp, Texas
Ontra Management, Inc., Texas
Real Estate Recovery, Inc., Florida
Recoll Management Corporation, Massachusetts
Tecton, Florida
Temple Inland Properties, Inc., Texas
Trammel Crow, Texas

CORPORATE AMERICA:

Amoco Oil Corporation
Chevron Oil Corporation
Exxon Oil Corporation
Ford Consumer Finance Company, Inc.
Levitt & Sons
G.E. Capital
ITT Commercial Finance Corporation
Kentucky Life Central Insurance Company
McDonald's
Shell Oil

BANKRUPTCY COURTS:

U.S. Bankruptcy Court, Central District of California
U.S. Bankruptcy Court, District of Connecticut
U.S. Bankruptcy Court, District of Iowa
U.S. Bankruptcy Court, District of New Jersey
U.S. Bankruptcy Court, District of Puerto Rico
U.S. Bankruptcy Court, District of Wisconsin
U.S. Bankruptcy Court, Eastern District of Michigan
U.S. Bankruptcy Court, Middle District of Florida
U.S. Bankruptcy Court, Middle District of Tennessee
U.S. Bankruptcy Court, Northern District of Florida
U.S. Bankruptcy Court, Northern District of Washington
U.S. Bankruptcy Court, Southern District of Florida
U.S. Bankruptcy Court, Southern District of Georgia
U.S. Bankruptcy Court, Western District of Michigan
U.S. Bankruptcy Court, District of New Mexico

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Government Auctions

Government Owned Real Estate
AUCTION
To Be Sold Subject To Minimum Bid
Miami Arena, In The Heart Of Miami's Hottest Location, & Former Home To NBA's Miami Heat, NHL's Florida Panthers, & University of Miami Men's Basketball, Is Now A Major Redevelopment Site Just Waiting To Happen!

Potential Uses:

- Multi-Family Development (800 Units per Acre)
- Commercial Uses Includes: Office, Retail, Mixed Use
- Complex Park: Sports Events, Special Events

**AUGUST 10, 2001
1:00 P.M. EDT**
Pre or Postponement Allowed

Sperry Van Ness
FISHER AUCTION CO., INC.
L. Fisher Auction / AB1120

Property Information For Auction Available At:
www.fisherauction.com / 800.251.8620

February 18 • 3:00 pm
2620 Biarritz Drive
Miami Beach
(Call us to determine exact location)
Located on Island with Wide Bay Views and Ocean Access • Public Utilities Available
1.0 Acre on Biscayne Bay / 305 Acres

BROWARD COUNTY
AUCTION
BROWARD COUNTY
FIVE PRIME INDUSTRIAL DEVELOPMENT SITES
BORDERING FORT LAUDERDALE-HOLLYWOOD INTERNATIONAL AIRPORT
WEDNESDAY, JUNE 29 • 1:00 PM E.D.T.
• Excellent Location with Immediate I-95 Access
• Zoned I-95 Industrial/Research-Office-Mining
• No Broker Cooperation

Parcel 1: 21 Acres of Waterfront Property
Parcel 2: 21 Acres of Waterfront Property
Parcel 3: 21 Acres of Waterfront Property
Parcel 4: 21 Acres of Waterfront Property
Parcel 5: 21 Acres of Waterfront Property
Parcel 6: 21 Acres of Waterfront Property

North Port
Land Parcels

AUCTION
CITY OF MIAMI
DEVELOPMENT SITES
IN THE CITY OF MIAMI
AUGUST 10, 2001
1:00 P.M. EDT

RESULTS

1. City of Northport Land Parcels: **SOLD OVER \$64,000,000** ▶ 129% of Appraised Value
2. City of Miami Arena: **SOLD \$28,144,445** ▶ 125% of Appraised Value
3. City of Miami Development Sites: **SOLD \$7,994,250** ▶ 250% of Appraised Value
4. Broward County Development Sites: **SOLD \$4,334,778** ▶ 284% of Appraised Value
5. City of Miami Beach Waterfront Homesite: **SOLD \$1,912,500** ▶ 190% of Appraised Value

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SAMPLE PAST MUNICIPAL / COUNTY / STATE SALES

Project & Location	Description	Results	Price
City of North Port & Sarasota County, FL North Port, FL	Online Auction of 2,000± Escheated Residential Lots	Sold for 125% of Appraised Value	\$65,890,236.00
State of Michigan 414± Acre PUD Site Northville, MI	Prime Mixed Use Development Site	Sold for 100% of Market Value	\$31,500,000.00
Miami Arena Miami, FL	347,177± Sq. Ft. Arena on 4.9± Acres in Downtown Miami	Sold for 125% of Appraised Value	\$28,144,445.50
City of Miami 2 Re-Development Sites in Downtown Miami Miami, FL	A Warehouse and Parking Lot in Downtown Miami, FL	Sold for 250% of Appraised Value	\$7,994,250.00
Broward County Aviation Dept. Ft. Lauderdale, FL	5 Prime Industrial Development Parcels	Sold for 284% of Appraised Value	\$4,330,778.40
City of Miami Beach Waterfront Homesite Lot Miami Beach, FL	.30± Acres Residential Lot with 72± Feet on Biscayne Bay	Sold for 190% of Appraised Value	\$1,942,500.00
School Board of Lee County Florida The Dr. James A. Adams Facility The Weaver Hipps Complex Fort Myers, FL	A 3 Story Office Building totaling 57,997± SF on a 5.1± Acre Site and 4 Buildings consisting of Offices and Warehouse totaling 41,182± SF on a 2.75± Acre Site	Sold and Closed after being on the market for over 5 years.	\$1,052,700.00
City of Lauderdale Lakes Lauderdale Lakes, FL	Single Family Home 4171 N.W. 45 th Street, Lauderdale Lakes, Florida	Sold Property for 490% of Reserve Price	\$97,900.00

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