



Brevard County Board of County Commissioners

2725 Judge Fran Jamieson
Way
Viera, FL 32940

Legislation Text

File #: 3245, **Version:** 1

Subject:

Auctioneer Services for Brevard County Surplus Property (including vehicles, heavy equipment, and real property)

Fiscal Impact:

Revenue increase; variable upon sales

Dept/Office:

Central Services/Asset Management

Requested Action:

It is requested that the Brevard Board of County Commissioners approve the following:

1. Utilizing the GovDeals Sourcwell 012821-GDI Contract (Piggybacking State of Florida GovDeals Sourcwell Contract) beginning September 27, 2021;
2. Utilizing George Gideon Auctioneers Inc., as the secondary vendor for auctioneer services beginning September 27, 2021; and
3. Authorize the County Manager, or designee, to execute all contracts, any necessary contract amendments, extensions, or renewals for GovDeals Sourcwell 012821-GDI and George Gideon Auctioneers, Inc., upon review and approval by the County Attorney's Office, Risk Management, and Purchasing Services.

Summary Explanation and Background:

On March 10, 2020, the Board approved the usage of GovDeals' services of Online Auctioneering for surplus property, which expires September 26, 2021. To date, auctions through GovDeals' on our existing contract have resulted in a rebate to the County of \$10,589.59.

On September 15, 2020, the Board directed staff to place the Online Auctioneering Services of County-owned surplus inventory out to bid to see if there were other entities which could conduct this service at a lower price for the County. This was in response to Item F.22 which requested the Board's approval of Utilization of the Buy Board Cooperative Purchasing RFP No.620-20 for Rene Bates, to augment sales of County Owned Surplus Inventory in addition to continuing usage of GovDeals services as described above.

On June 24, 2021, RFP-4-21-21 / Auctioneer Services was advertised, soliciting proposals to provide above services. Proposals were opened on July 21, 2021. Three responses were received, as follows:

1. Insight Auctioneers, of Sebring, FL
2. George Gideon Auctioneers, Inc., of Zellwood, FL
3. GovDeals of Montgomery, AL

It should be noted that the costs for these services are collected by the vendor through a fee taken as a percentage of their sale commission.

On August 10, 2021 and August 27, 2021, the Selection Committee convened to discuss proposals received. Upon reviewing the responses, the committee motioned and unanimously approved a recommendation that the Board consider for approval, utilizing the State of Florida GovDeals Sourcewell Contract 012821-GDI as the primary vendor for auctioneer services and George Gideon Auctioneer Inc., as the secondary vendor for auctioneer services. Piggybacking the State of Florida GovDeals Sourcewell Contract provides the highest annual rebate, a 1.25% rebate, to the County based on annual sales; which in turn will generate more funds provided back to the County.

George Gideon Auctioneers offered a 1% rebate to the County, however, the County would only receive this rebate if other government agencies were to piggyback Brevard County's contract with Gideon, which is not guaranteed.

GovDeals remains a more favorable auctioneer service than George Gideon. GovDeals holds 3 Million active bidders with 36,000 within 150 miles of Cocoa. George Gideon holds 30,000 active bidders within 75 miles of their facility in Zellwood. GovDeals also provides real estate sales with no minimum; while Gideon holds a minimum sales value of \$200,000. Lastly, GovDeals accepts a greater variety of electronic payment terms including debit/credit cards and wire transfer; George Gideon accepts wire transfers (with a \$35 fee) and does not accept debit/credit cards.

It is the recommendation of the committee based on the revenue percentage generation as well as the bidder attraction factors above to authorize piggybacking the State of Florida GovDeals Sourcewell Contract as the primary vendor for auctioneer services; authorize execution of a contract with George Gideon Auctioneers, Inc., as the secondary vendor for auctioneer services. It is lastly recommended that the Board authorize the County Manager, or designee to execute all contracts, any necessary contract amendments, extensions, or renewals for GovDeals Sourcewell 012821-GDI and George Gideon Auctioneers, upon review and approval by the County Attorney's Office, Risk Management, and Purchasing Services.

If approved, the contracts will be executed with a contract start date of September 27, 2021. The State of Florida GovDeals Sourcewell Contract is a four (4) year contract with a single renewal option for one (1) year. The contract with George Gideon Auctioneers, Inc., would be for an initial term of two (2) years with two renewal options, each renewal for up to two (2) additional years. All contracts, any necessary amendments, extensions, or renewals would be reviewed and approved by the County Attorney's Office, Risk Management, and Purchasing Services prior to execution.

Clerk to the Board Instructions:

None.