



ALACHUA COUNTY

Budget and Fiscal Services

Procurement

Larry M. Sapp, CPPB
Procurement Manager

Darryl R. Kight, CPPB
Procurement Supervisor

September 26, 2022

MEMORANDUM

To: Larry M. Sapp, Procurement Manager

Via: Darryl R. Kight, Procurement Supervisor 
Darryl Kight (Oct 3, 2022 08:16 EDT)

From: Theodore White, Procurement Agent II 

Subject: **Intent to Award**
RFP 23-224-TW Annual Property Appraisal Services

Solicitation Opening Date: 2:00 PM, Wednesday, August 24, 2022
Solicitation View Count: 354 Vendors
Solicitations Downloaded by: 12 Vendors
Solicitations Submissions: 8 Vendors

Firms:

Clayton, Roper & Marshall, Inc.
Altamonte Springs, FL 32714

Florida Property Consultants Group (aka
Deighan Appraisal Associates, Inc.)
Tallahassee, FL 32303

Kroll, LLC
Dallas, TX 75201

Pinel & Carpenter, Inc.
Maitland, FL 32751

Santangini Appraisals, LLC
Gainesville, FL 32609

The Urban Group, Inc.
Ft. Lauderdale, FL 33316

Timberland Appraisal Services, LLC
Ellijay, GA 30536

*Zac Ryan Appraisal Services, Inc
Orange Park, FL 32073

**Proposal Disqualified Does not pay GWM*

RECOMMENDATION:

The final rankings be approved and then start contract negotiations with the top 5 ranked firms.

1. Santangini Appraisals, LLC
2. Pinel & Carpenter, Inc.
3. Clayton, Roper & Marshall, Inc.
4. Florida Property Consultants Group (aka Deighan Appraisal Associates, Inc.)
5. The Urban Group, Inc.

The actual RFP award is subject to the appropriate signature authority identified in the Procurement Code.

Larry M. Sapp
Larry M. Sapp (Oct 3, 2022 09:37 EDT)

Oct 3, 2022

Approved
Larry M. Sapp, CPM, CPPB
Procurement Manager

Date

Disapproved
Larry M. Sapp, CPM, CPPB
Procurement Manager

Public Meeting Minutes (Start Recording)

RFP 23-224-TW Annual Property Appraisal Services

Date: 9/26/2022

Start Time: 10:10 AM

Location: Alachua County Public Works

1. Call Meeting to Order

2. RFP Process Overview for Today's Meeting

- 2.1. Good morning, I am **Tj White** with Procurement, and I will be administrating this meeting as the Committee Chair (non-voting member), introduce committee, Kevin Ratkus (Leader), Andi Christman, Patricia Green, Perry Peeples.
- 2.2. Thank you, committee for taking the time out of your busy schedule to evaluate these proposals. Welcome to the citizen attending this Public Meeting; this meeting is open to the public and you will have an announced time (3 minutes; no response required) for public comments. Please review the agenda that is on the screen.
- 2.3. The RFP team will be evaluating vendors' proposal, discussing their scores, and approving the Team's Ranking. This Team's final ranking will be submitted to the Procurement Manager and then to BoCC with the negotiated contract(s) for approval.

3. RFP Committee Members Process Instructions

- 3.1. **First**, in OPENGOV, all evaluators have certified that they have no Conflict of Interest, and I will show them on screen, discuss if necessary.
- 3.2. **Second**, due to the cone-of-silence imposed on the committee members, this is the first occasion members have been able to talk and work together as a committee.
- 3.3. *As committee members you have broad latitude in your discussions, deliberations and ranking provided you are not arbitrary and capricious.*
- 3.4. **Third**, provide procurement points to members for the – VOW, SBE and Location Points
- 3.5. **Fourth**, we will record and discuss the preliminary scores on the screen. Call for validation of scores to ensure they are the scores the members entered in OPENGOV.

Aggregate Scores Summary

Vendor	Andi Christman	Patricia Green	Perry Peeples	Kevin Ratkus	Total Score (Max Score 200)
Clayton, Roper & Marshall...	163	163	130	141	149.25
Florida Property Consultan...	131	168	153	125	144.25
Kroll, LLC	107	146	140	95	122
Pinel & Carpenter, Inc.	165	173	158	151	161.75
Santangini Appraisals, LLC	183	197	172	156	177
The Urban Group, Inc.	123	162	140	88	128.25
Timberland Appraisal Servi...	112	99	160	128	124.75

- 3.6. The team will discuss, evaluate, and rank all vendor submittals one by one. Starting the team leader allow each member to give feedback. (**Encourage dialog**)
 - 3.6.1. Discuss scores and make Changes if pertinent
 - 3.6.2. Discussion record and Update: **Evaluation Scores**
 - 3.6.2.1. Encourage discussion on the proposals, scoring and until all members are stratified
 - 3.6.2.2. NOTE: Agents will monitor the discussion, keep it on track; keep it on topic.
 - 3.6.3. Call for validation of RFP team Evaluation Scores for the Team's Final Ranking and verify if the committee needs Oral presentations or not.

- 3.6.4. Motion to Award Rankings (RFP): Kevin Ratkus motion to recommend the final rankings be approved and then start contract negotiations the with the top 5 ranked firms Clayton, Roper & Marshall, Inc., Florida Property Consultants Group (aka Deighan Appraisal Associates, Inc.), Pinel & Carpenter, Inc., Santangini Appraisals, LLC, The Urban Group, Inc., seconded by Perry Peeples.
Vote 4-0 in favor of the motion.

4. Public Comments (3 minutes): No Comments

5. Motion to Approve the Meeting Minutes: Andi Christman moved to approve the Minutes, Perry Peeples seconded the motion.
Vote 4-0 in favor.

6. Meeting Adjourn at – 11:18 a.m.

1.1 **Vendor Complaints or Grievances; Right to Protest**

Unless otherwise governed by state or Federal law, this Part shall govern the protest and appeal of Procurement decisions by the County. The term “Bidder” includes any Person that responds to any type of Solicitation issued by the County (e.g., ITB, RFP, ITN), and is not limited solely to a Person that submits a bid in response to an Invitation to Bid (ITB).

1.1.1 **Notice of Solicitations and Awards**

The County Shall provide notice of all Solicitations and Awards by Electronic posting in accordance with the Procedures, unless a different method is required by the Florida Statutes, in which case the County Shall provide notice in accordance with the requirement of the Florida Statutes.

1.1.2 **Solicitation Protest**

Any prospective Bidder may file a Solicitation Protest concerning a Solicitation.

1.1.2.1 Basis of the Solicitation Protest: The alleged basis for a Solicitation Protest shall be limited to the following:

1.1.2.1.1 The Solicitation is inconsistent with this the Alachua County Procurement Code or the requirements of applicable Florida Statutes;

1.1.2.1.2 The terms, conditions or Specifications of the Solicitation are in violation of, or are inconsistent with, applicable laws, Regulations, Procedures, policies or other legal authorities governing the Solicitation, including but not limited to the method of evaluating, ranking or awarding of the Solicitation, reserving rights of further negotiations, or modifying or amending any resulting Contract; and

1.1.2.1.3 The Solicitation instructions are unclear or contradictory.

1.1.3 **Timing and Content of the Solicitation Protest**

The Solicitation protest must be in writing and provide all content in accordance with the Alachua County Code, Chapter 22 “Procurement”, Article 9 “Legal and Contractual Remedies” and must be received by the Procurement Manager by no later than 3:00 PM on the fourth business day after the solicitation was posted by the County. Failure to timely file a solicitation protest shall constitute a total and complete waiver of the bidder’s right to protest or appeal any solicitation defects, and shall bar the bidder from subsequently raising such solicitation defects in any subsequent Award protest, if any, or any other administrative or legal proceeding.

1.1.4 **Award Protest**

Any Bidder who is not the intended awardee and who claims to be the rightful awardee may file an Award Protest. However, an Award Protest is not valid and shall be rejected for lack of standing if it does not demonstrate that the protesting party would be awarded the Solicitation if its protest is upheld.

1.1.5 **Basis of the Award Protest**

The alleged basis for an Award Protest shall be limited to the following:

1.1.5.1 The protesting party was incorrectly deemed non-responsive due to an incorrect assessment of fact or law;

1.1.5.2 The County failed to substantively follow the Procedures or requirements specified in the Solicitation documents, except for minor irregularities that were waived by the County in accordance with this Alachua County Procurement Code, which resulted in a competitive disadvantage to the protesting party; and

1.1.5.3 The County made an identifiable mathematical or other errors in evaluating the responses to the Solicitation, resulting in an incorrect score and not protesting party not being selected for award.

1.1.6 **Timing and Content of the Award Protest**

The Award Protest must be in writing and provide all content in accordance with the Alachua County Code, Chapter 22 “Procurement”, Article 9 “Legal and Contractual Remedies” and must be received by the Procurement Manager at lsapp@alachuacounty.us no later than 3:00 PM on the fourth Business day after this Proposed Award Decision was posted by the County. Failure to timely file an Award Protest shall constitute a total and complete waiver of the Bidder’s right to protest or appeal the County’s proposed Award decision in any administrative or legal proceeding.

1.1.7 **Burden of Proof**

Unless otherwise provided by Florida law, the burden of proof shall rest with the protesting party.

1.1.8 **Stay of Procurement during Protests**

In the event of a timely protest, the County shall not proceed further with the Solicitation or with the award of the Contract until the County Manager, after consultation with the head of the Using Agency, makes a written determination that the award of the Solicitation without delay is:

1.1.8.1 necessary to avoid an immediate and serious danger to the public health, safety, or welfare;

1.1.8.2 necessary to avoid or substantial reduce significant damage to County property;

1.1.8.3 necessary to avoid or substantially reduce interruption of essential County Services; or;

1.1.8.4 otherwise in the best interest of the public.



Alachua County, Florida
Procurement
Larry M. Sapp, Procurement Manager
County Administration Building, Gainesville, FL 32601

EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services
RESPONSE DEADLINE: August 24, 2022 at 2:00 pm
Report Generated: Tuesday, September 27, 2022

VENDOR QUESTIONNAIRE PASS/FAIL

Question Title	Clayton, Roper & Marshall, Inc.	Florida Property Consultants Group (aka Deighan Appraisal Associates, Inc.)	Kroll, LLC	Network Craze	Pinel & Carpenter, Inc.	Santangini Appraisals, LLC	The Urban Group, Inc.	Timberland Appraisal Services, LLC	Zac Ryan Appraisal Services, Inc (Excluded) (Disqualified)
Corporate Resolution Granting Signature	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass
Acknowledge that you have reviewed all Addendum(s) issued with this solicitation.	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass

EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services

Question Title	Clayton, Roper & Marshall, Inc.	Florida Property Consultants Group (aka Deighan Appraisal Associates, Inc.)	Kroll, LLC	Network Craze	Pinel & Carpenter, Inc.	Santangini Appraisals, LLC	The Urban Group, Inc.	Timberland Appraisal Services, LLC	Zac Ryan Appraisal Services, Inc (Excluded) (Disqualified)
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	No Response	No Response	No Response	No Response	No Response	Pass	Pass	No Response	No Response
SBE Option 1: SBE Proposer	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass
SBE Option 2: 30% SBE Proposer Participation	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass
SBE Option 3: 15% - 29% SBE Prosper Participation	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass
SBE Option 4: No Subcontractors	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass
Option 5: Consultant SBE Good Faith Effort.	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass
Alachua County Government Minimum Wage	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Fail	Fail

EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services

Question Title	Clayton, Roper & Marshall, Inc.	Florida Property Consultants Group (aka Deighan Appraisal Associates, Inc.)	Kroll, LLC	Network Craze	Pinel & Carpenter, Inc.	Santangini Appraisals, LLC	The Urban Group, Inc.	Timberland Appraisal Services, LLC	Zac Ryan Appraisal Services, Inc (Excluded) (Disqualified)
Drug Free Workplace	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Fail	Pass
State Compliance	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Fail	Pass
Vendor Eligibility	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass
NON-SBE Subcontractors	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass
Responsible Agent Designation	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass
Conflict of Interest	Pass	Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass
Request for Proposal Submittal Documentation		Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass
You have reviewed and completed all the required submittal requirements..		Pass	Pass	No Response	Pass	Pass	Pass	Pass	Pass

PHASE 1

EVALUATORS

Name	Title	Agreement Accepted On
Andi Christman	Program Manager	Sep 21, 2022 1:49 PM
Patricia Green	Right of Way Specialist	Sep 8, 2022 11:38 AM

EVALUATION TABULATION

RFP No. RFP 23-224-TW

Annual Property Appraisal Services

Name	Title	Agreement Accepted On
Perry Peeples	Real Property Coordinator	Sep 8, 2022 11:18 AM
Kevin Ratkus	Senior Planner - Conservation Land Acquisition Coordinator	Sep 21, 2022 9:24 AM

EVALUATION CRITERIA

EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services

Criteria	Description	Scoring Method	Weight (Points)
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EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services

Ability of Professional Personnel	A. Resumes of the key staff support the firm's Competency in doing this type of work? Key staff includes the Project Manager, and other project team professionals. B. Has the firm done this type of work in the past? C. Is any of this work to be subcontracted? If so, what are the abilities of the firm(s) to be subcontracted? D. Based on questions above, award points as follows: 1. 21-30 points - Exceptional Experience 2. 11-20 points - Average Experience 3. 0-10 points - Minimal Experience E. Has the company or key staff recently done this type of work for the County, the State, or for local government in the past? 1. If the work was acceptable, award up to ten (10) points.	Points Based	50 (25% of Total)
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EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services

Criteria	Description	Scoring Method	Weight (Points)
	2. If the firm has not done this type of work, award zero (0) points. 3. If the work was unacceptable, deduct up to ten (10) points and note why. F. Are there factors, such as unique abilities, which would make a noticeable (positive) impact on the project? 1. If the answer is yes, award from one (1) to ten (10) points and note reasons. 2. If the answer is no, award zero (0) points.		

EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services

Criteria	Description	Scoring Method	Weight (Points)
Capability to Meet Time and Budget Requirements	A. Does the level of key staffing and their percentage of involvement, the use of subcontractors (if any), office location, and/or information contained in the transmittal letter indicate that the firm will, or will not, meet time and budget requirements? B. To your knowledge, has the firm met or had trouble meeting time and budget requirements on similar projects? C. Have proof of insurability and other measures of financial stability been provided? D. Are time schedules reasonable? E. Are position pricing reasonable? F. Current Workload. G. This factor is designed to determine how busy a firm is by comparing all Florida work against Florida personnel.	Points Based	20 (10% of Total)
Location	Points Provided by Procurement.	Points Based	10 (5% of Total)

EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services

Criteria	Description	Scoring Method	Weight (Points)
Small Business Enterprise Participation (SBE)	Points Provided by Procurement.	Points Based	15 (7.5% of Total)
Volume of Previous Work (VOW) awarded by the County	Points Provided by Procurement.	Points Based	5 (2.5% of Total)
Written - Understanding of Project	A. Did the proposal indicate a thorough understanding of the project? B. Is the appropriate emphasis placed on the various work tasks?	Points Based	25 (12.5% of Total)
Written - Project Approach	A. Did the firm develop a workable approach to the project? B. Does the proposal specifically address the County's needs or is it "generic" in content?	Points Based	25 (12.5% of Total)
Written - Project Manager	A. Does the project manager have experience with projects comparable in size and scope? B. Does the Project Manager have a stable job history? Has he/she been with the firm long, or have there been frequent job changes?	Points Based	10 (5% of Total)

EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services

Criteria	Description	Scoring Method	Weight (Points)
Written - Project Team	A. Was a project team identified? B. Is the team makeup appropriate for the project? C. Do the team members have experience with comparable projects? D. Are there any sub contracted firms involved? Will this enhance the project team? E. Are the hours assigned to the various team members for each task appropriate?	Points Based	20 (10% of Total)
Written - Project Schedule	A. Is the proposed schedule reasonable based on quantity of personnel assigned to the project? B. Are individual tasks staged properly and in proper sequence?	Points Based	10 (5% of Total)

EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services

Criteria	Description	Scoring Method	Weight (Points)
Written - Proposal Organization	A. Was proposal organization per the RFP? B. Was all required paperwork submitted and completed appropriately? C. Did the proposal contain an excessive amount of generic boilerplate, resumes, pages per resume, photographs, etc.?	Points Based	10 (5% of Total)

AGGREGATE SCORES SUMMARY

Vendor	Andi Christman	Patricia Green	Perry Peeples	Kevin Ratkus	Total Score (Max Score 200)
Clayton, Roper & Marshall, Inc.	163	163	130	141	149.25
Florida Property Consultants Group (aka Deighan Appraisal Associates, Inc.)	131	168	153	125	144.25
Kroll, LLC	107	146	140	95	122
Pinel & Carpenter, Inc.	165	173	158	151	161.75
Santangini Appraisals, LLC	183	197	172	156	177
The Urban Group, Inc.	123	162	140	88	128.25

EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services

Vendor	Andi Christman	Patricia Green	Perry Peeples	Kevin Ratkus	Total Score (Max Score 200)
Timberland Appraisal Services, LLC	112	99	160	128	124.75

VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Ability of Professional Personnel Points Based 50 Points (25%)	Capability to Meet Time and Budget Requirements Points Based 20 Points (10%)	Location Points Based 10 Points (5%)	Small Business Enterprise Participation (SBE) Points Based 15 Points (7.5%)	Volume of Previous Work (VOW) awarded by the County Points Based 5 Points (2.5%)	Written - Understanding of Project Points Based 25 Points (12.5%)	Written - Project Approach Points Based 25 Points (12.5%)	Written - Project Manager Points Based 10 Points (5%)	Written - Project Team Points Based 20 Points (10%)	Written - Project Schedule Points Based 10 Points (5%)
Clayton, Roper & Marshall, Inc.	41.8	18.8	0	0	5	22	19.5	9.5	16.5	7.3
Florida Property Consultants Group (aka Deighan Appraisal Associates, Inc.)	39.8	18.3	0	0	3	21.5	21.3	8.3	16.3	6.5
Kroll, LLC	33	15.8	0	0	5	17.3	16	7.5	13.5	6
Pinel & Carpenter, Inc.	47.3	19	0	0	3	22.3	24	9.8	19.3	7.5
Santangini Appraisals, LLC	48.8	19.3	10	15	2	20.5	21	10	16	6.3
The Urban Group, Inc.	36.3	13	0	0	5	18	17.3	9.3	17.8	4.3
Timberland Appraisal Services, LLC	37.5	15	0	0	5	18	17.3	7.5	13.5	5.8

EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services

Vendor	<u>Written - Proposal Organization</u> Points Based 10 Points (5%)	Total Score (Max Score 200)
Clayton, Roper & Marshall, Inc.	9	149.25
Florida Property Consultants Group (aka Deighan Appraisal Associates, Inc.)	9.5	144.25
Kroll, LLC	8	122
Pinel & Carpenter, Inc.	9.8	161.75
Santangini Appraisals, LLC	8.3	177
The Urban Group, Inc.	7.5	128.25
Timberland Appraisal Services, LLC	5.3	124.75

INDIVIDUAL PROPOSAL SCORES

Clayton, Roper & Marshall, Inc.
Ability of Professional Personnel Points Based 50 Points (25%)
Andi Christman: 47
Extensive experience with appraisals that meet the particular needs of the County Conservation Lands Acquisition Program. 3 Principals. Previous clients TNC, TPL, DEP, SRJWMD, SWFWMD, FCT, 3 principals, 5 certified appraisers, 11 staff. 20comm. apps and 30 res apps/month. 40 days to deliver on comm apps on avg. Division of State Lands Approved. Craig Clayton - Conservation Easement Valuation certification. Land Trust Alliance endorsement. S. Marshall - SSL seminar, donated CE values seminar. Paul Roper - SSL seminar, CTF CE seminar, SFWMD seminars, Appraisal Review, CEs, Springs, Less than Fee. F Schieber - Appraising wetlands, Appraising CEs, Highest and Best Use applications.
Patricia Green: 45
Perry Peoples: 40

EVALUATION TABULATION
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Annual Property Appraisal Services

Excellent land but experience but limited right-of-way experience. Roper with FDOT experience

Kevin Ratkus: 35
They are on the FL Dept. of Env. Protections Appraisal list. (5pts - Unique abilities)

Capability to Meet Time and Budget Requirements | Points Based | 20 Points (10%)

Andi Christman: 18

Patricia Green: 20

Perry Peeples: 20

Strong staffing

Kevin Ratkus: 17

Rather expensive

Location | Points Based | 10 Points (5%)

Andi Christman: 0

Patricia Green: 0

Perry Peeples: 0

Orlando

Kevin Ratkus: 0

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

Andi Christman: 0

Patricia Green: 0

Perry Peeples: 0

N/A

EVALUATION TABULATION
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Annual Property Appraisal Services

	Kevin Ratkus: 0
Volume of Previous Work (VOW) awarded by the County Points Based 5 Points (2.5%)	
0	Andi Christman: 5
	Patricia Green: 5
	Perry Peeples: 5
N/A	
	Kevin Ratkus: 5
Written - Understanding of Project Points Based 25 Points (12.5%)	
Significant Conservation Land Experience. Review appraisals, Conservation easement, on DEP SL approved appraiser list.	Andi Christman: 23
	Patricia Green: 25
	Perry Peeples: 20
	Kevin Ratkus: 20
Clear understanding	
Written - Project Approach Points Based 25 Points (12.5%)	
	Andi Christman: 23
	Patricia Green: 20
Pretty generic	Perry Peeples: 15
	Kevin Ratkus: 20

EVALUATION TABULATION
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Annual Property Appraisal Services

Written - Project Manager Points Based 10 Points (5%)	
Andi Christman: 10	
Patricia Green: 10	
Perry Peeples: 10	
Excellent background and stability	
Kevin Ratkus: 8	
Written - Project Team Points Based 20 Points (10%)	
Andi Christman: 19	
Patricia Green: 20	
Perry Peeples: 10	
Solid but not much info	
Kevin Ratkus: 17	
Written - Project Schedule Points Based 10 Points (5%)	
Andi Christman: 9	
Patricia Green: 10	
Perry Peeples: 0	
N/A	
Kevin Ratkus: 10	
Written - Proposal Organization Points Based 10 Points (5%)	
Andi Christman: 9	
Patricia Green: 8	

Professional RFP	Perry Peeples: 10
	Kevin Ratkus: 9
Florida Property Consultants Group (aka Deighan Appraisal Associates, Inc.)	
Ability of Professional Personnel Points Based 50 Points (25%)	
Andi Christman: 35	
ROW and eminent domain. Road extension. References consultation/review for Mill Creek, Lochloosa Slough, Hitchcock's Ranch (through John Templin - wonder about firms conservation experience with John no longer working). Appraisal review. FDEP, SFWMD. Cons easements. Wetlands. Highest and best use. Working at 70% of capacity.	
	Patricia Green: 45
	Perry Peeples: 50
Excellent experience with FDOT, Govt and ROW	
	Kevin Ratkus: 29
Capability to Meet Time and Budget Requirements Points Based 20 Points (10%)	
	Andi Christman: 15
	Patricia Green: 20
	Perry Peeples: 20
Prior experience all positive	
	Kevin Ratkus: 18
Location Points Based 10 Points (5%)	
	Andi Christman: 0

EVALUATION TABULATION
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Annual Property Appraisal Services

	Patricia Green: 0
	Perry Peeples: 0
Deland and Tallahassee	Kevin Ratkus: 0
Small Business Enterprise Participation (SBE) Points Based 15 Points (7.5%)	
	Andi Christman: 0
see review marked 2 and 3 then said no sub available on SBE list.	
	Patricia Green: 0
	Perry Peeples: 0
N/A	
	Kevin Ratkus: 0
Volume of Previous Work (VOW) awarded by the County Points Based 5 Points (2.5%)	
	Andi Christman: 3
	Patricia Green: 3
	Perry Peeples: 3
Prior experience positive	
	Kevin Ratkus: 3
Written - Understanding of Project Points Based 25 Points (12.5%)	
	Andi Christman: 20
	Patricia Green: 25
	Perry Peeples: 20

EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services

Kevin Ratkus: 21
Written - Project Approach Points Based 25 Points (12.5%)
Andi Christman: 19
Patricia Green: 25
Perry Peeples: 20
Contained specific Alachua County projects
Kevin Ratkus: 21
Written - Project Manager Points Based 10 Points (5%)
Andi Christman: 8
Patricia Green: 10
Perry Peeples: 10
Excellent experience
Kevin Ratkus: 5
The firm has recently lost Jon Templin, who was the past Project Manager (PM). The new PM's experience is in roadway eminent domain & condemnation appraisals in FL. This experience does not fit Conservation Land's main appraisal needs as well.
Written - Project Team Points Based 20 Points (10%)
Andi Christman: 15
Wondering who fills the role vacated by John Templin as he was the lead with the Conservation Lands project. Not clear that others have the same experience.
Patricia Green: 20
Perry Peeples: 20
Listed all subs in team

Kevin Ratkus: 10

The firm has recently lost Jon Templin, who was the past Project Manager (PM). The new PM's experience is in roadway eminent domain & condemnation appraisals in FL. This experience does not fit Conservation Land's main appraisal needs as well.

Written - Project Schedule Points Based 10 Points (5%)	
Andi Christman: 7	
Patricia Green: 10	
Perry Peebles: 0	
N/A	
Kevin Ratkus: 9	

Written - Proposal Organization Points Based 10 Points (5%)	
Andi Christman: 9	
Patricia Green: 10	
Perry Peebles: 10	
Kevin Ratkus: 9	

Kroll, LLC	
Ability of Professional Personnel Points Based 50 Points (25%)	
Andi Christman: 27	
Southern US. Core ROW eminent domain, and govt svc team. Some appraisal review. No conservation land experience. Broad region. 8 appraisers, but not sure where based? Texas? FL?	
Patricia Green: 40	

EVALUATION TABULATION
RFP No. RFP 23-224-TW
Annual Property Appraisal Services

Huge staff with excellent ROW, eminent domain and governmental experience	Perry Peeples: 50
	Kevin Ratkus: 15
SE USA focus. ROW / eminent domain, major infrastructure projects & Govt.	
Capability to Meet Time and Budget Requirements Points Based 20 Points (10%)	
large enough to have capability	Andi Christman: 14
	Patricia Green: 15
	Perry Peeples: 20
Rather expensive Limited effort on proposal Distant office location	
Dallas with no local office	Kevin Ratkus: 14
	Location Points Based 10 Points (5%)
	Andi Christman: 0
	Patricia Green: 0
	Perry Peeples: 0
	Kevin Ratkus: 0
Small Business Enterprise Participation (SBE) Points Based 15 Points (7.5%)	
N/A	Andi Christman: 0
	Patricia Green: 0
	Perry Peeples: 0

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	Kevin Ratkus: 0
Volume of Previous Work (VOW) awarded by the County Points Based 5 Points (2.5%)	
	Andi Christman: 5
	Patricia Green: 5
	Perry Peeples: 5
N/A	
	Kevin Ratkus: 5
Written - Understanding of Project Points Based 25 Points (12.5%)	
Understand a portion, perhaps more PW tasks, not conservation lands per se.	Andi Christman: 14
	Patricia Green: 25
	Perry Peeples: 15
Short	
	Kevin Ratkus: 15
Written - Project Approach Points Based 25 Points (12.5%)	
	Andi Christman: 16
	Patricia Green: 20
	Perry Peeples: 10
Generic	
	Kevin Ratkus: 18

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Written - Project Manager Points Based 10 Points (5%)	
Andi Christman: 6	
Patricia Green: 8	
Perry Peeples: 10	
Contacts assigned to project are strong	
Kevin Ratkus: 6	
PM's focus is on DOT / eminent domain projects. Proposal doesn't focus on time with firm.	
Written - Project Team Points Based 20 Points (10%)	
Andi Christman: 12	
Patricia Green: 15	
Perry Peeples: 20	
Good team but none local	
Kevin Ratkus: 7	
Written - Project Schedule Points Based 10 Points (5%)	
Andi Christman: 6	
Patricia Green: 10	
Perry Peeples: 0	
N/A	
Kevin Ratkus: 8	
Written - Proposal Organization Points Based 10 Points (5%)	

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Andi Christman: 7
Patricia Green: 8
Perry Peeples: 10
Kevin Ratkus: 7
Pinel & Carpenter, Inc.
Ability of Professional Personnel Points Based 50 Points (25%)
Andi Christman: 46
Current Appraiser with Alachua County. Does Conservation Lands appraisals. Fully understands ACF needs and County process. Donated CE qual. 13 employees, 5 appraisers. Not on DEP DSL list.
Patricia Green: 50
Perry Peeples: 50
Excellent FDOT, eminent domain and ROW experience
Kevin Ratkus: 43
Have been one of our main appraisers and has offered a quality final deliverable.
Capability to Meet Time and Budget Requirements Points Based 20 Points (10%)
Andi Christman: 19
Patricia Green: 20
Perry Peeples: 20
Time frames provided are accptable
Kevin Ratkus: 17
Rather expensive.

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Location Points Based 10 Points (5%)	
Orlando	Andi Christman: 0
	Patricia Green: 0
	Perry Peeples: 0
	Kevin Ratkus: 0
Small Business Enterprise Participation (SBE) Points Based 15 Points (7.5%)	
N/A	Andi Christman: 0
	Patricia Green: 0
	Perry Peeples: 0
	Kevin Ratkus: 0
Volume of Previous Work (VOW) awarded by the County Points Based 5 Points (2.5%)	
Turned down previous Public Works projects	Andi Christman: 3
	Patricia Green: 3
	Perry Peeples: 3
	Kevin Ratkus: 3
Written - Understanding of Project Points Based 25 Points (12.5%)	
Andi Christman: 24	

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Great for Conservation Lands.

Patricia Green: 25
Perry Peeples: 20
Kevin Ratkus: 20

Written - Project Approach | Points Based | 25 Points (12.5%)

Andi Christman: 24

Submittal reflects clear understanding of process and County timeline and needs.

Patricia Green: 25
Perry Peeples: 25

Specific to Alachua County

Kevin Ratkus: 22

Written - Project Manager | Points Based | 10 Points (5%)

Andi Christman: 10
Patricia Green: 10
Perry Peeples: 10

Good experience

Kevin Ratkus: 9

Written - Project Team | Points Based | 20 Points (10%)

Andi Christman: 19
Patricia Green: 20
Perry Peeples: 20

Kevin Ratkus: 18	
Written - Project Schedule Points Based 10 Points (5%)	
Andi Christman: 10	
Patricia Green: 10	
Perry Peeples: 0	
N/A	
Kevin Ratkus: 10	
Written - Proposal Organization Points Based 10 Points (5%)	
Andi Christman: 10	
Patricia Green: 10	
Perry Peeples: 10	
Professional	
Kevin Ratkus: 9	
Santangini Appraisals, LLC	
Ability of Professional Personnel Points Based 50 Points (25%)	
Andi Christman: 47	
DEP appraiser (2018), Current Alachua County appraiser, does all conservation lands appraisals for past year, and portion of ACF appraisals in the preceding years..	
Patricia Green: 50	
Perry Peeples: 50	

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Annual Property Appraisal Services

Not strong on FDOT/Eminent Domain but very experienced in working with Alachua County

Kevin Ratkus: 48

Owner operated & small. Owner works fast and can adjust time priorities as needed. Updates appraisal report as needed. Provides a good quality final deliverable at a good value for the County.

Capability to Meet Time and Budget Requirements | Points Based | 20 Points (10%)

Andi Christman: 18

Patricia Green: 20

Perry Peeples: 20

Small, but has always exceeded schedule requirements

Kevin Ratkus: 19

Owner operated & small. Owner works fast and can adjust time priorities as needed. Updates appraisal report as needed. Provides a good quality final deliverable at a good value for the County.

Location | Points Based | 10 Points (5%)

Andi Christman: 10

Patricia Green: 10

Perry Peeples: 10

Gainesville

Kevin Ratkus: 10

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

Andi Christman: 15

Patricia Green: 15

Perry Peeples: 15

EVALUATION TABULATION

Request For Proposal - Annual Property Appraisal Services

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SBE certified

Kevin Ratkus: 15

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)

Andi Christman: 2

Patricia Green: 2

Perry Peeples: 2

Excellent history with Alachua County

Kevin Ratkus: 2

Written - Understanding of Project | Points Based | 25 Points (12.5%)

Andi Christman: 22

Proposal slightly less detailed than some others, but Laura currently does all of the Conservation lands appraisers since the loss of out third appraiser, and fully understands the program needs and timelines.

Patricia Green: 25

Perry Peeples: 20

Knows exactly what County policies and procedures require

Kevin Ratkus: 15

Proposal is light on detail.

Written - Project Approach | Points Based | 25 Points (12.5%)

Andi Christman: 22

Patricia Green: 25

Perry Peeples: 25

Not generic. Works in Alachua County

Proposal is light on detail.	
Kevin Ratkus: 12	
Written - Project Manager Points Based 10 Points (5%)	
Excellent appraisal company for non-FDOT/Eminent Domain projects	Andi Christman: 10
	Patricia Green: 10
	Perry Peeples: 10
	Kevin Ratkus: 10
	Kevin Ratkus: 10
Written - Project Team Points Based 20 Points (10%)	
Very small group	Andi Christman: 19
	Patricia Green: 20
	Perry Peeples: 10
	Kevin Ratkus: 15
	Kevin Ratkus: 15
Written - Project Schedule Points Based 10 Points (5%)	
N/A	Andi Christman: 10
	Patricia Green: 10
	Perry Peeples: 0
Kevin Ratkus: 5	

Written - Proposal Organization Points Based 10 Points (5%)	
Andi Christman: 8	
Patricia Green: 10	
Perry Peoples: 10	
Kevin Ratkus: 5	

The Urban Group, Inc.

Ability of Professional Personnel Points Based 50 Points (25%)	
Andi Christman: 28	
Review appraisal in 5 days. Indicates CEs. Work with FDEP. 3 certified appraisers. One principal. Commercial, residential, road widening. No clear explanation of conservation land-related appraisal experience. Not on DEP DSL appraiser list. No timber valuation.	
Patricia Green: 45	
Perry Peoples: 40	
Good FDOT and government experience but small group and from Ft. Lauderdale	
Kevin Ratkus: 32	
Great experience on large tracks of timber land. Owner operated, small business. Seems he rushed the proposal due the the initial notification challenge, although, the submittal date was pushed back.	

Capability to Meet Time and Budget Requirements Points Based 20 Points (10%)	
Andi Christman: 12	
Proof of insurability?	
Patricia Green: 20	
Perry Peoples: 10	

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Annual Property Appraisal Services

Small and out of town

Kevin Ratkus: 10

Owner operated, small business. Proposal light on detail. Pay rates are a good value for the County.

Location | Points Based | 10 Points (5%)

Andi Christman: 0

Patricia Green: 0

Perry Peeples: 0

Ft. Lauderdale

Kevin Ratkus: 0

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

Andi Christman: 0

Patricia Green: 0

Perry Peeples: 0

N/A

Kevin Ratkus: 0

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)

Andi Christman: 5

Patricia Green: 5

Perry Peeples: 5

N/A

Kevin Ratkus: 5

EVALUATION TABULATION

Request For Proposal - Annual Property Appraisal Services

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Written - Understanding of Project Points Based 25 Points (12.5%)	
Many examples are suitable for PW. None for Conservation Lands.	Andi Christman: 19
	Patricia Green: 23
	Perry Peeples: 25
Clearly understand what Alachua County needs	
Proposal light on detail.	Kevin Ratkus: 5
Written - Project Approach Points Based 25 Points (12.5%)	
No Conservation Lands examples.	Andi Christman: 19
	Patricia Green: 25
	Perry Peeples: 20
Proposal light on detail.	Kevin Ratkus: 5
Written - Project Manager Points Based 10 Points (5%)	
No Conservation Lands.	Andi Christman: 8
	Patricia Green: 10
Manager has proper experience	Perry Peeples: 10
	Kevin Ratkus: 9

Written - Project Team Points Based 20 Points (10%)	
Team is well delineated	Andi Christman: 16
	Patricia Green: 18
	Perry Peeples: 20
Owner operated, small business.	Kevin Ratkus: 17
Written - Project Schedule Points Based 10 Points (5%)	
N/A	Andi Christman: 7
	Patricia Green: 8
	Perry Peeples: 0
	Kevin Ratkus: 2
Written - Proposal Organization Points Based 10 Points (5%)	
Specific to County needs	Andi Christman: 9
	Patricia Green: 8
	Perry Peeples: 10
	Kevin Ratkus: 3

Timberland Appraisal Services, LLC

Ability of Professional Personnel | Points Based | 50 Points (25%)

Andi Christman: 30

Timberland appraisal. This is a needed qualification for conservation lands appraisals. Overall the submittal was less detailed in describing specific government experience and the firm is a one-person operation.

Patricia Green: 40

Perry Peeples: 50

Specialist in needed field

Kevin Ratkus: 30

On FL DEP's appraisal list. They have experience with gov't appraisals.

Capability to Meet Time and Budget Requirements | Points Based | 20 Points (10%)

Andi Christman: 14

Limited detail provided.

Patricia Green: 10

Perry Peeples: 20

Kevin Ratkus: 16

Gov't work focus on FDOT road projects & urban commercial scale projects: Not more rural timber lands. Average wage scale. Based in Ft. Lauderdale, but have satellite office - Jax & Orlando.

Location | Points Based | 10 Points (5%)

Andi Christman: 0

Patricia Green: 0

Perry Peeples: 0

EVALUATION TABULATION
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Annual Property Appraisal Services

Georgia and Florida

Kevin Ratkus: 0

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

Andi Christman: 0

Patricia Green: 0

Perry Peeples: 0

N/A

Kevin Ratkus: 0

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)

Andi Christman: 5

Patricia Green: 5

Perry Peeples: 5

N/A

Kevin Ratkus: 5

Written - Understanding of Project | Points Based | 25 Points (12.5%)

Andi Christman: 15

Limited detail provided.

Patricia Green: 10

Perry Peeples: 25

Clearly understands what Alachua County needs

Kevin Ratkus: 22

EVALUATION TABULATION

Request For Proposal - Annual Property Appraisal Services

Written - Project Approach Points Based 25 Points (12.5%)	
Andi Christman: 13	
Patricia Green: 10	
Perry Peeples: 25	
Not generic at all	
Kevin Ratkus: 21	
Written - Project Manager Points Based 10 Points (5%)	
Andi Christman: 7	
Patricia Green: 7	
Perry Peeples: 10	
Manager is specialist in needed field	
Kevin Ratkus: 6	
Recent gov't work focus on FDOT road projects & urban commercial scale projects: Not more rural timber lands.	
Written - Project Team Points Based 20 Points (10%)	
Andi Christman: 16	
Patricia Green: 7	
Perry Peeples: 15	
Small solo practitioner	
Kevin Ratkus: 16	
Recent gov't work focus on FDOT road projects & urban commercial scale projects: Not more rural timber lands.	

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Written - Project Schedule Points Based 10 Points (5%)	
Andi Christman: 7	
Patricia Green: 7	
Perry Peeples: 0	
N/A	
Kevin Ratkus: 9	
Written - Proposal Organization Points Based 10 Points (5%)	
Andi Christman: 5	
Limited detail provided. Insurance statement, no document.	
Patricia Green: 3	
Perry Peeples: 10	
Kevin Ratkus: 3	

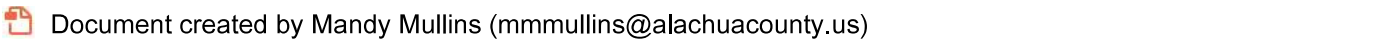
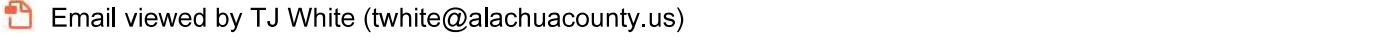
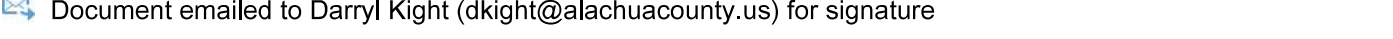
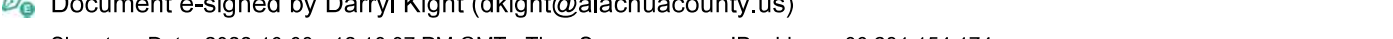
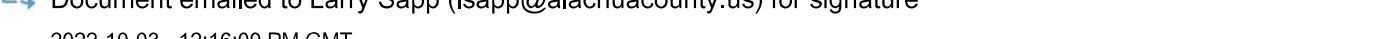
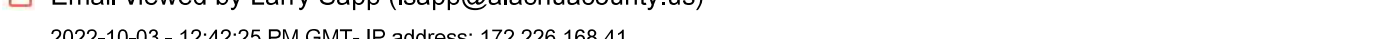
ITA RFP 23-224-TW Annual Property Appraisal Services

Final Audit Report

2022-10-03

Created:	2022-10-03
By:	Mandy Mullins (mmmullins@alachuacounty.us)
Status:	Signed
Transaction ID:	CBJCHBCAABAAqj_GhflHF_x6-1z6cqECaatU5wisvxF_

"ITA RFP 23-224-TW Annual Property Appraisal Services" History

-  Document created by Mandy Mullins (mmmullins@alachuacounty.us)
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-  Signer Larry Sapp (lsapp@alachuacounty.us) entered name at signing as Larry M. Sapp
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