



PUBLIC HEARING AGENDA ITEM

DATE OF PUBLIC HEARING: April 18, 2017
SUBJECT: Commercial Brokerage Services
FROM: Ray Gonzales, Interim County Manager; Bryan Ostler, Interim Deputy County Manager; Benjamin Dahlman, Finance Director; Kim Roland, Purchasing Manager
AGENCY/DEPARTMENT: Facility Operations Department
HEARD AT STUDY SESSION ON
AUTHORIZATION TO MOVE FORWARD: <input type="checkbox"/> YES <input type="checkbox"/> NO
RECOMMENDED ACTION: That the Board of County Commissioners approves Amendment One to the agreement with Guidance Corporate Realty

BACKGROUND:

On April 12, 2016, Guidance Corporate Realty (Guidance) was awarded an agreement to provide Commercial Brokerage Services to assist with the purchase, sale and leasing of Adams County properties.

Guidance Corporate Realty has been proactively working on several land related issues, including the potential sale of the existing Human Services Building, 20 acres of empty land near the City of Brighton, the successful sale of a residence in Commerce City, and other project related inquiries. Guidance's rates were the most favorable of those at 2.75% commission rate for sales, no monthly retainer fee, and a 5% fee sharing rebate. The rates are very competitive within industry standard, and the department has been satisfied with the service they provide.

The recommendation is to approve Amendment One to renew the agreement with Guidance Corporate Realty for one year.

AGENCIES, DEPARTMENTS OR OTHER OFFICES INVOLVED:

Facility Operations Department

ATTACHED DOCUMENTS:

Resolution

FISCAL IMPACT:

Please check if there is no fiscal impact ☐. If there is fiscal impact, please fully complete the section below.

Fund: 00001**Cost Center:** 9252

	Object Account	Subledger	Amount
Current Budgeted Revenue:			
Additional Revenue not included in Current Budget:			
Total Revenues:			

	Object Account	Subledger	Amount
Current Budgeted Operating Expenditure:	7685		\$600,000
Add'l Operating Expenditure not included in Current Budget:			
Current Budgeted Capital Expenditure:			
Add'l Capital Expenditure not included in Current Budget:			
Total Expenditures:			\$600,000

New FTEs requested: ☐ YES ☒ NO**Future Amendment Needed:** ☐ YES ☒ NO**Additional Note:**