COUNTY OF ALAMEDA

Questions & Answers

to

RFP No. 901981

### for

Real Estate Broker Pool

**Networking/Bidders Conference Held on March 25, 2021**

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| **This County of Alameda, General Services Agency (GSA), RFP Questions & Answers (Q&A) has been electronically issued to potential bidders via e-mail. E-mail addresses used are those in the County’s Small Local Emerging Business (SLEB) Vendor Database or from other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate e-mail address is noted and kept updated in the SLEB Vendor Database. This RFP Q&A will also be posted on the GSA Contracting Opportunities website located at** [**http://acgov.org/gsa\_app/gsa/purchasing/bid\_content/contractopportunities.jsp**](http://acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp) |

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Thank you for your participation and interest in the County of Alameda.

All the questions are direct copy and paste from written questions emailed by Bidders. In the answers of these questions, the County of Alameda shall be noted as “County”. The Questions and Answers are the final stance of the County. Please consider this document in preparation of your bid response.

**Questions and Answers:**

1. Can we please be provided a set of meeting minutes from the meeting on March 25, 2021 at 2PM?
   1. **Meeting minutes are not kept for Networking/Bidders Conference.**
2. We previously bid on Request for Proposal 03-FY-20 for Real Estate Brokerage Services and the decision on that kept being delayed and the Project Manager, Joseph Tambornino, has since left Alameda County – was this RFP ever awarded to sell the surplus fire station or is that property included in this new RFP?
   1. **Request for Proposal 03-FY-20 for Real Estate Brokerage Services is not related to this RFP.**
3. With the respect to Brokerage Services, our firm is both a licensed real estate broker as well as a bonded auctioneering firm. Will Alameda County seriously consider brokerage proposals that would utilize public auctions for the sale of its real estate and ***if not, why not?***
   1. **Yes. The County is likely to utilize an auction process.**
4. Page 5, I. Statement of Work, C. Bidder Qualifications, 1. Bidder Minimum Qualifications, a: Our firm works in commercial real estate on a national basis and in California, however our California office is in San Diego County. We have not sold real estate in the SFO/East Bay market in the last 10 years, however, our Alameda County SLEB partner and has been in that market for over 10 years. Will that be acceptable to meet this requirement? That was acceptable to Alameda County on RFP 03-FY-20 for Real Estate Brokerage Services.
   1. **Per page 5 of the RFP, Section C. (BIDDER QUALIFICATIONS), Item 1.a. states:**

***Bidder shall be regularly and continuously engaged in the business of providing commercial real estate sales brokerage services in the San Francisco/East Bay market for at least ten (10) years. Bidder experience must be verifiable through the references provided or a summary of past projects completed submitted at the time of bid.***

**The requirement states that the experience shall have been for at least 10 years not the last 10 years.**

1. Bid Response Packet, Page 4, with respect to item 8, on the 3 choices, if our partner is an SLEB, can we check the 2nd box?
   1. **No. This question applies to the Prime Bidder and not the subcontractors.**
2. Bidder Response Packet, Page 7, if our commission percentage is in a format other than just a flat commission percentage, can we present this as an attachment and in the yellow box, put “please see attached?”
   1. **No. Please use the Bid Form provided and provide a percentage as requested. If any clarification(s) need to be made those can be listed on page 14 of the Exhibit A – Bid Response Packet, Exceptions and Clarifications page.**