

## **AGENDA ITEM**

Initiator: Toni Brady  
DOC ID: 19795  
Legal Request Number: 2022-0141-01  
Bid/Contract Number: 22-R00060/TPR

---

### **TITLE**

---

Award of Contract to Robert A. Buckner and Associates, Inc., for Realtor/Marketing Agent Services (Contract RFP 22-R00060/TPR)

### **BRIEF OVERVIEW**

---

On March 16, 2022, the Purchasing and Contracts Department issued a Request for Proposals (RFP) No. 22-R00060/TPR through the County's electronic website for Realtor/Marketing Agent Services. The RFP document was sent to a total of thirty (30) matching vendors, twenty-three (23) members of the Hernando County Association of Realtors and five (5) vendors as a courtesy. The RFP document was downloaded by twelve (12) realtors/real estate firms. One (1) proposal was received.

The term of the resulting contract is effective the date of approval by the Board of County Commissioners through twelve (12) months with two (2) twelve (12) month renewal options. The contract resulting from this RFP is for Realtor/Marketing Agent Services for the sale of surplus County property and the purchase of real property on behalf of the County.

Due to the fact only one (1) RFP was received, it was determined that a Professional Services Review Committee (PSRC) meeting for evaluation purposes was not necessary. The Department of Public Works has requested that the Purchasing and Contracts Department enter into negotiations with Robert A. Buckner and Associates, Inc.

The Proposed Commission Rate that was submitted in 22-PS00060/TPR is the same Proposed Commission Rate that Robert A. Buckner and Associates, Inc., is currently charging under the current contract 19-R00103/PH.

This agenda item requests approval of contract 22-R00060/TPR with Robert A. Buckner and Associates.

### **FINANCIAL IMPACT**

---

This will be a revenue-generating contract for the County.

### **LEGAL NOTE**

---

The Board has the authority to take the recommended action pursuant to Part II,

Chapter 2, Article V of the Hernando County Code of Ordinances.

**RECOMMENDATION**

It is recommended that the Board approve the request for Proposal No. 22-R00060/TPR with Robert A. Buckner and Associates, Inc., for Realtor/Marketing Agent Services and authorize the Chief Procurement Officer to renew the contract annually with the same pricing, terms and conditions.

**REVIEW PROCESS**

Patty Hall	Completed	05/20/2022 4:27 PM
Toni Brady	Completed	05/25/2022 11:17 PM
Teena Dagliere	Completed	05/26/2022 12:08 PM
Kelly L Soreng	Completed	05/26/2022 12:29 PM
Scott Herring	Completed	05/26/2022 2:51 PM
Pamela Hare	Completed	05/23/2022 1:33 PM
Kyle J. Benda	Completed	05/25/2022 4:18 PM
Jenine Wimer	Completed	05/27/2022 9:25 AM
Tobey Phillips	Completed	06/03/2022 2:23 PM
Jeffrey Rogers	Completed	06/08/2022 7:43 AM
Colleen Conko	Completed	06/08/2022 8:35 AM
Board of County Commissioners	Completed	06/14/2022 9:00 AM

**RESULT:**        **ADOPTED BY CONSENT VOTE [UNANIMOUS]**  
**MOVER:**        Wayne Dukes, Commissioner  
**SECONDER:**    Jeff Holcomb, Commissioner  
**AYES:**         Champion, Allocco, Narverud, Dukes, Holcomb