

Memorandum



Date: September 6, 2023

To: Honorable Chairman Oliver G. Gilbert, III
and Members, Board of County Commissioners

Agenda Item No. 8(P)(4)

From: Daniella Levine Cava
Mayor 

Resolution No. R-773-23

Subject: Recommendation for Ratification of Revenue Generated and Authorization for Use
of Revenue Generating Contract for Online Auction Services

Summary

This item is requesting ratification of the access of a competitively established contract for Online Auction Services for the sale of County surplus property by the Materials Management Division of the Internal Services Department (ISD) on behalf of multiple County departments. When the County originally accessed this competitively solicited contract under the Mayor's delegated authority, it was anticipated that up to \$1 million in revenues might be generated over a two year period. Because this contract has generated greater-than-anticipated revenues of approximately \$12 million over a 15-month period (from September 27, 2021, through December 31, 2022), ratification of the access contract is required. This item is also requesting additional revenue generating authority for estimated additional revenue for the current and remaining terms of the contract.

ISD uses this contract to sell County department items including automobiles, electronics, marine vessels and supplies, aircraft parts and components, welding equipment, industrial pumps, office equipment and supplies, metal/scrap, computers, parts, and supplies, golf course equipment, generators, kitchen equipment, and plumbing equipment and supplies. The services provided in this contract are critical to dispose of excess property in an environmentally sensitive manner, while generating additional revenue for the County. ISD collects 100 percent of the proceeds from the sale of surplus property and retains 30 percent; 70 percent is remitted back to the County department whose property was sold.

Recommendation

It is recommended that the Board of County Commissioners (Board) ratify the access of *Contract No. R190601, Online Auction Services*, and authorize the use of this revenue-generating contract for the remainder of the current term and the remaining renewal term.

Background

ISD uses this contract for online auction services for items deemed to be surplus by the County. Pursuant to Florida Statute Section 274.06, property which the government estimates to be under \$5,000 may be disposed of in the most efficient and cost-effective means as determined by the governmental agency, whereas the sale of property greater than \$5,000 shall be sold only to the highest responsible bidder, or by public auction. Section 2-11.2.1 of the Code of Miami-Dade County outlines the procedure for the disposition of County Surplus Personal Property.

The County accessed this competitively established OMNIA Contract on September 27, 2021, under the delegated authority in I.O. 3-38, for an initial 15-month term with two, one-year option to renew terms. The contract is currently in the first option to renew term. Under this contract, GovDeals provides a success-based fee structure, which is charged only on successful auctions, with no additional fees or charges for their services. There are also no charges for any marketing efforts, training, software upgrades, onsite consultation, and support or credit card fees.

There is no cost to the County; all fees, including the 12.5 percent buyer's premium, are added to the final sales price, and paid by the buyer directly to GovDeals. In turn, GovDeals reimburses the County for the

full amount of the sales price of items sold via the online auction. Approval of this item will allow the County to continue collecting revenue from the sale of surplus property.

Scope

The impact of this item is countywide in nature.

Delegated Authority

The County Mayor or the County Mayor's designee will have the authority to exercise all provisions of the contract, including any renewal, extension, or cancellation provisions, pursuant to Section 2-8.1 of the County Code and Implementing Order 3-38.

Fiscal Impact/Funding Source

There is a positive fiscal impact to the County resulting from this item as the contract is revenue generating. The current contract term expires on January 31, 2024. If this request is approved, the cumulative projected revenue will be \$30,798,000 over the contract's initial term and two one-year option to renew terms, and the contract will expire on January 31, 2025.

Department	Revenue Generated Thus Far [^]	Additional Projected Revenue*	Cumulative Projected Revenue	Funding Source	Contract Manager
ISD	\$11,798,000	\$19,000,000	\$30,798,000	Revenue Generating	Terrence Thompson
Total:	\$11,798,000	\$19,000,000	\$30,798,000		

[^] For the period September 21, 2021, to December 31, 2022.

* For current and final option to renew term (January 1, 2023 to January 31, 2025).

Track Record/Monitor

Angela Mathews-Tranum of the Strategic Procurement Department (SPD) is the Procurement Contracting Manager.

Awarded Vendor

Vendor	Principal Address	Local Address	Principal
Liquidity Services Operations, LLC dba GovDeals	6931 Arlington Road Suite 200 Bethesda, MD	None	Mark A. Shaffer

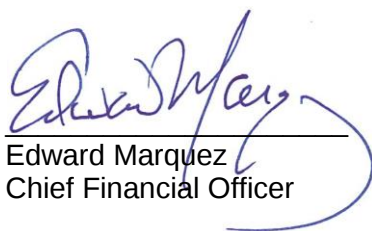
Due Diligence

Pursuant to Resolution No. R-187-12, due diligence was conducted in accordance with SPD's Procurement Guidelines to determine contractor responsibility, including verifying corporate status and review of performance and compliance issues through various vendor responsibility lists and a keyword internet search. The lists referenced include convicted vendors, debarred vendors, delinquent contractors, suspended vendors, and federal excluded parties. There were no adverse findings relating to contractor responsibility.

Applicable Ordinances and Contract Measures

- The two percent User Access Program provision does not apply.
- The Small Business Enterprise measures and Local Preference do not apply.
- The Living Wage Ordinance does not apply.

Honorable Chairman Oliver G. Gilbert, III
and Members, Board of County Commissioners
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Edward Marquez
Chief Financial Officer



MEMORANDUM

(Revised)

TO: Honorable Chairman Oliver G. Gilbert, III
and Members, Board of County Commissioners

DATE: September 6, 2023

FROM: 
Gen Bonzon-Keenan
County Attorney

SUBJECT: Agenda Item No. 8(P)(4)

Please note any items checked.

- ☐ "3-Day Rule" for committees applicable if raised
- ☐ 6 weeks required between first reading and public hearing
- ☐ 4 weeks notification to municipal officials required prior to public hearing
- ☐ Decreases revenues or increases expenditures without balancing budget
- ☐ Budget required
- ☐ Statement of fiscal impact required
- ☐ Statement of social equity required
- ☐ Ordinance creating a new board requires detailed County Mayor's report for public hearing
- ☐ No committee review
- ☐ Applicable legislation requires more than a majority vote (i.e., 2/3's present ____, 2/3 membership ____, 3/5's ____, unanimous ____, CDMP 7 vote requirement per 2-116.1(3)(h) or (4)(c) ____, CDMP 2/3 vote requirement per 2-116.1(3)(h) or (4)(c) ____, or CDMP 9 vote requirement per 2-116.1(4)(c)(2) ____ to approve
- ☒ Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 8(P)(4)
9-6-23

RESOLUTION NO. R-773-23

RESOLUTION RATIFYING REVENUE OF \$11,798,000.00 GENERATED AS OF DECEMBER 31, 2022 AND AUTHORIZING REVENUE AUTHORITY UP TO \$19,000,000.00 FOR THE REMAINING TERM BEGINNING JANUARY 1, 2023 AND TWO ONE-YEAR OPTIONS TO RENEW FOR TOTAL ESTIMATED CUMULATIVE REVENUE OF \$30,798,000.00 FOR ACCESS OF CONTRACT NO. R190601 FOR ONLINE AUCTION SERVICES FOR THE INTERNAL SERVICES DEPARTMENT; AND AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXERCISE ALL PROVISIONS OF THE CONTRACT, INCLUDING ANY RENEWAL, EXTENSION OR CANCELLATION PROVISIONS, PURSUANT TO SECTION 2-8.1 OF THE COUNTY CODE AND IMPLEMENTING ORDER 3-38

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that:

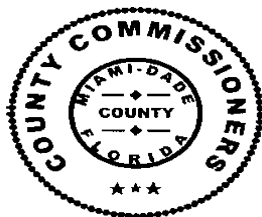
Section 1. This Board ratifies revenue of \$11,798,000.00 generated as of December 31, 2022 and authorizes revenue authority up to \$19,000,000.00 for the remaining term beginning January 1, 2023 and two one-year options to renew for total estimated cumulative revenue of \$30,798,000.00 for access of Contract No. R190601 for Online Auction Services for the Internal Services Department. A copy of the contract document is on file with and available upon request from the Strategic Procurement Department.

Section 2. This Board authorizes the County Mayor or County Mayor's designee to exercise all provisions of the contract, including any renewal, extension or cancellation provisions, pursuant to section 2-8.1 of the County Code and Implementing Order 3-38.

The foregoing resolution was offered by Commissioner **Anthony Rodriguez**, who moved its adoption. The motion was seconded by Commissioner **Kionne L. McGhee** and upon being put to a vote, the vote was as follows:

Oliver G. Gilbert, III, Chairman	aye		
Anthony Rodríguez, Vice Chairman	aye		
Marleine Bastien	aye	Juan Carlos Bermudez	aye
Kevin Marino Cabrera	aye	Sen. René García	aye
Roberto J. Gonzalez	aye	Keon Hardemon	aye
Danielle Cohen Higgins	aye	Eileen Higgins	aye
Kionne L. McGhee	aye	Raquel A. Regalado	aye
Micky Steinberg	aye		

The Chairperson thereupon declared this resolution duly passed and adopted this 6th day of September, 2023. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this resolution and the filing of this approval with the Clerk of the Board.



MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF
COUNTY COMMISSIONERS

JUAN FERNANDEZ-BARQUIN, CLERK

Basia Pruna

By: _____
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.

mjs

Melanie J. Spencer