



City of Seattle

REQUEST FOR PROPOSALS NUMBER SCL-20476

CONSULTANT CONTRACT

PROJECT TITLE: MARKETING AND SALE
OF CITY LIGHT'S 8TH AND ROY STREET PROPERTY

Table 1: Procurement Schedule

Schedule of Events	Date/Time
Solicitation Released to E-Bid Exchange	Monday, August 21, 2017
Deadline for Questions	Wednesday, August 23, 2017 4:00 PM PST
Answers Provided via Addendum to E-bid Exchange	Friday, August 25, 2017
Response Deadline	Friday, September 8, 2017 4:00 PM PST
Interviews (if needed)	Monday, September 18, 2017
Announcement of Successful Proposer(s)	Monday, September 18, 2017
Anticipated Negotiation Schedule	Week of September 18, 2017

*The City reserves the right to modify this.
Changes will be posted on the City website or as otherwise stated.*

Solicitation Contact: Lorrie van den Arend, Sr. Contract Specialist
lorrie.vandenarend@seattle.gov

Unless authorized by the Solicitation Contact, no other City official or employee may speak for the City regarding this solicitation until award is complete. Any Proposer contacting other City officials or employees does so at Proposer’s own risk. The City is not bound by such information.

Table of Contents

1.	Background and Purpose.	3
2.	Performance Schedule.	4
3.	Solicitation Objectives.	4
4.	Minimum Qualifications.	4
5.	Scope of Work.	4
6.	Contract Modifications.	5
7.	Procedures and Requirements.	5
8.	Response Materials and Submittal.	13
9.	Selection Process.	16
10.	Award and Contract Execution.....	17

1. Background and Purpose.

Background:

The City of Seattle owns the Property located at 800 Aloha Street, King County Parcel No. 4088803530, in Seattle, Washington (hereinafter, the “**8th & Roy Street Property**” or the “**Property**”). This Property is under the jurisdiction of Seattle City Light (hereinafter, “**City Light**”), and has been declared as surplus and authorized to be sold by the Seattle City Council. City Light is seeking a real estate broker to market and sell the Property as a contracted representative of the City of Seattle.

The 8th & Roy Street Property consists of a full one-half block, bordered on the north by Aloha Street, on the south by Roy Street, on the west by 8th Avenue North, and on the east by the alley between 8th and 9th Avenues North. The Property contains 66,000 square feet. The 2-story, concrete and masonry building on the south end of the Property has approximately 27,228 square feet on each floor.

The Property was originally acquired from the Puget Sound Power and Light Company, as part of the City’s acquisition of Puget Sound’s competing service territory, in 1951. City Light used the property for electrical crew staging, dispatch, and shops and yards, until those functions were consolidated in the new North Service Center.

Jurisdiction of the 8th and Roy Street Property was transferred from City Light to the Department of Parks and Recreation, for use as a parks maintenance facility, in 1992. In 2003 jurisdiction of the Property was again transferred back to City Light, as it was no longer needed by Parks after the completion of their Westbridge Shops. Currently a portion of the Property is in temporary use for material warehousing storage, and the paved north end of the property is rented out as a pay parking lot.

The Property, also known as the former “Puget Sound Power and Light Company Utilities Building,” was identified by the Landmarks Preservation Board as a City historic landmark in 2013. The Controls and Incentives Agreement has not been finalized, thereby leaving the prospective Buyer the opportunity to further negotiate and finalize the Agreement.

Purpose:

City Light is soliciting proposals from licensed brokerage firms for brokerage and advisory services associated with the sale of this unique property which is valued at \$30 million+.

2. Performance Schedule.

City Light anticipates that the initial contract terms will be one (1) year, with the possibility of a renewal or extension to complete the real estate transaction. Services are expected to begin immediately upon contract execution.

3. Solicitation Objectives.

SCL expects to hire a highly qualified consultant to obtain professional real estate brokerage services, which in turn will:

- Provide general real estate advice to City Light as to the current climate for the sale of a unique asset such as the 8th and Roy Street Property, including range of value;
- Generate and implement a marketing plan for the sale of the Property, that includes criteria set forth by City Light;
- Secure and evaluate offers from qualified buyers;
- Conduct negotiations on City Light's behalf;
- Provide guidance and expert advice to close the real estate transaction; and
- Other real estate consultant services as needed.

4. Minimum Qualifications.

- Consultant must be a firm that provides real estate consultation and brokerage services.
- Real estate brokerage services performed pursuant to this RFP must be performed by a real estate broker or brokers ("**Broker**" or "**Brokers**"), where each such Broker is licensed in the state of Washington pursuant to RCW Chapter 18.85 and must be in good standing with the Washington State Department of Licensing.
- Consultant must have a minimum of five years of continuous experience during which the services have been the primary business service.
- Consultant must have successfully performed one contract with a public or private agency of similar size to the city of Seattle.
- Consultant must be knowledgeable in the local real estate market and have experience with large commercial properties transaction valued at over \$5,000,000.

The City requires that minimum qualifications must be met. Proposals from firms not meeting the qualifications will not be evaluated. The City will be the sole determiner of consultant qualifications.

5. Scope of Work

The general scope of work of this contract is to provide real estate brokerage services, as defined in the Revised Code of Washington, section RCW 18.85.011 and Senate Bill 5125.

The scope of work for brokerage services specific to the 8th & Roy Street Property include the following:

- Provide general real estate advice to City Light for the successful sale of the 8th and Roy Street Property.
- Provide City Light with a written marketing plan which includes statistics, market analysis, pricing and valuation, financial valuations, etc.
- Implement the written marketing plan. Such implementation should include the preparation of suitable marketing materials, and the exposure of Property to as wide a market as possible. This can be accomplished by listing the 8th & Roy Street Property on customary multiple listing services and real estate industry sites.
- Provide timely and informative responses to requests for information from interested parties.
- Show the 8th & Roy Street Property to financially qualified interested parties.
- Analyze and evaluate all offers presented to City Light and prepare recommendations and when required, negotiate on the City's behalf the terms or conditions of counter-offers or development agreements.
- Otherwise act as the owner's representative through to the close of the sale of the Property.

6. Contract Modifications.

The City Consultant Agreement is attached (See Attachments Section).

Consultants submit proposals understanding all Contract terms and conditions are mandatory. Response submittal is agreement to the Contract without exception. The City reserves the right to negotiate changes to submitted proposals and to change the City's otherwise mandatory Contract form during negotiations. If the Consultant is awarded a contract and refuses to sign the attached Contract form, the City may reject the Consultant from this and future solicitations for the same work. Under no circumstances shall Consultant submit its own boilerplate of terms and conditions.

7. Procedures and Requirements.

This section details City instructions and requirements for your submittal. The City reserves the right in its sole discretion to reject any Consultant response that fails to comply with the instructions.

7.1 Registration into City Registration System.

Small businesses, if you have not previously done so, register at: <http://www.seattle.gov/obd>
The City expects all small business firms to register. Women- and minority- owned firms are asked to self-identify. For assistance, call Julie Salinas at 206-684-0383.

7.2 Pre-Submittal Conference - None

7.3 Questions.

Proposers may submit written questions via e-mail to the Solicitation Contact until the deadline stated on Page 1. Failure to request clarification of any inadequacy, omission, or conflict will not relieve the Consultant of responsibilities under any subsequent contract. It is the responsibility of the interested Consultant to assure they receive responses to Questions if any are issued.

7.4 Changes to the RFP.

The City may make changes to this RFP if, in the sole judgment of the City, the change will not compromise the City's objectives in this solicitation. Any change to this RFP will be made by formal written addendum issued by the City's solicitation contact and shall become part of this RFP.

7.5 Receiving Addenda and/or Question and Answers.

It is the obligation and responsibility of the Consultant to learn of addenda, responses, or notices issued by the City. Some third-party services independently post City of Seattle solicitations on their websites. The City does not guarantee that such services have accurately provided all the information published by the City.

All submittals sent to the City may be considered compliant with or without specific confirmation from the Consultant that any and all addenda was received and incorporated into your response. However, the solicitation contact reserves the right to reject any submittal that does not fully incorporate Addenda that is critical to the project.

7.6 Proposal Submittal.

- a. Proposals must be received by the City no later than the date and time on Page 1 except as revised by Addenda.
- b. All pages are to be numbered sequentially, and follow the requested formats.
- c. The City does have page limits specified in the submittal instructions section. Any pages that exceed the page limit will be excised from the document for purposes of evaluation.
- d. The submitter has full responsibility to ensure the response arrives at the City within the deadline. A response delivered after the deadline may be rejected unless waived as immaterial by the City given specific fact-based circumstances.

Electronic Submittal.

The City will accept an electronic submittal **ONLY**.

- a. The electronic submittal is e-mailed to Lorrie van den Arend, lorrie.vandenarend@seattle.gov
- b. Title the e-mail “**RFP #SCL-20476**”.
- c. Any risks associated are borne by the Proposer.
- d. The City e-mail system will allow documents up to 20 Megabytes.

7.7 License and Business Tax Requirements.

The Consultant must meet all applicable licensing requirements immediately after contract award or the City may reject the Consultant. Companies must license, report and pay revenue taxes for the Washington State Business License (UBI#) and Seattle Business License, if required by law. Carefully consider those costs before submitting an offer, as the City will not separately pay or reimburse such costs. **Seattle Business Licensing and associated taxes.**

- a. If you have a “physical nexus” in the city, you must obtain a Seattle Business license and pay all taxes due before the Contract can be signed.
- b. A “physical nexus” means you have physical presence, such as: a building/facility in Seattle, you make sales trips into Seattle, your own company drives into Seattle for product deliveries, and/or you conduct service work in Seattle (repair, installation, service, maintenance work, on-site consulting, etc).
- c. We provide a Consultant Questionnaire Form in our submittal package items later in this RFP, and it will ask you to specify if you have “physical nexus”.
- d. All costs for any licenses, permits and Seattle Business License taxes owed shall be borne by the Consultant and not charged separately to the City.
- e. The apparent successful Consultant(s) must immediately obtain the license and ensure all City taxes are current, unless exempted by City Code due to reasons such as no physical nexus. Failure to do so will cause rejection of the submittal.
- f. The City of Seattle Application for a Business License can be found here: <http://www.seattle.gov/Documents/Departments/FAS/Licensing/Seattle-business-license-application.pdf>
- g. You can find Business License Application help here: <http://www.seattle.gov/licenses/get-a-business-license/license-application-help>
- h. Self-Filing You can pay your license and taxes on-line using a credit card <https://dea.seattle.gov/self/>
- i. For Questions and Assistance, call the Revenue and Consumer Protection (RCP) office which issues business licenses and enforces licensing requirements. The general e-mail is rca@seattle.gov. The main phone is 206-684-8484.
- j. The licensing website is <http://www.seattle.gov/licenses>
- k. The City of Seattle website allows you to apply and pay on-line with a Credit Card if you choose.
- l. If a business has extraordinary balances due on their account that would cause undue hardship to the business, the business can contact the RCA office at rca@seattle.gov to request additional assistance.
- m. Those holding a City of Seattle Business license may be required to report and pay revenue taxes to the City. Such costs should be carefully considered by the Consultant prior to submitting your offer. When allowed by City ordinance, the City will have the right to retain amounts due at the conclusion of a contract by withholding from final invoice payments.

State Business Licensing. Before the contract is signed, you must have a State of Washington business license (a “Unified Business Identifier” known as a UBI#). If the State of Washington has exempted your business from State licensing (some foreign companies are exempt and sometimes, the State waives licensing because the company has no physical presence in the State), then submit proof of that exemption to the City. All costs for any licenses, permits and associated tax payments due to the State because of licensing shall be borne by the Consultant and not charged separately to the City. Instructions and applications are at <http://bls.dor.wa.gov/file.aspx> and the State of Washington Department of Revenue is available at 1-800-647-7706.

Federal Excise Tax. The City is exempt from Federal Excise Tax (Certificate of Registry #9173 0099K exempts the City).

7.8 Paid Sick Time and Safe Time Ordinance

Be aware that the City has a Paid Sick Time and Safe Time ordinance that requires companies to provide employees who work more than 240 hours within a year inside Seattle, with accrued paid sick and paid safe time for use when an employee or a family member needs time off from work due to illness or a critical safety issue. The ordinance applies to employers, regardless of where they are located, with more than four full-time equivalent employees. This is in addition and additive to benefits a worker receives under prevailing wages per WAC 296-127-014(4). City contract specialists may audit payroll records or interview workers as needed to ensure compliance to the ordinance. Please see <http://www.seattle.gov/laborstandards>, or may call the Office of Labor Standards at 206.684.4500 with questions.

7.9 Proposer Responsibility to Provide Full Response.

It is the Proposer’s responsibility to respond in a manner that does not require interpretation or clarification by the City. The Proposer is to provide all requested materials, forms and information. The Proposer is to ensure the materials submitted properly and accurately reflect the Proposer’s offering. During scoring and evaluation (prior to interviews if any), the City will rely upon the submitted materials and shall not accept materials from the Proposer after the RFP deadline; this does not limit the City’s right to consider additional information (such as references that are not provided by the Proposer but are known to the City, or past City experience with the consultant), or to seek clarifications as needed.

7.10 Prohibited Contacts.

Proposers shall not interfere in any way to discourage other potential and/or prospective proposers from proposing or considering a proposal process. Prohibited contacts includes but is not limited to any contact, whether direct or indirect (i.e. in writing, by phone, email or other, and by the Proposer or another person acting on behalf of the Proposer) to a likely firm or individual that may discourage or limit competition. If such activity is evidenced to the satisfaction and in sole discretion of the City department, the Proposer that initiates such contacts may be rejected from the process.

7.11 No Guaranteed Utilization.

The City does not guarantee utilization of any contract(s) awarded through this RFP process. The solicitation may provide estimates of utilization; such information is for Consultant convenience and not a usage guarantee. The City reserves the right to issue multiple or partial awards, and/or to order work based on City needs. The City may turn to other appropriate contract sources or supplemental contracts, to obtain these same or similar

services. The City may re-solicit for new additions to the Consultant pool. Use of such supplemental contracts does not limit the right of the City to terminate existing contracts for convenience or cause.

7.12 Expansion Clause.

The contract limits expansion of scope and new work not expressly provided for within the RFP.

Expansion for New Work (work not specified within the original Scope of Work Section of this Agreement, and/or not specified in the original RFP as intended work for the Agreement) must comply with the following:

(a) New Work is not reasonable to solicit separately; (b) is for reasonable purpose; (c) was not reasonably known by the City or Consultant at time of solicitation or was mentioned as a possibility in the solicitation (i.e. future phases of work, or a change in law); (d) is not significant enough to be regarded as an independent body of work; (e) would not attract a different field of competition; and (f) does not vary the identity or purpose of the Agreement. The City may make exceptions for immaterial changes, emergency or sole source conditions, or other situations required in City opinion. Certain changes are not subject to these limitations, such as additional phases of Work anticipated during solicitation, time extensions, and Work Orders issued on an On-Call contract. Expansion must be mutually agreed and issued by the City through written Addenda. New Work performed before an authorizing Amendment may not be eligible for payment.

7.13 Right to Award to next ranked Consultant.

If a contract is executed resulting from this solicitation and is terminated within 90-days, the City may return to the solicitation process to award to the next highest ranked responsive Consultant by mutual agreement with such Consultant. New awards thereafter are also extended this right.

7.14 Negotiations.

The City may open discussions with the apparent successful Proposer, to negotiate costs and modifications to align the proposal or contract to meet City needs within the scope sought by the solicitation.

7.15 Effective Dates of Offer.

Solicitation responses are valid until the City completes award. Should any Proposer object to this condition, the Proposer must object prior to the Q&A deadline on Page 1.

7.16 Cost of Preparing Proposals.

The City is not liable for costs incurred by the Proposer to prepare, submit and present proposals, interviews and/or demonstrations.

7.17 Readability.

The City's ability to evaluate proposals is influenced by the organization, detail, comprehensive material and readable format of the response.

7.18 Changes or Corrections to Proposal Submittal.

Prior to the submittal due date, a Consultant may change its proposal, if initialed and dated by the Consultant. No changes are allowed after the closing date and time.

7.19 Errors in Proposals.

Proposers are responsible for errors and omissions in their proposals. No error or omission shall diminish the Proposer's obligations to the City.

7.20 Withdrawal of Proposal.

A submittal may be withdrawn by written request of the submitter.

7.21 Rejection of Proposals.

The City may reject any or all proposals with no penalty. The City may waive immaterial defects and minor irregularities in any submitted proposal.

7.22 Incorporation of RFP and Proposal in Contract.

This RFP and Proposer's response, including promises, warranties, commitments, and representations made in the successful proposal once accepted by the City, are binding and incorporated by reference in the City's contract with the Proposer.

7.23 Independent Contractor.

The Consultant works as an independent contractor. The City will provide appropriate contract management, but that does not constitute a supervisory relationship to the consultant. Consultant workers are prohibited from supervising City employees or from direct supervision by a City employee. Prohibited supervision tasks include conducting a City of Seattle Employee Performance Evaluation, preparing and/or approving a City of Seattle timesheet, administering employee discipline, and similar supervisory actions.

Contract workers shall not be given City office space unless expressly provided for below, and in no case shall such space be provided for over 36 months without specific authorization from the City Project Manager.

The City will not provide space in City offices for performance of this work. Consultants will perform most work from their own office space or the field.

7.24 Equal Benefits.

Seattle Municipal Code Chapter 20.45 (SMC 20.45) requires consideration of whether Proposers provide health and benefits that are the same or equivalent to the domestic partners of employees as to spouses of employees, and of their dependents and family members. The Consultant Questionnaire requested in the Submittal instructions includes materials to designate your equal benefits status.

7.25 Women and Minority Subcontracting.

The Mayor's Executive Order and City ordinance require the maximum practicable opportunity for successful participation of minority and women-owned subcontracts. All proposers must agree to SMC Chapter 20.42, and seek meaningful subcontracting opportunities with WMBE firms. The City requires a plan for including minority- and women-owned firms, which becomes a material part of the contract. The Plan must be responsive in the opinion of the City, which means a meaningful and successful search and commitments to include WMBE firms for subcontracting work. The City reserves the right to improve the Plan with the winning Consultant before contract execution. Consultants should use selection methods and strategies sufficiently effective for successful WMBE participation. At City request, Consultants must furnish evidence such as copies of agreements with WMBE subcontractors either before

contract execution or during contract performance. The winning Consultant must request written approval for changes to the Inclusion Plan once it is agreed upon. This includes changes to goals, subconsultant awards and efforts.

7.26 Insurance Requirements.

Any special insurance requirements are provided as an Attachment. If attached, provide proof of insurance to the City before Contract execution. The City will remind the apparent successful Proposer in the Intent to Award letter. The apparent successful Proposer must promptly provide proof of insurance to the City Project Manager.

Consultants are encouraged to immediately contact their Broker to begin preparation of the required insurance documents, if the Consultant is selected as a finalist. Proposers may elect to provide the requested insurance documents within their Proposal.

7.27 Proprietary Materials.

The State of Washington's Public Records Act (Release/Disclosure of Public Records) Under Washington State Law (reference RCW Chapter 42.56, the Public Records Act) all materials received or created by the City of Seattle are considered public records. These records include but are not limited to bid or proposal submittals, agreement documents, contract work product, or other bid material.

The State of Washington's Public Records Act requires that public records must be promptly disclosed by the City upon request unless that RCW or another Washington State statute specifically exempts records from disclosure. Exemptions are narrow and explicit and are listed in Washington State Law (Reference RCW 42.56 and RCW 19.108).

Bidders/proposers must be familiar with the Washington State Public Records Act and the limits of record disclosure exemptions. For more information, visit the Washington State Legislature's website at <http://app.leg.wa.gov/rcw/default.aspx?cite=42.56>.

If you have any questions about disclosure of the records you submit with your bid, please contact the Project Manager named in this document.

Marking Your Records Exempt from Disclosure (Protected, Confidential, or Proprietary)

As mentioned above, all City of Seattle offices ("the City") are required to promptly make public records available upon request. However, under Washington State Law some records or portions of records are considered legally exempt from disclosure and can be withheld. A list and description of records identified as exempt by the Public Records Act can be found in RCW 42.56 and RCW 19.108.

If you believe any of the records you are submitting to the City as part of your bid/proposal or contract work products, are exempt from disclosure you can request that they not be released before you receive notification. To do so you must complete the City Non-Disclosure Request Form ("the Form") provided by City Purchasing (see attached) and very clearly and specifically identify each record and the exemption(s) that may apply. (If you are awarded a City contract, the same exemption designation will carry forward to the contract records.)

The City will not withhold materials from disclosure simply because you mark them with a document header or footer, page stamp, or a generic statement that a document is non-

disclosable, exempt, confidential, proprietary, or protected. Do not identify an entire page as exempt unless each sentence is within the exemption scope; instead, identify paragraphs or sentences that meet the specific exemption criteria you cite on the Form. Only the specific records or portions of records properly listed on the Form will be protected and withheld for notice. All other records will be considered fully disclosable upon request.

If the City receives a public disclosure request for any records you have properly and specifically listed on the Form, the City will notify you in writing of the request and will postpone disclosure. While it is not a legal obligation, the City, as a courtesy, will allow you up to ten business days to file a court injunction to prevent the City from releasing the records (reference RCW 42.56.540). If you fail to obtain a Court order within the ten days, the City may release the documents.

The City will not assert an exemption from disclosure on your behalf. If you believe a record(s) is exempt from disclosure you are obligated to clearly identify it as such on the Form and submit it with your solicitation. Should a public record request be submitted to City Purchasing for that record(s), you can then seek an injunction under RCW 42.56 to prevent release. By submitting a bid document, the bidder acknowledges this obligation; the proposer also acknowledges that the City will have no obligation or liability to the proposer if the records are disclosed.

Requesting Disclosure of Public Records

The City asks bidders and their companies to refrain from requesting public disclosure of bids until an intention to award is announced. This measure is intended to protect the integrity of the solicitation process particularly during the evaluation and selection process or in the event of a cancellation or re-solicitation. With this preference stated, the City will continue to be responsive to all requests for disclosure of public records as required by State Law. If you do wish to make a request for records, please address your request in writing to the Project Manager named in this document.

7.28 Ethics Code.

Please familiarize yourself with the City Ethics code:

http://www.seattle.gov/ethics/etpub/et_home.htm. For an in depth explanation of the City's Ethics Code for Contractors, Vendors, Customers and Clients, please visit:

<http://www.seattle.gov/ethics/etpub/faqcontractorexplan.htm>. Any questions should be addressed to Seattle Ethics and Elections Commission at 206-684-8500.

No Gifts and Gratuities.

Consultants shall not directly or indirectly offer anything (such as retainers, loans, entertainment, favors, gifts, tickets, trips, favors, bonuses, donations, special discounts, work, or meals) to any City employee, volunteer or official, if it is intended or may appear to a reasonable person to be intended to obtain or give special consideration to the Consultant. An example is giving a City employee sporting event tickets to a City employee on the evaluation team of a solicitation to which you submitted. The definition of what a "benefit" would be is broad and could include not only awarding a contract but also the administration of the contract or evaluating contract performance. The rule works both ways, as it also prohibits City employees from soliciting items from Consultants. Promotional items worth less than \$25 may be distributed by the Consultant to City employees if the Consultant uses the items as routine and standard promotions for the business.

Involvement of Current and Former City Employees.

The Consultant Questionnaire within your submittal documents prompts you to disclose any current or former City employees, official or volunteer that is working or assisting on solicitation of City business or on completion of an awarded contract. Update that information during the contract.

Contract Workers with over 1,000 Hours.

The Ethics Code applies to Consultant workers that perform over 1,000 cumulative hours on any City contract during any 12-month period. Any such employee must abide by the City Ethics Code. The Consultant is to be aware and familiar with the Ethics Code accordingly.

No Conflict of Interest.

Consultant (including officer, director, trustee, partner or employee) must not have a business interest or a close family or domestic relationship with any City official, officer or employee who was, is, or will be involved in selection, negotiation, drafting, signing, administration or evaluating Consultant performance. The City shall make sole determination as to compliance.

Campaign Contributions (Initiative Measure No. 122)

Elected officials and candidates are prohibited from accepting or soliciting campaign contributions from anyone having at least \$250,000 in contracts with the City in the last two years or who has paid at least \$5,000 in the last 12 months to lobby the City. Please see Initiative 222, or call the Ethics Director with questions. For questions about this measure, contact: Polly Grow, Seattle Ethics and Elections, 206-615-1248, or polly.grow@seattle.gov.

7.29 Background Checks and Immigrant Status.

Background checks will not be required for workers that will be performing the work under this contract. The City has strict policies regarding the use of Background checks, criminal checks and immigrant status for contract workers. The policies are incorporated into the contract and available for viewing on-line at <http://www.seattle.gov/business/WithSeattle.htm>

8. Response Materials and Submittal.

Prepare your response as follows. Use the following format and provide all attachments. Failure to provide all information below on proper forms and in order requested, may cause the City to reject your response. DO NOT submit anything other than what is required below.

- 1. Letter of interest:** Prepare a letter of interest which introduces your firm and concisely sets forth your interest.
- 2. Legal Name:** Submit a certificate, copy of web-page, or documentation from the Secretary of State in which you incorporated that shows your company legal name. Many companies use a "Doing Business As" name or nickname in daily business; the City requires the legal name for your company. When preparing all forms below, use the proper company legal name. Your company's legal name can be verified through the State Corporation Commission in the state in which you were established, which is often

located within the Secretary of State's Office for each state. For the State of Washington, see <http://www.secstate.wa.gov/corps/>

3. **Consultant Questionnaire:** Submit the attached Consultant Questionnaire in your response, even if you sent one in to the City for previous solicitations.
4. **Proposal Response:** This document details the forms, documents and format for your proposal response to the City. Please provide factual information about the real estate brokerage firm and its brokers or real estate consulting firm. More specifically:
 - A. Profile of brokerage firm: Provide information about the firm's size and experience. Indicate applicable market specialties and geographic area expertise, including;
 - a) selling unique properties, including properties with unusual restrictions or encumbrances.
 - b) selling high value properties located in downtown commercial business districts.
 - c) representing public agencies in real estate transactions.
 - B. Profile of broker and/or team: Provide information on the qualifications and experience of each person who will staff this project. Identify and include all proposed sub-consultants. More specifically, provide the following for each such person:
 - a) Name.
 - b) Washington State real estate broker's license number, if applicable.
 - c) Principal office.
 - d) Dates of continuous real estate service (brokers must have a minimum of five years).
 - e) Transactions closed in the last five years.
 - C. The submittal of a limited number of relevant, sample marketing materials is encouraged.
5. **Commission and Fees:** Given the complexities and likely timeline associated with a sale of the Property, the fee structure is open to negotiation. At a minimum, each proposer should provide commission rates (including any discounts or premiums) and hourly rates for services. The City will consider a combination of a commission, fee for services and hourly fees. Certain fees might be payable on a retainer basis, at the end of each month, or at closing. The proposed fee structure should take into account the possibility that the real estate brokerage firm or consultant firm will be required to perform significant services for a sale which is never consummated, and thus no commission is paid.

Please indicate your proposed fee structure for the requested real estate brokerage services as enumerated in this RFP. Be sure to indicate when such fees are payable (e.g., on a monthly basis pursuant to a retainer, at closing), and whether commissions are

subject to adjustment for any fees paid by the City prior to closing. The following tables should be considered a suggested format for the presentation of the proposed fee structure, and it is not necessary to complete each line if your firm does not plan to price these services. Other formats are acceptable.

Commission structure

Total commission, and split between Listing broker and buyer’s broker	
Incentive rate adjustments (e.g, bonus for purchase price above thresholds), if any	

Hourly fee structure

Employee Title	Hourly Rate

Fees-per-service if not billed on an hourly basis or included in commission:

Services:	Fee Amount
Broker Opinion of Value	
Listing services	
Brokerage Support Services	
Receiving and transmitting offers	
Other	

Timing of Payments: Based on the timeline set forth above provide a schedule, by month, of anticipated payments from the City towards the brokerage firm’s hourly fees and fees-per-service.

- 6. WMBE Inclusion Plan**
- 7. Insurance Transmittal Form**

Package Checklist - Your response should be packaged with EACH of the following, and ONLY the following. This list assists with quality control before submittal of your final package. Addenda may change this list; check any final instructions:

1. Letter of Interest
2. Proof of Legal Name
3. Consultant Questionnaire
4. Proposal Response
 - A. Narrative of Qualifications
 - B. Project Approach
5. Commissions/Fees
6. WMBE Inclusion Plan
7. Insurance Transmittal Form

9. Selection Process.

The City will review responses for responsiveness and responsibility. Those found responsive and responsible based on an initial review shall proceed to Step 2. Equal Benefits, Minimum Qualifications, satisfactory financial responsibility and other elements are screened in this Step. A significant failure to perform on past City projects may also be considered in determining the responsibility of a firm.

- 1. Proposal Evaluation:** The City will evaluate proposals using the criteria below. Responses will be evaluated and ranked or scored.

Evaluation Criteria	Maximum Points
Experience and Qualifications	40
Project Approach	30
Commission and Fees Proposal	30
WMBE Inclusion Plan	10
Total Points	110

- 2. Interviews:** The City may interview top ranked firms that are most competitive. If interviews are conducted, rankings of firms shall be determined by the City, using the combined results of interviews and proposal submittals. Consultants invited to interview are to bring the key individuals named by the Consultant in the Proposal. The Consultant shall not bring individuals who do not work for the Consultant or are not on the project team without advance authorization by the City Project Manager. If interviews are conducted, they will be worth UP TO an additional 100 points.
- 3. Professional References:** The City may contact one or more references. The City may use references named or not named by the Proposer. The City may also consider the results of performance evaluations issued by the City on past projects.

4. **Selection:** The City shall select the highest ranked Proposer(s) for award including the interview (If applicable) and written proposal.
5. **Contract Negotiations.** The City may negotiate elements of the proposal as required to best meet the needs of the City, with the apparent successful Proposer. The City may negotiate any aspect of the proposal or the solicitation. The City does not intend to negotiate the base contract, which has been attached (See Attachments).
6. **Repeat of Evaluation:** If no Consultant is selected at the conclusion of all the steps, the City may return to any step in the process to repeat the evaluation with those proposals active at that step. The City shall then sequentially step through all remaining steps as if conducting a new evaluation process. The City reserves the right to terminate the process if no proposals meet its requirements.

10. Award and Contract Execution.

The solicitation contact will provide timely notice of an intent to award to all Consultants responding to the Solicitation.

Protests to Seattle City Light.

Interested parties that wish to protest any aspect of this RFP selection process provide written notice to the Seattle City Light Procurement and Contracting Office, Attention: Lorrie van den Arend for this solicitation. Note the City shall notify Federal Transit Administration if protesting a solicitation for contracts with FTA funds.

Protests – City Purchasing and Contracting Services.

The City has rules to govern the rights and obligations of interested parties that desire to submit a complaint or protest to this process. Please see the City website at <http://www.seattle.gov/city-purchasing-and-contracting/solicitation-and-selection-protest-protocols> Interested parties have the obligation to know of and understand these rules, and to seek clarification from the City. Note there are time limits on protests, and submitters have final responsibility to learn of results in sufficient time for such protests to be filed in a timely manner.

Debriefs.

For a debrief, contact Lorrie van den Arend.

Instructions to the Apparently Successful Consultant(s).

The Apparently Successful Consultant(s) will receive Intent to Award Letter from the **Solicitation Contact** after award decisions are made by the City. The Letter will include instructions for final submittals due prior to execution of the contract.

Once the City has finalized and issued the contract for signature, the Consultant must execute the contract and provide all requested documents within ten (10) business days. This includes attaining a Seattle Business License, payment of associated taxes due, and providing proof of insurance. If the Consultant fails to execute the contract with all documents within the ten (10) day time frame, the City may cancel the award and proceed to the next ranked Consultant, or cancel or reissue this solicitation. Cancellation of an award for failure to execute the Contract as attached may disqualify the firm from future solicitations for this same work.

Checklist of Final Submittals Prior to Award.

The Consultant(s) should anticipate the Letter will require at least the following. Consultants are encouraged to prepare these documents when possible, to eliminate risks of late compliance.

- Seattle Business License is current and all taxes due have been paid.
- State of Washington Business License.
- Certificate of Insurance (if required)
- Special Licenses (if any)

Taxpayer Identification Number and W-9.

Unless the Consultant has already submitted a Taxpayer Identification Number and Certification Request Form (W-9) to the City, the Consultant must execute and submit this form prior to the contract execution date.

<http://www.irs.gov/pub/irs-pdf/fw9.pdf>

ATTACHMENTS:

WBME Inclusion Plan
Consultant Questionnaire
Insurance Transmittal Form
Standard Consultant Contract Template