

RESOLUTION NO. 2008-3

AUTHORIZING CONTRACT NO. 2007-112 WITH COLLIERS OSTENDORF-MORRIS TO PROVIDE REAL ESTATE BROKERAGE SERVICES FOR A PERIOD OF THREE YEARS WITH TWO, ONE-YEAR OPTIONS (REVENUE GENERATING, PAYMENTS FOR TRANSACTIONS PAYABLE FROM PROCEEDS OF SAID TRANSACTIONS)

WHEREAS, the Authority desires to increase revenues, provide amenities to its passengers, enhance local neighborhood economies, create Transit Oriented Development, and/or sell excess land where appropriate through the use of a real estate brokerage firm; and

WHEREAS, the proposal of Colliers Ostendorf-Morris located at 1100 Superior Avenue, Suite 800, Cleveland, Ohio 44114 to provide said services was received on October 30, 2007 in response to a request for proposals; and

WHEREAS, after negotiations, the proposal of Colliers Ostendorf-Morris to provide these services to be payable from the proceeds of each transaction was determined to be the most advantageous to the Authority, cost and other factors considered; and

WHEREAS, the General Manager/Secretary-Treasurer deems the negotiated offer of Colliers Ostendorf-Morris to be in the best interest of the Authority and recommends acceptance thereof by the Board of Trustees.

NOW, THEREFORE BE IT RESOLVED by the Board of Trustees of the Greater Cleveland Regional Transit Authority, Cuyahoga County, Ohio:

Section 1. That the offer of Colliers Ostendorf-Morris, as negotiated, to provide Real Estate Brokerage Services is hereby accepted.

Section 2. That the General Manager/Secretary-Treasurer of the Authority be and he is hereby authorized to enter into a contract with Colliers Ostendorf-Morris to provide such services.

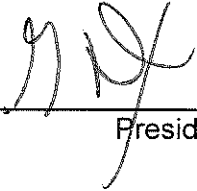
Section 3. That said contract is a revenue-generating contract. Payments for services shall only be made on completed transactions from the proceeds of each transaction.

Section 4. That said contract shall be binding upon and an obligation of the Authority contingent upon compliance by the contractor to the Specifications and Addenda thereto, if any, the Affirmative Action Plan adopted by the Board of Trustees in Resolution 2007-64; bonding and insurance requirements and all applicable laws relating to contractual obligations of the Authority.

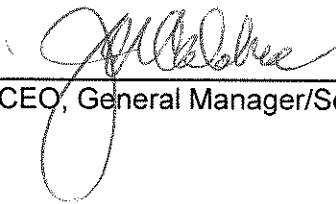
Section 5. That the Greater Cleveland Regional Transit Authority's Board of Trustees expects Colliers Ostendorf-Morris to attempt to exceed the 10% minimum DBE goal assigned to this procurement.

Section 6. That this resolution shall become effective immediately upon its adoption.

Adopted: January 22, 2008



President

Attest: 

CEO, General Manager/Secretary-Treasurer



Greater Cleveland Regional Transit Authority
STAFF SUMMARY AND COMMENTS

TITLE/DESCRIPTION: AUTHORIZING CONTRACT NO. 2007-112 WITH COLLIERS OSTENDORF-MORRIS TO PROVIDE REAL ESTATE BROKERAGE SERVICES FOR A PERIOD OF THREE YEARS WITH TWO, ONE-YEAR OPTIONS (REVENUE GENERATING, PAYMENTS FOR TRANSACTIONS PAYABLE FROM PROCEEDS OF SAID TRANSACTIONS)	Resolution No.: 2008-3
	Date: January 17, 2008
	Initiator: Programming & Planning
ACTION REQUEST: <input checked="" type="checkbox"/> Approval <input type="checkbox"/> Review/Comment <input type="checkbox"/> Information Only <input type="checkbox"/> Other _____	

- 1.0 **PURPOSE/SCOPE:** This action will allow the Authority to enter into a contract for Real Estate Brokerage services.
- 2.0 **DESCRIPTION/JUSTIFICATION:** The Greater Cleveland Regional Transit Authority would like to create opportunities at its facilities to increase revenues, provide amenities to its passengers and enhance the local neighborhood economies through the use of a real estate brokerage firm. The Authority would also like to create Transit Oriented Development and/or sell excess land where appropriate.
- 3.0 **PROCUREMENT BACKGROUND:** The Request for Proposal (RFP) was posted on the procurement website and advertised in the local newspapers. Twenty-five (25) prospective proposers downloaded the solicitation and two (2) responded on October 30, 2007. After evaluation by a panel of Authority employees in accordance with established Procurement Department policies and procedures and after negotiations, the proposal of Colliers Ostendorf-Morris to provide these revenue-generating services was selected as the most advantageous to the Authority.

 Colliers Ostendorf- Morris (f.n.a. Ostendorf-Morris Company) was established in 1939. Colliers Ostendorf-Morris is Ohio's largest full-services commercial real estate company and has worked extensively with Cuyahoga County, RPM International, Inc., Landmark Real Estate Management, LLC. Forest City Enterprises, Cleveland, Clinic, National City, First Energy and Goodyear.

 A cost analysis has been performed and the Procurement Department has determined the offer of Colliers Ostendorf-Morris is fair and reasonable to the Authority.
- 4.0 **AFFIRMATIVE ACTION/DBE BACKGROUND:** All Affirmative Action requirements have been met. A 10% goal has been established for this procurement. Colliers Ostendorf-Morris has committed to achieve the goal through the utilization of Ralph Tyler Company (African American Owned) and Ernest Wilkerson & Associates (African American Owned) Certified DBE Firms.
- 5.0 **POLICY IMPACT:** Does not apply.
- 6.0 **ECONOMIC IMPACT:** This is a revenue-generating contract. Payments will only be made on completed transactions from the proceeds of said transactions.

- 7.0 ALTERNATIVES: Reject this offer. Rejection of this offer will leave the Authority without the ability to utilize the professional services of a real state broker to market and sell/lease properties.
- 8.0 RECOMMENDATION: This procurement was reviewed by the Board of Trustees Planning and Development committee at their January 8, 2008 meeting and recommended for approval to the Board of Trustees. It is recommended that the offer of Colliers Ostendorf-Morris be accepted and the resolution passed authorizing the General Manager/Secretary-Treasurer to enter into a contract.
- 9.0 ATTACHMENTS: None.

Recommended and certified as appropriate to the availability of funds, legal form and conformance with the Procurement Requirements.



CEO, General Manager/Secretary-Treasurer