REQUEST FOR PROPOSALS

Karp Fixture Auctioneer Services
Contract #X031234

Attachment 14
RFP Questions and Answers

QUESTIONS FROM WEBINAR

Question #1: Would a prospective contractor be responsible for removal of the unsold items?
Answer: No. NYSDOT hopes to sell at auction as much as possible, either as reusable commodities or as scrap. Any unsold items shall remain in place and will be demolished along with the building. The contractor would not be required to remove any unsold items.

Question #2: What is the deadline for this project?
Answer: Completion of the auction and removal of all sold items must be completed by COB on March 31, 2014.

Question #3: Can the weekly schedule for inventory, advertisement and auction be adjusted?
Answer: Yes. NYSDOT set an aspirational schedule in the RFP, and is seeking the best possible schedule from prospective bidders based on their skills, experience and expertise.

Question #4: Can you give us a better idea of the contents and original purpose of the building?
Answer: Yes. The building was used for the manufacturing of heavy duty overhead doors.

Question #5: Is the objective of the NYSDOT to get a return on the contents of the building, or to have all the contents of the building removed? If it is both what is the percentage split?
Answer: It is NYSDOT’s stated objective to receive a positive net rate of return. NYSDOT would like as many of the buildings items sold either for re-use or as scrap. All items not sold shall be demolished when the building gets destroyed.

Question #6: NYSDOT QUESTION: Are interested parties willing to attend a site inspection visit on Monday February 17th?
Answer: Yes (from those who orally responded).

Question #7: NYSDOT QUESTION: Is it acceptable to allow proposals to be due Thursday February 20th?
Answer: Yes (from those who orally responded).

Question #8: Can a list of parties interested in NYSDOT Karp auction RFP be released?
Answer: Yes. NYSDOT intends to release its release of interested parties via release of RFP Modification #1. The list is in two parts: parties which NYSDOT identified might be
interested, and those who responded to NYSDOT’s RFC or formally expressed interest in the RFP.

QUESTIONS ON RFP

CONDITIONS:

Question #9: Will the contractor be allowed to enter the building on an as needed basis to take detailed photos and inventory for marketing and lotting to prepare for the sale?
Answer: Arrangement will be made with the selected Contractor regarding establishing access after Contractor selection has occurred. It is anticipated that as-needed building access may be possible.

Question #10: Will NYSDOT allow a 7 day online auction instead of a 1 day onsite auction to generate greater sales return for the NYSDOT?
Answer: NYSDOT will consider all responsive offers, including conduct of an on-line auction, providing such fits within NYSDOT’s project schedule.

Question #11: Can the bulked items and scrap items be sold during the auction or only separately after the auction has concluded?
Answer: NYSDOT is seeking optimal proposals from responsive and responsible Auctioneer Contractors, and is open to recommendations regarding how to optimally sell building items to maximize revenue to the State, providing that such fits within NYSDOT’s project schedule.

Question #12: Will NYSDOT allow a second auction (online format) to maximize the items sold as long as it fits in the timeline to be completed and picked up prior to the 3/31/14 date?
Answer: NYSDOT is seeking optimal proposals from responsive and responsible Auctioneer Contractors, and is open to recommendations regarding how to optimally sold building items to maximize revenue to the State within NYSDOT’s project schedule.

Question #13: Does NYSDOT know what the additional building components may be that are not listed on the inventory as of yet? Will we be able to inspect these items and properly photograph and market them for the auction?
Answer: All available information NYSDOT has in its possession at this time is listed in Attachment 11 (Karp Property Inventory). Yes, NYSDOT will allow the selected Contractor to inspect these items and properly photograph and market them for the auction, providing that such fits within NYSDOT’s project schedule.

Question #14: Will NYSDOT make an EXCEPTION for the bonding and licensure by New York State – as with online auction sales, there is no need for bonding (winning bidders enter into a legal binding contract through eBay auctions)?
Answer: NYSDOT will require prospective Auctioneer Contractors to carry all legally required licenses for the services they will provide and for the location(s) those services are provided in. NYSDOT will consider an exception to a NYS (and any applicable NYC) license in instances where the prospective Auctioneer Contractor successfully demonstrates to NYSDOT’s satisfaction that no NYS and or NYC license is required. NYSDOT will
consider all proposals and consider an exception to bonding in instances where the prospective Auctioneer Contractor successfully demonstrates to NYSDOT’s satisfaction that no bonding is required.

**Question #15:** Is NYSDOT willing to make exception and turn on utilities in their name as owner of the property?  
**Answer:** NYSDOT cannot guarantee utilities will be turned on or can be turned on at the property. All prospective Auctioneer Contractors will be responsible for utilities at the property and should be prepared to provide an alternate source of electricity such as generator(s).

**Question #16:** Is NYSDOT willing to extend the time period to receive proceeds from the auction due to the online nature and Ebay restrictions for final reconciliation of funds and final balances. If so, how long? 30, 60, 90 days?  
**Answer:** NYSDOT is willing to extend the time period to receive proceeds from the auction due to the method(s) used by the selected Contractor. However, payment to the selected Contractor is contingent upon receipt and approval of all deliverables. NYSDOT would expect a responsible proposal to recommend a time period to allow for final reconciliation of funds and final balances.

**PROJECT OBJECTIVES:**

**Question #17:** RFP Section 2.2: Will NYSDOT consider a completely online auction?  
**Answer:** NYSDOT is seeking optimal proposals from responsive and responsible Auctioneer Contractors, and is open to recommendations regarding how to optimally sell building items to maximize revenue to the State, providing that such fits within NYSDOT’s project schedule.

**Question #18:** RFP Section 3.4 – Will NYSDOT make exception for bonding if not required for an online auctioneer?  
**Answer:** NYSDOT will consider all proposals and consider an exception to bonding in instances where the prospective Auctioneer Contractor successfully demonstrates to NYSDOT’s satisfaction that no bonding is required.

**Question #19:** RFP Section 3.5 – Will NYSDOT make exception for NY state license for an online auctioneer where NY license not needed?  
**Answer:** NYSDOT will require the prospective Auctioneer Contractor to carry all legally required licenses for the services they will provide and for the location(s) those services are provided from. NYSDOT will consider an exception to a NYS/NYC license in instances where the prospective Auctioneer Contractor successfully demonstrates to NYSDOT’s satisfaction that no NYS and/or NYC license is required.

**SCOPE OF SERVICES:**

**Question #20:** Will NYSDOT allow for longer than one day notices?  
**Answer:** NYSDOT is seeking optimal proposals from responsive and responsible Auctioneer Contractors, and is open to recommendations regarding how to optimally sell building items to maximize revenue to the State, providing that such fits within NYSDOT’s
project schedule. Allowing for more than one-day notices may be in the State’s best interest.

**Question #21:** Will NYSDOT make exception for tape recorder of auction – online auction not recordable. Online auctions have all bids recorded electronically and can be reviewed for each item, making auction completely transparent?

**Answer:** NYSDOT is seeking optimal proposals from responsive and responsible Auctioneer Contractors, and is open to recommendations regarding how to optimally sell building items to maximize revenue to the State, providing that such fits within NYSDOT’s project schedule. Relaxing the tape recording requirement may be in the State’s best interest.

**Question #22:** Will NYSDOT make exception for tools – we require our buyers to have the tools to remove the items?

**Answer:** NYSDOT is seeking optimal proposals from responsive and responsible Auctioneer Contractors, and is open to recommendations regarding how to optimally sell building items to maximize revenue to the State, providing that such fits within NYSDOT’s project schedule. Prospective Auctioneer Contractors need to demonstrate to NYSDOT that requiring that buyers be responsible for having tools (including machinery to list and move heavier items) to remove items is in the State’s best interest.

**Question #23:** Will NYSDOT make exception to sell items “as is” – Contractor to not operate equipment, but to allow the buyer to do so at time of sale. Can an inspection date be provided to test equipment?

**Answer:** NYSDOT is seeking optimal proposals from responsive and responsible Auctioneer Contractors, and is open to recommendations regarding how to optimally sell building items to maximize revenue to the State, providing that such fits within NYSDOT’s project schedule. Prospective Auctioneer Contractors need to demonstrate to NYSDOT that requiring that buyers be responsible for operating building items is in the State’s best interest.

**Question #24:** Will NYSDOT allow for payment to be taken in online auction where all payment made prior to pick up, allowing safeguards as no cash will be received on site?

**Answer:** NYSDOT is seeking optimal proposals from responsive and responsible Auctioneer Contractors, and is open to recommendations regarding how to optimally sell building items to maximize revenue to the State, providing that such fits within NYSDOT’s project schedule. Prospective Auctioneer Contractors need to demonstrate to NYSDOT that for payment to be taken for a proposed online auction (where all payment made prior to pick up) is in the State’s best interest. NYSDOT assumes that this question pertains to an approach where no on-site auctioning occurs, that all auctioning is to be done on-line.

**Question #25:** Will NYSDOT make exception for receiving payment in 5 day to a longer period?

**Answer:** NYSDOT is seeking optimal proposals from responsive and responsible Auctioneer Contractors, and is open to recommendations regarding how to optimally sell building items to maximize revenue to the State, providing that such fits within NYSDOT’s
project schedule. Prospective Auctioneer Contractors need to demonstrate to NYSDOT that allowing for receipt of payment for a longer than 5-day time period is in the State’s best interest.

OTHER QUESTIONS:
*Question #26:* Do we will need to get a NYSDOT Consultant Identification Number (CIN) at the time of proposal submission?
*Answer:* No. It is not necessary to register with NYSDOT and have CIN at the time of proposal submission. However, NYSDOT will direct the selected Contractor to register with NYSDOT and obtain a CIN (if it presently does not have one).

*Question #27:* INVENTORY LIST: How have the depreciated values been determined? Will the contractor be allowed to re-evaluate and ensure that the proposed depreciation value is accurate according to market value to estimate the sale price?
*Answer:* The depreciated value was determined by a licensed Fixture Appraiser under contract with NYSDOT and is a depreciated value in place. It is expected that the prospective Auctioneer Contractor will be experienced in determining the auction or salvage value for these items and will set opening bid prices which will result competitive bidding and maximum returns to the State.

------------------ END OF RFP X031234 ROUND ONE Q&A ------------------