



City of Niagara Falls, New York

OFFICE OF THE MAYOR

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May 8, 2019

TO: The Council

FROM: Mayor Paul A. Dyster

SUBJECT: Approval of Cash Realty & Auctions, LLC as Professional Auctioneer for the Disposition of Surplus City Property

Council Members:

In the interest of promoting fairness and transparency in the disposition of surplus City property while maintaining our obligation to obtain the highest value possible for unneeded inventory, the Purchasing Division issued an RFP to potentially retain a professional auctioneer to conduct internet-based auctions for surplus City property.

After publishing and posting the RFP, the City received five (5) responses which were impartially scored by the scoring committee. After further clarifications from some prospective vendors, the proposal from Cash Realty & Auctions, LLC ("Cash") emerged as the strongest proposal.

Cash is a locally owned and operated professional auctioneering service that has been in business for over thirty (30) years. Their website receives approximately five thousand (5,000) hits a week and they conduct hundreds of auctions each year. They have an experienced local team, several local municipal clients including Erie County, and impeccable references.

The terms of Cash's proposal are as follows: Cash will post the City's surplus property on their website and conduct professional auctions on the City's behalf at no cost to the City. Following the conclusion of the auction, the City will retain full control of whether to dispose of the item at the highest price posted, or to reject the bids if the prices are insufficient. The winning bidder will pay a fee to Cash of 9.5% of the winning bid on top of the full purchase price, which will be paid over to the City by Cash. The term of the agreement shall be two (2) years, as was set forth in the RFP.

Based upon the recommendation of the scoring committee, it is the recommendation of the Administration that the City retain Cash as a professional auctioneer and that the City enter into a two (2) year agreement based upon the terms and conditions stated herein.

Will the Council so approve and authorize the Mayor to execute an agreement, and any other documents necessary to retain this vendor, in a form acceptable to the Corporation Counsel?

Respectfully submitted,

Mayor Paul A. Dyster

KENNEDY _____ **SCOTT** _____ **TOMPKINS** _____ **VOCCIO** _____ **TOUMA** _____