

SUBJECT:

Termination of existing Piedmont Real Estate Group broker services agreement and adoption of new broker services agreement with Vision Commercial Advisors, Inc.

MEETING DATE:

February 21, 2023

SUBMITTED BY:

Bill Deegan

SUGGESTED ACTION:

Consider approving termination of existing Piedmont Real Estate Group broker services agreement and adopting new broker services agreement with Vision Commercial Advisors, Inc.

FACTS AND ISSUES:

The County solicited proposals for commercial real estate brokerage services in August of 2022 that resulted in an award to Piedmont Real Estate Group of Woodstock, GA on 20 September 2022. Mr. David Hacker was the only representative of Piedmont to meet with the County and based primarily on his interview scores, where he scored higher than the other interviewed firm by six points for a total score of 116.4, as opposed to 111.5 for by the second firm. The final scoring lead to the determination by the evaluation team that the most qualified commercial brokerage was the one Mr. Hacker represented.

Mr. Hacker specializes in the marketing and acquisition of commercial property and is not a developer or commercial property owner that would represent a potential conflict of interest. Subsequent to the award to Piedmont, Mr. Hacker has provided outstanding service and has located buyers for several County properties.

Mr. Hacker has indicated to the County that he is in the process of separating from Piedmont and is going back to representing himself utilizing the company name of Vision Commercial Advisors, Inc. The County Manager has indicated Mr. Hacker's services and expertise have clearly been demonstrated from the time of award to present and would like to maintain his services.

Based on review with Counsel and considering the information and analysis resulting in the Piedmont award is only four - five months into the agreement and the primary reason for their selection was Mr. Hacker's expertise, the following actions are recommended to maintain the services of Mr. Hacker:

- Exercise the County's right to terminate the Piedmont Agreement with five (5) day notice (attached).
- Sign a new Agreement with Vision Commercial Advisors, Inc. with the same scope and terms as the Piedmont Agreement had at time of original issuance (attached).

ATTACHMENTS:

[Vision Commercial Advisors, BOC Contract # 018-2023-00-FINAL.pdf](#)

[Termination Letter - Piedmont Real Estate Group.pdf](#)

[Memo - Piedmont and Vision.docx](#)