

## Staff Summary Report

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**Council Meeting Date:** 12-11-2008

**Agenda Item Number:** \_\_\_\_\_

**SUBJECT:** Request approval to utilize a State of Arizona contract with Jones Lang LaSalle America, Inc. (formerly known as The Staubach Company) for brokerage services associated with the purchase or lease of property for use by the Fire Department.

**DOCUMENT NAME:** 20081211fsta05     **PURCHASES (1004-01)**

**SUPPORTING DOCS:** No

**COMMENTS:** (EPS050045) Total value of this contract is estimated at \$250,000 and will be paid by property seller. The firm's utilization represents no direct cost to the City.

**PREPARED BY:** Tony Allen, Procurement Officer, 480-350-8548

**REVIEWED BY:** Michael Greene, CPM, Central Services Administrator, 480-350-8516  
Glenn Kephart, Public Works Manager, 480-350-8205  
Andrew Goh, Engineering Manager, 480-350-8896  
Mark Weber, Principle Civil Engineer, 480-350-8526  
Cliff Jones, Fire Chief, 480-858-7201

**LEGAL REVIEW AS  
TO CONTRACT FORM**

**ONLY:** N/A

**FISCAL NOTE:** The firm's commission will be paid by the property sellers, resulting in no direct cost to the City.

**RECOMMENDATION:** Approve the utilization of the contract.

**ADDITIONAL INFO:** Staff is requesting authorization to utilize a State of Arizona contract for real estate brokerage services. The contract includes cooperative language allowing use by the City. Jones Lang LaSalle America will provide brokerage services associated with the purchase or lease of property to be used by the Fire Department. The firm's commission will be paid by the property sellers/lessor as a real estate commission. The current commission rates are between 3% and 6%. Jones Lang LaSalle America, Inc. will negotiate with the listing agent to share a portion of the total commission.