



# City Council Report

**Date:** April 7, 2025  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Kristy Garcia, Procurement Administrator  
**Subject:** Three-Year Term Contract with Two-Year Renewal Options for Auction Services **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

A committee representing The Mesa Police, Fleet Services, and Business Services Departments, and Procurement Services evaluated responses. The evaluation committee recommend awarding the contract to the highest scored proposals from The Public Group, LLC. and Sierra Auction Management, Inc. Auctioneer compensation is a combination of fees and a seller's premium netted from the sale proceeds and buyer's premiums.

## Background / Discussion

This contract will provide auctioneering services to dispose of surplus City property to include vehicles, equipment, firearms, and miscellaneous surplus items for the City and its cooperative partners, including El Mirage, Apache Junction, Avondale, Casa Grande, Gilbert, Peoria, Glendale, Goodyear, City of Maricopa, Scottsdale, Surprise, and Tolleson. Any other S.A.V.E members may also purchase from the resulting contract.

The main objective is to maximize the return on the sale of surplus property while minimizing operational costs. The City currently uses auction services to dispose of City vehicles, equipment, and surplus property. In the past, the number of vehicles and equipment being auctioned has been approximately 80 per year. The variety of vehicles and equipment sold may include police cars, pickup trucks, utility trucks, backhoes, motorcycles, refuse trucks, firearms, mowers, trailers, and lost and seized materials, and surplus goods from City departments.

The City of Mesa, as the lead agency, solicited a Request for Proposal (RFP) and received three proposals, all of which met the minimum qualifications. The evaluation committee evaluated and completed the scoring of the proposals based on the evaluation criteria in the solicitation for sections: Online Auctions, On-Site Auctions, and Firearms. Based on the evaluation results, the committee recommend awarding the contract to the highest-scoring respondents. The evaluation committee unanimously agreed on the recommendation.

## Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2025122

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Up to a maximum of two years subject to Administrative review and approval

Funding Source: No Fiscal Impact. Sierra Auction and the Public Group are paid per the Buyer's and Seller's Premium Rates as identified in their respective proposals

## Proposal Responses

The Public Group, LLC. – Provo, UT (Recommended)

Sierra Auction Management, Inc. – Phoenix, AZ (Recommended)

Western Sales Management dba WSM Auctioneers – Phoenix, AZ

## Proposal Scoring Results

### Final Scoring (On-Site Auctions)

Respondent	Total Points Possible / 1,000
<b>Sierra Auction Management, Inc. (Recommended)</b>	<b>956.67</b>
Western Sales Management	837.33

### Final Scoring (On-Line Auctions)

Respondent	Total Points Possible / 1,000
<b>The Public Group (Recommended)</b>	<b>983.33</b>
<b>Sierra Auction Management, Inc. (Recommended)</b>	<b>896.67</b>
Western Sales Management	730.00

### Final Scoring (Firearms Auctions)

Respondent	Total Points Possible / 1,000
The Public Group	700.00
<b>Sierra Auction Management, Inc. (Recommended)</b>	<b>906.67</b>