



Seminole County
Resource Management - Purchasing & Contracts
Robert Bradley, Purchasing and Contracts Manager
1301 East Second St., Sanford, FL 32771

EVALUATION TABULATION

RFP No. RFP-604899-25/LNF

Term Contract for Property Acquisition Services





RESPONSE DEADLINE: January 8, 2025, at 2:00 pm

Report Generated: Tuesday, July 15, 2025

RANKING SUMMARY

Vendor	Medhat Hassan	Neil Newton	John Slot	Kristian Swenson	Total Score (Max Score 100)	Total Average Rank
Florida Acquisition & Appraisal, Inc.	95 (2)	100 (1)	90 (1)	100 (1)	385	1
HDR Engineering, Inc.	97 (1)	100 (1)	75 (2)	80 (2)	352	2
Redevelopment Management Associates, LLC	94 (3)	80 (2)	65 (3)	60 (3)	299	3

EVALUATORS

Name	Title	Signature
Medhat Hassan	Deputy Public Works Director	
Neil Newton	Real Estate Management Supervisor	
John Slot	Director of Public Works	
Kristian Swenson	Assistant County Manager	

Recommendation/Intent to award to: Florida Acquisition & Appraisal, Inc. (Posted 07/21/2025 @ 3:00 PM) BCC award date: 08/12/2025

Project: RFP-604899-24/LNF – Term Contract for Property Acquisition Consulting Services

SUBMITTAL COMPANY NAME: Florida Acquisition & Appraisal

QUALIFICATION COMMITTEE MEMBER: Matt Hassan

PRESENTATION CONSIDERATIONS

INSTRUCTIONS: Score each criterion up to the number of points allotted for each. The total number of points for all criteria will not exceed 100 points based on the following general guidelines:

Describe strengths, weaknesses, and deficiencies to support your assessment.

Full Capabilities: (50 points)

The team presented their areas of expertise, which include acquisition and condemnation, negotiations, appraisal, right-of-way cost estimating, contract administration, and quality assurance.

They highlighted one of their key strengths as the ability to review project schedules and identify critical paths to effectively coordinate with the client to ensure project success.

47
Score
(0-50)

Staff: (50 points)

The proposed staff are well rounded with excellent experience.

48
Score
(0-50)

Ranking 2 Total Score (0-100) 95

Project: RFP-604899-24/LNF – Term Contract for Property Acquisition Consulting Services

SUBMITTAL COMPANY NAME: HDR

QUALIFICATION COMMITTEE MEMBER: Matt Hassan

PRESENTATION CONSIDERATIONS

INSTRUCTIONS: Score each criterion up to the number of points allotted for each. The total number of points for all criteria will not exceed 100 points based on the following general guidelines:

**Describe strengths, weaknesses, and deficiencies to support your assessment.*

Full Capabilities: (50 points)

The HDR team indicated that they possess extensive experience in advanced acquisition, public engagement, cost estimating, federal and state Uniform Act Compliance, title research, negotiations, and condemnation processes. The team established a robust acquisition process, along with comprehensive Quality Control and Quality Assurance (QC/QA) plans.

Score 49
(0-50)

Staff: (50 points)

The proposed staff are well rounded with excellent experience.

Score 48
(0-50)

Ranking 1 Total Score (0-100) 97

Project: RFP-604899-24/LNF – Term Contract for Property Acquisition Consulting Services

SUBMITTAL COMPANY NAME: RMA

QUALIFICATION COMMITTEE MEMBER: Matt Hassan

PRESENTATION CONSIDERATIONS

INSTRUCTIONS: Score each criterion up to the number of points allotted for each. The total number of points for all criteria will not exceed 100 points based on the following general guidelines:

**Describe strengths, weaknesses, and deficiencies to support your assessment.*

Full Capabilities: (50 points)

The team indicated that they have 60 years of municipal experience in Florida. They indicated that they have local market knowledge.
RMA discussed case studies and success stories.

Score 46
(0-50)

Staff: (50 points)

The proposed staff are well rounded with excellent experience.

Score 48
(0-50)

Ranking 3 Total Score (0-100) 94

Project: RFP-604899-24/LNF – Term Contract for Property Acquisition Consulting Services

SUBMITTAL COMPANY NAME: FLORIDA ACQUISITION & APPRAISAL, INC.

QUALIFICATION COMMITTEE MEMBER: NEIL NEWTON

PRESENTATION CONSIDERATIONS

INSTRUCTIONS: Score each criterion up to the number of points allotted for each. The total number of points for all criteria will not exceed 100 points based on the following general guidelines:

***Describe strengths, weaknesses, and deficiencies to support your assessment.**

Full Capabilities: (50 points)

FULLY CAPABLE OF DOING EVERYTHING WE NEED

Score 50
(0-50)

Staff: (50 points)

SENIOR STAFF IS FULLY CAPABLE + EXPERIENCED

Score 50
(0-50)

Ranking 100 Total Score (0-100)

Project: RFP-604899-24/LNF – Term Contract for Property Acquisition Consulting Services

SUBMITTAL COMPANY NAME: HDR ENGINEERING, INC.

QUALIFICATION COMMITTEE MEMBER: NEIL NEWTON

PRESENTATION CONSIDERATIONS

INSTRUCTIONS: Score each criterion up to the number of points allotted for each. The total number of points for all criteria will not exceed 100 points based on the following general guidelines:

***Describe strengths, weaknesses, and deficiencies to support your assessment.**

Full Capabilities: (50 points)

HAS EXTENSIVE RESOURCES AND CAPABILITIES

Score 50
(0-50)

Staff: (50 points)

SENIOR STAFF HAS EXTENSIVE EXPERIENCE

Score 50
(0-50)

Ranking 100 Total Score (0-100)

Project: RFP-604899-24/LNF – Term Contract for Property Acquisition Consulting Services

SUBMITTAL COMPANY NAME: REDEVELOPMENT MANAGEMENT ASSOCIATES, LLC

QUALIFICATION COMMITTEE MEMBER: NEIL NEWTON

PRESENTATION CONSIDERATIONS

INSTRUCTIONS: Score each criterion up to the number of points allotted for each. The total number of points for all criteria will not exceed 100 points based on the following general guidelines:

***Describe strengths, weaknesses, and deficiencies to support your assessment.**

Full Capabilities: (50 points)

SEEMED WELL CAPABLE & EXPERIENCED IN THE TYPE OF
ACQUISITION THEY DO (WHOLE) FOR REDEVELOPMENT, BUT NOT
IN WHAT SEMINOLE COUNTY NEEDS - PREDOMINATELY PARTIAL
ACQUISITIONS.

Score 35
(0-50)

Staff: (50 points)

EXPERIENCED STAFF

Score 45
(0-50)

Ranking 80 Total Score (0-100)

Project: RFP-604899-24/LNF – Term Contract for Property Acquisition Consulting Services

SUBMITTAL COMPANY NAME: FLAA ~~WAS~~

QUALIFICATION COMMITTEE MEMBER: John Sbf

PRESENTATION CONSIDERATIONS

INSTRUCTIONS: Score each criterion up to the number of points allotted for each. The total number of points for all criteria will not exceed 100 points based on the following general guidelines:

***Describe strengths, weaknesses, and deficiencies to support your assessment.**

Full Capabilities: (50 points)

Understood + provided examples of their
capability + how they want to support
Seaside City needs.

Score 45
(0-50)

Staff: (50 points)

- Solid expertise in the areas we need
- Good communication skills + knowledge about
how to support a county's needs.

Score 45
(0-50)

Ranking 90 Total Score (0-100)

Project: RFP-604899-24/LNF – Term Contract for Property Acquisition Consulting Services

SUBMITTAL COMPANY NAME:

HDR

QUALIFICATION COMMITTEE MEMBER:

John Sot

PRESENTATION CONSIDERATIONS

INSTRUCTIONS: Score each criterion up to the number of points allotted for each. The total number of points for all criteria will not exceed 100 points based on the following general guidelines:

***Describe strengths, weaknesses, and deficiencies to support your assessment.**

Full Capabilities: (50 points)

The firm materials discussed the capabilities but in the conversation the team had difficulty providing a clear approach to the scenarios we layed out.

Score 40
(0-50)

Staff: (50 points)

Staff had expertise in their resumes but in the discussion relied on past qualifications of the firm to demonstrate their abilities.

Score 35
(0-50)

Ranking 175 Total Score (0-100)___

Project: RFP-604899-24/LNF – Term Contract for Property Acquisition Consulting Services

SUBMITTAL COMPANY NAME:

RMA W5

QUALIFICATION COMMITTEE MEMBER:

Dr. Slot

PRESENTATION CONSIDERATIONS

INSTRUCTIONS: Score each criterion up to the number of points allotted for each. The total number of points for all criteria will not exceed 100 points based on the following general guidelines:

***Describe strengths, weaknesses, and deficiencies to support your assessment.**

Full Capabilities: (50 points)

The firm did not demonstrate a
full capability to serve all the
needs the county has.

Score 35
(0-50)

Staff: (50 points)

Staff demonstrated experience w/ parcel
purchases for vehicle development but not
for right-of-way.

Score 30
(0-50)

Ranking 65 Total Score (0-100)

Project: RFP-604899-24/LNF – Term Contract for Property Acquisition Consulting Services

SUBMITTAL COMPANY NAME: FL Acquisition + Appraisal

QUALIFICATION COMMITTEE MEMBER: Kristen Swanson

PRESENTATION CONSIDERATIONS

INSTRUCTIONS: Score each criterion up to the number of points allotted for each. The total number of points for all criteria will not exceed 100 points based on the following general guidelines:

***Describe strengths, weaknesses, and deficiencies to support your assessment.**

Full Capabilities: (50 points)

Well developed team - Good exp. good communication
Plan

Score 50
(0-50)

Staff: (50 points)

STAFF well experienced. Good examples of
how to work through process and solve problems

Score 50
(0-50)

Ranking 1 Total Score (0-100) 100

Project: RFP-604899-24/LNF – Term Contract for Property Acquisition Consulting Services

SUBMITTAL COMPANY NAME: HDR

QUALIFICATION COMMITTEE MEMBER: Kristen Swenson

PRESENTATION CONSIDERATIONS

INSTRUCTIONS: Score each criterion up to the number of points allotted for each. The total number of points for all criteria will not exceed 100 points based on the following general guidelines:

***Describe strengths, weaknesses, and deficiencies to support your assessment.**

Full Capabilities: (50 points)

Firm Capable with good exp.

Score 40
(0-50)

Staff: (50 points)

Staff expertise great.

Score 40
(0-50)

Ranking 2 Total Score (0-100) 80

Project: RFP-604899-24/LNF – Term Contract for Property Acquisition Consulting Services

SUBMITTAL COMPANY NAME: Redevelopment Management Associates

QUALIFICATION COMMITTEE MEMBER: _____

PRESENTATION CONSIDERATIONS

INSTRUCTIONS: Score each criterion up to the number of points allotted for each. The total number of points for all criteria will not exceed 100 points based on the following general guidelines:

***Describe strengths, weaknesses, and deficiencies to support your assessment.**

Full Capabilities: (50 points)

Firm's capabilities seemed more narrowly
focused on economic development type projects

Score 30
(0-50)

Staff: (50 points)

Staff appeared to be more limited.

Score 30
(0-50)

Ranking 3 Total Score (0-100) 60