



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

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**EVALUATION TABULATION**  
GEN No. RFP-604405-22/LNF  
Term Contract for Property Acquisition  
RESPONSE DEADLINE: September 21, 2022 at 2:00 pm  
Report Generated: Monday, November 14, 2022

**PHASE 1**

**EVALUATORS**

| Name         | Title                                    | Agreement Accepted On |
|--------------|------------------------------------------|-----------------------|
| Jean Jreij   | Public Works<br>Director/County Engineer | Oct 11, 2022 12:13 PM |
| Neil Newton  | Real Estate Management<br>Supervisor     | Oct 12, 2022 10:22 AM |
| Tricia Smith | Land Manager                             | Oct 12, 2022 10:58 AM |

**EVALUATION CRITERIA**

| Criteria                                                                                                                                                     | Description | Scoring Method | Weight (Points)   |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|----------------|-------------------|
| Understanding the Scope of Services                                                                                                                          |             | 0-100 Points   | 20 (20% of Total) |
| Approach plan to support the needs and objectives of the procurement                                                                                         |             | 0-100 Points   | 20 (20% of Total) |
| Credentials and qualifications of the Provider as presented by resumes, education, and training to qualify the firm/individuals to provide required services |             | 0-100 Points   | 20 (20% of Total) |

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 GEN No. RFP-604405-22/LNF  
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| Criteria                                                          | Description | Scoring Method | Weight (Points)   |
|-------------------------------------------------------------------|-------------|----------------|-------------------|
| Experience in providing similar services to governmental entities |             | 0-100 Points   | 20 (20% of Total) |
| Price Proposal                                                    |             | 0-100 Points   | 20 (20% of Total) |

### AGGREGATE SCORES SUMMARY

| Vendor                               | Jean Jreij | Neil Newton | Tricia Smith | Total Score<br>(Max Score 100) |
|--------------------------------------|------------|-------------|--------------|--------------------------------|
| Corinthian Realty & Development, LLC | 70         | 90          | 34           | 64.67                          |
| Edwin R. Barfield, LLC               | 95         | 95          | 93           | 94.33                          |

### VENDOR SCORES BY EVALUATION CRITERIA

| Vendor                               | <u>Understanding the Scope of Services</u><br>0-100 Points<br>20 Points (20%) | <u>Approach plan to support the needs and objectives of the procurement</u><br>0-100 Points<br>20 Points (20%) | <u>Credentials and qualifications of the Provider as presented by resumes, education, and training to qualify the firm/individuals to provide required services</u><br>0-100 Points<br>20 Points (20%) | <u>Experience in providing similar services to governmental entities</u><br>0-100 Points<br>20 Points (20%) | <u>Price Proposal</u><br>0-100 Points<br>20 Points (20%) | Total Score<br>(Max Score 100) |
|--------------------------------------|-------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|--------------------------------|
| Corinthian Realty & Development, LLC | 63.3                                                                          | 55                                                                                                             | 68.3                                                                                                                                                                                                   | 70                                                                                                          | 70                                                       | 65.32                          |
| Edwin R. Barfield, LLC               | 95                                                                            | 93.3                                                                                                           | 95                                                                                                                                                                                                     | 95                                                                                                          | 100                                                      | 95.66                          |

## INDIVIDUAL PROPOSAL SCORES

| Corinthian Realty & Development, LLC                                                                                                                                                         |                                                                                                                                                                                                              |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Understanding the Scope of Services   0-100 Points   20 Points (20%)                                                                                                                         |                                                                                                                                                                                                              |
| Jean Jreij: 70                                                                                                                                                                               | Marginal                                                                                                                                                                                                     |
| Neil Newton: 95                                                                                                                                                                              | Proposal suggests an understanding of the scope of services.                                                                                                                                                 |
| Tricia Smith: 25                                                                                                                                                                             | Based on the information provided, this firm has experience in whole acquisition; not easements or entitlements which tend to be much more tedious and require a completely different skillset to negotiate. |
| Approach plan to support the needs and objectives of the procurement   0-100 Points   20 Points (20%)                                                                                        |                                                                                                                                                                                                              |
| Jean Jreij: 70                                                                                                                                                                               | Marginal                                                                                                                                                                                                     |
| Neil Newton: 95                                                                                                                                                                              | Proposal suggests the needed approach to support the County objectives.                                                                                                                                      |
| Tricia Smith: 0                                                                                                                                                                              | A plan to support the needs and objectives of the procurement is missing.                                                                                                                                    |
| Credentials and qualifications of the Provider as presented by resumes, education, and training to qualify the firm/individuals to provide required servies   0-100 Points   20 Points (20%) |                                                                                                                                                                                                              |
| Jean Jreij: 70                                                                                                                                                                               | Marginal                                                                                                                                                                                                     |

Neil Newton: 90

Proposal suggests the needed qualifications and expertise

Tricia Smith: 45

Credentials and qualifications are lacking for the large part of the work requested by the county.

**Experience in providing similar services to governmental entities | 0-100 Points | 20 Points (20%)**

Jean Jreij: 70

Marginal

Neil Newton: 90

Has experience with multiple government agencies in our central Florida region.

Tricia Smith: 50

Per provided information, this firm has assisted with whole acquisition in the capacity of a traditional real estate firm.

**Price Proposal | 0-100 Points | 20 Points (20%)**

Price Proposal by Purchasing and Contracts: 70

**Edwin R. Barfield, LLC**

**Understanding the Scope of Services | 0-100 Points | 20 Points (20%)**

Jean Jreij: 95

Excellent, clear and in detail.

Neil Newton: 95

Understands the scope of services.

Tricia Smith: 95

Has a tight grasp on the services utilized by the county.

**Approach plan to support the needs and objectives of the procurement | 0-100 Points | 20 Points (20%)**

Jean Jreij: 95

Excellent, clear and in detail.

Neil Newton: 95

Proposal suggests the needed approach to support the County objectives.

Tricia Smith: 90

Extensive experience to support the procurement needs of the county.

**Credentials and qualifications of the Provider as presented by resumes, education, and training to qualify the firm/individuals to provide required services | 0-100 Points | 20 Points (20%)**

Jean Jreij: 95

Excellent, has a lot of experience.

Neil Newton: 95

Proposal suggests the needed qualifications and expertise.

Tricia Smith: 95

Credentials and qualifications along with the education and various trainings completed by this firm far surpass most companies within the same business.

**Experience in providing similar services to governmental entities | 0-100 Points | 20 Points (20%)**

Jean Jreij: 95

Excellent, has a lot of experience.

Neil Newton: 95

Has extensive experience with multiple government agencies in our central Florida region.

Tricia Smith: 95

Very impressive and extensive list of similar services provided.

**Price Proposal | 0-100 Points | 20 Points (20%)**

Price Proposal by Purchasing and Contracts: 100