

From: [Gwendolynn Peirce](#)
To: [Antonette Fabrizi](#)
Cc: [Pat Gayle-Gordon](#)
Subject: FW: Town of Palm Beach CBRE Proposal
Date: Wednesday, November 07, 2018 3:02:33 PM

Antonette/Pat,

The email below needs to be included with the item regarding Resolution 176-2018.

Thank you,

Gwen Peirce
Administrative Manager

Town of Palm Beach
Town Manager's Office
360 S. County Road
Palm Beach, FL 33480
Phone: 561-838-5410
Direct: 561-227-6308
Fax: 561-838-5411
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From: Dean Mealy
Sent: Wednesday, November 07, 2018 1:57 PM
To: Wood, Chris @ Ft Lauderdale <Christopher.Wood@CBRE.com>; Duke Basha <dbasha@TownOfPalmBeach.com>
Cc: Korst, Lee Ann @ Jacksonville <LeeAnn.Korst@cbre.com>
Subject: RE: Town of Palm Beach CBRE Proposal

Good afternoon Mr. Wood,

I am in receipt of your email dated today. Please be advised that I will make a notation to the Town Manager's Office that you won't apply more than 3% over a period of twenty years. This item is under the Cone of Silence until brought to Town Council Meeting on November 13, 2018.

Should you have any questions, please do not hesitate to contact me directly.

Respectfully,

Dean Mealy

Dean Mealy, II CPPO
Town Purchasing Manager

Town of Palm Beach

Purchasing Division
951 Okeechobee Road, Suite 'D'
West Palm Beach, FL 33401
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Cell: 305-979-4645
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From: Wood, Chris @ Ft Lauderdale <Christopher.Wood@CBRE.com>
Sent: Wednesday, November 07, 2018 1:19 PM
To: Duke Basha <dbasha@TownOfPalmBeach.com>; Dean Mealy <dmealy@TownOfPalmBeach.com>
Cc: Korst, Lee Ann @ Jacksonville <LeeAnn.Korst@cbre.com>
Subject: Town of Palm Beach CBRE Proposal

Gentlemen – I have just reviewed the document “Information for Town Council Meeting on November 13, 2018” and noticed an error with respect to the fee CBRE has requested. The document shows: **The detail to the proposal from RFP 2018-37, CBRE is outlined as follows: • 4% broker fee for the life of the lease**

When we submitted our proposal, attached see page 10, we had no guidance from the Town regarding a preferred lease term. We ran a couple calculations based on an initial 20 year term applying a 4% discount rates to the gross revenue to arrive at a fee amount for a direct transaction (3%) and a co-brokered transaction (5%). CBRE’s fee would not extend beyond a 20 year calculation. We expect bidders to submit lease terms ranging from 50 – 99 years. The LOI we submitted requested a 99 year term. We look forward to working with you and further negotiating the offer we submitted in behalf of Encore Capital Management. Thank you for your kind attention.

Chris Wood

A. J. Christopher Wood | First Vice President
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