

**FRESNO UNIFIED SCHOOL DISTRICT  
BOARD OF EDUCATION**

**AGENDA ITEM A-29**

<b>AGENDA SECTION</b> <i>(Check Box Below)</i>			
<b>A</b> CONSENT	<b>B</b> DISCUSSION	<b>C</b> RECEIVE	<b>RECOGNIZE/ PRESENT</b>
<b>X</b>			

<b>BOARD MEETING DATE:</b>
<b>June 13, 2018</b>

<b>ACTION REQUESTED:</b> <i>(Adopt, Approve, Ratify, Discuss, Receive, etc.)</i>	<b>Approve</b>
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**TITLE AND SUBJECT: Approve Award of Request for Qualifications 18-45, Realtor/ Broker Services**

**DESCRIPTION/DISCUSSION:** It is recommended the Board approve award of Request for Qualifications (RFQ) 18-45, to provide a pool of real estate professionals for use in support of the sale of district real property. Notifications were sent to the 38 Fresno area realtor/brokers with the highest value of commercial real estate sales closed in 2017, and the district received four responses. Based on evaluation of each respondent's ability to meet or exceed the requirements set forth in the RFQ, staff recommends approval of the following real estate professionals:

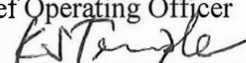
- Skip Rollf, California Land & Associates
- Tony Cortopassi, Cushman & Wakefield Pacific Commercial Realty Advisors, Inc
- Craig Capriotti and Jim Graham, Fortune Associates Commercial Real Estate Brokerage
- Ethan Smith, Newmark Pearson Commercial

Approval will authorize staff to enter into contracts with real estate professionals on an as-needed basis, for a five-year period. The Board will be informed when a contract with a real estate professional is engaged, and any sale of real property must be approved by the Board. Currently, two properties are contemplated to be offered for sale pending required Board action, and there may be others in the future:

- 3224 E. Central Ave., former Konkel School site
- 2540 E. Hedges Ave., former central office site

The RFQ and responses received, including sample contracts, are available for review in the Board Office.

**FINANCIAL SUMMARY:** There is no fiscal impact of awarding the RFQ.

<b>PREPARED BY:</b> Paul Rosencrans, Executive Director, Purchasing	<b>DIVISION:</b> Operational Services <b>PHONE:</b> (559) 457-3134
<b>CABINET LEVEL APPROVAL:</b> Karin Temple, Chief Operating Officer <i>(Signature Required)</i> 	<b>SUPERINTENDENT APPROVAL:</b> 