

**Leon County R&D Authority**  
**RFP 18-03 Property Management & Accounting**  
**Financial Summary**  
**July 16, 2018**

Company	Annual Increase (a.)	Year 1			Year 2			Year 3			3 Year Total		Grand Total
		PM	Acct	Total	PM	Acct	Total	PM	Acct	Total	PM	Acct	
Beck Partners	0.00%	39,000	19,800	58,800	39,000	19,800	58,800	39,000	19,800	58,800	117,000	59,400	176,400
NAI Talcor-Revised	2.50%	58,800	25,200	84,000	60,270	25,830	86,100	61,777	26,476	88,253	180,847	77,506	258,353
Difference				25,200			27,300			29,453			81,953
NAI Talcor-Original	2.50%	60,900	28,980	89,880	62,423	29,705	92,127	63,983	30,447	94,430	187,306	89,132	276,437
Current contract: 2017-18		58,349	28,008	86,357									

**Additional Maintenance Service Rates (b.):**

Company	Annual Increase	Normal Hours	After Hours/Holidays
Beck Partners		40.00	55.00
NAI Talcor	2.50%	45.00	67.50

**Notes:**

a. RFP annual price increase provision: "**At the discretion of the Authority**, price adjustments may be negotiated annually beginning with the first extension period. Any price adjustment shall not exceed changes in the Consumer Price Index for all Consumers (CPI-U) for the twelve (12) month period prior to the contract extension."

- Beck confirmed flat fee with no increases based on current buildings

- NAI Talcor proposed a fixed annual increase of 2.5%

b. Dollar impact of rate differences cannot be determined as LCRDA has not been charged for Additional Maintenance Services during the current contract term.

c. NAI Talcor agreed to lower its proposal to eliminate increase related to additional administrative costs previously paid separately by LCRDA and now included in contract price.

- NAI Talcor has also agreed to work in good faith to market the park through the "UrbanTallahassee.com" website at no cost to the Authority

- NAI Talcor has committed to continue to provide a \$1,000 sponsorship for the TechGrant