



Bertolotto Real Estate & Auction Inc.
1102 Junction Avenue, Sturgis, SD 57785
Phone: 605.720.2021 Fax: 605.720.2023

2-6-2015

Tammy Egermier, City Finance Office

City of Rapid City "Bid for City Surplus Auction"

To Whom It May Concern:

United Country- Bertolotto Real Estate & Auction Inc. proposes the following auction services of surplus items for **City of Rapid City** on the second Saturday of June, 2015-16-17, or date to be determined by the **City of Rapid City** and the **Auction Company** with the following terms:

- **Auction Company** to handle all aspects of the auction at the auction site including sorting, handling, title work, clerking, collecting sales tax-dispersion of funds to **City of Rapid City**.
- The **City of Rapid City** will be responsible for removing all left over items from the auction and clean up.
- **Auction Company** to provide all personnel necessary to perform the auction including auctioneers, ring men, and clerking/cashiering.
- **Auction Company** to provide signage for the auction.
- **Auction Company** will handle all advertising including internet, signage and any print advertisements. The advertising, utilizing internet and print, will be handled by the **Auction Company** with an amount not to exceed \$1000.00 to be reimbursed at settlement of auction to the **Auction Company** from proceeds of the auction.
- **Auction Company** will arrange for porta toilets with charges to be reimbursed to Auction Company not to exceed \$250.00
- **Auction Company** agrees to conduct the auction in a professional manner

to realize the most return to City of Rapid City.

- Auction Company agrees to handle this auction for a fee of 4.70% on each item sold. All items to be sold "as is" and without reserve.
- Auction Company agrees to provide a detailed computerized report of all items sold; this may be done by department if needed.
- City of Rapid City will be responsible for transporting all items to the auction site at least 4 days prior to the auction for preparation and setup.

The associates and qualifications of my firm are:

- Bob Bertolotto, Owner-Broker-Auctioneer, real estate licensed in South Dakota since 1998. I have sold several properties at auction including personal property, commercial property, residential property and land.
- John McDowell, Auctioneer associated with Auction Co. for 6 years.
- Jon Millar, Auctioneer associated with Auction Co. for 6 years.
- 8-10 Associated staff members.

References:

Lyndell Peterson, Court Appointed Conservator, 14895 Spring Creek Rd, Hermosa SD 57744 (605) 342-8562. Personal property auctions.

Jerry Derr, Meade County Commissioners Assistant, 1425 Sherman Street Sturgis, SD 57785. 605-347-2560 Surplus Auction

Brett Burditt, Meade County School District Business Manager, 1230 Douglas Street, Sturgis, S.D. 57785 605.347.2523

Thank you for the opportunity to offer my services.

With Best Regards,

Bob Bertolotto

BRADEN

REAL ESTATE & AUCTIONS, INC.



P.O. Box 686

brearecc@gwtc.net

14 West Mt. Rushmore Road
Custer, South Dakota 57730



(605) 673-2629 FAX (605) 673-2620

City of Rapid City
City Finance Office
Attn: Tammy Egermier
300 Sixth Street
Rapid City, SD 57701

February 6, 2015

Re: Auction Proposal for surplus auctions scheduled for June of 2015, 16, & '17.

As per your request, please review the following proposal for the above referenced auctions.

Our firm would conduct these auctions in a professional manner, according to industry standards. All checks would be payable to City Finance Office, with our firm being reimbursed by the City for services and advertising costs.

As per your request for proposals:

- Start time would remain at 10:00 am sharp.
- Commission percentage: 6.49% of gross auction proceeds, with a \$1000 minimum.
- Advertising at actual cost to the City, based upon a budget of approximately \$1000, (see below). With this rather limited ad budget, Bradeen Auctions utilize online advertising including our own web site, sdauctions.com, midwestauctions.com, Face book, and others. In addition, we utilize the services of the Rapid City Journal, Quick Quarter, Northern Hills Prospector as well as distributing flyers many auctions prior to the Rapid City auction. Your auctions have always been well attended.
- Current references would include: Ms. Lennis Axdahl, Director of Property Management for the State of SD, Ph: 605-773-3313; Mr. Gary Woodford, Custer County Highway Supt., Ph 605-673-5678. In addition, Bradeen Auctions has been recognized by Rapid City Journal readers as "Black Hills Best Auctioneers", for the past 3 years. This honor is certainly a valuable reference from the entire general public. Additional references are available if needed.

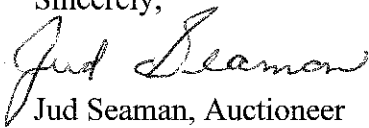
As in the past, Bradeen Auctions will be responsible for conducting the auction, providing clerks (as well as our state-of-the-art Auction Flex computerized and wireless clerking system), will provide identification tags and change fund. Onsite equipment includes Auction pickup topper with digital sound, as well as our air conditioned mobile office with his/her portable restrooms and all equipment necessary to conduct your auction in a professional manner. We have always, and will continue to co-ordinate with City Staff to make YOUR auction the best experience possible for buyers and client.

Advertising note: We understand the volume sold at the annual auction may vary greatly from one year to the next. We would offer recommendations to the City to allocate a larger (or smaller) advertising budget should the size of the auction change substantially over the next 3 years. This change would be at mutual agreement between the City and Bradeen Auctions.

We appreciate the fact that you are soliciting "Proposals" for the very important project, as opposed to a formal "Bid" (where merely the lowest bid is accepted). As you would agree, our commission percentage is very competitive. In the unlikely event a proposal would be submitted at a lower percentage, we (as well as many of our past clients and customers) believe, the choice of Bradeen Auctions would be more beneficial to the bottom line achieved for the City of Rapid City, SD.

If you have any questions regarding this proposal, please do not hesitate to call. If selected, it will be a pleasure to work with you and your staff.

Sincerely,



Jud Seaman, Auctioneer
Rapid City, SD
Bradeen Real Estate and Auctions, Inc.

Additional qualifications:

-Auctioneers Jud Seaman, Ron Bradeen and Jeff Storm hold the Certified Auctioneers Institute designation (CAI), the highest level of auctioneering education and professional standards in the industry.

-Bradeen Auctions has been recognized on several occasions by the National Auctioneers Assn. for excellence in advertising and promotion. We are the only firm in South Dakota to have ever received this honor.

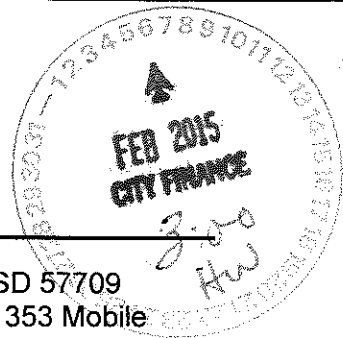
-Jud Seaman, Ron Bradeen, Jeff Storm and Bob Bradeen (1932-2001) are all former South Dakota Auctioneer's Assn. Bid Calling Champions.

-Jud Seaman, Ron Bradeen, Jeff Storm and Bob Bradeen (1932-2001) are all past South Dakota Auctioneers Assn. Presidents and Board of Directors

-Bradeen Auctions is a third generation firm which has conducted successful auctions in Western South Dakota since 1923 (92 years).



P. O. Box 1867 – Rapid City, SD 57709
(605) 348-5261 Office – (605) 484-1353 Mobile
(605) 985-5307 Fax -- mjurisch@gwtc.net



February 6, 2015

CITY OF RAPID CITY
Finance Office Department
300 Sixth Street
Rapid City, SD 57701-5035

Re: Request for proposals for auctioneering services to conduct the Annual City Surplus Property Auction to be scheduled for the second Saturday in June for the next 3 years beginning in 2015.

Dear Ms. Tammy Egermier:


As you may, or may not be aware, over the past 48 years, my firm along with, early on, the now-deceased Sam Eslinger has conducted at least 30 of the surplus auctions for the City of Rapid City, as well as having sold numerous surplus real properties for the same. In addition, for approx. the past 20 years running, we have conducted virtually all of the work, both personal property and real estate for the Rapid City Schools. Further, in June of 2013, we sold surplus real property for the Hill City School District and a few years previous to that, we sold surplus real property for the City of Hill City. It is my belief, that in each case, all of these auctions have been successful.

Now, I do not mind admitting to you that the Mayor of Rapid City and myself do not always see eye-to-eye, but when it comes to doing a **good job** based upon performance and results, I do not believe that personal ideas or politics should ever come into play. With that aside, we are very interested in conducting the auctions upcoming for the City. Now, up until just last year, we have **always** owned one or more properties either within, or very near, Rapid City, and given that one factor alone, I do not believe that it is necessarily quite right for an auctioneer living in another county altogether to take a precedence when it comes to bid proposals. You must know that we still plan to, in the future, own more real property within, or near, the City and that this fact should carry with it some sort of bearing.

I have attached a Professional Profile for myself with the proposal. Our firm of Jurisch Auctioneers, LLC is willing to conduct the above-mentioned auction for a flat-rate commission of either 8% (eight percent) OR in the alternative, a 7% (seven percent) commission rate for services with the City of Rapid City (Seller) bearing the costs of promotion of the auction yearly with that cost to the Seller not to exceed \$1,000/auction conducted.

Please contact me if you have any questions, or need clarifications.

Thank you,

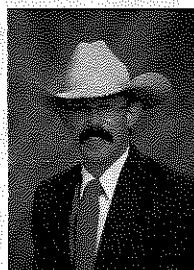

Martin W. Jurisch, CAI
Jurisch Auctioneers, LLC
Martin Jurisch & Assoc. Real Estate, Inc.
Western Land Brokers, LLC

**PROFESSIONAL PROFILE – CV
MARTIN W. JURISCH**

EXPERIENCE: Martin Jurisch, with the firms of Martin Jurisch & Assoc. Auctioneers/Realtors and Western Land Brokers, LLC and Jurisch Auctioneers, LLC, is engaged in the business of auctions, both real and personal property, the brokerage of real property and personal property appraisals on a full-time basis with 47 years experience. Field of expertise for appraisal purposes is all types of personal property including residential contents, antiques, livestock, farm machinery, heavy equipment, vehicles, firearms, precious coins, and related collectibles. Additionally, real property brokerage, both conventionally and auctions as a specialty. Mr. Jurisch has sold extensively on a full time basis in the past at a local dealer-only automobile auction, as well as occasionally at local livestock markets in past years. For the past ten years, Martin Jurisch has consistently sold an average yearly volume of two million dollars or more in personal property, and has been a multi-million dollar producer in real property sales with a volume of over one hundred million dollars in real estate sales in the years 2006 through 2010 alone. Status as an independent appraiser and auctioneers has been established and the firm and its primary representatives do not buy or sell personal property of any kind for their own personal gain. Specializing in the appraisal of personal property for estate functions, divorce actions, financial institutions and legal matters and selling real and personal property by the auction method. Currently, Martin sells a significant volume of real estate in conjunction with Williams & Williams World Wide Real Estate covering SD, NE & MT dealing with bank foreclosures of real estate.

Mr. Jurisch and his wife, Pat reside on their working cattle ranch in near Hereford in Meade County, SD.

EDUCATION & BRIEF PERSONAL HISTORY: Graduate, Black Hills Academy of Auctioneering, February, 1968. U.S.M.C. military service 1975–1977 w/honorable discharge. Undergraduate of many course classes at National College of Business and School of Mines & Technology, Rapid City, SD 1978/1979. First licensed with the South Dakota Real Estate Commission in 1979. Successfully completed and tested for Course I of the GPPA (Graduate Personal Property Appraiser) sponsored by the Auction Marketing Institute, Bloomington, IN (March, 1998); successfully completed and tested for Course 201 of the GPPA sponsored by the Auction Marketing Institute held in Hatfield, PA at Alderfer's Auction Facility (June, 1998) for final examination to become certified as an appraiser of personal property through the Auction Marketing Institute; completed and tested for Course 101 of CAI (Certified Auctioneers Institute); sponsored by the Auction Marketing Institute, Bloomington, IN (March, 1998); CERTIFIED as a Graduate Personal Property Appraiser (GPPA) by the Board of Governors of the AMI (Auction Marketing Institute) in August, 1998; completed and tested for Course 201 of CAI (Certified Auctioneer's Institute), March 1999; completed and tested for Course 301 of CAI, March, 2001; GRADUATED & CERTIFIED CAI Auctioneer designation, April, 2001; attended & completed GPPA 201 (construction & agricultural equipment appraisal course) sponsored by AMI & GPPA in Billings, MT, January, 2003; Currently a member of RLI and is one-half completed in schooling for receiving the Accredited Land Consultant designation; and has attended numerous seminars sponsored by these professional associations. Martin has served as a court-appointed Referee and Receiver on at least three occasions in real estate transactions. Martin was appointed as a member of the 9-man advisory team for the entire approx. 360 Broker-member CTP (Cabela's Trophy Properties) network of land brokers from 2008 until the time of the sale of the CTP marketing network to Sports Afield in June, 2014. In 2009 & 2010, Martin was one of five auctioneers in the State of SD appointed to a task force in conjunction with the SD Real Estate Commission to completely revamp the real estate license laws and update the forms for the auction industry in SD. These new laws and regulations are in effect today having been written into law in early 2010. **Managing member:** Jurisch Auctioneers, LLC. **President:** Martin Jurisch & Assoc. Real Estate, Inc. **Managing member:** Western Land Brokers, LLC.



PROFESSIONAL DEVELOPMENT: The firm maintains a research library and subscribes to numerous antique/collectible, firearms, livestock, machinery and real estate publications.

MEMBER:

South Dakota Auctioneer's Association
National Auctioneer's Association
South Dakota Association of Realtors
National Association of Realtors
Black Hills Board of Realtors
Wyoming Association of Realtors
Black Hills Home Builders

Certified Auctioneers Institute (CAI designation)
Auction Marketing Institute (GPPA designation)
Formerly a Participating Real Estate Broker with
Cabela's Trophy Properties (Top Producer for
South Dakota in 2007/2008, 2008/2009 and in
2009/2010) co-recipient in 2011, 2012 & 2013
Realtor Land Institute (RLI designation)

CONSULTANT:

State of South Dakota Circuit Courts, Financial Institutions including Bank Trust Departments, Law Enforcement including U.S.M.S., South Dakota Real Estate Commission, Attorneys, Private Clients

LICENSED:

State of South Dakota, Real Estate Broker
State of Nebraska, Real Estate Broker
State of Wyoming, Real Estate Broker
State of Montana, Real Estate Broker



LOCAL KNOWLEDGE – GLOBAL MARKETING