

BEST AND FINAL OFFER (BAFO) Cost Proposal
Request For Proposal Number 6154 Z1

Bidder Name: Sandhills Global

For BAFO: Prices must be include all expenses, travel and advertising, where applicable.

Furniture Auctions Conducted Within Lancaster County (In-Person)	
Furniture Auctions conducted within Lancaster County (In-Person) should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.	
Per V.H.3, to include simultaneous live internet and phone bidding for auctions. Bidder Initial <u>SG</u>	
	Cost
For gross sales up to and including \$15,000	\$ 7500 (50%)
For gross sales between \$15,001 and \$20,000	\$ 8500 (42.5%)
For gross sales between \$20,001 and \$25,000	\$ 10,000 (44%)
For gross sales between \$25,001 and \$30,000	\$ 12,000 (43%)
For gross sales between \$30,001 and \$35,000	\$ 13,000 (40%)
For gross sales between \$35,001 and \$40,000	\$ 14,000 (37%)
For gross sales between \$40,001 and \$45,000	\$ 15,000 (35%)
For gross sales between \$45,001 and \$50,000	\$ 16,000 (33%)
For gross sales between \$50,001 and \$55,000	\$ 17,325 (33%)
For gross sales between \$55,001 and \$60,000	\$ 18,000 (31%)
For gross sales between \$60,001 and \$65,000	\$ 18,750 (30%)
For gross sales between \$65,001 and \$70,000	\$ 20,250 (30%)
For all gross sales exceeding \$70,000	\$ 21,000 (30%)
Furniture Auctions Conducted Outside Lancaster County (In-Person)	
Furniture Auctions conducted outside Lancaster County (In-Person) should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.	
Per V.H.3, to include simultaneous live internet and phone bidding for auctions. Bidder Initial <u>SG</u>	
	Cost
For gross sales up to and including \$15,000	\$ 7500

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For gross sales between \$15,001 and \$20,000	\$ 8,500
For gross sales between \$20,001 and \$25,000	\$ 10,000
For gross sales between \$25,001 and \$30,000	\$ 12,000
For gross sales between \$30,001 and \$35,000	\$ 13,000
For gross sales between \$35,001 and \$40,000	\$ 14,000
For all gross sales exceeding \$40,000	\$ 15,000

Vehicle/Equipment Auctions Conducted Within Lancaster County (In-Person)

Vehicle/Equipment Auctions conducted within Lancaster County (In-Person) should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.

Per V.H.3, to include simultaneous live internet and phone bidding for auctions. Bidder Initial AS

	Cost
For gross sales up to and including \$750,000	\$ 60,000
For gross sales between \$750,001 and \$950,000	\$ 68,000
For gross sales between \$950,001 and \$1,000,000	\$ 78,000
For gross sales between \$1,000,001 and \$1,250,000	\$ 90,000
For gross sales between \$1,250,001 and \$1,500,000	\$ 110,000
For gross sales between \$1,250,001 and \$1,750,000	\$ 120,000
For gross sales between \$1,750,001 and \$2,000,000	\$ 152,000
For all gross sales exceeding \$2,000,000	\$ 160,000

Optional On-Line Furniture Auctions

On-line Furniture Auctions should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.

	Cost
For gross sales up to and including \$15,000	\$ 7,500
For gross sales between \$15,001 and \$20,000	\$ 8,500
For gross sales between \$20,001 and \$25,000	\$ 10,000
For gross sales between \$25,001 and \$30,000	\$ 12,000
For gross sales between \$30,001 and \$35,000	\$ 13,000
For gross sales between \$35,001 and \$40,000	\$ 14,000
For gross sales between \$40,001 and \$45,000	\$ 15,000

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For gross sales between \$45,001 and \$50,000	\$ 16,000
For gross sales between \$50,001 and \$55,000	\$ 17,325
For gross sales between \$55,001 and \$60,000	\$ 18,000
For gross sales between \$60,001 and \$65,000	\$ 18,750
For gross sales between \$65,001 and \$70,000	\$ 20,250
For all gross sales exceeding \$70,000	\$ 21,000
Optional On-Line Vehicle/Equipment Auctions	
On-Line Vehicle/Equipment Auctions should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.	
	Cost
For gross sales up to and including \$750,000	\$ 60,000
For gross sales between \$750,001 and \$950,000	\$ 68,000
For gross sales between \$950,001 and \$1,000,000	\$ 78,000
For gross sales between \$1,000,001 and \$1,250,000	\$ 90,000
For gross sales between \$1,250,001 and \$1,500,000	\$ 110,000
For gross sales between \$1,250,001 and \$1,750,000	\$ 120,000
For gross sales between \$1,750,001 and \$2,000,000	\$ 152,000
For all gross sales exceeding \$2,000,000	\$ 160,000

Prices must reflect the requirements from Section V.

Estimated Auctioneer Historical Data	
2017	Total Sales
In-Person Furniture Auctions within Lancaster County	\$476,461.00
In-Person Vehicle Auctions within Lancaster County	\$2,808,557.50
In-Person Furniture Auctions outside of Lancaster County	\$16,711.00
In-Person Vehicle Auctions outside of Lancaster County	\$0.00
2018	
In-Person Furniture Auctions within Lancaster County	\$400,887.50
In-Person Vehicle Auctions within Lancaster County	\$3,524,715.00
In-Person Furniture Auctions outside of Lancaster County	\$0.00
In-Person Vehicle Auctions outside of Lancaster County	\$0.00
On-Line Sales	\$51,890.42
2019	
In-Person Furniture Auctions within Lancaster County	\$360,924.50
In-Person Vehicle Auctions within Lancaster County	\$2,167,355.00
In-Person Furniture Auctions outside of Lancaster County	\$83,865.00
In-Person Vehicle Auctions outside of Lancaster County	\$0.00
On-Line Sales	\$261,003.65