

**INDIAN RIVER COUNTY
OFFICE OF MANAGEMENT AND BUDGET
PURCHASING DIVISION**

DATE: February 7, 2020

TO: BOARD OF COUNTY COMMISSIONERS

THROUGH: Jason E. Brown, County Administrator
Kristin Daniels, Budget Director

FROM: Jennifer Hyde, Purchasing Manager

SUBJECT: Update on Online Vehicle Auction and Additional Surplus Approvals

BACKGROUND

On July 9, 2019, the Board authorized the sale of 35 titled assets by online auction. Staff noted it would provide results for consideration of permanent authorization to sell surplus vehicles online.

DISCUSSION

A legal ad for the online auction of the vehicles was placed in accordance with Section 274.06, Florida Statutes, and the vehicles were posted individually for sale on GovDeals.com. Potential bidders were able to view the vehicles by appointment and questions regarding the vehicles were answered on the auction web site.

In all, the 35 titled assets, including a boat, portable restroom and concession stand trailers, landscape trailers, pickups, utility trucks, cars, transit busses, an ambulance and a fire truck were sold, for a total revenue of \$81,665, or an average per item price of \$2,333. At the last live auction, held in December of 2017, 39 titled assets were sold for a total of \$91,300 and an average per item price of \$2,387.

December 2017			Summer 2019	
Avg. per item price by type	Quantity	Type	Quantity	Avg. per item price by type
\$150.00	1	Trailers	7	\$1,109.00
\$450.00	3	Transit Busses	8	\$1,266.38
\$5,250.00	2	Large Trucks (Dump/Water)		
\$2,600.00	1	Vans	4	\$2,033.25
\$2,438.00	25	Trucks	8	\$2,921.25
\$1,075.00	4	Cars/SUVs	4	\$2,470.75
\$4,416.67	3	Ambulance	1	\$6,150.00
		Fire Truck	1	\$12,210.00
		Boat/Trailer	1	\$4,025.00
		Trailer Mounted Generator	1	\$4,220.00
\$2,333		Average per item price		\$2,387

As we are experiencing with other assets and tangible goods, there are many benefits to being able to auction vehicles as soon as they are declared excess, including:

- ✓ Auctions can take place more frequently, ensuring highest potential revenue for the item
- ✓ A wider audience of potential bidders and no direct competition with other area auctions
- ✓ Higher number of bidders (recent live auctions have had only a few people bidding per vehicle, while the online auction saw an average of 10 bidders, and as many as 20)
- ✓ Guaranteed payment through online auction site
- ✓ While several long-parked vehicles required jump starting by Fleet, overall, the man hours expended by staff outside the Purchasing Division was greatly decreased;
- ✓ Items can be sold from the location they are currently in, and do not require towing by third party vendors
- ✓ Staggered pickup of the vehicles, as scheduled by Purchasing with the buyers, enabled staff to phase the processing of paperwork, rather than bulk processing, which can lead to increased issues.

FUNDING

Legal advertisement is required for the sale of items with an anticipated value of \$5,000 or more. The estimated cost is \$25 per auction or group of auctions. Advertising costs can be paid by either the department receiving the revenue, or from the General Fund/Purchasing/Legal Ad account (00121613-034910).

RECOMMENDATION

Staff recommends the Board authorize staff to dispose of all items, including vehicles, via online auction, once properly declared surplus by the Board. Staff also recommends the Board declare the vehicles on the List for 021820 Agenda as surplus, and authorize their sale and/or disposal.

ATTACHMENT

List for 021820 Agenda