

Proposals for Auction Services



BIDERASM

GOVERNMENT AUCTION SERVICES



www.BIDERA.com

ARMANDO PERERA, Auctioneer
Bidera Government Auction Services
4995 NW 72nd Avenue, Suite 405
Miami, FL 33166
O 305 822 5000
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C 305 345 7490
AP@BIDERA.COM
FEIN 49-3100185

Certifications

Legal Name of Firm:

Bidera LLC.

Entity Type: Partnership, Sole Proprietorship, Corporation, etc.

Limited Liability Company.

Year Established: 2007

Office Location: 4995 NW 72 Avenue. Suite # 405 Miami, Florida 33166

Business Tax Receipt / Occupational License Number: 7444237

Business Tax Receipt / Occupational License Issuing Agency:

Miami Dade County Department of Planning and Zoning

Business Tax Receipt / Occupational License Expiration Date:

September 30, 2019

Will Subcontractor(s) be used? No

Executive Summary

Bidera Government Auction Services is pleased to present the Proposal for Auction Services to the City of Hallandale Beach. Bidera offers the services of live auctions and online auctions. While the vast majority of our business has moved to online services, we produce excellent live auctions and provide full administrative support for both.

Bidera's president, Mr. Armando Perera, will be the point of contact for all questions and issues regarding this submission. He may be contacted directly by phone at (305) 345-7490 (cell) or by email at AP@bidera.com.

Since our founding in 2007, Bidera has enjoyed organic growth as a business. Our reputation for excellence has spread by word of mouth from one municipality and department to another and today, we serve the auction needs of 37 towns and cities across the State of Florida. Among our more prominent clients are the City of North Miami, the City of North Miami Beach and the Miami Dade County Public Schools. Our expansion is built upon our success as evidenced by our growing list of municipal clients and the development of a registered bidders list of over 6,000 buyers. Bidera has developed a long reach and the City of Hallandale Beach can leverage our long-standing contacts with buyers from across the United States, the Caribbean, Central and South America and Europe.

Bidera provides comprehensive auction management services from the initial assessment and organization of inventory into lots (these are designed to gain maximum revenues), through the development of the catalog, effective multi-channel marketing advertising and promotion of the auction event to the final sale, collection and processing of payment and the transfer of inventory and reporting.

Mr. Perera brings over 25 years' experience in providing surplus inventory auction services to government clients. He will be supported by a trained experience staff.

In the first quarter of 2018 alone, Bidera sold over 500 motor vehicles totaling \$827,000.00 in revenues for our client cities. In many instances, our auctions have doubled and, in some cases, tripled their expected revenues. Our projected revenue for 2018 with the present city contracts is \$3,800,000.00. Current and past auction results are clearly posted on our website at <http://bidera.hibid.com/auctions/past/>

Bidera's revenue for the last three years is as follows:

2015 Onsite - \$655,746; Internet \$538,831
2016 Onsite - \$118,370; Internet \$2,170,117
2017 Onsite - \$177,500; Internet \$2,578,852

Our company has a highly qualified and bilingual staff to effectively communicate with our buyers throughout the auction process. Every auction is personally coordinated and managed by the founder and auctioneer Armando Perera who takes care of the process with honesty,

trust and efficiency. We believe that our online auction method is the one that benefits our clients the most.

Our auctions will provide your agency with a full-service platform: with onsite cataloging, video and photography, a deeply developed online marketing / advertisement strategy, payment collection, same day/next day auction reports and payment disbursement within 10 business days.

Since 2007, Bidera has produced 350 auctions: 350 on-site and 190 taking place online. Over the years, we've generated \$14.5 million in revenue. Individual auctions gain client revenues ranging from \$5,000 to \$700,000.

If Bidera enjoys the benefits of organic growth, it's built upon our experience and lessons learned. Municipal clients turn to Bidera because of our comprehensive services, the management of successful auctions, our integrity and our ability to generate interest among an ever-growing range of buyers. In turn, our buyers have come to depend on Bidera for our honest appraisal of government surplus and our transparency. We built our business on the firm knowledge that trust is not an emotion. It's a product.

For a full review of our firm, our auctions and platform, please visit our website at www.Bidera.com.

Licenses / Certificates

MIAMI-DADE COUNTY
DEPARTMENT OF PLANNING AND ZONING
MIAMI-DADE COUNTY OF USE

SEC: 23 TWP: 53 RNG: 40
FOLIO: 3030230260010

CERT NO: 2014021137
PROCESS NO: U2014004696
ZONE: IU-2
FEE: \$229.79

MAILING ADDRESS/CONTACT PERSON: BIDERA LLC
4995 NW 72 AVE #405
MIAMI, FL 33166-

CORP NAME/D/B/A AND ADDRESS: BIDERA LLC
BIDERA LLC
4995 NW 72 AVE #405

BUSINESS USE: WAREHOUSE, OFFICE ONLY
USE SPECIFICS: REAL ESTATE & AUCTION SERVICE OFC
CONDITIONS:

LEGAL DESCRIPTION: WEST AIRPORT SUB
PB 33-65
DATE OF CU ISSUANCE: 2/ 4/2014
THIS CERTIFICATE MUST BE POSTED ON PREMISES.

THIS CERTIFICATE OF USE IS VALID FOR AN UNLIMITED TIME OR AS INDICATED BELOW PROVIDED THERE ARE NO CHANGES IN THE USE, BUSINESS NAME OR OWNERSHIP. ALSO, THERE MAY BE NO EXPANSIONS, ALTERATIONS OR ADDITIONS TO THE APPROVED USE. ALL CHANGES LISTED ABOVE WILL REQUIRE ISSUANCE OF A NEW CERTIFICATE OF USE.

THIS CERTIFICATE OF USE DOES NOT RELIEVE THE APPLICANT FROM COMPLIANCE WITH ANY FEDERAL, STATE, OR LOCAL REGULATIONS. YOU ARE ALSO REQUIRED TO ALLOW ZONING INSPECTIONS AT ANY REASONABLE TIME BY REPRESENTATIVES OF THE DEPARTMENT. FOR MORE INFORMATION, PLEASE CONTACT THE ZONING PERMIT SECTION AT (786) 315-2666. IN ADDITION TO THE ZONING PERMIT SECTION, APPLICANT MUST ALSO CONTACT THE BUILDING DEPARTMENT AT (786) 315-2100 FOR OCCUPANCY REQUIREMENTS AND LOCAL BUSINESS TAX RECEIPT AT (305) 270-4949.

2/ 4/2014 11:29 HNATALY 281402040054 TCPM939I CENTRAL 229.79

RICK SCOTT, GOVERNOR JONATHAN ZACHEM, SECRETARY

STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
FLORIDA BOARD OF AUCTIONEERS

LICENSE NUMBER
AB3392

The AUCTION BUSINESS
Named below IS LICENSED
Under the provisions of Chapter 468 FS.
Expiration date: NOV 30, 2019

BIDERA LLC
4995 NW 72 AVE SUITE 405
MIAMI FL 33166

ISSUED: 10/19/2017 DISPLAY AS REQUIRED BY LAW SEQ # L1710190002732

RICK SCOTT, GOVERNOR JONATHAN ZACHEM, SECRETARY

STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
FLORIDA BOARD OF AUCTIONEERS

LICENSE NUMBER
AU3744

The AUCTIONEER
Named below IS LICENSED
Under the provisions of Chapter 468 FS.
Expiration date: NOV 30, 2019

PERERA, ARMANDO
4995 NW 72 AVE SUITE 405
MIAMI FL 33166

ISSUED: 10/19/2017 DISPLAY AS REQUIRED BY LAW SEQ # L1710190002715

Internet Auctions

Proposer's Experience / Qualifications / Past Performance

Bidera gained our initial experience with the production of live auctions for South Florida cities and municipalities. In 2013, we began the migration of our business to our online platform with extraordinary results. We increased our reach and client exposure into the national and international marketplaces, attracting an ever-expanding network of buyers. Our current registry of 6,000 buyers would simply never exist without our online presence.

The move to online services has created a series of benefits to both our clients and our buyers among these are:

- Increased revenues from sales as increased competition between buyers drives prices up.
- Client-side (sellers) inventory management
- Increased security via automated collection
- Increased inventory security
- Across the board cost reduction
- Digital catalogues are augmented with video files
- Digital marketing and communication expand our reach to support national and international sales.

A comparison on-site vs online auctions demonstrates a remarkable increase in revenue when property such as vehicles, fire trucks and specialty equipment is sold through our online auction. The most recent demonstration is found in a comparison between a Broward County Public Schools live auction and an online auction produced for Dade County Public Schools. Both clients offered school buses in working condition with the Broward County Buses selling in the range of \$800-\$1,200 while Dade County's buses brought between \$2,500 - \$3,525. This is a clear example of the benefits gained from online sales. More buyers were bidding, and competition was heightened, resulting in a significant increase in price.

The table below demonstrates many of the benefits of online auctions via our platform:

LIVE AUCTIONS	ONLINE AUCTIONS
<p>100 – 250 bidders will be onsite all at once. Unfortunately, they tend to tamper with the property being sold. This is especially true for vehicles that are tampered with, so they don't start during the preview time and auction. This is done in an attempt to lower the bidding price.</p>	<p>Bidders will have a chance to inspect the property by appointment prior to auction day. Chances of tampering with property are greatly reduced. Videos that clearly show vehicle is running and condition report are posted online to help the sale prior to preview day. Crowd control is not needed.</p>
<p>Live bidders have been known to abandon their purchases. After an auction closes an interested buyer usually offers much lower price for the abandoned property or the item returns to surplus inventory. This can be a deliberate action.</p>	<p>The percentage of abandoned property is much lower due to the presence of more interested bidders. In this case the property can be sold to the registered back up bidder for a small price difference while still generating revenue.</p>
<p>Surplus value is lowered due to limited bidding by a reduced number of interested buyers onsite.</p>	<p>Surplus value is much higher. The online platform attracts a higher number of interested US and international buyers willing to pay fair market value.</p>
<p>Property check out after a live auction closes is challenging. Again - buyers are onsite all at once and tend to tamper or take other people's properties.</p>	<p>Property check out for the online auction is done by appointment only. Each buyer is accompanied by our staff. Greatly minimizing damaged or stolen property.</p>
<p>Buyers require refreshments and toilets.</p>	<p>This does not apply to online auctions</p>
<p>Payments are collected onsite. Police presence and escorts are required, adding to costs. Handling high cash volume is a pressing liability.</p>	<p>Payment collection is automated by the online platform or accepted via bank transfers. There is no cash handling and no police protection needed.</p>
<p>Bidders get frustrated standing up for hours under the sun or in inclement weather.</p>	<p>Weather is not a factor. Bidders can place real time or proxy bids from any electronic device or a smart phone. If they don't know how to, we can offer assistance.</p>

The table below demonstrates many of the benefits of Bidera online auction method vs. other online auction platforms:

BIDERA ONLINE AUCTION METHOD	OTHER ONLINE AUCTION SERVICES
Your surplus is in great hands. An experienced auctioneer and personal property appraiser prepares the City's surplus catalog with detailed item and condition reporting, videos and photos. We specialize in maximizing revenue for vehicles and heavy equipment. Our buyers have come to depend on the auctioneer's comments and contact him directly with surplus questions.	Other services only provide a platform. All the work must be done by the City. Limited experienced City employees must prepare and upload all the surplus catalog. Limited or inaccurate information diminishes buyer confidence or may give the appearance of collusion.
Our auction software allows us to resale items to the backup bidder. This is extremely useful in the event an item is abandoned. We document and maintain clear records of all changes.	Not capable of reselling an item. Item/s has to be sold in a future auction.
We advertise the surplus extensively on your behalf. Contact buyers directly by phone. Place surplus in specialty publications if necessary. Place an ad of the upcoming auction in the local newspaper as required by Chapter 274.06	Not designed to advertise outside of its online platform.
An evaluation conducted by the City of Miramar concluded that our auctions yield more revenue for them when compared to Public Surplus, Gov Deals and other platforms they have used in the past.	The City does all the work to produce an auction, adding operating costs for the City.
Payment is collected on your behalf. Automated credit card payments are integrated with our auction software. Buyers can also pay via bank transactions. Buyer experience comes full circle when finalizing their purchases with our courteous staff.	City employees collect payment.
Check out times are advertised accordingly and done by appointment. Buyers are accompanied by our staff.	Check out is done by the City's employees.

No other auction company provides the municipal client with the advantages found at Bidera. We offer comprehensive services from initial inventory assessment through auction production, payment processing and post auction management.

Our efforts are focused on South Florida and the company is not seeking further expansion beyond the region. Bidera Government Solutions employs a total staff of 4 providing business and event management and auction staffing.

Comparable Contracts

Company:	MIAMI DADE COUNTY PUBLIC SCHOOLS
Description of work:	Surplus Auction Services Online, Prime Contractor
Total dollar value of the contract:	\$1,000,000.00
Dates covering the term of the contract:	3/09/2016 to 3/08/2019 (May be extended for 2 additional 1 year periods)
Client contact person and phone number:	CARLOS LIMON, Director (786)275-0600.
Detail Proposer's responsibilities and the results of the project:	Inventory inspection, tag, lot, and photograph. Schedule proposed marketing / advertising. Upload MDCPS auction catalog and terms and conditions to www.bidera.com . Advertise via major local newspaper, online advertising and email blast. Motor vehicles titles prepared and dropped off at the local Auto Tag Agency. Auction Day. Create post-auction sales report. Check out Day. (Vehicles only) Final detailed sales auction report and all funds accounted for. Payment issued to the MDCPS within 7 business days. <u>Every project was completed on time.</u>
Company:	CITY OF DORAL
Description of work:	Surplus Auction Services Online, Prime Contractor
Total dollar value of the contract:	\$100,000.00
Dates covering the term of the contract:	7/20/2016 Annual renewal.
Client contact person and phone number:	ADAM N. TEMPLE, Director of code compliance (305)593-6380.
Detail Proposer's responsibilities and the results of the project:	Inventory inspection, tag, lot, and photograph. Schedule proposed marketing / advertising. Upload City's auction catalog and terms and conditions to www.bidera.com . Advertise via major local newspaper, online advertising and email blast. Motor vehicles titles prepared and dropped off at the local Auto Tag Agency. Auction Day. Create post-auction sales report. Check out Day. Final detailed sales auction report and all funds accounted for. Payment issued to the City of Doral within 7 business days. <u>Every project was completed on time.</u>
Company:	THE CITY OF NORTH MIAMI
Description of work:	Surplus Auction Services Online, Prime Contractor
Total dollar value of the contract:	\$250,000.00
Dates covering the term of the contract:	12/23/2015 to 12/23/2018
Client contact person and phone number:	ALBERTO DESTRADE, Purchasing Director (305)895-9886.
Detail Proposer's responsibilities and the results of the project:	Inventory inspection, tag, lot, and photograph. Schedule proposed marketing / advertising. Upload City's auction catalog and terms and conditions to www.bidera.com . Advertise via major local newspaper, online advertising and email blast. Motor vehicles titles prepared and dropped off at the local Auto Tag Agency. Auction Day. Create post-auction sales report. Check out Day. Final detailed sales auction report and all funds accounted for. Payment issued to The City of North Miami within 7 business days. <u>Every project was completed on time.</u>

Company: **CITY OF DEERFIELD BEACH**
 Description of work: **Surplus Auction Services Online, Prime Contractor**
 Total dollar value of the contact: **\$250,000.00**
 Dates covering the term of the contract: **8/14/2015 Annual renewal.**
 Client contact person and phone number: **DAVID SANTUCCI, Assistant City Manager (954)480-4200.**
 Detail Proposer's responsibilities and the results of the project:
 Inventory inspection, tag, lot, and photograph.
 Schedule proposed marketing / advertising.
 Upload City's auction catalog and terms and conditions to www.bidera.com.
 Advertise via major local newspaper, online advertising and email blast.
 Motor vehicles titles prepared and dropped off at the local Auto Tag Agency.
 Auction Day.
 Create post-auction sales report.
 Check out Day.
 Final detailed sales auction report and all funds accounted for.
 Payment issued to the **City of Deerfield Beach** within 7 business days.
Every project was completed on time.

Company: **CITY OF SOUTH MIAMI**
 Description of work: **Surplus Auction Services Online, Prime Contractor**
 Total dollar value of the contact: **\$150,000.00**
 Dates covering the term of the contract: **6/16/2014 to 6/17/2019**
 Client contact person and phone number: **STEVE SKULICK, Chief Procurement Officer (305)633-6339**
 Detail Proposer's responsibilities and the results of the project:
 Inventory inspection, tag, lot, and photograph.
 Schedule proposed marketing / advertising.
 Upload City's auction catalog and terms and conditions to www.bidera.com.
 Advertise via major local newspaper, online advertising and email blast.
 Motor vehicles titles prepared and dropped off at the local Auto Tag Agency.
 Auction Day.
 Create post-auction sales report.
 Check out Day.
 Final detailed sales auction report and all funds accounted for.
 Payment issued to the **City of South Miami** within 7 business days.
Every project was completed on time.

Company: **CITY OF NORTH LAUDERDALE**
 Description of work: **Surplus Auction Services, Prime Contractor**
 Total dollar value of the contact: **\$100,000.00**
 Dates covering the term of the contract: **6/30/2015 To 6/20/2018**
 Client contact person and phone number: **GEORGE KRAWCZYK, Public Work Utility Director (954)597-4756**
 Detail Proposer's responsibilities and the results of the project:
 Inventory inspection, tag, lot, and photograph.
 Schedule proposed marketing / advertising.
 Upload City's auction catalog and terms and conditions to www.bidera.com.
 Advertise via major local newspaper, online advertising and email blast.
 Motor vehicles titles prepared and dropped off at the local Auto Tag Agency.
 Auction Day.
 Create post-auction sales report.
 Check out Day.
 Final detailed sales auction report and all funds accounted for.
 Payment issued to the **City of North Lauderdale** within 7 business days.
Every project was completed on time.

References



CITY OF MIRAMAR	
Location:	2200 Civic Center Place Miramar, FL 33025
Description:	Prime Contractor Sold over \$480,000
Contract Date:	1/14/2015 Annual Renewal
Contact Name	Gary Bannister, Procurement Manager
Phone Number:	(954) 602-3257
Auction Dates:	1/28/15, 2/23/16, 8/2/16, 4/4/2017
Summary Of Items:	91 -150 Lots (Vehicles & Personal Properties.) per auction
Advertising Budget:	\$350
Number Of Registered Bidder	206



CITY OF PEMBROKE PINES	
Location:	8300 South Palm Drive Pembroke Pines, FL 33025
Description:	Prime Contractor Sold over \$230,000
Contract Date:	1/1/2018 Annual Renewal
Contact Name	Teira Pineda
Phone Number:	(954) 494-5036
Auction Dates:	2/27/2018
Summary Of Items:	190 -250 Lots (Vehicles & Heavy Equipment) per auction
Advertising Budget:	\$400
Number Of Registered Bidder	352



CITY OF NORTH MIAMI BEACH	
Location:	17011 NE 19 AVE, Rm 315 North Miami Beach, FL 33162
Description:	Prime Contractor Sold over \$518,000
Contract Date:	1/9/2018 - 7/18/2019
Contact Name	Pedro Dominguez, Fleet Director
Phone Number:	(305) 725-4027
Auction Dates:	1/9/2018
Summary Of Items:	35-150 Lots (Vehicles & Heavy equipment.) per auction
Advertising Budget:	\$400
Number Of Registered Bidder	168



CITY OF HOLLYWOOD	
Location:	2600 Hollywood Blvd. Rm 303 Hollywood, FL 33020
Description:	Prime Contractor Sold over \$300,000
Contract Date:	6/14/2016 to 12/31/2018
Contact Name	Paul Bassar, Director of Procurement & Contract Compliance
Phone Number:	(301) 906-4630
Auction Dates:	7/12/2016, 10/25/2016, 2/28/2017
Summary Of Items:	48-100 Lots (Vehicles & Heavy equipment.) per auction
Advertising Budget:	\$400
Number Of Registered Bidder	113



CITY OF CORAL GABLES	
Location:	2800 S.W. 72nd Avenue Miami, FL 33155
Description:	Prime Contractor Sold over \$580,000
Contract Date:	12/23/2015 Annual Renewal
Contact Name	Steve Riley
Phone Number:	(305) 460-5144
Auction Dates:	1/19/2016, 4/24/2016, 4/25/2017, 7/18/2017, 4/3/2018
Summary Of Items:	28 Lots (Vehicles & Heavy equipment.) per auction.
Advertising Budget:	\$400
Number Of Registered Bidder	145



BROWARD SHERIFF'S OFFICE	
Location:	2601 West Broward Boulevard Fort Lauderdale, FL 33312
Description:	Prime Contractor Sold over \$200,000
Contract Date:	12/16/2015 Annual Renewal
Contact Name	Victor Gouisseta
Phone Number:	(954) 964-9431
Auction Dates:	2/15/2016, 10/4/2016, 2/14/2017, 3/7/2017, 3/20/2018
Summary Of Items:	12-20 Lots (Vehicles, trucks & equipment.) per auction
Advertising Budget:	\$400
Number Of Registered Bidder	74



TOWN OF GOLDEN BEACH	
Location:	1 Golden Beach Drive Golden Beach , FL 33160
Description:	Prime Contractor Sold over \$25,000
Contract Date:	5/20/2016 Annual renewal
Contact Name	Giovanni Diaz
Phone Number:	(305)331-4491
Auction Dates:	5/31/2016, 1/17/2017, 5/1/2018
Summary Of Items:	5 -8 Lots (Garbage trucks & other trucks) per auction
Advertising Budget:	\$300
Number Of Registered Bidder	78



NORTH BAY VILLAGE	
Location:	1666 Kennedy Causeway 3rd Floor North Bay Village, FL 33141
Description:	Prime Contractor Sold over \$128,000
Contract Date:	9/17/2012 Annual renewal
Contact Name	Bert Wrains, Finance Director
Phone Number:	(305)756-7171
Auction Dates:	13 total auctions Last auction held on 2/13/2018
Summary Of Items:	2-20 Lots (Vehicles) per auction
Advertising Budget:	\$400
Number Of Registered Bidder	149



MIAMI SHORES VILLAGE	
Location:	10050 N.E. 2nd Avenue, Miami Shores, Florida 33138
Description:	Prime Contractor Sold over \$136,000
Contract Date:	4/13/2013 Annual renewal
Contact Name	Jim Mc Coy, Sanitation / Fleet Supervisor
Phone Number:	(305)795-2240
Auction Dates:	4/7/2015, 11/8/2016, 7/18/2017, 10/31/2017, 2/13/2018
Summary Of Items:	1 -30 Lots (Vehicles & Heavy Equipment.) per auction
Advertising Budget:	\$400
Number Of Registered Bidder	149



THE TOWN OF MEDLEY	
Location:	7777 NW 72 Ave Medley, FL 33166
Description:	Prime Contractor Sold over \$80,000
Contract Date:	2/15/2013 Annual renewal
Contact Name	Chief Janette Said
Phone Number:	(305) 887-9541
Auction Dates:	9/29/2015, 5/31/2016, 9/13/2016, 12/13/2016, 5/16/2017, 5/1/2018
Summary Of Items:	1 -20 Lots (Vehicles) per auction
Advertising Budget:	\$300
Number Of Registered Bidder	78



CITY OF WEST MIAMI	
Location:	901 SW 62 Avenue West Miami, FL 33144
Description:	Prime Contractor Sold over \$47,000
Contract Date:	4/20/2013 Annual renewal
Contact Name	Juan Peña
Phone Number:	(305)266-4214
Auction Dates:	11/17/2015, 9/13/2016
Summary Of Items:	10-20 Lots (Vehicles & equipment.) per auction
Advertising Budget:	\$400
Number Of Registered Bidder	120



CITY OF HIALEAH	
Location:	900 East 56 Street Hialeah, FI 33013
Description:	Prime Contractor Sold over \$1,500,000
Contract Date:	9/23/2011 Annual renewal
Contact Name	Anibal Rioseco
Phone Number:	(305)558-2611
Auction Dates:	15 auctions held online Last auction held on 2/13/2018
Summary Of Items:	20-100 Lots (Vehicles) per auction
Advertising Budget:	\$400
Number Of Registered Bidder	149



CITY OF HIALEAH GARDENS	
Location:	10001 NW 87 ave Hialeah Gardens, FL 33016
Description:	Prime Contractor Sold over \$56,000
Contract Date:	6/4/2012 Annual renewal
Contact Name	Manny Carrera
Phone Number:	(305)342-3398
Auction Dates:	9/13/2016, 5/1/2018
Summary Of Items:	6 -15 Lots (Vehicles) per auction event
Advertising Budget:	\$300
Number Of Registered Bidder	78



VILLAGE OF KEY BISCAYNE	
Location:	88 West McIntyre Street Key Biscayne, FL 33149
Description:	Prime Contractor Sold over \$150,000
Contract Date:	6/4/2012 Annual renewal
Contact Name	Lieutenant Brett Capone
Phone Number:	(786)877-7080
Auction Dates:	8/17/2015, 8/2/2016, 07/18/2017, 10/12/2017, 2/13/2018
Summary Of Items:	2-15 Lots (Vehicles) per auction
Advertising Budget:	\$400
Number Of Registered Bidder	149



VILLAGE OF BISCAYNE PARK	
Location:	893 NE 109th Street, Biscayne Park, FL 33161
Description:	Prime Contractor Sold over \$36,000
Date:	11/3/2013 Annual Renewal
Contact Name	Nicholas Wollschlager, Chief of Police
Phone Number:	(954)551-6885
Auction Dates:	11/8/2016, 5/16/2017, 10/31/2017
Summary Of Items:	3 -10 Lots (Vehicles & Equipment.) per auction
Advertising Budget:	\$400
Number Of Registered Bidder	155



CITY OF SWEETWATER	
Location:	500 S.W. 109 Ave. Sweetwater, FL 33174
Description:	Prime Contractor Sold over \$78,000
Contract Date:	4/21/2013 Annual Renewal
Contact Name	Jennifer Maroño
Phone Number:	(305)221-0411
Auction Dates:	9/13/2016, 11/8/2016, 12/13/2016, 5/1/2018
Summary Of Items:	15-25 Lots (Vehicles & Equipment.) per auction
Advertising Budget:	\$300
Number Of Registered Bidder	78

BAL HARBOUR

- VILLAGE -

BAL HARBOUR VILLAGE	
Location:	655-96th Street Bal Harbour, FL 33154
Description:	Prime Contractor Sold over \$113,000
Contract Date:	6/23/2014 Annual Renewal
Contact Name	Mauricio Escarra, Communications/Code Enforcement Manager
Phone Number:	(305)632-8860
Auction Dates:	5/3/2016, 3/20/2018
Summary Of Items:	2 -10 Lots (Vehicles & Equipment.) per auction
Advertising Budget:	\$400
Number Of Registered Bidder	74



VIRGINIA GARDENS POLICE DEPARTMENT	
Location:	6498 NW 38th Terrace, Virginia Gardens, FL 33166
Description:	Prime Contractor Sold over \$31,000
Date:	3/24/2014 Annual Renewal
Contact Name	Chris Fonseca
Phone Number:	(305)323-3044
Auction Dates:	12/8/2015, 5/31/2016, 11/8/2016, 7/18/2017
Summary Of Items:	1-5 Lot (Vehicles) per auction
Advertising Budget:	\$400
Number Of Registered Bidder	89



VILLAGE OF PINECREST	
Location:	12645 Pinecrest Parkway Pinecrest, Florida 33156
Description:	Prime Contractor Sold over \$100,000
Date:	10/28/2013 to Present
Contact Name	Ivan Osores
Phone Number:	(305)234-2109
Auction Dates:	12/12/2017
Summary Of Items:	3 -25 Lots (Vehicles) per auction
Advertising Budget:	\$400
Number Of Registered Bidder	108



City of Margate	
Location:	102 N. Rock Island Road City of Margate, FL 33063
Description:	Prime Contractor Sold over \$139,000
Contract Date:	07/20/2016 annual renewal.
Contact Name	Douglas E. Smith, City Manager
Phone Number:	(954) 480-4263
Auction Dates:	8/06/16, 2/24/2017
Summary Of Items:	49 Lots (Vehicles and heavy equipment)
Advertising Budget:	\$400
Number Of Registered Bidder	99



SCHOOL BOARD OF BROWARD COUNTY	
Location:	2600 NW 18th Terrace Pompano Beach, FL 33066
Description:	Prime Contractor Sold over \$180,000
Contract Date:	2/15/2016 to 2/14/2017
Contact Name	Larisa Seda, Buyer Purchasing Agent
Phone Number:	(754) 321-0524
Auction Dates:	7/28/2017
Summary Of Items:	119 (School buses & maintance vehicles)
Advertising Budget:	\$400
Number Of Registered Bidder	57



BROWARD COUNTY	
Location:	1 North University Drive Suite 3100A, Box 309 Plantation, FL 33324
Description:	Prime Contractor Sold over \$600,000
Contract Date:	4/16/2014 to 4/16/2016
Contact Name	Yasmin Teja, Purchasing Agent II
Phone Number:	(954) 357-6066
Auction Dates:	5/20/14, 1/13/15, 5/30/15
Summary Of Items:	286 Lots (Vehicles, buses, parts and landscaping equipment.)
Advertising Budget:	\$700
Number Of Registered Bidder	229

Agencies that have migrated to our online platform after 2013:

- City of South Miami
- City of Miami Shores
- Broward County
- City of West Miami
- City of Hialeah
- City of Hialeah Gardens
- City of Doral
- City of Medley
- North Bay Village
- City of Key Biscayne
- City of Opa Locka
- Hialeah Housing Authorities
- Virginia Gardens Police Department

Information about prior Issues

Bidera is involved in no litigation and no debarment has ever been placed upon Bidera

Relevant Industry/Subject Matter Expertise

Bidera founder and President Armando Perera provides over 25 years' experience in the automotive and export industries. He has developed the all-critical relationships with regional, national and international buyers. He understands their needs and the markets they serve and is in a position to personally invite selected buyers to the City of Hallandale Beach's auctions. This is a key driver of pricing in the auction environment.

Bidera has a complete and comprehensive understanding of the Scope of Work and all of its requirements, this has been our stock and trade for over 25 years. We will meet and exceed all requirements with experience and deeply established management processes that have evolved to deliver results.

In the first quarter of 2018 alone, Bidera sold over 500 motor vehicles totaling \$827,000.00 in revenues for our client cities. In many instances, our auctions have doubled and, in some cases, tripled their expected revenues. Our projected revenue for 2018 with the present city contracts is \$3,800,000.00. Current and past auction results are clearly posted on our website at <http://bidera.hibid.com/auctions/past/>

4.6 Licenses & Certificates

MIAMI-DADE COUNTY
DEPARTMENT OF PLANNING AND ZONING
MIAMI-DADE COUNTY USE

SEC: 23 TWP: 53 RNG: 40
FOLIO: 3030230260010

CERT NO: 2014021137
PROCESS NO: U2014004696
ZONE: IU-2
FEE: \$229.79

MAILING ADDRESS/CONTACT PERSON: BIDERA LLC
4995 NW 72 AVE #405
MIAMI, FL 33166-
CORP NAME/D/B/A AND ADDRESS: BIDERA LLC
BIDERA LLC
4995 NW 72 AVE #405

BUSINESS USE: WAREHOUSE OFFICE ONLY
USE SPECIFICS: REAL ESTATE AUCTION SERVICE OFC
CONDITIONS:

LEGAL DESCRIPTION: WEST AIRPORT SUB
PB 122-65
DATE OF CU ISSUANCE: 2/ 4/2014
THIS CERTIFICATE MUST BE POSTED ON PREMISES.

THIS CERTIFICATE OF USE IS VALID FOR AN UNLIMITED TIME OR AS INDICATED BELOW PROVIDED THERE ARE NO CHANGES IN THE USE, BUSINESS NAME OR OWNERSHIP. ALSO, THERE MAY BE NO EXPANSIONS, ALTERATIONS OR ADDITIONS TO THE APPROVED USE. ALL CHANGES LISTED ABOVE WILL REQUIRE ISSUANCE OF A NEW CERTIFICATE OF USE.

THIS CERTIFICATE OF USE DOES NOT RELIEVE THE APPLICANT FROM COMPLIANCE WITH ANY FEDERAL, STATE, OR LOCAL REGULATIONS YOU ARE ALSO REQUIRED TO ALLOW ZONING INSPECTIONS AT ANY REASONABLE TIME BY REPRESENTATIVES OF THE DEPARTMENT. FOR MORE INFORMATION, PLEASE CONTACT THE ZONING PERMIT SECTION AT (786) 315-2666. IN ADDITION TO THE ZONING PERMIT SECTION, APPLICANT MUST ALSO CONTACT THE BUILDING DEPARTMENT AT (786) 315-2100 FOR OCCUPANCY REQUIREMENTS AND LOCAL BUSINESS TAX RECEIPT AT (305) 270-4949.

2/ 4/2014 11:29 HNATALY 281402040054 TCPM939I CENTRAL 229.79

RICK SCOTT, GOVERNOR JONATHAN ZACHEM, SECRETARY

STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
FLORIDA BOARD OF AUCTIONEERS

LICENSE NUMBER
AB3392

The AUCTION BUSINESS
Named below IS LICENSED
Under the provisions of Chapter 468 FS.
Expiration date: NOV 30, 2019

BIDERA LLC
4995 NW 72 AVE SUITE 405
MIAMI FL 33166

ISSUED: 10/19/2017 DISPLAY AS REQUIRED BY LAW SEQ # L1710190002732

RICK SCOTT, GOVERNOR JONATHAN ZACHEM, SECRETARY

STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
FLORIDA BOARD OF AUCTIONEERS

LICENSE NUMBER
AU3744

The AUCTIONEER
Named below IS LICENSED
Under the provisions of Chapter 468 FS.
Expiration date: NOV 30, 2019

PERERA, ARMANDO
4995 NW 72 AVE SUITE 405
MIAMI FL 33166

ISSUED: 10/19/2017 DISPLAY AS REQUIRED BY LAW SEQ # L1710190002715

Proposer qualifications and experience

Bidera has successfully managed 540 surplus equipment auctions for our clients since our founding in 2007. Of these, some 350 have been on-site events with 190 auctions managed and hosted online. The improved gains in revenue and reductions in cost has created a shift in auction management and today, the vast majority of all auctions are managed online.

Since 2007, Bidera has generated approximately \$14.5 million in revenue for our municipal clients. We are experts in producing auctions to liquidate surplus inventories of school buses; first responder fire trucks, rescue and police vehicles, city vehicles; police confiscated property; boats and recreational vehicles; office equipment; landscaping and construction equipment; restaurant equipment and other items including industrial scrap metal.

Proposed Approach to Providing the Services

Scope of Work

Bidera has a complete and comprehensive understanding of the Scope of Work and all of its requirements. This has been our stock and trade for over 25 years. We will meet and exceed all requirements with experience and deeply established management processes that have evolved to deliver results.

Bidera proposes to free the City of Hallandale Beach of all the work involved in setting up their auction. This means that we will take care of the auction process completely from the moment we have an inventory list from you or when you show us the items that you want to auction off.

When Bidera is contracted by the City to set up an auction (online) we will provide a schedule of the work to be done from initial assessment through closing. Bidera will assign experienced personnel to assess, inventory and organize, optimize (by lot) and stage all items available for sale.

We will arrive on site to begin work on a date selected by the City at least 3 weeks prior to the auction. Once there, Bidera will organize items into lots that we feel will bring the highest revenue. Then it will be photographed and cataloged and uploaded to the City's customized page at www.bidera.com. Dates for the beginning of the auction, possible preview, end of auction and pick up dates will be agreed upon between the City and Bidera in advance. This timeline will then be posted on the auction website for the general public. The City of Hallandale Beach has the option to offer a preview day, where the prospective bidders can physically view and inspect the items. Our staff will be onsite logging attending viewers. This can be arranged for both on-site and online auctions.

Bidera agrees to provide the following services to the City of Hallandale Beach regarding the sale of their Surplus:

- Bidera will advertise and conduct all administrative functions related to the sale of their items under the provisions of Chapter 468 F.S.
- All bidders will be notified by Bidera that all vehicles sold by the City of Hallandale Beach are Sold As-Is, Where-Is, with no warranty expressed or implied.
- Upon receipt of payment in full Bidera will provide the buyer with a "Paid in Full" receipt.
- Bidera will develop a customized webpage for the City of Hallandale Beach with all digital marketing directed there by active link. The page will have the City of Hallandale Beach Logo and present the auction catalog with descriptions, images and videos when present, along with the terms and conditions of the auction.
- Following the auction, Bidera will deploy staff for 3 business days for check out to support the transfer and dispatch of the sold vehicles.
- Bidders must show proof of payment and transfer of ownership prior to retrieving their purchases.
- After the checkout period day, the City of Hallandale Beach will assist any remaining out of State buyers pending pick-up.
- Out of State buyers may take up to 7 days to pick up and local buyers have 3 days to pick up.

Payment will be issued to the City of Hallandale Beach within 10 business days following auction close.

On www.bidera.com the general public can view current and past auctions. Bidders may register and login with the provision of a valid credit card. Bidera employs TLS1.2 in our SSL cert for the secure transmission of information.

Security: Sensitive data is stored using high-level encryption. We do not store buyer payment information. It is securely redirected to our PCI compliant First Data merchant service. Servers are located in a restricted access level 4 data center.

Property Transfer: The buyer will receive an "Unpaid" invoice with their total balance including itemized purchases, buyer's premium and sales taxes when applicable. They then can make their payment with a credit card or can wire the payment to a Bidera account, or by bringing the payment to our offices. Once paid, the buyer will receive a "Paid in Full" invoice.

Winning bidders will be instructed to provide a "Paid in Full" invoice, photo ID and proof of registration (where title transfer is required) prior to retrieving their purchases at the City's location. We will also take care of issues such as checking V.I.N numbers making sure all vehicle titles are transferable and ordering duplicate titles when the City does not provide one. We have found this method to work very well. Bidera assures that all vehicles, vessels & trailers bearing a title shall be transferred to a new owner using a local DMV, relieving the City from any future liabilities.

Similar arrangements have been made to support the transfer of items controlled by other municipal offices. We have found this method to work very well. Bidera will present an auction plan including payment processing and the documented transfer of items.

Reporting: As Project Manager for Bidera, Mr. Perera will be responsible for generating and delivering all reports of business. Bidera will provide Microsoft Excel-based reporting to include

all unit numbers and lot number, along with its description, city Account Division code(s) or a separate account by agency (as directed by the City). The report will also include:

- A complete registered buyer profile with bidder number, name, address, email, phone number and dealer/tax status.
- The entry of each lot sold by number, the buyer number and price paid.
- The buyer's invoice with buyer number, all contact information, lot number(s) purchased with their descriptions and selling price(s), Taxes paid if applicable and the invoice total.
- Lots sold (by agency) and a summary by agency.
- An overall summary of the auction event including sales taxes by agency.

All electronic records will be maintained by Bidera in a secured environment throughout the term of the contract and for a period of no less than five (5) years after termination. Past auction results of each item can also be viewed at www.bidera.com

The City of Hallandale Beach Terms & Conditions will be displayed as part of the online auction. By registering, the buyer agrees to the terms and conditions of the auction.

Bidera will be requiring that all bidders execute the City of Hallandale Beach's Bidder Contract form upon registration and the form will include the assigned bidder reference number. We will establish the method of providing these forms to the City upon start-up and anticipate that the City will want electronic files generated.

Preparation of merchandise for auction

Bidera staff will organize all merchandise into lots structured to bring maximum profit from the sale and tag all items to be sold online though items might be resident in different locations. Each lot and its associated details will be photographed onsite to create the online catalog. Where appropriate, Bidera also employs video files in the creation of our online catalogs. This is particularly useful in vehicle auctions.

Bidera is meticulous with the preparation of vehicles, checking all V.I.N. numbers, recording mileage, jump starting vehicles when needed, engaging transmission, reporting on engine apparent condition, applying brakes, checking A/C, steering wheel, tires, paint, body and interior condition, reporting missing parts and noting auctioneer's overall vehicle condition opinion. Similar preparation method is applied to each type of heavy equipment, vessel, and specialty equipment.

*Please note that where present, Bidera can add the City's internal property reference numbers into our system. We understand that these identifiers are essential in reporting the disposition of the City's "fixed assets," and as the selected vendor, we will support that effort.

Advertising Methods

Bidera employs a full range of local print media and digital advertising methods to promote our auction events in English and Spanish language formats.

Digital Media: Over the years more than 6,000 buyers have registered with us online and at previous onsite auctions. Our platform supports buyer notification by email blasts and “push” notifications to social media to reach all of them. Digital notices are placed on professional auctioneer’s association database platforms including: www.Auctionflex.com www.AuctionZip.com www.Auctioneers.org and www.craigslist.com and the Google advertising platform. Our municipal clients reach local, national and international buyers with pronounced effect. We increase our new buyers by between 20% and 35% at every auction as we extend our reach.

Print Media: We will post local newspaper ads on behalf of City of Hallandale Beach for 2 weeks prior to auction day to satisfy local ordinances and achieve maximum exposure for the auction. Bidera provides bilingual print advertising with placement in The Miami Herald (English) and El Nuevo Herald (Spanish Newspaper)

All marketing channels link back to Bidera’s customized client auction/catalog pages directly where buyers will view the offerings.

Bidera provides a value-added feature that is simply unavailable elsewhere. The City of Hallandale Beach will leverage the deep, long-term relationship Armando Perera has with our buyers. He knows who is interested in what merchandise and will get on the phone to personally advertise specialty surplus to the right buyers. He knows your market – and theirs.

Procedures to Arrange Set-up of Equipment

Bidera will meet with the City’s auction project manager(s) to arrange for a site inspection, reviewing the physical set-up of the auction, inventory staging and the event schedule established, including all set-up/breakdown requirements, bidder inspection and event staffing throughout the process. Bidera typically arrives onsite three weeks prior to the auction event to organize the inventory, performing photography, video, lot organization/optimization and other tasks. The meeting will predate the three-week benchmark.

Bidera’s golf cart will be on site to transport the auctioneer and speed up the needed provisions and location of staging of inventory items. Access and parking to preview the items will be established.

Application of Proposed Project Approach

Two major factors in our approach have supported success across a range of auctions: our professional experience in lot organization and the deployment of online auction services.

Lot organization rests on two components, understanding the inventory and understanding the market. In the main, this is a matter of balance in the mixing of higher value inventory with less value items disbursed within the lot. The auctioneer's goal is to gain the highest revenue to the City while not diminishing the value to the buyer. At the same time, the City expects and needs the surplus inventory eliminated to the highest degree possible. That's the balancing act.

Bidera was recently contracted by the City of North Miami Beach, hosting an event that gained maximum value for their surplus. Among the featured items was a 1999 John Deere Excavator which sold for \$56,000, \$20,000 above estimates value. Lot organization was the key to success in this instance. We have attached the City of North Miami Beach auction report for review.

Consignor Settlement

Bidera
4995 NW 72 Ave Suite 405
Miami, FL 33166
Phone: 305-822-5000 Fax: 305-822-5007

CO #:	1274
Date:	3/23/2018
Page:	1

Consignor
 Rachel Benson
 City of North Miami Beach
 17011 NE 15th Ave Suite#315
 Nmb, FL 33162
 Phone:305-948-2946

Auction: City of North Miami Beach 04/10/2018

Lot#	Description	Quantity	Unit Price	Ext.Price	Comm/BuyBack	Expenses
101	2002 Chevrolet Impala Sedan	1.00	1,450.00	1,450.00	0.00	0.00
102	2003 Chevrolet Silverado Shortbed	1.00	2,175.00	2,175.00	0.00	0.00
103	2002 Chevrolet Express 3500 Cargo Van	1.00	3,325.00	3,325.00	0.00	0.00
104	2006 Chevrolet Silverado 1500 Pick Up	1.00	2,200.00	2,200.00	0.00	0.00
105	2004 Chevrolet Silverado 3500 Crew Cab Utility	1.00	5,000.00	5,000.00	0.00	0.00
106	2002 Chevrolet Silverado 2500 HD 2WD	1.00	2,375.00	2,375.00	0.00	0.00
107	2002 Chevrolet Silverado 2500	1.00	2,825.00	2,825.00	0.00	0.00
108	2000 Silverado 1500 Pick Up	1.00	1,675.00	1,675.00	0.00	0.00
109	1999 Chevrolet S-10 Ext. Cab LS	1.00	2,425.00	2,425.00	0.00	0.00
110	2002 Chevrolet Silverado 2500HD	1.00	1,650.00	1,650.00	0.00	0.00
111	2000 Chevrolet Panel Van	1.00	1,950.00	1,950.00	0.00	0.00
112	2003 Chevrolet Silverado 2500 HD 2WD REG CAB	1.00	2,375.00	2,375.00	0.00	0.00
113	2006 Chevrolet Cobalt 4-Door	1.00	2,100.00	2,100.00	0.00	0.00
114	2004 Chevrolet Silverado 2500 HD	1.00	2,900.00	2,900.00	0.00	0.00
115	2005 Chevrolet Cobalt 4-Door	1.00	2,100.00	2,100.00	0.00	0.00
116	2006 Chevrolet Silverado 1500 Pick Up	1.00	2,725.00	2,725.00	0.00	0.00
117	2000 GMC Safari Cargo Van	1.00	2,250.00	2,250.00	0.00	0.00
118	2006 Chevrolet Silverado 2500 HD 2WD	1.00	3,300.00	3,300.00	0.00	0.00
119	2006 Chevrolet Express EXTENDED WB	1.00	5,850.00	5,850.00	0.00	0.00
120	2006 Chevrolet Express EXTENDED WB	1.00	6,925.00	6,925.00	0.00	0.00
121	2005 Chevrolet Cobalt	1.00	2,025.00	2,025.00	0.00	0.00
122	1986 Blue Bird 50 Pass. School Bus w/ Handicap	1.00	1,675.00	1,675.00	0.00	0.00
123	2005 Finn BB-302 Bark Blower	1.00	23,250.00	23,250.00	0.00	0.00
124	1993 Arrow Sign Board	1.00	950.00	950.00	0.00	0.00
125	2005 BRI-MAR Dump Trailer	1.00	3,075.00	3,075.00	0.00	0.00
126	2005 BRI-MAR Dump Trailer	1.00	3,550.00	3,550.00	0.00	0.00
127	2001 BRI-MAR Dump Trailer	1.00	2,925.00	2,925.00	0.00	0.00
129	1999 Evaco Superline Low Boy Trailer	1.00	17,250.00	17,250.00	0.00	0.00
130	1997 Vermeer Chipper 1250BC	1.00	6,625.00	6,625.00	0.00	0.00

Consignor Settlement

Bidera
4995 NW 72 Ave Suite 405
Miami, FL 33166
Phone: 305-822-5000 Fax: 305-822-5007

CO #:	1274
Date:	3/23/2018
Page:	2

Lot#	Description	Quantity	Unit Price	Ext.Price	Comm/BuyBack	Expenses
131	Cement Mixer Lot	1.00	1,650.00	1,650.00	0.00	0.00
132	1999 John Deere 200LC Excavator	1.00	56,000.00	56,000.00	0.00	0.00
133	1999 CAT Roller CB-214C	1.00	7,050.00	7,050.00	0.00	0.00
134	2007 Volvo L70E	1.00	23,250.00	23,250.00	0.00	0.00
135	1990 Kenworth T800 (Update)	1.00	7,350.00	7,350.00	0.00	0.00

Payment to Consignor - Check # 2475 (214,200.00)

Total Quantity:	34.00
Total Invoice Sale Price:	214,200.00
Total Due to Consignor:	214,200.00
Total Payments: (214,200.00)
Balance:	\$0.00

Inventory Remaining For This Consignment Order

COMMISSION SETTINGS

Calculate Commission By: Each
 Commission Structure Type: Fixed

Any Amount 0%

BUY BACK SETTINGS

Calculate Buy Back By: Each
 Buy Back Structure Type: Fixed

Any Amount 0%

The second factor resides in the excellent long-term relationships we've built with our buyer network and our ability to reach more than 6,000 of them quickly. A prime example was provided in the comparison of the school bus auctions held for the Miami Dade County Public Schools.

List of Auction Equipment Provided

Bidera will provide a golf cart as a mobile working space to inspect and catalog the online auction inventory and transport the auctioneer. It is properly equipped with computers, tablets, cameras and all equipment necessary to support the auctioneer & staff. A Jump Box will also be located on-site to deal with any dead vehicle batteries. Bidera will occasionally deploy a drone to photograph bigger lots.

Bidera usually deploys computers and tablets on-site and uses auction software in support of our auctions. In the case of online auctions, Bidera will provide this equipment to support the collection of sold inventory by buyers. The jump box and golf cart will be onsite as well.

Current Workload and Availability

Bidera currently produces auction events for 37 municipal/agency clients throughout the region. Of these, seven (7) generate adequate surplus inventories to support independent auctions and require between 2 and 3 auctions each throughout the year. Typically, these take place (give months or seasons?) with all contracts satisfied over the course of 20 weeks annually.

The remaining 22 clients require the production of amalgamated auctions (combined inventories). These account for about eight weeks over the course of the year.

None of these auctions are produced on a fixed schedule. Implementation takes place on "as needed" basis as determined by the municipality. At any given time, Bidera has 2-3 auctions in the pipeline and these are rarely scheduled any more than two months in advance. As a larger client, we anticipate that the City of Hallandale Beach may require the establishment of a fixed auction schedule and Bidera will accommodate the City.

The vast majority of auctions now take place online and Bidera typically allocates 5 working days to support the production of each auction. Our current schedule provides for 22 weeks during the year to produce live and online auctions for the City of Hallandale Beach. We have a very flexible approach to scheduling and expend every effort to meet the scheduling needs of all our clients.