

ATTACHMENT 1

RESOLUTION FOR THE MIRA DISSOLUTION AUTHORITY BOARD OF DIRECTORS

AWARDING AN AGREEMENT FOR THE MARKETING, BROKERAGE, SALE AND REMOVAL OF OPERABLE HEAVY EQUIPMENT

WHEREAS, By resolution adopted February 8, 2023, the Materials Innovation and Recycling Authority Board of Directors (MIRA Board) directed management to *“develop and execute a plan for the sale or scrap of surplus equipment. Such plan shall incorporate the designation and disclosure of equipment deemed surplus to MIRA’s needs, and pursuant to Section 5.12 of MIRA’s Procurement Policies and Procedures, if MIRA desires to dispose of surplus equipment that has a fair market value of \$1,000 or more, MIRA shall do so through a Competitive Process that conforms to the intent of such Procurement Policies and Procedures. Items considered scrap may be disposed through appropriate use of existing contracts. Net proceeds from the sale or scrap of surplus equipment shall be deposited to the Property Division General Fund.”*; and

WHEREAS, The MIRA Dissolution Authority (the “Authority”) was established pursuant to Public Act 23-170 effective July 1, 2023 as successor to the Materials Innovation and Recycling Authority whereupon it became obligated to wind down the Authority's operations and activities in an orderly and responsible manner, that may include, but is not limited to, the marketing and sale of the Authority's surplus real and personal property; and

WHEREAS, The Authority has determined that certain items of Operable Heavy Equipment located at the site of closed Resource Recovery Facility in Hartford represents surplus personal property; and

WHEREAS, The Authority has further determined that the fair market value of such Operable Heavy Equipment exceeds \$1,000; and

WHEREAS, The Authority has designated and disclosed such Operable Heavy Equipment as surplus in that certain Request for Proposals for the Marketing, Brokerage, Sale and Removal of Operable Heavy Equipment Located at the Hartford Connecticut Resource Recovery Facility (“Operable Equipment RFP”); and

WHEREAS, The Authority has completed the Operable Equipment RFP process and now desires to award an Agreement providing for the Marketing, Brokerage, Sale and Removal of such Operable Heavy Equipment; and

WHEREAS, The Authority now further desires to specify that the net proceeds of the sale of such Operable Heavy Equipment be deposited to the Property Division’s South Meadows Transition Contingency Reserve and the use of such reserve shall be consistent with the mandates of Public Act 23-170.

NOW THEREFORE, be it

RESOLVED: That the President is authorized to execute an Agreement for the Marketing, Brokerage, Sale and Removal of Operable Heavy Equipment with the following firm substantially as discussed and presented in this meeting:

- Sales Auction Company, LLC

FURTHER RESOLVED: Management is directed to deposit the net proceeds of such sales to the Property Division’s South Meadows Transition Contingency Reserve and the use of such reserve shall be consistent with the mandates of Public Act 23-170.

PROCEDURAL REQUIREMENTS (Award of Operable Equip. Sales)

Author: Mark Daley, President & CFO

Committee Requirements:

- Assigned – Finance Committee
- Quorum – 50% of the Directors on a Committee of 4 or more, majority of the Directors on a Committee of less than 4, excluding the Chair.
- Item carries with majority of Directors present

Director	Raised	Second	Aye	Nay	Abstain
Paul Harrington	Process and status update provided at May 7 Finance Committee and May 14 Board meetings prior to final recommendation for award. Agreed to send recommendation to May 23 Special Board Meeting.				
Matthew M. Dayton					
David S. Steuber					
William P. Beccaro					

Board Requirements:

- Quorum – 6 Directors
- ___ Item carries with majority of Directors present unless otherwise specified
- Specified as requiring 2/3 of full Board (8 Directors)
 - ___ Purchasing and Contracting Rules & Procedures (22a-266(c))
 - X Contract Over 5 Years or Greater than \$50,000 Annual Consideration (22a-268)
 - ___ Proposed Procedure (1-120)
 - ___ Special Capability Exception Over \$10,000 (Procurement Policy Section 3.1.2.5)
 - ___ Settlement Exception (Procurement Policy Section 3.1.2.7)
 - ___ Acquisition or Sale of Real Property (Procurement Policy Section 5.1.3 & 5.2.3)
- Specified as requiring 2/3 of Directors present and eligible (Bylaws Section 504)
 - ___ Expenditure of \$50,000 or more for outside consultant
 - ___ Entering Executive Session
 - ___ Addition of Agenda Item at a regular meeting

Director	Raised	Second	Aye	Nay	Abstain
1 - Chairperson Hunter					
2 - Matthew Dayton					
3 - David Barkin					
4 - Joseph DeNicola					
5 - William Beccaro					
6 - Rachel Taylor					
7 - Michael Walsh					
8 - John Fonfara					
9 - Paul Harrington					
10 - Carl Fortuna					
11 - Dave Steuber					

MIRA Dissolution Authority

Agreement Summary

Marketing, Brokerage, Sale and Removal of Operable Heavy Equipment

Presented to the Board on:	May 23, 2024
Vendor/Contractor(s):	Sales Auction Company, LLC
Effective Date:	Upon execution (expected late May 2024)
Contract Type/Subject Matter:	Provides for the marketing, brokerage, sale and removal of operable heavy equipment located at the Hartford Resource Recovery Facility. Contractors are to mobilize on Site with all personnel, supplies and equipment necessary to market, show, demonstrate, negotiate, sell and facilitate the removal of operable heavy equipment listed in the Agreement.
Facility(ies) Affected:	All Operable Heavy Equipment to be sold is located at the closed Hartford Resource Recovery Facility.
Contract Dollar Value:	<ul style="list-style-type: none">• Sales to charge 18-20% in total commission fees, and an estimated \$25,000 in preparation and marketing costs. Net revenue to the Authority expected to be greater than \$50,000.• If equipment is not sold in initial auction, the Authority will pay also transportation cost to Sales' site in Windsor Locks for inclusion in its Annual Fall Consignment.• All costs to Authority will be netted out of the proceeds of the auction(s) and will not be "out of pocket".
Additional Services:	None.
Term:	Commencing on execution and ending upon completion of sales of all Operable Heavy Equipment and final payment of Contractor and Authority Compensation due under the Agreement. Expected on or about October 2024 in accordance with the Contractor's Operations Plan attached to the Agreement.
Termination Provision:	Early termination for Contractor's default including, but not limited to, not making payments when due and failure to provide constant daily work through

completion.

Scope of Work:

Contractors are to mobilize on site with all personnel, supplies and equipment necessary to market, show, demonstrate, negotiate, sell and facilitate the removal of operable heavy equipment listed in the Agreement. This includes recommending list prices for all equipment, executing a marketing and advertising plan, preparing appropriate sales documents for execution and consummating sales. In conducting the work, Contractor shall cooperate with the Authority regarding the scheduling of its inspection, test running and appraisal of all equipment, the demonstration and showing of equipment, and the loading and removal of equipment. Contractor will oversee removal of items by successful bidders, ensure prompt removal of items, protect against spillage or leakage at all times during loading, removal, transportation and delivery of items, and ensure clean up of any items spilled during transportation on public or private roads.

MIRA Dissolution Authority

Agreement Summary

Marketing, Brokerage, Sale and Removal of Operable Heavy Equipment

Executive Summary

This is to request that the Board of Directors authorize the President to enter into an agreement with Sales Auction Company, LLC to provide for marketing, brokerage, sale and removal of operable heavy equipment located at the Hartford Resource Recovery Facility. The subject equipment is listed on Exhibit A attached hereto.

Discussion

Section 9 of Public Act 23-170 provides that (effective July 1, 2023) *“(a) In addition to the purposes, powers and responsibilities vested in the MIRA Dissolution Authority pursuant to chapter 446e of the general statutes, the MIRA Dissolution Authority shall: (4) wind down the authority's operations and activities in an orderly and responsible manner, that may include, but is not limited to, the marketing and sale of the authority's surplus real and personal property.”* Accordingly, the Authority, working through its Finance Committee, determined that the sale of the subject personal property is consistent with Public Act 23-170. Expecting that the subject operable heavy equipment reflects a fair market value of \$1,000 or more, the Authority proceeded through a competitive process that conforms to the intent of its Procurement Policies and Procedures. Accordingly, the Authority issued a Request for Proposals for the Marketing, Brokerage, Sale and Removal of Operable Heavy Equipment Located at the Hartford Connecticut Resource Recovery Facility (“Operable Equipment RFP”). This Executive Summary describes the RFP process, publication and outreach, and its outcome in terms of Proposals received including their evaluation and resulting recommendation for an award.

Overview of the Operable Equipment RFP

The Authority’s objective in issuing the Operable Equipment RFP is to clear the Resource Recovery Facility site of operable equipment no longer needed or used due to the closure of the facility consistent with its responsibility to wind down operations and activities and sell off its surplus personal property. The Authority sought proposals from used equipment marketers, brokers, retailers and similar parties interested in assisting the Authority in sale and removal of these items. In addition to documenting relevant experience, project approach and schedule, Proposer’s were required to bid any fixed fee or reimbursable expense associated with equipment inspection, test running and appraisals, marketing and advertising, showing and demonstration to potential buyers, negotiation and consummation of sales, loading and transportation and the percentage of gross sales price to be retained by the Authority and selected Contractor.

Showing and demonstration of equipment may be conducted in a defined staging & showing area being made available. Limited on site equipment cleaning or disassembly needed for transportation and acceptance by the Buyer must be approved by the Authority in advance. Use of the Authority's Scale 4 located at Gate 40 is being made available if necessary for proper permitting and transportation.

The availability of the RFP was advertised on the Department of Administrative Services Connecticut Bid Board (CT Source) and on the Authority's website.

In addition, notice regarding the availability of the Operable Equipment RFP was e-mailed to over 30 equipment brokers found by various Authority staff including (state listed if outside CT): Allied Heavy Equipment, Asset Impact (CA), Barry Equipment, Boom & Bucket (TX), Broadside Equipment Sales (MA), Capital Recovery Group, Central Auction Group (PA), Chadwick Baross, Cricket Hill (various nationwide locations including MA and NY), Davis Auctions, Equipment Sales & Leasing Corp, Equipment Specialists, FourR Solutions (IN), HO Penn, Iron Exchange LLC (PA), Marshall Machinery (NY), Mazotta Machinery, Mideast Equipment, Monroe Tractor, Northeast Machinery LLC, Orourke Wrecking (OH), Phoenix Equipment Corp, Ritchie Brothers/Iron Planet, Robert H Fink & Sons (NY), Sales Auction Company, True Brady Co. (OH), Tyler Equipment and US Heavy Equipment LLC.

The notice was also emailed to:

- Nine firms who expressed interest in the concurrent RFP for inoperable equipment including Casella, Chuck & Eddies, CWPM, Full Circle Recycling (RI), HW Green Company, Inc., Joseph Freedman Co. (MA), Inc., Liberty Recycling, Manafort Brothers and WF Sullivan (MA).
- Seven firms who have cold called the Authority expressing interest in Plant decommissioning and liquidation including Cincinnati Industrial Auctioneers (OH), Industrial First Liquidation, Inc. (TX), JYC Equipment (FL), Liquidity Services (MD), National Salvage Corp (IN), RBL Enterprises LLC (TX) and Williston Asset Management (MA):.

Following issuance, publication and distribution of the RFP, the Authority provided a site tour on April 22 during which Authority representatives identified and showed all operable heavy equipment that is included in the RFP to all potential Proposers. The site tour was attended by 10 individuals representing eight interested firms. The Authority also provided an opportunity for questions and answers concerning the Operable Equipment RFP and subject personal property. The Authority received 4 questions by the April 29, 2024 deadline and responded to same through an Addendum to the RFP issued on April 30, 2024.

Responses to the Operable Equipment RFP were due by May 8, 2024. The Authority received five proposals from the following potential contractors:

- Sales Auction Company LLC located in Windsor Locks CT. - proposed two options including a timed auction with online bidding (only with equipment located on site in South Meadows), or relocating Authority equipment for inclusion in this Proposer's Annual Fall Consignment held in Windsor Locks (live on site and via webcast) October 18-19 2024. Proposer was established and has been conducting auctions since 2009. This proposer represents it maintains a

registered customer list of 16,500 companies and individuals and has conducted auctions for such organizations as Tilcon, MDC, USA Waste, Deitz Construction, and Milton C. Beebe and Sons Construction.

- Liquidity Services Operations LLC dba GovDeals located in Bethesda MD – proposed use of its on-line auction system with support from its 12 member team dedicated to serving state and federal government clients. It has conducted auctions for such agencies as the Virginia Port Authority, Ohio DOT, State of NY General Services and UCONN and represents it maintains a buyer audience of 1 million registered and verified bidders (7,500 in CT).
- MidEast Equipment Auctions located in Bloomfield CT. – proposes to use its dedicated auction division established in 2020 to conduct a one day on site auction simultaneous with a live online auction using the two largest heavy equipment online auction platforms.
- AJ Willner Auctions located in Riverdale NJ. – proposed use of its auction website and platforms such as Craigslist, Auctionzip and Goto Auction. This proposer was formed by merger in 2001 and has a concentration on court ordered liquidations. It represents it maintains a buyers mailing list of 37,000. Example projects included 4 court ordered and 1 private auction of New Jersey company assets.
- Cherry Hill Construction located in North Branford CT. – This CT construction company submitted a proposal form, price structure and suggested market value of some equipment but did not indicate its approach to market, broker and sell the Authority's equipment.

Evaluation of Proposals

Pursuant to the Authority's Procurement Policy, the President named Tom Gaffey (Director of Recycling and Enforcement), Dave Bodendorf (Manager of Engineering, Construction and Power Assets) and Roger Guzowski (Supply Chain Manager) as members of the Evaluation Team for the Operable Equipment RFP process (hereafter the "Evaluation Team"). Upon completion of the proposal follow up process noted below, evaluations were completed by Dave Bodendorf and Tom Gaffey.

The evaluation criteria specified in the RFP are:

1. Relevant Experience;
2. Reasonableness of Proposed Project Approach and Schedule (Agreement Operations Plan)
3. Proposers Financial Proposal;
4. Reasonableness of Proposed Business Exceptions, and
5. Other Factors Deemed Relevant by the Authority.

The Operable Equipment RFP and copies of Proposals received were distributed to the Evaluation Team on April 23, 2024 and May 8, 2024, respectively. The Evaluation Team initially reviewed and considered all responses relative to the evaluation criteria and concluded that additional follow-up questions were warranted. Follow-up questions were distributed to

proposers on Monday May 13 with a response deadline of Thursday May 16. As applicable, proposers were asked to clarify costs to be paid by the Authority, evaluation of repair recommendations, marketing and auctioning efforts and platforms, exclusivity of proposal options (if any), timing of paying proceeds to the Authority, treatment of equipment that remains unsold, the nature of proposer commissions and fees and buyer fees, the extent of on-site services provided including equipment preparation, valuing and buyer inspections. As a result of the initial review and this process, the Evaluation Team focused on Sales Auction Company, LLC, Liquidity Services Operations LLC dba GovDeals, Mideast Equipment Auctions, and AJ Willner Auctions, LLC as the top proposals. As indicated on the Proposal Summary Comparison attached hereto as Exhibit B, which reflects all clarifications received, the Evaluation Team recommends Sales Auction Company, LLC for the award of an Agreement for Marketing, Brokerage, Sale and Removal of Operable Heavy Equipment as its proposal is considered most supportive of the Authority's objective to have all equipment listed on Attachment A to the RFP sold and transported off site in a timely and efficient manner while maximizing net sales revenue to the Authority.

Termination and Transition to Successor

The subject Agreement terminates upon completion of the sale of all subject equipment and final payment of Contractor and Authority compensation. The Agreement is subject to early termination for Contractor's default including, but not limited to, not making payments when due and failure to provide constant daily work through completion. Contractor operations plans estimate the completion of work on or about October, 2024. This timing should be considered unpredictable considering the nature of the contemplated equipment marketing, brokerage and sales relative to the July 1, 2025 effective date of the Department of Administrative Services (DAS) becoming the Authority's successor. Accordingly, if any sales remain to be consummated as the transition to DAS approaches, the Authority will consult with DAS concerning on the status of remaining equipment to be marketed and sold and document same.

Financial Summary

The Operable Equipment RFP required Proposers to bid any fixed fee or reimbursable expense associated with equipment inspection, test running and appraisals, marketing and advertising, showing and demonstration to potential buyers, negotiation and consummation of sales, loading and transportation and the percentage of gross sales price to be retained by the Authority and selected Contractor. Proposers were permitted to quote uniform one time / per unit pricing, or alternative unit specific prices. See Exhibit B for the recommended Contractor's Financial Proposal relative to all proposers.

The net proceeds of the sale of all Operable Heavy Equipment shall be deposited to the Property Division's South Meadows Transition Contingency Reserve and the use of such reserve shall be consistent with the mandates of Public Act 23-170. Any cost associated with the market, brokerage, sale and removal of such equipment will be charged to the Property Division operating budget.

EXHIBIT A OPERABLE EQUIPMENT LISTING FROM RFP

Unit #1	Toyota Forklift	#5139	7FGU70 70354	Maneuvering Hall
Unit #2	Toyota Forklift #5095	#4866 - #5095	30051	Maneuvering Hall
Unit #3	Clark Forklift #5104	#4867 - #5104	CMP230L-0038-6872	Maneuvering Hall
Unit #4	Toyota Scissor lift - 260MRT	#4870	Model 260MRT serial #200266681	Maneuvering Hall
Unit #5	2002 Toyota forklift	#4860		Maneuvering Hall
Unit #6	Toyota Fork Lift	#4871	Model 8FGU25 Serial #83660	Maneuvering Hall
Unit #7	Skid Steer Loader S70	#5092	45406828	Maneuvering Hall
Unit #8	Bobcat Skidsteer S570	#4079	ALM428851	Maneuvering Hall
Unit #9	BOBCAT S530 T4	#4089	ARL815151	Maneuvering Hall
Unit #10	Grapple Crane		MHL320D	Maneuvering Hall
Unit #11	936F Caterpillar Wheel Loader, MDC#4030	#4030 - #5039	8AJ1073	Maneuvering Hall
Unit #12	ELGIN Pelican Broom Sweeper	#4097 - #5077	P-4959-D EG7165	Maneuvering Hall
Unit #13	Broderon (Crane/Lift) Summit Toyota	#4201 - #5191	model 1C2001B 36539 - 1CC201B	Maneuvering Hall
Unit #14	CAT Wheel Loader 966M	#4078	CAT0966MEGMS00165	Maneuvering Hall
Unit #16	1996 Ford Roll Off Truck, MDC#4198	#4198 - #5081	1FDZY90V4TVA26586	Maneuvering Hall
Unit #17	1971 P&H Crane 30 ton capacity	#4200 - #5076	33889	Maneuvering Hall
Unit #18	CAT telescopic Handler- CAT TL943	#5297	29780-13510 618850A8900871 TBL 01971	Maneuvering Hall
Unit #19	CAT980GII Loader with Trash Package	#4059	AWH75004	Maneuvering Hall
Unit #20	60FT Articulating Boom "High Lift"	#4869	JLG600AJ	Maneuvering Hall
Unit #21	Cat Wheel Loader	#4062	CAT0966HJA6D01389	Maneuvering Hall
Unit #22	980H-CAT LOADER	#4065	980H-JMS01798	Maneuvering Hall
Unit #23	1987 Intern'l roll off truck, MDC#4184	#4184 - #5002	1HTZVGD TXHH529185	Maneuvering Hall
Unit #23 - A	30 yd standard duty roll off box	#5235		Maneuvering Hall
Unit #24	1987 Internat'l roll off truck, MDC#4186	#4186 - #5003	1HTZVGD T3HH529187	Maneuvering Hall
Unit #24 - A	30 yd standard duty roll off box	#5239		Maneuvering Hall
Unit #25	genic z45-25 lift	#4868		Maneuvering Hall
Unit #26	Ottawa Yard Tractor (Kalmar)	#4167 #5100	323466 4X2 323466709	Maneuvering Hall
Unit #26 - A	2002 Construction trailer 45	#4344 - #5066	1C92345262S770514	Maneuvering Hall
Unit #27	99 Tandem Axel Tractor	#4129 - #5022	1FUYTMCB8XHA12788	Maneuvering Hall
Unit #27 - A	45 Flip Top Trailer	#4336 - #5059	2A9SWWF8B3XT053783	Maneuvering Hall
Unit #28	TERMINATOR-MOBILE SHREDDER			Maneuvering Hall
Unit #29	Cat Track Dozer plus blade-MDC#4002	#4002 - #5046	3YG06325	RDF Hall
Unit #30	Cat Tractor Model D6R LGP dozer-MDC#4003	#4003 - #5058	6NC11702-9PN01147	RDF Hall
Unit #31	Clark Forklift #5096	#4862 - #5096	SP30-002PM-6552	WPF Warehouse
Unit #32	Toyota Forklift - Summit @JETS BLDG	#5136	8FGU15 35279	Jets Bldg
Unit #33	Forklift-Toyota	#5135	8FG015 33306	PBF Warehouse
Unit #34	Clark GTS30 Forklift		GTS232L-0167-9995	Turbine Hall
Unit #35	Clark GTS30 Forklift		GTS232L-0237-9995	Turbine Hall









EXHIBIT B PROPOSAL COMPARISON

Proposal Comparison Summary - Marketing, Brokerage, Sale and Removal of Operable Equipment

Proposer (Date/Time of Submission)	Appraisal, Marketing, and Sale Strategy, Including Cost/Work to Demonstrate Operation of Equipment	Compliance with Insurance Requirements	Relevant Experience Selling Similar Equipment	Total Broker Fees (Sellers Commission, Buyer's Premium, Other)	Proposed Timeline	Proposed Plan for Items not Selling	Reference Check	Summary
Mideast Equipment Supply and Auctions, Bloomfield, CT (Proposal Received electronically after deadline - 9:00pm on 5/8/2024, answers to follow-up questions received after deadline)	<i>One-day in person and On-Line auction.</i> Photos and Videos will be used and marketing will involve print, electronic, social media, also, direct phone marketing. On-line auction (on-line auction utilizes the 2 largest industry auction platforms). Expenses involved in preparing equipment (starting, operating, minor repairs) will be netted out of sales proceeds. Did not provide estimate on preparation costs. <i>Remittance of proceeds to Authority with 30 days of auction via check or wire transfer.</i>	CGL - OK. Auto - Maybe (owned?) Worker's Comp. - No Employer's - No Umbrella - No, \$1MM Pollution - No Professional - No Contractor's Prop. - No	Provided Auction Summary for auction held March 2024 selling equipment owned by a construction company in PA. Auction yielded approximately \$3.5MM	22%	Approximately 8 weeks after agreement is signed.	Transition to a retail sale process, either at 300 Maxim Rd, or at Company Property in Bloomfield, CT. Authority would pay for transportation of equipment to broker property (netted out of sales proceeds)	Did not check references, not amongst top two proposers	Mideast is a local company but its initial proposal arrived late and was lacking detail. The follow-up to Authority questions also arrived after the posted deadline.
GovDeals (Liquidity Services Operations, LLC), all workforce is remote	<i>On-Line Auction open 7-10 days.</i> GovDeals equipment operator to jump start and demonstrate the operation of the equipment for video recording, and collect relevant data for appraisal of equipment (1-2 weeks). GovDeals would not perform any preparation work besides jump starting. Heavy trucks and highway equipment are advertised in Commercial Truck Trader, Equipment Trader, and www.MyLittleSalesman.com, as well as other trade publications. Email marketing will be sent to over 7,500 active bidders in Connecticut, and over 81,000 within 250 miles of Hartford. Authority will have opportunity to set reserve price. <i>Electronic remittance of proceeds to Authority - one week following asset removal.</i>	CGL - OK. Auto - Maybe (owned?) Worker's Comp. - No Employer's - No Umbrella - yes \$10MM Pollution - No Prof. - yes, err/om Contractor's Prop. - No	Over \$4 billion combined in equipment and assets sold for Ohio DOT and Virginia Port Authority over the last 3.5 years.	15%	Entire Auction Process within approximately 60 days. On-line auction open for approximately 7-10 days. Authority has the ability to monitor the auction on GovDeals website. Equipment removal by winners must be complete within 10 days of auction close.	If reserve not met, Authority can allow "second chance" sale at a price below reserve, or, to re-auction equipment. No cost to Authority if a second auction is required.	Brittany Desrosiers (Supervisor, Rene) NY Department of General Services. She has had a good experience working with GovDeals. They do a good job marketing and getting things sold. She indicated they sell mostly vehicles for her and not heavy equipment.	GovDeals appears to be a company that specializes in liquidating a wide variety of government assets, but has limited experience with heavy equipment. In its proposal it did not recommend repairing any equipment and instead would simply list anything it could not jump start as an "as is" sale. All personnel work remotely and the company does not have its own property or auction location.
AJ Willner Auctions, LLC, Riverdale, NJ	<i>In-person auction only. How long is auction open?</i> Team will 1) Physically prepare inventory by jump starting, topping fluids, minor repairs. more involved repairs to be reimbursed. 2) Marketing with brochure and targeted mailings, listing on Willner website, 3) Search engine optimization, pay per click ads, industry specific website ads, 4) Bull email blasts, 5) customer service to respond to inquiries 6) Pre-auction inspection day, and morning-of inspection, 7) assistance with equipment removal and rigging. 8) <i>Proceeds paid to Authority within 7 days of auction by wire transfer or check.</i>	CGL - Partial. Auto - Maybe (owned?) Worker's Comp. - No Employer's - No Umbrella - \$1MM Pollution - No Professional - No Contractor's Prop. - No	Provided Auction Summaries for similar auctions held in NJ with total auction sales approximately \$6.6MM	14%	Approximately 6 weeks after agreement is signed.	No indication.	Did not check references, not amongst top two proposers	AJ Willner provided links to past auctions, several of which were forced sales. Many of the auction items were small tools and equipment and there was limited heavy equipment included in the past auctions. Their office is located in New Jersey.
Cherry Hill Construction, Inc. (proposal received after deadline - 4:00pm on 5/8/2024)	No marketing plan provided. No indication of how sales/auction would occur.	No certificate provided.	No information provided	Unclear how Authority would be paid, or what percentage of sale price Authority would be paid.	No timeline provided	No plan	Did not check references, not amongst top two proposers	Did not check references, not amongst top four proposers
Sales Auction Company, LLC, Windsor Locks, CT	<i>"Option A" - Timed Auction, Online Bidding only.</i> Equipment remains at MDA Site. Sales personnel to perform inspection and service to ensure operability of equipment, including battery replacement, check and top off fuel and fluids, check air pressure in pneumatic tires. (Cost estimate \$15-\$18k). Also \$7.5k of reimbursable expense for marketing, including direct marketing to other waste management companies along with photos and videos. Videos include those showing equipment operation. Sales would host on-site previews of equipment. <i>Settlement paid to Authority within 10 days after auction via check or wire transfer.</i>	Compliant Insurance Certificate Pending	Provided Auction Summaries for similar auctions held in CT with total auction sales approximately \$36MM. Sellers include Tilcon, USA Waste, MDC, and other local construction companies	18% (for equipment sold from South Meadows), 20% for equipment moved to Windsor Locks	Mid to Late August for initial auction.	Move unsold equipment to Windsor Locks facility for inclusion in October Auction. Moving expenses to be reimbursed out of sales proceeds.	<i>Dan Ditunno, Tilcon.</i> He has been using Sales for about 4 years. They are easy to work with and he believes they provide higher value than the big auction houses like Iron Planet. <i>David Deitz, Dietz Construction.</i> He highly recommends Sales. Sales has a very strong following and great marketing. Sales brought him 10-15% more in value than he expected. He is a repeat customer.	Sales Auction Company provided a detailed proposal and detailed answers to follow-up questions. They specialize in heavy equipment and received excellent references. They have a local auction site in Windsor Locks that will be available to the Authority in the event any equipment remains after the initial auction. Although they do not have the lowest fees, it is believed their expertise in the heavy equipment auction industry will result in higher sales prices and more than offset the higher fees.