



AGENDA

Special Finance Audit and Legislative Affairs Committee

**Thursday, January 14, 2021
@ 5:00 PM**

1. Call to Order

2. Resolution

- Contract award for Property Brokerage and Consulting Services for the Sale or Transfer of Heddington Oaks

3. Miscellaneous

4. Adjournment

AGENDA BRIEFING

COMMITTEE: Finance, Audit & Legislative Affairs Committee
MEETING DATE: January 14, 2021

LINE ITEM:
AMOUNT:

ISSUE:

RESOLUTION: Contract award for Property Brokerage and Consulting Services for the Sale or Transfer of Heddington Oaks

BACKGROUND/DISCUSSION:

On April 23, 2020 the County Board determined its intention to close Heddington Oaks. Once the closure decision was made and communication to the families and residents established, all families and residents made their own decisions and began voluntarily discharging themselves. The last residents voluntarily discharged in August. Unique to County-owned nursing homes, the taxpayers must approve by referendum the County’s sale of the facility. That referendum for sale was held on November 3, 2020 and passed by the voters. To maximize the potential value of Heddington Oaks for the Peoria County taxpayers, the County filed with the Illinois Department of Public Health monthly letters seeking a temporary license suspension so that it may market the facility as a licensed facility, knowing full well that once the current license expires in late-February 2021 that it likely will not be renewed by IDPH.

In December, staff issued an RFP for Property Brokerage and Consulting Services for the Sale or Transfer of Heddington Oaks. Only two firms responded: Senior Living Investment Brokerage and Marcus & Millichap. Staff as well as outside legal counsel for the Heddington Oaks sale reviewed the proposals and conducted interviews with both firms.

In the RFP, it was explained that the County was seeking prospective entities to take over the home including but not limited to for-profit, not-for-profit, and/or consortia, subject however, to County bond obligations. A successful proposer to the RFP would be expected to seek alternatives within these categories and, further, explore alternative uses for the property to create maximum value.

Both firms meet the minimum qualifications of the RFP. Both firms are well qualified to perform the real estate brokerage services requested. As with an RFP process, selection of the vendor is based on which is most qualified and which is best capable of delivering to the County the requested services.

Based on the criteria in the RFP and the responses provided, staff recommends Senior Living Investment Brokerage as the most qualified. The recommendation also includes an authorization to negotiate and, with the approval of the States Attorney’s Office, execute a contract for services with Senior Living Investment Brokerage (SLIB). While both firms have extensive experience in healthcare real estate, it was SLIB’s preparation; approach to marketing a facility that will lose its operating license and Certificate of Need during the listing process; and approach to managing expectations during the process that makes them the most qualified.

COUNTY BOARD GOALS:



FINANCIAL STABILITY



INFRASTRUCTURE STEWARDSHIP

STAFF RECOMMENDATION:

Approval

COMMITTEE ACTION:

PREPARED BY: Scott Sorrel, County Administrator
DEPARTMENT: County Administration

DATE: January 7, 2021



COUNTY OF PEORIA
PURCHASING DIVISION
PEORIA COUNTY COURTHOUSE
324 MAIN STREET - ROOM 501
PEORIA IL 61602

BID REPORT

TO: HONORABLE MEMBERS OF THE PEORIA COUNTY BOARD
SCOTT SORREL, PEORIA COUNTY ADMINISTRATOR

FROM: JIM SMITH, CPPO, CPPB PURCHASING AGENT

SUBJECT: RFP # 01-02-20: PROPERTY BROKERAGE SERVICES

DATE: DECEMBER 29, 2020

This office, on behalf of County Administration, solicited proposals for Property Brokerage Services to assist with the listing and sale of Heddington Oaks. Eleven vendors downloaded the documents and Two (2) vendor responses were received. This tabulation represents all proposals received. Additional bid document information may be required in selecting a vendor. This report does not evaluate specification compliance to the specifications in the RFP.

Knapp Group Senior Housing Advisors of Marcus & Millchap
Indianapolis IN

Senior Living Investment Brokerage
Glen Ellyn IL

All required documents were received with each submission.

Here is the proof:



Let me know if you have any questions or changes!

Ashley Dillon

Multimedia Sales Executive

Gannett | LOCALiQ

Office: 309.686.3224

County of Peoria Signature Sheet

EXECUTION OF THIS FORM CERTIFIES UNDERSTANDING AND COMPLIANCE WITH THE TOTAL BID PACKAGE.

THIS FORM SHALL BE COMPLETED FOR THIS BID TO BE EVALUATED.

Please print or type:

THIS BID SUBMITTED BY:

Company Name: Knapp Group Senior Housing Advisors of Marcus & Millichap
Authorized Agent Name & Title: Andrew J. Van Zee, Agent
Contact Person: Andrew J. Van Zee
Company Address: 600 E 96th St, Ste 500
City, State Zip Code: Indianapolis, IN 46240
Daytime Telephone: 515-401-7824
Daytime Fax: 517-545-9183
Daytime E-Mail (if available): andrew.vanzee@marcusmillichap.com
EEO Certificate of Compliance Num.: Applied For

Addenda Received: _____

Attach statement that firm has sexual harassment and drug-free workplace policies in place.

Attach statement of ability to meet the specified requirements of this invitation to bid.

 12-28-20
Signature of Authorized Agent Date

Peoria County reserves the right to reject any and all bids, to wave technicalities and select the equipment/services best suited to the county.

DO NOT FAX OR EMAIL YOUR BIDS

County of Peoria Signature Sheet

**EXECUTION OF THIS FORM CERTIFIES UNDERSTANDING AND
COMPLIANCE WITH THE TOTAL BID PACKAGE.**

THIS FORM SHALL BE COMPLETED FOR THIS BID TO BE EVALUATED.

Please print or type:

THIS BID SUBMITTED BY:

Company Name: SENIOR LIVING INVESTMENT BROKERAGE
Authorized Agent Name & Title: RYAN SAUL, MANAGING DIRECTOR
Contact Person: RYAN SAUL
Company Address: 490 PENNSYLVANIA AVE
City, State Zip Code: GLEN ELYN, IL 60137
Daytime Telephone: 630 858 2501 x 222 c 630 817 0876
Daytime Fax: 630 597 2504
Daytime E-Mail (if available): RYANSAUL@SLIBINC.COM
EEO Certificate of Compliance Num.: APPLIED

Addenda Received: _____

Attach statement that firm has sexual harassment and drug-free workplace policies in place.

Attach statement of ability to meet the specified requirements of this invitation to bid.



Signature of Authorized Agent

12/18/2020

Date

Peoria County reserves the right to reject any and all bids, to wave technicalities and select the equipment/services best suited to the county.

DO NOT FAX OR EMAIL YOUR BIDS

TO THE HONORABLE COUNTY BOARD)
)
COUNTY OF PEORIA, ILLINOIS)

Your Finance, Audit & Legislative Affairs Committee does hereby recommend passage of the following Resolution.

Re: Contract award for Property Brokerage and Consulting Services for the Sale or Transfer of Hedddington Oaks.

RESOLUTION

WHEREAS, while it has taken many different forms in different locations, the County of Peoria has delivered skilled nursing services to the residents of Peoria County since 1848 or 172 years, and;

WHEREAS, the most recent form of those services was in the form of Hedddington Oaks, at the facility constructed by the County of Peoria in 2013, and;

WHEREAS, under the authority granted to it under 55 ILCS 5/5-21001 §5 and 55 ILCS 5/5-21001 §7 of the Counties Code, the Peoria County Board voted on April 23, 2020 by a vote of 17-0 to initiate the steps necessary to close Hedddington Oaks, a skilled nursing facility owned and operated by the County, and;

WHEREAS, by August 2020 every resident of Hedddington Oaks had voluntarily discharged themselves from Hedddington Oaks, and;

WHEREAS, under the authority of 55 ILCS 5/5-21001 §9 of the Counties Code, the voters' approval of four prior referenda created the requirement for Peoria County's voters to approve a referendum for the County Board to be able to sell or dispose of the nursing facility, and;

WHEREAS, the County Board has the authority to submit public questions for referendum pursuant to the statute identified above and 10 ILCS 5/28-2 (c), which it did at the November 3, 2020 General Election, and;

WHEREAS, the eighty-four percent (84%) of the voters in Peoria County approved the question posed to them, and;

WHEREAS, the County of Peoria then solicited proposals for commercial real estate brokerage services that specialize in healthcare real estate, and;

WHEREAS, a review of the responses received has determined that Senior Living Investment Brokerage of Glen Ellyn, Illinois is the most qualified respondent to perform the services requested, and;

WHEREAS, Senior Living Investment Brokerage is the most qualified based on its stated approach to marketing Heddington Oaks, especially once the operating license and certificate of need expire, and their approach to managing the process.

NOW, THEREFORE, BE IT RESOLVED, by the County Board of Peoria County, that the County selected Senior Living Investment Brokerage to perform real estate brokerage services in the sale or disposal of Heddington Oaks; and

BE IT FURTHER RESOLVED, that the County Administrator is authorized and directed with the advice and consent of the Peoria County States Attorney to negotiate and execute a contract for real estate brokerage services.

RESPECTFULLY SUBMITTED,
FINANCE, AUDIT & LEGISLATIVE AFFAIRS COMMITTEE