

**STATE OF UTAH  
SCHOOL & INSTITUTIONAL  
TRUST LANDS ADMINISTRATION  
675 East 500 South, Suite 500  
Salt Lake City, Utah 84102**

Contact Rodger Mitchell  
September 26, 2012

## **Request for Statement of Interest and Qualifications**

The State of Utah, School and Institutional Trust Lands Administration (the Trust) is an independent state agency established to manage land for the financial benefit of the Trust's Beneficiaries. The Trust is soliciting statements of interest and qualifications for representation during the sale and/or development of approximately seventy five acres of industrial property in Salt Lake County. The purpose of this solicitation is to allow the Trust to ascertain the experience, market share, fee structure and resource commitment of both Brokerages and individual agents who are interested in working with the Trust. Substance in the response will carry more weight than form or manner of presentation. The Trust will accept one submittal per Brokerage.

### **SUBMISSION REQUIREMENTS**

Any Brokerage wishing to receive consideration should submit the following:

1. A brief history and description of the Brokerage including the total industrial land sold and total industrial space leased over the last 5 years.
2. Identification of both principals and key personnel who will be involved with the Trust.
3. An overview of large (20 acre minimum) industrial project experience along the Wasatch Front over the last 5 years. The overview should outline the type of transaction, position in the transaction, and the services provided for both the principals and key personal identified above.
4. A fee structure for land sales and leasing commissions.
5. At least 3 past and current clients to demonstrate general professional integrity and reputation held within the business/public community and contact information for these references.

## **GENERAL CONDITIONS**

The selection of entities for negotiation and the modification of any resulting proposal are at the sole discretion of the Trust.

The Trust may consider all information available to it in reference to the qualification and ability of the submitting entity, including past performance with the Trust.

The Trust reserves the right to waive irregularities of any kind, to reject any and all submissions and to accept any submission it feels serves the Trust's and the project's interest.

No right whatsoever shall inure in the respondent by virtue of its selection, until such time as a contract is fully executed.

All expenses incurred in the preparation of submittals are the sole responsibility of the respondent.

## **SUBMISSION DATE AND TIME**

On or before 5:00 PM on the 8<sup>th</sup> day of October, 2012

## **SUBMISSION LOCATION**

Trust Lands Administration Office  
675 East 500 South  
Salt Lake City, Utah 84102  
Attention: Rodger Mitchell

Note: Electronic submissions will be accepted at [rodgermitchell@utah.gov](mailto:rodgermitchell@utah.gov).