

RFP2014-06 LEGAL SERVICES - FORECLOSURES
FOR DEPARTMENT OF HOUSING AND ECONOMIC DEVELOPMENT

TERM OF CONTRACT: ONE (1) YEAR				
NUMBER OF RESPONDENTS:	4			
NAME OF BIDDER	PARKER MCCAY	GOLDENBERG, MACKLER, SAYEGH, MINIZ, PFEFFER, BONCHI & GILL	BECKER MEISEL ATTORNEYS AT LAW	LONG MARMERO & ASSOCIATES, LLP
ADDRESS	9000 MIDLANTIC DRIVE - SUITE 300 - P.O. BOX 5054	1030 ATLANTIC AVENUE	220 LAKE DRIVE EAST - SUITE 102	44 EUCLID STREET
CITY, STATE, ZIP	MOUNT LAUREL, NEW JERSEY 08054	ATLANTIC CITY, NEW JERSEY 08401	CHERRY HILL, NEW JERSEY 08002	WOODBURY, NEW JERSEY 08096
CONTACT NAME	J.BROOKS DIDONATO, ESQUIRE	KEITH A. BONCHI, ESQUIRE, PARTNER	WES BRIDGES	DOUGLAS M. LONG
TELEPHONE	856-596-8900	609-646-0222	856-779-8700	856-848-6440
FAX	856-596-9631	609-646-0887	856-779-8716	856-848-5002
E-MAIL	BDIDONATO@PARKERMCCAY.COM	KBONCHI@GMSLAW.COM	WBRIDGES@BECKERMEISEL.COM	DLONG@LONGMARMERO.COM
STOCKHOLDER DISCLOSURE STATEMENT	INCLUDED	INCLUDED	INCLUDED	INCLUDED
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA	INCLUDED	INCLUDED	INCLUDED	INCLUDED
NJ BUSINESS REGISTRATION CERTIFICATE	INCLUDED	INCLUDED	NEEDED PRIOR TO AWARD	INCLUDED
NON-COLLUSION AFFADAVIT	INCLUDED	INCLUDED	INCLUDED	INCLUDED
AFFIRMATIVE ACTION STATEMENT	INCLUDED	INCLUDED	N/A	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
CERTIFICATION AND DISCLOSURE OF POLITICAL CONTRIBUTIONS	INCLUDED	INCLUDED	INCLUDED	INCLUDED
DISCLOSURE OF INVESTED ACTIVITIES IN IRAN	INCLUDED	INCLUDED	INCLUDED	INCLUDED
EIC	CERT#4740 EXP.4/15/2014	CERT#14694 EXP.6/15/2014	NEEDED PRIOR TO AWARD	CERT#37097 EXP.6-15-2019
60-DAY EXTENSION COMPLIANCE	YES	YES	YES	YES
EXCEPTIONS (IF ANY)	NONE	NONE	NONE	NONE
CERTIFICATE OF INSURANCE	NEEDED FROM AWARDED VENDOR	NEEDED FROM AWARDED VENDOR	NEEDED FROM AWARDED VENDOR	NEEDED FROM AWARDED VENDOR
EMERGENCY SERVICES COMPLIANCE	YES	YES	YES	YES
W-9	INCLUDED	INCLUDED	INCLUDED	INCLUDED
TOTAL PRICE	SEE ATTACHED PRICING BREAKDOWN	SEE ATTACHED PRICING BREAKDOWN	\$150.00 PER HOUR :PARTNER AND PARALEGAL/ASSOCIATE	\$150.00 PER HOUR
FATAL FLAW	NONE	NONE	NONE	NONE



FEE SCHEDULE

Fee Schedule for City of Trenton

Title Search Fee Per Property:	\$450.00
Attorney Fee Per Property:	\$3,500.00
Filing and Recording Fees Per Property:	\$350.00
Certificate of Regularity Fee Per Property:	\$300.00
Other Fees and Costs Necessary to Complete the Foreclosure Work:	\$100.00
Total Cost Per Property which Includes All of the Fees and Costs:	\$4,700.00

Following is a list of professional references:

Vincent A. Belluscio, Executive Director
Tax Collectors and Treasurers Assn. of NJ
514 Harrison Avenue
Roselle, NJ 07203
(908) 245-1061 (Ph)
(908) 245-9006 (Fx)

William Dressel, Executive Director
New Jersey State League of Municipalities
222 West State Street
Trenton, NJ 08608
(609) 695-3481 (Ph) (609) 695-0151 (Fx)

Myron C. Weinstein, Esq. (former Chief of the Foreclosure Unit in Trenton)
Garden State Legal Services Corp.
1239 Parkway Ave., Suite 100
West Trenton, NJ 08628
(609) 530-4333 (Ph) (609) 530-4335 (Fx)

B. Price proposal.

Title search fee per property:	\$190-\$200
Attorney fee per property (tax sale certificate):	\$500
Filing and recording fees per property (estimated):	The filing fee for the Complaint is \$25 for the first twenty-five tax sale certificates and fifty cents for each tax sale certificate thereafter. The cost of recording the <i>in rem</i> foreclosure Complaint with the County Clerk is \$8, plus if the County utilizes the homeless fee it is another \$3 for a total of \$11, which is divided between the number of tax sale certificates in the foreclosure. In addition, there will be a fee to record the Final Judgment, which is the same \$8 fee.

Goldenberg, Maetler, Sayegh, Mintz,
Pfeffer, Bonchi & Gill

Advertising fee:

The advertising fee varies by county and depending upon the size of the *in rem* list. I would estimate it to be \$500, but it could go higher depending upon the paper that is used and the number of tax sale certificates within same.

Certificate of Regularity fee per property:

\$219 divided among the various tax sale certificates.

Other fees and costs necessary to complete the foreclosure work (i.e. photocopying, postage, etc.)

Photocopying is ten cents per copy and postage is actual cost. The actual postage varies depending upon how many people must be served.

Total (estimated) cost per property which includes all of the fees and costs:

We would estimate that between the \$500 legal fee and costs per line item, the amount usually averages approximately \$800-\$900 per tax sale certificate.

In the event a matter became contested, all attorneys would agree to accept the blended rate of \$200.00 per hour. Paralegals would bill at the rate of \$125.00 per hour.

C. History and experience of firm or attorney conducting foreclosures.

This law firm has the ability to complete *in rem* foreclosures and resolve issues involving tax liens in a timely manner. This is because we have individuals in our law firm who already know how to do this work, and therefore, we are not learning in your municipality. We have performed *in rem* foreclosures for several other municipalities and have been able to perform same on a timely basis. First, Keith A. Bonchi, Esquire has been doing foreclosure related work for twenty-five years. My chief paralegal, Sharon Lorenzini, has been doing this work for 50 years. Sharon has assistants to help her in this matter and I have associates to do this work. As it relates to issues involving the Tax Sale Law, we have the expertise on staff to answer most questions without having the necessity of doing legal research. Again, we would not be learning on the City of Trenton, but rather using our experience to assist the City of Trenton and complete matters in a timely manner.

I am a full-time attorney. I work with two other attorneys, Francis J. Ballak, Esquire and Matthew S. Maisel, Esquire. These attorneys are also available to assist me in these matters. As set forth above, my office regularly engages in performing *in rem* foreclosures for municipalities on a regular basis. I represent municipalities as Special Counsel and regularly appear in all bankruptcy courts within the state of New Jersey. In addition to the above, I have trained paralegals as it relates to performing *in rem* foreclosures.