

RFQ # (001-015) 002a Real estate services: residential short term and long term

Executive Summary: 1) RFQ Response Cover Letter Form

To: Collaborative Partnership

From: Freddie M Waters

Company Name Sole Proprietor

Address 26010 Dakota Chief

City/State/Zip San Antonio, Texas 78261

Area Code & Telephone Number 210-347-4811

Other Contact Information: _____

I, or we the undersigned, have reviewed the information in this RFQ carefully and this response provides the requested information.

This proposal is made without any previous understanding or verbal or written agreement with any other firm or corporation proposal is in all respects fair and without collusion or fraud and that the contents of this proposal have not been communicated except through this submission.

Owner or Legally Authorized Representative Freddie M Waters

Title: Owner

Date 08/23/2023

Executive Summary: 2) Firm Overview

Proposer Name Proposer Address Freddie M Waters 26010 Dakota Chief, San Antonio, Texas 78261

Website Address www.facebook.com/welcomehomeatlast

Phone Fax: _____

Contact for this response name: Freddie M Waters

Address 26010 Dakota Chief

City/State/Zip San Antonio, Texas 78261

Phone Fax Email 210-347-4811

Number of years in business: 1

Proposer is a:

☒ sole proprietorship

☐ partnership

☐ corporation

☐ other

Proposer is:

☐ an agent

☒ a principal

I, Freddie Waters am an active Real Estate Agent providing leasing, buying, listing, renting, competitive market analysis for residential, commercial, land, and property for clients in need. The primary service area is the South Texas markets. As an active agent I have been serving the South Texas market for 12 months. The service area includes 10 counties: Atascosa, Bexar, Frio, Karnes, Kendall, La Salle, Mc Mullen, Medina, Uvalde, and Wilson.

#2. Experience and Qualifications: As a leader in my field, I hold a Master of Business Administration, A National Real Estate License, #787527. As any Licensed Real Estate Agent, I am proficient in research data collection, market analysis and assessment. Placing client needs above personal needs to ensure security, safety, quality and communicated client needs are met. Keen business savvy in negotiations of exchange, have a proven track record of getting the best price for the market.

#3. Scope of Services: RFQ #001-015 002a Real estate services: residential short term and long term

I propose to establish a comprehensive lodging solution utilizing Airbnb properties or hotels for a 1-5 year project in the Dominican Republic. This initiative aims to provide comfortable and affordable accommodations for participants, volunteers, and visitors while contributing to the local economy and fostering cultural exchange. By partnering with Airbnb hosts and local stakeholders, we seek to enhance the overall experience of those engaged in the project.

The services primary objective is to secure a reliable and diverse inventory of Airbnb properties and local hotels that can cater to the varying needs of project participants over the next 1-5 years. This initiative will focus on collaborating with Airbnb hosts across the

Dominican Republic and identifying quality hotel to ensure a wide range of lodging options, such as short and long term stay including single rooms, entire apartments, and even larger properties for groups whenever possible or requested.

The service will create a database but preferably partnerships with a minimum of 50 active Airbnb hosts across key project geographical locations within the Dominican Republic service area once identified. The same effort will be given to create a database of hotels in these same service areas once identified.

Our objectives are to also:

- Offer participants and visitors a selection of safe, comfortable, and culturally immersive lodging options.
- Foster positive relationships between project participants and local communities by promoting homestays and local experiences.
- Generate a positive economic impact by channeling revenue into local economies and supporting small-scale tourism enterprises.
- Streamline the booking process and ensure transparent communication between participants and hosts.

Implementation- Presumptive Implementation Steps:

- Identify key service locations: Identify project sites and regions with significant participant pedestrian thoroughfare, considering proximity to project activities and local attractions.
- Host Outreach: Reach out to potential Airbnb hosts, emphasizing the benefits of participating in the project and the positive impact on their business.
- Agreement Negotiation: Establish partnerships through agreements that outline terms, pricing, and expectations, ensuring a fair and consistent experience for all participants.
- Accommodation Diversity: Aim for a diverse range of lodging options to cater to different preferences, budgets, and group sizes of participating project service providers.
- Booking Platform: Develop a streamlined booking platform or integrate with existing platforms to facilitate easy and secure reservations.
- Participant Education: Provide information to participants on responsible lodging practices, cultural norms, and community engagement guidelines.
- Quality Assurance: Implement a rating and review system to maintain the quality of accommodation and address any issues promptly.

#4. Pricing: RFQ # (001-015) 002a Real estate services: residential short term and long term

Operating Cost

- Host Outreach and Agreements: \$15,000
- Booking Platform Development: \$20,000
- Participant Education and Communication: \$10,000
- Quality Assurance and Support: \$8,000
- Marketing and Promotion: \$7,000
- Contingency: \$5,000

- Incidentals: Travel, Per-diem, Hotel \$ 20,000
- Administrative Assistance: \$39,000
- Administrator \$50,000 - \$1,740.00 in-kind

Operating Budget: \$174,000

Estimate cost for lodging for 10 persons per/month at an estimated \$2500/month. Total estimate \$300,000.00/yr.

Estimate Grand Total Year 1- \$474,000.00

#5. Attachments: RFQ # (001-015) ____ RFQ# Service/Project Description _____

Submissions may include any descriptive literature or other supporting materials to enable an intelligent comparison of services.

#6. References: Submissions shall include a list of at least three (3) references for which similar services or projects have been performed. Include name of firm, contact person, address, telephone number, description of service(s) provided, and when it was performed. Be sure to provide only the most current information.

REFERENCES #1:

Company Name: BHHS, Don Johnson Realtors

Name of Contact Person: Mike Franklin

Phone Number of Contact Person: 210-248-5522

E-Mail Address of Contact Person: mikef@realsa.com

Contract period? Mon-Fri 1000-1500

REFERENCES #2:

Company Name: The Hunt Team

Name of Contact Person: Tamekia Hunt

Phone Number of Contact Person: 254-338-7222

E-Mail Address of Contact Person: Tomekia.hunt@ccm.com

Contract period? Mon-Fri 1000-1500

REFERENCES #3:

Company Name: Florence Terrell

Name of Contact Person: Florence Terrell

Phone Number of Contact Person: 210-391-6415

E-Mail Address of Contact Person: florenceterrell1@gmail.com

Contract period? Mon-Fri 1000-1500