

Office of Facilities & Procurement Management  
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Jim Clark, Secretary  
Mark J. McGivern, Director

Sam Brownback, Governor

January 7, 2015

Mr. Martin E. Higgenbotham, CAI, AARE, CES  
President  
Higgenbotham Auctioneers International Limited, Inc.  
3816 Industry Boulevard  
Lakeland, Florida 33811

RE: State of Kansas Surplus Real Estate Auction Contract Performance

Dear Mr. Higgenbotham:

On behalf of the State of Kansas Department of Administration, we wanted to thank you and your professional team of Donald Gabriel, Christopher Vaughan, Jim Owen and Laura Whitt-Slocumb for your very effective marketing, auctioneering and brokerage of three recent surplus real estate auctions for the State of Kansas.

The auction and sale of the office building in Atchison brought 150% of appraised value, the auction and sale of the industrial building in Kansas City brought 93% of appraised value, and although the State has not accepted the current high bid on the Topeka Agricultural Land Property yet, your diligent follow-up with the high bidder is likely to be the way we'll go on that property as well.

Your firm's properly-executed marketing program was effective and drew many qualified bidders to the auctions. Your auctioneering skills, along with Mr. Vaughan and Mr. Owen as ringmen continued to draw higher and higher bids from the bidders. Ms. Whitt-Slocumb handled all of the administration and document handling very well, and Mr. Gabriel's relationship with our office ensured the properties closed escrow promptly.

As a result of your firm's performance, the State of Kansas has decided to extend this contract by the 3 additional option periods to July 2018. We look forward to our continued relationship and are eager to get to work with your firm on the next auction. If any of your prospective clients have any questions of us, please have them contact Linda Thomas at (785) 296-5909.

Best regards,

Mark McGivern  
Director, Real Estate and Leasing  
Office of Facilities & Procurement Mgmt.  
Department of Administration

Linda Thomas  
Deputy Director, Real Estate and Leasing  
Office of Facilities & Procurement Mgmt.  
Department of Administration