

Riviera Beach Marina Development – Phase II

Recommended Developer Team Structure

Team Structure

In order for Developer Team candidates to maximize points in their responses to the Riviera Beach Marina Phase II Development, they should assemble a multi-faceted team that will address all aspects of:

- Development
- Design
- Construction
- Lease-up
- Property Management
- Events Management (if germane to the Developer's Business Model).

Each of these disciplines should have a legally binding relationship with the Developer by virtue of a Teaming Agreement which should state:

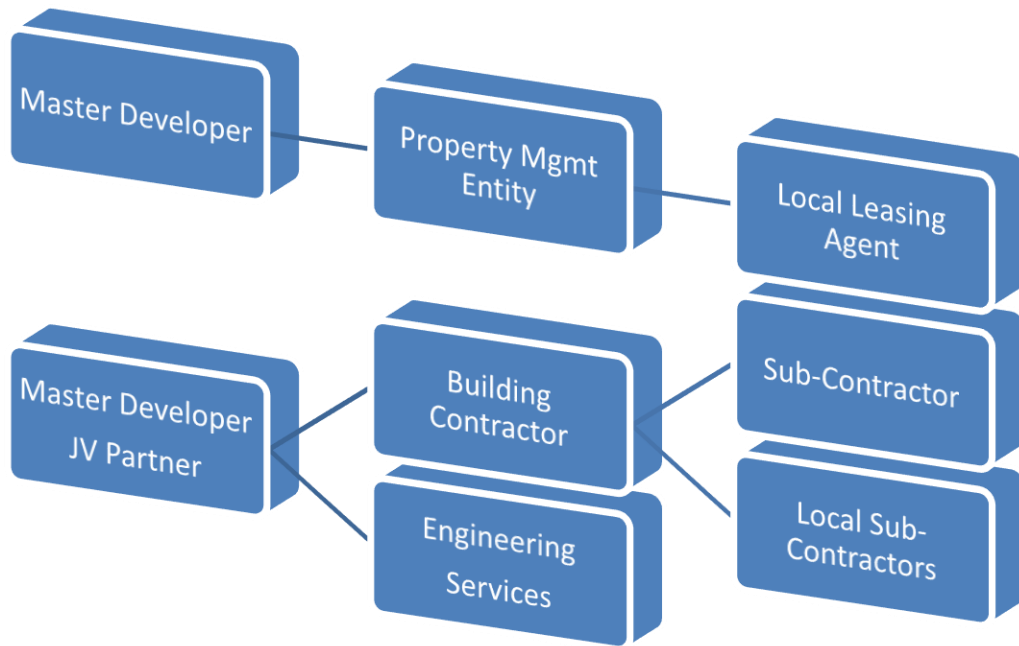
- ✘ Should state the purpose of the agreement
- ✘ Should define relationship between the parties (including what they are NOT to each other)
- ✘ Should declare the rights of the parties and any other general provisions
- ✘ Usually includes a promise to execute a more detailed subcontract upon the successful outcome of the proposal

The following are key elements of teaming agreements:

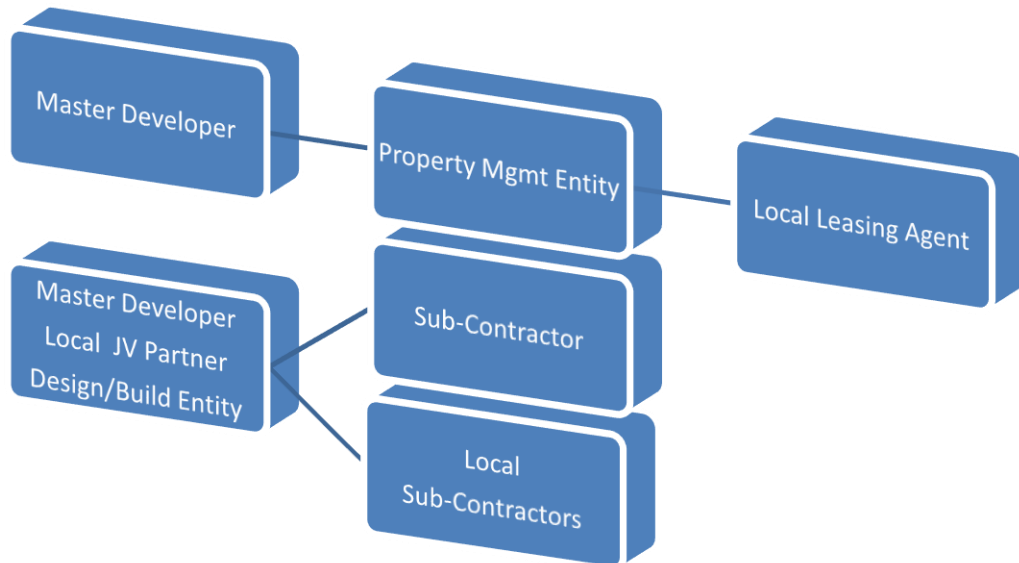
- ✓ Proposal preparation responsibilities of all team members are clearly defined.
- ✓ Team members are required to submit a proposal to the prime contractor covering the team members' portion of the effort.
- ✓ Statement-of-work tasks are clearly divided among team members in the event of contract award.
- ✓ Protection of the competition-sensitive proprietary information of all team members is provided for.
- ✓ The proposed prime contractor is responsible for adhering to contract terms and conditions.
- ✓ The proposed prime contractor is responsible for daily management in the event of contract award.
- ✓ The prime contractor is obligated to negotiate a subcontract in good faith if the team receives a contract award.
- ✓ Exclusivity is guaranteed, ensuring that team members cannot be easily replaced and that team members will not simultaneously act as team members and competitors

The Developer Team candidates will also score higher than their competitors if they choose to enter into a Joint Venture (at the Development level) with a competent Local Business Enterprise – ***the Local Business Enterprise must own at least 30% of the entire development project's equity***. The Joint Venture should be detailed in a legally binding joint venture agreement. Both Joint Venture Partners will have to perform their own research and due diligence examinations of potential JV partners. The Board of

Commissioners for the Riviera Beach Community Redevelopment Agency anticipates that the Developer team structures could take many different forms such as:



or:



There are countless other permutations that the structure of the Development Team could adopt – that decision is solely up to the RFP Respondent(s).

Available Resources for the Developer's Team

The Riviera Beach Community Redevelopment Agency will assemble a small pool of experienced management consultants who possess demonstrable expertise in the areas of:

- ❖ Management and Strategic Advice,
- ❖ Estimating, Project Accounting,
- ❖ Workforce Readiness Training
- ❖ Workers' Compensation Consulting, and
- ❖ Business Financial Consulting.

These management consultants will be service providers within a multi-faceted program sponsored by the Developer which will provide an array of essential services to the Local Business Enterprises that have been selected to work on the project. The program will attempt to shore up any deficiencies that the Local Businesses have thereby increasing the probability of success.

The chosen Developer will also be required to implement an Owner Controlled Insurance Program for the project which will cover all liability and loss arising from the construction project (including Performance Bonding for its Prime contractors and sub-contractors). The program will increase the abilities of more Local Business Enterprises to participate successfully in this Marina Development opportunity.