

DEVELOPER

DRAFT EVALUATION CRITERIA

General Criteria

1. Leadership

Principal has extensive industry, executive and community experience that reflects a track record of delivering profitable large-scale mixed-use projects that appreciate in value and yield economic as well as quality of life benefits to the communities that they serve.

- Principal with Industry, executive and public/private experience
- Team leader with specific project type experience
- Business model, structure & systems to deliver predictable results
- Approach delivers predictable qualitative and quantitative results
- Culture/standards inspire and guide talent and performance

2. Firm Experience

Firm stands out as an industry leader in: mobilizing development teams; structuring workable public/private partnerships; and delivering successful mixed-use projects that are relevant and appealing in the markets that they serve.

- Replicated business and place-making success
- Demonstrated client, market and customer-focused mindset
- Strong leaders, manager and teams to harness the firm's overall talents
- Proven business model and collaborative, multi-disciplined approach
- Thoughtful public strategies and aggressive execution
- Build trust and relationships to elevate performance and outcomes

3. Specific Experience

Leadership and management assigned to the project will have specific experience: developing mixed use projects that include retail, restaurant and hotel uses; advancing civic partnerships and navigating public process; negotiating "win-win" deals linked to target outcomes; and addressing local small business and workforce requirements goals.

- Creating urban waterfront destinations
- Mixed use projects with retail, restaurant and hotel uses
- Leading and structuring workable public/private partnerships
- Negotiating reasonable "win-win" deals that balance risk/reward
- Addressing local stakeholder, small business and workforce goals
- Ability to meet schedules
- Ability to meet budgets
- Demonstrated client and end-user satisfaction

4. Local Participation

The firm is committed to partnering with the CRA to successfully complete the project; and sustain results that expand avenues to ownership, business and workforce opportunities for local citizens.

Specific Criteria to provide points for the percentage of team members from Local Area: Palm Beach County, and additional bonus points for each team member in the preferred area of "Riviera Beach". Including requirements to meet minimum threshold levels for participation in various of the development.

(See Local Business Enterprise Definition, and Community Benefits Deliverables)

- Developer must provide commitment to expected partnership between the City/CRA and the development team to meet the deliverables of a Community Benefits Agreement (finalized in the Development Agreement)
- Demonstrated understanding of the CBA's requirements and consequences for non-compliance
- The viability of the developer's approach to complete all of the CBA's requirements
- Embrace local equity participation
- Development team with local participation
- Business contracting that prioritizes qualified local W/MBE businesses
- Construction contracting responsive to local market conditions & realities
- Responsiveness to local workforce outreach and training programs

5. Team & Approach

The team represents an integrated work unit with prior experience mobilizing the resources, multiple disciplines and support required to deliver predictable qualitative and quantitative results that responsibly serve the public and private interests of the project.

- Designated team leader with experience and authority
- Team norms that instill the clarity, focus and accountability required
- Team structure to drive performance across multiple disciplines
- Outcomes focused mgmt. and reporting system to measure progress
- Action plan incorporates public sector critical path and decision points
- Qualifications of individual staff members, partners and professional consultants selected to work on this project
- Qualifications of the construction team and its professional consultants selected to work on this project
- Verification of Teaming Agreements between the Developer and all of its outside team members (Professional Services providers, Building Contractors, etc.)
- Verification of Teaming Agreements between the Building Contractor and all of its outside sub-contractors

- The viability of the developer's primary financial entities or partners

6. The Strength of the Developer's Joint Venture Partner

The RFP Respondents who include a competent Local Business Enterprise Joint Venture Partner that participate in 30% of the Marina Development Project will be awarded a considerable amount of points. The Local Business Enterprise Joint Venture Partner will be evaluated on the following criteria:

- Staff resources and experience (list previous projects of similar scope and size)
- Qualifications of individual staff members, partners and professional consultants selected to work on this project
- The viability of the Joint Venture Partner's primary financial sources or partners
- Due diligence information assuring the Joint Venture Partner's ability to meet its designated portion of the project's financial needs or design and build components.

7. Measured Success

Demonstrated ability to deliver quality mixed use projects that yield mutual public/private benefits by: generating profits and tax revenues; creating new business and job opportunities; leveraging new investment to catalyze broader reinvestment; and attract operators that create products, services and experiences that customers crave.

- Workable public/private partnerships that yield mutual benefits
- Projects that generate sustained profits and tax revenues
- Projects that generate local jobs and business opportunities
- New investment that catalyzes broader re-investment
- Attract operators with products, services & experiences customers crave
- Projects are locally relevant, regionally appealing & locally authenticity

8. Quality of the Proposed Development Plan and Program

- Demonstrated understanding of concept
- Consistency with program and policy objectives
- Supporting market analysis and similar studies
- Creativity in design solutions
- Phasing strategy
- Mix and balances of proposed real estate uses in the project
- Creativity in design solutions (particularly as they address the optimization of public spaces throughout the development)
- Environmental Sensitivity

- Overall reasonableness and technical adequacy of the proposal
- Proposed price per square foot (expressed in terms of its present value in cash and/or other considerations) offered by the developer in exchange for the use of the subject site
- Due diligence information assuring the respondent's ability to meet all of the project's financial needs
- Source or commitment of equity capital, and amount of equity capital (from both the Master Developer and the Joint Venture Partner)
- Quality of the long term financing approach for the project
- Detail and reliability of development budgets
- Reasonable certainty of projected cash flows incorporated into the developer's analysis
- Demonstrated understanding of financing challenges and opportunities
- The extent to which the project will require public assistance
- The value of economic benefits that will accrue to the City of Riviera Beach as a result of the completion of the buildout.

9. Quality of the Responsiveness to the Goals & Objectives of the Community, Marina Village, and the Phase II implementation.

- Applicant will be evaluated on both the specific responses to how they propose to achieve the Board approved Goals and Objectives and how their overall development proposal accomplishes them.