

1 Riviera Beach Community Redevelopment Agency Meeting

2 City of Riviera Beach Council Chambers

3 2nd Floor, Municipal Complex

4 600 West Blue Heron Boulevard

5 Riviera Beach, Florida

6 Wednesday, November 14, 2018

7 6:01 p.m. to 11:40 p.m.

8
9 APPEARANCES:

10 Chair Tonya Davis Johnson

11 Vice Chair Lynne Hubbard

12 Commissioner Julia Botel

13 Commissioner Terence Davis

14 Commissioner KaShamba Miller-Anderson

15 Mayor Thomas Masters

16 Attorney Michael Haygood

17 Interim Executive Director Scott Evans

18 Administrative Assistant Tamara Seguin

19

20

21

22

23

24

25

1 CHAIR DAVIS JOHNSON: Good evening. I'd like to call the
2 November 14th, 2018, CRA board meeting to order.

3 Madam Clerk, roll call, please.

4 THE CLERK: Commissioner Davis.

5 COMMISSIONER DAVIS: Here.

6 THE CLERK: Commissioner Botel.

7 COMMISSIONER BOTEL: Here.

8 THE CLERK: Commissioner Miller-Anderson.

9 COMMISSIONER MILLER-ANDERSON: Present.

10 THE CLERK: Vice Chair Hubbard.

11 VICE CHAIR HUBBARD: Here.

12 THE CLERK: Chair Davis Johnson.

13 CHAIR DAVIS JOHNSON: Here.

14 THE CLERK: Also present, Scott Evans, Interim Executive
15 Director; and Michael Haygood, general counsel.

16 CHAIR DAVIS JOHNSON: If you all could stand for a moment
17 of silence, followed by the Pledge of Allegiance led by
18 Commissioner Davis.

19 (Moment of silence, followed by the Pledge of Allegiance.)

20 CHAIR DAVIS JOHNSON: Staff has provided for us a proposed
21 agenda for the presentations. Does everyone have a copy of
22 that? Yes?

23 COMMISSIONER DAVIS: Madam Chair.

24 CHAIR DAVIS JOHNSON: Commissioner Davis, you're
25 recognized.

1 COMMISSIONER DAVIS: I'm sorry, I found it.

2 COMMISSIONER BOTEL: Madam Chair.

3 CHAIR DAVIS JOHNSON: I'm sorry. What was your question,
4 Mr. Davis?

5 COMMISSIONER DAVIS: I'm sorry, I found it.

6 CHAIR DAVIS JOHNSON: Commissioner Botel, you're
7 recognized.

8 COMMISSIONER BOTEL: I appreciate the work that staff put
9 into this proposed agenda, but I am concerned that -- I don't
10 believe it's the work of the board to be engaged in an
11 evaluation this evening of these two presentations.

12 I asked that these presentations be made for the purpose of
13 elucidating for the public, the community, both of these
14 projects. I think that the presentation should be made.

15 I also think that we should, in light of the many calls
16 that I have had -- and I'm sure that my colleagues on the board
17 have had numerous calls as well -- stressing the importance of
18 local participation, stressing the importance of our involving a
19 very well-known and respected local contractor in this project.

20 I think so that we don't engage in anything that smacks of
21 a political decision, I would love it if we could ask both
22 developers to get together over the course of the next month and
23 see if we can engage in a dialogue that would result in a
24 compromise that would take the best of both proposals.

25 I, for example, would love to see a Marriott Hotel at the

1 Marina. I think that that would be a great thing to see over
2 there. And that's part of Tezral's proposal. I'm sure that
3 the -- pardon my cold -- I'm sure that the ADP proposal has
4 other pieces of it, components of it, that are equally strong,
5 and that would make a great piece of an eventual proposal.

6 I would like to suggest, and perhaps my colleagues agree,
7 that we could spend the next month having perhaps a facilitated
8 dialogue between the two proposers to see if we could come up
9 with a joint proposal that would make it the best of both
10 worlds; that would allow for the kind of local participation
11 that many people in this community would like to see, and the
12 kind of strong financial and experiential background that APD
13 will bring to this project. So I throw that out there as
14 something for discussion.

15 But I also would like to suggest that it is not the purview
16 of this board this evening to be making a scoring of these
17 projects, of these presentations. That was done by a group of
18 five well-versed scorers. I do not feel that I am qualified to
19 make decisions like this. I don't have the background that many
20 of the people who did the scoring initially have. I think that
21 we should rely on them.

22 But with the thought in mind that we could take these two
23 presentations, once they're made, once the community has seen
24 them, and ask the people who made these presentations to work
25 together to see if they can find a compromise.

1 Thank you.

2 VICE CHAIR HUBBARD: Question, Madam Chair.

3 CHAIR DAVIS JOHNSON: Vice Chair Hubbard, you're
4 recognized.

5 VICE CHAIR HUBBARD: Mr. Evans, is that why you put these
6 evaluation forms in there, for us to do the scoring and the --
7 of the presentations?

8 INTERIM EXECUTIVE DIRECTOR EVANS: Following the board
9 meeting on October 31st, the board directed us to have
10 presentations before this board. In consultation with
11 Mr. Haygood -- I'll actually defer to him -- he felt that
12 scoring was appropriate if you were going to entertain the
13 presentations.

14 MR. HAYGOOD: Yes.

15 VICE CHAIR HUBBARD: Excuse me.

16 The -- we had not seen -- we hadn't seen either of the
17 presentations, and that's why we were asking for -- to, to see
18 them. While Mr. Haygood might very well, you know, think that
19 we should score, but that wasn't exactly why -- that wasn't what
20 we were saying that we wanted to do, to do the scoring.

21 Mr. Haygood. Thank you.

22 MR. HAYGOOD: Yes. Good evening, first.

23 The way the procurement code is set up, you have the right
24 to have a selection committee. In this case the executive
25 director has the authority to appoint the selection committee,

1 then present it to the board of commissioners. And it's up to
2 you to determine whether or not you will endorse what the
3 selection committee actually recommended; or you have the
4 authority to rate the people, rate the response themselves.

5 The problem is, of course, that if you do presentations,
6 that's all it is, and you go back and rubber stamp the original
7 recommendation from the committee, it's no problem. The
8 problem, of course, comes if you deviate whatsoever from what
9 was recommended. In other words, if you said number two should
10 be the person selected, then there's an issue, I think there's a
11 legal issue in that you have not reviewed what was presented.

12 Now, the other issue, of course, is that after the
13 presentations are made, if it's just an informational
14 presentation, then that's one thing. But if you then start
15 asking questions about the presentations, then I think you then
16 run into, again, of how -- what you're making your decision on.
17 Why you get involved -- in the entities that I know, public
18 entities that I'm aware of, where there is a selection committee
19 used, and the governing body then just endorses the selection by
20 the selection committee, there's no questions really asked, it's
21 just the resolution is passed and it moves on. But when you
22 actually get into asking questions, and you're doing anything
23 other than endorsing the recommendation from the selection
24 committee, I think there is an issue.

25 COMMISSIONER DAVIS: Madam Chair.

1 CHAIR DAVIS JOHNSON: Have you completed your comments,
2 Vice Chair?

3 VICE CHAIR HUBBARD: Yes, ma'am. Thank you.
4 Thank you, Mr. Haygood.

5 CHAIR DAVIS JOHNSON: Mr. Davis, you're recognized.

6 COMMISSIONER DAVIS: The last time we met we had a process
7 that was in place, that months and months ago that this board
8 voted five/oh in support of the process. A recommendation came
9 before this board which brought us here today; a particular team
10 that scored stronger than the other, for various reasons, and
11 team number two having some qualifications as well. Then the
12 board decided to -- they wanted to have some presentations, even
13 though we voted to move forward with the process the way it was,
14 but they wanted to have something different. At no point in
15 that discussion did the board say that they want to evaluate,
16 score, anything like that, at that time in the board.

17 My biggest concern is that when we're talking to the
18 residents and the business community across this county and
19 across this state and across Riviera Beach, staying consistent
20 with the rules that we set in place. And we got to have rules
21 in every process that we do. But we got to stay consistent with
22 it. We're here with some rules -- if we're going to -- it was
23 my understanding that we was going to have both teams interview
24 just to make sure that they were consistent with the
25 presentations that they presented before the committee that made

1 the recommendation, so that both -- so we can see that they were
2 consistent. And that was the only reason I supported it,
3 because it stayed consistent with what we already approved.
4 Only thing we was doing is to see the presentations to make sure
5 what it looks like what they presented.

6 So in support of what Councilperson Botel is saying, I
7 didn't come here prepared to -- my understanding, not to
8 necessarily score it, but to make sure that all presentations
9 were consistent, but what was presented before us, before the
10 committee that recommended before this board.

11 Madam Chair, I'm done.

12 CHAIR DAVIS JOHNSON: Thank you.

13 Are there any other questions or comments from the
14 commissioners?

15 COMMISSIONER MILLER-ANDERSON: Well, we haven't even gotten
16 through the agenda.

17 CHAIR DAVIS JOHNSON: We haven't. But we're in comments
18 right now. We will get to the agenda. We're right in comments
19 right now. Since comments started off very early on, so we may
20 as well continue on down this road, and then we will get to the
21 agenda.

22 Someone pass it to me, please. Tamara, the agenda.

23 Well, let me just say this, Mr. Davis. I appreciate you
24 referencing back to the original process, but the process for
25 me, as I stated at the last meeting, as I stated at the last

1 meeting, was there was a deviation in that there was not a
2 presentation before the selection committee. There was a
3 decision, a decision made by the director, the interim director,
4 to not have the selection committee have presentations. For
5 what reason, I don't know. But as I explained, customarily,
6 when you have a selection committee to enter -- to review, along
7 with a technical advisory committee, there should be
8 presentations, because information can be gleaned from
9 presentations to the selection committee who is charged with
10 scoring.

11 I am not -- I haven't deviated from that thought process,
12 and I'm not going to deviate from that thought process, but what
13 I will do is I will put a pin in the commenting. We will go to
14 the adoption of the agenda and then move forward. We'll handle
15 all of the business, and then we will move forward in this
16 process.

17 So, are there any additions and deletions?

18 INTERIM EXECUTIVE DIRECTOR EVANS: No, Madam Chair.

19 CHAIR DAVIS JOHNSON: Any disclosures by commission and
20 staff?

21 I met with the interim executive director and the attorney
22 on 11/9 to discuss this process this evening and the overall
23 conditions of how we got to where we are.

24 Are there any other disclosures?

25 COMMISSIONER BOTEL: I also met with the director and

1 attorney. No, I met with the director and consultant.

2 COMMISSIONER DAVIS: Madam Chair.

3 CHAIR DAVIS JOHNSON: Mr. Davis.

4 COMMISSIONER DAVIS: I too met with the director, the
5 consultant and the attorney.

6 COMMISSIONER MILLER-ANDERSON: Madam Chair.

7 CHAIR DAVIS JOHNSON: Commissioner Miller-Anderson.

8 COMMISSIONER MILLER-ANDERSON: I met with them prior to the
9 first meeting. I haven't spoken to them since then.

10 MR. HAYGOOD: For future reference, I don't think you have
11 to disclose when you meet with staff or your attorney. You're
12 talking about outside people. I know out of an abundance of
13 caution --

14 CHAIR DAVIS JOHNSON: That's exactly where I am, out of an
15 abundance of caution I'm going to disclose whomever I've talked
16 to about this matter.

17 MR. HAYGOOD: Especially when you talk to your lawyer.

18 CHAIR DAVIS JOHNSON: Absolutely. Okay. Just want to
19 state for the record. Thank you.

20 Consent agenda.

21 THE CLERK: We have to adopt the agenda.

22 CHAIR DAVIS JOHNSON: All matters listed under this item
23 are considered to be routine and action will be taken by one
24 motion. There will be no separate discussion of these items
25 unless a council person so requests, in which event the item

1 will be removed from the general order of business and
2 considered in its normal sequence on the agenda.

3 THE CLERK: Excuse me, Madam Chair. We have to adopt the
4 agenda.

5 CHAIR DAVIS JOHNSON: Motion to adopt the agenda.

6 COMMISSIONER BOTEL: So moved.

7 COMMISSIONER DAVIS: Second.

8 CHAIR DAVIS JOHNSON: It's been motioned and properly
9 seconded. Madam Clerk.

10 THE CLERK: Commissioner Davis.

11 COMMISSIONER DAVIS: Yes.

12 THE CLERK: Commissioner Botel.

13 COMMISSIONER BOTEL: Yes.

14 THE CLERK: Commissioner Miller-Anderson.

15 COMMISSIONER MILLER-ANDERSON: Yes.

16 THE CLERK: Vice Chair Hubbard.

17 VICE CHAIR HUBBARD: Yes.

18 THE CLERK: Chair Davis Johnson.

19 CHAIR DAVIS JOHNSON: Yes.

20 THE CLERK: Motion carries.

21 CHAIR DAVIS JOHNSON: Is there a motion -- I've already
22 read the statement. Is there a motion to approve the consent
23 agenda as presented?

24 COMMISSIONER MILLER-ANDERSON: I'd like to pull item number
25 3.

1 CHAIR DAVIS JOHNSON: Pulling item number 3.
2 Is there a second?
3 COMMISSIONER BOTEL: Second.
4 THE CLERK: Commissioner Davis.
5 COMMISSIONER DAVIS: Yes.
6 THE CLERK: Commissioner Botel.
7 COMMISSIONER BOTEL: Yes.
8 THE CLERK: Commissioner Miller-Anderson.
9 COMMISSIONER MILLER-ANDERSON: Yes.
10 THE CLERK: Vice Chair Hubbard.
11 VICE CHAIR HUBBARD: Yes.
12 THE CLERK: Chair Davis Johnson.
13 CHAIR DAVIS JOHNSON: Yes.
14 THE CLERK: Motion carries, removing item number 3 from the
15 consent agenda.
16 CHAIR DAVIS JOHNSON: Item number 3.
17 THE CLERK: Approval of vendor consultant invoices.
18 CHAIR DAVIS JOHNSON: Sorry. Mine says item number 3 is
19 request of -- approval of minutes. Was that the intent?
20 COMMISSIONER BOTEL: No, it's invoices.
21 COMMISSIONER MILLER-ANDERSON: I wanted to pull the
22 approval of vendor consultant invoices.
23 CHAIR DAVIS JOHNSON: Okay. Mine says that's item 2. So
24 there's something wrong there. So we're talking about invoices?
25 COMMISSIONER MILLER-ANDERSON: Invoices.

1 CHAIR DAVIS JOHNSON: Can someone get me a corrected
2 agenda, please?

3 INTERIM EXECUTIVE DIRECTOR EVANS: I have the wrong one
4 too.

5 COMMISSIONER MILLER-ANDERSON: Madam Chair.

6 CHAIR DAVIS JOHNSON: Commissioner Miller-Anderson.

7 COMMISSIONER MILLER-ANDERSON: So I have a question
8 regarding the invoice for Mr. Nottingham, for \$8,000 for the
9 month of October. I didn't see in the backup where it fully
10 explained what was being done. And I don't know, did I miss --
11 is there a contract already? Or when did we have that
12 discussion? Did I miss that? Maybe I was out or something.

13 INTERIM EXECUTIVE DIRECTOR EVANS: Yes, Mr. Nottingham's
14 contract was approved by the board to facilitate the RFP review
15 process.

16 COMMISSIONER MILLER-ANDERSON: A while back?

17 INTERIM EXECUTIVE DIRECTOR EVANS: Yes.

18 COMMISSIONER MILLER-ANDERSON: So the consulting part has
19 been an ongoing every month?

20 INTERIM EXECUTIVE DIRECTOR EVANS: Yes. He's been working
21 every month for this project.

22 COMMISSIONER MILLER-ANDERSON: And for the month of
23 October, is there a breakdown as to what was taking place? It
24 just says Marina Village advisory services.

25 INTERIM EXECUTIVE DIRECTOR EVANS: So he's been helping

1 prepare for the meetings, all of the research analysis that you
2 received on October 31st, including presentations by
3 Mr. Nottingham, review of the RFP proposals, that's all of the
4 work that he was working on.

5 COMMISSIONER MILLER-ANDERSON: All right. Thank you.

6 CHAIR DAVIS JOHNSON: Is there a motion to approve the
7 invoice?

8 COMMISSIONER BOTEL: So moved.

9 CHAIR DAVIS JOHNSON: Was there a motion? I did not recall
10 the motion before the question began.

11 THE CLERK: Excuse me. Madam Chair, I have a public
12 comment card for item 3. Mary Brabham.

13 CHAIR DAVIS JOHNSON: Ms. Brabham.

14 MS. BRABHAM: Good evening. Mary Brabham, Riviera Beach.
15 Is this item number 3?

16 Yes, I want to speak on, on item number 3. Apparently on
17 October the 31st, which was a Halloween, you as a board set a
18 meeting on that particular date. Shame on you. We were not
19 engaged in the process. A lot of things in those minutes, you
20 put the cart before the horse.

21 We, we as residents -- this is major for our city here.
22 And for you all to sit on the board, when we watched this, it
23 was no clarity that you as a board accepted either one of these
24 vendors here. When we watched it, and we played it over and
25 over again, you had that committee to do that. Where were we as

1 residents? Where were we as residents?

2 And then you come before the board, taking what that
3 committee say. This is constantly what we have said, this is
4 not you five business up there, it is a complete resident
5 business. And this is the City of Riviera Beach, who is best,
6 who can work this the way that we need down there to be worked.

7 We have no restaurants. We have nothing in this city here.
8 And you're parlaying with this committee here.

9 And we know it is others behind what we see here, that are
10 navigating here.

11 Tony Brown, good to see you. Good to see everybody. We
12 wish you well. We wish everyone well.

13 But you all have disserved we as citizens. Because you
14 made it your business to choose who you wanted to choose. All
15 both of them had things. One of them had, the annual report
16 wasn't done. Then you had another one with the finance. But
17 you said that when they came back to do a presentation -- what,
18 what, what, what is wrong with you all? What is wrong with you
19 all not engaging the totality of the city involved in this
20 major, this major project down at our marina.

21 We are tired of this. We need people in place that can
22 move. We need movers and shakers.

23 And I don't care who you may see or what you may think.
24 It's we as residents that count. Who would be the best person
25 to move this city here forward here. And we can start

1 immediately, without constantly going out. You set it up to
2 have these two vendors.

3 So come on, Board, we as residents need more participation,
4 and it's our time to have a say. Because if not -- and it's no
5 threat -- March is right around the corner; some of you all will
6 stay, and some of you all will definitely go. Because you're
7 disservicing us. You're making these decisions on the whole
8 totality of the city, instead of getting we as residents
9 involved, before you even formed this committee. You shouldn't
10 have done that. It should have come to the city, to have the
11 city participation and let us do questionnaires. You didn't
12 think about that.

13 CHAIR DAVIS JOHNSON: Thank you, Ms. Brabham.

14 MS. BRABHAM: Thank you.

15 CHAIR DAVIS JOHNSON: Madam Clerk.

16 THE CLERK: That's the end of the comments.

17 CHAIR DAVIS JOHNSON: Yes, we're voting on item 3, which
18 was pulled.

19 THE CLERK: Commissioner Davis.

20 COMMISSIONER DAVIS: Yes.

21 THE CLERK: Commissioner Botel.

22 COMMISSIONER BOTEL: Yes.

23 THE CLERK: Commissioner Miller-Anderson.

24 COMMISSIONER MILLER-ANDERSON: Yes.

25 THE CLERK: Vice Chair Hubbard.

1 VICE CHAIR HUBBARD: Yes.

2 THE CLERK: Chair Davis Johnson.

3 CHAIR DAVIS JOHNSON: Yes.

4 THE CLERK: Motion carries.

5 CHAIR DAVIS JOHNSON: Let the record reflect that the mayor
6 is on the dais.

7 That ends consent. We are at regular business, which deals
8 with the presentation of proposals for the Marina Village Phase
9 II project.

10 As I mentioned early on, we do have the proposed agenda for
11 presentations. And I think that it is appropriate for this body
12 to set some ground rules.

13 When the request initially came -- and we need to make sure
14 that this is clear. The request that was brought forth by
15 Commissioner Botel was to allow presentations for the general
16 public, so that our residents would be able to hear what each of
17 the presenters had to offer by way of this proposal and the
18 response to the RFP. That was the original request. If you go
19 back to the minutes, the minutes simply said that her request
20 was to allow the presentations to move forward. I believe if
21 you go further into the minutes you will see where there were
22 questions and comments with regards to each of our positions and
23 what we thought about the process.

24 I, I believe that with us setting the ground rules before
25 we proceed in any presentation, we need to be clear as to what

1 the expectations and the process of deliberation will be at the
2 end of these presentations. It is not -- and I am going to
3 repeat, it is not the role or responsibility of this body to
4 rank or score. So that will not happen from me tonight.

5 So as a body we need to determine what are our ground
6 rules. We have the proposed timeline. Are we going to honor
7 the proposed timeline as presented?

8 We do have built into the presentation, there is a
9 30-minute presentation for each, with Q and A of 45 minutes by
10 the board, a transition break, and then we have public comment.
11 Public comment is simply that, public comment, and no
12 opportunity to ask questions. Because the questions for the
13 presentation should have been asked and answered in selection,
14 not in this venue. So I don't think that it's appropriate for
15 that to happen as we move forward.

16 So I ask you, as my colleagues, what are our ground rules
17 and what are the expectations of this process through its
18 deliberation. We need to have that out of the way before the
19 first speaker comes and before we engage.

20 COMMISSIONER MILLER-ANDERSON: Madam Chair.

21 CHAIR DAVIS JOHNSON: Commissioner Miller-Anderson, you're
22 recognized.

23 COMMISSIONER MILLER-ANDERSON: Well, I certainly agree with
24 you, I did not come prepared to score. I do want to hear the
25 presentations. I do want to have an opportunity to do the Q and

1 A. But I want to be very clear, the -- from the interim CRA
2 director, Mr. Scott Evans, he's -- the board who -- the
3 selection committee are making a recommendation, correct? This
4 is a recommendation that you all are presenting to us in terms
5 of the scoring that was done for the evaluating committee?

6 INTERIM EXECUTIVE DIRECTOR EVANS: We presented that last
7 meeting, yes.

8 COMMISSIONER MILLER-ANDERSON: Right. So that is the
9 recommendation?

10 INTERIM EXECUTIVE DIRECTOR EVANS: Yes.

11 COMMISSIONER MILLER-ANDERSON: So as he just stated, that
12 was a recommendation; and we could either vote it up or down;
13 and that's what I intend to do at some point. I do not feel
14 that I need to score, particularly something I just got here in
15 front of me right now, with the breakdown. That wasn't what we
16 discussed when we met before. So the presentation as it is laid
17 out in the Q and A is fine for me. And then we will proceed at
18 the end of that.

19 CHAIR DAVIS JOHNSON: We have heard from Commissioner
20 Miller-Anderson. I would like to now hear from Commissioner
21 Botel, Commissioner Davis, and Vice Chair Hubbard, in that
22 order, please.

23 COMMISSIONER BOTEL: I think I made myself clear. I don't
24 intend to score. I don't believe that's our function this
25 evening. I don't plan on participating in that, if that's going

1 to happen.

2 And I still believe that there should be an opportunity to
3 ask both groups if there is any chance that they can come to
4 some agreement about components of their proposals that could be
5 joined. And I'd like to see if that could happen with perhaps
6 Mr. Nottingham's facilitation over the course of the next month.

7 CHAIR DAVIS JOHNSON: Mr. Haygood. That is certainly
8 admirable, what my colleague is recommending, but it's a
9 business decision of each individual organization to make a
10 decision as to whether or not they want to return. I don't
11 believe that we can kind of shepherd them in that direction.

12 Mr. -- what say you, Mr. Attorney, with regards to the
13 recommendation by my colleague?

14 MR. HAYGOOD: Well, obviously it's going to have to be
15 something that they voluntarily do. You can't actually make
16 them do it or -- maybe you can encourage them to do it, but you
17 certainly can't force them to do it.

18 CHAIR DAVIS JOHNSON: Mr. Davis, your comments, please.

19 COMMISSIONER DAVIS: I want to stay consistent with what
20 Miller-Anderson is stating and consistent with what
21 Councilperson Botel is stating. But I don't want to push no one
22 in a certain direction.

23 I do believe that the board had a recommendation, that we
24 went through a process on. And if the winning team is approved,
25 if they are approved, they will have an opportunity to sit down

1 with more people other than just the ones in the room from
2 Riviera Beach, because there's quite a few people in this
3 community that all could benefit from this project, and many
4 projects to come.

5 You know, it's like I said in the last meeting, you know, I
6 have to stick by the rules that we all approved together as a
7 board. And that's what I have to stand by. Because once you
8 start -- you know, we want to make it the best situation we can.
9 But they had a situation prior to coming to this meeting, to sit
10 down and have conversations and work with one another and see
11 could you come to a meeting of the minds to put together some
12 teams. But that was on them as professionals.

13 Obviously some chose the wrong way, some chose a different
14 direction. But it doesn't mean that whoever wins cannot reach
15 out to other folks in Riviera Beach and make them a part of that
16 team. Because once this is approved, that's just the first
17 process. You know, then you have bidding, you have services.
18 You know, you have a lot of things that are going to happen.

19 But as far as the rules where we are today, I stand by what
20 I said before. And we are here now -- and I want to keep it as
21 clean as possible because everyone is watching to see if we're
22 going to get it right.

23 And I told you the last meeting, we can't make it
24 political. And I said when we come here, we welcome everyone
25 here to this meeting, we want to do the best thing for the

1 residents of Riviera Beach, because they're the ones that are
2 going to benefit from this or they're going to suffer from
3 whatever decision we do or whatever decision that we don't do.

4 But I'm not in the business of doing what has been done in
5 the past, which is kicking the can down the road and hope
6 something happen. We have to give them the best product
7 available. We have to give them the best qualified, prepared
8 person, available so we can deliver them something that they can
9 work on. And it's still their property. You know, we're
10 leasing it to the developer that has the best approach. That's
11 what was determined by the team.

12 But we wanted to see a presentation that was consistent
13 with both teams that presented. And that's what I came here
14 today to do, to watch both presentations and to make sure that
15 it was consistent. And if there's something that -- and that's
16 it, just be consistent.

17 You know, we put many, many months into these meetings, all
18 of us together as a team. We all keep agreeing to the process.
19 The process is not perfect. But when we approve them, that's
20 five/oh vote, I would like you to understand that we all took
21 our time and we worked well together, which I do believe, and
22 that is all our intents. And we have to stand strong by what we
23 do.

24 And Riviera Beach is no city other -- like this wonderful
25 city. When you have people who win, you have folks that want to

1 push even harder. And that's competition. You know, you get
2 better with each process. And that's the only way that we can
3 make our residents grow even stronger as professionals, help
4 them get better, you know. And that's something we can do. And
5 we put services and we put programs in place for that to happen.

6 But tonight I will support my colleagues in the
7 presentation. We can sit back and listen. And if you all want
8 to make a decision from there, cool, but in the respect of the
9 board and of the staff, they did give us something, a guideline
10 to go by, something to follow, so we can stay in line to stay
11 within the time frame of the meeting.

12 So I'm just going to follow this board in which I want to
13 do as a team. But I stand strong on what's been presented and
14 that's been presented to do a presentation. I came today to
15 review a presentation.

16 CHAIR DAVIS JOHNSON: Okay. Thank you.

17 COMMISSIONER DAVIS: Both presentations, just for the
18 record.

19 CHAIR DAVIS JOHNSON: Vice Chair.

20 VICE CHAIR HUBBARD: Madam Chair, I would like to -- I
21 would have liked to have seen both presentations prior to our
22 commenting -- commenting. But I understand I need to develop --
23 and I guess we're talking about the process in which we are
24 going to move.

25 I notice on the opening, number one, there was some memos

1 from Mr. Haygood, and I guess he will go over that with us if
2 you deem necessary.

3 And I wasn't aware that we were going to be asked to score
4 either tonight. So that I'm consistent with, that we aren't
5 here to do the scoring. I'm sure we'll all take notes while
6 watching the presentations. But basically I wanted to see the
7 presentation. I know we have these two memos. And if there are
8 concerns, I think we should hear them at the top of this show
9 before -- you know, if that's what Mr. Haygood thinks we should
10 know about before going into this.

11 CHAIR DAVIS JOHNSON: Okay. So it seems consistent that
12 we --

13 MAYOR MASTERS: Madam Chair.

14 CHAIR DAVIS JOHNSON: Mr. Mayor, you're recognized.

15 MAYOR MASTERS: I'd like to have input. Thank you.

16 First of all, I think that we ought to listen to the
17 gatekeepers and the seniors of our community. I think
18 Ms. Brabham made some very good points.

19 I think that the public comment is very much in order; as
20 well as the fact that if we have presentations, you ask
21 questions. That's simple for me. Based upon what someone says,
22 you may want to ask a point of clarification; you may want to
23 ask, what does this mean, what does this not mean. So I think
24 that we should not be prohibited tonight from asking any
25 questions if we have questions of every presenter. I've never

1 seen a presentation where we were not able -- never ever able to
2 ask questions.

3 So I certainly agree with KaShamba Miller-Anderson and
4 Dr. Botel. I would love for this board, those that have
5 questions, be able to ask questions based upon the
6 presentations.

7 Thank you, Madam Chair.

8 CHAIR DAVIS JOHNSON: Thank you, Mr. Mayor.

9 COMMISSIONER DAVIS: Madam Chair.

10 CHAIR DAVIS JOHNSON: Commissioner Davis, you're
11 recognized.

12 COMMISSIONER DAVIS: Just a point of clarification. I
13 think no one was not saying we didn't want questions. I think
14 we all supported that, doing the question process.

15 You did state once we ask our questions through Q and A,
16 we're covered. But once we get to public comment, public
17 comment will have their questions, but we will not engage in any
18 questions after we do our Q and A. Is that consistent with --

19 CHAIR DAVIS JOHNSON: Public comment was public comment.
20 They would make their comments with regards to what they heard,
21 but it wasn't an opportunity for Q and A. That wasn't what I
22 read on the --

23 COMMISSIONER DAVIS: I just wanted to stay consistent with
24 what you said earlier.

25 CHAIR DAVIS JOHNSON: Right. So, Mr. Mayor, we are talking

1 about Q and A from the dais.

2 MAYOR MASTERS: I understand. Does that mean asking
3 questions of the presenters from the dais?

4 CHAIR DAVIS JOHNSON: Yes.

5 MAYOR MASTERS: Means that we can do that, right?

6 CHAIR DAVIS JOHNSON: Yes.

7 MAYOR MASTERS: Well, good.

8 I thought you were saying something different.

9 CHAIR DAVIS JOHNSON: No.

10 Okay. You good?

11 MAYOR MASTERS: I just wanted to make sure.

12 COMMISSIONER BOTEL: Madam Chair.

13 CHAIR DAVIS JOHNSON: Commissioner Botel, you're
14 recognized.

15 COMMISSIONER BOTEL: So at the end of this evening, will we
16 be deciding about the recommendation from the group that made
17 their recommendation? Or will we be waiting until the next
18 meeting? What will happen at the end of these presentations
19 then?

20 CHAIR DAVIS JOHNSON: That was what I prefaced my opening
21 with, what is the pleasure of the board as it relates to setting
22 the ground rules, expectations, and outcome after we have heard
23 the presentations. So we are on step one of what we are to do,
24 which is we are going to hear the proposals and we are going to
25 allow for Q and A. So now the second piece is, what is the

1 expectation of this body?

2 COMMISSIONER BOTEL: Because my preference would be to
3 leave this open ended so that those two organizations would have
4 some incentive to get together; thinking that, well, they don't
5 know yet what the decision will be, and so it could go one way
6 or the other, and so it would behove them to work in concert to
7 come up with a joint proposal.

8 If this board at the end of this evening says, oh, we're
9 going to accept the proposal of -- the recommendation of the --
10 what do you call it?

11 COMMISSIONER MILLER-ANDERSON: Selection committee.

12 COMMISSIONER BOTEL: Selection committee. Thank you. Then
13 it's a done deal and then there's no incentive to work together.
14 So that would be my preference.

15 MAYOR MASTERS: Madam Chair.

16 CHAIR DAVIS JOHNSON: Mr. Mayor, you're recognized.

17 MAYOR MASTERS: I have a question of the attorney.

18 Attorney, are you there?

19 MR. HAYGOOD: Yes, I'm here.

20 MAYOR MASTERS: I heard Councilwoman KaShamba
21 Miller-Anderson say -- and I want to make sure -- that what
22 Mr. Scott Evans said is the recommendation, does that mean
23 because it's a recommendation is there any legal grounds that
24 this board is bound to accept the recommendation? They can
25 reject it or accept it, or the scoring? I mean, is there any

1 legal, anything legal that would prevent or prohibit one way or
2 the other?

3 MR. HAYGOOD: Yes, sir. As I mentioned earlier, if you
4 deviate at all from the recommendation from the selection
5 committee, you're going to have to go through the scoring that
6 was in the RFP. You can't just without any reasons select
7 someone else, without going through the same scoring process.

8 The other alternative you have, I guess, is to, I guess
9 refuse or not approve the resolution, which in that case I guess
10 it's back to square one, I don't know what we would do.

11 Because, you know, we've been through the selection, and so --
12 and if you don't approve it, then I guess we would start over.

13 You then also have the authority to throw everything out
14 and start the process over.

15 But I just caution you, if you deviate at all as far as the
16 recommendation from the selection committee, without going
17 through some objective process that you included in your RFP, I
18 think you open yourself up to (inaudible).

19 MAYOR MASTERS: So we cannot base our voices or our vote,
20 their vote, on the presentations? It has to go through another
21 process, which will be the --

22 MR. HAYGOOD: Yes, sir. Go through -- there was a criteria
23 that was -- evaluation criteria that was established in your
24 RFP. And I would suggest to you that if you want to do anything
25 other than what was done by the selection committee, after

1 whatever process you go through in here, you need to go through
2 the scoring.

3 MAYOR MASTERS: So therefore the only alternative left is
4 throw it out, is what you're saying?

5 MR. HAYGOOD: Well, not the only alternative. Those are
6 the alternatives.

7 MAYOR MASTERS: Okay. Thank you.

8 COMMISSIONER DAVIS: Madam Chair.

9 CHAIR DAVIS JOHNSON: Mr. Davis, you're recognized.

10 COMMISSIONER DAVIS: I think it would be healthy for the
11 community and the public for us to go through more of a timeline
12 for how we got here, and who approved, and who was all in those
13 meetings. Because I want folks to understand there's a
14 significant amount of work over the last few years put in place.
15 And all the commission was there present in those workshops and
16 meetings, whether they was on Saturdays, they was on Fridays,
17 they were on Wednesdays; and we sat through all these processes
18 and made decisions together. And then when we come to these
19 meetings on time, we are prepared to support and follow a
20 process that some folks haven't been in none of those meetings.
21 And we must make sure that we can bring them up to speed on it.

22 But with respect, all due respect, I'm being respectful as
23 I can with this process. But we're not going to interject, when
24 we sat through numerous meetings, and then someone comes along
25 and they missed those meetings for whatever reason, I can't

1 speak up on them, but if you miss all those meetings, I think
2 it's only proper to the public, they understand how we got
3 started, what meetings we had, what we conducted in those
4 meetings, and how we got here. (Inaudible) talks about process.

5 I think it's fair that we start there so we can probably
6 get a more of a foundation to the public, for those who couldn't
7 be to those meetings.

8 But from a commission standpoint, I know we've all been
9 there. Councilperson Botel, since -- you know, we've been here,
10 you've been to all the meetings. But everyone that's been in
11 place has been there. For some -- I know the mayor, he couldn't
12 be to most of the meetings. But this will give him a chance to
13 see what we was doing at that time, before asking a lot of these
14 questions, because it will give him more of a wholistic approach
15 about what we put into this, what the public -- because Bonnie
16 Larson was coming to meetings on Saturday. A lot of folks was
17 coming to a lot of meetings when we had in the CRA. And in
18 those meetings those people had questions and they brought it
19 up. And we put in criteria. We put a committee in place to go
20 and represent all the things that this board said they wanted to
21 see in this process.

22 And the one thing that became a question was, we wanted a
23 presentation. Now we had a chance to address it in a meeting,
24 but it was never addressed. So when it came before the last
25 meeting, we said, okay, if you want a presentation, we can add

1 that to it. And I supported this board in doing that. And
2 that's where we are.

3 But people need to know how much work was put into this,
4 and who was in those meetings, and what we as a board did
5 together to get there.

6 I cannot sit in this meeting and act as if everyone was
7 present in all those meetings. And all I'm saying -- I'm being
8 respectful. We need to make sure we bring the mayor up to speed
9 on what we did in some of those meetings. Because a lot of the
10 questions that are taking place, will give them more of an
11 understanding on how we got to where we are with these teams and
12 the criteria that Mr. -- we had and Mr. Nottingham, had the
13 committee. He asked us questions, okay, what do you want for
14 local participation, how do you find local participation, you
15 know, what type of hotel, what do the feasibility studies say,
16 what do the parking studies say, when will it happen, what
17 impact is it going to have in the area. All these questions
18 went on for years to come.

19 And now we're here, and we want to focus on just the
20 process. And we have people that has been really consistently
21 nonpolitically care about the citizens being involved in this
22 process. And they're not here to get nothing. They're here to
23 see something happen.

24 And at some point we have to show folks that we made
25 decisions, we've been together. And we cannot get to the finish

1 line and punt the ball to the other end of the field, because
2 some folks has chosen not to get their way. We have to give the
3 people an opportunity to see these presentations. And we all
4 agreed to that. So they can see what the committee was looking
5 at. And I think that's fair. You know, give the people what --
6 you know, they want to see it, let's support the people on that.

7 But let's not lose focus on why we are here. They spent a
8 lot of time and energy just putting it into the first phase.
9 They spent a lot of time and energy putting into Phase II.

10 Whether you agree with how Phase I was done, it was done,
11 we got something.

12 Now we got Phase II. We got to take it to another level.

13 That's not to say that no one -- that both these teams will
14 not be in position -- because you have electricians on both
15 sides, you have plumbers on both sides. That's not to say that
16 no one cannot participate. That just means they are the
17 approved team. And when they bid projects out, they can look
18 across the room, they're going to meet people as they walk out.
19 Not just saying that they're going to get it tonight.

20 But Councilperson Botel talked about that. And what we try
21 to do is refrain from doing the public negotiation process.

22 But we got a process in place. But whatever we do now, we
23 gonna have to do on all our projects.

24 And once again, everyone is watching us. And I'm being
25 respectful as I can. I just want to get it right as a board, as

1 a city.

2 And when we do things right, you know, our own people can
3 talk about it and they can brag about they got an opportunity.
4 That's all I care about.

5 You know, we talk about going away and coming home -- all
6 of us coming back, a lot of us coming back, people moving to the
7 city. This is an opportunity -- let's put the process in place,
8 support it, however you all want to do it, and move forward.

9 But don't come in here with an agenda to say, hey, well, if
10 it don't work this time, let's put a new process in place and
11 start all over again. What are you saying to the public that's
12 been following this process and really care about this city?
13 That should not be an option. You set some rules in place; not
14 just in case. You set rules in place for calls to help people,
15 provide services.

16 So we have to stand tall. There are some rules here. I
17 support the rules.

18 But if you're not going to score, we don't have to score
19 it.

20 But to have these teams to sit there and negotiate, come
21 back, and one team member says, you know what, I didn't get what
22 I want, so they come back and they gonna fight again, they gonna
23 come to the meeting, they gonna call their friends and come to
24 the mic. And we gonna go through this for months.

25 CHAIR DAVIS JOHNSON: Mr. Davis. Let me say --

1 COMMISSIONER DAVIS: Go ahead. Take your time.

2 CHAIR DAVIS JOHNSON: It's not a matter of taking time. I
3 just want to respectfully say to you that I take exception to
4 some of the comments that you're making, because from day one,
5 2016, when I sat in this seat, I said, and I stressed, and I
6 requested what?

7 COMMISSIONER DAVIS: Process.

8 CHAIR DAVIS JOHNSON: Process and procedures.

9 COMMISSIONER DAVIS: That's what I said. You did.

10 CHAIR DAVIS JOHNSON: So to talk about how we are
11 addressing a process, it is what I have to be comfortable with
12 and what I have to be able to accept by way of things, how
13 things are handled.

14 I say again, as I said two weeks ago, we shouldn't be here
15 absent of a presentation for the public and the selection
16 committee. Because in selection committees -- I don't know if
17 you're familiar with the processes of RFP selection, after
18 selection there is a team assembled that takes into
19 consideration the written proposal, as well as the presented,
20 the presentation, which collectively gives you your opportunity
21 to have a fair and equitable scoring.

22 So to talk about this being a political wheel, my only
23 concern, which I stated before, and I believe that some of my
24 colleagues had questions, and we all have a right to question
25 because it is our responsibility, what you are doing is

1 tantamount to making this political.

2 So what we need to do is move forward. We need to --
3 number one, we've agreed that we are going to allow the
4 presentations to go. We have agreed that the board will not
5 score, because that is not our role. That should have been the
6 role of the selection committee.

7 And then what we further need to decide, because we are
8 just wasting time here, what we further need to decide is what
9 will the process of deliberation be, and what our expected and
10 intended outcomes will be. We need to discuss that, and then we
11 need to move on and get into the proposals because, you know, we
12 have folks that have come in from out of town, we have
13 individuals locally that have come -- and that have also come
14 from out of town on their teams. So we need to value that.

15 And I'm just saying, let's not belabor. Let us determine
16 as a board what the expected outcome is. It's already been
17 determined by our attorney that we can't leave it open ended to
18 allow for the action that Commissioner Botel is seeking, but we
19 need to figure out as a board what the expected outcome is going
20 to be and how we're going to move forward so that we don't
21 belabor the process.

22 COMMISSIONER DAVIS: Just a point of clarification, Madam
23 Chair, 30 seconds. When I made my position about what we
24 approved then, I stated that this entire board approved an item
25 in support of a process. And I said we all did, all five of us.

1 Just a point of clarity.

2 I didn't say no one didn't want to ask questions. I never
3 went that direction. I said this entire board.

4 We had a process that we all read and agreed to. And I
5 just wanted to state this for the record on that. That's all
6 I'm saying.

7 I'm not saying I'm not opposed -- I approved process one,
8 when we had a selection committee and they came back before. We
9 approved it as is. I'm sure we all read it. We was
10 uncomfortable with it, up until that day. Whatever happened,
11 happened.

12 And I support what you guys want to do. I never stated
13 none of that.

14 I was just talking about the line of questions that we was
15 going down that road, about the tone that we're setting. We
16 just have to stay focused on what we trying to do. That's all.
17 And I support you in what you're stating.

18 CHAIR DAVIS JOHNSON: I whole-heartedly believe that this
19 board is professional and very thoughtful in its deliberations
20 and its questions that it will pose during the Q and A session.

21 So, again, I ask my colleagues, so that we can put this
22 matter to rest, what is the expected outcome of the process of
23 deliberation once the Q and A has been heard and we are then --
24 after public comments, there is a part four on the proposed
25 agenda that says board deliberations. Now included in that is

1 the introduction and scoring instructions, transition break for
2 complete scoring and board action. So we know that we have
3 members that are not willing to score. So that is not going to
4 be an action.

5 So when we get to part four, my colleagues, where is it
6 that you would like to see the conversation go? Anyone.

7 COMMISSIONER DAVIS: Madam Chair.

8 CHAIR DAVIS JOHNSON: Mr. Davis, you're recognized.

9 COMMISSIONER DAVIS: What all our options are at that
10 point? If we eliminate introduction and scoring, board complete
11 scoring, and board -- well, we have board action that's still
12 left, correct?

13 MR. HAYGOOD: Madam Chair.

14 COMMISSIONER DAVIS: Which will be what? Entertaining the
15 motion that was tabled before? Is that what we will be doing?

16 CHAIR DAVIS JOHNSON: Well, let's just be clear. In the
17 RFP it says that the CRA Board of Commissioners shall have the
18 final decision making authority concerning the selection of a
19 proposer, and the CRA Board and the City Council shall have the
20 final decision making authority for the lease and disposition of
21 City/CRA owned real property or interest. We have options and
22 we need to figure out what those options are going to be. But
23 what I would like to do is stop here and allow the attorney to
24 provide some guidance.

25 MR. HAYGOOD: Yes. The alternatives that you have will be,

1 number one, to approve the resolution that was prepared and
2 suggested by staff.

3 Number two is to, again -- I guess you could reject it.
4 But that's going to really leave us -- you're going to need to
5 give us some direction, the staff, if you do reject it, what you
6 want to do.

7 You can throw everything out and start all over.

8 The one thing you cannot do, without going through the
9 scoring, is deviate from what the selection committee
10 recommended to you. You cannot select anyone else without going
11 through the scoring.

12 MAYOR MASTERS: Point of clarification, Madam Chair.

13 CHAIR DAVIS JOHNSON: Are you done, Mr. Attorney?

14 MR. HAYGOOD: Yes.

15 CHAIR DAVIS JOHNSON: Mr. Mayor, you're recognized.

16 MAYOR MASTERS: So my question is, can we reject the
17 scoring of the selection committee all together?

18 MR. HAYGOOD: You can reject the resolution. You can not
19 approve the resolution. That is one of the --

20 MAYOR MASTERS: Which would be rejecting their score?

21 MR. HAYGOOD: Rejecting the recommendation.

22 MAYOR MASTERS: Okay. And also it means that we can score
23 it ourselves.

24 MR. HAYGOOD: I'm suggesting to you that if in fact that's
25 what the board -- if the board wants to consider all the

1 applications and implications, and feel free to choose who they
2 want out of the two, they need to go through the scoring.

3 MAYOR MASTERS: Scoring meaning that we can come up with a
4 different score?

5 MR. HAYGOOD: No. The same criteria that was published in
6 the RFP.

7 MAYOR MASTERS: Okay. Also, while I've got 30 seconds,
8 just 30 seconds, just point of clarification to my colleague,
9 I'm very much caught up on what to know. I'm caught up to
10 speed. My questions will be based upon presentation, not based
11 upon previous meetings.

12 Thank you, Madam Chair.

13 CHAIR DAVIS JOHNSON: So we've heard from the attorney.
14 Those are your four options: Approve the recommendation, reject
15 the recommendation, throw the proposals out all together and
16 start afresh, and the fourth item is we cannot select the other
17 proposal without going through a scoring process. Which I
18 believe this body does not wish to score. Is that correct?

19 COMMISSIONER BOTEL: Madam Chair.

20 CHAIR DAVIS JOHNSON: Commissioner Botel, you're
21 recognized.

22 COMMISSIONER BOTEL: Do we not also have an option to say
23 we would like to give this process one more month and provide an
24 opportunity for what I've suggested?

25 MR. HAYGOOD: You don't have to take action. You can table

1 it. You always have the option to table.

2 The other suggestion I would make, if the issue with the
3 board is the time involved and being familiar with the
4 proposals, you could certainly just have the presentations
5 tonight and at a later meeting come back and actually score.

6 VICE CHAIR HUBBARD: So you're saying, moving away from the
7 recommendation requires scoring. Throwing it out eventually
8 will also require scoring. Moving away from the
9 recommendation --

10 MR. HAYGOOD: If you reject it, you just say we don't want
11 to do it. You don't have to score. You just after the
12 presentation say we're rejecting the suggestion from the
13 selection committee. That's not a de facto meaning that number
14 two gets it, of course. That's meaning this is thrown out and
15 you then have to give us direction, staff that is, as to how you
16 want to proceed. That's one of them.

17 Two, you can tonight, if, if in fact you want, you want to
18 make the decision, you want to make the selection as to who is
19 going to be the developer, you could always have presentations
20 tonight, without being under the gun to score, and come back at
21 a later meeting and actually score.

22 MAYOR MASTERS: So we're under the gun tonight.

23 CHAIR DAVIS JOHNSON: No.

24 MAYOR MASTERS: That's what he said.

25 CHAIR DAVIS JOHNSON: Are we clear on what the options are?

1 Okay. Part one, presentation number one. Who is our first
2 presenter? Do we know?

3 THE CLERK: We had asked APD by flipping of a coin to
4 present first to the board.

5 COMMISSIONER DAVIS: Madam Chair.

6 CHAIR DAVIS JOHNSON: Mr. Davis.

7 COMMISSIONER DAVIS: How are we going to protect this
8 process? Are we asking one team to leave? Or how are we
9 protecting the process on that? And when was the coin flipped
10 and who was present?

11 I'm just asking. I mean --

12 CHAIR DAVIS JOHNSON: The coin had to be flipped over at
13 the CRA office. None of us were there.

14 MR. HAYGOOD: You know, we didn't have the a whole, like
15 the middle of the field. The two of us sit down and say, well,
16 how are we going to determine who goes first. Let's just flip a
17 coin, and however the coin goes. That's how we did it.

18 Now, as far as, as far as the other team leaving the
19 meeting. You can ask but you cannot force. And it's not to be
20 taken into your deliberation or to your consideration whether
21 they leave or not.

22 CHAIR DAVIS JOHNSON: So the, the second team will be
23 sequestered over in the city manager's conference room. You
24 will be accompanied by Darlene Hatcher. Ms. Hatcher, please
25 stand. Would the Tezral team please, all members, all members

1 of the Tezral team, all subcontractors, anyone who is
2 associated, if you would please -- Mr. McCray. I believe his
3 name showed up. Anyone who is listed on -- any of that team,
4 would you please exit the room.

5 MAYOR MASTERS: Madam Chair, while they're going, are we
6 going to ask that their cell phones, because people can text, be
7 turned off or something? That there shouldn't be any text
8 messages either.

9 CHAIR DAVIS JOHNSON: I don't believe we have the authority
10 to take their cell phones.

11 MAYOR MASTERS: Not take them. But just be aware that
12 people can text.

13 CHAIR DAVIS JOHNSON: Well, that's why we're asking all
14 members. So if you are not a member of the Tezral team, and
15 you're remaining in the building, we just have to trust that you
16 will abide by the rules and regulations of this process and not
17 convey any portion of the presentation that is being made. We
18 just to have trust the integrity of the individuals.

19 Had the selection committee done this, we would not be at
20 this juncture; and I'm going to stand by that.

21 Does anyone need a break before you present? You ready to
22 go? So we have one counsel member off the dais.

23 COMMISSIONER DAVIS: Do they set up now?

24 CHAIR DAVIS JOHNSON: Absolutely. You can begin setting up
25 if you need to.

1 MAYOR MASTERS: Please note the cameras are rolling and
2 we're still on TV.

3 CHAIR DAVIS JOHNSON: Proceed, Mr. Irons. Good evening.

4 MR. IRONS: Good evening. Well, good evening,
5 commissioners, and to all of you who are here in the audience
6 and watching at home.

7 My name is Vaughn Irons. I'm the CEO of APD Solutions Real
8 Estate Group, based in Atlanta, Georgia.

9 And I'm very happy to be here today representing our team
10 submission in order to share with you some highlights of our
11 proposal. What we attempted to do with this presentation is to
12 follow along with the aspects of the RFP as described; and so
13 what you'll see here, today's agenda, over the next several
14 minutes what I'll attempt to do is cover these items.

15 We'll talk about the company and the leadership profiles.
16 We'll give you some samples of similar projects that are
17 relevant to this type of development. We'll discuss the
18 development team structure, the development approach, our
19 financial capability, marketing strategy, and additional
20 considerations. At the conclusion of that, I'll be happy to
21 answer any questions.

22 I would also like to acknowledge several members of the
23 team who are here today, that I will mention by company name as
24 we move through the presentation. And I'd also like to also
25 mention our co-developer, Mr. Arnold Broussard, who was going to

1 be here today with me to conduct the presentation, but he's
2 unfortunately in the hospital at this time. So I'm going to
3 carry the load alone. But Mr. Broussard is certainly here in
4 spirit.

5 So I think the first question is who is APD Solutions. We
6 are a community economic development firm. We're based in
7 Atlanta, Georgia. Over the last nine years we've done projects
8 in 16 states, from Connecticut to California. We essentially
9 exclusively work in communities that we consider to be
10 underserved. In essence my team and I, we look for areas that
11 are positioned and have prime possibilities but may need a
12 little bit more expertise on the ground in order to realize
13 their full potential.

14 APD, at home, you know, the running joke is it stands for
15 Atlanta Police Department. I assure you that's not what it
16 actually stands for. It stands for Advisory Program Management
17 and Development Services.

18 We have functional areas that just provide consulting to
19 cities and counties and others. So we have a pretty robust
20 portfolio of urban planning work that we do and conduct, as well
21 as program management. So we've managed several city programs,
22 from down payment assistance programs to neighborhood
23 stabilization programs, and overseeing grant programs; as well
24 as development work, whether that be single family or commercial
25 work.

1 You know, essentially, our company profile today, we have
2 about 18 professionals; we are a minority and a small business
3 enterprise. We began our firm by raising capital. So one of
4 the things I think that's essential to this project is you need
5 a development partner that has experience in raising private
6 capital and understanding how to leverage that with local and
7 public resources that may be available.

8 Our development approach is not to burden a city with
9 subsidizing our development. We have a very market based
10 approach. And we began our firm nine years ago by raising 2.1
11 million dollars in private equity to begin APD.

12 As it stands right now, we generate about 6 million dollars
13 in annual gross revenue. We work exclusively in distressed and
14 underserved areas. We could take work in easier communities; we
15 could look for low hanging fruit. We exclusively look for
16 communities that have underserved populations, high minority
17 populations. In many cases we're working in areas that have
18 high poverty percentages. And most of my employees grew up in
19 neighborhoods just like Riviera Beach. I grew up in a community
20 in upstate New York very similar to Riviera Beach. And what we
21 try to do is to take those experiences and infuse it in what
22 we're doing.

23 Frankly, there are a number of developers that work in many
24 different communities, but there are communities that need the
25 expertise, and that's what we're here to do.

1 Over the last several years we completed about 40 million
2 dollars in development projects on our own. We've collaborated
3 with other entities.

4 I'm proud to say that last year we were the Small Business
5 of the Year, of the county we're based in, DeKalb County,
6 Georgia.

7 In 2014 I was CEO of the Year of the Georgia Business
8 Council.

9 And in 2012 we won the Pacesetter Award for the fastest
10 growing privately held business in Metro Atlanta. We were
11 number six on that list, out of the top 50 fastest growing
12 firms. In 2012 we were the only minority firm on that list.

13 COMMISSIONER BOTEL: Madam Chair.

14 CHAIR DAVIS JOHNSON: Commissioner Botel, you're
15 recognized.

16 COMMISSIONER BOTEL: Will you be able to provide us a copy
17 of these slides? So I can stop taking notes.

18 MR. IRONS: Yes. We had provided them earlier today. I
19 didn't know that you didn't have them. But we're happy to make
20 them available.

21 COMMISSIONER BOTEL: Thank you.

22 MR. IRONS: And then I think from a membership standpoint,
23 you need a developer that has contacts and memberships in the --

24 CHAIR DAVIS JOHNSON: One moment, sir.

25 Mr. Evans said that he has it in electronic format. He

1 received it later this afternoon in electronic format.

2 COMMISSIONER MILLER-ANDERSON: Can you see if we can maybe
3 get somebody to run copies of them downstairs in the office. So
4 that -- I would prefer to have it so that I can -- I'm trying to
5 write quick here.

6 INTERIM EXECUTIVE DIRECTOR EVANS: Sure.

7 COMMISSIONER MILLER-ANDERSON: I mean he doesn't have to
8 stop. He can keep going. But we can get someone to go and make
9 copies of it so that we can have it up here.

10 COMMISSIONER DAVIS: Madam Chair.

11 CHAIR DAVIS JOHNSON: Mr. Davis, you're recognized.

12 COMMISSIONER DAVIS: I was just gonna suggest if he's gonna
13 pause for a minute, maybe he can take a minute and introduce his
14 team. If we want to wait for the sheets. But you're saying
15 it's okay to keep going.

16 COMMISSIONER MILLER-ANDERSON: No, he doesn't have to wait.

17 MR. IRONS: I apologize for that. I think the assumption
18 we had based upon the communication was that it was to be
19 submitted today and it would be relayed to you. But we're happy
20 to accommodate you getting those copies as you need us to do.

21 But what I would like to also emphasize here, one of the
22 things that's very important about the development work that
23 you're requesting is you need a developer that's connected with
24 the entities and institutions and the trade associations that
25 are connected to development work. We're members of the

1 National Association of Home Builders. We're members and
2 actively involved in the International Council of Shopping
3 Centers, which is the main trade organization for retail
4 businesses and operations in the world. We're members of the
5 International Economic Development Council and the Community
6 Development Finance Associations, as well as the National
7 Association of Housing and Finance Agencies. So between myself
8 and my staff, we try to be actively involved in those
9 institutions.

10 And if you're going to grow a destination type of
11 development, if your developer isn't actively involved in ICSC
12 they're not going to be able to recruit the type of national
13 credit tenants that you want. The way you get a highly valued
14 development is you need national credit tenants to be a part of
15 that, because that's how you finance your projects. And then if
16 you have a certain number of national credit tenants it gives
17 you an ability to support local entrepreneurs as a part of your
18 development in financing your project.

19 The next thing I'd like to highlight is our parent company.
20 Two years ago we sold a portion of our company's equity to Urban
21 Retail Properties. Urban Retail is a firm based in Chicago.
22 Its regional office is -- I'm sorry.

23 CHAIR DAVIS JOHNSON: You know what, let's stop for a
24 moment.

25 Are there any other questions, so that we cannot interrupt

1 this presentation any further? No further questions?

2 MR. IRONS: I assume I'll get a couple minutes back.

3 CHAIR DAVIS JOHNSON: You will.

4 MR. IRONS: No, I'm just teasing.

5 CHAIR DAVIS JOHNSON: Trust me. You will.

6 MR. IRONS: I'd also like to highlight our parent company,
7 Urban Retail. Urban Retail is a company formed over 40 years
8 ago. They're headquartered in Chicago, where most of the
9 national retail entities are headquartered. But their regional,
10 their southeastern regional office is right here in Palm Beach
11 County, in Boca Raton. We will be setting up some offices. The
12 leasing department is there in Boca, where all the leasing is
13 done for Urban nationwide.

14 Our parent has 20 million square feet of retail and 4.8
15 million square feet of office and industrial that they currently
16 have under management. They have 53 retail properties in 19
17 states, 14 of those right here in Florida, some of those right
18 here in Palm Beach County. Many of the people here in this room
19 shop at those institutions. And we provided some of that
20 information through the proposal.

21 They have 1.7 billion of assets under management. And so
22 their management profile is pretty stout. And the fact that
23 Urban is chosen by many of the real estate portfolios and other
24 entities to manage and develop their retail properties, it also
25 gives us leverage when we're going to national credit tenants to

1 attract them here. Because we get to say, if you'd like to come
2 to our property in Michigan, or our property in Atlanta, we also
3 need you to look at our property in Riviera Beach. We get to
4 put this property in front of the big boxes and the national
5 names right up front.

6 From a leadership standpoint, I'm the principal of APD.
7 I'll be the principal in charge. I have a Masters of Science in
8 real estate from the number four real estate school in the
9 country, Georgia State University. I have an MBA from the
10 number 21 business school at the University of Maryland. And I
11 have a BA from the number one public policy school in the United
12 States, at Syracuse University.

13 I'm a former senior executive at Freddie Mac. And I also
14 served on a board very similar to yours, the DeKalb County
15 Development Authority, where I was chair for three years; I
16 served on that board for nine. While I was there, we did 2.2
17 billion dollars of investments in DeKalb County.

18 I also mentioned our memberships.

19 My business partner and the CEO of our parent company,
20 Mr. Craig Delasin, he has a BS in finance from Wyoming. He's
21 been the CFO for several entities. He was on the development
22 team that built the fourth largest shopping mall in the United
23 States, in upstate New York. And he's the founder of
24 Hospitality International; also a member of ICSC.

25 Our co-developer, Mr. Arnold Broussard -- many of you know

1 Mr. Broussard because he was a compliance consultant on Marina
2 Village Phase I -- he has an MBA from the Wharton Business
3 School and a BA from Tulane. He's also a Florida licensed real
4 estate broker and a Florida licensed community association
5 manager.

6 All of our decisions being made, and all of our actions are
7 taken into account with these three individuals. There's no one
8 individual that's moving forward. I'm bringing the development
9 expertise because we've done many projects like this before.

10 Relevant projects. We mentioned to you in the proposal our
11 largest project that we're taking on right now, in Stonecrest,
12 Georgia, which is about 20 minutes outside of downtown Atlanta,
13 and 20 minutes away from Atlanta airport, it's a 197-acre sports
14 entertainment destination. We've been really defining this
15 tourism destination approach to mixed use. It's 363 million
16 dollars of new investment; which we've been successful in
17 raising the first 200 million of that over the last year, and
18 we're on our final stretch as we speak. It will add 341,000
19 square feet of additional food and attractions. We brought
20 Round One Entertainment Center, which is essentially kind of
21 comparable to a Dave and Busters. It's very popular. It's a
22 Japanese publically traded company.

23 We can go internationally and recruit attractive businesses
24 to come to your destination. As respective of Round One, we
25 have a great relationship with them. And in this particular

1 development, Round One is 150 percent above projection, from
2 their first year of operations.

3 We are opening Topgolf Swing Suites at this location on
4 December 31st of this year.

5 We are also -- we have a lease in place for a SeaQuest
6 Aquarium. You may be familiar because I believe SeaQuest just
7 recently opened one right down in Broward County.

8 We also have a 72,000 square foot food hall, which features
9 local entrepreneurs. We have figured out how to do a mixed use,
10 mixed income type of development that gives us the ability to
11 leverage the national credit tenants so that we can subsidize
12 rents for local entrepreneurs. We believe we'll be able to
13 bring that same philosophy here so that we can grow local
14 entrepreneurship and have active participation year round in the
15 project. So not taking your local businesses and just putting
16 them in carts or asking food trucks to drive by, because what
17 that does is it robs the city of tax base. We're talking about
18 full-time artisan type of retail being placed here through local
19 entrepreneurs; we have experience doing that.

20 We also are adding 130,000 square foot Emory Healthcare
21 facility. We'll have an outdoor amphitheater; two parking
22 decks, so 3,000 spaces and 1200 spaces; several new hotels,
23 including a boutique hotel with our flagship. It's projected to
24 have 1833 new jobs and a 200 million dollar annual economic
25 impact.

1 That is the type of development that we do. That is the
2 type of development we envision bringing here to Riviera Beach.
3 It's, of course, a smaller location here, but I think you have
4 some advantages that I don't have, sitting on the side of a
5 mountain, with your marina.

6 Another project -- this is a mixed use project we did on a
7 similar size site, it's an 11-acre mixed use project that we did
8 starting in 2011. It's 23 brownstones with 15 storefront shops
9 on the ground level. So it's mixed use residential live, work,
10 play. We added a new public square. We used 100 percent local
11 contractors and small businesses. And it was a 14 million
12 dollar average -- or a 14 million project cost with the Panola
13 Slope project in Decatur, Georgia.

14 Another project I like to highlight. We're actively
15 involved in this right now. We're redeveloping an entire side
16 of Syracuse, New York. I happen to have grown up in Syracuse,
17 New York. The reason we're working on this project is because
18 our company is the type of company where we like to go where our
19 employees grew up, in order to rebuild those communities. And I
20 couldn't in good conscience see the community that I grew up in
21 sliding in the wrong direction while I'm helping other
22 communities across the United States grow.

23 Unfortunately, since I've left there, it's the highest
24 poverty minority census tract in the United States. 34 percent
25 of the individuals that live in the neighborhood I grew up in

1 are in poverty. We were hired to create the five-year
2 redevelopment plan for that neighborhood, working with the City
3 of Syracuse and their planning agency, TNT. To date we
4 facilitated 23.7 million of new investment in that neighborhood.
5 We began by redeveloping single family units; and then we also
6 transitioned into doing gateway and community mural projects so
7 that we can build the spirit of the citizens in that
8 neighborhood, who have for the last several decades have been
9 depleted of hope. And by doing those type of things, getting
10 them actively involved, they are the catalyst to turning that
11 neighborhood around.

12 We would like to bring that same type of philosophy to the
13 development that we're doing here. You can't do a project like
14 this in Riviera Beach without getting the citizens actively
15 involved; not just from a volunteer standpoint, but there has to
16 be investment opportunities; we also have to figure out how to
17 bring back people who grew up here in Riviera Beach to
18 participate and be a part of turning this community in the
19 direction you'd like to see it go.

20 Currently the project that we're working on, we
21 developed -- we're redeveloping a historic firehouse into a
22 community cafe to respond to the food desert situation that
23 they're having there. We put together the business plan, and we
24 will also take over management and operations of that cafe as a
25 part of our staffing plan for that area.

1 So we're a multifaceted entity that do various different
2 things from development to management in order to help these
3 projects move forward.

4 Just in summary, there are other relevant projects -- I
5 don't have enough time to really tap into it -- that our
6 entities have done. The Forum at Pompano Beach, which is right
7 down the road. Mr. Broussard was a leading part of the
8 development team there.

9 VU New River in Fort Lauderdale is a 54 million dollar
10 project that Urban Retail worked to develop.

11 Metroflag in Las Vegas. If you've ever been there, this is
12 right next door to the Aladdin. It's on the strip. We just put
13 this property on the market for 550 million dollars. I've
14 actively worked, personally, with the development team at Urban
15 to reposition this particular property.

16 The Shoppes at West Palm Beach, right down the road, it's a
17 21 million dollar project that Urban developed.

18 Miracle Marketplace in Miami, a 92 million dollar
19 redevelopment project. You know, that was a former shopping
20 center that was redeveloped, and increased its sales; and we
21 brought in some new retailers related to that.

22 And one of my favorites, the Shanghai Fashion Center. We
23 don't just work down the street. We don't just work in the
24 United States. We have the ability to work internationally and
25 to attract business internationally. I personally have been to

1 China three times on recruitment visits, to bring companies back
2 here to the United States. And we're not afraid to get on a
3 plane to go around the world to bring new businesses right here
4 to Riviera Beach.

5 But the Shanghai Fashion Center is one of the most popular
6 destinations right outside of Shanghai. The outlet centers are
7 taking off there, similar to the large outlet center that you
8 have right down the road in West Palm Beach. And that was a 250
9 million dollar development led by Urban. But we had the ability
10 as a minority part of the Urban team to participate in that
11 project.

12 Our local development team structure includes many
13 companies that are based right here in Palm Beach County. I
14 told you about APD, New Synergy Ventures, and Urban Retail. But
15 REG Architecture, which is our partners, are here today. So
16 they're going to focus on architecture with us. EC Fennell,
17 public accountants, helping us with the engineering. D.
18 Stephenson Construction. Steve White is here with Protective
19 Hands, helping us with our community benefit strategy; and he's
20 one of the reasons why that strategy is so robust. Cooper
21 Construction Management on the construction management side.
22 Schmidt Nichols on the landscaping architecture. Nason Yeager
23 on legal. And then Urban Retail is going to lead our leasing
24 with the national tenants; and my staff will lead our leasing
25 working with your local entrepreneurs.

1 This just gives you a highlight of how we typically work.
2 We view the City of Riviera Beach and the redevelopment agency
3 as our clients. We will treat you as such. As principal, I
4 will be available; but also Mr. Broussard will be working with
5 me very directly on project management.

6 And you can see all of the functional areas that we'll have
7 available for the project, and what we anticipate our various
8 partners doing on the project.

9 From a financial capability standpoint, per your
10 requirements, we submitted financials, not just for us as the
11 prime but we also submitted financials of our parent company.
12 In your process we followed your entire process to the T. We
13 did not deviate from that. There was an opportunity to ask
14 questions, the things that we had concerns about. There were
15 two opportunities to submit questions and get answers and get
16 guidance.

17 We found a way to release our financials as a part of this.
18 And I think that's important because you needed to see that not
19 only do we have the capability to successfully run a business
20 for the last 10 years or the last 40 years, but we also have the
21 resources that we can carry predevelopment without asking the
22 city to subsidize our efforts to get your development project
23 started. You know, we have experience in all of those different
24 aspects related to financial capability and financing expertise.

25 You know, from a financing expertise standpoint, again, per

1 your requirements, we provided a letter from KeyBank Real
2 Estate, which we've done projects with before. You asked for a
3 letter of interest in the project, not a letter of support. And
4 what KeyBank provided to you is saying that we provided them
5 with a profile on this project; we told them what we were
6 intending to do; and they were able to respond to tell us not
7 what funds we have in the account but that they're interested in
8 working with us to move forward; and they've already financed a
9 number of projects with us previously.

10 There are 15 different kinds of debt and equity that we
11 have experience with. We can do public and private. So we can
12 do -- we've done traditional bank debt. We've done bonds.
13 We've done private activity bonds. We've done pilots. We've
14 done build to suit. We understand CDFI, CDEs, CDBG, New Market
15 Tax Credits, EB-5. We've done the full gamut of options on how
16 to finance projects, because typically we're working in very
17 difficult environments and we cannot leave anything left behind,
18 so we look at all options when we're trying to finance
19 developments.

20 Our development vision for Riviera Beach is to create a
21 unique family entertainment destination. I'm going to repeat
22 that. We are here and interested in working with you to create
23 a unique family entertainment destination. We want to draw
24 locals, workers, regional households, and tourists here. The
25 question you have to ask yourself is with South Florida having

1 so many options for people, what's going to make a family get in
2 the car and drive past 23 other locations to come to Riviera
3 Beach. We believe we have the solution for that. We believe
4 we've been studying your marketplace not so that you can have
5 the 25th similar strip center or the 25th barbecue joint in Palm
6 Beach County; but we believe we're going to give you a unique
7 destination that you can be proud of, to build a lifestyle
8 perspective. We want to give patrons multiple reasons for
9 visiting. We want to provide you with multifunctional appeal.
10 So not just from a cultural standpoint, but to appeal to all
11 incomes and households.

12 We want to use technology in order to enhance the visitor
13 experience.

14 We will attract credit tenants that are distinctive. I
15 can't underscore that enough. All tenants are not created
16 equal. Credit tenants are how you finance with private capital
17 your developments. If we go out here and just find tenants that
18 are not capable of paying the rent, then what happens is it
19 depletes the value of your development from the beginning, and
20 you don't have any resources to subsidize the community benefits
21 that you'd like to focus on. So we've thought through that.

22 We want to enhance your waterfront, preserve the viewing
23 corridors. It's key that your development is not overbuilt.
24 When people are driving down Broadway, you want them to have the
25 sense that the waterfront is there and they want access to it.

1 If we overbuild the entrance, what happens is people don't know
2 that they're there. And unfortunately, with some of the
3 decisions that were made in Phase I, you can stand on the marina
4 and not even realize the waterfront is there. We want to
5 enhance that as a part of this development and use it as an
6 attractant. It's one of your advantages. And in every sense of
7 the way we will fuse in local job creation and wealth creation.

8 If we build this development and the citizens of Riviera
9 Beach don't become more financially capable, we've all failed.
10 We have to build a development that fuses wealth throughout this
11 community so that the life style of your citizens is improved.
12 Not that they just have another destination to go to.

13 As a part of our development concept here, the different
14 components, we are prepared to bring a Topgolf Swing Suite into
15 your Event Center. One of the things that we noticed is that
16 the Event Center can be enhanced as a destination. Bicentennial
17 Park, it's right next to the water, but you don't have enough
18 opportunity for people to really directly engage in the
19 waterfront. We would like to bring in an aquatic center that
20 brings in wave simulators and other attractions; a beach bar, a
21 restaurant row, a retail promenade, indoor attractions.

22 On the hotel. Bringing a regular business hotel is nice,
23 but what we're trying to appeal to are people that are going to
24 come here, stay for days, and spend money here; and so we
25 believe a boutique hotel would add more of an attraction to this

1 area that we're trying to make a tourism destination.

2 This is our rendering. The development concept is about
3 iconic place making. We are not trying to overbuild the
4 development. There are plenty of opportunities to catalyze
5 future development to increase the value of this area. We must
6 leave the viewing corridors and the access to the waterfront as
7 a key attractant and enhancement.

8 The big idea. The public market. We believe this is
9 essential because we have to create a mechanism for your local
10 entrepreneurs to actively participate and generate wealth
11 building in this community; so the focus on artisan shops, but
12 also fresh foods and community events.

13 The aquatic center. As I just mentioned, you can stand on
14 several locations there, and as you stand on those different
15 locations, you don't know that you're at a waterfront. We want
16 to accentuate the access to the waterfront with the wave
17 simulator next to the concessions area; potentially a drop
18 slide, a sunbathing deck, things of that nature, as an
19 attractant to the area.

20 Also, one of our big ideas is amusement. We believe that a
21 Ferris Wheel or some other type of attraction, a zipline,
22 something of that nature, could enhance Bicentennial Park. And
23 the reason we believe that is because it would give you an
24 ability to enhance the sight lines from that particular
25 property; so as people are getting to the top of the Ferris

1 Wheel, you want them to be able to see over Peanut Island to the
2 Atlantic Ocean. And you want them to be able to consume how
3 beautiful Riviera Beach really is. And so we believe that
4 something like a Ferris Wheel gives us an ability to enhance
5 that.

6 So, finally, as we get into additional considerations in
7 our proposal, one of the key things that we thought was
8 important is you need a management proposal where the entire
9 site is managed by one singular group. We have unparalleled
10 management capabilities in similar types of destinations and
11 other retail locations. We would -- in order to attract the
12 type of retailers we want, we would have to promise them that
13 we're going to manage the retail anyway. We believe assisting
14 the City by removing the need to subsidize the Bicentennial
15 Park, Event Center, and Marina Uplands, to the tune of 1.6
16 million dollars on an annual basis, is an immediate injection to
17 the budget of the CRA. Right now you're subsidizing those
18 operations. We believe that we can manage them a little
19 differently by cross pollinating them with our new developments
20 and make them immediately profitable.

21 From a community benefit standpoint, I mentioned several
22 times the local business enterprise opportunities, the local
23 investment and equity partner opportunities. We have ideas
24 where we would work with you to reach out to the former
25 residents of Riviera Beach who have gone out into the world and

1 have done well. But what we want them to do is look at where
2 they grew up, and not just do well but come back here and do
3 good. And we can create opportunities for them to invest in
4 this project, as well as other citizens of your community, so
5 that they won't just be bystanders seeing this develop, but they
6 can participate in this from an economic development standpoint
7 and ownership standpoint.

8 We're very in tune to business contracting opportunities in
9 all of our projects. Whether we are asked to do that by our
10 clients or not, we always have a high minority and a high small
11 business participation in every single project we do. We have
12 permanent job opportunities, we believe that will be here for
13 your local residents. And we have two different types of
14 construction skilled workforce opportunities inclusive of we
15 have developed in Atlanta and in New Orleans as our work in
16 Katrina, the ability to train youth in order to participate and
17 give them the skills to work on projects such as these.

18 And then we want to be clear about this. We view the city
19 and the CRA as an investor, not a subsidizer. We are not coming
20 here to build a development and then leave you holding the bag
21 to fill the gap of what we weren't able to do, or other
22 unanticipated things. APD, Urban Retail, and New Synergy
23 Ventures, we are going to go into our pockets and our bank
24 account to forward this venture together. We're not asking you
25 to bankroll us. We're asking you to trust in us so that we can

1 invest in this community and bring our resources to bear.

2 What I'll tell you in closing is this: In order to get
3 something you never had, you might have to do something you
4 haven't done. And, hopefully, we're the something that you
5 haven't done, that turns the Marina Village around to the
6 prosperous future that you're looking for.

7 And with that, I'm happy to answer any questions.

8 CHAIR DAVIS JOHNSON: Thank you, Mr. Irons.

9 Vice Chair Hubbard, you're recognized.

10 VICE CHAIR HUBBARD: Thank you for your presentation.

11 One of the things in redeveloping Riviera Beach, the
12 Marina, is to create wealth and improve the quality of life for
13 the residents of Riviera Beach. We often hear people say, CBAs,
14 Community Benefit Agreements, well, what I want, what I want to
15 know is about some of the different types of -- some of the
16 creative ways that you have been able to include the persons
17 that cannot, that don't have the full bonding capacity, for
18 example. And a lot of, you know, people will use that as an
19 excuse, well he couldn't be bonded, he couldn't bond that much.
20 We have, you know, several unions here that have skilled labor,
21 you know, across the gamut. We want to see those people here
22 used, not people brought from, oh, I worked with him on a
23 project in DC, so I'm going to have him bring his crew down.
24 That's not something that, you know, we're looking to have.
25 And I want you to speak to that. How do you bond -- what

1 have you done to see other smaller people become bonded and able
2 to participate in a process this size?

3 MR. IRONS: Great question. So I mentioned to you that
4 we've done several projects in 16 states over the last nine
5 years. The only way that we can work in that many locations is
6 by creating opportunities for locals to participate. So when we
7 go Connecticut and we do a project, we work with local entities
8 there, whether they be contractors, non-profits, real estate
9 professionals. When we're in New York, we use full
10 participation from entities in New York. And that's our
11 intention to do so here.

12 We -- several years ago we worked for the City of Tampa, we
13 ran a portion of their neighborhood stabilization program. We
14 used all local contractors from the Tampa area. We didn't bring
15 contractors from Atlanta down there to work on that project. So
16 that's a part of what we do. It's philosophical for us.

17 And one of the reasons we identified all of these local
18 entities going in, is we wanted to be assured that there were
19 local participants that could fulfill the needs of the project
20 so that we didn't have to look back in other places to bring
21 them here; we know that they are capable contractors and other
22 entities here.

23 Now, to your specific question about bonding, some of the
24 things that we've done, because we're serious about minority and
25 small business participation, if we go in and we find a prime

1 that's going to work with us from a contracting standpoint, we
2 sit down with them and say we need you to assist us by getting
3 more local businesses and minority businesses to participate.

4 Sometimes what we've done is, instead of doing a contractor
5 insurance policy, we'll do an owner's insurance policy. And by
6 having an OCP, that gives us an ability to have a master policy
7 that we can share in some of the risk with that contractor as
8 they get bonding, in order to cover some of the subs that we
9 want to see participate.

10 I think the final thing that we do in all of our projects
11 is, you have to have a comprehensive understanding when you're
12 doing a development like this of all phases of the development.
13 And what we try to do is to create opportunities for capable and
14 willing local contractors to learn how to move to the next stage
15 as a part of our project. Because we're -- our philosophy is
16 oriented that way, we can engineer that into the process at the
17 beginning, in day one; and that has worked for us very
18 successfully.

19 VICE CHAIR HUBBARD: Thank you.

20 CHAIR DAVIS JOHNSON: Any other questions from the
21 commission?

22 COMMISSIONER BOTEL: Madam Chair.

23 CHAIR DAVIS JOHNSON: Commissioner Botel, you're
24 recognized.

25 COMMISSIONER BOTEL: Thank you.

1 I guess you can anticipate my question. Would you be
2 amenable to having a conversation with the other presenters
3 toward the possibility of collaboration?

4 MR. IRONS: Well, I think -- what we're all here to do is
5 to see the City of Riviera Beach move forward. I heard your
6 proposal as you mentioned it earlier. That conclusion did occur
7 to us before, because we think there are many different entities
8 in this community that have great ideas. And so I think if we
9 cast the net it wouldn't just be with the other proposer in the
10 process, but there are other individuals in this community that
11 could bring things to the table. They just didn't know how to
12 submit an RFP package.

13 We need to go into this community and be actively involved.
14 We want to be collaborative. And if there is something that's
15 on the table that someone else is bringing to the table, we're
16 happy to work with them in order to move the project forward.

17 COMMISSIONER BOTEL: I think you and I spoke at the last
18 meeting about the workforce development projects that I've got
19 going, and I'm happy to see that you've got workforce
20 development as a part of your proposal, so I would anticipate
21 that we can collaborate effectively in that regard. Thank you.

22 MR. IRONS: Absolutely. And if you don't mind me just
23 briefly mentioning, as we worked in New Orleans post Hurricane
24 Katrina, we had to implement that program because there weren't
25 enough contractors available in order to respond. And so we

1 brought in contractors that could train through local churches
2 and other entities as a part of a community benefits program, in
3 order to grow the pool of contractors and participants that
4 could help bring that community back. And so once we were able
5 to do that, we've implemented that type of program in various
6 stages several different times to a positive result; and we
7 would be happy to work with you to do it here as well.

8 CHAIR DAVIS JOHNSON: Any other questions?

9 COMMISSIONER MILLER-ANDERSON: Yes, Madam Chair.

10 CHAIR DAVIS JOHNSON: Commissioner Miller-Anderson, you're
11 recognized.

12 COMMISSIONER MILLER-ANDERSON: Good evening. Thank you so
13 much for the presentation, Mr. Irons.

14 I just have a few questions. I kind of alluded to it last
15 meeting. Just a few things maybe you can clear up for me with
16 the Sunbiz, with it in the State of Florida. Are you a
17 registered corporation in the State of Florida? Or is it just
18 Georgia? Is it Delaware?

19 MR. IRONS: Great question. So as we move throughout these
20 various different communities, we're a real estate development
21 company, and so what we try not to do is to commingle real
22 estate in the same portfolio. So if we're doing a project in
23 Florida or in Riviera Beach, it won't be in the same ownership
24 portfolio as property we own in North Carolina or property we
25 have in New York. So we always create separate real estate

1 blockers. It's a best practice that happens throughout the
2 development community.

3 And so as we worked on that project in Tampa, we created a
4 Florida based real estate blocker to hold those properties. And
5 the piece that you're talking about is that particular entity
6 that was set up for the Tampa project back in 2011. When we
7 finished that project, when we sold all of the properties,
8 typically what occurs is they're administratively dissolved.
9 And for some reason that didn't happen in Florida. But in every
10 other community, when there are no transactions and no real
11 estate in them, so the parent company, APD Solutions, that we
12 use as the management entity where the staff sits and our
13 profits roll up to, where we file our taxes, is based in
14 Georgia. And that is, you know, fully registered.

15 When we move into a new community, we always file for a
16 business license in that community. So if we came here we would
17 file for a business license in Riviera Beach; we would set up a
18 locally established real estate blocker for any assets that we
19 hold here, so that it wouldn't be commingled with anything else.
20 And so that's why you're finding that there are APDs in
21 different areas, in different states; but our main company is
22 Georgia based and licensed there.

23 COMMISSIONER MILLER-ANDERSON: Okay. And typically I kind
24 of do some Google searches. I mean that's all I have access to.
25 I can't do background checks personally. But for Stonecrest, it

1 appeared there were some delays that occurred with that project.
2 Can you just give me a little blurb as to why, or what that was
3 all about?

4 MR. IRONS: Sure. So when we originally started the
5 project we had other investment partners in that project. And
6 as just in this community, our commitment is to see the project
7 move forward. Those investment partners were not able to
8 deliver on their participation, and our firm and Urban stepped
9 in in order to fill that gap. So the delays in the project, we
10 initially started to work with some local partners, they weren't
11 able to deliver and, again, my firm and Urban stepped in to fill
12 the gap. That's the same thing that we would do on any project
13 that we take on.

14 But I'm proud to stand here and tell you today that the
15 project is no longer experiencing those delays. We began
16 construction on the 1st of November, so when I flew back from
17 here, we started construction that very next day. Our field
18 construction on that project starts the week after Thanksgiving.
19 It was supposed to start this week, but it's been raining in
20 Atlanta all week.

21 And as I mentioned earlier, the Topgolf Swing Suite, that
22 we've been building and have under construction, that will be
23 complete on the 31st of December. And we are planning a grand
24 opening for the facility, Super Bowl weekend. So our first
25 tournaments will happen right before the Super Bowl. And so the

1 facility is moving forward right on time. And actually, for us,
2 a Super Bowl grand opening is better than what we had planned in
3 the first place.

4 So the other thing that I will tell you is sometimes things
5 happen for a really good reason. If you have a good plan up
6 front, you can make adjustments and deviate. Our original plan
7 for the complex was much smaller than it is today. We're
8 building something much larger, much more robust. We've doubled
9 the amount of investment. We have other new attractions that
10 are coming in, and so the economic impact for the community is
11 greater even despite the delay.

12 COMMISSIONER MILLER-ANDERSON: Okay. And then the annual
13 gross revenues that you mentioned, and the amount of money that
14 you've raised over time from private equity, are those figures
15 for APD or is that for Urban?

16 MR. IRONS: So, if you notice, I mentioned both of those
17 separately. And one of the things I didn't do in our
18 presentation is, I shared with you APD's actual work, our work
19 from the last nine years. I even separated and highlighted it.
20 It's easy for us to talk about other projects where as a board
21 member I may have participated in, or I've given some consultant
22 advisory. I only talked about projects that were revenue
23 generating projects to APD. And I also specifically identified
24 the projects that we mentioned here, that were Urban's projects.

25 And so, you know, when I'm talking about the gross revenue,

1 I told you where we were. We submitted our financials, not just
2 for last year but for this year, for the first two quarters; and
3 we submitted Urban's financials as well. Urban was not
4 comfortable submitting their financials because of the public
5 record thing, but I went to bat and I said this is a requirement
6 of the RFP, if you are going to support us in this endeavor, we
7 need something that we can submit so that they can see what our
8 financial capabilities are; and they conceded that.

9 And so understanding that your rules are your rules, and
10 your process has to be preserved, we responded with that in
11 kind. But I didn't blend those in in order to make us look more
12 capable.

13 COMMISSIONER MILLER-ANDERSON: Okay. And I'm glad you went
14 there with the financials. And I would have to say that, you
15 know, you did exactly what the RFP asked for, and that was to
16 submit financials. It did not state that they should have been
17 current audited financials, which looking at most RFPs, that's
18 typically what it asks for, submission of a QuickBooks type
19 balance sheet or -- it, to me, does not hold as well. But,
20 again, you followed the rules that were in place. Shame on us,
21 probably, for not making sure that it followed the appropriate,
22 typically -- the typical way of an RFP typically asks for
23 financials to be submitted. And so, you know, that, that's on
24 us. But I needed to be sure that what you were stating was for
25 the APD, not for Urban or the blended too.

1 Also, I notice that you have quite a few people -- and I
2 know you went through the list of people that you have possible
3 partnerships with or -- like Mr. Steve White, and Andrei Rolle,
4 and a number of people that are listed here. Have any MOUs been
5 done for them or -- I know it was kind of informal. Was it more
6 of an informal conversation with those people that were listed?
7 I believe I saw Randolph. I saw McNeil Construction. Were any
8 type of contracts written up to say that if you get this, that
9 they were guaranteed to participate in this? Or was it more of,
10 these are some people that you all probably know; and that may,
11 you know, help you out a little better in terms of being
12 comfortable with going with the organization?

13 MR. IRONS: Well -- so, a part of what I will say to you is
14 we met with each of the groups individually, and we talked to
15 them about participation; we actually shared with them kind of
16 our approach to the project. Mr. Broussard, as well as myself,
17 met with several of them. I did not personally meet with all of
18 them. But we've been in contact and communication. They were
19 all very responsive to our proposal. It is our intention to use
20 these entities as we go forward. But we couldn't put them in
21 some form of an agreement before we knew we were actually moving
22 forward with the project.

23 In my experience, when you respond to an RFP and you
24 present your proposal, you're presenting, you know, what you're
25 prepared to do, and the entities that you're prepared to work

1 with. You can always enhance, but you rarely should be
2 deleting. And in often cases, in situations like this, your RFP
3 becomes an attachment to your contract. That's happened to us
4 several times before.

5 So those individuals are here. We very much look forward
6 to working with them. You can speak to any of them if you like,
7 if they feel valued. But if you notice, we were very specific.
8 We didn't just go through the community and add names to our
9 proposal for the sake of saying here are some people that we
10 think the council or the review committee and decision makers
11 would like.

12 We recognize that there are certain components of this
13 project that we will need in order to make it successful. We
14 tried to identify local participants that not only could fill --
15 check that box but we thought could do a good job. And we think
16 we have the best team here for this proposal.

17 So hopefully that's acceptable to you.

18 And what I'd also like to share with you from a financial
19 standpoint, we're a privately held company. We're not a
20 nonprofit. Privately held companies are only required to have
21 audited financials if they have public monies intermingled into
22 their projects. So when we manage public money, those
23 particular accounts and businesses are audited. You know, we
24 manage -- you know, our staff does QuickBooks. And so we just
25 typically don't audit the accounts that we own and there's only

1 very few signatories for. As an owner of the company, I'm not
2 stealing from myself. But when we have public money like when
3 we manage NSP, when we manage down payment assistance programs,
4 when we go in and we do disaster relief work, if we receive any
5 grant monies from a public agency, we always make sure those
6 accounts are audited.

7 COMMISSIONER MILLER-ANDERSON: That's it for me. Thank
8 you.

9 MAYOR MASTERS: Madam Chair.

10 CHAIR DAVIS JOHNSON: Mr. Mayor, you're recognized.

11 MAYOR MASTERS: Thank you.

12 Your company is how old, again?

13 MR. IRONS: Nine years old. As a matter of fact, on March
14 1st, 2019, it will be ten years old. We started right after the
15 recession started in 2009.

16 MAYOR MASTERS: So it's only nine years?

17 MR. IRONS: Only nine.

18 MAYOR MASTERS: It's only nine years old?

19 MR. IRONS: Only nine. But soon to be ten.

20 MAYOR MASTERS: Well, usually ten follows nine.

21 MR. IRONS: Yes.

22 MAYOR MASTERS: When did you go to develop the project in
23 Syracuse, upstate New York?

24 MR. IRONS: We started that project in 2016.

25 MAYOR MASTERS: Okay. So there were a few years that took

1 place before you went to Syracuse?

2 MR. IRONS: Well, we worked in several different places.
3 So, for example, when the Obama administration and the Bush
4 administration put neighborhood stabilization dollars on the
5 street, we were managing a dozen NSP programs; we were doing NSP
6 in New Jersey, in Tampa, in Atlanta, we were doing them all
7 over. And so we migrated as a business with the environment and
8 the market. And so the Syracuse project came up as an
9 opportunity. We were brought in in order to do the study, the
10 five-year plan of the neighborhood. That took us about a year
11 and a half. We introduced that earlier this year, and we took
12 on several of the projects.

13 But while we were there, we weren't letting grass grow
14 under our feet. We were acquiring vacant single family homes in
15 the neighborhood we were trying to improve, that were just
16 sitting there rotting, repairing them and putting new families
17 in those homes.

18 MAYOR MASTERS: That's where you're from though, right,
19 Syracuse?

20 MR. IRONS: Mmhhh.

21 MAYOR MASTERS: That's where you spent most of your time?

22 MR. IRONS: Well, actually, at this point in my life I've
23 lived in Atlanta longer than I lived in Syracuse.

24 MAYOR MASTERS: But then you came back later and decided to
25 do something for this town that you grew up in?

1 MR. IRONS: That is correct.

2 MAYOR MASTERS: Are you familiar with the Tucker Baptist
3 Church in Syracuse?

4 MR. IRONS: I am. I'm a -- I was a member of People's AME
5 Zion, which is the oldest African-American church in Syracuse.
6 But I am familiar with Tucker.

7 MAYOR MASTERS: And you did mention, I think it was in New
8 Orleans, that you mentioned something about the clergy or the
9 ministers. Can you tell me what that was about? In your
10 development of these various projects.

11 MR. IRONS: Sure. So we've done several projects in that
12 area. I actually served on two nonprofit boards there. I was
13 on the board of Neighborhood Development Foundation, as well as
14 on the board of Neighbor Works New Orleans. I'm still on the
15 board of Neighborhood Housing Services of New Orleans. While we
16 were there post Katrina, we were active in many different things
17 because it wasn't just about improving the built environment; we
18 had to help rebuild the community. And so while we were there,
19 there were several different institutions that were brought to
20 the table by the nonprofits and the banking institutions we were
21 working with; and we facilitated our youth workforce program
22 through the local churches.

23 MAYOR MASTERS: So you would agree with me that it is
24 important to work with the local churches and the pastors in the
25 area?

1 MR. IRONS: Not only would I agree with you, but I
2 personally think it's essential. I'm a man of faith. I'm a
3 member of Greater Piney Grove Baptist Church in Atlanta. I go
4 to church every Sunday; and it's a part of the vocation that we
5 do. And I'd also say to you that redevelopment work is my
6 purpose on this planet and I'm very passionate about it.

7 MAYOR MASTERS: Have you had an opportunity to meet with
8 any of the local clergy here?

9 MR. IRONS: We have not.

10 MAYOR MASTERS: It's important though, isn't it?

11 MR. IRONS: It is.

12 MAYOR MASTERS: But you have identified local participants
13 for your project --

14 MR. IRONS: We have.

15 MAYOR MASTERS: -- as KaShamba Miller-Anderson said?

16 MR. IRONS: We have.

17 MAYOR MASTERS: And you identified them using what
18 criteria? Did somebody just call and tell you, call this
19 person? How did that happen? You didn't meet the pastors or
20 local leaders, so how did you come about establishing the people
21 that you wanted to work on your team?

22 MR. IRONS: Well, I think --

23 MAYOR MASTERS: And I want you to kind of keep your answers
24 as brief as possible because I have a couple more questions.
25 Just to the point.

1 MR. IRONS: Well, I mean I'm -- I'm hoping I get the same
2 latitude as the length of the question. But I'm happy to answer
3 it.

4 MAYOR MASTERS: Just try to keep it to the point.

5 MR. IRONS: The point that I'm really trying to make here
6 is a process like this is ongoing. It's not just when you're
7 going through the RFP. It's ongoing. And so as you begin to
8 develop in the community, you learn more about the entities and
9 the partners that are interested. But our goal in that RFP was
10 to put the entities in the RFP that could help us build your
11 development. And that's what we did. But we didn't say that
12 was complete. We didn't say that we wouldn't be open to meeting
13 with additional parties. And as I answered the question
14 previously --

15 MAYOR MASTERS: That's not my question, sir.

16 The criteria that you used to determine who was going to be
17 your partners.

18 MR. IRONS: Well, my financial partners in the project that
19 would be vendors was the basis of the list that we created.

20 MAYOR MASTERS: I'm talking about the local people. How
21 did you come up with that?

22 MR. IRONS: We filled the criteria working with individuals
23 like Mr. Steve White, working with individuals like our
24 co-developer Mr. Arnold Broussard, to identify -- we have a kind
25 of a criteria of entities that we typically use to do a

1 development, vendors that we hire, and how those entities
2 function in the development, and we move through to respond by
3 checking those boxes.

4 MAYOR MASTERS: Did you also have an opportunity to meet
5 with any of the local community leaders?

6 MR. IRONS: Well, typically what happens is, once you've
7 won a project, you would make your rounds of the local political
8 officials and community leaders.

9 MAYOR MASTERS: Okay. KaShamba Miller-Anderson questioned
10 you about the Sunbiz, right?

11 MR. IRONS: She did.

12 MAYOR MASTERS: And you basically said that it -- what
13 happened here is kind of unusual, it just kind of dissolved,
14 administratively dissolved, and you wasn't aware that that was
15 going to happen?

16 MR. IRONS: No, actually, let me rephrase so I can be
17 correct. Because I know you like specifics.

18 MAYOR MASTERS: I do.

19 MR. IRONS: What I specifically said was, typically when
20 these entities are not conducting any transactions they're
21 usually administratively dissolved. So in other states when
22 we've done it, we've completed the business, we've sold all the
23 real estate in that deal, and they are typically
24 administratively dissolved.

25 We were unaware that that did not happen here. But there

1 are no business transactions in that entity; and it was only a
2 real estate holding company, it was not an operating company.

3 MAYOR MASTERS: But you have lawyers that work with you,
4 right, but you just did not know that that was going to happen?
5 No one told you that that's the possibility, right?

6 MR. IRONS: Well, I think --

7 MAYOR MASTERS: Just were unaware?

8 MR. IRONS: I mean, I think the point that you're
9 attempting to make is errors and mistakes happen; you could have
10 the best lawyers in the world -- and we had some great Florida
11 lawyers -- the project was over, the grant that we were working
12 under for the City of Tampa had concluded, and we thought that
13 the project or that entity that we created for that sole purpose
14 would be administratively dissolved. There was no harm to
15 anyone or any entity.

16 MAYOR MASTERS: It was just your thought, that you thought
17 would happen?

18 MR. IRONS: Right.

19 MAYOR MASTERS: You mentioned in your presentation that you
20 went to China three times.

21 MR. IRONS: I have.

22 MAYOR MASTERS: And you also said that you -- your purpose
23 was to go to recruit businesses, I thought you said, from China
24 to here?

25 MR. IRONS: To the United States, yes.

1 MAYOR MASTERS: To do business in the United States?

2 MR. IRONS: In order to bring manufacturing or other
3 businesses in order to grow economic development.

4 MAYOR MASTERS: How successful have you been in recruiting?
5 How many businesses have come from China, here?

6 MR. IRONS: Well, I just mentioned from Asia that Round One
7 came; they're a publically traded company from Asia. I've been
8 to Japan too. We've worked through shipping and manufacturing
9 sales back and forth between Asia.

10 You know, but I think if you look at our projects, we've
11 been very successful in working in very tough areas and
12 redeveloping them.

13 MAYOR MASTERS: My question is, have there been businesses
14 that you have recruited from China, anywhere in China, that have
15 set up in the United States? Not your relationship. I
16 understand the relationships you have.

17 MR. IRONS: Right. And so I think what I was attempting to
18 clarify for you, I was expanding on the response by indicating
19 to you that Round One is a Japanese publically traded company;
20 and we opened a Round One last year in Atlanta, so I mentioned
21 Asia. But I also mentioned Hailun Piano, which we worked with
22 them in order to ship product here to the United States, to sell
23 through local manufacturers.

24 MAYOR MASTERS: Just a couple final questions. You
25 mentioned something about the bank or some funder said that they

1 would be interested in funding, or doing something with you?
2 You needed something, you said they said that they would be
3 interested?

4 MR. IRONS: Well, what I was specifically mentioning is
5 that your RFP process requested that there was a letter of
6 interest in the project. And we supplied that from KeyBank Real
7 Estate Capital. And it was not a letter of support or an
8 endorsement letter of me personally because I have funds in the
9 accounts; it's a letter of interest in this specific project.
10 That's what I mentioned.

11 MAYOR MASTERS: The parent company that you mentioned did
12 not want to give the financial statement? You went to them and
13 they didn't want to do it because of the public record?

14 MR. IRONS: Well, as I mentioned, there are a number of
15 entities that would be concerned about responding to city or
16 other public RFPs because of the release of financials; and
17 we're privately held companies; but we understood the importance
18 of complying with your request, because we sincerely want to
19 work in this community.

20 MAYOR MASTERS: And that's when you went back to them?

21 MR. IRONS: I advocated for the need to supply that.

22 Technically your RFP requested financials from us, which I
23 was happy to give, and I had submitted, so there's no issue
24 there. But I wanted to make sure that you could see who stands
25 behind us as a parent company and I wanted to present their

1 information in the packet.

2 MAYOR MASTERS: So one of the things you said, sir, is that
3 you found a way to do it? They didn't really want to do it, but
4 you found a way to make it happen.

5 MR. IRONS: Well, what I specifically said is I advocated
6 to include it in the package.

7 MAYOR MASTERS: Last but not least, the work Dr. Botel
8 mentioned about the workforce program. And we all support that.
9 But that's kind of common with developers, they all usually have
10 workforce programs in the community; that's nothing germane to
11 you specifically, is it?

12 MR. IRONS: Well, I think what I was specifically
13 referencing is our youth workforce training program is very
14 unique because typically those workforce incubation programs,
15 the workers are volunteers. What we found is, when you have
16 individuals in your community that have to spend a month or two
17 months training, and they're volunteering in order to get that
18 training with the hope that they'll get a job, it becomes a
19 little depleting because they still have to feed their family.
20 In our program what we typically do is we pay them a wage while
21 they're training so that they can sustain being focused on
22 training and not trying to figure out how to work a job and
23 train. I think that is one aspect that is very unique about our
24 program.

25 MAYOR MASTERS: You are the only one that's doing that?

1 MR. IRONS: Well, I can't attest to what everybody else is
2 doing. But I know that we're doing it, and it's effective.

3 MAYOR MASTERS: Thank you, sir.

4 Thank you, Madam Chair.

5 CHAIR DAVIS JOHNSON: Any additional questions?

6 COMMISSIONER MILLER-ANDERSON: Madam Chair.

7 CHAIR DAVIS JOHNSON: Commissioner Miller-Anderson, you're
8 recognized.

9 COMMISSIONER MILLER-ANDERSON: Yes, I did have one other
10 that I forgot to mention.

11 Mr. Irons, in my search I did come across an article, a few
12 articles, regarding some alleged forgery. Could you kind of
13 clear that up for me with regards to that document and what that
14 may have been all about?

15 MR. IRONS: Sure. I'm happy to mention it. So, of course,
16 as you know, when you work in communities, sometimes your
17 projects become lightning rods; and I was the source of a
18 political attack. I mean that's simply it. You know, I've
19 always asserted that that didn't happen, there was no motivation
20 for that. I'd also like to share with you that the US
21 Department of Housing and Urban Development had the inspector
22 general investigate that; and I was found, you know, not guilty,
23 or not a participant in that at all. And so I stood up, I told
24 the truth, they found out that as the truth. If you'd like the
25 letters from HUD or the press releases from the county related

1 to that, I'm happy to provide it to you immediately. But there
2 is no black mark on our record for that being alleged.

3 COMMISSIONER MILLER-ANDERSON: Thank you.

4 CHAIR DAVIS JOHNSON: So if you could just take me back --
5 thank you for the presentation. And thank you for your patience
6 with us.

7 On the Shanghai Fashion Center, you mentioned that your
8 partner took the lead on that. I'm interested in knowing what
9 the percentage of participation that you had, that APD
10 specifically had on that Shanghai project.

11 MR. IRONS: Well, what typically happens with some of
12 Urban's larger products like that, because they had developed
13 that before we came into connection with it, we like to get
14 actively involved in the larger project so that we can become
15 more familiar with the tenants there, and more familiar with the
16 real estate trends that are happening in other parts of the
17 world. And so there are some development aspects for the first
18 phase of the project, there are some tenant rollovers that we
19 participated in reviewing. And when you have a parent company
20 like Urban, if there are other things that are happening we
21 often collaborate on projects, or we pitch a hand in with our
22 staff in order to assist them in moving forward. So anything in
23 Urban's portfolio that we desire to work on, or anything that
24 they need an extra hand in, you know, the CEO reaches out to me
25 and says, you know, hey, we're working on a project in

1 Springfield, Massachusetts, and this is what we need, can you
2 guys give a hand.

3 And I think in exchange for that we have the support and
4 the backstop in partnering on projects. So when I need them to
5 step in and help me with things like Riviera Beach, or other
6 projects, they do that in kind.

7 CHAIR DAVIS JOHNSON: If you don't mind, let's talk a
8 little bit -- I did read in your proposal, the management
9 proposal piece, where you talked about taking over the
10 operation's profitability, you talked about taking over pricing,
11 and just overall running those three functions within the CRA,
12 which is Bicentennial Park, the Event Center, and the Uplands.
13 Can you tell me how you typically go in and handle something
14 like that? Because we had -- that was a very delicate process
15 for us to go through when we created the pricing, and we took
16 into consideration residents versus nonresidents, and so would
17 you be moving along the same vein or looking to set best
18 practices and what is actually comparable in the market at that
19 time to bring about profitability and sustainability?

20 MR. IRONS: Well, at first what I'd like to share with you
21 is our belief about profitability in a situation like that comes
22 from management efficiency. So if we're going to develop a
23 retail component, we're going to market that retail component,
24 we're going to secure it, we're going to have day-to-day
25 property management; and the point that we're making is we're

1 going to invest in that for this project. It makes sense to us
2 to alleviate the CRA and the City of those responsibilities by
3 taking over management and creating a management efficiency. We
4 think that gives us a bigger boost.

5 I think figuring out what rental rates are for the Event
6 Center, we understand that that's a public space. We understand
7 that the citizens of this community funded that Event Center and
8 the subsidy of cost related to the Event Center has to be
9 embraced. But what we also believe is when you have a 3800
10 square foot space in the Event Center with dirt floors still in
11 it, that we can fill that with someone that may be able to pay
12 rent in order to help further subsidize.

13 We also believe when you're trying to figure out what to do
14 with the upper deck at the Event Center, if we add a zipline
15 that crisscrosses Bicentennial Park, we may be able to
16 incorporate that into the Event Center in order to make it a
17 bigger attraction, in order to increase revenues coming into the
18 Event Center. And we also believe if we build a hotel adjacent
19 to it -- if you note from our rendering, we see the hotel being
20 directly adjacent to the Event Center. What would typically
21 happen is a hotelier would come in and they're going to want a
22 conference center inside of their hotel, generally. And our
23 philosophy is to go to them and say we have a conference center
24 adjacent; we want to work with you in order to bring in private
25 training, corporate events, and things of that nature, so that

1 we can use the conference center when other community based
2 events aren't going on; and use the hotel and the conference
3 center kind of as a symbiotic effort in order to increase
4 revenue in the Event Center, as well as increase usability of
5 the hotel.

6 So a part of what we thought about is how do we place
7 things in the development that can spark additional income and
8 revenue from the assets that you've already invested in.

9 CHAIR DAVIS JOHNSON: Additionally, the development concept
10 that you have, where you have the Topgolf, you are aware that
11 one is coming on Belvedere and Australian?

12 MR. IRONS: Yes. So the difference is the Topgolf that
13 we're recommending, if you look back at the proposal, it is a
14 Topgolf Swing Suite. And so a Swing Suite is a slightly
15 different concept because it's a virtual --

16 CHAIR DAVIS JOHNSON: More of a simulator?

17 MR. IRONS: It's more of a simulator. But, in addition to
18 the golf games, you can play several other games; you can play
19 football games, you can hit balls at zombies, you can do other
20 types of things in the simulator; and you can play all 18 holes
21 of a particular golf course, and things of that nature. So we
22 believe during the winter months, during inclement weather, it
23 would be a great attraction. It's a lower cost than the normal
24 Topgolf, so we think it will be more affordable for families.
25 And we can incorporate using some of the retailers that we --

1 and restaurants that we plan to bring, in order to put together
2 complimentary food packages for the suites that would be there.
3 And so we think that could be a quick win. I think it would be
4 a great win for the marina area, considering the PGA heritage in
5 Palm Beach County, to be able to say right at the marina there's
6 a Topgolf simulator. People can bring their boats in, come
7 right in, rent a suite, and it can continue to generate foot
8 traffic in the area.

9 So they won't compete against each other. And we think
10 it's a perfect compliment to the space that's available.

11 CHAIR DAVIS JOHNSON: Thank you, sir.

12 Are there any other questions?

13 COMMISSIONER BOTEL: Just real quickly.

14 CHAIR DAVIS JOHNSON: Commissioner Botel, you're
15 recognized.

16 COMMISSIONER BOTEL: I meet fairly regularly with Don
17 Kolodz from Discover the Palm Beaches. And one of the things we
18 talk about is the huge need for more hotel space in this area,
19 given that the West Palm Beach Convention Center is going to be
20 expanding. And they don't have enough hotel space in West Palm
21 Beach; people are going to have to migrate somewhere, and please
22 let them migrate up here.

23 So would you consider -- I'm looking at page 25 of your RFP
24 response, which has the sort of a plan for it, and you've got
25 that boutique hotel, as you say, right across from the Event

1 Center. Would you consider the possibility of having a larger
2 hotel space; maybe even putting it across where you've got it
3 right now, number six, which is the indoor attractions, marina
4 operations; so that it would be flipped a little bit, something
5 along those lines?

6 MR. IRONS: Well, sure we would. But I think when you're
7 in a process like this, the most dangerous thing you can do with
8 a development is over promise. We do feel that a one hundred
9 room boutique hotel can do really well here. But as we move
10 through the process, if we can make it larger and believe it
11 will be successful, you know, we will continue to look at it and
12 do that.

13 We also believe that when you start with a development like
14 this you have to catalyze other investments. So a small hotel
15 that's successful here can beget other hotels in adjacent areas
16 that could bring additional economic development to the city.

17 So we didn't want to go into it and promise that we were
18 going to bring some two or three hundred room hotel and fill up
19 all the space. But we're certainly open, and we will be out
20 marketing and recruiting in order to expand the scope of what
21 hotel opportunities would be. So we're happy to work and take
22 advantage of those opportunities.

23 COMMISSIONER BOTEL: What's the capacity of this number
24 nine here, the parking area?

25 MR. IRONS: My colleague, Donna Winfrey, who is here, she'd

1 have to look. I don't recall off the top of my head. But what
2 we would have to do is size it in such a way that it could
3 effectively handle the parking needs of the development, and for
4 the housing that we see being adjacent to it.

5 If you notice, that we placed it in a particular area so
6 that you don't have to have a large parking field taking away
7 from the attractions and amenities.

8 COMMISSIONER BOTEL: So it's going to be a parking
9 structure?

10 MR. IRONS: That's what we see. And what I'd also like to
11 very quickly highlight to you, is in our development concept,
12 one of the things that we tried to do is to, on the south end of
13 the property, create a buffer so that when people are on the
14 development and they're looking at the waterfront views, that
15 they feel that they're in kind of an oasis. And recognizing
16 that there's a lot of ship building and repairs going on just on
17 the other side of the wall, the amenities center and the parking
18 deck and the housing structure is essentially designed to be a
19 buffer as the rest of the property grows and continues to
20 develop.

21 COMMISSIONER DAVIS: Madam Chair.

22 CHAIR DAVIS JOHNSON: Mr. Davis, you're recognized.

23 COMMISSIONER DAVIS: Thank you.

24 What's your name again? I want to say thank you, but I'm
25 trying to remember what your name was.

1 MR. IRONS: Vaughn Irons. Like Iron Man.

2 COMMISSIONER DAVIS: Okay. Thank you, Mr. Irons. I
3 appreciate you for your time and your presentation.

4 Before I get started, I think one of the most important
5 things to me now is to really hear from your local team about
6 who they are and what it is that they do; and are they
7 originally -- and then I'll ask you some questions. If you
8 don't mind.

9 MR. IRONS: No, that would be great. You guys all mind
10 coming up to the podium, so that you can --

11 COMMISSIONER DAVIS: You know, who you are, where you're
12 from, you know, what it is that you do as a profession.

13 MR. WHITE: Did you have a specific question for us or just
14 an introduction?

15 COMMISSIONER DAVIS: No, I just -- we talked about local
16 teams, you know. I talk -- I think about Palm Beach County,
17 Riviera Beach, we need to know, you know, what kind of
18 background you have. Just be very brief. Don't get into no
19 specifics.

20 MR. WHITE: Okay. Well, my name is Steve White. Born and
21 raised here in Riviera Beach. Of course, live here in Riviera
22 Beach now.

23 As Mr. Irons said, my company, one of the things that I'm
24 very involved in is community benefits. I've been active in
25 this community for all of my adult life, for that matter. And

1 so I do a lot of work with young people. Many people know me
2 for the mentoring and other things that I do with young people.

3 I also do prison re-entry. So when we talk about helping
4 men re-enter society, that's something that I'm very passionate
5 about as well.

6 And so my role in this project is to make sure that there
7 are community benefits; make sure that there is local
8 participation, and of course that's something that I'm very
9 passionate about and have a reputation for.

10 COMMISSIONER DAVIS: Thank you.

11 MR. PLEASANT: Good evening. My name is Earl Pleasant.
12 I'm a resident of Riviera Beach since 1961. A taxpayer since
13 '75. I have an office complex since 2012. I'm a local
14 contractor. I'm a tile contractor. And I met Mr. Broussard a
15 few years ago, and we've been corresponding about this project
16 for quite sometime.

17 I'm interested in getting work on the project because I'm a
18 local. I'm interested in building wealth, just like anybody
19 else. And I think that if I get work, I can provide more work
20 for some of the other local guys here.

21 There are a lot of guys that are not getting into the tile
22 and construction business because they believe that it's too
23 hard a work for them. But with the proper training, I think we
24 can get more young people to participate in that business.

25 And I'm always looking to elevate myself in this community.

1 I thank Mr. Broussard for this opportunity. I thank the
2 team for this opportunity. And I'm hoping that we can do well.

3 MR. GONZALEZ: Good evening, Commission.

4 My name is Rick Gonzalez. I'm the president of REG
5 Architects, a 30-year-old company here in Palm Beach County that
6 I formed with my father. Today we have 20 employees.

7 I'm also a boater. I love to boat around Riviera Beach,
8 the marina and the boats.

9 I'm also designing the three fire stations for the city,
10 and expanding the aquatics center. Did the Marine Life Center
11 in Juno Beach. And was the only local architect at City Place
12 in West Palm Beach.

13 I was also recruited by the other team, but I said no thank
14 you. And the reason I did that is because I looked up Mr. Irons
15 and his capabilities, and especially because of the type of work
16 that he does, which is very necessary right now, urban
17 redevelopment that takes into consideration the needs of the
18 local community. Not a redevelopment that displaces but that
19 incorporates.

20 And all of his training programs are very commendable. We
21 do a lot of community work, we do a lot of nonprofit work. It's
22 not a nonprofit project, but some of the ideals that he espouses
23 are similar to the ones that my father and I do in our practice.

24 And we appreciate the opportunity to be here tonight.

25 CHAIR DAVIS JOHNSON: Thank you.

1 COMMISSIONER DAVIS: Thank you.

2 MR. PARROTT: Good evening, Commission, citizens of Riviera
3 Beach.

4 My name is Jerold Parrott. I am a former resident of
5 Riviera Beach. I'm an engineer by trade. When I moved in and
6 out of college and moved to West Palm Beach, Palm Beach County,
7 as a young engineer, I lived right here off of Avenue H East,
8 right here off Blue Heron Boulevard. I'm trying to get my
9 thoughts together.

10 But as to the issue today, I work for ECF Engineering
11 Consultants. We are a full service engineering firm started and
12 operating here in West Palm Beach, Florida. We are minority
13 owned and operated. We span the gamut in services we provide.
14 One of our biggest service providers that we pride ourselves on
15 is FPL. We help FPL keep your lights on.

16 We also do MEP services. We have volunteered and given
17 back to this community.

18 We are the engineer of record for your new golf training
19 facility that will be on 13th Street there.

20 It was a pleasure. When we were approached by the team to
21 participate in it, we thought, whoa, why not, this is the city
22 that we love, we live, work and play in the area. So we look
23 forward to working with the City of Riviera Beach.

24 Thank you.

25 MR. STEPHENSON: Hello, everyone. I'm Dwight Stephenson.

1 I'm co-founder of D. Stephenson Construction. Very excited to
2 be here, be a part of the team.

3 D. Stephenson Construction, we've been in business for 26
4 years. We employ approximately 40 employees. We're located at
5 401 West Atlantic Boulevard in Delray Beach.

6 And, again, we're doing projects; we were part of the
7 Riviera project redoing the beach front, waterfront project.

8 Again, we continue to be excited to be a part of the
9 program here.

10 MR. SMITH: Hello, Commissioners. Seabron Smith, executive
11 director for the Center for Technology Enterprise & Development.
12 We are a service -- technical assistance service adviser for
13 Palm Beach County through a grant through Palm Beach County to
14 provide chaining counseling and technical assistance; and also
15 run an incubator program in two locations, in Delray Beach --
16 which Mr. Dwight was talking about -- and also we have a
17 location at 739 West Atlantic -- I mean 739 23rd Street in West
18 Palm Beach. We've been around, the tech center has been around
19 for 26 years. I've been with the tech center going on 22 years
20 as executive director.

21 We've served in many communities throughout Palm Beach
22 County, including the Glades area, especially in Riviera Beach,
23 for training and counseling.

24 And we look forward to working with the development team on
25 this project.

1 MR. GRANBERRY: Good evening. Randall Granberry. I have a
2 company, civil engineering company, Land Developers Consortium;
3 and a site construction company, A. Genesis Construction. I was
4 -- Land Developers Consortium, was part of the Marina project.
5 We actually worked with Song & Associates and Cal Giordano; we
6 designed the Avenue C spine road. And we -- on the planning and
7 urban development side we were a part of EDSA; we were the
8 actual landscape planner that actually did the design for the
9 landscape design and the site plan, along with EDSA, for the
10 Marina.

11 We've also did Riviera Beach Heights, all of the additional
12 sidewalks, did all the planning in that area. And worked along
13 with Song & Associates also to do the community master plan.

14 Thank you.

15 MS. STALLINGS: Good evening, Council, and residents. My
16 name is Jenice Stallings. I am the owner of Styles by
17 Stallings, Events Planning and Design.

18 My contribution to the project will be to assist with the
19 Event Center management. Currently I do a lot of work in the
20 Event Center currently right now. I've owned my company over
21 five years. We are family owned and operated here in Riviera
22 Beach. And we are excited to be a part of this project and
23 assist with the management.

24 MR. NASON: Good evening, council members. My name is Nate
25 Nason, of the law firm of Nason Yeager. I am a resident of

1 Riviera Beach. One of the things that we think that we bring to
2 the table on the legal aspect is that when your last master
3 developer was here, it was Viking Developers, and through my
4 work -- I was the chair of the chamber at that time, and was
5 involved in trying to mediate to get the City, CRA, and Viking,
6 on the same page. We didn't succeed, but I got to see some of
7 the pitfalls; and I think I know how to avoid some of those
8 pitfalls with regard to this particular development team, which
9 I'm proud to be associated with.

10 Thank you.

11 COMMISSIONER DAVIS: Thank you.

12 Mr. Irons, are there any other members of your team? That
13 are here.

14 MR. IRONS: Well, the only other -- I have one of my
15 colleagues who came in with me this morning from Atlanta. Donna
16 Winfrey. You know, former developer from the State of Georgia,
17 where she worked for the Georgia Housing Finance Agency; an
18 investment banker, a commercial realtor, and somebody I'm very
19 proud to work with on a daily basis because we've been working
20 together for over 20 years now, right?

21 MS. WINFREY: As Vaughn said, my name is Donna Winfrey. I
22 met Vaughn when I had the privilege of being a paralegal at
23 Maynard Jackson's law firm when he got elected to his final term
24 as mayor in Atlanta. And our careers have paralleled each
25 other; and we've been consulting together all that time.

1 As an investment banker, we did a lot of work here in
2 Broward County, taking money from the federal government and
3 funneling it through local banks in Broward County to make money
4 available for low and moderate income housing. And we've always
5 collaborated, bouncing ideas off each other.

6 And Vaughn called me about this, and I was excited; and I
7 said, sure, you know, I'll collaborate for free, with you, on
8 this. So that's what I'm doing.

9 And I was born and raised in Harlem, New York. And before
10 you call me a Yankee, my mom's side of the family is from New
11 Orleans and my dad's side of the family is from Rocky Mount; so
12 we were city kids, raised by some country folks.

13 So this is the work we do, as he mentioned, in the
14 neighborhoods that we grew up in. And so we're real familiar,
15 this is like home, and I'm proud to be here to support Vaughn.

16 COMMISSIONER DAVIS: Well, ma'am, really quick, before you
17 go away. You loosely mentioned the name Maynard Jackson. Mayor
18 Maynard Jackson. What did you do with him?

19 MS. WINFREY: I started as a legal secretary. After I
20 graduated from college, I moved to Atlanta, because my granddad,
21 my paternal grandfather is from Athens, Georgia. And where they
22 owned actually one of the largest funeral homes there. And so I
23 had more cousins in Georgia than I did in New York. And I moved
24 there, and I was freelance -- because I typed my way through
25 college is how I made my money, I typed papers. And when I got

1 there, I found that I could be a freelance legal secretary, and
2 that's how I started.

3 And the placement agency that I was getting work through
4 called me and said, you want to go interview for a permanent job
5 with this company? And I said, well, not really, I'm having fun
6 not having a nine to five. And it turned out to be the law firm
7 of Chapman and Cutler, which is based in Chicago; and they
8 opened up an Atlanta office just to have Mayor Jackson as one of
9 the senior partners; and they brought down, I think, four
10 partners to the Atlanta office. And we got to -- it was
11 phenomenal fun, it was a lot of work, watching him promote the
12 low and moderate income housing aspects that are still in place
13 in Atlanta today. And the agency, ANDP, that Vaughn was
14 involved with as part of Freddie Mac, all of those just came
15 together; and just going around the city and getting all the
16 citizens to participate and come to the meetings. And it was a
17 lot of work but it was a lot of fun. And he got reelected,
18 thankfully, for his last term.

19 COMMISSIONER DAVIS: So you witnessed a lot of the
20 generational wealth that's been discussed?

21 MS. WINFREY: Yes. As a matter of fact, I'm very thankful
22 that I have had the opportunities that I've had, and that my
23 career has progressed the way that it has, because a lot of us
24 don't get the opportunity; which is why it's important for us to
25 reach back and from side to side and pull in and train people.

1 Because to break into the commercial real estate industry as a
2 black woman was a difficult thing 20 years ago. Now it's a
3 little bit easier, they have a lot more mentorship programs.
4 And for women in general, just to get into commercial real
5 estate, was a challenge back in the day.

6 So one of Maynard's clients, because the firm dissolved
7 after he became mayor the last time, one of his clients actually
8 hired me, and she trained me and I sat at her feet. Her
9 uncle -- she's a white woman, and her uncle was formerly the
10 Secretary of State of Georgia, so I count it as a blessing to
11 have had those opportunities. So I don't take it lightly that I
12 have to give back and I have to sow forward.

13 COMMISSIONER DAVIS: Well, I say thank you for your
14 comments and sharing your story, because when you say Maynard
15 Jackson, he's one of my many heros when you talk about
16 generational wealth and why I do what I do.

17 Coleman Young is another one.

18 Mayor Mike Duggan, who is the current mayor of Detroit. He
19 has a lot of those same philosophies when you talk about
20 neighborhood development and housing. And I watched what he did
21 with a lot of those vacant parcels in Detroit now. And I think,
22 unfortunately, he beat Coleman Young's son out. But I think his
23 work really stood apart.

24 And when you threw that name, I just really kind of wanted
25 to harp on it.

1 MS. WINFREY: So Detroit is really coming back. And
2 there's a really good soul food restaurant -- I don't know if
3 you know where the Westin Book Cadillac Hotel is, but right
4 around the corner -- it's actually under, almost under a bridge,
5 it's called Savannah Blue. You all have to go there and eat.

6 CHAIR DAVIS JOHNSON: While I appreciate this exchange,
7 Mr. Davis, we need to move forward.

8 COMMISSIONER DAVIS: I asked one question. I just wanted
9 to meet the team.

10 COMMISSIONER MILLER-ANDERSON: Madam Chair. There are a
11 couple other people in the audience that are listed on here.
12 Are they not coming up as well? I see Newbold. I see Randolph.
13 I see Pleasant is here, and Granberry are here. I know McNeil
14 was here before. But are they coming up to speak as well, since
15 they are all listed on here?

16 MR. IRONS: I mean if they'd like to. I mean I've extended
17 the floor. Some people may not feel comfortable making public
18 remarks. I think now is the time, if you'd like to come speak
19 if you haven't.

20 MR. RANDOLPH: Good evening. Dwayne Randolph, Randolph
21 Construction Group.

22 I don't know if they particularly want me to speak on their
23 behalf at this particular time in their proposal. But, however,
24 I just would like to say the reason that we were sitting down
25 back there is because we had been approached by this team member

1 here, which at the time was Arnold Broussard, who had approached
2 us many months ago, just talked lightly about what the project
3 was about, this, that, and the other.

4 And, you know, I don't know how deep you all want me to go
5 into the weeds. But I think, you know, since I'm here I'm going
6 to tell my story. And so that what initially happened is he
7 spoke to us earlier about being involved with them on this
8 particular project. And I made it clearly known to him at that
9 time that we were in the construction business; we are in the
10 contracting business. And, you know, I let them know what --
11 you know, in terms of what our participation was.

12 Commissioner Miller-Anderson asked the question earlier
13 about MOUs and that kind of thing. We talked about that with
14 Mr. Broussard. He indicated to me at that particular time that
15 they had not selected any contractors at this particular time,
16 and they wouldn't be selecting any contractors or any of that
17 until after they had won the project.

18 So fast forward to where we are here today -- you know,
19 nothing against Mr. D. Stephenson, I have nothing but the utmost
20 respect for him, being involved with whatever aspect with
21 anybody in the construction industry, because he's a highly
22 reputable guy, this, that and the other. But, you know, there
23 was other members that I saw that came forth, Cooper
24 Construction and Management, who came forth, and that I saw was
25 a part of the team.

1 And I came back to them and asked him, you know, again, to
2 say to him, look, you know, we had a conversation about this,
3 you know, sometime ago, in terms of what our participation would
4 be. And his response to me was somewhat disingenuous at the
5 time because, you know, one of the things he said to me was
6 that, you know, we weren't talking to you on that level of
7 participation. And I'm thinking to myself, well what other
8 level of participation do you think I would be talking to you
9 about, if I'm not talking about being a part of the construction
10 management team.

11 And so, you know, throughout this whole process, and the
12 entire time that they were doing whatever they needed to do in
13 terms of getting their proposal in to you all, I've never seen
14 the proposal, I've never, you know, gave any, you know, input to
15 the proposal, or even given the go ahead for them to use my name
16 or my likeness in their proposal.

17 And so, you know, as far as I'm concerned, if my name is
18 included in their proposal, it's not really worth the paper that
19 it is written on, to be quite honest, and being quite frank.

20 I never met Mr. Vaughn until this particular point, so I
21 cannot speak to or say, you know, you know, what he did know or
22 did not know at this particular time.

23 And I do know the same, you know, applies to Mr. Newbold as
24 well. He stepped out, he said he had to go to the restroom.

25 But, again, I don't know that, you know, that this was the

1 best thing here, to call me up, because I'm highly disappointed
2 at the way I felt that they handled it. Again, I said that I
3 felt that it was very disingenuous for them to treat us in that
4 particular manner, knowing that we were, you know, local
5 contractors here. And I just didn't quite appreciate it.

6 CHAIR DAVIS JOHNSON: Thank you, Mr. Randolph.

7 COMMISSIONER DAVIS: Madam Chair.

8 CHAIR DAVIS JOHNSON: Commissioner Davis, you're
9 recognized.

10 COMMISSIONER DAVIS: I see Andrei Rolle just walked in. He
11 was also a member of this team.

12 MR. ROLLE: Hi. My name is Andrei Rolle. I'm with LiUNA,
13 Construction Craft Local 1652. We're a construction trade
14 union.

15 I am with them. You know, we're involved in this project,
16 because I think it's about time that we see us as a community
17 involved in this project.

18 Last project, you didn't see us, you know.

19 I think our expertise, our training, we have impeccable
20 training.

21 I just got through pouring concrete, so I'm running a
22 little late here.

23 But we're -- if I -- I'm here because I want to see the
24 citizens here. I want to see not only this be a job to them,
25 but I want to see something as a career path. I want them to

1 have a career. I want to be able to train and teach these young
2 men and women how to get out of their situation.

3 I was once told the only way to stop a bullet is to give
4 them a job. But I'm going to change that. Give them a career.
5 Let's give them a path that they will be able to, to -- not just
6 from this particular project but to another project, and grow.

7 And that's my reason here, with this. I'm ready to be with
8 somebody that's going to be involved in the community.

9 And that's about it. Thank you very much.

10 CHAIR DAVIS JOHNSON: Thank you, sir.

11 COMMISSIONER DAVIS: Madam Chair, I have one last question,
12 and I'll move on to the next stage. Because I know we're kind
13 of tight for time.

14 Question number two. Tell us why you feel like you're the
15 best team for the job.

16 MR. IRONS: Well, I think that we come from a philosophical
17 standpoint of community economic development. I have a very
18 specific role in this project. I'm not a contractor, I don't
19 swing hammers. I'm not an architect, I don't stamp drawings.
20 I'm not a real estate professional, I don't sell property.
21 There are many opportunities to use a project like this to get
22 the community involved. But the developer is the conductor of
23 the orchestra. And if the conductor of the orchestra doesn't
24 have a philosophical approach of understanding how to weave all
25 of these local parties together, you've missed the real

1 opportunity. It's not only about building structures. It's how
2 you build community through this project. That's what makes us
3 the best prepared, the best capable entity to do this project.

4 And I'd also like to underscore, we can read. We read your
5 RFP. We understood all of your requests related to the RFP, and
6 we responded to them in kind. We are the most compliant
7 response to your RFP. And I think we'll be the most
8 collaborative in working with you.

9 Again, sometimes you have to do something a little
10 different to get a different result. And hopefully by looking
11 into us, understanding where we're coming from, these are the
12 types of communities we work in, that we flourish in, and that
13 we're built to be in.

14 You're never going to see APD rushing to do a project in
15 downtown Miami. That's not who we are.

16 This is the type of community we want to be in, because we
17 believe in the potential of Riviera Beach. We have the skills,
18 the talent in order to produce that project and exceed your
19 expectations.

20 COMMISSIONER DAVIS: Madam Chair, I'm done with my line of
21 questioning.

22 CHAIR DAVIS JOHNSON: Thank you.

23 Thank you, Mr. Irons, for your presentation.

24 That concludes the team -- the presentation number one. We
25 are going to take a moment to allow for a transition break and

1 set up.

2 We will have Ms. Hatcher take you to the sequestered area,
3 which is the city manager's conference room.

4 We do have ten minutes built into this transition, but I'm
5 going to reduce it to five so that we can come back and get
6 started. So we will resume in five minutes.

7 (Recess taken.)

8 CHAIR DAVIS JOHNSON: We will resume the Riviera Beach
9 Community Redevelopment Agency presentation. We now have team
10 two.

11 The presentation time is 30 minutes. You may begin.

12 MR. BROWN: I'm going to ask the bearded ones to come
13 forward with me. All three of us, we've got beards.

14 Madam Chair, members of this board, let me first tell you
15 how honored I am to be before you today, having spent six years
16 with you, that is indeed an honor, a privilege, and frankly a
17 miracle to be here with you.

18 And for many of you, I want to thank you for your calls,
19 your texts, and your messages, and your cards; and please keep
20 me and my family in your prayers. And I thank you for your
21 concerns. Thank you.

22 Before I get started with the formal presentation, I would
23 like to explain how I got back here. And so Ezra Saffold called
24 me and said to me, Tony, you won't believe this, the Marina RFP
25 is back on the streets. And I said, oh, yeah, wow. And so Ezra

1 reminded me of a meeting we had where he, and I would call them
2 the four horsemen, where Ezra and three other African-American
3 construction management companies had come to my house; we
4 grilled steaks. And the gentlemen, the brothers, they asked me,
5 as I was director of your CRA, they said, Tony, how do we come
6 in this town, how do we make money, how do we become
7 millionaires. And I said, Guys, if you're going to do it on the
8 construction side, then you need to focus on how you gain
9 capacity and bonding. And I said, quite frankly, I'm not sure
10 that you're going to be able to make millions on just public
11 procurement; particularly just the City of Riviera Beach. But I
12 did say, however, you have an opportunity that if we -- if the
13 Phase I investments we make, if it's catalytic for private
14 development, and you guys are working with Weitz -- Weitz at the
15 time was working with Viking -- I said, the Phase I development
16 is 35, 40 million dollars. If Viking does what they propose to
17 do, that's 200 million dollars. You can do procurement, you can
18 be on the construction side, you can be a partner with Weitz,
19 you can begin to decide if you want to be developers, real
20 estate investors, and the like. And at that time we were
21 breaking bread.

22 And so when Ezra called and said that the opportunity was
23 there and I said, well, man, you know, I'm doing other things,
24 I'm busy. He said, T, we cannot let this opportunity go away; I
25 live for Riviera Beach; I bleed for Riviera Beach; we sat there

1 on your porch and you promised that together with the other
2 guys, with the four horsemen, that we could do this. So I said,
3 Ezra, in this presentation I'm going to tell you the process I
4 went through to say if we are going to be credible, if we are
5 going to do a good job for this city, we have to put together a
6 team that's going to reunite this city. I am not going to be
7 part of a process that's going to be combative, that's going to
8 be another issue where this city is torn apart. And so this
9 tent has to be big enough, and we have to say that we are going
10 to use this redevelopment opportunity as a chance to heal, as a
11 chance to bring folks together, that can be part of the wealth
12 creation that this marina should do.

13 And we hope at the end of this presentation that we have
14 convinced you just that, that this team knows what to do, this
15 team created the vision for which you are making a multimillion
16 have made a multimillion dollar development, and all we're
17 simply asking is give us the opportunity to finish the job we
18 started; and that we're going to do it with local folks that you
19 know; people that you can hold accountable. And that's the
20 essence of our presentation.

21 So Tezral Partners, Tony and Ezra's company, was formed;
22 and it is duly organized in the State of Florida. It is not a
23 start-up development company. It is a single purpose entity for
24 the purpose of developing the marina properties.

25 And as I introduce my team, you will see that we are

1 leaders in the field of finance, community development, and
2 construction.

3 We're putting together a plan that is a huge investment for
4 this city. In total, our plan is a 201 million dollar
5 investment. It is going to create 842 construction jobs, 477
6 permanent jobs.

7 We are fully committed to an impactful community benefits
8 program. And we know that the taxable value of what we're
9 creating will add another 1.6 million dollars to the CRA's -- or
10 to the City's annual tax revenue generation.

11 Our team. We're local. You know us. We're experienced.
12 We have first-hand knowledge of this city. We live alongside
13 you in Riviera Beach.

14 We are nationally recognized leaders in our field. We have
15 an international award winning placemaker who in fact created
16 the vision for which we are making the investment, both public
17 and private.

18 And this firm, Live Work Learn and Play, created the
19 community based strategic vision that is -- that you're asking
20 us, and that we're prepared to deliver the desired results. We
21 created the vision. We started Phase I. We know what to do.
22 We are poised to do it. We are ready on day one.

23 Leadership. As you look to evaluate our team, we're local,
24 we're 100 percent minority owned, we're tested and proven.

25 In terms of experience, you're going to find that we have

1 over 300 years track record. Someone redid the math and said,
2 actually, we have 500 year track record when you collectively
3 aggregate the combined experience of the Tezral team.

4 You have outlined some clear CRA goals. And these goals,
5 we feel that our investment will create high value sustainable
6 spaces and destinations that your residents will benefit from
7 and that your local businesses will benefit from.

8 The local participation and measurement of success, that's
9 how we do business. It don't scare us. We will be accountable
10 to you. And we will report to you. And we will do everything
11 we can to exceed your expectation.

12 Our development plan submission, it's reality. We didn't
13 have to look at a Google Map. We didn't have to parachute in
14 town. We know -- and I can tell you, I'm sure your question is
15 going to be, Mr. Brown, you were here, why don't we have
16 restaurants on Restaurant Row? I can tell you, because you
17 don't have parking. Mr. Brown, why can't we get nationally
18 franchised restaurants and other investors to build on those
19 lots? Because you have 50-year leases and investors can't make
20 their money in a reasonable period of time to make things
21 happen. So we're going to have to be creative, we're going to
22 have to be innovative, and we're going to have to find ways to
23 make sure that the marina provides the public access that I know
24 many of you fought for, to ensure that your marina, that your
25 public property, remains in the hands of your citizens. We

1 don't take that lightly, and we are committed to make sure that
2 happens.

3 I'm going to talk to you about financial capability. What
4 the summary report did not say, is that in our proposal we had
5 75 million dollars worth of financing commitment that now that
6 we've revised our plan, it has been increased to 94 million,
7 because the first thing that we have to do together is we got to
8 solve the issue with parking.

9 And we're not asking the City to pay for parking. It is a
10 public/private partnership, done by many cities across this
11 country, where the revenues regenerate, where the parking
12 revenues that are generated pay for parking.

13 If we present a plan for you where you have to spend one
14 dollar of general funds, you should not do it. You should not
15 do it. This is a partnership. And it has to be a partnership,
16 because until you solve parking, you can't develop the marina.

17 Mr. Haygood can tell you, Viking tomorrow can give you
18 notice to get off their property. That would render the
19 investment that we made today almost inoperable. Because that
20 is how critical we have to solve the issue of parking. And you
21 need to do it today. Otherwise all this stuff we're talking
22 about is just not going to happen.

23 So leadership. We're going to go into the issue of
24 leadership. I'm not going to say much about me. I have a
25 national reputation of finding money for projects that other

1 folks can't do. I have a national reputation of finding money
2 to transform neighborhoods. Some people have an opportunity to
3 transform the areas they live one time. I can thank God that
4 I've had the opportunity to do it in three or four different
5 cities. I can thank God that I've had the opportunity to
6 implement, to run the nation's investment fund for community
7 development financial institutions and see billions of dollars
8 flow into low income communities.

9 I can tell you I've had the opportunity to give the
10 Chairman Bernanke advice on predatory lending, on issues
11 regarding consumer affairs as the chairman, appointed chairman,
12 three-year term, as the appointed chairman to the Consumer
13 Advisory Council of the Federal Reserve Bank.

14 So when you say you want community accountability and
15 compliance, you have our heart; we're going to do that; you're
16 going to hold us accountable.

17 As your executive director, you know me. Folks in the
18 audience know me. I structured the financing for the
19 Marina Village.

20 When the community said they wanted a two-story event
21 center, and when we initially did the funding for it, we didn't
22 have enough money. We found ways to make sure that we delivered
23 the event center that the community wanted.

24 We knew that you wanted a first class community facility to
25 be your anchor in your publicly owned marina. And we did it.

1 We created the award winning ambassador program. We know
2 what people say about our city. We can walk down our streets,
3 you're not going to get hit over the head, and we know that.
4 But we know we have to keep it clean; we know we have to make
5 our residents and visitors feel comfortable. We created, during
6 my tenure, we created the Ambassador program.

7 When the community said, look, all you're focused on is
8 waterfront property, I said, you're right. We're going to
9 create a community development corporation to do neighborhood
10 development. We did that. And the CDC has also been an award
11 winning entity.

12 I'm going to have my partner talk about himself and why
13 we're here.

14 MR. SAFFOLD: As his partner, I'm going to calm him down
15 just a little bit, slow it down.

16 I'm Ezra Saffold. Locally known as Buddy. I was raised
17 and born -- born and raised right here in Federal Gardens, a
18 neighborhood in Riviera Beach.

19 Started my business back in 2001, from zero, with revenues
20 up to seven million dollars at this point. I'm a third
21 generation contractor. My grand-daddy, T.C. Saffold, started
22 back in the '60s, and I kept it going.

23 2008, SBE of the year. These are just some successes that
24 I can just tell you about.

25 But more importantly, I have a sense of pride whenever I do

1 work in my city of Riviera Beach.

2 I know I'm a local guy, but that does not entitle me to
3 anything. What it does, though, is require me to do more and
4 above anybody else. My heart pumps Riviera Beach.

5 Look at this, a local boy, up here speaking on this level.
6 I hope I inspire, motivate, and just give hope to my young guys
7 that look like me in my town. I hope, if anything else, that's
8 the message that they see from this presentation.

9 MR. MARTZ: Hi. I'm Richard Martz. I'm a partner and
10 principal with Live Work Learn Play. We'll talk a little bit
11 more about some of the work we've done with your community over
12 the years. But just to understand who we are and what we do,
13 for some of you in the room who aren't familiar, we are a real
14 estate developer and adviser who work exclusively on the
15 planning and development and revitalization of communities. We
16 work across the United States and Canada. We've had the
17 pleasure of working extensively in the State of Florida over the
18 years, from Pensacola and Tallahassee to other parts of the
19 Panhandle and the Emerald Coast, Boca Raton, Orlando, and right
20 here in Riviera Beach. So we know this state and this community
21 very, very well.

22 One of the things that's critical in any project that we
23 work at, and any community that we partner with, is
24 understanding what makes it tick. Every community has a beating
25 heart. They have the things that are important to them, the

1 things that are authentic and local, to what makes it special.

2 And when you're dealing with any major public asset, like
3 the marina here in Riviera Beach, or any other major public
4 projects that we've worked on all over the country, it's
5 critically important that what gets developed there beats in
6 tune with what that community wants and needs.

7 And what we know from the work that we did here with Tony
8 and many other people in this room over the years, to put
9 together the plans and vision for the Marina District, is we
10 have an intimate understanding of what that marina vision was,
11 and we helped bring the consensus together around the master
12 plan that we're now working to execute.

13 And the plan that we have before you is taking that plan to
14 fruition, and taking it to the next step. And it is very much
15 our intention to work very closely with this entire team as our
16 partners to help realize the vision that this community bought
17 into and approved, because that was our commitment, and that
18 continues to be our commitment.

19 MR. BROWN: So the clock says we have 15 minutes. So let
20 me go through the rest of the slides pretty quickly.

21 I'm going to talk about the experience of our multifaceted
22 team. We just talked about Live Work Learn and Play, the vision
23 to which you invested. They worked with the community, they had
24 long hours of charrettes to get us to where we want. They have
25 over 100 years of combined experience in making places great

1 places.

2 Our construction group. It centers around Mr. Saffold. We
3 structured this where he will have the opportunity to tell Weitz
4 and KAST what projects they have, how we're going to divvy up
5 the level of work between our minority construction group and
6 our prime.

7 Weitz, KAST, and All-Site together, collectively, they're
8 leaders in construction management and general contracting. The
9 bonding capacity of these firms are about 1.6 billion dollars.
10 It's eight times greater than the 201 million dollars that we
11 said we're going to develop. So we know we're not going to have
12 any financial institution telling us that they're concerned
13 about our ability to guarantee construction, about our ability
14 of our contractor to complete construction. And these firms
15 have a track record of showing that they will make their bonding
16 capacity such that it will not be an impediment for our local
17 MBE group.

18 Urgo Hotels. It was clear to me, after I left, is that you
19 wanted a hotel to be an anchor. And that was one of the other
20 things when Ezra called, I said, man, it's looking -- just
21 getting caught up at the plan, it appears that the anchor for
22 the marina is a hotel.

23 So I called Mr. Urgo. And what I told Ezra, the partner, I
24 said, look, if we do this we got to make sure we have a
25 reputable hotel developer. I called Mr. Urgo. He said yes.

1 In the phone call to Mr. Urgo -- my neighbor has a relative
2 who was a senior executive of Marriott. He introduced us to the
3 Marriott folks. And in quick order, when we told them that Urgo
4 was going to be our hotel management, and then what we also told
5 them, but we are going to raise local money; we want the hotel
6 to be black owned, minority owned, and locally owned. And
7 Marriott bought into our plan. And in our packet you have a
8 commitment letter. We're not making a promise to recruit a
9 boutique hotel. We're telling you, your consumer plan said you
10 wanted an extended stay hotel. Marriott has given me and my
11 partner a letter, pledging that they will give us a residency
12 and franchise in your community.

13 Uptown Rental Properties. Dan Schimberg, I've known from
14 my days in Cincinnati, and we are crossing paths again in
15 Tallahassee. We contacted Dan to be our residential partner.
16 Again, the same thing, we wanted to create a residential
17 community where working families can enjoy the same views as
18 affluent families in our marina. So we are proposing 325 units
19 of stunning views of residential property along Broadway, would
20 have an unobstructed view to the intracoastal area.

21 Architect and engineering. Our firms are the ones who put
22 together Phase I. They know what's underground. They know what
23 the process is to zoning. They know the city, the county
24 ordinances, the processes. They are leading institutions. And,
25 again, going to our theme, we are ready day one, because they

1 know your staff, they know your rules and regulations, and quite
2 frankly they know what's buried.

3 And I told Jim Wells, I said, in this process I'm going to
4 find out what should have been buried and not there. So we'll
5 tell you about that too.

6 Global financing innovation. I talked about me. I have a
7 reputation of finding capital for projects and using it to
8 transform communities, but my partner that has been in this with
9 me for over a decade has been Novogradac & Company. And many
10 folks in the finance that work with tax credit programs know
11 that Novogradac is the leader in this industry. They helped
12 structure the Event Center structure. Together we've done over
13 a billion dollars in credit and investment transactions
14 throughout the United States.

15 But I want to talk about our local folks. You know, we're
16 not trying to build a shopping center. We're trying to do
17 something unique. And that was the first thing that Live Work
18 Learn Play said when Viking brought them here, is that when you
19 look at what's surrounding you in Jupiter, in Palm Beach Gardens
20 and West Palm Beach, well, we have to create something that is
21 uniquely Riviera Beach; and so our folks know what that is.

22 So our property management, we don't need to have some
23 national firm from Boca to manage the real estate. We got
24 someone local; One World Realty has been in your community since
25 1975. They will manage the upkeep of the Marina Village and

1 recruit the tenants.

2 Mosaic Group, many of you know. They are locally owned. A
3 minority business enterprise firm. Award winning firm. They're
4 going to specialize in the marketing of special events and
5 community engagement and public relations process with our
6 partners Live Work Learn and Play.

7 Jones Foster has done work for the CRA. They will serve as
8 our legal counsel. We are particularly attracted to their real
9 estate practice, which has been the cornerstone of that firm
10 since 1924; and Grasford Smith will serve as the firm's
11 representative to Tezral.

12 The approach to fulfillment of your CRA goals. It's clear
13 to us you want the waterfront to be a great place. You want the
14 waterfront to be something that the residents are proud of. You
15 want something that visitors will speak highly of. And we know
16 it's not about the bricks and sticks but it's about what people
17 feel and get a sense of when they come to the marina.

18 And I'm not going to go through this slide. I'll come back
19 to it. But one of the things, one of the benefits you get with
20 us -- and I commend staff for attempting to go out to say, look,
21 we're going to develop our marina whether the private property
22 owners can participate or not; so do a base approach but
23 alternatively do an alternative approach. I will tell you that
24 if you move forward with a base approach, you're only going to
25 complicate it later in terms of what you're going to do to get

1 the private ownership out of your marina. It's going to be more
2 expensive later than now.

3 And as I said in my opening remarks, tomorrow the marina
4 can end up having a serious impairment if we don't address the
5 long-term issue of parking. And that's why we started with
6 that. Our plan proposes 2,000 parking spaces. A financing
7 commitment letter that we're not trying to break the back of the
8 city, that to the extent that our development doesn't pay for
9 it, we propose for you to have the option to ask the Port to be
10 a subtenant. They have always had a demand for parking. We
11 know that Lockheed and others have a parking demand. The
12 investment in parking would not only spark the marina
13 development, it's going to spark all of Broadway, all the way up
14 to Rybovich, and create this wonderful marina district that was
15 first envisioned by our partners Live Work Learn and Play.

16 You want the residents to benefit. Our program will help
17 reduce poverty. We're going to tie residents to our job. Every
18 stakeholder is respected. We have created investment
19 opportunities for folks to play. And we're going to set the
20 level of unit investment at a point where anyone who wants to
21 have an ownership, may.

22 You want a tangible return to the city. I've already
23 calculated, 1.6 million in new annual tax revenues to your city,
24 to your CRA.

25 You want a vibrant waterfront. You want opportunities for

1 residents and businesses to participate. You want it to create
2 an engine for revitalization. And we are committed to that.

3 You want to make sure that our community benefit programs
4 is measurable and impactful. This is a busy slide, but you can
5 look at it. There's 100 percent, 100 percent, 100 percent, 50
6 percent, 100 percent, local, minority, women.

7 We don't need to helicopter a group from Georgia, Texas.
8 The talent is here. The commitment is here. And the team is
9 here, and we're ready to go today.

10 This is slide -- Weitz is our prime. As I said, Ezra is
11 going to call the shots. If we don't achieve our minority goal,
12 I will stand up here in front of you with Ezra and you can
13 rebuke us. Because it's gonna start with our minority
14 construction group. It's going to conclude with them. And even
15 though we did Phase I, and we're pleased that we exceeded the
16 number, you're right to say that's not good enough, we can do
17 better. We should do more.

18 When we did Phase I, we had a 15 percent goal for small
19 business participation. We exceeded it. 47 percent. Local, 31
20 percent. Woman and minority businesses, 20 percent.

21 MR. SAFFOLD: Just like always, typically these out of town
22 guys come in and make promises to our local subs. I decided not
23 to do that this time. I didn't want the subs that I work with
24 consistently, proven, to do a dog and pony show for me. By me
25 being the developer, I have more autonomy to make more decisions

1 to give more of our local guys a piece of the pie.

2 I'm not talking about it. These are things that I already
3 have in place. Things that I've already done. Like breaking up
4 bid packages. Eliminating some of those prequalification
5 hiccups that prevent those local guys when they do those dog and
6 pony shows, when those guys get the contracts, they just have a
7 reason not to give it to them.

8 Assisting some of the local MBEs with the back office.
9 Because we know that that's where they have their problems
10 getting their pay-outs. My staff has taken an approach of
11 bringing the sub in and showing them how to do those schedule of
12 values and things that it takes to get their pay-outs corrected.

13 Like you said, bonding and access to capital are the two
14 things that keep our guys from eating properly.

15 I have set up relationships with my bonding agent and a
16 local banker who is committed to helping small businesses in
17 this town and on this project be successful.

18 MR. BROWN: So I'm going to go through the development plan
19 quickly. And I know Tamara, she'll kick me. I've worked with
20 her, so I know she don't play. So we got five minutes left.

21 As I said in our presentation, we're going to create an
22 affordable residential community. That's represented in
23 building seven and eight. 325 units of workforce housing,
24 affordable to families with incomes less than \$58,000. They all
25 have the same view as many residents over in Palm Beach and

1 Singer Island. We'll be overlooking Bicentennial Park and the
2 Marina with unobstructed views of the intracoastal. And you can
3 see, we start from Broadway and we work our way down. That was
4 the concept that Live Work Learn Play told us years ago. We're
5 not going to try to just take advantage of the fact that there's
6 publicly owned property to plop a ten-story building and then
7 therefore that you then start talking about how do you make it
8 catalytic for the improvement of Broadway. You have vacant land
9 starting from the bridge, all the way to Lake Park. And until
10 we get started, to be able to clean up and make -- and we have
11 to start somewhere. And when we start here, it will be
12 catalytic for the rest of Broadway. I know that. I've seen
13 that. I've been part of it.

14 We talked about the hotel, 130 room hotel to be owned by a
15 local group and minority investors. My reputation is raising
16 money. I know among family and friends and residents around
17 this community, as a former banker, I know there's wealth in our
18 community. And people have the opportunity -- by the fact that
19 as a former banker we're bringing a quality hotel operator.
20 That is job number one. And then you got a major brand. You'll
21 be able to come down and family and friends will be able to say,
22 stay at the hotel that we have an ownership piece.

23 Building five -- I'm just talking about again building six,
24 the franchise commitment. I'm not blowing smoke. In our packet
25 we included the commitment letter from the Marriott.

1 The waterfront live. We know that we have choices for
2 waterfront eateries up and down Palm Beach County, Broward and
3 Dade; and so we know we gotta create something unique, something
4 different. Our marina is a boating paradise. But people can
5 choose whether or not they come here, West Palm, go up to
6 Jupiter. So we want to create a unique and eclectic mix of
7 local favorites. We've had McCray's commit to us. Rodney's
8 Crabs have committed to us. We talked to Ms. Ann Teague, who
9 has been feeding, providing food for this community out of her
10 home for years, who will locate in one of our facilities.

11 We've had a chance to look at unique ethnic offerings even
12 in Broadway. So NYSW Jazz Lounge is set to open a new location
13 here. And then we're going to have the things that boaters and
14 others like when they come to the waterfront, the Mediterranean,
15 Caribbean, and the seafood menu choices. That is what we see.
16 And that is consistent with the conceptual plan that we created
17 years ago.

18 Buildings five, seven and eight is intended to create a
19 retail space and a distinct waterfront atmosphere where small
20 businesses can prosper.

21 I talked about parking. You can't hardly tell that a
22 parking garage, 2,000 spaces, exists in buildings seven and
23 eight because the design is to hide the parking with residential
24 uses; so that the people who live there, again, as I said, can
25 have unobstructed views of this great waterfront.

1 Public facilities to drive access to the waterfront. Phase
2 I investment was about infrastructure to attract private
3 investment; and it was also about making the improvements in
4 your public assets, for it to draw residents. I understand the
5 Event Center is a hit. Our fraternity has to book our rooms a
6 year in advance because if we miss it, we don't get a
7 reservation. That is how popular your Event Center is.

8 We had a question, should we or the City manage the Event
9 Center. We said it should be, in our opinion, the City.
10 Because I know the blood, sweat and tears that residents of this
11 community made to ensure that the marina had public access and
12 that they had a place for weddings and other things. But what
13 we did say is that as your public/private partner, that we would
14 create an investment so that the Event Center would be
15 profitable.

16 Our financial capability and feasibility. There was a lot
17 of questions about what we provided and what we didn't provide.
18 We said -- and this is consistent with a lot of public/private
19 initiatives. We said that our financial statements -- and my
20 financial statements are audited. And I am a private firm, and
21 I do produce audited financial statements because I have an
22 extensive banking relationship that is important to me. We did
23 not provide our audited financial statement; we said we will
24 provide it if you select us as your developer of choice. In
25 lieu of that we did provide a bank reference letter that

1 documented the substantial amount of money I borrow and keep on
2 deposit with the bank; and the substantial investments they have
3 made in my New Markets Tax Credit business. But we did provide
4 commitment letters, strong commitment letters. The RFQ said
5 that they didn't want general letters for institutional lenders
6 would be deemed insufficient. Ours is a commitment.

7 Your RFP said financial statements with notes, and not
8 older than one year. That's interpreted to be if not an audited
9 financial statement, at least detailed enough that people can
10 understood the makeup.

11 And so I'm going to ask my partners -- Richard, do you want
12 to start ending with the last few minutes we have?

13 MR. MARTZ: I think we're almost out of time. I think the
14 only question I would just want to -- Excuse me. The question I
15 want to pose to, you know, members of the CRA -- and I thank you
16 for your time, and we'll look forward to your
17 questions eventually -- is that at the end of the day, this is a
18 legacy project for your community. This is the kind of project
19 that doesn't come along more than once in your lifetime, if
20 you're lucky. This is a project that many people have been
21 trying to get off the ground for over 30 years.

22 This is the team that helped unlock that first phase of the
23 project, by putting the vision together; and by on the public
24 sector side, making those initial investments to build
25 credibility with the private community, to be able to develop

1 the next phase of this.

2 I think it's clear that the capacity is here, that the
3 investment in the local community of the team is here. I think
4 that's beyond reproach.

5 I think the other thing you need to ask yourself on the
6 plan is, beyond getting all the things that I know are important
7 to this community in terms of local participation, because I
8 think that much is clear, at the end of the day you also need to
9 be proud of what gets built. And you need to ask yourself, is
10 Riviera Beach Disney World? Is it South Beach? Is it
11 Ft. Lauderdale? Or is it Riviera Beach? And you have to look
12 at the plans that have been put forward through that lens, of
13 what do you ultimately want to see developed on your waterfront;
14 and which team really understands how to build the kind of place
15 that residents of this community are going to feel at home in,
16 that they're actually going to want to spend time in with their
17 families and go to. Not just as a tourist destination for
18 people that are coming in here. Because that's really
19 important. Because one of the major strategic components of the
20 plan that we initially put together was that what is going to
21 make this marina redevelopment unique, and what is going to make
22 it a regional destination, is staying true to the authenticity
23 of this community, because that's what's going to make it
24 different from everything else that you see along the waterfront
25 in South Florida. And we're committed to making that happen,

1 because we understand how to do that, we understand how to
2 create communities. It's not just about plopping a parking
3 garage and an entertainment attraction and a housing development
4 up like a bunch of single uses that sit alongside each other but
5 don't talk to each other. It's about integrating all of those
6 things physically and experientially to create something that
7 feels authentic. And we know how to do that, and we look
8 forward to hopefully having the opportunity to do that with you.

9 CHAIR DAVIS JOHNSON: Thank you. Before we entertain
10 questions, if you would please introduce your team, tell us the
11 name of their firm and their proposed scope of work.

12 MR. BROWN: I'll ask my teammates to stand and come to the
13 podium to introduce themselves. Quickly, please. It's long.
14 We told Derrick McCray he should have brought -- and Rodney,
15 they should have brought some food. We don't want to have an
16 unfair advantage.

17 MR. SMITH: Good evening. Attorney Grasford Smith, Jones
18 Foster.

19 MR. WELLS: Jim Wells, executive vice president with the
20 Weitz Company construction firm.

21 MR. CLARY: Mark Clary, Song & Associates.

22 MR. DeMAY: Hi. Good evening. I'm Dave DeMay. I'm a
23 principal with KAST Construction. We're a locally based
24 contracting firm in West Palm Beach. I have 260 team members.

25 Ezra and I have been working together for three or

1 four years on a couple of middle schools for the School District
2 of Palm Beach County. And we're going to renovate the
3 headquarters for PBSO.

4 And, you know, he's like a brother. Watching him up here
5 today, talking about a 200 million dollar project. Over the
6 last three years Ezra and I have worked together to help his
7 company with marketing, with business development, with systems
8 in place. He comes to our office for every training that we
9 have; Ezra and his team are welcome. So it's great to see him
10 up here today, and I'm proud of him.

11 MR. LUBECK: Good evening. My name is Chip Lubeck. I am
12 the owner of One World Realty on Singer Island. We are a firm
13 that was established in 1974 by my father; and my sister and I
14 now run it. I've been there for 30 years. My entire family is
15 residents of Singer Island, and we love this community.

16 I met Tony Brown when he first came to town; and I've had
17 the opportunity to work with him through the CRA. And I still
18 do some management work for the CRA.

19 And this is my home. I'm local. All my work is done right
20 here in this community. So thank you very much.

21 MR. PILGRIM: Miguel Pilgrim, owner of Pilgrim Group NYSW
22 Jazz Lounge, New York Subs and Wings.

23 I'm not from the area. I am actually from Memphis,
24 Tennessee, and moved down here in South Florida about 15 years
25 ago, started the real estate development company. And when I

1 started NYSW Jazz Lounge, my goal was to put something in the
2 community, bring in culture, local art, local music. And that's
3 why I think when Ezra and the Mosaic Group came down, they saw
4 something very similar. And I came up here, and had never heard
5 of Riviera, and was impressed and just like, wow, how do I do
6 something special here. And I'm prepared to. We're prepared
7 to. Thank you.

8 MS. ADAMS: I'm Sharez (phonetically spelled) McKendrick
9 Adams. I'll be working with the Mosaic team. I am a 41-year
10 resident of Riviera Beach, Florida. Great connections in the
11 city. And I have 20 years of building construction background
12 and working with community outreach and engagement.

13 MR. SCOTT: Good evening. I'm David Scott, working with
14 the Mosaic Group also. Many of you have seen me before. I have
15 over 30 years public sector experience, working with the Mosaic
16 Group, working through community outreach, community engagement,
17 sustainability, building community support and wealth.

18 MR. SAUNDERS: Rodney Saunders, Rodney's Crabs & More,
19 about 300 yards away from here. Come visit me.

20 MR. McCRAY: Derrick McCray, McCray's Backyard BBQ.

21 As most of you know, we've been around for 84 years as a
22 community business from Harvey's Barbecue to McCray's. And you
23 know my father, Herman McCray; and his vision was for McCray's
24 to take part in this. And I try my best to hold up the legacy
25 of McCray's. And this is our 14th year going to the Super Bowl,

1 so you know we got the best ribs in the world, right here
2 locally, born and bred on S Avenue in Riviera Beach. So we just
3 encourage everybody to support what we're doing. Thank you.

4 MR. SAFFOLD: And lastly, for two future teammates, who I
5 just found out that may be available now, Dwayne and Newbold.

6 MR. BROWN: And with all of our partners, they have to
7 provide MOUs and letters of intent.

8 CHAIR DAVIS JOHNSON: That concludes your presentation?

9 MR. BROWN: Yes, that concludes our presentation. Thank
10 you.

11 CHAIR DAVIS JOHNSON: Thank you, Mr. Brown.

12 Questions from the commission, please.

13 COMMISSIONER MILLER-ANDERSON: Madam Chair.

14 CHAIR DAVIS JOHNSON: Commissioner Miller-Anderson, you're
15 recognized.

16 COMMISSIONER MILLER-ANDERSON: Could you explain a little
17 more maybe some of the projects that you all have completed,
18 that may be similar, or some that you're working on that's
19 similar to this particular project?

20 MR. BROWN: Yes, I can. One of the things that we did in
21 our proposal, because there was a request to highlight
22 waterfront developments, we highlighted a number of projects
23 that Urgo has done, not only the Singer Island Marriott Hotel
24 but projects throughout Florida.

25 My resume' is extensive in Cincinnati, Ohio. I have a

1 reputation of having revitalized the Burnet Avenue Business
2 District, Short Vine around the University of Cincinnati; and
3 most recently named fee developer for a project in Tallahassee,
4 Florida, in a CRA, redeveloping a block of property that is
5 mixed use in a historical community called Frenchtown. Recently
6 named the administrator for the St. Augustine CRAs; they have a
7 parking CRA and a CRA for the Historic Lincolnville CRA. So
8 recently hired to run and manage their redevelopment agency.

9 And one of the things I sort of glossed over in my resume'
10 is that I have designed the healthy food financing strategy for
11 the Kroger Company; and we've placed about a half a billion
12 dollars of grocery store assets in food deserts; and I have
13 partnered with them throughout three states, Ohio, Texas and
14 Tennessee. And our projects have employed over 400 individuals;
15 80 percent live in a low income community that the store resides
16 in; and over 60 percent of the individuals earn a livable wage.

17 MR. MARTZ: Sure. I kind of don't know where to start. I
18 mean we've worked, Learn Work Play, as an organization. All we
19 work on is large scale mixed use community developments and
20 redevelopments.

21 In Florida, my partner, who some of you know, worked very
22 extensively, and in fact led major portions of the redevelopment
23 of San Destin, Florida. If you've ever been to Baytown Wharf in
24 the Florida Panhandle, that basically became the most important
25 resort and entertainment destination in that area; and that was

1 built from scratch, starting in 2003. It's a 2,000 acre
2 project.

3 We're working actively now on the redevelopment of an
4 entire district; it's over 700 acres, in Toronto, Canada.

5 We've worked with universities on the redevelopment of
6 entire college towns. If you go walk down Madison Street in
7 Tallahassee, Florida, today, and you go to speak to Andy Miller,
8 who's the president of the FSU boosters, he'll tell you the role
9 that we played in revitalizing an industrial area of downtown
10 Tallahassee to give the students of Tallahassee, Florida, an
11 actual college town environment that never developed
12 organically.

13 We've done it all over the country. We've worked with the
14 U.S. government on the Presidio.

15 We've developed projects in the state of Connecticut, for
16 the University of Connecticut.

17 I think, you know, the gist of what you should take away
18 from our projects is that we don't work on one kind of project.
19 There's in many cases very few similarities in terms of the
20 specifics between all our projects. They're all exactly
21 appropriate for the context and the community that we work with.

22 And that's very different when you're working in Riviera
23 Beach on a marina waterfront, for a public marina that's a
24 working marina, with the history of things that have happened in
25 the city, and what that needs to be. And it's very different

1 when you're working in Fishers, Indiana. And it's very
2 different when you're working in parts of Montana, and when
3 you're working in the Southern Georgia and on the Grand Banks of
4 South Carolina, which are all communities that we've worked in.
5 But the point is that each one of those projects reflects the
6 authenticity and needs of that community.

7 MR. BROWN: I failed to share the resume' of another
8 partner on our team, Uptown Rental Properties. Richard
9 mentioned the work they've done in Tallahassee, and the plan.
10 And what's so interesting about Uptown Rental Properties, and
11 some of you may know the Cascade area, the Cascade projects, but
12 Uptown Rental Apartments' team, with North American Properties,
13 and they have been the team that has transformed that area of
14 Tallahassee. And we're happy to have Uptown Rental Partners as
15 our partner in our residential development; which will also be
16 another investment opportunity for a local group of investors
17 that we plan to put together.

18 COMMISSIONER MILLER-ANDERSON: That's it for now.

19 MAYOR MASTERS: Madam Chair.

20 CHAIR DAVIS JOHNSON: Mr. Mayor, you're recognized.

21 MAYOR MASTERS: Mr. Brown, I'm thankful to God that he has
22 brought you from a mighty long ways, and brought you through by
23 his amazing grace. I'm thankful for you to be here tonight.

24 I hope and pray that when we develop, whoever develops,
25 particularly at the Event Center and other places -- you know,

1 I've been mayor a mighty long time, but experience matters.
2 I've seen, I've seen it all. I've seen people come in this town
3 and make false promises, and they don't keep them. I've seen
4 restaurants come in and say they're going to hire local people,
5 and they don't. No one's there that looks like me. That's a
6 problem.

7 What can you tell me that guarantees that when people,
8 businesses that come in -- I know the local ones, the ones that
9 you've mentioned, but I'm sure there will be others. What can
10 you tell me to convince me that we will learn from the past?
11 People come in and say they're going to hire from the local
12 community; and six months later, it hasn't happened. Two years
13 or ten years later. That's a problem for me. And it's been a
14 pattern with the City and CRA. What can you tell me that --

15 MR. BROWN: Mr. Mayor, as our jobs mayor, someone I've
16 known, I've worked with for six years, and I know how important
17 workforce development is to you, I can take something from the
18 playbook I took from my partnership with Kroger -- and
19 Mr. Haygood can attest to this, as we were negotiating with
20 Viking and as we were negotiating with the restaurants that were
21 considering our marina. It's real simple. It's in the tenant
22 agreement. It required them that any openings that they have,
23 that it's going to be a partnership, that they need to work with
24 us and make sure that the job opportunities are posted with our
25 community partners, in a way that we can qualify, train, and

1 make sure that they have the first opportunity to job openings.
2 We have to roll up our sleeves and do it.

3 On the construction side, we went through it. We're
4 centered around Ezra. And you heard KAST and you heard Weitz
5 say in their commitment, and not only outreach, but the back
6 office part and support. So, clearly, I've done this. I
7 managed the nation's, what people would say the number one
8 program for economic development, and supervised the rule making
9 that made sure that investments in low income communities
10 benefitted the low income community and benefitted low income
11 persons. So we know the tools. We've developed the
12 instruments, that we can say it's not a broken promise but that
13 it is contractually required.

14 MAYOR MASTERS: Also someone mentioned, and you did kind of
15 talk a little bit about it as well, what would be the advantage
16 of having a 130-room hotel, which would be right next door to
17 the Port, which makes sense to me, what's the advantages of
18 having a 130-room hotel, certainly the caliber of Marriott
19 versus a boutique hotel?

20 MR. BROWN: Richard said it was in the plan. You want to
21 address it? And I'll come back to it.

22 MR. MARTZ: Sure. I mean, there was always a vision for an
23 extended stay hotel. That came out of the very extensive market
24 research that we did, that identified that that was a gap in
25 this area, especially with all the overnight cruises and a lot

1 of people coming to this community. There's a lot of workers
2 here for extended periods of time, working at the Rybovich
3 Shipyards and at Viking. So we knew that that was a type of
4 hotel product that was very much in need here. And the location
5 that we have it in our plan was exactly the location that we
6 spent many months breaking our heads over and determining that
7 that was the appropriate place, next to the Port, next to the
8 waterfront activities, next to Peanut Island, next to all the
9 cruises. So the type and the location are entirely consistent
10 with all the work and thinking that was done many years ago to
11 set the plan.

12 MAYOR MASTERS: Based upon your experience and expertise in
13 this area, wouldn't you think that major hotels like Marriott,
14 when there's an opportunity to build that versus a boutique,
15 that you've done this nationally, usually it's the big hotels,
16 it's not the little small ones that most developers would go
17 towards, is that correct?

18 MR. MARTZ: Well, you get enormous benefits when you go
19 with franchises, with national hotels. You get the benefits of
20 their loyalty programs and their booking programs, which means
21 you have a lot of people that are going to come to this
22 community and stay in this community because of the Marriott
23 reach and reputation.

24 And as you know, they are now partnered with Starwood.
25 They bought Starwood. So they actually have a -- they're the

1 largest hotel company in the world; and their loyalty program
2 extends to the largest number of, you know, hotel membership
3 programs globally.

4 MAYOR MASTERS: I guess my question is maybe, why would
5 someone want to do a boutique hotel? That's what I'm trying to
6 understand. Period.

7 MR. MARTZ: I'm not going to attempt to step into the mind
8 of the other proposers.

9 MAYOR MASTERS: I'm just asking you to step in your mind.

10 MR. MARTZ: In my mind?

11 MAYOR MASTERS: Yeah.

12 MR. MARTZ: Boutique hotels can be appropriate, but this
13 isn't the right context for it.

14 MAYOR MASTERS: When are they appropriate? Is what I'm
15 asking.

16 MR. MARTZ: They can often be appropriate associated with
17 health and wellness and spa concepts, traditionally in more
18 urban locations; or extreme, extreme destination locations where
19 you're dealing with very, very specialized hospitality that
20 doesn't fit lock step into the very specific requirements that
21 each hotel flag and brand has.

22 MAYOR MASTERS: The key word is extreme. That's kind of
23 what I thought.

24 Parking has been a big thing. You mentioned parking, the
25 buildings on Broadway are going to have parking, Tony?

1 MR. BROWN: Yes.

2 MAYOR MASTERS: Kind of go back just a little bit. Not
3 much. So the buildings on Broadway, is this going to be a wrap
4 around thing or what?

5 MR. BROWN: So what you see -- and Mark, you might come to
6 the mic too, in case I get it wrong. So you have the parking,
7 and if I'm not mistaken, five decks of parking wrapped with
8 residential housing around.

9 And we had a little miniature charrette with our design
10 team, and even one of our contractors noticed some things
11 differently with the hotel that is proposed to go on the east
12 part.

13 But, Mr. Mayor, you might want to repeat your question in
14 case I'm not answering.

15 MAYOR MASTERS: No, you are. You're fine.

16 MR. BROWN: So it's -- the decision was that when you come
17 down Broadway, that the taller buildings -- and the RFP said we
18 didn't have to stick to the current zoning, but what I would
19 tell you is that most economists are saying that we are going to
20 enter into a recession in about the next 18 months, and so we
21 didn't want to come up with a grandiose idea, say 15, 20
22 stories, when we know we had to go through a major land use
23 regulation process. So we told Song & Associates to do what
24 current zoning will allow. And because as we -- once you select
25 us --

1 MAYOR MASTERS: Try to keep your answers as brief as you
2 can.

3 MR. BROWN: I'm sorry. But the point is, yes, the garage
4 and the density is along Broadway, which is intended to help
5 spark the revitalization of Broadway, and park the cars west and
6 so that we can create a nice walkable pedestrian property at the
7 waterfront.

8 MAYOR MASTERS: I've also noticed that you have selected a
9 well-known law firm that has a lot of experience in this, in
10 these type of arenas. Can you tell me a little bit about the
11 law firm?

12 MR. BROWN: Yeah, Jones Foster is actually working -- was
13 here at the CRA, and because of the issues of parking at the
14 time, the position that the master developer took, we wanted to
15 have a law firm that could advise us of land use issues and
16 could advise the city of what their rights could be under
17 eminent domain, in the event that the issue of price became an
18 issue. And so Jones Foster, after extensive research, was
19 recommended as a firm that has been around, local, and had the
20 expertise in the area of land use planning and eminent domain.

21 MAYOR MASTERS: I have a question. How long did you say
22 you've been in this business?

23 MR. BROWN: Me?

24 MAYOR MASTERS: Yes.

25 MR. BROWN: If you define it as banking and community

1 development, finance, I've been in it over 30 years.

2 MAYOR MASTERS: Experience matters, doesn't it?

3 MR. BROWN: It does. Yes, sir.

4 MAYOR MASTERS: I want to ask you something else. I meant
5 to ask the other guys about, but I didn't write it down then.
6 There's over a million returning citizens, ex-felons, as we call
7 them, returning citizens, that's going to be released -- not
8 released, but be able to vote, and they're going to need jobs.
9 We know that recidivism is always at an all time high. Do you
10 have any plans to help Dr. Botel and myself, who have been
11 taking the lead with the job program, to make sure that we can
12 get these young men and young women into this kind of situation,
13 that will benefit them as well as the community, and makes us
14 safer when we know they're working, everybody is safe, safer.

15 MR. SAFFOLD: I'm glad you asked that question. Threw me a
16 softball then.

17 I don't want to tell you what I'm going to do. I'm going
18 to tell you what I'm already doing. My paving company currently
19 employs nine second chance guys. As far as this proposal is
20 concerned, I'm going to do everything in my power to continue
21 doing what I'm already doing. I'm from this community, and part
22 of -- being a part of what Riviera stands for is to know the
23 makeup. I love this community. I live here. I work here. So
24 when I ride on 36th Street, or ride over by Jiffy, or ride up
25 and down S Avenue, and I have these guys say, hey, Saffold, you

1 got some work for me? I say yeah, give me a call. And that's
2 what I'll tell you right now, tell them to give me a call.

3 MAYOR MASTERS: Experience matters, doesn't it?

4 Come back. I'm not done.

5 How long have you been doing this, this business, what you
6 do for a living?

7 MR. SAFFOLD: I think I was riding on my daddy's roller
8 when I was like five. I have a picture of that.

9 MAYOR MASTERS: You?

10 MR. SAFFOLD: Me. I hope I didn't break any labor laws
11 then, but I was out there then.

12 MAYOR MASTERS: Where's the police? We may need to lock
13 him up.

14 You also just did -- did you have anything to do with the
15 Cunningham Park?

16 MR. SAFFOLD: Yes, I did. With great pride, and just love
17 for what's there. We had a ground breaking. Ms. Hubbard and I
18 did what we had to do to show the community what could be there.
19 And it was a big success.

20 Along with simultaneously we had a ground breaking for
21 Ms. Johnson there for the south side community --

22 MAYOR MASTERS: Experience matters, doesn't it?

23 MR. SAFFOLD: -- community center.

24 MAYOR MASTERS: What other projects have you done in the
25 city? I know you've done --

1 MR. SAFFOLD: Well, in the last five years we probably did
2 ten million dollars worth.

3 MAYOR MASTERS: Good for you.

4 Mr. Brown, the Event Center -- and I've always asked this
5 question. Now you're here, so I can ask you. I don't know why
6 they did this, they built this without an amphitheater. Do you
7 have any -- have you thought about it? I know that we don't
8 have one there; and every event, they've always gotta rent a
9 stage and bring it in, rather than -- I mean we even have an
10 amphitheater right there, in the middle of city hall; where
11 we're going to have a big concert tomorrow night at six p.m.
12 Thank you very much. But I want to know, has there been any
13 thought about that at all?

14 MR. BROWN: I looked at Richard -- I was going to joke,
15 because one of the things -- the vision was to create space that
16 was adaptable, so that -- why put up a band shell and a stage if
17 you're not going to always have a concert, and you could bring
18 it in? And the thought was at the time, because we invested in
19 the fountain, the water to spray, the spray ground and the
20 picnic tables, that we envisioned it would be a place that
21 people would come at lunch time and sit and play, and with the
22 shade. I think there was supposed to have been a shade cloth.
23 I haven't been down there in a while.

24 And truth be told, and Weitz can attest to this, that the
25 gas lines and the electrical lines are in the ground because we

1 envisioned that to also be a food truck park, and it was
2 designed that way. So what we have not accomplished is the
3 activation of Bicentennial Park, that in a way that it can be
4 that space we envisioned it to be, to have a variety of uses.
5 And rightly or wrongly, that was the decision.

6 The other thing, I think, if we had to do over again, I
7 don't think we would have put the solid retaining wall along the
8 waterfront. Feedback has come back that we have blocked off the
9 water view.

10 There were some concerns on the second story of the Event
11 Center. I think if we had the chance to do over again, we would
12 create some view corridors where you can sit and still look out.

13 So there were lessons learned. And I'm hopeful that we
14 have the opportunity to do it again.

15 MAYOR MASTERS: Last but not least, you were -- and I want
16 to -- I don't remember which president it was, but one of the
17 presidents of the United States I think selected you to serve on
18 something because experience matters. Tell me who that was.
19 Well, who and what was your capacity?

20 MR. BROWN: I was appointed by George W. Bush to be
21 President Bush's first director of the CDFI Fund, Community
22 Development Financial Institutions Fund. And folks know that
23 that is the nation's way of investing in loan funds, small
24 business funds.

25 I had the pleasure of writing and supervising the rule

1 making for the New Markets Tax Credit Program.

2 I'm also honored to say that I worked with Senator Tim
3 Scott and Senator Booker out of New Jersey for the newest
4 program that's been created, Opportunity Zones; it's part of a
5 national work group that advise both of those senators on the
6 legislation that they created for opportunity zones.

7 MAYOR MASTERS: Thank you.

8 Madam Chair, as I conclude, I want to make a statement.
9 One of the gifts that I've been blessed with is the gift of
10 discernment. People who know what that means and where it comes
11 from would be able to know exactly what the gift of discernment
12 is. My discernment is that without question, I see it, I can
13 feel it, and I believe you are the person for me.

14 I don't vote, but I want to be clear, it's because
15 experience matters for me. It also matters to have someone from
16 the local community to be able to do, to continue what you have
17 been doing. I don't have a vote; but if I did, I would be
18 voting for this team.

19 Thank you, Madam Chair.

20 MR. BROWN: Thank you, Mr. Mayor.

21 COMMISSIONER BOTEL: Madam Chair.

22 CHAIR DAVIS JOHNSON: Commissioner Botel, you're
23 recognized.

24 COMMISSIONER BOTEL: Thank you. Just a couple quick
25 questions.

1 I wondered about the capacity of KAST and Weitz. I know
2 that Mr. Saffold has done a number of projects locally in the
3 community. And I wondered what overall the capacity of the
4 entire construction team would be. Have they done major
5 projects such as this one that is envisioned?

6 MR. BROWN: Oh. Yes. And I don't know if either one of
7 you want to come --

8 COMMISSIONER BOTEL: Could you speak to those just briefly.

9 MR. BROWN: As we indicated in our slide, that collectively
10 they have over 1.6 billion dollars -- Ezra told me to say, you
11 know, we had 1.612 billion dollars worth of bonding capacity.

12 COMMISSIONER BOTEL: So they're not afraid to take this on?

13 MR. SAFFOLD: I've been joking with these guys, for the
14 last couple years they've been hiring me. This will be the
15 opportunity where I can hire them.

16 MR. WELLS: That is true.

17 Just 30 seconds about Weitz. We were founded in 1855 in
18 Des Moines, Iowa. We are a national contractor. We work as far
19 out as Guam in the west, and all the way -- Florida is our
20 easternmost point in North America. Annually we do about 1.2
21 billion dollars worth of work. Right now our largest project,
22 we're part of the Kansas City Airport P3, which is a 1 .2
23 billion dollar project. And here in Florida we do about a
24 hundred million dollars a year worth of volume.

25 MR. DeBAY: Yeah, Ezra keeps talking about that contract

1 with us but -- we do about 500 million dollars a year. Based in
2 West Palm Beach. Right now my largest job is a 46-story condo
3 and hotel in Fort Lauderdale, on Las Olas. I have a 42-story
4 condo and hotel in St. Petersburg. The hotel in both of those
5 are Hyatt Centrics.

6 The majority of our work, probably 60 percent, is
7 multifamily condo and hospitality. This year I have to deliver
8 another 2,000 units of residential rentals, and about 300 hotel
9 rooms.

10 Our bonding capacity is 600 million. Right now I'm using
11 10 million of it. And that's the school district, Palm Beach
12 County, the PBSO, and we've built several facilities for FPL.
13 As big as some of our projects are, we have half million dollar
14 cafeteria renovations for the School District of Palm Beach
15 County.

16 Currently building a condo on Singer Island. We topped
17 that off a month or so ago.

18 COMMISSIONER BOTEL: Thank you.

19 One last question. If you would go back to that slide that
20 had the parking garage and the residential facility. Just out
21 of curiosity, if you could fast track the zoning issue, would
22 you do more density?

23 MR. BROWN: Absolutely. Particularly if the market studies
24 showed it, I think we would. I see no reason, other than time
25 and demand.

1 But also understanding that the more residential units we
2 add, and bedrooms, it's going to increase the demand for
3 parking. And so the balance --

4 COMMISSIONER BOTEL: I guess I was really concerned more
5 about the parking even than the residential units. I'm
6 concerned about parking in that area.

7 Because I know that, for example, not only the Port but
8 also other neighboring institutions down there are looking for
9 parking and looking to the city to potentially provide it.

10 MR. BROWN: And that would be the offset. We envision a
11 collaborative effort with the City, CRA. And Scott could
12 attest, when we first borrowed money from BB&T Bank, we had
13 eight million dollars to build a parking structure and we
14 decided to put that money into the infrastructure at the time.

15 And so parking is an opportunity to figure out the best mix
16 of that in order to make the vision of Riviera Beach being the
17 centerpiece for the marine industry, of not only we do it to
18 create a residential area but how do we do it in such a way, not
19 so much for the Port but for the businesses that are
20 headquartered here. And, you know, Rybovich has relocated its
21 operations from West Palm. So there is a tremendous opportunity
22 to use parking as an economic development tool to spark the
23 revitalization of Broadway.

24 COMMISSIONER BOTEL: Lockheed Martin is desperate for more,
25 and there's others like that.

1 MR. BROWN: And at the time -- I don't know if they've
2 moved -- they had two or three hundred employees in West Palm
3 Beach, for that same purpose.

4 COMMISSIONER DAVIS: Madam Chair.

5 CHAIR DAVIS JOHNSON: Commissioner Davis, you're
6 recognized.

7 COMMISSIONER DAVIS: Thank you.

8 I want to say thank you all for coming today with your
9 presentation, Mr. Brown and Mr. Saffold and Live Work and Play.
10 I forgot the gentleman's name. What's your name again?

11 MR. MARTZ: Richard Martz.

12 COMMISSIONER DAVIS: Mr. Martz.

13 I remember when you came back -- when I came home from
14 college, with the charrette -- because I was a part of that
15 charrette -- and gave the residents an opportunity to
16 participate. In that charrette we had a discussion about a
17 three-story Event Center, with the rooftop facing the ocean
18 waterfront. We came up a little short. But we do have
19 something that's clean and that the city residents are
20 benefitting from.

21 My job is to focus on making sure that the residents get
22 the best qualified -- best product that we can deliver to the
23 people; and make sure that there's a group of people from this
24 community that's participating for the next 50 years, or at
25 least address the lease issue with our charter, where we can do

1 100-year leases, whatever it may be.

2 One of the concerns I do have is that -- and we just have
3 to talk about the past, because we've had a past with all three
4 of you gentlemen. We've done some great work together. We've
5 done some projects that we have to live from. When I think
6 about on the Event Center currently, I think about what
7 residents from Riviera Beach participated. And when we talk
8 about that number, that number, if we was to talk about it, not
9 the number percentage but the actual financial number, we had
10 over 20 million dollars that was borrowed on the backs of
11 taxpayers, with a 1.6 million dollar loss estimated over
12 \$500,000 a year, 11 change orders that came before the board,
13 that shrunk the building to what we have today. And I have to
14 take that into consideration. I have to, because based upon my
15 experience, our experience as a community, we approved things,
16 we learned through it, we worked through it. My concern is
17 just, you know, what would you do to make sure this time that --
18 because this time you have to use your money, not our money.
19 What are you going to do to make sure that the project is
20 actually built on time? These are concerns I do have, you know.

21 This is just a professional conversation, you know.

22 And one of the questions I would like to start off with is,
23 what would you do differently to make sure that this project
24 will be built on time?

25 MR. BROWN: Well, as it relates to the Event Center, it was

1 built on time. And all change orders were not bad. Some change
2 orders were favorable to us, and other change orders were a
3 deduction to us. But overall the project came in within budget,
4 at least prior to the time before I left.

5 COMMISSIONER DAVIS: But did we not amend the time frame?

6 MR. BROWN: Mr. Davis, I don't recall. But to --

7 COMMISSIONER DAVIS: Okay. It's okay. It's okay. It's
8 okay.

9 MR. WELLS: I can address this.

10 So a couple points I'd make, Commissioner, and the time
11 frame, yes, was amended. So, you know, I think one thing for
12 this board or, you know, anybody who does the project going
13 forward, one of the challenges with that site was it was a
14 compilation of probably 100 years of utilities, things that were
15 not as-built. So as the design progressed it was really none
16 of that indicated. Unfortunately, there was no way to find that
17 until you're in the ground.

18 So the extensions that you refer to, absolutely, FPL
19 created a significant extension, as well as the work that had to
20 be done along Avenue E.

21 So I think to your direct question, what would you do to
22 eliminate it, the good news for whatever is done down there,
23 that in the ground, the things that are not visible, everything
24 to the east of Avenue E is known. It's brand new. It's
25 as-built. So the opportunities to get held up really do not

1 exist from those types of issues going forward. If that makes
2 sense.

3 COMMISSIONER DAVIS: It makes total sense. But I remember
4 at the time Councilperson Thomas was here, and one of the things
5 he said, and I'll never forget he stressed, will it be on time.
6 And someone said yes. But it wasn't. You had the same speech
7 before. Just a different day, different time.

8 I have to ask these tough questions. You know, I've got a
9 great deal of respect for all of you gentlemen. This is just a
10 business decision I need to do.

11 I assume you do some great things. But what my focus is,
12 and our focus as a community is, it's not just me, it's not just
13 you, it's all those folks who come back home from college or
14 want to come back home from the military, or who come back home
15 from incarceration, who's been planted in this community for
16 over 20 years and they've been walking by every day, that site,
17 and when I watched that site get built, I didn't see enough of
18 our people working. When I walk on Singer Island right now
19 looking at the projects, I don't see our people working. You
20 know, that hurts. It hurts a lot.

21 But what are you going to do differently than what you've
22 done before? And that's my honest -- I have to ask you the
23 honest question.

24 MR. WELLS: No, absolutely. And you and I have
25 communicated back and forth that there were lessons learned,

1 definitely; in particular, around the workforce, how could we
2 get better utilization there.

3 So just as a reminder for everybody, our goal as we were
4 hired was SBE. And it was clear, you know, the first time I
5 stepped in front of this board, that SBE was what's in the
6 contract but what we really want is Riviera Beach firms working,
7 as well as we want minority firms and women owned businesses
8 working.

9 So you can see from the results that we had, we did that.
10 We focused there, and we had -- you know, what I would tell you,
11 and Commissioner Johnson is probably in a better place to
12 validate it, is we had world class results when it came to those
13 numbers. And that was not easy to achieve.

14 I think one of the other things where we have a better
15 opportunity as a team, we focus towards union firms to build the
16 project and, quite frankly, the firms that we hired, with the
17 exception of one, did a bang up job.

18 My concern -- and I think this is what I shared with you,
19 that I'd like to give you more feedback on, is in between the
20 unions and us are subcontractors, and they didn't necessarily
21 share that same sense of urgency to bring Riviera Beach firms;
22 they were, you know, at the mercy of basically if they needed
23 more folks, they would call the hall; if not, they didn't.

24 So I think one of the lessons learned going forward is this
25 entity, or the developing entity, should take more direct

1 control of that and not have it as a pass through to different
2 contractors.

3 So there's definitely opportunities. We did five job
4 fairs. We did, I believe it was seven outreach events, to get
5 that number. And, you know, again, I think we had some great
6 results. We had folks hired.

7 But to your point, could we do better? I would 100 percent
8 buy in and I'd be on board to do that. But that said, I would
9 tell you that it was not from a lack of effort by -- you
10 attended many of those events and helped to push that. So,
11 absolutely, I think as an entity we can do better, for sure. We
12 always can.

13 COMMISSIONER DAVIS: I got another question for Mr. Brown.
14 Thank you, Mr. Wells, I appreciate it.

15 Mr. Brown, when we talk about -- you've been the CRA
16 director. And I want to say thank you for what -- a lot of the
17 great work that you have done. And I will give credit where
18 credit is due.

19 One of the questions and concerns is, you know, we had
20 quite some time to really deliver local participation. And I
21 haven't seen a significant -- when I say significant, we talk
22 about legacy, game changing, where I can go -- a gentleman like
23 Mr. Saffold can go from 20 employees to 62, you know. And that
24 hasn't happened in quite some time under your watch here as the
25 CRA director. What would you do differently to really reach the

1 goals that you're projecting today?

2 MR. BROWN: Some things I'd do the same. The things that I
3 would do differently, I think what -- I think we're focused now
4 on the private development, the job opportunities.

5 If you look at during my tenure what we positioned the CRA
6 to do was to create the investments that would attract the
7 private development.

8 As this gentleman indicated, the investment underground,
9 the early investments we made in Phase I was intended to do one
10 important thing, and that was to activate our private developer.

11 And as you know, Mr. Davis, as a member of the board at the
12 time, I shared with you a number of conversations that I had
13 with the master developer at the time, where you particularly
14 directed me to make sure that our master developer had timelines
15 and deadlines and performance measures. So what was good for
16 them then, will be good for me and my team now.

17 And so we -- the way we create these jobs is to make sure
18 that we put productive assets on all these vacant lots that seem
19 to embody Riviera Beach.

20 COMMISSIONER DAVIS: Another question. What would -- this
21 is for Mr. Saffold. As you go from contractor to potential
22 developer, whether it's now or any time in the future, what
23 would you do differently to make sure that your projects are on
24 time and that your subs are paid out on time?

25 MR. SAFFOLD: Well, as I do more development, continue to

1 make sure my team that I have in place, like DeMay and Mr. Joe
2 Newman and Mr. Joe Pile and Mr. (Inaudible), and all the other
3 people that are there running the shop, make sure they're well
4 trained, make sure that the systems are in place, make sure that
5 the management team is there to continue the quality that you
6 deserve or any other entity that we work for is there. We have
7 a QT program. We have, you know, systems that we have checks
8 and balances.

9 Every job has a punch list, you know. To get that punch
10 list done as quickly as possible and to, you know, wrap up all
11 of the final as-builts and releases so we can pay everybody off.

12 As you guys know, when you do governmental work, when you
13 get paid, you pay your subcontractors, the next pay out the city
14 is going to require releases. So it's just how the system
15 works.

16 COMMISSIONER DAVIS: And to that point -- and I support you
17 on that -- but you have to be financially strong sometimes, just
18 like the previous company said, to where you have to step into
19 the gap and fund a lot of it yourself until the city can pay
20 you.

21 MR. SAFFOLD: Yeah, there are special occasions. There are
22 times when I do direct purchases, pay for material, and give
23 advances.

24 And me being local, you know, and having an accessible
25 nature of our relationship, you know, it can be where, hey,

1 Saffold, you know, I'm kind of tight, can you advance me; and
2 there have been times that I've done that.

3 COMMISSIONER DAVIS: Well, I'll say this much, you know, as
4 a professional being from Riviera Beach, knowing you, I just
5 want to say it takes a great deal of courage to stand here
6 before us today. And I want to say thank you for that. Because
7 you're taking it, you're taking the next step; and this is your
8 first step to this level, to where you are starting to step
9 outside of what -- your comfort zone, to start to learn to go to
10 the next level. So I want to commend you for that. I think
11 that definitely deserve (inaudible).

12 MR. SAFFOLD: Well, thank you, thank you for saying that.

13 COMMISSIONER DAVIS: And I really mean it. You know how I
14 stand, I'm just straight from the hip, you know, you'll always
15 get a straight up guy from me. You know, I mean we'll disagree
16 or agree on certain issues, but we talk about it behind closed
17 doors. But I have to ask these tough questions based upon the
18 experiences, you know. Because the thing that came out is when
19 the recommendation came before the board, they talked about
20 three things, they talked about your financials, they talked
21 about your experience, and your approach; and that the other
22 team was much more significant than you in those categories.

23 And I have to figure out, okay, what are you going to do
24 differently to step to the next level. And I had to give you
25 the opportunity to say that. And I will not let you go without

1 having the opportunity to address a lot of my issues and
2 concerns. So thank you for that.

3 Madam Chair, I'm done with my line of questioning.

4 CHAIR DAVIS JOHNSON: Thank you, Mr. Davis.

5 Vice Chair Hubbard, you're recognized.

6 VICE CHAIR HUBBARD: A couple of things. The Event Center,
7 the Event Center is our last project that most of you worked on
8 together. The -- I found that a lot of the construction work,
9 the particular construction work on the Event Center, was not
10 solid good work. We -- it's almost like we were always forced
11 with these pay-outs, pay-outs, as opposed to holding them up,
12 asking that the construction company would do a better job. I
13 think -- I think that that's a problem, and we're asking -- even
14 with the designers.

15 When -- and I'm asking these questions because I too want
16 to know what it is that you -- first question -- I'm going to
17 put a pin in that. Mr. Brown, is the team that you have in
18 place the team? Will, will -- this is a solid team that you're
19 going to be working with? There won't be any additions or
20 deletions to your team?

21 MR. BROWN: We hope to add additional teammates, since
22 they're -- Dr. Botel raised the question, would we work with the
23 other firm. If you name us master developer, and you give us
24 the opportunity to implement your vision, there are at least two
25 to three others that will immediately get an invitation to be on

1 our team.

2 VICE CHAIR HUBBARD: And I didn't necessarily ask that to
3 have you to -- I asked you that because of the team that you
4 have together, the team that you have.

5 And I will say this, I felt like the design and the layout
6 of the Event Center -- for example, we should have been able to
7 have -- looking over the water. No one can be up there on that
8 rooftop and see out to the amphitheater. I think, you know, I
9 mean professionals as you present yourself, as you say before us
10 that this is who you are, and now you're back to do what again
11 and then -- I'm not talking about you. You didn't design it.
12 I'm, you know, I'm saying Song & Associates, I guess, was your
13 designer at that time. So -- and I expect that -- and Weitz was
14 the construction. So the problem that we're having with the
15 restaurant over there, the restaurant is having, you know, the
16 grease trap problem, the water flowing from upstairs, and then
17 we had nobody designed it where the big trucks can come in and
18 deliver food and stuff to the kitchen part of it. Those type
19 things is what we're living with now. And I don't see you
20 bringing those same people back to be a part of it, when the job
21 wasn't that great that they did.

22 So -- and also I'll say that a lot of things that was due
23 for the community was value engineered out, like the fountain
24 for the kids. We had to go back in, spend more money to get the
25 pump to a decent level for the kids. I mean out of all the

1 things that you would value engineer out, why would one want to
2 value engineer out the pump for the kids, you know? And so we
3 had to go back in and fight to get the sprinkler for the kids to
4 have a more enjoyable time there.

5 So a lot of it -- you know, it's a pretty building. And
6 it's that. But I guess knowing construction or seeing all --
7 you know, that's how we ate too, with -- through construction.
8 But to see certain things, you know, I -- you know, I take
9 offense to it, I guess, really, as to the level of work that,
10 you know, that was given to us at the end of the day. And
11 that's, you know, and that's a problem so -- and that's why I
12 asked more about the construction of your team.

13 And I think that we're owed for that, for those repairs to
14 be made. They still haven't been made, haven't -- those repairs
15 haven't been made. Oh, we paid for the fountain now. We ended
16 up paying for that ourselves. So we had to go ahead and do
17 that. So those are the kind of things that concern me.

18 And I have a question for Mr. Saffold, along these lines.

19 MR. BROWN: May I have an opportunity to address the
20 concerns?

21 VICE CHAIR HUBBARD: Yes, please.

22 MR. BROWN: I think I would just simply say that if -- I
23 will take that as direction. Because I think many of the
24 concerns you've raised are several years removed. But to defend
25 Song and the others, the design of the Event Center was a

1 collaborative process, the City, the CRA, and the community. We
2 worked real hard to try to deliver what the community wanted.

3 What I will tell you that I had the opportunity --

4 VICE CHAIR HUBBARD: Before you go any further, so I won't
5 forget. But you can't blame the rooftop overlooking the park as
6 opposed to be facing the water. You see what I mean? You
7 can't. Because being the professional, being the planner, being
8 the engineer, being the designer, that's what we pay you to
9 be the -- we pay them to be the subject matter experts in that.
10 So you can't blame that part on us.

11 MR. BROWN: I was not going to do that.

12 What I was going to explain is process. In the process one
13 of our colleagues at the time had a vision for the Event Center
14 that was to include planters and trees. And I said that
15 defeated the purpose of having a rooftop terrace. So we value
16 engineered that out. What I didn't see at the time is not
17 noticing that the floor -- we were told that the floor would be
18 up high enough that people would overlook it. And it did not.
19 That clearly -- I shared that issue, and we caught some of it,
20 we didn't catch all of it.

21 The other decision was instead of just having the rooftop
22 terrace to cover the entire area, Mr. Davis asked -- or
23 Mr. Davis raised the issue of looking initially at a three-story
24 event center. We studied the fact that if the event center was
25 to just strictly be a meeting facility, that it would have to

1 subsidized by the City or the CRA; that without a hotel tied to
2 it, where it could be rented, there was not enough demand to
3 make the operations of the event center expense neutral. So
4 what we did then, we saw a concept of a restaurant as the anchor
5 in the event center two-story. So the thought was to put the
6 rent paying enterprise on the front end, so that people could
7 come and dine. And so the incompleting part of the east side of
8 the event center was done intentionally until we were able to
9 secure a restaurant tenant to finish out the build out.

10 But without having any excuses, I would say you are
11 correct. I did ask my teammates in coming back because -- about
12 two or three years removed, they will tell you one of the first
13 questions I asked them, did you guys complete the punch list.
14 And the things that you mentioned would be things that should
15 have been on the punch list.

16 I have been at the Event Center for other events, and I
17 know there have been some things on that punch list that were
18 there before I left and they haven't been completed. And I've
19 asked my teammates to please make sure that gets done.

20 VICE CHAIR HUBBARD: And, you know, and we appreciate that.
21 And, again, I just -- the reason I asked about your list was
22 because they were on it again and didn't do a good job the first
23 time, and then they're back so --

24 MR. BROWN: The responsibility as owners is to make sure
25 that these guys will work for Ezra and I; and then on the sub

1 development side, other investors. And so we have to hold them
2 accountable. And in that case, again, whatever did not get
3 completed on the Event Center, Bicentennial Park -- some things
4 were made, a decision by the CRA to not do it because of cost,
5 it would have fallen on us, so it wasn't a design issue, it was
6 a budget issue.

7 VICE CHAIR HUBBARD: Now we know that the restaurant piece
8 without the grease trap and the water that was leaking was not a
9 budget issue. It couldn't possibly be a budget issue. It just
10 wasn't done right.

11 MR. BROWN: That was a design issue.

12 VICE CHAIR HUBBARD: It wasn't done properly.

13 MR. BROWN: We accept responsibility that those things can
14 be -- should be fixed.

15 VICE CHAIR HUBBARD: So -- yes. And that's, and that's
16 what, you know, we -- well, that I want to say that, you know,
17 we have to expect the same level of -- well, we won't say the
18 same. We have to allow a better level of service to be
19 delivered to this community. While, true enough, you can see
20 that that Event Center truly could have accommodated two stories
21 at least, because it stays packed and you -- and it's always,
22 you know, booked out for -- and it could have very well taken
23 care of itself with the two-story building. So those are the
24 things that I, you know, want to say. Nothing is in stone.
25 Nothing is -- has to be. So a team that's going to give a good

1 job and do a good job for this community, people don't -- you
2 know, I don't want to -- I just want to know that you are
3 going -- people are going to come in and give you what you paid
4 for, and not give us a half, a half job. And some of the
5 teammates have worked for us and haven't done a decent job. So
6 we just want to make sure that if they're on the team and, you
7 know --

8 MR. BROWN: Your advice to me is to pay attention to the
9 details and make sure we do and fix what is incomplete.

10 VICE CHAIR HUBBARD: Or why are you bringing them back and
11 giving them another chance? Why?

12 MR. MARTZ: I just want to add a couple small things.

13 I think on any project, especially a project of this scale,
14 there are going to be mistakes made. I think that's something
15 that we all have to understand. The least amount of mistakes
16 are made by groups that have made them before elsewhere, and
17 have cut their teeth on a lot of different projects in a lot of
18 different parts of the country, on many different kinds of
19 developments.

20 We've worked exclusively, as I mentioned, on communities,
21 neighborhoods, districts, revitalization of areas, and we have
22 extensive experience working in the entertainment and retail
23 realms.

24 Some of the things you're talking about are quite
25 technical. Obviously we weren't involved in the detail designs

1 of Newcomb Hall or the Event Center, as it used to be called.

2 One of the reasons that Tony and Ezra asked us to be a part
3 of this team is because of the experience that we have putting
4 these complex mixed use projects and community redevelopments
5 together. That's one of our roles on the team, is to understand
6 how all of the pieces work together, to make sure that the plan
7 works; and actually to get involved on the detail design as
8 required, working very collaboratively with the design teams on
9 each of the components of the project as they get executed,
10 because that's a skill set that we bring to the table as well.

11 VICE CHAIR HUBBARD: Okay. I -- none of what I mentioned,
12 I didn't find very technical. I found that it was, you know,
13 just a lack of following through and doing a good job. And no
14 one held them accountable to come back and finish the product
15 that they started for us.

16 I know we have two deliberate pieces that we intentionally
17 left undone. I'm not speaking of those pieces at all.

18 I'm talking about what you did and claimed to be complete
19 in nature, and it actually wasn't. So those are the things that
20 I wanted to point out as far as your list, as far as your team,
21 as far as who you're bringing back to do business here in the
22 city, you know, again. And those were my concerns. So...

23 One thing I wanted to ask Mr. Brown, Mr. Saffold, was about
24 the -- often times I'm pushing that what we do here in the city
25 is put together a schedule so we can know who the subs are and

1 to put in something in place that subs get their money, that
2 subs get paid, that we know that they are getting paid when the
3 primes are getting paid, so that you can create wealth like
4 that. It's just like, you know -- and those are the type of
5 compliance details that help to build wealth within the
6 community in a procurement process, in a, you know, a supply,
7 diversity program, if you're trying to have one, if you're
8 trying to create that in the community.

9 And my -- in addition, my question to you, Mr. Saffold,
10 would be if you, if you did a project and all the pieces weren't
11 done well, and you had to go back over and do some projects, how
12 would you feel about that, how would you handle that, really?

13 MR. SAFFOLD: Well, first off, I'll ask why, you know, what
14 were the problems, identify the problems first; and then I'll
15 get with the stakeholders and who did it on my team and come up
16 with a fix and a training program after that to make sure it
17 doesn't happen again.

18 To me, I tell my staff all the time, failure is just a
19 learning opportunity. And when there is a problem, you learn
20 from it and you do better the next time.

21 VICE CHAIR HUBBARD: But you got to fix it. Because it
22 can't be a learning opportunity for us. So it's a learning
23 opportunity for the supplier, not for us. We want it fixed and,
24 you know, and then you teach your staff as we fix those things.

25 MR. SAFFOLD: What I will tell you about you guys' staff,

1 you got a great staff. They don't pay us a lot of times until
2 it's done. They pay us based off of installed quantities. So
3 you guys have a system in place that prevents us, you know,
4 getting the better of you guys. Us guys, I'm talking about.

5 CHAIR DAVIS JOHNSON: I need to ask a question. Is this a
6 condemnation over payment, or is this a viable question about
7 the proposal?

8 Because what I'm hearing is -- and I'm going to couch this
9 lightly -- is allegations of subcontractors not being paid in a
10 manner in which there may be some possibility --

11 VICE CHAIR HUBBARD: Madam Chair.

12 CHAIR DAVIS JOHNSON: I just need to understand. Let me
13 ask my question, please.

14 VICE CHAIR HUBBARD: And I want to, and I want to, and I
15 want to explain it to you.

16 CHAIR DAVIS JOHNSON: Just -- may I finish? May I finish?

17 Because both you and Mr. Davis brought up the issue of
18 subcontractors not being paid. The one thing that I do know is
19 that the Florida statutes provides a prompt payment act, which
20 says that a prime contractor needs to be paid within 30 days.
21 And after that 30 days, the prime contractor then has a
22 responsibility to timely pay the subcontractors.

23 So I'm just trying to understand where we're going with
24 this line of questioning. Because, number one, we still haven't
25 gotten to public comments, and I want to give everybody an

1 opportunity to have their questions. But I'm just not sure
2 where we're going and why that particular issue is a -- is
3 being, is being hammered.

4 VICE CHAIR HUBBARD: I want -- let me -- I want to answer
5 that. Because if you have that question, then I'm certain
6 others might have the same question too. Because redevelopment,
7 when you're redeveloping in your community, it is to benefit the
8 community and to create wealth, to build small businesses up
9 into big viable businesses. So when you have a master developer
10 coming in, you want to know that they understand that small
11 businesses are looking to be paid in a timely manner and are
12 there things in place to make sure that that happens. You
13 have -- oftentimes when big businesses come in on big
14 redevelopments like this, the small developers who are trying to
15 build themselves up from paycheck to paycheck are lost in the
16 shuffle.

17 So when you're looking for equity and inclusion, these are
18 the type of things that you have to keep in mind that you want
19 compliance, that you want monitoring, that you want to know that
20 the subs are being taken care of, because they don't have access
21 to a high powered lawyer to enforce the Florida statute for
22 them.

23 So I'm saying, and I'm just merely asking, is this a
24 consciousness of this team, of this group, to help create wealth
25 and to build up other small businesses. That's what it's about

1 for me. Not another pretty building.

2 And, yes, I spoke to the things that were not done properly
3 in the Event Center. I talked to the gentleman -- I don't know
4 if it was this gentleman, but it was another gentleman, it might
5 have been another gentleman from Weitz when they were new, they
6 first had come on with Weitz, and we talked about the condition
7 of the things that had happened. And I had said to them I was
8 quite disappointed in the work that was done.

9 I've always been disappointed in the fact -- and not just
10 me -- of the fact that the top, the rooftop does not look over
11 the water up there. Yes, the community was disappointed.

12 And to see the same people come back to the table is
13 shocking. So I think that it's worth asking -- it has nothing
14 to do with the master development team. I'm saying my question
15 is merely, is everybody locked in who's on that team or are
16 there going to be a team that is going to do right by the
17 community, put together. If you find you got teammates that
18 aren't doing well and not playing well and not doing -- is there
19 something in your team that you can get rid of them. That's all
20 I'm asking.

21 I'm not saying Mr. Weitz don't pay his subs, or the
22 gentlemen from Urban doesn't pay his subs. I'm saying those
23 things have to be on the table in the beginning. You can't talk
24 about it after the fact if that's not a consciousness and that's
25 not a tool up front, if you're trying to create wealth and give

1 small and local businesses an opportunity.

2 It's not to shame or slam anybody. It's just something I
3 would like to see done in the city as we do business all across
4 the city, and not just this project.

5 COMMISSIONER DAVIS: Madam Chair.

6 CHAIR DAVIS JOHNSON: So while I appreciate that
7 explanation, the other concern that I have is you are pointing
8 fingers at this team as having worked on the marina, when a
9 member of the other team was also a partner and privy, but that
10 line of questioning was not extended. And so it just begs the
11 question for me. I am not --

12 VICE CHAIR HUBBARD: They didn't what I'm accusing of.
13 They're the ones that did it.

14 CHAIR DAVIS JOHNSON: Ms. Hubbard, may I finish my
15 statement? I did not interrupt you.

16 This is not what this is. We were talking -- the
17 questions -- and I get -- and I'm going to say this, by virtue
18 of the fact that you have a local small business who has grown a
19 business, I would venture to believe that he -- that that
20 company is clear on the need to timely, to pay their subs
21 timely; he is clear on the desire of this council and community
22 to create wealth; he is clear -- I would -- I'm going to say
23 that both parties are clear, because we hammered that.

24 You specifically talk all the time about the wealth
25 creation. So we have identified businesses that can potentially

1 create and get into a process of earning dollars, providing the
2 work, getting the experience, and delivering a project.

3 I am just asking why we are taking it down this road, as
4 opposed to really getting into the -- either a true and
5 quantifiable question about the tenets and merit of the
6 proposal, as opposed to throwing a stone, saying you did not do
7 this, you didn't do that. Because we've had a number of
8 companies that have come through this town and has not performed
9 in the manner that we have necessarily wanted.

10 So it just -- you know, we are going on about the, what
11 wasn't done with the Event Center. We have a punch out list.
12 We have questions. We can go through every building, road,
13 infrastructure, we can go through all of those and identify
14 shortcomings.

15 VICE CHAIR HUBBARD: I think you're being quite unfair,
16 Madam Chair, because, because the -- on the -- what I, what I,
17 what I am saying is about the construction that, that, and since
18 we're here, that Weitz did over on the thing -- on the Event
19 Center. And I specifically asked about that.

20 I'm not pointing fingers or trying to throw shade. I'm
21 directly asking. There was things you did on the front end that
22 didn't get taken care of. I would not want to see that happen
23 again, is what I'm saying to Mr. Brown, to Mr. Saffold.

24 And I don't mean, you know, any disrespect. I'm just
25 saying we have to be conscious of that. And we can't always,

1 you know -- and if there was someone on the other team that did
2 the construction that I'm talking about, I would speak to that.
3 I don't have a problem with that.

4 I'm talking about specifics. I'm talking about the design
5 of the rooftop. I'm talking about the construction of the
6 restaurant. And I'm saying -- and I'm not going -- as far as
7 subs being paid, I'm saying it's something that we have to put
8 in place when you -- this is -- everybody have their own
9 different concerns. My concern is, yes, creating wealth, giving
10 businesses true opportunities to grow; not to say you want them
11 and then tie their hands behind their back. Can we put some
12 things in place that we can assure those things, is my question,
13 sir.

14 MR. SAFFOLD: Well, Ms. Hubbard --

15 COMMISSIONER DAVIS: Madam Chair.

16 MR. SAFFOLD: -- just having, coming off of one of your
17 projects in your district, I agree with you, when you want to
18 make sure our local subcontractors eat, and eat better than
19 they've been. That's why this is a wonderful opportunity to
20 have someone who resonates from the community and has the
21 consciousness of the community and the local workforce.

22 So I will assure you, first of all, I'm not going anywhere,
23 I'm right here, you're going to see me any day, any time you
24 want to see me; and being in a position where I can actually
25 have some input on what your agenda and other people, I'm pretty

1 sure that we can definitely consider your wishes in our
2 development proposal.

3 COMMISSIONER DAVIS: Madam Chair.

4 CHAIR DAVIS JOHNSON: One moment, Mr. Davis.

5 Vice Chair, my comments are not unfair. My comments are my
6 comments. I've listened to your position, and I'm merely
7 stating what I believe, what I believe, period, and how I feel
8 about the line of questioning. So it may not mesh and gel with
9 where you are --

10 VICE CHAIR HUBBARD: Why are you attacking me?

11 CHAIR DAVIS JOHNSON: I'm not -- I did not -- I never
12 attacked you, Madam Vice Chair. I just merely made a comment.
13 I never attacked you.

14 And I can ask -- I should be able to ask any question that
15 is going to get me to a decision. I can ask -- because it was
16 brought up a couple of times, so I wanted to know why that was
17 the line of questioning.

18 But it's not for you and I to sit here and debate your
19 question. I felt it important for me to ask, because it was
20 being hammered, there were two points that were being hammered,
21 not paying and what was done. You know, we -- we're going to
22 agree to disagree, and that's fine.

23 VICE CHAIR HUBBARD: Madam Chair.

24 CHAIR DAVIS JOHNSON: But what I would like to do is --

25 VICE CHAIR HUBBARD: Madam Chair, just one thing. My thing

1 is this -- okay. And I can respect your position being
2 different from mine. But your line of questioning, whatever it
3 is, I'm going to let you have it. I'm not going to ever say why
4 are you asking those gentlemen those questions. Those are
5 things you need to know, and these are things that I need to
6 know.

7 So I think that they answered the question for some people
8 in the community who would like to know some of the same things
9 that I'm asking. And you might have other questions, that's
10 different from mine.

11 So I don't mean any -- those are big boys, they're tough
12 skinned, they should be able to stand before us and answer the
13 questions.

14 CHAIR DAVIS JOHNSON: I agree. And I am not suggesting
15 that they cannot ask the questions. I was merely asking what
16 the purpose was.

17 If I've insulted you, I apologize, because that was not my
18 intent.

19 I wanted to know where we were going with the line of
20 questioning. Which is my right. So it may have been improperly
21 posed to you and to my other colleague who brought it up. But,
22 again, I know that the Florida statute provides for prompt
23 payment. I know that the City of Riviera Beach Finance
24 Department holds payments for specific reasons and don't pay in
25 a timely manner. So if we're going to address issues of failing

1 to pay timely, we've got to look at the totality of the
2 situation and not just look at the fact that you've had some
3 complaints.

4 I am by no stretch of the imagination standing in the gap
5 to respond for either team presenting. I am just asking my
6 questions based on what I know to be factual. And I was well
7 within my right.

8 COMMISSIONER DAVIS: Madam Chair.

9 CHAIR DAVIS JOHNSON: So with that being said, Mr. Davis,
10 you're recognized.

11 COMMISSIONER DAVIS: I just want to say even though my name
12 was called, I wanted to address it but I think it's best we get
13 to public comment and I will save it during deliberation, what I
14 need to say.

15 CHAIR DAVIS JOHNSON: I don't -- is that really necessary?

16 COMMISSIONER DAVIS: You just said you have your opinion.
17 I'm just telling you I will defer until then, because you called
18 my name. I'm saying I will defer until after public comment --

19 CHAIR DAVIS JOHNSON: Okay. Thank you, sir.

20 COMMISSIONER DAVIS: -- deliberation. It's very necessary.

21 CHAIR DAVIS JOHNSON: Thank you, sir.

22 Public comment. We have not -- were there any other
23 questions from this commission for them?

24 I had a question that I wanted to ask, if we can get to it
25 really quickly. With regards to the letter of recommendation,

1 is there an opportunity for a letter of support, a process
2 that's in place to obtain financing from Fifth Third? Because I
3 see, I see in one portion of the presentation where they talked
4 about 28 million in, I think it was CD -- no, QEIs. But in the
5 original letter it just talks about their support of you. So
6 is -- was there any other letter or anything that was provided
7 outside of the QEIs from Fifth Third Bank on behalf of Tezral?

8 MR. BROWN: What you got from Fifth Third Bank was two
9 letters. One letter was a disclosure of their banking
10 relationship with me, T. Brown Consulting Group. And then the
11 second letter was a letter that indicated their commitment to
12 invest in our investment funds related to New Markets Tax Credit
13 and the projects that I'm involved in throughout the state, of
14 which we included at the time of the marina.

15 CHAIR DAVIS JOHNSON: So the correspondence that came from
16 Fifth Third was specifically to T. Brown Consulting and not to
17 Tezral. Is that same extension of funding for the team?

18 MR. BROWN: Yes. I mean, there should have been a third
19 letter that was from Municipal Acquisitions, and that letter was
20 for about 47 million dollars tied specifically to the financing
21 of a parking structure.

22 CHAIR DAVIS JOHNSON: Of a parking structure.

23 MR. BROWN: And they have since given me a revised letter,
24 and have increased it to 66 million.

25 CHAIR DAVIS JOHNSON: And with the bonding capacity of --

1 thank you for that answer. With the bonding capacity of
2 All-Site Construction, are we -- we are also taking into
3 consideration the aggregate bonding of the Weitz Company and
4 KAST Construction as well?

5 MR. BROWN: So in the envelope is a promise in our
6 submittal that if we are named the firm that you would like to
7 negotiate with, we are prepared to submit our financial
8 information; and we've included the bonding letters for both
9 Weitz and KAST.

10 CHAIR DAVIS JOHNSON: Thank you. I have no further
11 comments.

12 Are there any other comments from the board, the
13 commission, before we go to public comments?

14 COMMISSIONER DAVIS: Madam Chair.

15 CHAIR DAVIS JOHNSON: Mr. Davis, you're recognized.

16 COMMISSIONER DAVIS: We talked about how these rules are
17 set up and how folks should be allowed to present only what they
18 presented in the packet. The rules are in play that you are
19 required to provide financials. And now in the presentation
20 this is being allowed to be submitted. That's against
21 everything that we said in the last meeting. We stated in the
22 last meeting that everything that we presented is based upon
23 what you submitted, that's it; there will be no information
24 added, because it would be a disadvantage for either party to do
25 when the first person had a recommendation come before the

1 board. But now we're going a different direction with the rules
2 once again. That should not be allowed, permitted in this
3 presentation because they didn't submit it in the packet. If we
4 would have went to West Palm Beach or Palm Beach Gardens and
5 submitted a master development agreement and didn't do what was
6 required, we would have been disqualified.

7 That's all.

8 CHAIR DAVIS JOHNSON: Mr. Davis, there has been no --

9 COMMISSIONER DAVIS: That's all.

10 CHAIR DAVIS JOHNSON: There has been no suggestion by the
11 board that we are going to receive any additional documentation.
12 It's sitting there, but we have not seen it.

13 COMMISSIONER DAVIS: No, no, no. What I'm saying is we
14 said he would not even allowed to be talk about it. We said at
15 the last meeting.

16 Mr. Evans, am I stand corrected? Did we not state that the
17 presenters would not be allowed to present anything that they
18 did not submit in their packet originally --

19 CHAIR DAVIS JOHNSON: So do understand that the statement
20 that he made was made by Mr. Nottingham with regards to the --
21 them presenting financials should they be the awarded, the
22 awarded person.

23 COMMISSIONER DAVIS: No, no. You asked for some financial
24 questions just now, did you not?

25 CHAIR DAVIS JOHNSON: I asked about what was in the

1 proposal, sir. There was nothing outside of that.

2 COMMISSIONER DAVIS: We can't even discuss the financial
3 because they never submitted it.

4 CHAIR DAVIS JOHNSON: What I asked --

5 COMMISSIONER DAVIS: Okay.

6 CHAIR DAVIS JOHNSON: -- the question --

7 COMMISSIONER DAVIS: That's fine.

8 CHAIR DAVIS JOHNSON: No, no --

9 COMMISSIONER DAVIS: That's fine.

10 CHAIR DAVIS JOHNSON: -- let me clear it up for you,
11 Mr. Davis.

12 COMMISSIONER DAVIS: No, that's fine.

13 CHAIR DAVIS JOHNSON: Because what -- the question that I
14 asked resulted from page 33 of the proposal as it was received.
15 There is a correspondence from Fifth Third Bank that says, we --
16 they talk about a primary banking relationship, they talked
17 about a long-standing relationship, and my question was in
18 regards to this letter. Not asking for any new financials. The
19 question was in regards to this letter.

20 COMMISSIONER DAVIS: Okay.

21 CHAIR DAVIS JOHNSON: So that we're clear, I did not ask
22 for anything to be brought in outside. It was a reasonable
23 question to a piece of document that was in the proposal.

24 COMMISSIONER DAVIS: I'll address it later.

25 CHAIR DAVIS JOHNSON: Public comment, please.

1 MR. BROWN: Thank you.

2 CHAIR DAVIS JOHNSON: One moment. We're going to allow the
3 other team to come back in for public comment.

4 There were no additional comments for this team, were
5 there?

6 MAYOR MASTERS: Madam Chair, while they're coming in, may I
7 just quickly announce tomorrow night, which is Thursday, the
8 15th, six p.m. in the courtyard right here in city hall, we have
9 a community band, about 60 young people that are going to
10 perform, along with some other young people, and it should be
11 real, real good. So bring your family and bring your friends.
12 And it's free. Thank you.

13 Except the food. The vendors ain't free.

14 I just wanted to take advantage of the dead space since
15 we're still taping.

16 CHAIR DAVIS JOHNSON: Go ahead and begin.

17 THE CLERK: Bonnie Larson, followed by Bessie Brown and
18 Elizabeth Robinson.

19 MS. LARSON: Someone needs to fix our clock. Time change
20 was last week. You know, it's like -- we're talking about a big
21 project here, and we can't get our clock fixed. This happened
22 last time too. I'm so tired of this.

23 Now is this public comment, public comment? Or is this
24 public comment regarding the presenters?

25 CHAIR DAVIS JOHNSON: This is public comment.

1 MS. LARSON: So nothing about the presenters?

2 THE CLERK: No, this is number 4.

3 CHAIR DAVIS JOHNSON: No, it's -- we only had one group
4 of -- it's regarding -- do you have something in regards to
5 either of the presentations?

6 MS. LARSON: Yes.

7 CHAIR DAVIS JOHNSON: Public comment.

8 MS. LARSON: On that?

9 CHAIR DAVIS JOHNSON: There's not going to be a second
10 round of public comments so --

11 MS. LARSON: Okay. So I'll just say what I'm going to say.
12 I have it all -- big jumble here.

13 I have to agree with Ms. Hubbard, there were so many things
14 with the development of the marina area the first time around.
15 Look how many things we've had to do over. That big wall, how
16 can you not know you're not going to see the water? And to just
17 say, well, we'll do better next time, this is a learning
18 opportunity, no, we don't have the funds to do a learning
19 opportunity. You should know that you can't have a wall this
20 high.

21 That whole Event Center, what a mess.

22 I remember very distinctly when the bids were taken for
23 that Event Center that someone forgot we needed elevators there.
24 Well, that's kind of a big omission. So whoever bid first, they
25 probably included the elevators, the second person didn't

1 include the elevators.

2 You know, there was like -- who's in charge here? And now
3 they're coming back again, wanting to do more.

4 I thought the hotel was in Phase I. We never got it.

5 We never got parking. Now we're saying, oh, parking is the
6 number one issue. It's always been the number one issue.

7 What went on during that six years? Where did we get -- we
8 borrowed a whole bunch of money. The CRA never borrowed money
9 before. How much? 35, 39 million dollars, we borrowed. We've
10 never done that before.

11 So many things.

12 Okay. So now we have two elevators. One's a service
13 elevator. What if we have a fire up there and those people are
14 trying to get downstairs? They're not going to take that
15 staircase, I can tell you that. We're going to have all those
16 people jammed in the elevator.

17 You know, there are just so many things that -- not a
18 learning experience. No, we don't need learning experiences.

19 Yes, we had workshops on it, Mr. Davis. And I did go, I
20 gave up my weekends lots of times. But we couldn't ask
21 questions, so we couldn't say anything. And as Ms. Brabham
22 said, the public has not been involved since the beginning of
23 this. Why don't we get to say, well, we'd like the Event Center
24 to face the water, or something like that, you know?

25 You've been put in a terrible, terrible position. The

1 council. I know someone criticized the council tonight. It's
2 not your fault.

3 These presentations should have taken place. That's step
4 one. So to do it now, now you're in legal trouble, I believe,
5 because you told this group that they had it, because it was on
6 a resolution to vote that they could do the project. And now
7 you're saying, well, I don't know. You know, you're going to
8 get in legal trouble. And that situation needs to be righted
9 too. You know who did that, who got us into that problem. That
10 needs to be fixed.

11 We are always putting out fires. We can't do this. It's
12 not the council's fault. Somebody put us in this position.

13 But let's not do the second time what we didn't do the
14 first time. Ridiculous. Same people.

15 They were just incorporated in the summer, so they have not
16 worked together.

17 Mr. Saffold can get work from the other group.

18 Thank you.

19 THE CLERK: Elizabeth Robinson, followed by Bessie Brown
20 and Mary Brabham.

21 MS. ROBINSON: Good evening. I'm honored to be here this
22 evening to see the opportunity of a young homegrown gentleman
23 come before you.

24 I would ask you, if not now, when? If not us, who?

25 We're responsible for our community. We elected you to

1 take care of us. Here's an opportunity for you to take care of
2 us.

3 I'll back up one. The Event Center was how many years in
4 the making? 30 years? It took the experience, Mayor, it took
5 the experience, dedication, and money of an individual to make
6 that happen for us. We appreciate it.

7 Yes, there are problems. My house is 30 years old, I'm
8 still finding things that are wrong. You know, I'm sorry,
9 that's just the nature of the business.

10 But here we have an opportunity to change the face of our
11 city, to change the face of our community, to do the things that
12 we always talk about. Let's get behind a team that's proven,
13 that has the experience, that has the resources, and that we can
14 hold accountable locally. I don't have to fly in -- Mayor, I'm
15 sorry again -- helicopter, we don't have to helicopter anybody
16 in. Make a phone call, excuse me, but this is what I need to
17 have happen. And I need it to happen right now, today, because
18 this is not what we talked about. You have that opportunity
19 here with a local team.

20 Nothing against the other team. But I appreciate the
21 opportunity to look at my son and say, honey, we told you some
22 years ago, go to the apprentice school, become an apprentice.
23 He did that. Son, hang in there, become a journeyman. He did
24 that. You know where my son is working at right now? In Miami.
25 Because he can't get a job up here. Because we're not doing

1 what we said we would do for them.

2 Yes, Mr. Davis, you put on the workshops, you put on the
3 job fairs. And there were some young men who believed in what
4 you said. They believed you. Here's an opportunity for us to
5 walk and talk what we say. Make it happen for our boys. Make
6 it happen for our young people. They're counting on us to make
7 sure that they have an opportunity to have their children have
8 food at night, have their lights on, their water on. Here's an
9 opportunity to change the face of our city.

10 Somebody said this won't happen again in a lifetime. You
11 all know that. We know that.

12 When this project first came online, we talked about ten
13 years. We talked about ten years of development, to change our
14 city.

15 Here a young man has prepared himself, did what you did,
16 went to school, got prepared, had some experience, partnered
17 with some people who could make some things happen, and now we
18 want to tell them, oh, by the way, what did you do last week.
19 Well, I might ask the same question of us.

20 What did I do last week? Don't ask me because I might tell
21 you.

22 But I'm just saying, here's our chance to make a difference
23 in our community for our young people. They're counting on you.

24 We have -- we put together a group of questions that said
25 here's what you need to do, you got to do this, you got to do

1 that. They did it. They made it happen. They gave you what
2 you asked for. Now accept that.

3 Help us help ourselves. Don't give it to somebody else and
4 let them make their community better. Let's make our community
5 great. As the governor of our state is going to. You know I'm
6 gonna do it. Bring it home. He says bring it home Florida.
7 I'm saying to you all, bring it back right here, Riviera Beach.
8 Thank you.

9 MAYOR MASTERS: Bring it home. Experience matters.

10 THE CLERK: Bessie Brown, followed by Mary Brabham and
11 Delsia Brooks. Mary Brabham.

12 MAYOR MASTERS: I think Ms. Brown has left.

13 MS. BRABHAM: Mary Brabham, B-r-a-b-h-a-m.

14 It is not where we have been but where we are going.

15 I sat at every charrette, Live Work and Play, I have a log
16 in my home -- anyone has ever visited my home, I have a library
17 with every meeting and every documentation.

18 We have a chance with skill set, professionalism. Tony
19 Brown is here. He was here but he's an in roader. See, I like
20 people that know how to navigate and know how to get the
21 resources and find the resources in what we need.

22 We need culture here. We need arts. The aquatic center,
23 that been floating around when Michael Brown was here. They're
24 still pushing it.

25 Your mechanism here for this city with that marina is

1 parking. I go to the Port meetings, and we have talked about
2 parking. They need parking. We need parking here too. They
3 are in partnership with us. Everything sits on that corridor
4 there, so you have to have that mechanism there to make this
5 city work.

6 I'd rather have a five star hotel than a boutique hotel.
7 It's no offense to anyone else. But if you want this city here
8 to shine in the limelight, we got to stop being complacent and
9 step out of these comfort zones and hold these accountable.

10 If we choose Tony Brown, if we choose APD, we have to hold
11 them to the fire.

12 But I have a problem here with one of those groups there
13 because it's some gaps in there. From 2000 -- and I like to be
14 correct, because I take my notes here. He said it was -- he has
15 2.1 million dollars that he's investing in this project here,
16 and he's been in business for nine years. Now that's what he
17 said. And from what I read in their backup, it's obviously
18 true, it's true.

19 Now I'm not saying that he's not skilled. But from a
20 resident and other residents point of view, we want somebody who
21 can bring this money here. That the city itself can stop being
22 obligated to pay for all of this here.

23 It was stated that if we get parking, we residents wouldn't
24 have to pay for one, and that's a plus. We always said that
25 that CRA should be managed by the city, which it should.

1 Have we all made mistakes? Yes, we have. Some of you all
2 sitting up there on the board, you all -- we voted you all back
3 again, and look what you all are doing. So come on now. Don't,
4 don't, don't play that here. A chance is a chance. You got a
5 chance.

6 Sure, we made mistakes. Ms. Brabham is 67 years old, and
7 she's probably still making mistakes. But do I have a chance to
8 learn? Can I do better? Yes, I can. And we all can do that.

9 And we are asking you as an elected board, that has been
10 charged with overseeing we as residents as well as a city, to
11 put this city in play and get this city here the things that we
12 need.

13 You have a group that says they -- I mean 94 million
14 dollars, see, I told people that, you know, so now you all
15 believe me, because Mr. Brown stood up there and said it
16 himself. See, I always knew, when I put it out in the
17 communities, Mr. Brown has always sit with them big boys.
18 Excuse me, Mr. Brown, for saying that. He knows how to get that
19 money.

20 Now you all heard it from Mr. Brown, instead of Ms. Brabham
21 holding these community meetings here, encouraging everybody how
22 we can move our city and who can move our city forward here.

23 Mr. Brown, Mr. Brown, Mr. Brown, yes. I throw my hat in
24 for Mr. Brown.

25 I have nothing against the other team. But I look for that

1 skill set and that professionalism.

2 I'm not interested in China. China has never invested
3 anything here. Nothing whatsoever.

4 Do we want a good restaurant, that we can come here and sit
5 and enjoy ourselves, and have this Marriott here? We need that.
6 We need those type of components in this city to move our city
7 forward. And that's what I'm expecting --

8 VICE CHAIR HUBBARD: Ms. Brabham. Thank you.

9 MS. BRABHAM: -- for your board to do.

10 Thank you.

11 THE CLERK: Delsia Brooks.

12 MS. BROOKS: Good evening, council. Chairperson -- she's
13 not here. Mr. Evans.

14 MAYOR MASTERS: She stepped out for a second.

15 MS. BROOKS: Mayor Masters. She stepped out for a second.

16 It is five -- and, you know, the community, it is five long
17 years that I have been at this process. I remember Mr. Tony
18 Brown on August 28, 2015, I submitted my LOI to the CRA. And at
19 the time Tony Brown was the CRA director. At the time I was
20 sent a contract that I filled out and returned to the broker at
21 the time was CBRE, that was the broker in charge. I then called
22 to follow up with the process.

23 I was told by the project manager at the time was
24 Mr. Blomke, which is no longer here, he resigned, that the
25 project was placed on hold due to the parking space not being

1 available for the Restaurant Row, the parking space was only
2 available for the Event Center. So I was told that I would be
3 working with the selected developer, as per Mr. Scott Evans.

4 I continually asked the council what's going on, and they
5 told me to direct my question to Mr. Evans, of which I did, many
6 occasions. I am still here. I was the only person at the time
7 when the LOI was -- when the RFP was submitted in the Palm Beach
8 Post, I was the only person that responded to that LOI. There
9 was no other candidate for the restaurants.

10 I was told by the city that they needed to send it out
11 again, the second time around. And they did. I believe they
12 included Broward County and the surrounding communities. There
13 were maybe three or four different candidates that came. But
14 guess what, I am the last one standing here, five years later.
15 I don't see anyone here from the original team.

16 And here it is, I am still waiting to be selected and to
17 work with the developer that is selected. I think that it's
18 owed to me.

19 Now the selected pad site was given to me, was suggested by
20 Mr. Tony Brown, which is pad site B. I had my contractors that
21 came to the site, took measurements for the past couple years;
22 they designed the restaurant, what it's going to look like, the
23 rendering, I have everything in place. As of this moment I even
24 have my investors, two investors.

25 And here it is, I'm looking at this right here, and I'm

1 seeing McCray's Barbecue -- there is -- I don't know what this
2 is in the middle, but Jazz Lounge. I never saw any of these
3 people back in 2015.

4 And here it is, I would like to have the opportunity to
5 work with the winning team.

6 CHAIR DAVIS JOHNSON: Thank you. Ma'am, your time.

7 MS. BROOKS: Oh, geez. Can I just get a couple seconds?

8 CHAIR DAVIS JOHNSON: No, ma'am. We have others.

9 MS. BROOKS: Thank you, gentlemen.

10 THE CLERK: Dr. Hamilton.

11 DR. HAMILTON: Good evening, ladies and gentlemen.

12 You have done a wonderful job. Sometimes it takes hard
13 work to get things done.

14 I am Dr. Brooks Hamilton, with three Ph.D.s, and I still
15 have to go to the man to ask for a job. So, ladies and
16 gentlemen, you have a chance here now to make your community not
17 go to the man for a job.

18 I want to say that I am the consultant with Ms. Delsia
19 Brooks, Pangea Grill. And I've been working with her for five
20 years. We have had an architect do the drawings. We have had
21 an engineer to do the test calculations. We have spent hundred
22 thousand of dollars, because it was promised and Ms. Brooks was
23 given site B. That's a commitment. And based on that
24 commitment she have spent money; and I have spent many, many
25 nights -- we also have the morning. We have a proposal. And

1 ladies and gentlemen, once you give somebody a commitment, it
2 has to be honored.

3 So whoever is selected here, I suggest, I suggest, I
4 suggest that Ms Delsia Brooks be grandmothered in so you can
5 follow through with what she was promised.

6 As I said, again, when you give somebody a pad site, they
7 have spent money based on that, they have developed their
8 project, they have paid engineers, they have spent hours and
9 hours and hours, that is a commitment. And a four star
10 restaurant, we have the menu, everything is completed. We're
11 just waiting for you guys to select the developer. Because the
12 reason why this have not gotten done is because you said you
13 didn't have enough parking. You didn't have enough parking.
14 You didn't have enough parking. I write to rate those things to
15 put in your mind, that you have made a commitment with
16 Ms. Delsia Brooks, which should be honored.

17 She has met with the mayor, she has met each one of the
18 commissioners, she has met with everybody.

19 Ladies and gentlemen, I'm here to say, please, honor your
20 commitment. Whoever gets selected as the developer, Ms. Delsia
21 Brooks has been here five years, all the meetings, did what you
22 said, followed through, and I will go to the limits to make sure
23 that her commitment gets honored. I thank you immensely to be
24 patient with me.

25 Have a good evening. You are doing a wonderful job.

1 Hopefully, my three Ph.D.s will work when this community
2 honors its commitment.

3 Thank you. Have a nice evening.

4 THE CLERK: Bruce Guyton.

5 MAYOR MASTERS: While Mr. Guyton is coming, I do agree with
6 the speaker, I thank Mr. Brown for honoring her request at the
7 time.

8 MR. GUYTON: Good evening. My name is Bruce Guyton. And I
9 am a lifelong resident of my beloved city, Riviera Beach. I'm
10 also a planner by trade. I've also served three terms on the
11 council. And I am, like Ezra Saffold, I bleed Riviera Beach.
12 This city I love. I live here because I choose to. Not because
13 I have to. I love my city.

14 As I sit here and listen to the debate, I'm reminded of
15 candidates on the campaign trail talking about how they support
16 their locals, and what they're going to do for the people here,
17 and how they're going to make sure that they get a piece of the
18 pie.

19 Right now we have two teams. Two qualified teams in my
20 opinion. I also have a graduate degree in urban and regional
21 planning. Two teams qualified. The distinguishing factor for
22 me is someone lives in this town, who has been giving to this
23 community for years. Not Johnny Come Lately. Every time
24 there's an event, Ezra Saffold's name is called, contribute,
25 contribute, contribute.

1 In 2009, when the economy tanked and no cities and nobody
2 was getting personal or commercial loans, guess who went and got
3 us over 30 million dollars. Mr. Tony Brown.

4 These people have given to our community. And right now I
5 think it's time to reciprocate.

6 If they were not qualified, I would not be standing here.
7 They deserve an opportunity. Put in benchmarks. If they don't
8 make no benchmarks, you go to the next one.

9 But we have somebody from home, who was born and raised,
10 who chose to live here, built a nice home right here in Riviera
11 Beach, Mr. Ezra Saffold, and this is his opportunity now to step
12 up. I'm asking the council to do what you campaigned on, and
13 give somebody from home an opportunity, because it will be
14 revisited at some point, about your word. Thank you very much.

15 THE CLERK: Douglas Lawson.

16 MR. LAWSON: Good evening, Council.

17 CHAIR DAVIS JOHNSON: Good evening.

18 MR. LAWSON: My name is Douglas Lawson. I'm a business
19 owner here in the city.

20 We had two groups tonight that did amazing presentations.
21 They flew in their teams, they came and presented to our group,
22 to the city and to our council. And I can't for the life of me
23 understand why that presentation wasn't given to the committee
24 that actually made the recommendation for one over the other.
25 So before this actually came before this board, the committee

1 should have had that opportunity to take a look at these
2 presentations to see what was actually going to be on the table.

3 And with our council being in charge of making sure that's
4 done properly, I appreciated you guys bringing them to the table
5 and seeing what they had to speak on. But it looks like we
6 weren't on the same page. All the members except for, I
7 believe, Ms. Anderson, met with our interim chair and our
8 attorney, and they didn't realize that scoring was going to be
9 necessary for tonight. They didn't realize what was going to
10 actually be asked of our interim chair for our CRA. So trying
11 to figure out what was actually done during these meetings that
12 every council member went to, to discuss what we were going to
13 actually review.

14 So it's really understanding as a team that we're working
15 together in unison, that we're all on the same page.

16 There's been a lot of dissension tonight, a lot of back and
17 forth between our council, and it just shows that we need to
18 work together, because this project is a 200 million dollar
19 project that we're begging that this council gets right. I have
20 no preference on either team, because they are both very well
21 qualified.

22 But as our mayor said, experience does matter. Tony Brown
23 has been a part of this city, he's had the experience, he's made
24 the mistakes, he's seen what needs to be done. Ezra Saffold has
25 been a part of our city and our community, he's made the

1 mistakes, he's seen what needs to be done. So if we look at
2 that, and we understand that these are the individuals that have
3 already done things within our project, we can go back to them
4 and say these are the issues that we ran into, before going to
5 another team that doesn't give us the opportunity to make these
6 same mistakes, we know what they did, we know what issues we had
7 and what problems, so we can present and say, hey, we need these
8 corrected.

9 Being in real estate over the last 13 years, I know when
10 you get behind a wall it can delay. We live in Florida. Rain
11 happens. Delays happen. Changes can happen. So you have to be
12 prepared for those expectations. So when these expectations
13 arise, you roll with the punches and you get it done. As long
14 as the project is done properly and effectively and efficiently
15 within our budget. And it was done within our budget.

16 Our outline, I believe Councilmember Davis presented that
17 there was an outline given, where we've been going over this for
18 a number of -- about a year now, over a year and a half, where
19 they've reviewed, they took time, scheduled appointments, and
20 trying to get a direction as to what needed to be done. He took
21 the time to get this done. He took the time to present to this.
22 But that's what we expect of our council.

23 This project is the most important project Riviera Beach
24 has seen. So you have to take the time. As an elected
25 official, as a servant leader, we expect that, and we expect

1 that of every single one of you, to take the time to get this
2 done. So we appreciate you guys coming to the table, but we
3 have to make sure that we get this right.

4 So tonight I don't want to feel like we had these members
5 of these two different teams waste their time, because the rules
6 that our city attorney presented, he said that we could be into
7 a world of trouble if we choose to go with somebody that was not
8 recommended by our committee. So if we go with a different team
9 that was not recommended by the committee tonight, we could be
10 in a problem. I don't know how legally we're going to be in
11 issues if the board makes the decision to go with a different
12 team. Our city attorney made that recommendation. He's the one
13 that's licensed, he's the one that knows what's right for our
14 city. But he also did let us know -- which we should have
15 discussed at the last meeting -- that we don't want to waste
16 their time in issues and problems.

17 Council, have a great evening. Thank you.

18 THE CLERK: That's the end of public comment.

19 CHAIR DAVIS JOHNSON: Comments from the commission.

20 COMMISSIONER DAVIS: Madam Chair.

21 CHAIR DAVIS JOHNSON: Commissioner Davis, you're
22 recognized.

23 COMMISSIONER DAVIS: I'll pause for a minute. I'll wait.

24 VICE CHAIR HUBBARD: Madam Chair, just one point of
25 clarification.

1 I didn't -- I did not meet with the attorney and the
2 executive director either, Mr. Lawson. I wasn't one of the ones
3 that met with them.

4 MAYOR MASTERS: Madam Chair.

5 CHAIR DAVIS JOHNSON: Mr. Mayor, you're recognized.

6 MAYOR MASTERS: I do want to correct the previous speaker.
7 The attorney gave us three or four options. And not one. And
8 he told us exactly what we could do. But he didn't say that we
9 had to go with this or the other, but if we go with someone else
10 then there was a way to do it. So I wanted to make that clear.
11 Thank you.

12 CHAIR DAVIS JOHNSON: Any comments from the commission?

13 Mr. Evans.

14 I'm sorry. Vice Chair, you're recognized.

15 VICE CHAIR HUBBARD: My understanding of his direction was
16 that there wouldn't -- there would not be a -- the
17 presentations -- we would do the presentations, and there would
18 not be a vote tonight?

19 MR. HAYGOOD: No. To be specific, my comments was that the
20 item before you is a resolution basically approving the
21 recommendation from the selection committee of the ranking of
22 the respondents.

23 I also said that you also have the option of voting the
24 resolution down, which would really put us in a position of --
25 you'd have to give us some directions what to do.

1 The third, what I said was not an option, was that you
2 could not choose someone other than was recommended by the
3 selection committee unless you went through the process of
4 evaluating them through the evaluation process.

5 COMMISSIONER DAVIS: Madam Chair.

6 COMMISSIONER BOTEL: Madam Chair.

7 CHAIR DAVIS JOHNSON: Commissioner Davis, you're
8 recognized.

9 Commissioner Botel, you're recognized.

10 COMMISSIONER BOTEL: Did you also not give us the option of
11 tabling the motion until the next meeting?

12 MR. HAYGOOD: You can, you can table it.

13 COMMISSIONER DAVIS: Madam Chair.

14 CHAIR DAVIS JOHNSON: Commissioner Davis --

15 COMMISSIONER BOTEL: In that case, I make a motion that we
16 table the motion until the next opportunity to meet.

17 COMMISSIONER DAVIS: Madam Chair, before the second --

18 COMMISSIONER MILLER-ANDERSON: Second.

19 CHAIR DAVIS JOHNSON: It's been motioned and properly
20 seconded.

21 THE CLERK: Commissioner Davis.

22 COMMISSIONER DAVIS: No.

23 THE CLERK: Commissioner Botel.

24 COMMISSIONER BOTEL: Yes.

25 THE CLERK: Commissioner Miller-Anderson.

1 COMMISSIONER MILLER-ANDERSON: Yes.

2 THE CLERK: Vice Chair Hubbard.

3 VICE CHAIR HUBBARD: Yes.

4 THE CLERK: Chair Davis Johnson.

5 CHAIR DAVIS JOHNSON: Yes.

6 THE CLERK: Motion carries.

7 CHAIR DAVIS JOHNSON: Now that this matter has been tabled,
8 what is going to be the resolve of this matter? Do you have
9 something to present, Mr. Evans, by way of action?

10 INTERIM EXECUTIVE DIRECTOR EVANS: What we'll do is provide
11 the board some correspondence later this week on what your
12 options are and what we're proposing to do at the next meeting.

13 CHAIR DAVIS JOHNSON: Is the commission clear on that
14 activity?

15 VICE CHAIR HUBBARD: Whatever that means. Exactly what --

16 INTERIM EXECUTIVE DIRECTOR EVANS: Well, the options before
17 the board are outlined by Mr. Haygood. What we can do is
18 outline them, not only -- we'll put some descriptive options for
19 the board so that when you make your selection on how you want
20 to proceed, you're not just picking the option but you'll have
21 the description of how that process would work and how we would
22 propose it would be completed.

23 CHAIR DAVIS JOHNSON: In that description will you outline
24 for us the pros and cons, consequences, et cetera, in doing
25 that?

1 MR. HAYGOOD: Pros and cons? I'm sorry. Pros and cons?

2 CHAIR DAVIS JOHNSON: He's going to provide -- he said that
3 you all would provide for us a list of options, what our next
4 available options are. Will you in that list of pros and cons,
5 if there is any potential for litigation, whatever, whatever
6 the --

7 MR. HAYGOOD: Certainly.

8 CHAIR DAVIS JOHNSON: -- issues may be?

9 MR. HAYGOOD: Certainly.

10 CHAIR DAVIS JOHNSON: Okay. Report of the executive
11 director.

12 INTERIM EXECUTIVE DIRECTOR EVANS: I have no comments.

13 CHAIR DAVIS JOHNSON: Report of the general counsel.

14 MR. HAYGOOD: I have no comments.

15 CHAIR DAVIS JOHNSON: Discussion of the board, beginning
16 with the mayor.

17 MAYOR MASTERS: Thank you, Madam Chair.

18 Mr. Attorney, the -- there was a matter, I think, of an RFP
19 as it relates to the Valero situation? On the ocean -- this is
20 all together different. On the ocean, the property right there.

21 MR. HAYGOOD: Yes, sir. What is your question? I'm sorry.

22 MAYOR MASTERS: My question is, where are we in that
23 process?

24 MR. HAYGOOD: We've had -- yes. We've had discussions with
25 the proposer, told him of some issues that we had, discussed it

1 out; and the plan is to come back before the CRA in the December
2 meeting with a request for directions and approval to retain
3 someone to actually get into negotiations.

4 MAYOR MASTERS: That would be an independent --

5 MR. HAYGOOD: Yes, sir.

6 MAYOR MASTERS: -- person?

7 But could the, the commissioners tonight direct you, or
8 whoever, to put it on the agenda for it to move it towards RFP?

9 MR. HAYGOOD: That was the intent, yes, sir.

10 MAYOR MASTERS: That it would be an RFP at the next --

11 MR. HAYGOOD: Not an RFP, but at least get to -- give you
12 an outline what we need to do to get to putting an RFP out.

13 MAYOR MASTERS: So when that comes up, that discussion,
14 they can make a motion at that time --

15 MR. HAYGOOD: Yes, sir.

16 MAYOR MASTERS: -- for an RFP?

17 MR. HAYGOOD: Yes.

18 MAYOR MASTERS: Thank you.

19 Thank you, Madam Chair.

20 CHAIR DAVIS JOHNSON: You're welcome.

21 Commissioner Davis, you're recognized.

22 COMMISSIONER DAVIS: I just want to say to the residents of
23 Riviera Beach, we thank you for being with us through this
24 process. You're going to be the ones that's going to benefit
25 from it. I do believe it's going to be a true benefit. Thank

1 you for being patient with us. We have been working a long time
2 together as a community, as leaders, as the private sector, and
3 as a commission to deliver something that's going to change that
4 particular corridor in the years to come.

5 But, you know, we have a lot of other development that's
6 going to happen in this community. Like stated before coming to
7 this meeting, we cannot continue to move down the role of
8 running, making every decision a political decision. Every
9 decision should be a business decision. The only pressure under
10 the gun that we need to be doing is doing our research and
11 working together. That's the only time that we should be under
12 the gun, is making sure that we do what we are destined to do,
13 we are sworn to do, is being open and working together, no
14 matter who the master developer becomes or what decision we
15 make, it has to be who is the best qualified; it has to be an
16 opportunity for local folks.

17 Ms. Robinson stated that I've done workshops to bring
18 people home and give work to. And, yes, I did. And I was sad
19 to say that at that time we had over 117 folks sign up, and I
20 didn't see a significant number working on that project. And
21 that's why I push hard to see folks like Ms. Stallings -- and we
22 keep talking about one individual. We got a million people in
23 this community that's going to be a part of this project. So
24 let's not get focused around just one individual.

25 Mr. Saffold, if you somehow win it, I just really hope you

1 fight just as hard to make sure folks eat the way you fight
2 today. You know how I am.

3 Mr. Broussard, and Mr. Vaughn, and Mr. Steve White --
4 Mr. Steve White, your work go unquestionable in this community.
5 You've been giving back unselfishly, for free, for many years.
6 And I like a person that come to this community and give
7 everything back but take nothing; and you've been just that.

8 Mr. Brown, welcome back. The man from Canada, from Live
9 Work and Play, welcome back. And all those who came out to this
10 community.

11 But it's a tough decision. We have to make the right
12 decision. And we have to honor our word on what we want to do
13 is deliver the best product that will allow other folks to
14 participate at the helm, and not tearing this community apart
15 with issues and creating separation on how we come to the
16 meeting with teams. So that part needs to stop. You know, we
17 can think about self, but think about everybody else that's
18 choosing sides. So we have to stop that from happening.

19 And I can look at everybody in this room, look them square
20 in the face and say how I mean about that, because we all have
21 family, we all have friends in this community that's going to
22 benefit, and they're watching these same meetings where we're
23 choosing sides.

24 Listen, we have a process in place. Folks flew in from
25 town, from all over, from both teams. And now they got to go

1 back to see what's gonna happen. And then we going to do it
2 again and again and again and again and again. But we have to
3 get it right. And that's all I charge my community with doing,
4 is getting it right and making sure that sometimes, you know,
5 think about some of the mistakes and what kind of decisions we
6 could have made before getting here. And you could have had a
7 super team if we came together the first time. But,
8 unfortunately, that didn't happen. You chose your sides. And
9 now you're asking this board to make a tough decision. I'm just
10 going to make the right decision. But we had an opportunity to
11 do the right thing tonight. We didn't do it. We punted, for
12 another date.

13 Everyone drive home safe in your travels. Gentlemen, as
14 you fly home, all you gentlemen be safe. And I wish you all
15 well. And whatever I can do as we move forward with this
16 process legally -- because we still have a cone of silence, as
17 we move through the cone of silence, no matter who wins, I'm
18 going to work well to make sure that we have --

19 CHAIR DAVIS JOHNSON: Continue, Mr. Davis.

20 COMMISSIONER DAVIS: To make sure that we have the
21 representation that we all up here talking about.

22 Thank you, Madam Chair.

23 CHAIR DAVIS JOHNSON: Commissioner Botel, you're
24 recognized.

25 COMMISSIONER BOTEL: Thank you.

1 I just wanted to thank, sincerely thank both groups that
2 presented this evening. I look forward to a very positive
3 outcome for the City of Riviera Beach. Thank you.

4 CHAIR DAVIS JOHNSON: Commissioner Miller-Anderson.

5 COMMISSIONER MILLER-ANDERSON: Mr. Evans and Mr. Haygood,
6 the community benefits that we talked about, you're looking at
7 it and bringing back before the council to let us know if this
8 is something that we can add to -- you know, I mean to --

9 MR. HAYGOOD: Yes.

10 COMMISSIONER MILLER-ANDERSON: It's late and I can't even
11 put my words together at this point.

12 But please get with me this week, at least provide me some
13 sort of information. And we can meet sometime maybe next week
14 to see what you came up with.

15 I do appreciate both teams coming in and presenting. It
16 does seem that we did it a little backwards, but it's okay,
17 we'll get to where we're trying to go.

18 I do want to make sure that this whole process is fair and
19 equitable and things are done the proper way. As always, that
20 is my main concern, is making sure that we're doing what we're
21 supposed to be doing and not, you know, providing any extra
22 access that may not have been available to all.

23 So, unfortunately, we did not make a decision tonight. I
24 think that it has gotten late, and because it has gotten late we
25 don't need to sit here and try to figure this out tonight.

1 I appreciate those options that were presented. And I look
2 forward to receiving them and going forward. But either way, we
3 will have a finished product that we will all be proud of.
4 Thank you.

5 CHAIR DAVIS JOHNSON: Vice Chair Hubbard, you're
6 recognized.

7 VICE CHAIR HUBBARD: I want to thank both teams for
8 presenting their wares tonight. And, again, for the residents
9 sake, you know, my end game or my end goal is that this is a
10 product that benefits the entire community and that the wealth
11 that's created and the opportunities that are provided are for
12 the residents of Riviera Beach.

13 And we can look forward to a great product. We just have
14 to be more accountable and we just have to be able to make the
15 tough decisions. And I think that we can.

16 So thank you both for presenting.

17 CHAIR DAVIS JOHNSON: I echo the sentiments of my
18 colleagues. This is a process.

19 But I'm going to stand firm in what I believe would have
20 prevented us from getting to this point. However, we are here.
21 And so we need to resolve. No matter the direction, we need to
22 resolve and make sure that we have a product that our residents
23 and this body can be proud of.

24 So thank you, Mr. Irons, for your presentation with your
25 team. Thank you all for being here.

1 Thank you, Mr. Saffold and Mr. Brown, for your
2 presentations.

3 There being no further business, we stand adjourned.

4 MAYOR MASTERS: Experience matters.

5 (Proceedings concluded at 11:35 p.m.)

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

1 C E R T I F I C A T E

2
3 THE STATE OF FLORIDA

4 COUNTY OF PALM BEACH

5
6 I, Claudia Price Witters, Registered Professional
7 Reporter, certify that I was authorized to and did report the
8 foregoing proceedings at the time and place herein stated, and
9 that the foregoing is a true and correct transcription of my
10 stenotype notes taken during said proceedings.11
12 IN WITNESS WHEREOF, I have hereunto set my hand
13 this 21st day of November, 2018.14
15
16
17 _____
18 CLAUDIA PRICE WITTERS
19 Registered Professional Reporter
20
21
22
23
24
25