




Florida's Dynamic
Waterfront Community

RIVIERA BEACH COMMUNITY REDEVELOPMENT AGENCY

2001 BROADWAY, SUITE 300
RIVIERA BEACH, FL 33404
PHONE: 561-844-3408
FAX: 561-881-8043
Website: www.rbcra.com

MEMORANDUM

TO: Honorable Chair and Members, CRA Board of Commissioners
City of Riviera Beach, Florida

FROM:  Scott Evans, AICP, Interim Executive Director

DATE: October 24, 2018

CC: Michael Haygood, CRA Attorney

SUBJECT: **Resolution Authorizing Staff to Negotiate a Comprehensive Development Agreement with APD Solutions, LLC., for Development of the Phase II Marina Village Project.**

Request for Board Action:

Staff is Requesting the Board of Commissioners to Approve a Resolution Authorizing Staff to Negotiate a Comprehensive Development Agreement with APD Solutions, LLC., for Development of the Phase II Marina Village Project.

Summary/Background:

The Marina Village Phase Two Project will continue the transformation of the City waterfront and pursue the goal to catalyze broader economic development that will create new avenues to opportunity for the City and its residents. Riviera Beach is ideally positioned to build upon its assets including the infrastructure installed in Phase One and to use our central waterfront location to improve, expand and diversify the local economy. The City's redevelopment efforts strategically position Riviera Beach to maximize its untapped market potential to become regional cross-roads, gateway, destination, employment hub.

On January 24, 2018, the Board of Commissioners approved Resolution 2018-01 seeking development proposals from qualified master developers for the development of Phase II Marina Village Project. On February 2, 2018, the RFP was issued. The Agency received two responses to the opportunity. Responses were provided by Tezral Partners, LLC. and by APD Solutions LLC.

The attached report on the "Selection & Evaluation Committee" outlines the process and the evaluation results that were completed. The Evaluation Committee ranked APD as the highest ranked proposer. The total scoring results were as follows: APD: 421 points / Tezral Partners: 382 points.

In accordance with the RFP, the highest-ranking proposal is recommended for the CRA Board's approval

to begin negotiations of a new comprehensive Master Development Agreement and related Community Benefits Agreement. If negotiations are unsuccessful, the Agency staff will seek Board authorization to proceed with negotiations with the 2nd ranked proposer.

Evaluation Criteria:

In accordance with the RFP, the following Evaluation Criteria were used; the attached Selection and Evaluation Report provides additional detail:

A. Leadership	15%
B. Experience	15%
C. Approach & Fulfillment of CRA Goals	15%
D. Local Participation & Measurable Success	20%
E. Development Plan Submissions	30%
F. Financial Capability & Feasibility	<u>15%</u>
Total	100%

Recommendation:

Staff recommends approval of the proposed Resolution authorizing the Agency to begin negotiation with the highest ranked firm. The Agency is seeking to make tranformational improvements to Broadway and the Marina Village, which will improve taxable values for the entire area, bring hundreds of new jobs and temporary construction jobs to the local economy. This project represents over 100 million dollars of future development which will help make the Marina Village a local and regional destination for residents and visitors.




Florida's Dynamic
Waterfront Community

RIVIERA BEACH COMMUNITY REDEVELOPMENT AGENCY

2001 BROADWAY, SUITE 300
RIVIERA BEACH, FL 33404
PHONE: 561-844-3408
FAX: 561-881-8043
Website: www.rbcra.com

MEMORANDUM

TO: Honorable Chair and Members, CRA Board of Commissioners
City of Riviera Beach, Florida

FROM:  Scott Evans, AICP, Interim Executive Director

DATE: November 7, 2018

CC: Michael Haygood, CRA Attorney

SUBJECT: **Board Review of Presentations by the Two Respondents to the Marina Village Phase II RFP**

Summary:

On October 31, 2018, the Board of Commissioners considered an Agenda Item to approve a Resolution authorizing Staff to Negotiate a Comprehensive Development Agreement with APD Solutions, LLC., for Development of the Phase II Marina Village Project. The Board reviewed and discussed the agenda item and determined that they would like to have a presentation by the proposers at the next CRA meeting which would also provide the public with an overview of the two proposals.

The Board did not provide direction if they wanted to evaluate the proposals, a blank evaluation form containing the criteria from the RFP is attached for the Boards information or use. If the Board elects to complete their own evaluation this criteria is recommended.

The Marina Village Phase Two Project will continue the transformation of the City waterfront and pursue the goal to catalyze broader economic development that will create new avenues to opportunity for the City and its residents. Riviera Beach is ideally positioned to build upon its assets including the infrastructure installed in Phase One and to use our central waterfront location to improve, expand and diversify the local economy. The City's redevelopment efforts strategically position Riviera Beach to maximize its untapped market potential to become regional cross-roads, gateway, destination, employment hub.

Background:

On January 24, 2018, the Board of Commissioners approved Resolution 2018-01 seeking development proposals from qualified master developers for the development of Phase II Marina Village Project. On February 2, 2018, the RFP was issued. The Agency received two responses to the opportunity. Responses were provided by Tezral Partners, LLC. and by APD Solutions LLC.

The report on the “Selection & Evaluation Committee” outlines the process and the evaluation results that were completed. The Evaluation Committee ranked APD as the highest ranked proposer. The total scoring results were as follows: APD: 421 points / Tezral Partners: 382 points.

In accordance with the RFP, the highest-ranking proposal is recommended for the CRA Board’s approval to begin negotiations of a new comprehensive Master Development Agreement and related Community Benefits Agreement. If negotiations are unsuccessful, the Agency staff will seek Board authorization to proceed with negotiations with the 2nd ranked proposer.

Evaluation Criteria:

In accordance with the RFP, the following Evaluation Criteria were used; the attached Selection and Evaluation Report provides additional detail:

A. Leadership	15%
B. Experience	15%
C. Approach & Fulfillment of CRA Goals	15%
D. Local Participation & Measurable Success	20%
E. Development Plan Submissions	30%
F. Financial Capability & Feasibility	<u>15%</u>
Total	100%

Marina Village Phase II - Evaluation Form

Criteria: RFP 2018-01

Evaluator Number _____	Proposal _____	Possible Points	Awarded Points
------------------------	----------------	-----------------	----------------

The Evaluation Committee shall rank all submitters received.

The Evaluation Committee will consider the following factors when ranking the submittals received:

A. Leadership

5

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

B. Experience

15

- Replicated business and place-making success
- Demonstrated client, market and customer-focused culture and mindset
- Strong leaders, manager and teams to harness the firm's overall talents
- Proven business model and collaborative, multi-disciplined approach
- Expedited team approach and thoughtful public/private execution strategies
- Embrace building trust and relationships to elevate performance and outcomes
- Creating urban waterfront destinations
- Mixed use projects with retail, restaurant and hotel uses
- Leading and structuring workable public/private partnerships
- Negotiating reasonable "win-win" deals that balance risk/reward
- Addressing local stakeholder, small business and workforce goals

C. Approach & Fulfillment of CRA Goals

15

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

**MARINA VILLAGE PHASE II
DEVELOPMENT OPPORTUNITY**



Evaluator Number _____ Proposal _____	Possible Points	Awarded Points
D. Local Participation & Measurable Success <ul style="list-style-type: none"> • Embrace aspiration of local equity participation • Development team with local participation • Business contracting that prioritizes qualified local W/MBE businesses • Applies innovation to respond to local conditions and bridge gaps, and provide real community benefits through all phases of project. • Provision of local workforce outreach and training programs • Workable public/private partnerships that yielded targeted outcomes • Projects that generate sustained profits and tax revenues • Projects that generate local jobs and business opportunities • New investment that catalyzes broader re-investment • Attract operators with products, services & experiences customers crave • Projects are locally relevant, regionally appealing & locally authenticity • Compliance with financial capability requirements 	20	
E. Development Plan Submission <ul style="list-style-type: none"> • Physical master development plan concepts (Scenarios #1, #2) • Land deal proposals (Scenarios #1, #2) • Development budget and schedule (Scenarios #1,#2) • Public/private responsibility matrix (Scenarios #1, #2) • Integrated CBA and execution strategy • Shared parking strategy to meet phased development requirements 	30	
F. Financial Capability & Feasibility <ul style="list-style-type: none"> • Validate commitment, source and amount of required equity capital and debt financing required • Adequacy of long-term financing strategy to execute phased development • Reasonableness of estimated dev. budgets and other estimates provided • Demonstrated understanding of financing challenges and opportunities • Extent to which the project will require public financing assistance • Feasibility of financing plans and schedules 	15	
SUB-TOTAL	Possible 100	Actual




Florida's Dynamic
Waterfront Community

RIVIERA BEACH COMMUNITY REDEVELOPMENT AGENCY

2001 BROADWAY, SUITE 300
RIVIERA BEACH, FL 33404
PHONE: 561-844-3408
FAX: 561-881-8043
Website: www.rbcra.com

MEMORANDUM

TO: Honorable Chair and Members, CRA Board of Commissioners
City of Riviera Beach, Florida

FROM:  Scott Evans, AICP, Interim Executive Director

DATE: December 5, 2018

CC: Michael Haygood, CRA Attorney

SUBJECT: Marina Village Phase II

Summary:

On November 14th, 2018, the Board of Commissioners met and established a clear mandate to review presentations by the proposers, hear public comment, and to ask questions of the Master Developer Teams. The CRA Attorney recommended that if the Board determined that it did not want to accept the recommendation of the Selection Committee it include a scoring of the proposals in accordance with the criteria established in the RFP, however the Board decided not to score the proposals at the meeting. The Board requested that staff prepare information at the next Board meeting to provide the options for proceeding at this time along with legal considerations.

Board Decision Options:

- A. Board motion to approve tabled Resolution from October 31, 2018 to direct staff to begin negotiations with APD. Resolution is attached to the backup documents.
- B. Board action to proceed with a new evaluation of the proposals by industry professionals. List of potential reviewers could be circulated in advance of the next CRA meeting for Board review and selection, the evaluation process could begin immediately following approval of the new process/reviewers. The Cone of Silence remains in effect until the Board makes a selection of the proposers.
- C. Board action to proceed with new evaluation of the proposals by the Agency Board of Commissioners at a future special meeting. At the previous CRA meeting, Board discussion expressed that the Commissioners did not intend to score.
- D. Reject all proposals and start the process anew.

Additional Potential Board Actions:

- E. Delay further action until a future CRA Meeting date, and consider the following action:
- Direct CRA staff to hire an independent 3rd party financial consultant to request additional information and complete an analysis of the two team's capacity to complete the project.

Legal Considerations:

Section 3.5.5.1 provides that a selection committee may be used to evaluate responses to the request for proposals. The determination to use a selection committee, and its members, shall be made by the Executive Director.

The selection of the proposal shall be based on the content of the proposal, together with the criteria or evaluation factors provided in the RFP. Discussions may be had with responsible proposals determined to be reasonably susceptible of being selected for award for the purpose of clarification to assure full understanding of and conformance to, the solicitation requirements. Proposers shall be afforded fair and equal treatment with respect to any opportunity for discussion and revision of proposals and such revisions may be permitted after submission and prior to award for the purpose of obtaining best and final offers.

The Cone of Silence remains in effect until the Board makes a selection of the proposers.

Background:

On October 31, 2018, the Board of Commissioners considered an Agenda Item to approve a Resolution authorizing Staff to Negotiate a Comprehensive Development Agreement with APD Solutions, LLC., for Development of the Phase II Marina Village Project. The Board reviewed and discussed the agenda item and determined that they would like to have a presentation by the proposers at the next CRA meeting which would also provide the public with an overview of the two proposals.

The report on the "Selection & Evaluation Committee" outlines the process and the evaluation results that were completed. The Evaluation Committee ranked APD as the highest ranked proposer. The total scoring results were as follows: APD: 421 points / Tezral Partners: 382 points. In accordance with the RFP, the highest-ranking proposal is recommended for the CRA Board's approval to begin negotiations of a new comprehensive Master Development Agreement and related Community Benefits Agreement. If negotiations are unsuccessful, the Agency staff will seek Board authorization to proceed with negotiations with the 2nd ranked proposer.

The Board did not provide direction if they wanted to evaluate the proposals, and elected to hear the proposals, ask questions, but complete no evaluation.

The Marina Village Phase Two Project will continue the transformation of the City waterfront and pursue the goal to catalyze broader economic development that will create new avenues to opportunity for the City and its residents. On January 24, 2018, the Board of Commissioners approved Resolution 2018-01 seeking development proposals from qualified master developers for the development of Phase II Marina Village Project. On February 2, 2018, the RFP was issued.

The Agency received two responses to the opportunity.


Responses were provided by Tezral Partners, LLC. and by APD Solutions LLC.

Riviera Beach is ideally positioned to build upon its assets including the infrastructure installed in Phase One and to use our central waterfront location to improve, expand and diversify the local economy. The City's redevelopment efforts strategically position Riviera Beach to maximize its untapped market potential to become regional cross-roads, gateway, destination, and employment hub.



MEMORANDUM

TO: Honorable Chair and Members, CRA Board of Commissioners
City of Riviera Beach, Florida

FROM:  Scott Evans
Interim Executive Director, CRA

COPY: J. Michael Haygood, CRA Attorney

DATE: May 1, 2019

SUBJECT: Marina Phase II Update

Overview

The CRA Board received proposals from APD Solutions and TEZRAL in July 2018. In October 2018, the Evaluation Committee Members completed an independent evaluation, scoring and ranking of both proposals, which resulted in recommending APD Solutions as the Top Qualified. Based on this input, the Agency recommended that the CRA Board approve APD Solutions as the designated Master Developer. Subsequently, presentations were made to the Board by APD and TEZRAL.

In November 2018, The Board considered the Evaluation Committee and Interim Executive Director's recommendations as well as the strengths and weaknesses of both proposals. In Board discussions, it was suggested that the Proposers consider structuring a joint venture partnership to develop the site, both parties were open to this possibility. After deliberating in December, APD and TEZRAL submitted to the CRA a Proposed Draft outlining a proposal to jointly develop the Marina Village site. The (5) five-page draft outlined tentative agreements respecting the development scope of both Proposers as well as identified "pending" items that remain to be resolved. The draft proposed negotiating (2) two separate agreements.

After internal review of the Proposed Draft, CRA Director Scott Evans conducted individual briefings with each Board member. Based on those discussions, the below "Next Steps" summarize the basis upon which the CRA Board is willing to proceed.

Next Steps

1. CRA Board to review and consider approval of the following comments to direct revisions to the submitted draft Letter of Intent:
 - The CRA will negotiate one development agreement (the two teams will have their own agreements between each other)
 - The combined team will proceed with preparing a “unified” Conceptual Development Plan that integrates the elements for the Boards review.
 - The combined team will submit to the Interim Executive Director a written summary of the intended work program & preliminary estimated schedule to complete the following: development agreement, and to design and construct the proposed elements within the unified development plan.
 - Prepare summary of to what extent the CRA and City’s participation is required to complete the project under the “unified” plan and
 - The combined team will proceed with preparing a revised draft Letter of Intent and attachments that reflect all of the above within 45 days, (or provide reasonable request for an adjusted deadline within 30 days).

2. The Agency will schedule a Board presentation and when the revised Letter of Intent and Conceptual Development Plan are submitted.

3. Following review of the updated LOI and Concept Development Plan, the Board will review and consider a Resolution to move forward with negotiations of the development agreement.