



**CITY OF FORT LAUDERDALE
City Commission Agenda Memo
REGULAR MEETING**

#16-0279

TO: Honorable Mayor & Members of the
Fort Lauderdale City Commission

FROM: Lee R. Feldman, ICMA-CM, City Manager

DATE: March 1, 2016

TITLE: Motion to Reject all Proposals – Marina Management and Construction
Services for the Las Olas Marina

Recommendation

It is recommended that the City Commission reject all proposals received in response to Request for Proposal, (RFP) 265-11680 for Marina Management and Construction Services for the Las Olas Marina Project. Issuance of a new RFP is also being recommended for City Commission's consideration via CAM #16-0295.

Background

On October 6, 2015, the City Commission approved the Las Olas Marina RFP #265-11680 for which the City received two proposals on January 28, 2016. The proposals received were submitted by Island Global Yachting, Ltd., (IGY) and Suntex Marina Investors, LLC in partnership with Edgewater Resources, (Suntex). Neither IGY nor Suntex met the RFP requirement of providing payment equivalent to a minimum base revenue of an initial \$1,000,000 per annum at time of proposal submission (see Exhibit 1 for analysis of responses.)

As per Section VI – Submittal Requirements of the RFP, "Proposals shall include a Minimum Base Revenue of an initial \$1,000,000 per annum. Revenue shall be payable in equal monthly installments, with increases of 10% every five years over the term of Lease Agreement."

In addition, IGY's proposal failed to meet the RFP requirement as it only submitted a proposal security check and not a check for 10% of the first year's rent as required in the RFP.

In addition, Suntex's proposal did not adhere to the RFP as it did not agree to pay the fixed fee (\$300,000) portion of CBRE's compensation. In June, 2015, CBRE was retained by the City Commission to prepare an RFP for the Marina (the fee schedule is attached hereto as Exhibit 2).

Given these non-responsive matters, it is recommended that the City Commission reject all bids and re-issue the RFP. Further, it should be noted that the City reserved the right to reject all bids in the RFP.

The RFP would be re-issued with revised language that allows for some level of base revenue abatement during years 1 through 3, and does not require the minimum base revenue of \$1,000,000 per annum until year 4. To discourage new proposers from submitting a response that pays the City no base revenue during years 1 through 3, the revised language will also include a stipulation that the average annual payment to the City (Base Revenue + Percentage Revenue) under a 10-year projection should meet and/or exceed a minimum threshold.

Resource Impact

There is no fiscal impact associated with this action.

Strategic Connections

This item is a *Press Play Fort Lauderdale Strategic Plan 2018* initiative, included in the Public Places Cylinder of Excellence, specifically advancing:

Goal 3: Be a community that finds opportunities and leverages partnerships to create unique, inviting, and connected gathering places that highlight our beaches, waterways, urban areas and parks;

Objective 1: Improve access to and enjoyment of our beach, Riverwalk, waterways, parks, and open spaces for everyone

This item advances the *Fast Forward Fort Lauderdale 2035 Vision Plan: We Are Community*.

Related CAMs

16-0295

Exhibits

Exhibit 1 – Suntex & IGY – Analyses & Responses

Exhibit 2 – CBRE Fee Schedule

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