



CITY OF FORT LAUDERDALE
City Commission Agenda Memo
REGULAR MEETING

#16-0664

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

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

DATE: June 7, 2016

TITLE: Resolution to Approve Award for Marina Management and Construction
Services for Las Olas Marina (Re-Bid) - Suntex Marina Investors, LLC in
Partnership with Edgewater Resources, LLC - \$1.6 Million (estimated
annual revenue)

Recommendation

It is recommended that the City Commission approve the award of Marina Management Operation Construction of Improvement for Las Olas Marina to Suntex Marina Investors, LLC in partnership with Edgewater Resources, LLC (Suntex) with an estimated annual revenue amount of \$1.6 million; and authorize commencement of negotiation of a lease not to exceed 50 years plus such length of time not to exceed five (5) years to complete construction of the Improvements.

Background

The City of Fort Lauderdale, Florida (City) is internationally known as the yachting capital of the world. In an effort to enhance its international status, the City sought to increase and expand accessibility for the Las Olas Marina for mega yachts and smaller vessels. The City issued a Request for Proposals (RFP) seeking qualified, experienced and licensed firm(s) to finance, build, operate and maintain the Las Olas Marina for the City's Parks and Recreation Department/Marine Facilities Division.

On January 28, 2016, the City received two proposals for the above referenced project. The proposals received were submitted by Island Global Yachting, Ltd. Company, (IGY) and Suntex Marina Investors, LLC (Suntex). Neither IGY nor Suntex met the Request for Proposal requirement of providing payment equivalent to a minimum base revenue of an initial \$1,000,000 at time of proposal submission and at bids. As such, all proposals received were rejected. On March 1, 2016, a new RFP was issued and proposals were received from the same two proposers. This time, each submission met the minimum requirements of the RFP.

The timeline of the solicitation process includes the following:

- March, 2016 – RFP 265-11729 was issued for Marina Management & Construction Services, Las Olas Marina (Re-Bid)

- April, 2016 – The RFP closed with a total of two firms submitting proposals including:
 IGY
 Suntex
- April, 2016 – The Evaluation Committee (Committee) consisting of Jonathan Luscomb – Supervisor of Marine Facilities, James Harrison – Chairman of Marine Advisory Board, Ryan Henderson – Asst. to the City Manager, AJ Yaari – Member of Beach Redevelopment Advisory Board, and Thomas Green – Sr. Project Manager for Sustainable Development met with James Hemphill, Senior Procurement Specialist, to evaluate the proposals. At this meeting, the Committee reviewed proposals including all of the alternates. The Committee reduced each proposer's alternative concepts to two each; eliminating any that were not consistent with the EDSA waterfront plan south of the Las Olas Boulevard bridge, extended beyond riparian right lines of neighboring properties or did not include supporting financial data. The Committee agreed to only consider IGY's alternate 1 and alternate 2, and Suntex's base proposal and alternate A.
- May, 2016 – The Committee received presentations from both proposers. Proposers were evaluated on the following criteria:

Evaluation Criteria	Weight (%)
Qualification of Firm and Project Team. To include experience and the abilities of the firm, the personnel proposed for the project, the subconsultants proposed.	25
Approach to Scope of Work To include MBE participation effort, current workloads and projected workloads, enhanced services proposed, and other pertinent information	30
Annual Revenue	20
Capital Contribution	20
Sustainability	5
TOTAL	100

The Committee carefully reviewed the submissions and presentations from each vendor and ranked proposers as follows:

VENDOR	RANK
Suntex Alt A	1
IGY Alt 2	2

Staff recommends approval of award to Suntex Marina Investors, LLC. On February 21, 2017 or such other date as it may designate, the City Commission will be presented a lease with Suntex Marina Investors, LLC not to exceed 50 years plus such length of time not to exceed five (5) years to complete construction of the improvements.

This item was presented to the City Commission for approval on May 17, 2016 via Commission Agenda Memo #16-0618 and deferred to this agenda to allow for further review by the Commission Auditor.

Resource Impact

Base revenues for this item will average \$1.6 million annually over the first 10 years of the lease.

Attachments

Exhibit 1 – Committee Tabulations
Exhibit 2 – Resolution
Exhibit 3 – Suntex Proposal
Exhibit 4 – IGY Proposal
Exhibit 5 – CBRE Analysis 1
Exhibit 6 – CBRE Analysis 2

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