



CITY OF FORT LAUDERDALE
City Commission Agenda Memo
REGULAR MEETING

#16-1212

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

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

DATE: October 5, 2016

TITLE: Resolution to Award Las Olas Marina Lease, Management &
Development - RFP #264-11791 (Re-bid) - Suntex Marina Investors LLC -
\$1.7 Million (average 10 year minimum net rent projection per year)

Recommendation

It is recommended that the City Commission approve the award of Las Olas Marina Lease, Management & Development (Alternate C) to Suntex Marina Investors LLC in partnership with Edgewater Resources, LLC, (Suntex) with an estimated average 10-year minimum net rent projection of \$1.7 million and an estimated total 50-year revenue to the City of \$173.6 Million (\$224.7 Million inclusive of the Revenue being shared with the State); and authorize commencement of negotiation of a lease not to exceed 50 years plus such length of time not to exceed five 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 Proposal (RFP) seeking qualified, experienced and licensed firms 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, and Suntex Marinas. Neither of these firms met the RFP requirement of providing payment equivalent to a minimum base revenue of an initial \$1,000,000 at time of proposal submission and at bids. On March 4, 2016 a re-bid was issued and proposals were received from the same two proposers. This time, both proposals were rejected by the Commission due to lack of financial justification. On July 8, 2016, a new solicitation was issued. On August 23, 2016, only one response was received, from Suntex.

The timeline of the solicitation process includes the following:

- July, 2016 – RFP 264 - 11791 was issued for Las Olas Marina Lease, Management & Development (re-bid)

- August, 2016 – The RFP closed with one firm submitting a proposal: Suntex
- September, 2016 – The Evaluation Committee (Committee), consisting of Andrew Cuba – Manager of Marine Facilities, William Walker – Member of Marine Advisory Board, Eric Engmann – Planner III for Sustainable Development Department, AJ Yaari – Member of Beach Redevelopment Advisory Board and Brandy Leighton – Project Manager II for Engineering Div. met with James Hemphill, Senior Procurement Specialist to receive presentation from Suntex where they discussed their qualifications, etc. as well as the various options offered in their proposal. In addition to the base proposal, Suntex offered the following Alternate proposals:

Alternate A – Base Plan + Restaurant

Alternate B – Mega Yacht Plan

Alternate C – Mega Yacht Plan + Restaurant

- 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, and the subconsultants proposed.	25
Approach to Scope of Work to include Minority Business Enterprise 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 all alternates offered and ranked proposal as follows:

VENDOR	RANK
Alternate C	1
Alternate A	2
Alternate B	3
Base Proposal	4

Staff requests approval to award Suntex's Alternate C.

Resource Impact

Per Suntex's Alternate C proposal, selected by the Committee, the City of Fort Lauderdale will receive the average of a ten-year minimum net rent (minimum base revenue plus percentage revenues) projection of \$1.7 million per year and an estimated total 50-year revenue to the City of \$173.6 Million (\$224.7 Million inclusive of the Revenue being shared with the State).

Attachments

Exhibit 1 - Solicitation

Exhibit 2 – Final Ranking

Exhibit 3 – Suntex Proposal

Exhibit 4 – Resolution

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