



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

#26-0242

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

FROM: Rickelle Williams, City Manager

DATE: April 21, 2026

TITLE: Resolution Waiving the Competitive Solicitation and Selection Processes Contained in the City of Fort Lauderdale Procurement Ordinance and Approving and Amending Consulting Services Agreement with Beacon Advisory Partners LLC for City Projects Related to Public-Private Partnerships and Real Estate Projects – **(Commission Districts 1, 2, 3 and 4)**

Recommendation

Staff recommends the City Commission adopt a resolution waiving the competitive solicitation and selection processes contained in the City of Fort Lauderdale Procurement Ordinance and approving an amendment to the Consulting Services Agreement with Beacon Advisory Partners LLC (“Beacon”) to provide targeted advisory services for City projects related to public-private partnerships (P3s) and other real estate initiatives.

Background

On November 5, 2025, the City entered into a Consulting Services Agreement (“Agreement”) with Beacon Advisory Partners LLC (“Beacon”) to provide advisory support in connection with the Reimagining City Hall initiative, the Holiday Park Parking Garage project, and other real estate-related public-private partnerships (“P3”) efforts. Pursuant to Section V of the Procurement Manual, the City Manager may authorize contracts for less than a one (1)-year period, without a bid and on a non-emergency basis, when deemed in the best interest of the City.

Under the Agreement, Beacon provides executive-level advisory support on an as-needed basis focused on business structuring, financial considerations, risk allocation, and governance. These services are advisory in nature and do not include the provision of legal services. The scope of work includes support during P3 procurement processes; high-level review and analysis of proposer submissions and P3 delivery approaches; consideration of financial structures and risk allocation; review and input on key business and financial terms reflected in term sheets and agreements; participation in discussions and negotiation as requested; and preparation of executive summaries and briefing materials for City Commission consideration.

Beacon supports the City by providing advisory input and synthesizing information into concise, actionable recommendations to inform executive decision-making. The current agreement provides compensation at a rate of \$475 per hour, subject to a maximum of 210 hours during the initial one (1)-year term, for a total of up to \$99,750. As of March 31, 2026, Beacon billed approximately 150 hours (\$71,820) toward the City Hall and Holiday Park Parking projects combined.

The City Hall project is currently in the negotiation phase. Remaining advisory support includes:

- Development of the Comprehensive Agreement;
- Review of related financial considerations, risk allocation and availability payment structures;
- Assessment of pre-development cost allocations and termination provisions; and
- Preparation of executive-level briefing materials to support Commission consideration of final transaction documents.

The City continues to advance complex P3 initiatives, including the Holiday Park Parking project, require specialized advisory support related to business structuring and long-term financial risk considerations. Beacon has participated in the initial Holiday Park Parking project discussions and will provide advisory support similar to that of the City Hall project. Maintaining continuity of advisory support promotes efficiency, preserves institutional knowledge developed during the P3 evaluation and negotiation phases, and avoids duplication of effort that would result from transitioning to a new consultant at this stage.

Staff recommends the City Commission consider waiving the competitive solicitation and selection processes to provide for the proposed amendment with Beacon to:

- Extend the agreement for an additional one (1)-year term, through October 31, 2027;
- Increase the maximum billable hours to 850 (an increase of up to 640 hours); and
- Authorize the City Manager to increase the maximum hours, as needed, to support ongoing P3 and real estate transactions.

Resource Impact

There will be a fiscal impact to the City in an amount of up to \$304,000, which increases the not to exceed amount to \$403,750. Funds for this purchase are included in the account listed below.

<i>Funds available as of March 31, 2026</i>					
ACCOUNT NUMBER	COST CENTER	CHARACTER/ ACCOUNT	AMENDED BUDGET	AVAILABLE BALANCE	AMOUNT

	NAME (Program)	NAME	(Character)	(Character)	
10-331-9100-519-60-6534-P12864	City Hall Replacement	Capital Outlay / Construction	\$9,882,868	\$9,588,487	\$304,000
TOTAL AMOUNT ►					\$304,000

Attachments

Exhibit 1 – Consulting Services Agreement

Exhibit 2 – First Amendment

Exhibit 3 – Resolution

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Charter Officer: Rickelle Williams, City Manager