



HISTORY

- ❑
May 28, 2013:
Resolution No. 2013-91 approved
 - Agreement w Consultant to draft RFP
- ❑
May 27, 2014:
Resolution No. 2014-12 approved
 - Authorization to issue RFP
- ❑
May 28, 2015:
Stage I of RFP issued
- ❑
Aug. 14, 2015:
5 Proposals received
- ❑
Nov. 13, 2015:
Evaluation Committee meeting (recommendation)
- ❑
Jan. 26, 2016:
Resolution Nos. 2016-30 & 2016-32 approved
 - 5 Stage I Proposers invited to participate in Stage II
 - Authorization to issue Stage II
- ❑
Feb. 18, 2016
Stage II of RFP issued
- ❑
May 11, 2016:
2 Proposals received
- ❑
Aug. 4, 2016:
Evaluation Committee meeting (continued)
- ❑
Dec. 1, 2016:
Evaluation Committee meeting (recommendation)
- ❑
Jan. 24, 2017:
City Commission Meeting
 - **Authorization to Negotiate w/ Top-Ranked Proposer**

SUBJECT PROPERTIES



Garage 4

2450 Salzedo

MIRACLE MILE
ANDALUSIA AV
VALENCIA AV
EUNE RD
ALZEDO ST
CELEONIO ST



Garage 1

245 Andalusia



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SUBJECT PROPERTIES



| | |
|--|--|
| <p>Garage 4</p> <p>285 Permit spaces</p> <p>64 Daily spaces</p> <hr style="width: 20%; margin-left: 0;"/> <p>349 Total spaces</p> | <p>Garage 1</p> <p>210 Permit spaces</p> <p>72 Daily spaces</p> <hr style="width: 20%; margin-left: 0;"/> <p>282 Total spaces</p> |
|--|--|

TOTAL PUBLIC PARKING: 631 High-Demand Spaces

But... garages are **obsolete**

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CITY OBJECTIVES

- Replace what are currently two obsolete parking garages that have many operational deficiencies with **new parking garages** (above and beyond recent cosmetic improvements).
- Add **additional public parking** spaces to replace the lost parking on Miracle Mile and meet the future needs of Downtown businesses.
- Introduce appropriately scaled **mixed uses**, especially ground floor retail and residential, onto Andalusia Avenue to support the City's goals for a vibrant, walkable Downtown.
- Pursue a holistic approach to these objectives that **balances** parking, planning, design, economic development, community and financial considerations.

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STAGE II RFP CRITERIA

1. Capability of the Proposer and Development Team (20 Points)
2. Likelihood of Feasibility (20 Points)
3. Financial Return to the City (15 Points)
4. Enhancement of the Public Parking Supply in a Cost-Effective Manner (25 Points)
5. Contribution to the Vitality, Amenity & Economic Activity of/in the CBD (20 Points)

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RFP PROPOSAL OPTIONS

Stage II Adjusted Proposal Options:

Option 1

- Develop both sites in phases, with public parking and private development
- Garage 1 first, between 700-800 public spaces
- Ground floor commercial
- Garage 4 upon completion of Garage 1, w/ reminder of 1,000 total spaces

Option 2

- Develop both sites in phases, with public parking and private development
- Garage 1: Between 500-800 public spaces
- Garage 4: Between 200-500 public spaces (totaling 1,000 spaces)

Option 3

- Develop only 1 site, with public parking and private development
- No less than 500 public spaces

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RFP PROPOSALS

See Exhibit A

| PROPOSER / DEVELOPMENT TEAM | DEVELOPMENT PROGRAM SNAPSHOT |
|---|--|
| Coral Gables City Center, LLC The Allen Morris Company The Related Group Associated Consultants, Inc. | (Version 1 proposal, recommended as basis for negotiation*) Total FAR: 4.06 (365k SF) Ground floor retail: 28,749 SF Residential: 244 units (Garage 4) Public parking garage: 722 spaces (Garage 1) 280 spaces (Garage 4) Private parking: 48 spaces (Garage 1) Height: 9 floors, 126 ft (Garage 1) 16 floors, 208 ft (Garage 4) Street encroachment: 5 ft (both sites) Alley encroachment: 10 ft (both sites) |

* Versions 2 and 3 are described in Exhibit A, Attachment 1

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RFP PROPOSERS

See Exhibit A

| PROPOSER / DEVELOPMENT TEAM | DEVELOPMENT PROGRAM SNAPSHOT |
|---|---|
| TC Gables, LLC Terranova Corporation Gibson Realty Group ZOM LIVING Arquitectonica ArquitectonicaGEO Kimley-Horn | (Includes developer's Miracle Mile property) Total FAR: 4.04 (460k SF) Ground floor retail: 89,485 SF Residential: 187 units (G.1/Miracle Tower) 148 units (Garage 4) Public parking garage: 500 spaces (Garage 1) 523 spaces (Garage 4) Private parking: 452 spaces (Garage 1) 400 spaces (Garage 4) Height: 10 floors, 122 ft (Garage 1) 16 floors, 184 ft (Miracle Tower) 16 floors, 174 ft (Garage 4) Street encroachment: 12 ft (both sites) Alley encroachment: 10 ft (both sites) |

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EVALUATION COMMITTEE

- Evaluation Committee composed of one member each from:
 - Budget & Audit Advisory Board
 - Parking Advisory Board (did not attend 2nd meeting)
 - Planning & Zoning Board
 - Property Advisory Board (did not attend 2nd meeting)
 - Board of Architects

- Met on August 4, 2016 and December 1, 2016

- Ranked Proposers as follows:

| <u>PROPOSER</u> | <u>AVG. SCORE</u> | <u>RANK</u> |
|--|-------------------|-------------|
| Coral Gables City Center, LLC, Version 1 | 93 | 1 |
| Coral Gables City Center, LLC, Version 2 | 87 | 2 |
| Coral Gables City Center, LLC, Version 3 | 86.67 | 3 |
| TC Gables, LLC | 70 | 4 |

Recommendation:

- Authorize contract negotiation with Coral Gables City Center, LLC
- Preference given to Version 1, followed by V.2, then V.3

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STAFF/CONSULTANT EVALUATION

Key Findings & Considerations (full evaluation provided as Exhibit A, Attachment 1)

- Both proposers are experienced and meet the basic qualifications** required for the project, however, the proposals contain varying degrees of non-conformity with the stated RFP requirements, preferences and objectives which will need to be addressed during contract negotiations.
- Each of the proposals include elements that **do not comply with the Zoning Code and Comprehensive Plan** – the TC Gables proposal with regard to height and setbacks; the Coral Gables City Center proposal versions 2 and 3 with regard to FAR, as well as requiring significant TDR's proposed to be granted by the City from publicly-owned properties, and likely insufficient parking to accommodate demand from private uses without impacting the availability of public spaces. Staff remains concerned with many of these elements, and will work to address them during contract negotiations.
- The **"Base-Case Scenario"** (in which the City would finance, build, own, and operate the Garage 1 development, and lease the Garage 4 site to a private developer), formulated by Staff and the Consultant as a financial benchmark for the proposal evaluation indicates **significantly higher financial benefits** to the City than does the developers' proposals. Staff will work with the developer(s) during contract negotiations to significantly improve the proposed financial terms.

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STAFF/CONSULTANT EVALUATION

Continued...

- With respect to the three versions submitted by Coral Gables City Center, LLC, **Version 1 comes the closest to meeting the City's stated objectives** and should form the basis of negotiations with that firm; however, elements from Versions 2 and 3, as well as other elements not included in the proposals, may also be considered as the City desires.
- Staff reaffirms the original expressed intent of having the **garages redeveloped in phases** to limit the impact of the loss of public parking on the surrounding community, and recommends to the City Commission that this requirement be included as part of contract negotiations.
- Staff reaffirms the original expressed intent for the **public parking to be under the City's ownership** (at least on the Garage 1 site if that constitutes the major portion of public parking) and, preferably, management; and strong preference for the Garage 4 site to be (like the Garage 1 site) structured as a land lease rather than a sale. Staff recommends to the City Commission that these issues be addressed during contract negotiations.

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STAFF RECOMMENDATION

Objectives:

- Advance Proposer that most closely aligns with RFP's stated requirements, preferences and objectives, but maintain ability negotiate w 2nd ranked firm as needed and desired.
- Provide the ability to negotiate, for up to 6 months, on remaining issues of concern (planning & zoning, parking, financial return...).
- Retain option of pursuing alternative courses of action, including developing on our own.

Recommendation:

- Accept Evaluation Committee's recommendation to authorize contract negotiations (up to 6 months) with the most responsive-responsible proposer, **Coral Gables City Center, LLC**
- Should negotiations fail with CGCC, authorize City Staff to negotiate with TC Gables, LLC (up to an additional 6 months).
- Reaffirm the City's right to pursue alternative courses of action.

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