

**City of Coral Gables City Commission Meeting**  
**Agenda Items J-16 and J-19 are related**  
**July 10, 2018**  
**City Commission Chambers**  
**405 Biltmore Way, Coral Gables, FL**

**City Commission**

**Mayor Raul Valdes-Fauli**  
**Vice Mayor Frank Quesada**  
**Commissioner Pat Keon**  
**Commissioner Vince Lago**  
**Commissioner Michael Mena**

**City Staff**

**City Manager, Cathy Swanson-Rivenbark**  
**Assistant City Manager, Peter Iglesias**  
**City Attorney, Miriam Ramos**  
**Assistant City Attorney, Stephanie Throckmorton**  
**City Clerk, Walter J. Foeman**  
**Deputy City Clerk, Billy Urquia**  
**Assistant Finance Director, Celeste Walker**

**Public Speaker(s)**

**Paul Savage**  
**Henry Camejo**  
**Frederick Bredemeyer**

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Agenda Items J-16 and J-19 are related [3:32 p.m.]

A Resolution accepting the recommendation of the Procurement Officer to award the Centralized Valet Contract to Park One of Florida, LLC., the highest ranked responsive-responsible proposer, pursuant to Section 2-763 of the Procurement Code entitled "Contract Award" and Request for Proposals (RFP) 2018-011; further authorizing the City Manager to negotiate and execute a Professional Services Agreement for a period of three (3) years with options to renew for two

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City Commission Meeting  
July 10, 2018

Agenda Items J-16 and J-19 are related - Resolution awarding the Centralized Valet Contract to Park One of Florida, LLC; further authorizing the City Manager to negotiate and execute a Professional Services Agreement for a period of three years with options to renew for two additional two-year periods and a Resolution approving the establishment of a City managed Centralized Valet System with the City's CBD.

(2) additional two (2) year periods, exercisable at the option of the City Manager; should negotiations fail with the top -ranked proposer, negotiations shall commence with the next ranked proposer until an agreement and contract amount acceptable to the City has been reached.

A Resolution of the City Commission of the City of Coral Gables, Florida, approving the establishment of a City managed Centralized Valet System within the City 's Central Business District.

Vice Mayor Quesada: J-16, Mr. Mayor.

City Attorney Ramos: If we could take J-19 first, please.

Vice Mayor Quesada: Or 19.

City Attorney Ramos: J-19 is a resolution of the City Commission of the City of Coral Gables, Florida, approving the establishment of a City managed Centralized Valet System within the City's Central Business District. Ms. Throckmorton.

Assistant City Attorney Throckmorton: As you all are aware, you have discussed the issue of the centralized valet many times. We just wanted to formalize that the City is interested in authorizing and approving a City managed centralized valet system within the CBD. You have talked about it, I calculated at least three times in the last year and a half, and we have a procurement that went forward. This just formalizes the Commission's desire to establish such a valet system within the CBD.

Parking Director Kinney: If there are questions, the consultant is present.

Mayor Valdes-Fauli: I have a question. And I think that 100 percent, if not more, of the people in Coral Gables are very satisfied with the way the valet is working, with the kindness and

politeness of the people that are currently staffing the valets. And my question is, if it ain't broke, don't fix it. I don't think we've had accidents, and I don't think we've had problems. And, as I say -- and I do eat -- I mean, I do go to restaurants a lot in Coral Gables and people are satisfied with the service they're getting. Why change?

Parking Director Kinney: Well, I can -- I'll list just some of the reasons that we started looking at centralized valet, and if there's some more technical questions, I'll bring up the consultant. But initially, the conversation started because the centralized valet we have was actually a contract with the Business Improvement District. And, there was some difficulty with the City being the enforcement tool in managing the contract. So, one of the initial reasons was to bring centralized valet under the direct control of the City. In addition, when we started looking at this in 2014, there were 72 parking spaces. About 12 percent of the parking spaces on-street downtown were used by valet. So, one of the prime moving issues was to try and reduce the number of spaces that were dedicated to valet. So, the last proposal that was presented by Tim Plummer & Associates, I think there were 36 -- less than 36 spaces that were dedicated to valet, so it was to open up more spaces. Initially, when we first looked at this, there were 27 different valet stands downtown. Today, I think there's 22. Our proposal in the centralized valet program is to have 12 or 13. So, it's to reduce the amount of our right-of-way that's dedicated to this service was one of the prime considerations. Also, in discussing this with the Business Improvement District and the Chamber, who were both very involved in our development of the scope of service, we wanted to create a situation where the branding and the customer service was consistent throughout the downtown. And, I'm not denying that certain valet stands are delivering a quality product, but we wanted the downtown business district to have a specific brand that -- and a high...

Mayor Valdes-Fauli: But why?

Parking Director Kinney: Level of customer service.

Mayor Valdes-Fauli: But why? What difference does that...

Commissioner Keon: I would like to speak to that...

Mayor Valdes-Fauli: Let me finish.

Commissioner Keon: Too because I think...

Mayor Valdes-Fauli: Why? You're saying the Business Improvement District and the Chamber and I'm sure that every manual says that we should have one valet, but it works and the restaurants are happy and the users are happy. And, what is the advantage of having one brand versus having your valet parker that knows you and knows how -- you know, how's the family, how's whatever.

Parking Director Kinney: Well, one thing that's happened in just the 12 years I've been here is - and Mark mentioned earlier or somebody from the dais mentioned earlier 200 restaurants in Coral Gables. Well, over 100 of those are in this 16-block district...

Mayor Valdes-Fauli: And it works.

Parking Director Kinney: We're talking about.

Commissioner Keon: I don't think it works. Yeah. I have to tell you, I truly disagree with you. I don't think it works at all. I think it may work for the individual restaurant.

Mayor Valdes-Fauli: Well...

Commissioner Keon: I don't think it works for the community at-large.

Mayor Valdes-Fauli: What doesn't work?

Commissioner Keon: The valet the way it is. It is unenforceable, that valet. And you know, only from having -- being -- living downtown over this last six, seven months -- I'm on Andalusia, one block off the Mile. So, I walk on the Mile two or three times a day -- and I know that Kevin Kinney is tired of listening to me and getting my texts -- is I think that the valet is -- I don't think they are not good at all, and it's very difficult to enforce. One of the issues is you have four spaces. The reason you have four spaces is so that you can load or unload. The people can get -- you know, park, get out, and you can move the cars. You know, you have a very entrepreneurial group that charges -- you know, and I said to him, wow, how come there's so many cars on the ramp? And is there not enough valets or whatever? And they said, oh, no. That's VIP parking. If you have VIP parking, you can remain on the ramp for \$25. If you -- the \$8 fee -- I said, well, what's the \$8 for? So, they said the \$8 is if you go to the garage. But for \$25, you get to stay on the ramp. That -- you know what? That's not the reason you have four spaces. You don't have VIP parking on the City streets. The reason you have four is so that you can drop off, you can move that car, and you can come back to pick somebody up and there's space and you're not blocking the traffic -- the lanes of traffic in order to bring somebody back their car. And that happens all the time in the City, all the time. It happens particularly -- it is -- it happens all the time on the Mile. They -- there is -- you know, they're often -- you know, if you walk down the Mile, there's some stands where they park -- they also -- if they have someone that has paid their \$25 and is parking in the -- on the ramp, if a car pulls out from a regular parking space, they often just move that car into the regular parking space. And so, even if you get an \$18 ticket, you know what, you got \$25 for the parking space. You're still making money. It's because they don't play by the rules, and it's very difficult to enforce. So, if you want uniform rules and you want them enforced, you need to at least have a company that -- it's much easier to do it with one company. And, in looking at the information that was available to us on -- I think it's...

Unidentified Speaker: Park One.

Commissioner Keon: Park One -- I mean, if you look at their business practices and whatever, they are far superior to any one of the valets that exists now.

Mayor Valdes-Fauli: No. I...

Commissioner Keon: I mean, I think that they are -- maybe are for the benefit of the valet or they may be of benefit for the individual restaurant. They are not beneficial to the general public. And I know the police...

Mayor Valdes-Fauli: They are beneficial to the general public.

Commissioner Keon: Have gotten called numerous times...

Mayor Valdes-Fauli: The general public is very happy...

Commissioner Keon: For the same thing.

Mayor Valdes-Fauli: With it.

City Manager Swanson-Rivenbark: Mr. Mayor...

Commissioner Lago: If I may add something. Just give me one second.

Mayor Valdes-Fauli: Let me finish. I'm sorry.

Commissioner Lago: No, no.

Mayor Valdes-Fauli: Let me finish. The general public is very happy with them. The general public...

Commissioner Keon: I would say they're not.

Mayor Valdes-Fauli: And also, we are charging them \$8 per car, which is what the valets charge today. How much are they going to charge the public now when the public parks? Twelve dollars?

Parking Director Kinney: It -- no.

Mayor Valdes-Fauli: Eleven dollars?

Commissioner Keon: Eight dollars.

Parking Director Kinney: It's \$8.

Commissioner Keon: It's the same fee.

Parking Director Kinney: And then during events -- if there's an event, then it goes to 10, but only during events.

Mayor Valdes-Fauli: And also...

Parking Director Kinney: The normal valet is \$8.

Mayor Valdes-Fauli: I go to Commodore Plaza, which has centralized valet. And if you leave the restaurant at 9, 9:30 or around there, you have to wait half an hour for the car to come. It is terrible.

Parking Director Kinney: Well...

Mayor Valdes-Fauli: Or you have to wait half an hour for them to pick up your car if you go at 7:30 or 8.

Parking Director Kinney: The last principle I was going to speak about was the enforcement. And, we're doing a couple of things in this contract to try and help with that. One is we have a contract with one vendor. We can put language in that contract that is a little more onerous than a \$150 fine if you get caught. And we're requiring technology. I mean, the tech...

Commissioner Lago: When you talk about a \$150 fine -- and I'm sorry to interrupt you. How many times have we caught these individuals? How many times have we fined this...

Parking Director Kinney: The month of May, I collected \$2,000 in valet fines.

Commissioner Lago: Really? That's impressive.

Parking Director Kinney: And, I think right now there's probably another 2,000 to go.

Commissioner Lago: And I'm sorry to interrupt you. I have a few comments to make about this. I just wanted to -- I was always wondering because...

Mayor Valdes-Fauli: Go ahead, go ahead.

Parking Director Kinney: We are able to catch some violations. There's no way with 27 valet stands that I can have somebody...

Commissioner Lago: Yeah, of course.



Parking Director Kinney: Watching each one.

Commissioner Keon: No.

Parking Director Kinney: But we do catch a good number.

Commissioner Lago: Because, you know for a fact that I've been talking about this for three years...

Commissioner Keon: Years.

Commissioner Lago: If not more on this dais saying that it's a free-for-all. It's like the Wild Wild West out there.

Commissioner Keon: Yes.

Commissioner Lago: Okay, and the great part about it is they don't recognize you. This guy's too tall, so they always recognize him, and you've been Mayor for too long. So...

Mayor Valdes-Fauli: What are you proposing we do about it?

Commissioner Lago: The reason -- so, what ends up happening is that when we sit out there -- when we sit out there waiting for a valet or going to a restaurant, what I've seen, unbagged meters, you know, being used for valet, the -- you know, the issue where the individuals who are manning the valet stations are eating, are drinking in front of the residents. And I'm sorry, some of them don't even speak English. It's a problem. It's a problem.

Parking Director Kinney: And we...

Commissioner Lago: And it's...

Parking Director Kinney: That's one of the reasons...

Commissioner Lago: And, the lack of professionalism when you're dealing with somebody -- but what really, really is a major issue that I brought it up I don't know how long -- and the Manager will tell you that I've brought it up on this Commission floor -- we've been talking about this for a long time.

City Manager Swanson-Rivenbark: Yeah.

Commissioner Keon: Yeah.

Commissioner Lago: Is we're going to have a major issue here -- and thank god we don't have sidewalks anymore with -- in regards to ADA. When all these unbagged and bagged meters are filled with VIP Ferraris, Lamborghinis, Mercedes and Porsches, what ends up happening -- and they're paying \$25 and \$50 a car. The elderly people that are being forced to get out of their cars in the middle of Miracle Mile are having to walk. So, I can only imagine the countless individuals who have fallen or what's occurred, because people are forced to get out of their car because bagged and unbagged meters where the valet stations are are completely occupied with VIP service. And I know that, because I know people who use that service, and I've caught people basically parking in meters when they're not supposed to. And they always tell me the same thing. Listen, you don't know what you're talking about. I can do whatever I want. So, it's just -- to me, I think with all the effort that we've made in the downtown in reference to Miracle Mile, Giralda, how beautiful it is, this is one of the final pieces that is missing to really make our downtown as appealing as possible. When you go to the Design District -- and I went there recently with my wife...

Commissioner Keon: Centralized.

Commissioner Lago: It is just -- it is a centralized valet system. I'm sitting there. I can use my app to pay for my car...

Vice Mayor Quesada: It's easy.

Commissioner Lago: To tell my car to come. I didn't have a 30-minute experience. I literally got there, within minutes, my car was ready.

Mayor Valdes-Fauli: (INAUDIBLE).

Commissioner Lago: The gentlemen were completely, you know, professional. Their demeanor, their presentation, the way they were dressed. I just thought it was -- I just thought it was something -- what we deserve in this community.

Parking Director Kinney: What I would just say is we believe that the technology will help us achieve the standards and the enforcement that we need. What I've been promised in the proposal from Park One is that I will have a dashboard and I can see there were four cars picked up at the 200 block and four cars entered the garage.

Commissioner Lago: And, we had a discussion -- I think it was two days ago -- in regards to earnings and how much money we're making. I have a feeling that we're falling way, way short of what our potential earnings could be because I know -- and I've received the ticket myself. A lot of the valet slips are not used once. They're used 15 to 20 times and they're basically interchanged from cars and people are walking away with, you know, tickets that are -- have been used probably 10 to 15 times.

Assistant City Attorney Throckmorton: Commissioner Lago...

Parking Director Kinney: I want to be just a little bit careful, because I do...

Commissioner Lago: No. I'm the one...

Parking Director Kinney: Believe some of the vendors that we have downtown are respectable businesses.

Commissioner Lago: Listen...

Unidentified Speaker: Yes.

Assistant City Attorney Throckmorton: Yeah.

Commissioner Lago: Kevin, Kevin...

Parking Director Kinney: But there are problems.

Commissioner Lago: Kevin, I've witnessed this with my own eyes. I've been talking about it for years.

Parking Director Kinney: I don't doubt it.

Commissioner Lago: They can go back to the meeting minutes and they can...

Commissioner Keon: Absolutely.

Commissioner Lago: I mean, this is nothing new.

Commissioner Keon: Yeah.

Assistant City Attorney Throckmorton: But Commissioner, for the record, I just want to be clear that we went through -- just the last year, there's been at least three discussions amongst you all about centralized valet, about the problems you brought up now, about how it's connected to streetscape, about how we needed to get this going to match up with the streetscape completion, which, obviously, we're a little bit behind on already. So, just to be clear, for the record, in January of this year and October and in July of last year, the Commission sat here and discussed centralized valet in a positive light and a desire to move forward with the RFP process...

Commissioner Lago: And I want to be clear...

Assistant City Attorney Throckmorton: For that.

Commissioner Lago: This is the last comment I'm going to make about this, and I want to be very clear because we're talking about finances. This is not about money for me. This is about service. We pride ourselves in the City, quality of life, service. This is what the residents and the business community deserves.

City Manager Swanson-Rivenbark: So, I think what...

Mayor Valdes-Fauli: What I've said is about service too, and it works.

City Manager Swanson-Rivenbark: I'm sure...

Mayor Valdes-Fauli: Commissioner Mena, you want to say something?

Commissioner Mena: Sorry.

City Manager Swanson-Rivenbark: Well, I just wanted to explain that there are two items that you're discussing. One is J-19...

Mayor Valdes-Fauli: No, we're discussing 19 at this point.

City Manager Swanson-Rivenbark: Yeah, okay. And then the other one is what you do with it. But J-19, the City Attorney's Office did an excellent job recapping many of the discussions that you've had regarding centralized valet parking, the fact that you wanted it for a larger area, that you wanted us to do it actually before streetscape and we asked, let's us wait until after streetscape, so that we could coordinate it better. And so, they documented some of those discussions and you had David Plummer come -- Tim Plummer come and make presentations about where would those ramps be, how would we activate this concept of centralized valet parking. We did it in conjunction with the Business Improvement District, which was very happy with the concept of the City taking over the operation, and we did it together with the Chamber of Commerce. And so, this resolution that the City Attorney's Office has outlined is really capturing many, many discussions that the Commission has had and has given us direction to implement.

Commissioner Keon: You know, I sit as a --

Mayor Valdes-Fauli: Commissioner Mena.

Commissioner Keon: I'm on -- the liaison for the Chamber from the Commission. And at their last meeting, there was a discussion about the RFP and the award of the RFP. And, they were able -- because the Manager had signed off on it, they were able to talk about it. And, the whole executive board of the Chamber was very supportive of this centralized valet.

Mayor Valdes-Fauli: Commissioner Mena.

Commissioner Mena: You know, I sort of want to focus on the positive a little bit here. And, Commissioner Lago actually said exactly what I was going to say, which was, like maybe two months ago, I went with my family to the Design District. It was like a rainy day. I valeted...

Commissioner Lago: Umbrellas.

Commissioner Mena: They gave me an umbrella for me and my daughters to get to the restaurant and not get wet. I had a little app. When I was finishing lunch and we were done with the day, I just clicked. I picked it up at a different location. By the time I got there, my car was waiting. And, I was really blown away by the level of service. And, I also thought the branding was important and something that -- as -- when I left, I was thinking about streetscape and I was thinking about the fact, wow, it would be -- if we had this level of branding, service, et cetera, technology, it would be terrific for the area. And so, I was, you know, happily surprised when I saw that the winner or the number-one person ranked in the procurement was the same company that does the Design District. And I wasn't really surprised, to be honest with you, because I was really impressed with the level of service I had in the Design District. So, the question here to me becomes, you know -- I don't know if this is some of your point, Mayor, but you know, how many stations are we going to have? Do we have enough? I understand the desire to follow Tim Plummer's guidelines and do it in the middle of the block and all that as an ambition, but I also think we need to be careful not to be too ambitious and really be willing to adjust a little bit as we go to do what's proper for the area. But with all of that said, I also expect these people to deliver, and I expect your contract with them to protect us as a city so that, if they don't deliver, we have options. I've seen them delivering in other places, so I'm hopeful and confident that they'll deliver here. But obviously, you know, we'll see how that shakes out. The second part I'm concerned about is the businesses. And we spoke a little bit about this the other day, Kevin, that, you know, I want to make sure that the word is out that the businesses are aware this is happening, are understanding what the process is going to be, how the change is going to take place. I don't want to be sitting here in a meeting with business coming out saying, oh, my god.

I got to my restaurant on Friday and the valet was gone, you know. So, let's just make sure that we approach this in a methodical fashion.

Parking Director Kinney: If these both pass, what it -- all it does is allow us to start negotiations to finalize the contract and to develop an implementation plan. I do not see anything that would resemble full implementation probably until October, because there's a lot of things we have to go through. Even in the evaluation process, even though we had meetings with the Chamber, restaurant meetings with the chamber and the BID, in the evaluation process, we got letters from three restaurants, I believe, that said nobody ever told us. Well, that's kind of difficult in that one of the meetings we held about centralized valet was in one of those restaurants. But, we fully intend to have personal contact with everybody who is even near a valet stand.

Commissioner Mena: Understood.

Mayor Valdes-Fauli: Okay.

Commissioner Keon: Thank you.

Mayor Valdes-Fauli: Vice Mayor.

Vice Mayor Quesada: I agree a hundred percent with Commissioner Mena. I mean, I don't want to repeat -- I don't want to just go through it again, but everything he said.

Parking Director Kinney: Okay. And if there is questions about how we chose locations, like I said, we do have the consultant here, that they showed you that map at the last meeting we had.

Assistant City Attorney Throckmorton: So, there are two items that...

Commissioner Keon: So, on the first item...



Assistant City Attorney Throckmorton: I believe the Mayor has only called J-19 at this point.

City Attorney Ramos: Do we have a motion...

Assistant City Attorney Throckmorton: And there's additional information...

City Attorney Ramos: On J-19?

Mayor Valdes-Fauli: Let's vote on this one first.

Commissioner Keon: I'll move J-19.

Mayor Valdes-Fauli: 19.

Commissioner Lago: Second.

Mayor Valdes-Fauli: Moved and seconded. Will you call the roll?

City Clerk Foeman: Commissioner Mena.

Mayor Valdes-Fauli: Wait, wait, wait, wait, wait, wait. I'm sorry. I'm sorry. We have a gentleman that wishes to speak.

Paul Savage: Thank you, Mr. Mayor. Very quickly, my name is Paul Savage. I have law offices at 2555 Ponce de Leon Boulevard. I'm here today representing VIP Parking Specialists, Corp, which is one of the existing valet vendors here in the City of Coral Gables. I'm here together with Henry Camejo, who's the principal of that firm. And, I listened very briefly -- I was just retained today and I don't have the benefit and the depth, and I was listening very

carefully to the City Manager and I was learning about how long this process has been going on, that it even was tied to the streetscape and then was delayed, as was recited in the whereas clauses to the resolution that the City Attorney put together. So, I was very happy to learn all that. And I don't disagree with any of it, and I don't disagree with all of the fine things that were said and all of the concerns. However, here's the part where we want to -- that we want to bring to your attention, and that is that as you make this award, as you go to this centralized system and pick one vendor, who sounds great, remember that you're displacing existing businesses who have done businesses with the existing restaurants for years and years, and sometimes, decades, and the ability for those restaurants to choose who they want to do business with and to choose who they want to do their valet in front of their establishment and under what terms and they have, very generally speaking, a freedom to contract, we hope. And this will lay all of those relationships asunder. They will put all that -- all those businesses out. And so, what I'm asking for today -- and I'm not competent to debate the contract or the -- even the public policy. But -- and for those reasons, what I'm asking is before we go ahead and vote on an award today, that I'm asking that this item be deferred to give the -- both the restaurant owners and the other -- like my client, the other valet vendors who work with them, let them come into the City and let them maybe meet with members, so that they can have their voices heard. And, maybe there's a way to fine-tune this and get a centralized system. I'm a little concerned to hear that, wow, you know, if we go with one vendor, we're going to have a dashboard and I can sit at my desk and it makes my compliance work so much easier. Well, okay, maybe that's true, but it's the United States. I mean, we don't -- if we only had to regulate Google, it would be easier, if we only had to regulate Google. But it's the United States. We have all kinds of people doing business. And so, I don't think that should be a driver necessarily. If, in the very beginning of this item, the Mayor came out and said, what are we doing? If it ain't broke, don't -- you know, why are we fixing it? So, I'm just asking, can we just hit the pause? This has been going for some years and I know it's important, but will another 30 days, you know, bring us to a crashing halt? I don't think it'll harm or prejudice anyone.

Mayor Valdes-Fauli: Thank you, sir.

City Attorney Ramos: I need to make...

Mayor Valdes-Fauli: And, I have another one here from -- but it doesn't have a name. VIP Parking, American Parking, et cetera.

Henry Camejo: Henry Camejo. I'm with Paul.

Mayor Valdes-Fauli: Okay.

Mr. Camejo: So, basically, what we're arguing is the scope of service that encompasses the new centralized valet system. I gave a letter with -- from all the vendors that we provide private valet contracts with whom are against the centralized valet system. Like we stated, it's been a privilege that the merchants have to privately hire their valet companies. They've been exercising this privilege and they're happy with their service. Now, they're being forced to use the company who won the procurement for the new centralized system. What we're worried about is we've been in the City for 20 years. We've made this our niche market. We've expanded our business through the City. We have all these happy merchants, and now we feel like we're being pushed out unfairly, as well as the merchants. The merchants feel like they're being forced to use a company that they don't know, that they're not comfortable with. They would like to continue using our services, which is why we think that the scope of business of this new centralized system, which is going to expand from Miracle Mile all the way from Valencia to Alhambra needs to be either readjusted or revalued. A lot of these merchants were not taken into consideration when this happened as far as the valet companies. The valet companies, this kind of caught us off guard a little bit when the RFP came out back in May. We weren't sure when it was going to come out. And now, when we go back to our merchants and tell them what's going on, they're obviously not happy with the result and you have the proof right there with the letters of all the people that we serve. So, I just hope that we could have the

opportunity to express our concerns with the scope of business and with the expansion of centralized valet from Miracle Mile to Valencia, to Alhambra, to Giralda, to Aragon, et cetera.

City Attorney Ramos: I need to make two comments for the record when you feel it's appropriate.

Vice Mayor Quesada: I think now.

City Attorney Ramos: Okay. Number one, regarding the right to contract, language has been thrown out there. Valet companies operate in our right-of-way. There is no absolute right to contract with the use of our right-of-way. Were they contracting on private property, it's a completely different story, but they use our right-of-way and they have to be allowed to do that. So, that's number one. Number two, with regard to the scope, I believe this bidder -- and Kevin, please correct me if I'm wrong -- others, as well, that sent a letter to the City actually participated in the solicitation. So, they were well aware of what the scope was back in May when they participated, did not win and so, now want to come back and complain about the process.

Mayor Valdes-Fauli: Okay. A motion has been made -- thank you very much -- made and seconded.

Vice Mayor Quesada: You know, I just want to...

Mayor Valdes-Fauli: Yeah, go ahead.

Vice Mayor Quesada: Address that real quick. Look, we met yesterday and we talked about it and I saw the letters. And look, I understand the situation you're in. I know it's a tough situation. Sitting on this side, you know, we had a procurement process. You know, valet issues is something that we've discussed in the past on this dais. And, if we think it could be a -- if we could provide a more beneficial service that works -- and I heard how you guys did your own

centralized valet. And, I think what I'm hearing today you're proposing is almost do a centralized valet with different vendors participating in that centralized valet system. You know, when it comes to this, I got to -- you know, I can't micromanage that. I don't know if we want to micromanage it from up here if staff is telling us the best way to do it is with one vendor, then I'm going to go that way. I have no experience in valet parking, and like, I -- you know, I feel for the difficulty of the situation because, all of a sudden -- and I'm assuming all these letters are clients of yours and now it's being transferred away. But, we want to make sure that our Miracle Mile does as well as possible, our Giralda does as well as possible and our downtown. And, if our staff is telling us they believe the best way to do that is through one vendor and this valet system, which I had a very similar experience to Commissioner Lago and Commissioner Mena at the Design District. It was spectacular. It really was. It was superior to anything I've ever seen before, and I park valet in downtown Coral Gables all the time. So, I mean, that's why I'm voting that way and to go with, you know, that route with what the staff has recommended.

Commissioner Lago: Vice Mayor, if I may. Mayor, just really briefly -- and I also want to give you an opportunity -- because, obviously, I think it's your prerogative to come here and speak before the Commission. But I also have to be honest with you. You and I have met not over the last few months, but we met over the past few years to discuss issues and I was very candid with you, and I stated the same comments that I made today. I told you in private my concerns and the behavior hasn't changed. It continues to be the same situation and level of service, which, again -- and I appreciate all these letters and I think it's important. But I have to look out for the entire city, not just a few businesses. So, when I made my decision today and I vote in -- whichever way I'm going to vote in regards to this issue, I want you to be aware and I want you to acknowledge this is not the first time you hear these comments from me, because I've been very, very, very clear over the last three years of what my concerns are and what I was encountering on a daily basis when I was in the downtown area and also what I was hearing from certain people in the business community that, you know, to be honest with you, is not the level of professionalism or standard that we, in Coral Gables, should be accepting. So, I don't want -- you shouldn't be caught off guard by my comments or the way I'm going to vote today.

Mayor Valdes-Fauli: Alright. Motion has been made and seconded. Will you call the roll, please?

Commissioner Mena: Yes.

Vice Mayor Quesada: Yes.

Commissioner Keon: Yes.

Commissioner Lago: Yes.

Mayor Valdes-Fauli: No.

(Vote: 4-1)

Mayor Valdes-Fauli: Alright, thank you very much. Next one is Item 16.

City Attorney Ramos: A Resolution accepting the recommendation of the Procurement Officer to award the Centralized Valet Contract to Park One of Florida, LLC., the highest-ranked responsive-responsible proposer, pursuant to Section 2-763 of the Procurement Code entitled "Contract Award" and Request for Proposals 2018-011; further authorizing the City Manager to negotiate and execute a Professional Services Agreement for a period of three years with options to renew for two additional two-year periods, exercisable at the option of the City Manager; should negotiations fail with the top -ranked proposer, negotiations shall commence with the next ranked proposer until an agreement and contract amount acceptable to the City has been reached.

Assistant Finance Director Walker: Well, as you know, a competitive RFP was actually issued for centralized valet. We had five responsive proposers. We had a committee evaluate and they recommend Park One of Florida, LLC. Specifically, they referenced the concept, the customer experience, their technology, financial capability, excellent references and the fact that they've been in business for 19 years. So, we're asking for your permission to move forward with the award to Park One for centralized valet.

Commissioner Lago: Do you want to go over the scores or do you have anything else you want to add? I just want to be very clear, because this is a pretty important decision we're about to make right now.

Assistant Finance Director Walker: Okay, so...

Commissioner Lago: Everything -- you felt very comfortable with it?

Parking Director Kinney: I...

Commissioner Lago: I reviewed it.

Assistant Finance Director Walker: Yes, absolutely feel comfortable.

Commissioner Lago: I'm just making sure we put everything on the record.

Assistant Finance Director Walker: And they were -- the recommended proposer was ranked number one by all of the evaluators.

Parking Director Kinney: Can we share who the evaluation committee was?

Assistant Finance Director Walker: Oh, absolutely.

Mayor Valdes-Fauli: Alright.

Assistant Finance Director Walker: The committee was made of, of course, Mr. Kinney, the Parking Director, Dorothy (INAUDIBLE), she's the Manager for the University of Miami, Leonard Roberts, he was from Economic Development for the City, Mark Trowbridge for the

Coral Gables Chamber of Commerce, Taciana Amador, she's from the Business Improvement District for Coral Gables, and Angel Diaz, she was from Miami Parking Authority. So, we had a very distinguished and experienced evaluation committee.

Mayor Valdes-Fauli: Alright. Will you make a motion, somebody?

Commissioner Keon: I'll move it.

Commissioner Lago: Second.

Mayor Valdes-Fauli: Will you call the roll, please?

Vice Mayor Quesada: Yes.

Commissioner Keon: Yes.

Commissioner Lago: Yes.

Commissioner Mena: Yes.

Mayor Valdes-Fauli: Yes.

(Vote: 5-0)

Commissioner Keon: It's a public hearing item.

City Attorney Ramos: Thank you.

Commissioner Keon: I think it's a public hearing item.

City Attorney Ramos: That's correct. Did anybody wish to speak?

Commissioner Lago: Yes, please. Did you sign out a sheet?



Frederick Bredemeyer: I did.

Commissioner Lago: Okay, perfect.

Mr. Bredemeyer: My name is Fred Bredemeyer. I'm the president of Park One, with an office at 12000 Biscayne Boulevard. Wanted to thank you for the opportunity to continue through this process, and I'm here if you have any questions.

Mayor Valdes-Fauli: Thank you.

Commissioner Keon: Thank you.

Mayor Valdes-Fauli: Alright. Okay, thank you very much.