

City of Coral Gables City Commission Meeting
Agenda Item J-2
May 22, 2018
City Commission Chamber
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
City Clerk, Walter J. Foeman
Deputy City Clerk, Billy Urquia
Assistant Finance Director for Procurement, Celeste Walker
Parks and Recreation Director, Fred Couceyro

Public Speaker(s)

Felix Pardo
Willy Bermello
Pete Hernandez

Agenda Item J-2 [11:10 a.m.]

A Resolution accepting the recommendation of the Procurement Officer to award the Parks, Recreation and Youth Center Master Plan contract to AECOM Technical Services, Inc., the top-ranked proposer, in an estimated amount of \$184,948.39, not to exceed the budgeted available funds, pursuant to Section 2-763 of the Procurement Code entitled "Contract Award" and Request for Proposals (RFP) 2018-003; should negotiations fail with the top-ranked proposer,

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negotiations shall commence up to the third ranked proposer until an agreement satisfactory to the City has been reached.

Mayor Valdes-Fauli: We have a quorum. And the next item we will take is J-2. Will you read the resolution?

City Attorney Ramos: J-2...

Mayor Valdes-Fauli: J-2.

City Attorney Ramos: Is a resolution accepting the recommendation of the Procurement Officer to award the Parks, Recreation and Youth Center Master Plan contract to AECOM Technical Services, Inc., the top-ranked proposer, in an estimated amount of \$184,948.39, not to exceed the budgeted available funds, pursuant to Section 2-763 of the Procurement entitled -- Procurement Code entitled "Contract Award" and Request for Proposal 2018-003; should negotiations fail with the top-ranked proposer, negotiations shall commence to the third -- up to the third-ranked proposer until an agreement satisfactory to the City has been reached. I will explain that this item was pulled from last meeting in order to allow for a presentation by Procurement and also comments by the proposers. This is not a bid protest. The bid protest time period elapsed, and so it is a simply a public comment being permitted in relation to this particular procurement resolution.

City Manager Swanson-Rivenbark: And we have Celeste Walker, Assistant Finance Director for Procurement, to explain the item. Also in attendance are members of the evaluation committee, including a member from the Parks and Recreation Advisory Board, Felix Pardo. We thank you for coming.

Assistant Finance Director Walker: Good morning. Celeste Walker, Assistant Finance Director for Procurement. This particular item is creating a 15-year master plan for parks and also

includes a component for the Youth Center. I do have a brief presentation on the actual procurement process, so...

City Manager Swanson-Rivenbark: So, we'll ask CGTV to cue it up. That's what you get, Mayor, when you give us a ten-minute break. Why don't you go ahead and continue and we'll let CGTV catch up.

Assistant Finance Director Walker: Okay. The process was actually issued through a request for proposal, which is a process that is not truly or based solely on the pricing. It is inclusive of pricing, quality and experience of the proposals. The process was actually initiated on January 19, and the receipt of the proposals was received on February 16. We had a team of evaluators, who conducted the evaluation and sent their intent to award on April 30. The cone of silence was issued and ended on May 3. No intent to protest were filed. This particular project was composed of four components. One was experience and qualifications; the second, project understanding; the third, past performance; and the fourth, price proposal. So, that was the structure that the evaluation committee used to actually conduct their evaluation. In the experience and qualifications, they looked at the past record of the actual proposers, their understanding of what the actual project entailed, and also, their references. Specifically, we had criteria that was evaluated by the team and the scoring components recommended that AECOM be the primary or the awarded proposer. Sorry.

Mayor Valdes-Fauli: Any questions?

Assistant Finance Director Walker: Does anyone have any questions specifically that they would like to address to me?

Mayor Valdes-Fauli: Alright. I think we have Felix Pardo, who was the chairman of the committee. Would you like to say a few words, Felix?

Felix Pardo: For the record, my name is Felix Pardo. I'm a resident in the City of Coral Gables, 421 Cadima Avenue. I had the distinct pleasure of being a member of this selection committee. And the -- there were three applicants that we were given. We were given very thorough analyses and reports from the evaluation committee. And at that point, we looked at the different point system that was given to us through the RFP process. The three firms were qualified. The top two firms were extremely qualified, and the difficult task always is that you have to make a selection. Based on the selection process, it was not on experience, it was not on the work of the particular firm that came up. But, it came down to the understanding and the performance of what the City of Coral Gables was going to be receiving within the budgetary amounts that was in -- within the sidelines, if you will, of what we had to look at. Based on that, the one firm, AECOM, was unanimously, through the point system, selected by each one of the members. The second-place firm, Bermello, came in second. It was a close second. But at the same time, unfortunately, the way that the documents were produced and what we were going to be receiving -- the City was -- did not punctuate every single one of the items that had to be performed by -- and what the City was expecting, you know, for those services. So, this -- we did approve the particular selection in such a way that if negotiations with the City Attorney's Office do not come through with first -- with the first company, they automatically would go to the second, and then from the second to the third. We feel confident that AECOM will perform. And, every one of the bullet points that were in the RFP were highlighted in that particular methodology that was introduced to us. If you have any questions, I'd be more than happy to field those, Mayor.

Commissioner Mena: Yeah. I -- listen, I -- the basic issue here is -- and what I wanted to understand at least was we had two firms -- and I'm looking at it sideways here. I apologize. My iPad is doing a -- but we had two firms with -- very similarly rated on experience and qualifications. Then you had price, which was a factor, and one was cheaper than the other or less money than the other. And so, it's clear it all came down to this category, project understanding, proposed approach, methodology.

Assistant Finance Director Walker: Yes.

Commissioner Mena: And so, I wanted to have some greater insight into what exactly that means because, from my perspective, this is not necessarily a huge dollar project. It's not necessarily -- doesn't necessarily strike me as a extremely complicated project. And so, you have two firms with similar experience and qualifications, one cheaper than the other. Why was this project understanding, proposed approach, methodology so critical in making the selection?

Assistant Finance Director Walker: Well, this particular category in all RFPs specifically includes whether or not they offered a detailed approach to the methodology performing the services, whether or not they understood the requirements and the scope, and whether they have a proposed time schedule. So, there are quite a few factors that are included in that particular category. So, all of that information is weighed between each proposer. So, that particular category -- the recommended firm sort of outperformed or gave more information as to -- the team could glean the fact that they understood their approach of the project versus the next one. It isn't quite as subjective as something clearly would have indicated as far as pricing is concerned, but it is an indicator on whether or not the person can actually perform the services based off of the actual -- that portion of the project that they proposed to each one of the projects that we submit. So, it's a combination of things, not necessarily just one clear thing that's actually listed in the proposer's approach to the project.

Commissioner Mena: Yeah, and that's, I guess, the question I have because, again, we're looking at two very well-known firms. They were both ranked as having similar qualifications and experience. So, I guess this proposal -- they may not have highlighted those things for you, but do we have any actual doubts that they're able to carry out this contract and prepare a master plan for the Youth Center?

Assistant Finance Director Walker: I don't think that there was any doubts between the two of them. I think that they got that all three of them could equally perform, but I would have the committee members speak more to that.

Parks and Recreation Director Couceyro: Yeah. Well, what we looked at is we looked at the proposal they presented to us, and the project methodology and how they would handle the scope, which has to do with how are they going to do the community input, how are they going to access the data, how are they going to process that data, what are the deliverables who -- how many times, how many meetings -- all the specifics. I can only speak on my behalf as the one who was rating. I found them close, but the bidder who won the bid, their presentation on the RFP was -- there was a lot more detail and it looked like they had a better understanding of what it was that we would need to have a successful plan. That's -- and what we did is we did it within the scope of the scoring.

Commissioner Mena: Sure.

Unidentified Speaker: So, whatever the score was, that's what it was. We weren't looking at it as a whole after we finished and got our score and said, well, who could do it -- can they all do it. So, we just went by number and it was individually, you know, each member, and we all looked at the project scope and for us -- for me, the winning bidder was a lot more detailed, showed an understanding of how they would handle the data and how they would approach it. It's not to say that the other bidders wouldn't be able to do it. It was just we were just going on...

Commissioner Mena: Listen, I certainly wasn't part of the process and I'm not looking to question these type of scores that you guys came up with. That's all fair. I just -- I think it's a discussion for us, as a Commission, to have on these types of projects and, you know, what kind of priority we want to give to pricing or not based on when you have two firms that are both qualified. You know, if you told me one was much more qualified than the other, that'd be a different conversation. But, where you have two similarly qualified firms and one that's more

affordable, I think it's incumbent on us to just be mindful of that. And so, I wanted to have the discussion on it with my colleagues just to see what they thought.

Assistant Finance Director Walker: Commissioner, could I...

Commissioner Mena: Yes.

Assistant Finance Director Walker: Make a point?

Commissioner Mena: Absolutely.

Assistant Finance Director Walker: Specifically, as far as our RFP process is concerned, it always includes negotiations. So, the pricing that was initially proposed by any proposer is not actually the final amount that's going to be put in the contract, so I want to make that point so that the emphasis is on the pricing -- that is not necessarily the price that we're going to actually finalize with the contract.

Commissioner Keon: I...

Commissioner Mena: Okay.

Commissioner Keon: I remember when I was first elected to office five years ago. I was -- I had some grave concerns about our procurement process. And, we did go through some significant changes in our procurement process. It moved under Diana Gomez and the Finance office and Celeste was hired. And I think one of the big issues that came out, it was in the proposals, the weight that price was -- price was weighted much more highly than it is now, but what you were finding is that when -- because they negotiate price, it really was this project understanding -- it was this particular area and past performance that were the two big significant -- but this project understanding was probably the most -- one of the most significant items in the RFP and making

that choice. And there were instances where -- when we did go with price, we were sadly disappointed in the quality of the work and the understanding and whatever. So, this matrix was changed to really start looking at, you know, what is it that are the most important elements, and it was experience and qualifications and project understanding. And so, that's why they're weighted more heavily than price and the other -- and I think it has served us very well. You know yourself, as an attorney, you will go to court and someone else who is equally as good, but you know, how you prepared your case is oftentimes what made the difference in the outcome of your case. And I think this is often, you know, what the issue is here. So, I think it's -- people need to be very mindful when they're -- when they are responding to an RFP in the City of Coral Gables that it is weighted and this is -- it isn't price. It is experience and your understanding of the project and you're able -- your ability to deliver the project that you have to be able to provide in writing, because that's the only way that they can make a decision. And so, it's really not based on, you know, an oral presentation or whatever else. It is your ability to put in writing what you're going to do and how you're going to do it. And, I think it was -- it has really improved our procurement process tremendously since this has happened. So -- and although I -- you know, we all know both of these firms and we know that they do well, I would -- you know, I would support the...

Mayor Valdes-Fauli: I think...

Commissioner Keon: The recommendation by staff.

Mayor Valdes-Fauli: I agree with you and I think that the solution here or the answer lies in the selection committee. And, if we have a very qualified selection committee that follows the criteria that we have set or that we have approved, I think that we have to respect their decision.

Commissioner Mena: Sure.

Commissioner Lago: Well, I have a few concerns. I mean, I've been through this process over the last 15 years; probably on a yearly basis, three, four, five, six times because this is what I do. I answer RFQs and RFPs. That's the way that we make our living.

Mayor Valdes-Fauli: We know your qualifications.

Commissioner Lago: No, but -- and I -- I'm just a little bit concerned about diverse -- about competition because -- I want to just ask you a few simple questions that I think are critical that we should put on the record. How many projects does the proposed winner currently have in the City of Coral Gables?

Assistant Finance Director Walker: They currently have three contracts that they have been awarded at this time.

Mayor Valdes-Fauli: Including the public safety building.

Assistant Finance Director Walker: Correct, sir.

Commissioner Lago: So, three, including -- so this would be the fourth?

Assistant Finance Director Walker: Yes, sir.

Commissioner Lago: This will be the fourth. How many AE contracts do we have right now in the City that are ongoing? Would it be four? Would it be five?

Vice Mayor Quesada: What's an AE contract?

Commissioner Lago: Architecture and engineering.

Commissioner Keon: Architecture and engineering.

City Manager Swanson-Rivenbark: Through the CCNA process, sir?

Commissioner Lago: No, no, through any...

Unidentified Speaker: No.

Commissioner Lago: Through any process. I just want to kind of get an idea. Are they -- do they have 50 percent of the workload, 60 percent, 70 percent? And, the reason why I'm saying that -- and because I know we have a very reputable architect in front of us. He knows very well that when we go before a city and we review and RFQ or an RFP, if there's a hint of, hey, listen, all the work is going to one firm, we don't waste our time to apply, because to apply and to put together a package is exceedingly expensive, to the tune of tens of thousands of dollars. So, it becomes a little bit of an issue where we start -- competition drops off, because firms don't want to become involved with the city or the entity or whatever that may be because there's a sense of -- that there isn't an opportunity to actually win any of these RFQs and RFPs. So, that's a big concern that I have, because we seem to be giving work to one firm over and over again. You're giving work -- by the way, I just want to be very clear. A firm that is exceedingly, you know, capable. They're the largest AE company in the world and construction company in the world. They're not our -- they're not a company from our backyard, even though they have headquarters here, but this is not a homegrown office. I want to be very, very, very, very clear, put it on the record for the thousandth time. I had the honor and the privilege to work at Bermello Ajamil & Partners between undergraduate and graduate school, so I want to put that on the record and make sure that's not forgotten. But I like competition. I think competition is healthy. I think it drives down prices. I think it allows people to think outside the box, people to bring clear ideas that maybe have not been brought to the City of Coral Gables before. So, I just -- to me, I think is A capable -- excuse me, AECOM capable? Of course. They're an incredible firm. But, I

think that we can be more competitive. And it's not only about price. I think it's competitive in the scope of the project and what they bring to the table.

Assistant Finance Director Walker: Well, if I could briefly answer your question.

Commissioner Lago: Of course.

Assistant Finance Director Walker: With regard...

Commissioner Lago: I think I gave you like a thousand questions and I -- so...

Assistant Finance Director Walker: But particularly, the category of experience and qualification does speak to the capacity of the firm. So, as part of their proposal, they have to submit information that tells what ongoing projects they have and whether or not our particular project can actually fit into their schedule. So, that's part of the information they give us and that's actually something that's consideration for the evaluation team to look into. So, it's not without some consideration as to the amount of work that they have going on and against their capacity as far as their firm size and who they actually have to propose to be actually working on our project. So, that type of information is gleaned from their proposal...

Commissioner Lago: But you will...

Assistant Finance Director Walker: And taken...

Commissioner Lago: But you...

Assistant Finance Director Walker: In consideration.

Commissioner Lago: But, you will agree -- and I think that the architects that are here before us will agree also and contractors and engineers -- that if work continues to go to only one firm, that when an RFQ/RFP comes out, you know what, I don't want to get involved in that. I don't want to potentially spend tens of thousands of dollars to propose and compete, because it just keeps going to one firm. Again, I'm not saying that AECOM is not capable. They're incredible. I know a lot of people that work there. I just want a fair marketplace and I want to make sure that people will come to the City of Coral Gables and say, hey, we want to get involved, driving down prices, bringing great ideas. Maybe we have other firms from outside Miami that compete and that are capable or say I want to move down and I want to engage Coral Gables, because of all the great projects that the City, as a whole, is putting forth. But I think that we're kind of, you know, setting ourselves back if we just continue to give work to one firm over and over and over again. It's a message and the community gets it, just so you understand. Because I don't bid -- I don't bid -- or I shouldn't use the word bid, because I barely ever hard bid. I don't submit qualifications or packages to certain entities, private and public, because I know that the work continues to go just to one firm, and that happens a lot with law firms. That happens a lot with the County, for example. That happens a lot with AE, architecture, engineering and construction firms.

Mayor Valdes-Fauli: Alright.

City Attorney Ramos: Ms. Walker, for the record, could you put -- explain the different -- you said there were three currently with AECOM.

Assistant Finance Director Walker: Yes.

City Attorney Ramos: Could you explain the composition -- if you know off the top of your head -- of those selection committees, whether they were the same individuals or different, and then also, whether the criteria has been the same for all three contracts or whether they've been different, because we've been looking for different things.

Assistant Finance Director Walker: Well, we were looking for different things, because one of them is the architectural consulting services. The other one is the environmental engineering consulting services, and the last one is the public safety facility design. Specifically, I can't give you the composition of those particular committees, but they were all issued as RFQs, which is a request for qualifications. So, again, it was a qualification based sort of project or a proposal where their qualifications were actually the primary reason that they were actually included in the pool or given the award for the specific project.

City Manager Swanson-Rivenbark: On the public safety building, though, if you want, Assistant City Manager Iglesias can speak to that. We had engineer professors from outside the City as experts evaluating. It wasn't the parks planning unit of the company that was bidding.

City Attorney Ramos: And, my question was really just to -- if you can answer it -- whether all three selection committees were made up of the same people or if they were different people.

Assistant Finance Director Walker: I can't confirm that.

City Attorney Ramos: You don't know.

Assistant Finance Director Walker: More than likely, it would have been different people. So, we try to engage different...

Mayor Valdes-Fauli: Maybe...

Assistant Finance Director Walker: Subject matter experts.

Mayor Valdes-Fauli: Mr. Pardo could answer that, no?

Mr. Pardo: Yes. I mean, the mix of the actual committee, I thought, was a very good mix. And the way that this was set, because of the type of contract, is very even-handed. The booklets were extremely thorough. I spent -- personally, I spent hours on booklets before going to the committee. But with all due respect, I think I had a very good handle. And at the same time, addressing what Commissioner Lago has concerns with, I went in with a complete open mind. I know the principals personally. It's very difficult when you know people personally, so I had to shut that component off completely to be able to be as fair-minded as possible. And I...

Commissioner Lago: Can I add something to that, to your comment? Because I have the utmost respect for you, and I've said it three times and I want to reiterate it again.

Mr. Pardo: Okay.

Commissioner Lago: You are an exceptional professional in this community. I know that you will come into the situation and serve the City with respect and dignity and do your job. That never came into question. I just want to make sure that in the future we have just -- we open our arms to everybody who's qualified. It has nothing to do with you. Trust me.

Commissioner Mena: And it's not just the committee.

Commissioner Lago: Nothing.

Commissioner Mena: It's not just the committee.

Commissioner Lago: We're blessed the fact that you would give up of your time...

Mr. Pardo: Well, thank you.

Commissioner Lago: I mean -- and I can't say that strong enough.

Mr. Pardo: I appreciate that.

Commissioner Lago: Because your work speaks for itself.

Mr. Pardo: And -- thank you.

Commissioner Lago: I wish more people gave up of their time like you did to get involved.

Mr. Pardo: Well, the other thing is that I wanted just to mention that back in the day -- and I go back a few years -- when I did a lot of government work and we did a lot of RFPs and we ended up with all sorts of issues like this, one of the things that was actually placed in some of the prequalification for the point system was that if you had already worked with that particular entity, it actually worked against you, so you actually subtracted a point or two. That's something that could be considered, you know, in the future. Now, keep in mind that this was such a small contract that normally with larger contracts you also have a personal presentation.

Commissioner Mena: Right.

Mr. Pardo: You see the commitment. You get a really good flavor for it. We did not have that at our fingertips simply because of the scope of the contract. I -- you know, I feel very confident that what we did was the -- we approached this in the most professional serious way. And unfortunately, we couldn't give the contract out to multiple firms. And like I said, it's -- sometimes it's tough to be the referee, you know, and that's basically the tough position...

Commissioner Mena: It's always tough.

Mr. Pardo: That we're in. But if it wasn't tough -- you know, we're only making a recommendation to this Commission. And, I would not be personally offended if you would

change your -- you know, our recommendation because it's a recommendation. It's not a final approval. It's the same as when I sat on the Planning Board. We make recommendations to this Commission. I would not feel offended if you feel or want to do something other than that. But, I think we did a very thorough job and I stand by our decision.

Commissioner Mena: And listen, I don't think -- I certainly don't have any doubts about that. I agree with Commissioner Lago. Obviously, we have a lot of respect for you. To me, the question that I think Commissioner Lago's questions get at is, is there something in our process maybe that favors certain types of companies? You know, I don't know the answer. I'm not involved in the process. But, I just think we should give it some thought. I think I would like to know the answer to what Commissioner Lago asked about like what percentage of our contracts in this area are going to the same firm. I think -- because when you see that's a pattern, I think you should at least ask questions and internalize those questions and revisit your process and make sure that there's not some sort of unintended bias involved. So, just keep that in mind. You know, again, it's certainly not -- this discussion is in no way intended to be questioning, you know, the work and effort and the thought put into this by the committee itself. But, I thought it was a worthy discussion to have on this issue.

Mayor Valdes-Fauli: Thank you, Commissioner. We have an item before us. Do I hear a motion accepting the recommendation?

Commissioner Keon: I'll move it.

Mayor Valdes-Fauli: Is there a second?

Commissioner Mena: Are there any other people that wanted...

Commissioner Keon: I think...

Mayor Valdes-Fauli: Yeah.

Commissioner Mena: To comment?

Commissioner Keon: Mr. Bermello would like...

Mayor Valdes-Fauli: I'm sorry.

Commissioner Keon: To speak to the issue too.

Willy Bermello: Mr. Mayor, Commissioners. I'd like to make three comments, and I have an ask. I understand you're going to -- and it's laudable that you're going to support your selection committee unless you see something that's egregious and that just, you know, strikes you totally the wrong way. So, what I would like to simply present to you -- I don't know if you can see this board from where you're at.

Mayor Valdes-Fauli: No.

Commissioner Mena: No.

Commissioner Keon: No.

Mr. Bermello: No? Is there an easel?

Mayor Valdes-Fauli: Yeah. There's an easel there.

Commissioner Mena: Or a chair.

Mayor Valdes-Fauli: Or a chair. Willy.

Mr. Bermello: Let me say that the comments by Mr. Felix Pardo, they're right on point. I think you heard three good firms, two exceptional firms were very, very close. And, I have the highest of respect and admiration for my friends at AECOM, so I'm not here in any way to disparage or anything but applaud their work, just like ours. But, I think there are three things that come to mind, and then I have two specific requests. One is that -- and unfortunately, Pat, you and I don't agree on this point, but approach is totally overrated because if you're selecting between a Mercedes and a Maserati, you're going to look at performance. You're going to look at how it drives. You're going to look at experience. You're going to look at the price. And then you make a decision on what feels the best. You don't really look into how they make the car, what procedures they followed, whether they were following safety rules back at home when they were building the car. So, the approach section -- and I must tell you, because I did go back and I looked at both proposals. We did a quick two-page write-up on the methodology for this and AECOM spent six pages, you know, describing it in full color and detail. Their marketing people did a better job than we did, no doubt. Now, was it worth \$18,000 in difference? I don't know. I guess if it was your \$18,000, you'd probably think about it twice. So, yeah, it's -- I -- in my opinion, it's overrated. The Florida Statutes in the Consultants Competitive Negotiation Act prohibit cities from looking at fees. However, it doesn't apply to planning work. So, cities, like yourselves, you take advantage of that, because you want to peek and you want to see, well, what is the price. Well, once you do that, then you have a fiduciary responsibility. I think price should matter more than, well, what is your approach, particularly, if you have two very good, very large, very experienced firms that have done this work many times. So, there's no doubt that we both know what needs to be done. Are you going to tell me that the approach is as important as money? Two things -- and I think Commissioner Lago asked the question and you really need to look into it, because the message that it sends to the professional community is that no matter what the project is -- and I think the City Attorney hit it right on the head. It could be environmental work. It could be a park. It could be architecture. It could be putting drapes. One firm, for whatever reason, magically always gets the work here. So, I have two asks. We were \$18,000 under. I think, at least, in your negotiations, they should match our number. And

number two, just as important, we competed for the police, and unfortunately, that day that this was voted upon, I was out of the country. Otherwise, you would have heard from me that day also, because the same firm also had done the preliminary work, the master planning and program of requirements for the police, which, in my opinion, gave them a competitive advantage. Now, in every municipality and county, that is accepted.

Commissioner Lago: But let me just say -- if I may interject.

Mr. Bermello: And -- but...

Commissioner Lago: If I may interject one second.

Mr. Bermello: And...

Commissioner Lago: As a result of what occurred that day...

Mr. Bermello: Well, I'm getting to the...

Commissioner Lago: This Commission...

Mr. Bermello: I'm getting to this...

Commissioner Lago: This Commission changed that.

Mr. Bermello: I'm getting to this point on this project. You give them this work. They're going to be looking at a myriad of parks within the city, including the Coral Gables Youth Center. I would hope that you make it very clear that with this selection they cannot go after the design and engineering on any of those parks or the Coral Gables Youth Center, because then that would be really kind of like a double jeopardy on us. So, I thank you for hearing us. I hope that

you negotiate well and that you don't provide a competitive advantage for the future work.
Thank you very much.

Mayor Valdes-Fauli: Thank you, Mr. Bermello. And, I very much agree with you that whoever does the master plan and whoever does the technical services should not bid for the work that they have designed themselves. I agree with you.

Mr. Bermello: Thank you.

Mayor Valdes-Fauli: A motion has been made and seconded that we approve the recommendation of the Procurement Officer. Will you call the roll, please?

Commissioner Lago: Is there a second?

Deputy City Clerk Urquia: I'm sorry. Who seconded?

Commissioner Mena: I'll second.

Mayor Valdes-Fauli: Yeah, there's a second; Commissioner Mena.

Commissioner Mena: Yes.

Vice Mayor Quesada: Yes.

Commissioner Keon: Yes.

Commissioner Lago: No.

Mayor Valdes-Fauli: Yes.

(Vote: 4-1)

City Manager Swanson-Rivenbark: And Commissioner Lago is correct. We did change the process moving forward, so that if we have consultants that create -- assist us in drafting a scope of services and an RFP...

Mayor Valdes-Fauli: They will not...

City Manager Swanson-Rivenbark: They are prohibited...

Mayor Valdes-Fauli: They are prohibited from...

City Manager Swanson-Rivenbark: Competing. That was a change that we made.

Commissioner Keon: But I think the -- yeah, the lesson learned here is for anybody that is proposing or responding to an RFP or an RFQ, you really need to pay -- you need to be very diligent in the preparation of that response.

Mayor Valdes-Fauli: Alright.

Pete Hernandez: Mr. Mayor, if you allow me 30 seconds.

Mayor Valdes-Fauli: Yes, please.

Mr. Hernandez: Good morning, Mr. Mayor and Commissioners. My name is Pete Hernandez, with AECOM, located at 800 South Douglas Road, Coral Gables. I want to thank you for this award, and I want to stress to you that we are very respectful of the City. This is where we are. We have, I would say, over 70, 80 employees in the Gables. In Miami-Dade, we have close to 200. Doing work for the City of Coral Gables, to us, really is an honor. We're here. We like to do work for you. We respect Mr. Bermello, his firm. We have worked together. We have competed in the past. All I want to say is thank you and that we're here. And, I do understand

the process and you may want to consider in the future, as Mr. Pardo indicated, the factor of volume of work with the City as part of your selection process. And I also agree with the Mayor. You mentioned before that if a firm is doing the master planning, then they shouldn't be allowed to do the design for a specific item within that master plan.

Mayor Valdes-Fauli: Thank you.

Commissioner Lago: If I may just -- I just want to add something. By the way, like I mentioned before when I spoke about your company, I've dealt with your company and I've been involved with your company on multiple projects and I hold you guys in high regard. When I -- I'll give you one example. The School Board, when you presented for the School Board for an RFQ, one of your mandatory slides has to be how much current workload do you have with the School Board and that plays into how many points you actually get. Just like I brought up and I stated that if you are going to do the study for the RFQ, you should not be allowed to have a leg up and we changed that -- which is a very good change. We also need to, in my opinion -- and I hope my colleagues agree -- we should also maybe look into our procurement -- which, again, as Celeste has done an exceptional job and she's worked very hard. Maybe this is something that we should take into consideration in the near future in regards to future RFQs and look at the amount of workload that that company has. Maybe that's something.

Mayor Valdes-Fauli: Thank you very much.

Commissioner Keon: I would...

Mayor Valdes-Fauli: Thank you.

Commissioner Keon: If there's anybody that -- Pete Hernandez was the director for Public Works in Miami-Dade County.

Mayor Valdes-Fauli: And the City of...

Commissioner Keon: And if...

Mayor Valdes-Fauli: Coral Gables.

Commissioner Keon: Anyone that wants to know about impact fees and how they're used and whatever should call him. He could give you a very quick and a very good lesson on the utilization...

Mayor Valdes-Fauli: Thank you very much.

Commissioner Keon: Of impact fees. And I'm sure he'd be glad to talk to you.

Mayor Valdes-Fauli: Thank you, Pete.

Mr. Hernandez: Thank you, Commissioner.

Mayor Valdes-Fauli: Thank you very much.

Commissioner Lago: Thank you for being here, sir.

Mr. Hernandez: Thank you.