

# EXHIBIT A

## CITY OF CORAL GABLES - MEMORANDUM -

**TO:** Honorable Mayor and Members of The City Commission                      **DATE:** January 26, 2016

**VIA:** Cathy Swanson-Rivenbark  
City Manager

**FROM:** Javier A. Betancourt                      **SUBJECT:** Parking Garage 1 & 4  
Economic Development Director                      RFP

---

On May 28, 2015, the Procurement Division formally advertised, issued and distributed the Restated Request for Proposals (RFP) for Stage I – Qualifications & Concept for the Private Redevelopment of Parking Garages 1 and 4.

The RFP invited qualified developers to submit qualifications and preliminary conceptual proposals for the redevelopment of two City-owned properties currently occupied by public parking facilities: Municipal Garage 4 located at 2450 Salzedo Street, and Municipal Garage 1 located at 245 Andalusia Avenue. The objectives of the RFP were to (1) maintain and enhance the public parking supply in a cost-effective manner; (2) contribute to the vitality, aesthetic appeal, and economic activity of and in the CBD; and (3) generate revenues for the City.

On July 21, 2015, a Pre-Proposal Conference was held to review the Restated RFP with interested firms. On August 14, 2015 -- the deadline for receipt of proposals in response to the Restated RFP -- the City received 5 responses from the following firms along with their development teams:

<b>FIRM</b>	<b>TEAM</b>
GCP BE, LLC 751 Yampa Street Steamboat Springs, CO 80487	Green Court Partners, LLC Bach Real Estate, LLC Lanier Parking Solutions HOK DESMAN Design Management Tutor Perini Building Corp.
Florida East Coast Realty, LLC 100 S. Biscayne Blvd., Suite 900 Miami, FL 33131	Bellin & Pratt Architects, LLC
TC Gables, LLC, an affiliate of Terranova Corporation 801 West 41 <sup>st</sup> Street Miami Beach, FL 33140	Gibson Realty Group ZOM LIVING Arquitectonica ArquitectonicaGEO Kimley-Horn
Coral Gables City Center, LLC 121 Alhambra Plana, Suite 1600 Coral Gables, FL 33134	The Allen Morris Company The Related Group Associated Consultants, Inc. (ACi)
American Land Ventures, LLC 800 Brickell Avenue Miami, FL 33131	ADD, Inc. (Stantec Consulting Services) Thomas J. Korge, Korge & Korge, L.L.P. Rhett Roy Landscape Architecture Craven Thompson Associates

The proposals were then reviewed for content by the Economic Development and Parking Departments and the City’s expert consultant, Abramson & Associates, Inc., and the minimum procurement requirements were reviewed and references checked by the Procurement Division of Finance.

**Evaluation Committee**

On November 13, 2015, an orientation was held for Evaluation Committee Members selected to hear presentations and to conduct interviews of the firms submitting the proposals. The orientation consisted of how the Evaluation Meeting would be conducted, the process of evaluating the firms, and a review of the Cone of Silence. The City Manager requested that various City advisory boards – those that will eventually be asked to review various aspects of the successful proposal -- select members from each of their respective boards to serve on the Evaluation Committee. The Evaluation Committee was thus set as follows:

**Garage 1 and 4 RFP Evaluation Committee**

Jeffrey M. Flanagan	Planning & Zoning Board
Barbara Hinterkopf	Parking Advisory Board
Erin Knight	Budget & Audit Advisory Board
Valerie Quemada	Property Advisory Board
Scott Sime	Economic Development Board

On November 17, 2015, the Evaluation Committee convened to evaluate the five (5) responsive/responsible proposals submitted. Both Evaluation Committee Meetings were facilitated jointly by the Economic Development Department and Procurement with the assistance of the Parking Department and RFP Consultant Barry Abramson of Abramson & Associates. The Evaluation Committee heard 20 minute Presentations from the development teams and conducted interviews with the firms after each presentation. During the interviews, questions were also asked by staff and the RFP Consultant. In accordance with the Florida Sunshine law, presentations/interviews of the firms were a closed session, while the organization and deliberation parts of the Evaluation Committee Meeting were open to the Public. The Evaluation Committee Meeting was recorded.

At the end of the presentations/interviews, the Evaluation Committee discussed each proposal separately. After the discussion, the Evaluation Committee evaluated the proposals based on the following criteria, consistent with the RFP:

- 50 Points: Capability of the Proposer and Development Team
- 50 Points: Extent to which the Proposed Concept would meet the City’s Goals

The results of the Evaluation Committee scoring based on the above criteria were as follows:

<b><u>FIRM</u></b>	<b><u>AVG. SCORE</u></b>	<b><u>RANK</u></b>
TC Gables, LLC	98.4	1
Coral Gables City Center, LLC	97.6	2
GCP-BE, LLC	96	3
Florida East Coast Realty	95.6	4
American Land Ventures	93.6	5

Based on the scores noted above and the consensus opinion of Committee members that all the firms were well qualified, the Evaluation Committee unanimously voted to recommend all firms to be permitted to enter the Stage II RFP process. Although all the proposers were recommended for Stage II of the RFP process, this recommendation was conditioned on the requirement that Stage II proposals provide for staged development of the two public parking facilities so that adequate public parking would be continuously available on at least one site throughout the development process.

### **Staff Analysis & Recommendation**

Proposals for Stage I of the RFP process were further evaluated by City Staff, including the Procurement Division of the Finance Department, Economic Development Department, Parking Department, and Planning & Zoning Division of the Development Services Department, as well as the City's expert consultant, Abramson and Associates. These analyses have been collected and synthesized by the City's consultant as Attachment 1 to this Memorandum, and include some of the following key findings and considerations:

- All five of the 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.
- Many of the proposals include elements that exceed the Zoning Code, including increased FAR., height and/or setbacks. Proposers are strongly encouraged to limit intensity and height to no more than that allowed under the City's Comprehensive Plan and Zoning Code. If proposed development standards deviate from the City's regulations, proposals would be expected to provide significant public benefits, and an alternative proposal consistent with the City's regulations would be required
- One of the proposed concepts is for a single unified parking garage, connected by a "bridge" spanning over Salzedo Street. Staff finds this proposal extremely problematic and inconsistent with the scale, design, aesthetic and pedestrian character of the City's downtown, and is not supportive of the concept.
- Some of the proposals would redevelop Garages 1 and 4 simultaneously; taking much needed parking off-line at once. Staff strongly supports 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.
- Some of the proposals deviate from the City's preferred parking ratios for the garages, particularly the stated preference for a minimum 250 public parking spaces for Garage 4. Staff continues to support the ratios expressed in the RFP, but will consider *minor* deviations thereof if accompanied by reasonable justification.
- One of the proposals provides for private ownership and operation of the public parking, against the expressed requirements of the RFP. Staff continues to support maintaining public parking under the City's ownership and management.
- The City is working towards shared parking strategies and regulations in the coming months that could affect the proposed redevelopment concepts. Proposers advancing to Stage II need to be aware of, and should incorporate, these changes as they are made.
- The City reemphasizes its strong desire for the proposers to provide enhanced pedestrian connectivity between the project and Miracle Mile, including a new pedestrian paseo along the 300 block, and encourages proposers to explore opportunities with Miracle Mile property owners toward this end.

Having evaluated the various proposers vis-à-vis the RFP's stated requirements, preferences and

objectives, including many of the considerations above and attached, and hoping to further streamline the process as it moves forward, Staff recommends that the City Commission invite the Evaluation Committee's top three ranked proposers to continue to participate in Stage II of the RFP, as follows: TC Gables, LLC (Scheme B); Coral Gables City Center, LLC; and GCP BE, LLC.

**Stage II of the RFP**

The City Commission is expected to make the final decision as to which proposers will be invited to participate in the Stage II process at its meeting on January 26, 2016, at which time it is also expected to issue Stage II of the RFP as a separate action.

The schedule for Stage II of the RFP process is anticipated as follows, subject to change given the City Commission's schedule and unforeseen factors:

**TENTATIVE SCHEDULE FOR STAGE II RFP PROCESS**

Stage II Proposers Selected	January 2016
Invitation to Participate in Stage II	January/February 2016
Pre-Proposal Conference + Q&A	February 2016
Deadline for Submittal	March/April 2016
Evaluation of Proposals	April/May 2016
City Commission Award of RFP	May/June 2016
Negotiations w/ Selected Proposal(s)	June/July 2016

If you have any questions regarding this memo, please do not hesitate to contact me.

Copy: Mike Pounds, Chief Procurement Officer  
Kevin Kinney, Parking Director  
Diana Gomez, Finance Director  
Ramon Trias, Planning & Zoning Director  
Barry Abramson, RFP Consultant  
Leonard Roberts, Assistant Economic Development Director