SUBJECT: PURCHASE OR LEASE OF CITY OF JACKSONVILLE PROPERTY: PRIMARY PARCEL: 074384-0000 – 851 N. MARKET STREET AND OPTIONAL PARCEL: 122833-0000 – 928 N. LIBERTY STREET

BID #: ESC-0568-19 **OPEN DATE:** 07/31/2017

COMPETITIVE SEALED PROPOSAL EVALUATION COMMITTEE

KIND AND BASIS OF CONTRACT: EVALUATED BID – FROM DATE OF EXECUTION OF THE PURCHASE AND SALES AGREEMENT OR GROUND LEASE AGREEMENT AS NEGOTIATED

AGENCY: OFFICE OF ECONOMIC DEVELOPMENT

BASIS OF AWARD: HIGHEST SCORE BASED ON EVALUATION CRITERIA

NUMBER OF BIDS INVITED: (4) **NUMBER RECEIVED:** (3) **OTHER:** (1)

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval of award to the highest ranking firm, REVA Development Corporation dba MFKREVA Development, LLC, for redevelopment of the parcels located at 851 N. Market Street and 928 N. Liberty Street. Period of service shall be from date of execution of the purchase and sales agreement or ground lease agreement as negotiated.

Funding for this award is not applicable (revenue generating). This award shall be executed by formal contract through the Office of General Counsel.

ATTACHMENTS: Recommendation Memo, Evaluation Matrix, Section 2.6, Previous Awards

ANALYST: _____
DAVID KLAGES

RESPECTFULLY SUBMITTED: _____
GREGORY PEASE, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: KIRK WENDLAND, EXECUTIVE DIRECTOR, OFFICE OF ECONOMIC DEVELOPMENT

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

City of Jacksonville, Florida

Lenny Curry, Mayor

City Hall at St. James
117 W. Duval St.
Jacksonville, FL 32202
(904) 630-CITY
www.coj.net

ONE CITY. ONE JACKSONVILLE.

MEMORANDUM

TO: **Gregory Pease, Chief of Procurement Division**

FROM: **Kirk Wendland, Executive Director, Office of Economic Development**

THROUGH: **Paul Crawford, Deputy Director, Office of Economic Development**

SUBJECT: **Armory RFP ESC-0568-19**

DATE: **November 5, 2019**

Per the direction of the Competitively Sealed Procurement Evaluation Committee (CSPEC), the OED is presenting a request to award MFKREVA the redevelopment of the Primary Parcel: 074834-0000 at 851 N. Market Street (AKA – The Armory) and the Optional Parcel: 122833-0000 at 928 N. Liberty Street in accordance with MFKREVA Proposal submitted in response to the RFP ESC-0568-19. The timing outlined in the developer's response to the RFP necessitates that the legislative package for City Council consideration be drafted no later than February 2020.

Therefore, we respectfully request your expeditious review and approval of our submission of the attached proposed Term Sheet for redevelopment of the Primary and Optional Parcels and the anticipated timetable for legislative consideration by the Mayor's Budget Review Committee and ultimately the City Council.

If you have any questions please do not hesitate in contacting me at 255-5455 or by email at Kwendland@coj.net.

Attachments: 2

CC: Joe Whitaker
David R. Klages

Armory RFP Timeline
RFP Bid Proposal: ESC-0568-19
MFKREVA Development, LLC
November 5, 2019

Below is the anticipated timeline for introduction of legislation for Mayor and City Council consideration of the Economic Development Agreement (EDA) by and between the City of Jacksonville and MFK REVA for the redevelopment of the Primary and Optional Parcels in accordance with the time frames proposed in the RFP and the MFKREVA Proposal dated August 14, 2019:

Action Required For Legislative Consideration	Date
Submit MFKREVA Project Summary & Legislative Fact Sheet to Budget Office	January 29, 2020
MBRC Review	February 10, 2020
Legislative Filing Date	February 19, 2020
1st Reading – Introduction of Legislation	February 25, 2020
2nd Reading – Public Hearing	March 10, 2020
Committee Week Presentations	March 16th – 18th, 2020
3rd Reading – Council Approval	March 24, 2020
Effective Date of Legislation	April 3, 2020

Please note an extension may be requested by the Developer for individual items associated with any unusual environmental or permitting delays associated with the project.

V2
11/05/19

EXHIBIT " "

Performance Schedule

The Parties acknowledge and agree that the events set forth below are Milestone Events, the performance of which are conditions precedent that must be satisfied in accordance with this Ground Lease of the Armory Site ("Phase I") and Optional Site ("Phase II").

The date by which performance of each Milestone Event must occur is the Outside Dates follow:

1. Tenant and Landlord (the City of Jacksonville), have reached an agreement on the final description of the Improvements, as presented in the Project Concept and as defined in the Development Agreement (to be provided as attachment).

2. Tenant will have one hundred twenty (120) days from the final adoption and approval by the City of Jacksonville City Council of the Development Agreement for Phase I and Phase II of the Armory project to complete all due diligence and notify the City of its intent to move forward.

3. Tenant shall provide to Landlord written confirmation of verifiable sources of financing Commitment for the construction of Phase I Improvements by February 15, 2020, and Phase II Improvements by June 15, 2021.

4. Tenant shall close on Construction financing for Phase I Improvements by April 15, 2020, and Phase II Improvements by August 15, 2021.

5. Tenant shall submit 100% Completed Phase I Construction Drawings to Landlord by February 9, 2020 and Phase II Construction Drawings to The City by June 2, 2021.

6. Tenant will secure 10-set Engineering Permit approvals by the City of Jacksonville for **Phase I** Improvements by February 2, 2020, with Building Permits by May 25, 2021.

7. Tenant will secure 10-set Engineering Permit approvals by the City of Jacksonville for **Phase II** Improvements by April 1, 2021, with Building Permits by October 1, 2021.

8. Construction Commencement for Phase I Improvements by March 15, 2021, and Phase II Improvements by June 15, 2021.

9. Tenant shall achieve a Certificate of Occupancy for the Phase I Improvements by May 10, 2022, and Phase II Improvements by April 1, 2023.

* An extension may be requested by the Developer for individual items associated with # 1 – 4 above.

** Two (2) six (6) month extensions shall be permitted as part of the negotiated Developer Agreement with the City of Jacksonville for Milestone Events #5, 6, 7, 8 and 9 listed above.

EVALUATION SCORING MATRIX

TITLE: TITLE: PURCHASE OR LEASE OF CITY OF JACKSONVILLE PROPERTY - PRIMARY PARCEL: 074384-0000 – 851 N. MARKET STREET and OPTIONAL PARCEL: 122833-0000 – 928 N. LIBERTY STREET
RFP NO: ESC-0568-19
OPEN DATE: AUGUST 14, 2019
ANALYST: DAVID KLAGES
NO. INVITED: (4) **RECEIVED:** (3) **OTHER:** (1)
RECORDED BY: JOHN HERNANDEZ

Vendors	Qualifications and Experience	Financial Capability and Capacity	Development Plan, Economic Impact, Design	Development Schedule	Purchase Price or Ground Lease Terms	Total	Rank
REVA Development Corp. dba MFKREVA Development, LLC							
Paul Crawford	20.00	20.00	25.00	10.00	10.00	85.00	
Joe Whitaker	25.00	25.00	20.00	10.00	12.00	92.00	1
Average	**22.50**	**22.50**	**22.50**	**10.00**	**11.00**	**88.50**	
Arkest, LLC							
Paul Crawford	15.00	15.00	15.00	10.00	5.00	60.00	
Joe Whitaker	20.00	15.00	15.00	10.00	3.00	63.00	2
Average	**17.50**	**15.00**	**15.00**	**10.00**	**4.00**	**61.50**	
B&H Fine Foods II, Inc.							
Paul Crawford	15.00	15.00	20.00	10.00	2.00	62.00	
Joe Whitaker	15.00	15.00	10.00	10.00	2.00	52.00	3
Average	**15.00**	**15.00**	**15.00**	**10.00**	**2.00**	**57.00**	

2) Three (3) hard copies of the entire Response.

3) One (1) scanned copy (in .pdf format) of entire Response on flash drive. Large files may be scanned as several separate PDF files.

4) One (1) REDACTED scanned copy of the Response (if necessary pursuant to Section 2.12). This copy should be marked "Confidential - Trade Secret" or something comparable to alert the reader of Developer's claim of a public records exemption.

All copies: One (1) original and three (3) copies are to be placed in a sealed package. The outside must be marked with (i) the RFP title and number, and (ii) Developer's name, address, contact person, and telephone number.

It is the sole responsibility of each Developer to assure all copies are **EXACT** duplicates of the original Response. Photocopies or CD copies will be used for the purpose of evaluating the Responses. Any information contained in the original Response which has not been transferred to the CDs or photocopies will NOT be considered. The original document will be used solely for official record keeping and auditing purposes.

2.5 Evaluation of Responses.

A. Buyer will determine the qualifications, interest and availability of Developers by reviewing all Responses and, when deemed necessary in the sole discretion of Buyer, by conducting formal interviews of selected Developers.

B. Before making an award, Buyer reserves the right to seek clarifications, revisions, and information it deems necessary for the proper evaluation of Responses. Failure to provide any requested clarifications, revisions or information may result in rejection of the Response.

C. Buyer reserves the right to accept or reject any and all Responses, or separable portions thereof, and to waive any minor irregularity, technicality, or omission if Buyer determines that doing so will serve Buyer's best interests. Buyer may reject any Response not submitted in the manner specified by the RFP.

2.6 Award of Contract.

A. The process for contract award is set forth in Jacksonville Ordinance Code Sections 126.204. Generally, CITY will award the redevelopment agreement or ground lease, as applicable, to the responsible and responsive proposer whose Proposal is determined in writing to be the most advantageous to the City of Jacksonville, based on the criteria set forth in Attachment B. In the event the City deems that the most responsible and responsive proposer proposes to develop a portion of the property, the City may elect to consider the next highest ranked proposer to negotiate a development for the remainder of the property. The award may be contingent on the outcome of direct negotiations under Section 126.201(d) (4) and 126.201(n), Ordinance Code. If an agreement cannot be reached with the highest ranked Proposer, CITY reserves the right to make an award to the next highest ranked Proposer or subsequent Proposer(s) until an agreement is reached.

B. CITY may make an award within sixty (60) days after the date of the Proposals are due, during which period the Proposals shall remain firm and shall not be withdrawn. If award is not made within sixty (60) days, the Proposal shall remain firm until either the Lease or Purchase and Sale agreement is awarded or CITY receives from Proposer

written notice that the Proposal is withdrawn. [Note: Withdrawal of a Proposal may be requested within 72 hours (excluding State holidays, Saturdays and Sundays) after the date and time Proposals are due. CITY will not accept an amended Proposal after the datè and time Proposals are due.]

C. Based on the evaluation results, CITY shall electronically post a notice of intended award on CITY's website. Please contact the Contact Person if you are uncertain of CITY's website address or if you experience problems accessing it. Any person who is adversely affected by the decision shall file with CITY a notice of protest in accordance with the Protest provisions of the RFP. CITY does not intend to provide tabulations or notices of award by telephone.

2.7 **Terms of Agreement.** After award to the successful Proposer, CITY and Proposer will promptly negotiate a written Purchase and Sale Agreement or Ground Lease Agreement for the primary parcel or the entire site, as applicable (hereinafter "Agreement"), incorporating the terms of the RFP, the successful Proposal, and other terms and conditions as may be agreed to between the parties. To the extent the Proposal contains exceptions to or modifications of the RFP, such exceptions or modifications are stricken unless CITY affirmatively accepts the exceptions or modifications in the Agreement. CITY will have no obligations to any Proposer in connection with this RFP until the final negotiated Agreement is approved by City Council, and signed by all parties. CITY retains the right to reject all bids and/or amend its notice of award at any time prior to the full execution of the Agreement.

If the successful Proposer fails to perform under the Agreement as agreed, CITY reserves the right to (i) issue a new solicitation for the Agreement; (ii) reopen the RFP for the purpose of awarding a second Agreement to another Proposer in accordance with the criteria and processes set forth herein; and/or (iii) take such other actions permitted by law.

2.8 **Public Meetings and Special Accommodations.** Any meetings of the RFP evaluation committee (i.e., the Competitive Sealed Proposal Evaluation Committee), shall be noticed on Buyer's website and shall comply with Florida's Open Meetings Laws. Please contact the Contact Person if you are uncertain of Buyer's website address or if you experience problems accessing it. Persons requiring a special accommodation because of a disability should contact the Contact Person identified in Section 1 at least forty-eight (48) hours prior to the meeting.

2.9 **Ex-Parte Communications.** Communications regarding the RFP by a potential vendor, service provider, bidder, lobbyist or Developer to City employees, staff, or hired Developers are prohibited. This prohibition includes communications with the Buyer's Office of General Counsel unless the Contact Person has authorized those communications in advance. Violations may result in the rejection/disqualification of a Response.

These prohibitions on ex-parte communications do not apply to the following:

- Communications regarding the RFP to the Chief of the Procurement Division or the Contact Person, provided the communication is limited strictly to matters of process or procedure already contained in the RFP.
- Communications with the City employee responsible for administering the Jacksonville Small Emerging Business Program, provided the communication is limited strictly to matters of programmatic process or procedures.
- Communications at any pre-bid conferences.
- Communications with the Office of Inspector General and his/her staff regarding any perceived inefficiency, misconduct or abuse by City employees.
- Presentations before publicly noticed committee meetings.

SUBJECT: PURCHASE OR LEASE OF CITY OF JACKSONVILLE PROPERTY: PRIMARY PARCEL: 074384-0000 – 851 N. MARKET STREET AND OPTIONAL PARCEL: 122833-0000 – 928 N. LIBERTY STREET

BID #: ESC-0568-19 **OPEN DATE:** 07/31/2017

COMPETITIVE SEALED PROPOSAL EVALUATION COMMITTEE

KIND AND BASIS OF CONTRACT: EVALUATED BID – FROM DATE OF EXECUTION OF THE PURCHASE AND SALES AGREEMENT OR GROUND LEASE AGREEMENT AS NEGOTIATED

AGENCY: OFFICE OF ECONOMIC DEVELOPMENT

BASIS OF AWARD: HIGHEST SCORE BASED ON EVALUATION CRITERIA

NUMBER OF BIDS INVITED: (4) **NUMBER RECEIVED:** (3) **OTHER:** (1)

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to enter into contract negotiations with the highest ranking firm, REVA Development Corporation dba MFKREVA Development, LLC, for redevelopment of the parcels located at 851 N. Market Street and 928 N. Liberty Street. Period of service shall be from date of execution of the purchase and sales agreement or ground lease agreement as negotiated.

Funding for this award is not applicable (revenue generating). This award shall be executed by formal contract through the Office of General Counsel.

ATTACHMENTS: Recommendation Memo, Evaluation Matrix, Section 2.6

ANALYST: _____ DAVID KLAGES

RESPECTFULLY SUBMITTED: _____ GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: PAUL CRAWFORD, DEPUTY DIRECTOR, OFFICE OF ECONOMIC DEVELOPMENT

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 5 MEMBERS DISAPPROVING Ø DATE: 9/12/19

OTHER: _____

Teresa R. Eichner

ACTION OF AWARDING AUTHORITY DATE 9/13/19

APPROVED ✓ BH DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

Brian Hughes
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No: 2019-02

City of Jacksonville, Florida

Lenny Curry, Mayor

Procurement Division
Ed Ball Building
214 N. Hogan Street, Suite 800
Jacksonville, Florida 32202

ONE CITY. ONE JACKSONVILLE.

MEMORANDUM

TO: **Competitive Sealed Proposal Evaluation Committee ("CSPEC")**

FROM: **Gregory Pease, Chief of Procurement**

DATE: **June 20, 2019**

RE: **REQUEST FOR APPROVAL TO UTILIZE COMPETITIVE SEALED PROPOSAL PROCESS**

Pursuant to Chapter 126, Part 2, § 126.204, approval is requested to utilize the Competitive Sealed Proposal process to formally procure a developer for **Purchase or Lease of Jacksonville Property – Primary Parcel: 074834-0000 and Optional Parcel: 122833-0000.** As a follow-up to the same, the CSPEC is now requested to review and approve the solicitation documents attached hereto.

More specifically, the CSPEC is requested to review and approve the evaluation criteria as outlined in the attached Request for Proposal ("RFP"). Procurement's review in this matter has revealed that:

> The attached Certification Letter and the Scope of Services received from the using agency appear to be in order.
>
> The RFP has been reviewed and approved by Risk Management regarding insurance and indemnification requirements.
>
> The RFP has been reviewed and approved by EBO regarding JSEB participation goals and EBO recommends: Encouragement Plan.

It is requested that the CSPEC take these issues into consideration in its review and/or approval in this matter.

CSPEC APPROVAL

Teresa R. Eichner
Finance Director or designee

Procurement Chief or designee

James R. McCoy Jr.
General Counsel or designee

Department/Agency Representative

Public Works Director or designee