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 _____ 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 Procurement Division**

FROM: **Paul Crawford, Deputy Director, Office of Economic Development** PPC
Joe Whitaker, Special Projects Coordinator, Office of Economic Development

SUBJECT: **Competitive Sealed Proposal Evaluation Committee Meeting**
ESC-0568-19 Purchase or Lease of City Property –
851 N. Market St. (Old Armory) and 928 Liberty St.

DATE: **August 30, 2019**

The Office of Economic Development has received three proposals for the above referenced Request for Proposals (RFP). Based on the evaluation of these submittals, staff has determined that the most qualified respondent is REVA Development Corporation (dba as MFKREVA Development, LLC). Please proceed with calendaring this recommendation with the CSPEC Committee meeting on September 12th. Thank you for your attention in this matter.

Attachments: Exhibit A

cc: Kirk Wendland, OED Executive Director
David Klages, Purchasing Analyst

EXHIBIT "A"

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 date 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.