

Best and Final Offer for Responses Received for the Request for Alternative Proposals ("RAP") for a New Municipal Services Center ("MSC") and to Purchase the Existing MSC

The City received an unsolicited proposal, issued a notice of intent to sell City-owned real estate and invited alternative proposals for the development of a new MSC building and the redevelopment of the existing MSC site in accordance with Florida statute. A total of five proposals were submitted. The City then followed up with the same questions to each proposer and invited them to make a Zoom presentation. Four of the five proposers accepted the invitation. At the presentations, the City learned more about each project and has posted any additional information received by the proposers on the City's webpage. The City also contacted proposers who did not include any residential for the new MSC site to make it clear that the City was open to residential on the site if they so desired and it improved the City's financial position in the MSC economics.

To assure fairness and transparency, the City would like the four proposers to submit "Best and Final" offers. Best and Final offers will be due to the City at the end of business on July 17, 2020. Please direct the responses to Alfred Wendler, Director, Real Estate & Property Management, alfred.wendler@stpete.org. Emailed responses are preferred.

The City will require all additional questions to this request be in writing, which will be posted on the City's webpage. The City will answer these questions in writing, which posted to the City's webpage, as well so all developers can see the questions and answers in real time.

Best and Final offers should include the following:

1. Best financial offer from the proposer that offers the lowest possible cost to developing the new MSC building at the highest quality. All costs to the City must be identified. The City prefers the value of the purchase price for the existing MSC building to be applied to the cost of the new MSC building without any rental charge for the existing MSC building until the move occurs. If the offer contemplates paying for the existing MSC building prior to the City moving out of the building, and the City charged rent while occupying the building, please include the rental rate to be charged. The City is unable to purchase the building prior to October 2024. If the building is completed before then, and a lease to purchase is contemplated, please ensure an annual lease expense breakdown is included in the offer along the final purchase price.
2. List your purchase price for the existing MSC building and site.
3. Clarify on what the development will be on the existing MSC site, clear timelines for development and clarity on how it will be paid for (financial structure). Please be clear on all financial contingencies related to financial capacity and equity structure and contributions. Please identify any contingencies to performance.

4. The City wants clarity on the design elements for both sites. Please present any new conceptual renderings or changes from your first submission.

The Final and Best offers will be presented to the Mayor for his consideration. This may result in additional presentations or the Mayor may make his selection based on all the information received. The selected proposer and the City will negotiate a term sheet followed by a development agreement. If the selected proposer and the City are unable to reach an agreement on a term sheet or development agreement, the Mayor reserves the right to select another proposer. The development agreement is subject to City Council approval.

Proposers will be required to comply with all applicable laws. This may include but is not limited to laws regarding the construction or improvements of a public building, structure, or other public construction works (e.g. F.S. § 255.20) and the acquisition of professional architectural, engineering, landscape architectural, or surveying and mapping services (e.g. F.S. § 287.055). The extent to which such laws apply to portions of the project will depend on a variety of factors that have yet to be fully determined, including but not limited to the City's expenditure of funds and City ownership of improvements. Proposer is expected to be flexible in modifying its development process, if necessary, to meet any applicable requirements.