

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

All respondents are requested to provide further information related to their proposals in response to the MSC RAP, as outlined following. In the event that the original proposal addresses the question already, please reference the portion of the original submission that addressed the question for ease of reference.

All responses to the additional questions are requested to be made in writing and submitted to the City's Real Estate & Property Management Department no later than April 24, 2020. Please direct the responses to Alfred Wendler, Director, Real Estate & Property Management, alfred.wendler@stpete.org, emailed responses are preferred.

- 1) Please use 120,000 square feet for the basis of proforma estimating the cost of the new MSC building.
- 2) Please provide an all-in development budget for the new MSC building. This needs to include hard and soft cost, tenant improvements, FF&E, all fees and contingencies. Please give us an all-in cost per square foot. Will you guarantee this cost?
- 3) Please provide a specific lease rate based on this cost minus value from sale of MSC building over a 5-year period. Will you guarantee this rate?
- 4) Please provide your best purchase price for the existing MSC site. Will you guarantee this price? Explain why you are offering this price.
- 5) Will the City receive credit for this value against the lease rate and the purchase price for the new MSC site?
- 6) Will the developer front this value until the transaction takes place and the new MSC building is built?
- 7) Please provide your best percent of workforce units - 120% or less of AMI - if you are proposing residential units.
- 8) Please provide the specific terms and price for the city to purchase the new MSC building within a 5-year period after the completion of construction.
- 9) Please provide specific information on what the development will be for the Central Ave property. The City will value definitive development that will go into a future development agreement. Office and new job creation will be most valued. Hypothetical projects will be less valued.
- 10) Please provide elevations for both sites developed enough to give a sense of scale and massing.
- 11) The City is not interested in a purchase and hold strategy for the existing MSC site. Can you give a firm timeline on development that can go into a development agreement? If so please provide the timeline.
- 12) Affirm Integrated Sustainability Action Plan ("ISAP") standards developed by the City will be incorporated in the new MSC, details of which can be found at http://www.stpete.org/sustainability/integrated_sustainability_action_plan.php.