

## SAINT PETERSBURG CITY COUNCIL

Meeting of May 17, 2018

### Consent Agenda

**To: The Honorable Lisa Wheeler-Bowman, Chair, and Members of City Council**

**Subject:** Approving a construction manager agreement between the City of St. Petersburg and InterAmerica Stage, Inc. for construction services for the Coliseum Stage Rigging Project ("CM Agreement"); accepting the control estimate in an amount not to exceed \$364,360 for the construction of the project; authorizing the City Attorney's Office to make non-substantive change to the CM Agreement; authorizing the Mayor or his designee to execute the CM Agreement and all other necessary documents; approving a rescission in the amount of \$131,800 from the unencumbered balance of the City Facilities Fund (3031) Infrastructure TBD Project (16164); approving a transfer in the amount of \$131,800 from the unencumbered balance of the City Facilities Fund (3031) resulting from the above rescission to the Recreation and Culture Capital Improvement Fund (3029); approving a rescission in the amount of \$85,360 from the unencumbered balance of the Citywide Infrastructure Fund (3027) Roadway Ride Ability Improvements Project (15070); approving a transfer in the amount of \$85,360 from the unencumbered balance of the Citywide Infrastructure Fund (3027) resulting from the above rescission to the Recreation and Culture Capital Improvement Fund (3029); and approving a supplemental appropriation in the amount of \$217,160 from the unappropriated balance of the Recreation and Culture Capital Improvement Fund (3029) resulting from the above transfers to the Coliseum Improvements FY18 Project (16165), (Engineering/CID Project No. 15204-119); and providing an effective date.

**Explanation:** On December 14, 2017, the Procurement and Supply Management Department, in collaboration with the Engineering and Capital Improvements Department, issued a Request for Qualifications No. 6732 for Coliseum Stage Rigging; Construction Manager Services. The City received four (4) statements of qualifications from qualified construction managers. The four statements of qualifications were received from:

1. J. O. DeLotto & Sons, Inc.
2. Hodge Management, LLC
3. InterAmerica Stage, Inc.
4. Lema Construction & Developers, Inc.

Evaluations of the four proposals were conducted by the following staff:

Bill O'Grady, Nature Park Supervisor, Sunken Gardens  
Steve Ochsner, Senior Capital Project Coordinator, Engineering & Capital Improvements

On March 13, 2018 the evaluation committee conducted interviews with the three firms shortlisted on March 6, 2018, and ranked the firms as follows:

1. InterAmerica Stage, Inc.
2. J. O. DeLotto & Sons, Inc.
3. Lema Construction & developers, Inc.

InterAmerica Stage, Inc. was determined to be most qualified firm, taking into consideration their significant experience with stage rigging projects and qualifications of key staff members. InterAmerica has been in business for 29 years.

Upon City Council approval, the City and InterAmerica will enter into a construction manager agreement where the basis of payment is the cost of the work plus a fee.

InterAmerica has provided a Control Estimate in the amount not to exceed \$364,360 for the construction of the Coliseum stage rigging project. The Coliseum will be closed to the public between July 16, 2018, and September 16, 2018 to replace the existing stage rigging.

The City retained the services of a professional engineer in 2015 to evaluate the condition of the stage rigging system and provide design services for a new rigging system. The existing rigging uses a manual hemp system comprised of half-inch ropes and sandbags that are original to the Coliseum building. The pipe battens that support the curtains are suspended from the building's wooden framework and are no longer structurally viable. The new rigging system will replace the existing pipe battens with 1 ½" schedule 40 pipe battens to achieve a higher allowable load and will be attached to a steel frame supported by the existing wood trusses. Existing header and wood blocks will be replaced with modern steel blocks attached to new flanges and all hemp rigging will be replaced with new polyester rope. Existing draperies will be replaced with new fire code compliant draperies. InterAmerica Stage, Inc. is headquartered in Sanford, Florida, employs 74 personnel and has been in business since 1989. They have satisfactorily performed similar services for Ocala Civic Center and Miami Dade College – Lehman Theatre. Principals of the firm are Mark Thomas Black, president/treasurer and Norah C Black, secretary.

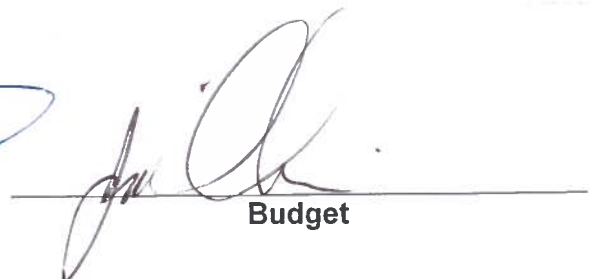
**Cost/Funding/Assessment Information:** A portion of the funding has been previously appropriated in the Recreation and Culture Fund (3029) Coliseum Improvements FY17 project (15668) and Coliseum Improvements FY18 project (16165). Additional funding will be available after approving a rescission in the amount of \$131,800 from the unencumbered balance of the City Facilities Fund (3031) Infrastructure TBD Project (16164); approving a transfer in the amount of \$131,800 from the unencumbered balance of the City Facilities Fund (3031) resulting from the above rescission to the Recreation and Culture Capital Improvement Fund (3029); approving a rescission in the amount of \$85,360 from the unencumbered balance of the Citywide Infrastructure Fund (3027) Roadway Ride Ability Improvements Project (15070); approving a transfer in the amount of \$85,360 from the unencumbered balance of the Citywide Infrastructure Fund (3027) resulting from the above rescission to the Recreation and Culture Capital Improvement Fund (3029); and approving a supplemental appropriation in the amount of \$217,160 from the unappropriated balance of the Recreation and Culture Capital Improvement Fund (3029) resulting from the above transfers to the Coliseum Improvements FY18 Project (16165), (Engineering/CID Project No. 15204-119) .

**Attachments:** Technical Evaluation (3 pages)  
Meeting Minutes (2 pages)  
Resolution

**Approvals:**

  
\_\_\_\_\_

Administrative

  
\_\_\_\_\_

Budget

**Technical Evaluation  
958-26 Construction Manager, Coliseum Stage Rigging**

**Summary Work Statement**

The City received four statements of qualifications (SOQs) for RFQ No. 6732, Construction Manager (CM) for Coliseum Stage Rigging. The construction manager will provide services with a cost-plus-a-fee contract for the design, fabrication and installation of a new Coliseum stage rigging system. The SOQs were received from the following:

1. J. O. DeLotto & Sons, Inc.
2. Hodge Management, LLC
3. InterAmerica Stage, Inc.
4. Lema Construction & Developers, Inc.

**Evaluation Committee**

Evaluation of the statements of qualifications was conducted by:

Bill O'Grady, Nature Park Supervisor  
Steve Ochsner, Senior Capital Project Coordinator

**Evaluation Criteria**

The statements of qualifications were evaluated based on the following criteria:

- Team background and experience
- Project approach
- Capacity to accomplish the work
- Relevant project examples
- MBE status of firm or sub-consultants

**Offerors' Profiles**

Below are profiles of the offerors and a summary of the strengths and weaknesses as reported after the initial, independent review.

**J. O. DeLotto & Sons, Inc.** is headquartered in Tampa, FL, and was incorporated in 1963. The firm has been in business for 71 years and employs 31 people.

Strengths include: Their broad experience; provided an example of a similar project; proposed project approach that included weekly and photographic updates; proposed use of an SBE as subcontractor and references received were positive.

Weaknesses include: Limited theater-related work and an apparent lack of rigging experience.

The statement of qualifications meets the City's requirements.

**Hodge Management, LLC** is headquartered in Largo, FL, and was incorporated in 2007. The firm has been in business as a general contractor and construction manager for 10 years and employs seven people.

Strengths include: Their ability to act in the role of construction manager and comply with SBE requirements; familiarity with the venue and knowledge of the requirements of this project.

Weaknesses include: Their limited experience as a construction manager and concerns about who would be doing the rigging.

The statement of qualifications does not meet the City's requirements

**InterAmerica Stage, Inc.** is headquartered in Sanford, FL, and was incorporated in 1989. The firm has been providing these services for 28 years and employs 74 people.

Strengths include: Their experience and qualifications for this project; proposed key staff members have performed similar jobs; knowledge and understanding of the required work; commitment to timing and schedule; many prior examples specific to this project; ability to perform 100 percent of the project that will include demolition, fabrication and installation.

Weaknesses include: No noticeable weakness is apparent.

The statement of qualifications meets the City's requirements.

**Lema Construction & Developers, Inc.** is headquartered in St. Petersburg, FL, and was incorporated in 2005. The firm has been in business for 12 years and employs 11 people.

Strengths include: Their local presence and experience with City projects; use of a subcontractor with 50 years of experience in rigging; understanding of the requirements for this project; and provided examples of prior projects and ability to comply with SBE requirements.

Weaknesses include: Their lack of prior experience working with their proposed sub-consultant.

The statement of qualifications meets the City's requirements.

### Shortlisting

The SOQs were initially evaluated solely on the evaluation criteria established in the RFQ. J. O. Hodge Management, LLC was removed from further consideration. DeLotto & Sons, Inc., InterAmerica, and Lema were ranked as follows:

| Rank | Firm                                 |
|------|--------------------------------------|
| 1.   | InterAmerica Stage, Inc.             |
| 2.   | J. O. DeLotto & Sons, Inc.           |
| 3.   | Lema Construction & Developers, Inc. |

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**Recommendation for Award**

InterAmerica Stage, Inc. has met the requirements for RFQ No. 6732 and was determined to be the most qualified firm, taking into consideration their years of providing these services and the evaluation criteria set forth in the RFQ.

InterAmerica Stage, Inc. was selected for the following reasons:

- Their significant experience and qualifications for this project
- Their understanding of the requirements of this project
- Their project approach was specific for this project
- Their ability to perform and complete the work from start to finish
- They provided examples that were specific to this project
- Their references were acceptable
- Their clarity of roles for the proposed team



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Bill O'Grady, Chair

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Steve Ochsner, Committee Member

City of St. Petersburg  
**Meeting Agenda**  
 Procurement and Supply Management

**Title:** RFQ No. 6732: Construction Manager, Coliseum Stage Rigging  
**Meeting Date:** Tuesday, March 6, 2018  
**Time:** 9:00 a.m.  
**Place:** Municipal Services Center, One 4<sup>th</sup> Street North, CR500,  
 St. Petersburg, FL

| Agenda Item  | Discussion/Action Taken   |
|--|---|
| 1. Introductions   | Evaluation Committee: Steve Ochsner, Bill O'Grady<br>Advisory Staff: Karen Dewar, Raul Quintana   |
| a. Public Comments   | No members of the public were present.  |
| b. Florida's Open Meeting Law – FS 286.011 [KD]  | Motion by: Karen Dewar to nominate Bill as Chair  |
| c. Prohibited Communication - AP #050100 [KD]  | Seconded by: Steve Ochsner  |
| d. Selection of Chairperson – Bill O'Grady   | Affirmatives: two (2)   |
| 2. Evaluations of Proposals – Oral Presentations (Strengths and Weaknesses) – Bill O'Grady | Motion made by: Bill O'Grady to shortlist InterAmerica, J.O.DeLotto and Lema  |
| a. J. O. Delotto & Sons, Inc,  | Seconded by: Steve Ochsner  |
| b. Hodge Management, LLC   | Affirmatives: two (2)   |
| c. Interamerica Stage, Inc.  |   |
| d. Lema Construction & Developer, Inc.   |   |
| 3. Shortlist/Finalist(s) for oral presentation/Interviews                                  | Action: Steve to check references for InterAmerica and Bill to check references for J. DeLotto<br>Action: Karen to notify InterAmerica, J. O. DeLotto and Lema of scheduled interviews on 3/13/2018 |
| 4. Clarifications/Questions  |   |
| 5. Adjournment   | Meeting adjourned at 9:50 a.m.  |

City of St. Petersburg  
**Meeting Minutes**  
 Procurement and Supply Management

**RFQ No. 6732:** Construction Manager, Coliseum Stage Rigging  
**Meeting Date:** Tuesday, March 13, 2018  
**Time:** 3:00 p.m.  
**Place:** Municipal Services Center, One 4<sup>th</sup> Street North, CR500,  
 St. Petersburg, FL

| Agenda Item  | Discussion/Action Taken   |
|--|---|
| 1. Introductions   | Evaluation Committee: Steve Ochsner, Bill O'Grady<br>Advisory Staff: Karen Dewar, Raul Quintana |
| <ul style="list-style-type: none"> <li>a. Public Comments</li> <li>b. Florida's Open Meeting Law – FS 286.011 [KD]</li> <li>c. Prohibited Communication - AP #050100 [KD]</li> </ul> | No members of the public were present.  |
| 2. Evaluations of Proposals – Oral Presentations (Strengths and Weaknesses) – Bill O'Grady   | Motion made by: Bill O'Grady to rank Interamerica #1, J. O. DeLotto #2 and Lema #3              |
| <ul style="list-style-type: none"> <li>a. J. O. Delotto &amp; Sons, Inc,</li> <li>b. Interamerica Stage, Inc.</li> <li>c. Lema Construction &amp; Developer, Inc.</li> </ul>         | Seconded by: Steve Ochsner<br>Affirmatives: two (2)   |
| 3. Ranking   |   |
| 4. Clarifications/Questions  |   |
| 5. Dissolution   | Dissolution of Committee at 3:30 p.m.   |

RESOLUTION NO. 2018-\_\_\_

A RESOLUTION APPROVING A CONSTRUCTION MANAGER AGREEMENT BETWEEN THE CITY OF ST. PETERSBURG, FLORIDA, AND INTERAMERICA STAGE, INC. ("INTERAMERICA") FOR INTERAMERICA TO PROVIDE CONSTRUCTION SERVICES FOR THE COLISEUM STAGE RIGGING PROJECT ("CM AGREEMENT"); ACCEPTING THE CONTROL ESTIMATE IN AN AMOUNT NOT TO EXCEED \$364,360 FOR THE CONSTRUCTION OF THE PROJECT; AUTHORIZING THE CITY ATTORNEY'S OFFICE TO MAKE NON-SUBSTANTIVE CHANGE TO THE CM AGREEMENT; AUTHORIZING THE MAYOR OR HIS DESIGNEE TO EXECUTE THE CM AGREEMENT AND ALL OTHER NECESSARY DOCUMENTS; RESCINDING AN UNENCUMBERED APPROPRIATION IN THE AMOUNT OF \$131,800 IN THE CITY FACILITIES FUND (3031), INFRASTRUCTURE TBD PROJECT (16164); APPROVING A TRANSFER IN THE AMOUNT OF \$131,800 FROM THE UNAPPROPRIATED BALANCE OF THE CITY FACILITIES FUND (3031), RESULTING FROM THE ABOVE RESCISSION, TO THE RECREATION AND CULTURE CAPITAL IMPROVEMENT FUND (3029); RESCINDING AN UNENCUMBERED APPROPRIATION IN THE AMOUNT OF \$85,360 IN THE CITYWIDE INFRASTRUCTURE FUND (3027), ROADWAY RIDE ABILITY IMPROVEMENTS PROJECT (15070); APPROVING A TRANSFER IN THE AMOUNT OF \$85,360 FROM THE UNAPPROPRIATED BALANCE OF THE CITYWIDE INFRASTRUCTURE FUND (3027), RESULTING FROM THE ABOVE RESCISSION, TO THE RECREATION AND CULTURE CAPITAL IMPROVEMENT FUND (3029); APPROVING A SUPPLEMENTAL APPROPRIATION IN THE AMOUNT OF \$217,160 FROM INCREASE IN THE UNAPPROPRIATED BALANCE OF THE RECREATION AND CULTURE CAPITAL IMPROVEMENT FUND (3029), RESULTING FROM THE ABOVE TRANSFERS, TO THE COLISEUM IMPROVEMENTS FY18 PROJECT (16165); AND PROVIDING AN EFFECTIVE DATE.

WHEREAS, the City of St. Petersburg, Florida ("City") issued a Request for Qualifications ("RFQ") for Construction Manager Services for the Coliseum Stage Rigging Project on December 14, 2017; and

WHEREAS, the City received four statements of qualifications from (1) J.O. DeLotto & Sons, Inc. ("J.O. DeLotto"); (2) Hodge Management, LLC; (3) InterAmerica Stage, Inc. ("InterAmerica") and (4) Lema Construction & Developers, Inc. ("Lema") in response to the RFQ; and

WHEREAS, the selection committee (Bill O'Grady and Steve Ochsner) met on March 6, 2018, to discuss the statements of qualifications and voted to short-list and hear presentations from InterAmerica, J.O. Delotto, and Lema; and

WHEREAS, the three short-listed firms made presentations to the selection committee on March 13, 2018; and



WHEREAS, based on the presentations and statements of qualifications submitted by the three short-listed firms, the selection committee deliberated in the March 13, 2018 open public meeting and ranked InterAmerica as the most qualified firm to provide construction manager services for the Coliseum Stage Rigging Project with J.O. Delotto ranked second and Lema ranked third; and

WHEREAS, the City wishes to contract with InterAmerica for InterAmerica to provide construction services for the Coliseum Stage Rigging Project and InterAmerica wishes to accept such duties and responsibilities on all the terms and conditions set forth in the construction manager agreement between the City and InterAmerica.

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of St. Petersburg, Florida, that the Construction Manager Agreement between the City of St. Petersburg, Florida, and InterAmerica Stage, Inc. ("InterAmerica") for InterAmerica to provide construction services for the Coliseum Stage Rigging Project ("CM Agreement") is hereby approved.

BE IT FUTHER RESOLVED that the control estimate in an amount not to exceed \$364,360 for the construction of the project is hereby accepted.

BE IT FURTHER RESOLVED that the City Attorney's Office is authorized to make non-substantive changes to the CM Agreement.

BE IT FURTHER RESOLVED that the Mayor or his designee is authorized to execute the CM Contract and all other necessary documents.

BE IT FUTHER RESOLVED that the unencumbered appropriation in the amount of \$131,800 in the City Facilities Fund (3031), Infrastructure TBD Project (16164) is hereby rescinded.

BE IT FUTHER RESOLVED that there is hereby approved the following transfer from the unappropriated balance of the City Facilities Fund (3031), resulting from the above rescission, to the Recreation and Culture Capital Improvement Fund (3029) for FY 2018:

|  |           |
|--|-----------|
| <u>City Facilities Fund (3031)</u>                     |           |
| Recreation and Culture Capital Improvement Fund (3029) | \$131,800 |

BE IT FUTHER RESOLVED that the unencumbered appropriation in the amount of \$85,360 from the City Infrastructure Fund (3027), Roadway Ride Ability Improvements Project (15070) is hereby rescinded.

BE IT FUTHER RESOLVED that there is hereby approved the following transfer from the unappropriated balance of the Citywide Infrastructure Fund (3027), resulting from the above rescission, to the Recreation and Culture Capital Improvement Fund (3029) for FY 2018:

Citywide Infrastructure Fund (3027)

Recreation and Culture Capital Improvement Fund (3029) \$85,360

BE IT FURTHER RESOLVED that there is hereby approved from the increase in the unappropriated balance of the Recreation and Culture Capital Improvement Fund (3029), resulting from the above transfers, the following supplemental appropriation for FY 2018:

Recreation and Culture Capital Improvement Fund (3029)

Coliseum Improvements FY18 Project (16165) \$217,160

This resolution shall become effective immediately upon its adoption.

APPROVALS:

  
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City Attorney (designee)  
00374910

  
\_\_\_\_\_  
Budget Director