

February 9, 2018
Addendum No. 1
RFQ No. 17-18-404

Development of Tent Site

Each recipient of this Addendum acknowledges all of the provisions set forth in the Request for Qualification (RFQ) and agrees to be bounded by the terms thereof.

This addendum shall modify, clarify, change or add information and become part of the above referenced RFQ.

The purpose of this addendum is to respond questions. The other terms and conditions remain the same unless otherwise modified in this addendum.

A. Questions and Answers

1. Can you please provide a boundary survey of the Tent Site, with utilities and any topographic information, if possible?

Answer: We don't have a current boundary survey.

2. Can you please provide the document describing the preliminary results from a mobility study currently being commissioned by the City that indicate the need for the transportation uses at the Tent Site?

Answer: Discussions with the Mobility Study consultants indicated the need. The Draft Study is not ready to be released.

3. Can you please provide the document or study in which economic development professionals in the City and County describe the need for Class A office space in the vicinity of the Tent Site?

Answer: An economic study is being commissioned this month. We have no formal document or study that indicates the need but anecdotal evidence from losing a number of recent bids indicate that. Further, the recent effort by the Related Companies to build a 25-story class-A office tower in WPB underpins that assumption.

4. The RFQ states its purpose is to serve as a pre-qualification for a future Request for Proposals (RFP) limited to those successful respondents. The City has not identified any specific design considerations other than in general terms but will incur a substantial investment of time and costs to frame its more detailed interests for the site. A proper response to a future RFP will require significant costs to be incurred by respondents and the substantial investment of time and resources – by both the City/CRA and “successful respondents” – regarding preparation of relevant materials and engagement of discussions. In addition, given that there is present demand for office space which could change if the site is not developed within the current business cycle, and given that capital rates and the cost of construction materials still remain somewhat affordable but are expected to change soon we believe that it is in the mutual best interest of all parties to save cost and time and therefore the City consider engaging with a Developer on an exclusive basis for a period of time in order to enter into and achieve an exclusive development agreement – by which development of the Tent Site would occur. Please

provide your views in response to the foregoing and advise how the City/CRA's approach to the subsequent RFP might differ from our description.

Answer: We anticipate that the CRA will follow a process similar to what you described, depending on the direction of the Board.

5. Please confirm that the City/CRA would approach the Tent Site development using a long-term ground lease structure to derive a consistent stream of revenue for the benefit of the City/CRA, with lessee holding a purchase take-out option in the future with phased rent for pre-development and construction periods and with ground rents derived in accordance with the sites uses.

Answer: That's one of the possible scenarios.

6. Assuming that development of the Tent Site will be undertaken to accommodate multiple uses desired by the City/CRA and, generally, the marketplace, please list and rank – in order of preference to the City/CRA – the following, potential uses for the Tent Site on its development:

- o Class-A Office
- o Hospitality
- o Multifamily Residential
- o Open/Public Space
- o Restaurant/Retail
- o Transit/Transportation Hub
- o Other – Please identify

Answer: For the purpose of this RFQ, the Agency is not going to give direction to the market but, rather, consider the proportionate proposals of the selected development candidate.

7. Please express the following, in accordance with the overall site area of the Tent Site (103,053 square feet), relevant zoning and concurrency considerations, and the desired uses and planning relevant to the City/CRA: the upward limitations to development of the Tent Site in terms of lot coverage, open space, overall project square footage, square footage for each particular use, total number of stories for relevant structures, and, as relevant, all manner of other development considerations.

Answer: Again, these will all be subjects for discussion with the most qualified respondent and are premature for this RFQ.

8. Does the City/CRA envision that private uses to be developed on the Tent Site, e.g., Class-A Office, Hospitality, Multifamily Residential, Restaurant/Retail, etc., would occur in a single base/tower structure or within multiple, multi-story structures?

Answer: We have seen proposals for both and feel that there are cases to be made for both, depending on the quality of the architecture.

9. Does the City/CRA visualize that development of the Tent Site will deliver a minimum amount of Open/Public Space and, if so, what minimum portion of the overall site area of the Tent Site would be utilized for this purpose?

Answer: TBD in development discussions.

10. Please list and prioritize – in order of preference to the City/CRA – the public components most desired by the City/CRA to benefit the local community by development of the Tent Site, e.g., establishment of Open/Public Space (and please confirm whether to be passively or actively utilized), creation of a Transit/Transportation Hub, creation of opportunities for veteran-owned and locally-owned and/or small business vendors, and community benefits for the overall good, etc.

Answer: Again, it is premature to have this discussion for an RFQ, which focuses on the ability of a potential development partner to deliver a product in line with the general concept described in the RFQ.

Proposers must acknowledge receipt of this Addendum No. 1 in the space provided below. This Addendum forms an integral part of the RFQ documents and therefore must be executed. Failure to return this addendum with your proposal submittal may be cause for disqualification.

Issued By: City of West Palm Beach
Procurement Department

Signed By: 
Frank Hayden
Procurement Director

Proposer: _____

Signed By: _____

Print Name: _____

Title: _____

Date: _____

End of Addendum No. 1