



ITEM 8B.

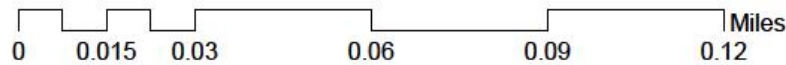
Discussion – RFQ/P West
Atlantic Avenue – SW 600, 700,
800 Blocks W. Atlantic Avenue

WEST ATLANTIC AVENUE PROPERTIES SW 600-800 BLOCKS

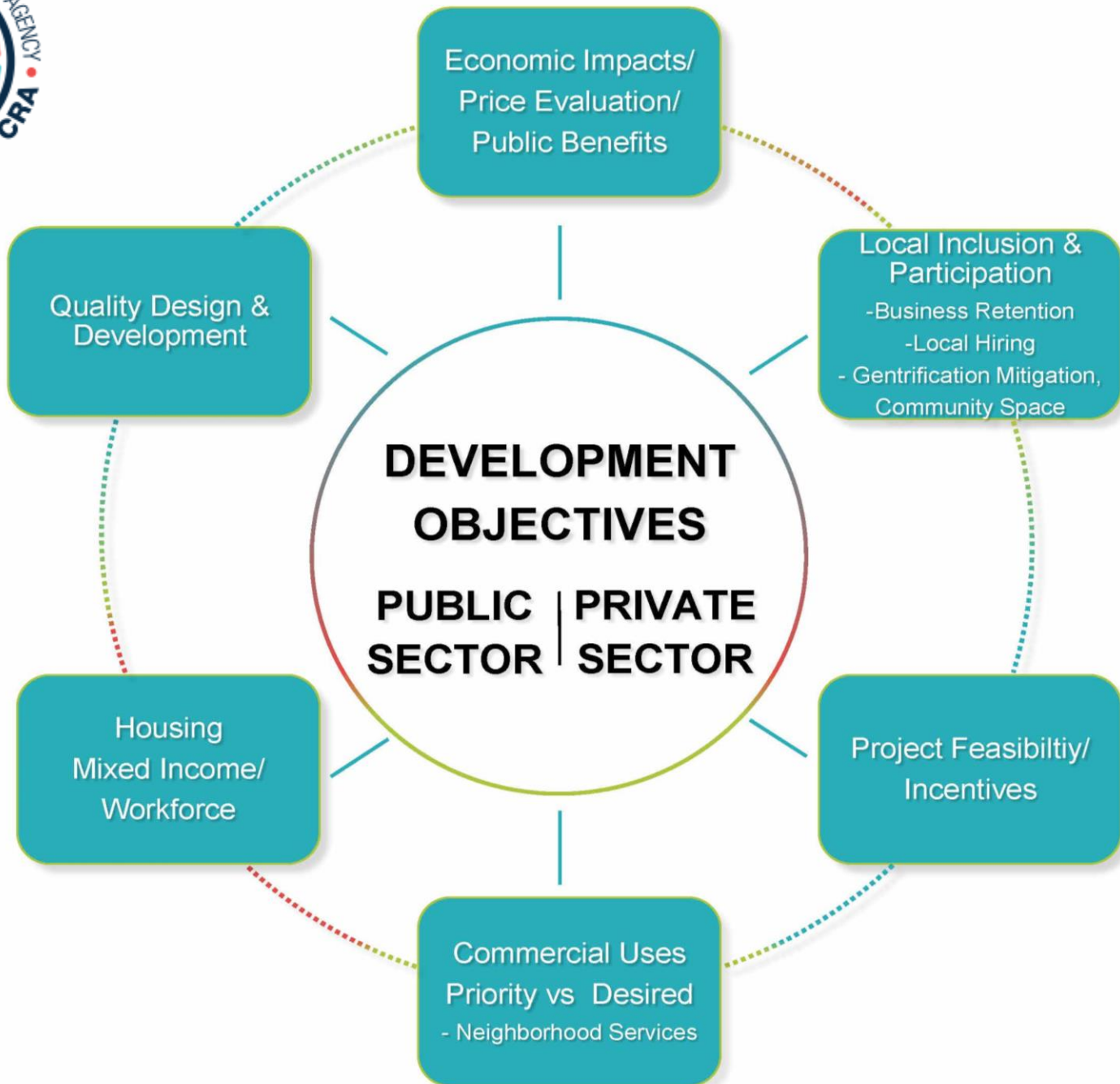


LEGEND

- ZONING DISTRICT
- CRA-OWNED PARKING LOT
- CRA-OWNED PARK
- DEVELOPED - HOTEL
- CRA-OWNED
- UNDER CONTRACT



GENERAL PUBLIC SECTOR GOALS





What is this RFQ/P?

One Document

Two Steps

One Objective =

**Inclusive Development on
W. Atlantic Avenue**



RFQ/P – Project Objectives and Requirements

- 1) Development Objectives – p. 7
- 2) Consideration for The Set Branding Initiative – p. 8
- 3) Residential Requirement – p. 8
- 4) Priority Uses – p. 9
- 5) Local Inclusion and Participation Requirement – p. 9
- 6) Existing Tenant and Local Small Business Relocation Plan – p. 10
- 7) Economic Development Incentives & Public/Private Partnership Opportunities – p. 10



Step One – Request for Qualifications

p. 12-14

- Proposers are invited to submit the following:
 - Overview of proposed project
 - Development firms information, qualifications, and experience
 - Sample projects and references
 - Financial capacity and capability
 - Deposit



RFQ Qualification Procedure

p. 15-16

- CRA review committee will review proposals and identify qualified candidates.
- CRA Board notified of qualified candidates.
- Qualified candidates notified that they may proceed to Step Two and submit a proposal.



Opportunity for Community Input

- Prior to responding to the RFP in Step Two, proposers may meet with WARC to present their proposed development concept to gain community feedback.



Step Two – Request for Proposals

p. 17-20

- Proposers are invited to submit the following:
 - Detailed development concept including site plans that include a full service grocer, use plan, and project schedule.
 - Community inclusion (details to follow)
 - Project financial structure
 - Fiscal impact



Local Inclusion & Participation

- Local Small Business Participation & Inclusion Plan
 - Award to at least six (6) Delray Beach Subcontractors/Vendors
 - Business or Owner's Residential Address from the Targeted Impact Recruitment Areas
- Local Hiring Plan
 - Skilled and unskilled construction jobs with at a minimum livable wages for at least 30 (thirty) local persons with primary residence is in the Targeted Impact Recruitment Areas
- Construction Management "Teaming" or "Joint Venture" Plan with Local General Contractors
 - Local = Delray Beach, PBC, S. FL –Treasure Coast
 - Local GC with Business or Owner's Residential Address in Delray Beach City Limits
- Willingness to work with the CRA and other identifiable community partners to outline and support these community benefit goals



RFP Scoring Criteria

Item	Criteria	Evaluation Criteria
1.	Project Concept 30 Points	<ul style="list-style-type: none"> • Provides for a mixed-use concept /parking etc. • Grocer (REQUIRED USE) • Inclusion of priority uses • Design/architectural • Size and Scale of project • Schedule to deliver project • Enhances the City's unique identity and sense of place • Integrates into neighborhood and emphasizes aesthetic massing and proportion and establishes a strong relationship with the streets
2.	Community Inclusion 30 Points	<ul style="list-style-type: none"> • (6) Subcontractors commitment • (30) Local hires commitment • Other (describe)
3.	Financial Structure 15 points	<ul style="list-style-type: none"> • Pro Forma review • Sufficient capital • Equity commitments • Project cash flow projections
4.	Fiscal impact 25 Points	<ul style="list-style-type: none"> • Provides for the highest or best purchase price or best lease terms • Provides new jobs for residents of the city and county • Provides a substantial economic impact to the City of Delray Beach



Draft RFP Selection Procedure

p. 21-22

- 1) Review committee evaluates and ranks proposal.
- 2) WARC input on proposals.
- 3) Presentations by up to 3 of the top ranked proposers to the CRA Board.
- 4) CRA Board selects top-ranking proposer.
- 5) CRA Staff negotiates with top-ranking proposer. If agreement cannot be reached within 90 days, CRA Staff will end negotiations with top ranking proposer and begin negotiations with the next highest proposer until an agreement is reached.



Private Sector Feedback

- 1) Willingness to accommodate local retailers.
- 2) Open to providing workforce housing off-site for density bonus.
- 3) Open to hiring local subcontractors and laborers who are *qualified* and have *competitive pricing*.
- 4) Open to construction training and mentorship programs.
- 5) Additional development requirements may cause difficulty with *financing project*.
- 6) Additional development requirements may affect *offer price* for land.

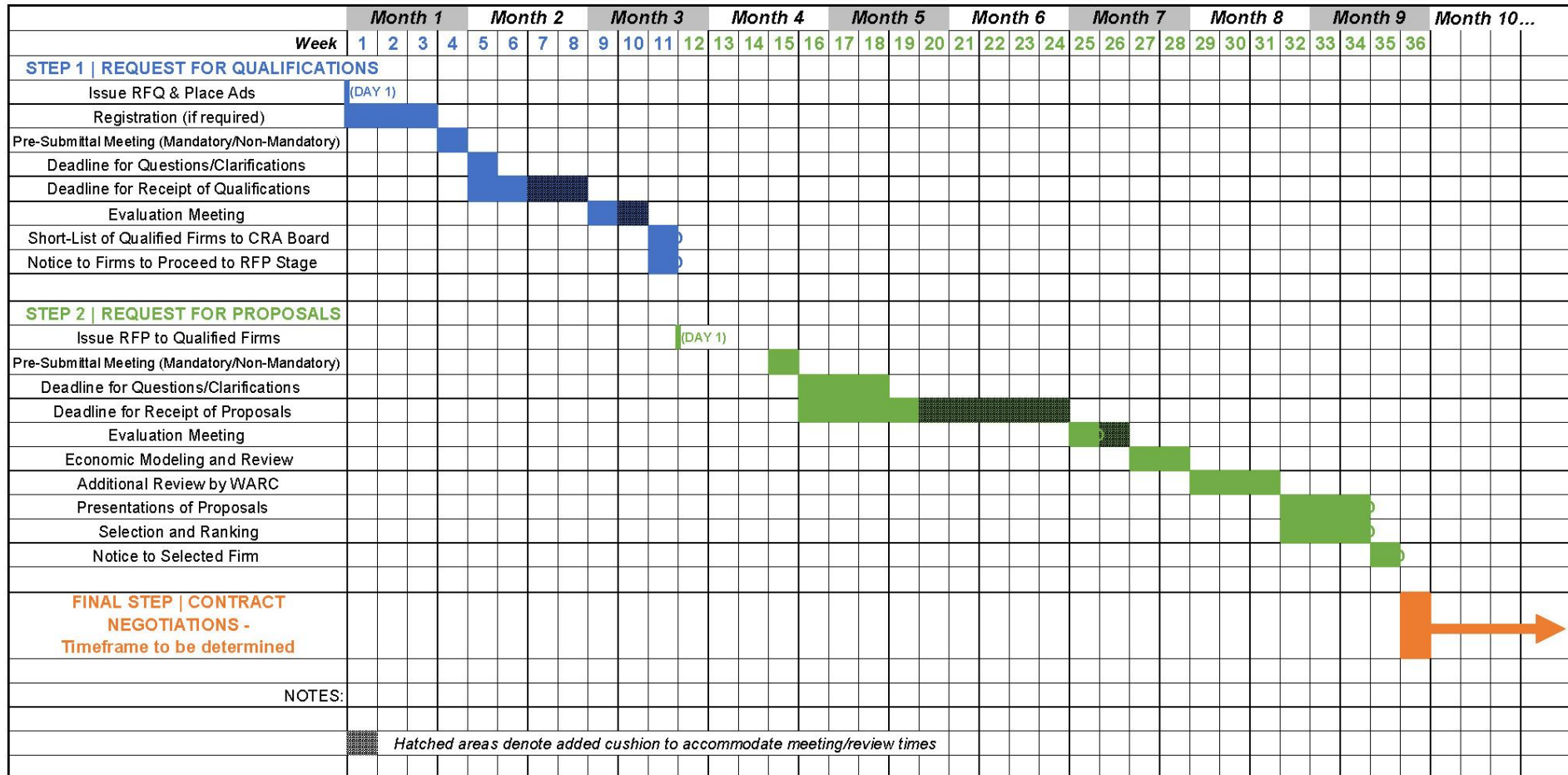


Open Items for Discussion

- 1) Building height on W. Atlantic Avenue – 3 floors?
- 2) Residential density – 30 du/ac
- 3) Parking – On-site - Off-site
- 4) SW 900 Block of W. Atlantic Avenue
- 5) 606 W. Atlantic Avenue – Repurpose/Activation



RFQ/P Timeline



Hatched areas denote added cushion to accommodate meeting/review times

WEST ATLANTIC AVENUE PROPERTIES SW 600-800 BLOCKS



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