The logo of the Delray Beach Community Redevelopment Agency is a circular emblem. The top half features a stylized house with a red roof and green walls. The bottom half features a teal background with white and light blue stylized waves or leaves. The text is overlaid on this logo.

Delray Beach Community
Redevelopment Agency
Board Meeting

Tuesday, January 15, 2019
1:30 p.m.



ITEM 9A.

DISCUSSION

POINT-TO-POINT TRANSPORTATION SERVICES



POINT-TO-POINT TRANSPORTATION SERVICES

- November 14, 2018 - Joint CRA/DDA Workshop
 - Comments from Joint Workshop:
 - Most of the members would like to have an open vehicle
 - A Pilot program would include gathering data
 - A service area needs to be defined
 - Funding of the program may include marketing Ads from hotels, restaurants, etc.
 - Transportation options may include more than 1 program: Palm Tran, Trolley, Chevy Volt, GEM carts, and bikes.

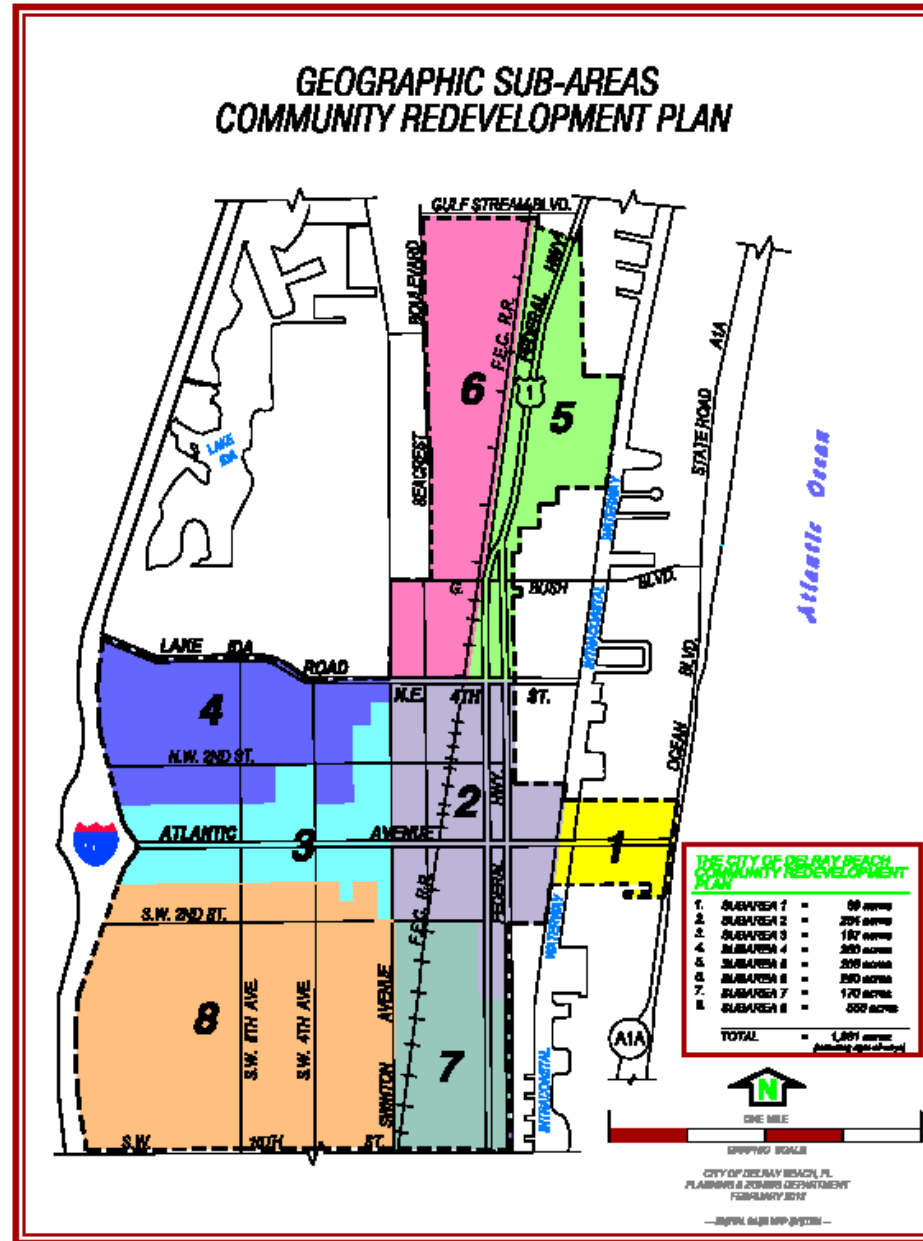


POINT-TO-POINT TRANSPORTATION SERVICES

- Options:
 - Piggyback City of Hollywood RFP
 - RFP Awarded – October 2018 and contract being negotiated.
 - CRA issue RFP for 6-12 month Pilot Program
 - RFP issue date – January 28, 2019
 - RFP due date – February 7, 2019
 - Tentative award date – March 12, 2019



POINT-TO-POINT TRANSPORTATION SERVICE AREA





ITEM 10A.

BUDGET AMENDMENT NO. 1

FISCAL YEAR 2018-2019



BUDGET AMENDMENT NO. 1 FISCAL YEAR 2018-2019

	<u>Resolution 2018-17 Budget FY 2018-2019</u>	<u>Proposed Changes</u>	<u>Exhibit B Resolution 2019-01 FY 2018-2019 Budget Amendment No. 1</u>
<u>Revenue</u>			
4005 · TIF - City of Delray Beach	\$13,067,003	(\$5,849)	\$13,061,154
4010 · TIF - County	\$9,231,997	\$4,948	\$9,236,945
2833 · Proposed Financing	\$1,707,587	(\$456,816)	\$1,250,771
<u>Expenditures</u>			
5115 · West Atlantic- Land Acquisition	\$1,500,000	(\$1,000,000)	\$500,000
5210 · Downtown Master Plan-SE 1st Street 2 way conversion - Signal (CIP)	-	\$250,000	\$250,000
5306 - SW Neighborhood- Village Square Elderly Loan		\$372,283	\$372,283
5610- Other- Land Acquisitions	\$500,000	(\$500,000)	
7376 · Community Imp & Economic Development-A-GUIDE Funding	\$1,734,000	\$10,000	\$1,744,000
7470 - Community Imp & Economic Development-Tennis Tournament Sponsorship	\$1,005,000	(\$100,000)	\$905,000
8215 · Administration-Office Equipment (Assets) (G/L#8215)	\$10,000	\$15,000	\$25,000
8307 · Administration-Office Space Maintenance	\$150,000	\$100,000	\$250,000



ITEM 10B.

FIRST AMENDMENT TO CRA/CITY
INTERLOCAL AGREEMENT FOR
FUNDING

CONSTRUCTION/PROFESSIONAL
SERVICES FY 2018-2019



ITEM 10C.

DELRAY BEACH COMMUNITY LAND TRUST
SECOND MORTGAGE SUBSIDY
REQUEST

PURCHASE OF 23 SW 14TH AVENUE

SUBSIDY REQUEST:

\$25,000



ITEM 10D.

DELRAY BEACH COMMUNITY LAND TRUST
LETTER OF INTENT TO
ACQUIRE AND DEVELOP

21 SW 13TH AVENUE

246 NW 8TH AVENUE



DBCLT LETTER OF INTENT TO ACQUIRE & DEVELOP 21 SW 13TH AVENUE





DBCLT LETTER OF INTENT TO ACQUIRE & DEVELOP 246 NW 8TH AVENUE





ITEM 10E.

PURCHASE & SALE AGREEMENT

242 NW 6TH AVENUE

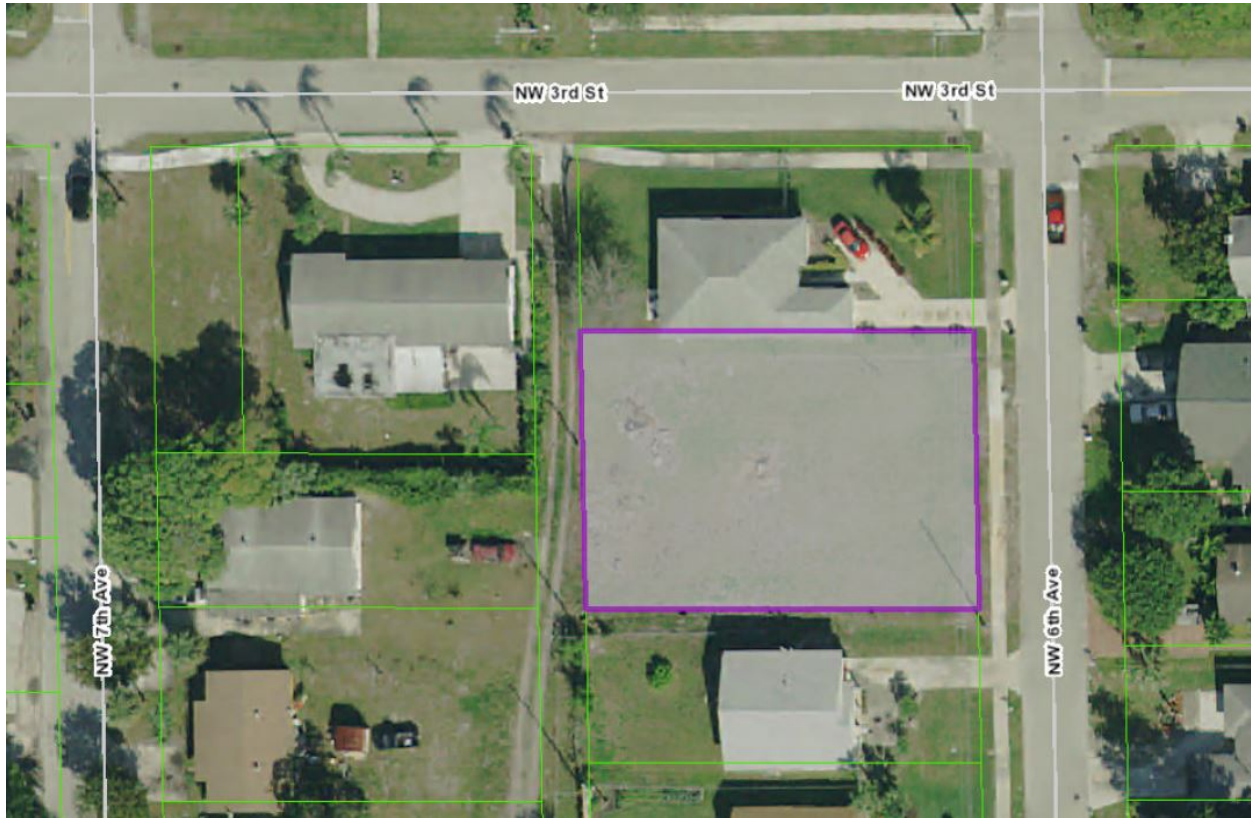
PURCHASE PRICE:

\$94,000



PURCHASE & SALE AGREEMENT

242 NW 6TH AVENUE





ITEM 10F.

JOHNSON MEMORIAL CHAPEL
LETTER OF INTENT TO LEASE

606 W. ATLANTIC AVENUE



JOHNSON MEMORIAL CHAPEL LETTER OF INTENT TO LEASE

606 W. ATLANTIC AVENUE





ITEM 10G.

AMENDMENT TO SITE DEVELOPMENT ASSISTANCE GRANT

CEASAR'S CATERING & MORE, LLC
37 SW 5TH AVENUE



AMENDMENT TO SITE DEVELOPMENT ASSISTANCE GRANT CEASAR'S CATERING & MORE, LLC

- Original Award: \$27,711.12
 - 100% reimbursement of first \$10,000; 40% reimbursement thereafter
 - 2 possible payments before completion; 3rd and final payment (25% of approved award) to be withheld until after C.O.
- Additional Request: \$28,524.79 @ 100% reimbursement
 - Ability to request disbursements weekly or bi-weekly during construction
 - Payments either by reimbursement to grantee, or direct to vendor
- Revised Award: \$56,235.91 max.
 - Bi-weekly disbursements available, by grantee reimbursement or direct to vendor



Delray Beach CRA Financial Review of Proposals West Atlantic Properties

1

JANUARY 15, 2019

PMG ASSOCIATES, INC.

Purpose of Review

2

- **Our firm was originally tasked to complete three reviews.**
 - Examine the financial capability of the proposers
 - Determine the return to the CRA and the City
 - Determine the absorption of the development components
- **Later a fourth review was added**
 - Examine the Community Benefits offered by the proposers

Financial Review

3

- **Five of the six proposers provided the financial information requested**
 - Land America did not provide financial information
- **Five factors were reviewed through examination of Financial Statements**
 - Current Ratio – Measure Liquidity
 - Rate of Return on Assets – Measure of Profitability
 - Debt to Total Assets – Measure of ability to Cover Debt
 - Debt to Equity – Measure of Leverage
 - Cash on Hand – Ability to meet Equity portion of project

Results of Financial Review

4

- **No opinion regarding Land America**
- **All other proposers are in good to great financial position**

Return to CRA

5

- **Purchase Price for land**
- **TIF generation (Net Present Value at 3.5 % Discount Rate)**
- **Less Incentives requested (Can not determine if the proposers can qualify for the incentives)**

Land Purchase

6

Proposer	Purchase Price
BH3	\$0
Jones/New Urban	\$4,000,000
Kayne Anderson	\$4,000,000
Land America	\$4,200,000
Prime Developers	\$4,000,000
Uptown Delray	\$4,150,000

TIF Generation

7

- **Same procedure used for all proposers**
 - Estimated Taxable Value at 85% of Hard Costs only
 - Increase Taxable Value at a rate of 4% per year
 - Discounted the income stream at a Discount Rate of 3.5% annually
 - Used current Delray Beach and Palm Beach County Ad Valorem Rates
- **Some proposers listed a Taxable Value that did not compare with our standard procedure**

TIF Generation

8

- **Estimated year to add to Tax Rolls based on the development schedule stated in the proposal. Typically 2 years**
- **Few exceptions:**
 - Uptown Delray states that they already have approvals and can come on line earlier
 - Kayne Anderson stated they have a 33 month development time frame and therefor are added to the Tax Rolls in Year 3
 - Jones/New Urban noted a phasing of some of the buildings and a partial amount was added a year earlier

Incentives Requested

9

Proposer	Incentive
BH3	\$13,700,000
Jones/New Urban	\$350,000
Kayne Anderson	\$0
Land America	\$0
Prime Developers	\$250,000
Uptown Delray	\$250,000

Results of Return to CRA

10

Proposer	Total Return
BH3	-\$ 3,806,508
Jones/New Urban	\$ 9,556,853
Kayne Anderson	\$10,325,891
Land America	\$10,159,931
Prime Developers	\$10,139,515
Uptown Delray	\$10,426,751

Return to City

11

- **Franchise Fees**
- **Utility Taxes**
- **Communications Service Taxes**
- **Stormwater Fees**
- **Intergovernmental Revenues such as State Shared Revenue and Gas Tax**
- **The 5% retained by the City from Increment Ad Valorem Taxes**

Return to City - Annual

12

Proposer	Total Return
BH3	\$135,350
Jones/New Urban	\$ 96,600
Kayne Anderson	\$121,639
Land America	\$ 97,522
Prime Developers	\$101,542
Uptown Delray	\$ 95,123

Job Generated – Full Time Equivalent

13

Proposer	Number of Jobs
BH3	310
Jones/New Urban	107
Kayne Anderson	331
Land America	132
Prime Developers	259
Uptown Delray	235
Note: Based on jobs per square foot (Page 9 of the report)	

Absorption

14

- **All elements can be easily absorbed within 1 to 2 years**
- **The office component of Kayne Anderson may take up to three years**

Required Elements

15

- **All proposers agree to meet the requirements of the RFP**
 - Include Grocery
 - Relocation Plan
 - Six subcontractors from target Zip Codes
 - Hire at least 30 local persons for construction
 - Two job fairs
 - Work with CRA and local agencies

Community Benefits

16

- **Program Elements**
 - Grocery
 - Retail Letter of Intent
 - Office/Hotel Letter of Intent
 - Workforce Housing
 - Public Space
 - Amenities
 - Parking
- **Local Inclusion**
- **Tenant Relocation**
- **Community Engagement**

BENEFIT MATRIX

Program Elements

Category	BH3	Jones/New Urban	Kayne Anderson	Land America	Prime	Uptown Delray
Grocery	33,000 s.f., LOI Atlantic Retail (Aldi) Sprouts Farmers Market	22,000 s.f., LOI Healthier Choices Mgt. Atlantic Retail (Aldi) Sabor Tropical Supermarket	20,000 s.f., LOI Atlantic Retail (Aldi) Vegan Fine Foods Uplift	20,300 s.f., No LOI	22,000 s.f., LOI Atlantic Retail (Aldi) Sprouts Farmers Market	19,662 s.f., LOI Katz & Assoc.
Retail LOI*	No	Yes	No	5,000 s.f. of space, LOI	Yes	Yes
Office/Hotel LOI*	No	No	Yes	No	Yes	No
Workforce Housing	18 Existing on adjacent property	27	54 Providing assistance in securing financing for the Delray Beach Housing Authority, already programmed	44	24	22
Public Space	<ul style="list-style-type: none"> • 40,700 square feet civic greenspace 	<ul style="list-style-type: none"> • Community Garden • Tot Lot • Dog Park • Shaded Walkways • Pedestrian Path 20,000 square feet 	<ul style="list-style-type: none"> • 65,000 s.f of greenspace • Joint-use facility for meetings/community events/recreation 	<ul style="list-style-type: none"> • Court Yard • Open Space – Dry Retention 	<ul style="list-style-type: none"> • West Atlantic Plaza • Community Space 	<ul style="list-style-type: none"> • Pocket Park • Tot Lot • 2,750 s.f. park with fountain
Amenities	<ul style="list-style-type: none"> • Fitness Center • Clubhouse • Bike Sharing Stations 	<ul style="list-style-type: none"> • Fitness Center • Business Center • Pool 	<ul style="list-style-type: none"> • Event space in separate building 	<ul style="list-style-type: none"> • Clubhouse 	<ul style="list-style-type: none"> • Fitness Center • Special Rates on Retail • Pool 	<ul style="list-style-type: none"> • Pool
Parking	744 Total Structured	428 Total Surface	522 Total Structured and Surface	583 Total 381 for residential 202 for commercial 67 of 202 will be on-street	544 Total 360 Structured 105 Surface 79 on-street spaces	390 Total 319 in surface lots 71 on-street spaces

LOI – Letter of Intent

BENEFIT MATRIX

Local Inclusion Plan

Category	BH3	Jones/New Urban	Kayne Anderson	Land America	Prime	Uptown Delray
<p>Local Inclusion Plan (RFP requirements:</p> <ul style="list-style-type: none"> • Includes 6 subs or vendors • Hire 30 construction jobs from target Zip Codes • 2 Job Fairs for construction jobs • Work with CRA and partners for permanent hiring) 	<ul style="list-style-type: none"> • Agrees to terms in RFP. • Indicates their selected General Contractor has an office a few blocks from the project. • Will establish training and apprenticeship program for Project. • De-Bundle project to allow smaller contractors opportunity. 	<ul style="list-style-type: none"> • Agrees to terms in RFP. • Has agreement with a Delray Beach-based minority contractor to build at least 3 buildings. • Has agreements with two Delray Beach-based, minority contractors to assist in identifying and contracting with local small businesses. • Will give preference to artists with connection to “The Set” for public art included in Project • Will give 3% bidding preference on long term maintenance contracts to businesses based in “The Set” after construction. 	<ul style="list-style-type: none"> • Agrees to terms in RFP. • Will hold job fairs in conjunction with General Contractor and Thrive, LLC 	<ul style="list-style-type: none"> • Agrees to terms in RFP. • Job fairs to be conducted by Pugliese Creative Ventures and/or the project General Contractor 	<ul style="list-style-type: none"> • Agrees to terms in RFP. • Will conduct job fairs themselves. • Have already reached out to subcontractors in the target Zip Codes • Will continue program developed for the existing hotel construction 	<ul style="list-style-type: none"> • Agrees to terms in RFP. • Will engage Dahlia Baker to conduct job fairs

BENEFIT MATRIX
 Tenant Relocation Plan

Category	BH3	Jones/New Urban	Kayne Anderson	Land America	Prime	Uptown Delray
Tenant Relocation Plan	<ul style="list-style-type: none"> • Commits to offering tenants relocation to space comparable to each's existing space. • Will offer each tenant first right of refusal to return when project complete. • Will make space available in project for existing tenants and other community-based tenants at below-market rents. 	<ul style="list-style-type: none"> • Has reached out to tenants and provided information as requested in RFP where available. Including provision of below market rents. 	<ul style="list-style-type: none"> • Has reached out to tenants and provided information as requested in RFP where available. 	<ul style="list-style-type: none"> • Has reached out to tenants and provided information as requested in RFP where available. • Supply temporary relocation space • Offer existing tenants same rates as current 	<ul style="list-style-type: none"> • Commits to temporary relocation of existing tenants during construction. • Will offer reduced rent to relocated tenants 	<ul style="list-style-type: none"> • Commits to contacting tenants upon selection.

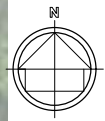
BENEFIT MATRIX

Community Engagement

Category	BH3	Jones/New Urban	Kayne Anderson	Land America	Prime	Uptown Delray
Community Engagement Strategy	<ul style="list-style-type: none"> • Will continue Community Engagement through website creation, social media, brochures, attendance at community meetings, a bi-monthly newsletter, hosting stakeholder meetings and other methods. • Will host weekend event “The Junction” to create opportunities and education for entrepreneurs and community members. • Other community programming for kids and adults. • Door-to-door community outreach • Wealth building initiative 	<ul style="list-style-type: none"> • Proposes creation of a Community Fund for “The Set” which they commit an annual contribution of \$50,000 for ten years. Requests CRA match these funds. • Will work with DB Public Art Advisory Board to identify artists to design outdoor works for both internal and external project locations. 	<ul style="list-style-type: none"> • Designed Project to allow public art to celebrate area history • Will support Community Wealth Building through housing ownership opportunities with DBHA • Decide with community the type of grocery store to best fit community wants and needs. • 15,000 s.f. of co-working and small business incubator space with support • 2 day Rate Equity Workshop for • Planting Pride funded by KA • Stock Our Schools program • Support Emmanuel Jackson Sr. Project 	<ul style="list-style-type: none"> • Proposes establishing a training center and mentoring hub to establish opportunities and placement for local residents with leading companies. 	<ul style="list-style-type: none"> • Will continue existing outreach program 	<ul style="list-style-type: none"> • Will engage Dahlia Baker to conduct community outreach



**98 N.W. 5th AVENUE
RENOVATION PROJECT**
98 NW 5th AVENUE
DELRAY BEACH, FL 33444
CLIENT: DELRAY BEACH CRA



1 AERIAL PLAN
SCALE: 1" = 40'-0"



4 EXISTING NORTHEAST ELEVATION

PROJECT SCHEDULE		1/11/19	1/18/19	2/15/19	1/22/19	3/22/19	3/29/19	4/26/19	5/03/19	5/31/19	6/07/19	TBD
I	THRU 1/11/2019	SCHEMATIC DESIGN										
I.A	THRU 1/18/2019		CRA REVIEW									
II	THRU 2/15/2019	DESIGN DEVELOPMENT										
II.A	THRU 2/22/2019		CRA REVIEW									
III	THRU 3/22/2019	CONSTRUCTION DOCUMENTS										
III.A	THRU 3/29/2019		CRA REVIEW									
IV	THRU 4/26/2019	PERMITTING										
IV.A	THRU 5/03/2019		CRA REVIEW									
V	THRU 5/31/2019	BIDDING										
V.A	THRU 6/07/2019		CRA REVIEW									
IV	TBD	CONSTRUCTION										

3 PROJECT SCHEDULE

INDEX OF DRAWINGS	
AS-101	AERIAL PLAN & EXISTING ELEVATION VIEWS
AS-102	SITE PLAN AND DATA INFORMATION
A-101	FLOOR PLAN AND SECOND FLOOR PLAN
A-201	BUILDING ELEVATIONS
ID-1	RECEPTION
ID-2	HOT DESK (OPTION #1)
ID-3	HOT DESK (OPTION #2 & 3)
ID-4	VIDEO CONFERENCE
ID-5	GREAT CONFERENCE ROOM
ID-6	DEDICATED DESK
ID-7	LOUNGE
ID-8	OFFICE SUITE #1 & 2
ID-9	OFFICE SUITE #3

2 INDEX OF DRAWINGS

REV	DATE	DESCRIPTION

DESIGN
DELIVERABLE: SCHEMATIC
ISSUE DATE: 01/11/2019

PROJECT NUMBER: 1552-181019

DRAWN BY: LS

CHECKED BY: MS

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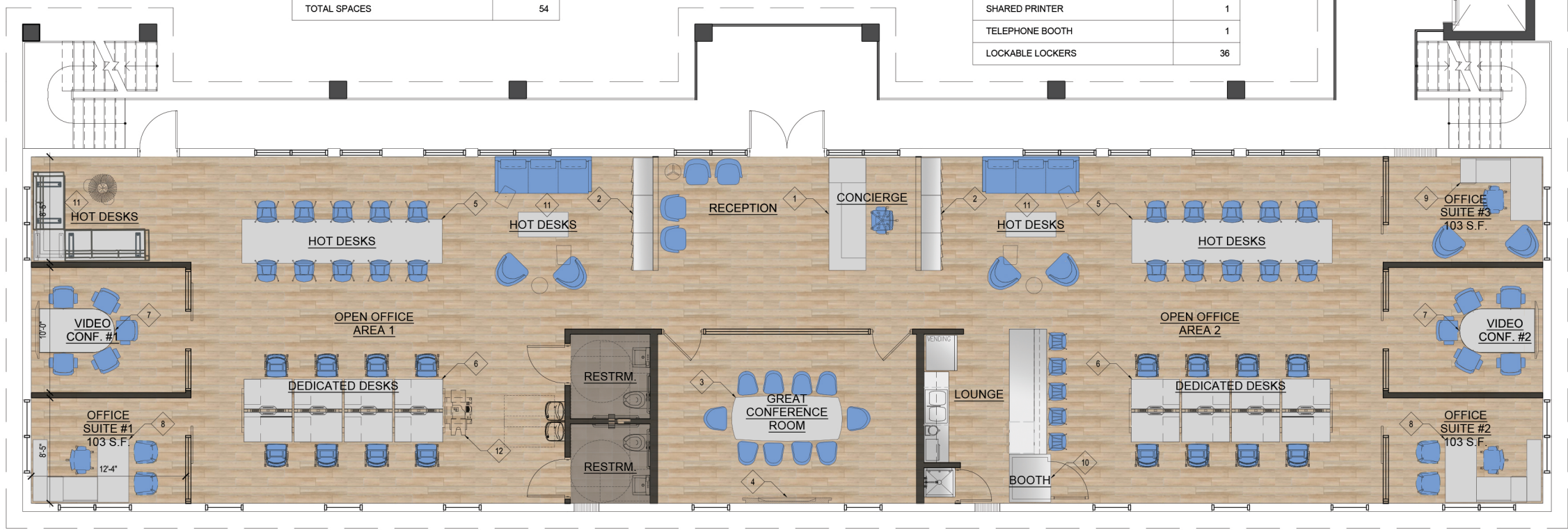
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AERIAL PLAN

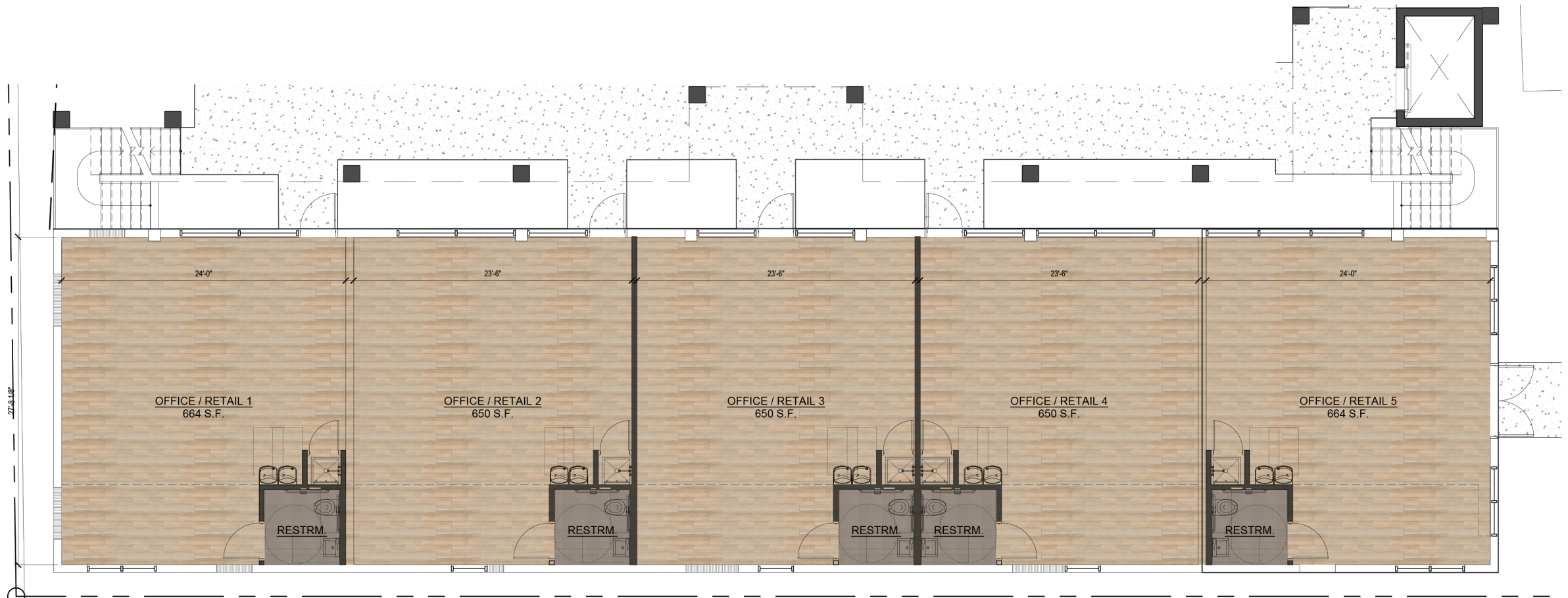
SHEET NUMBER:

OFFICE SPACE OPTIONS	UNITS
OFFICE SUITE	3
DEDICATED DESKS	16
HOT DESKS	35
TOTAL SPACES	54

AMMENITIES INCLUDED	UNITS
RECEPTION AND CONCIERGE	1
CONFERENCE ROOM	1
VIDEO CONFERENCE ROOMS	2
SHARED PRINTER	1
TELEPHONE BOOTH	1
LOCKABLE LOCKERS	36



2 SECOND FLOOR PLAN
SCALE: 3/32" = 1'-0"



1 FIRST FLOOR PLAN
SCALE: 3/32" = 1'-0"



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SEAL

LICENSE NO. AA26001863



**98 N.W. 5th AVENUE
RENOVATION PROJECT**

98 NW 5th AVENUE
DELRAY BEACH, FL 33444

CLIENT: DELRAY BEACH CRA

REV	DATE	DESCRIPTION

DESIGN DELIVERABLE: SCHEMATIC
ISSUE DATE: 01/11/2019

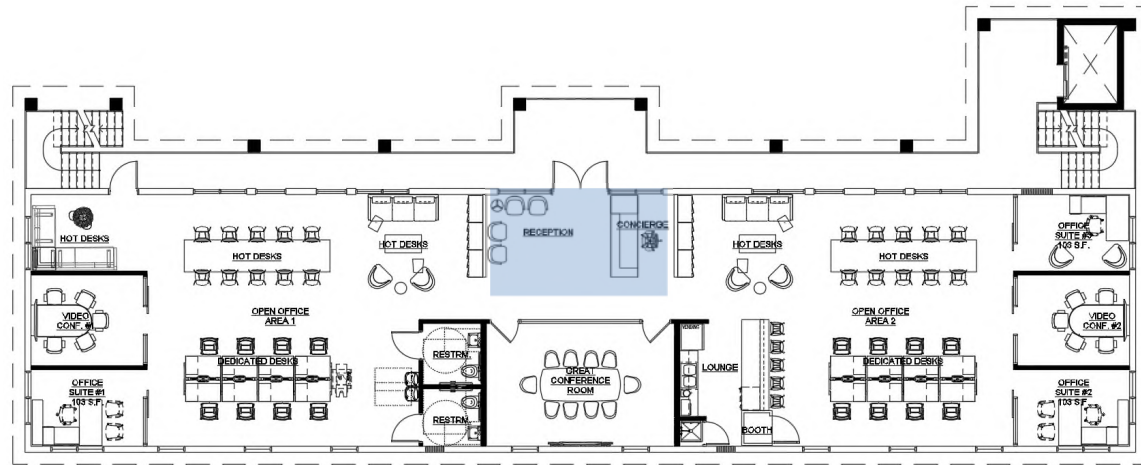
PROJECT NUMBER: 1552-181019
DRAWN BY: LS
CHECKED BY: MS

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SHEET TITLE:
FIRST & SECOND FLOOR PLAN

SHEET NUMBER:
A-101

RECEPTION – TAG 1



SOURCE - BEYOND LOUNGE CHAIR (OPTION #1)

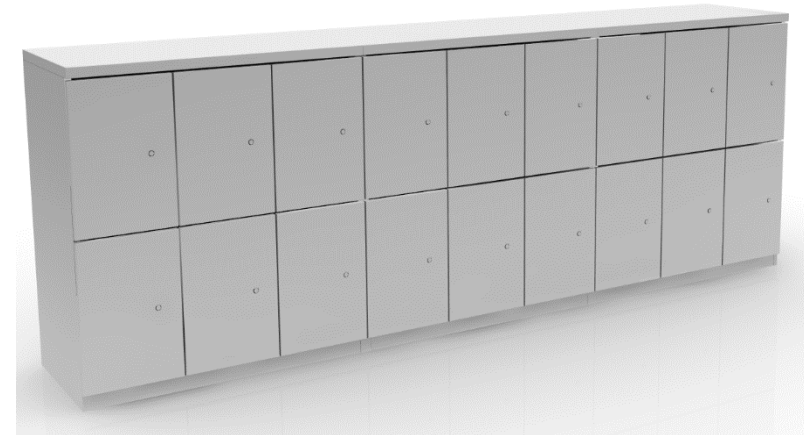
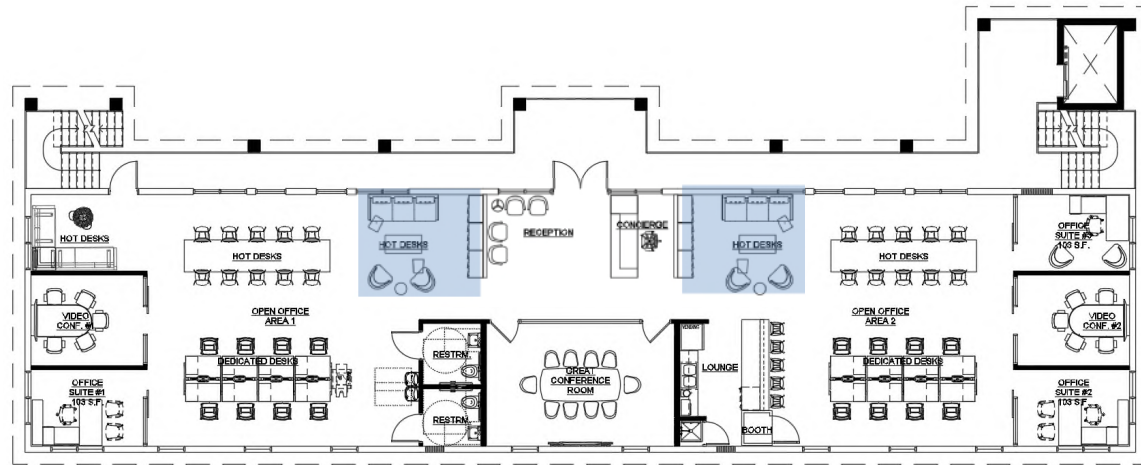


LACASSE – RECEPTION DESK



SOURCE - CRISSCROSS LOUNGE CHAIR (OPTION #2)

HOT DESK – TAG 11 & 2 (OPTION#1)



HAWORTH - LOCKERS 36"W X 39"H



**OFS – BENDZ
PULL UP TABLE**



**SOURCE INT –LT
PULL UP TABLE**



OFS - ROWEN SOFA



OFS - KINTRA COFFEE TABLE

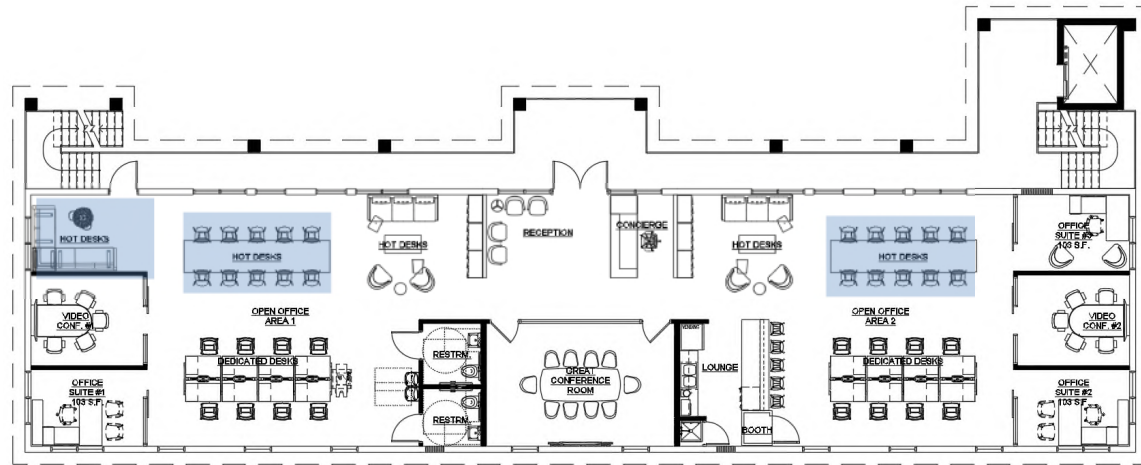


OFS - LONA LOUNGE CHAIR



OFS - WYRE SIDE TABLE

HOT DESK – TAG 11 & 5 (OPTION #1)



KEY PLAN



SOURCE INT – CACHE BAR STOOL
OPTION#1



OFS - ROWEN SOFA WITH ROO COFFEE TABLE



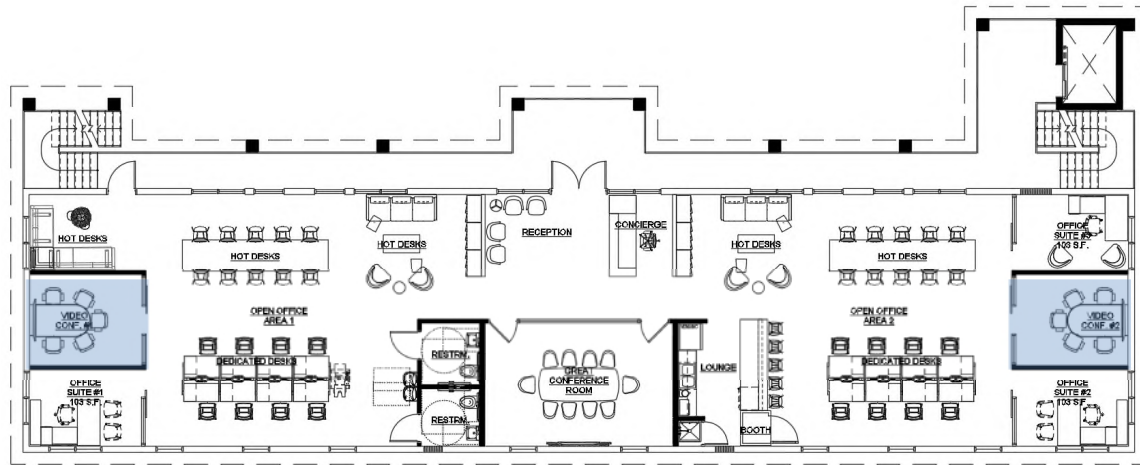
OFS – BISTRO BAR STOOL
OPTION#2



SPEC- ENDZONE HIGH TOP TABLE



VIDEO CONFERENCE #1 & 2 – TAG 7



**OFS – FLEXXY STOOL
OPTION#1**

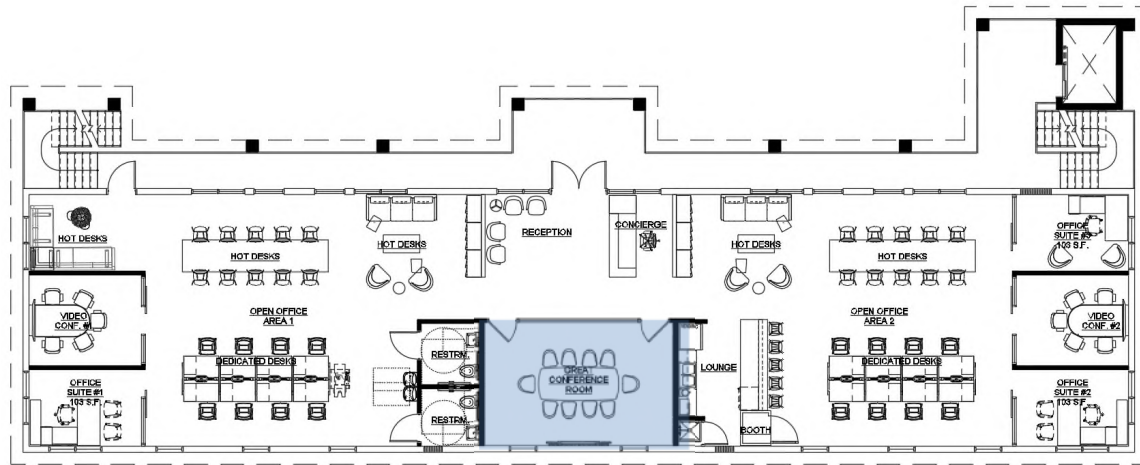


**HAWORTH – FLEXXY STOOL
OPTION#2**



HAWORTH – MARKER BOARD TOP D-SHAPE TOP

GREAT CONFERENCE ROOM – TAG 3



**OFS – FLEXXY CONFERENCE CHAIR
OPTION#1**



**HAWORTH – VERY CONFERENCE CHAIR
OPTION#2**

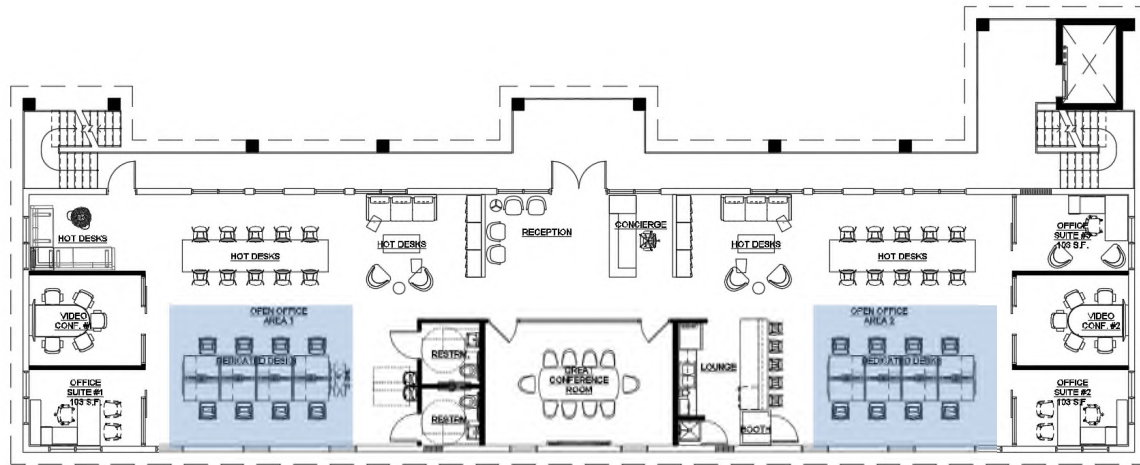


**KEILHAUER – ORIGIN CONFERENCE CHAIR
OPTION#3**



LACASSE – QUORUM CONFERENCE TABLE

DEDICATED DESK – TAG 6



HAWORTH – VERY TASK CHAIR

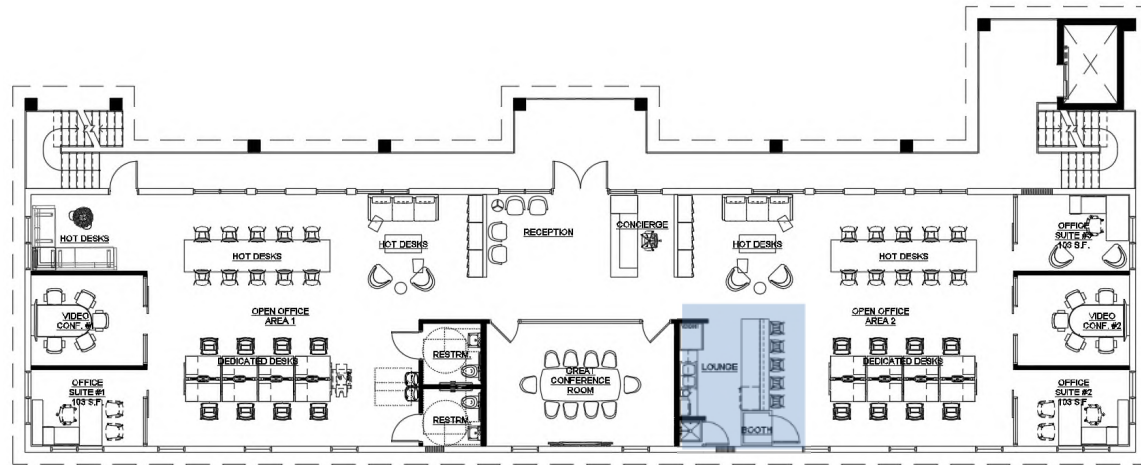


HAWORTH – INTUITY BENCHING



HAWORTH – X SERIES MOBILE PEDESTAL

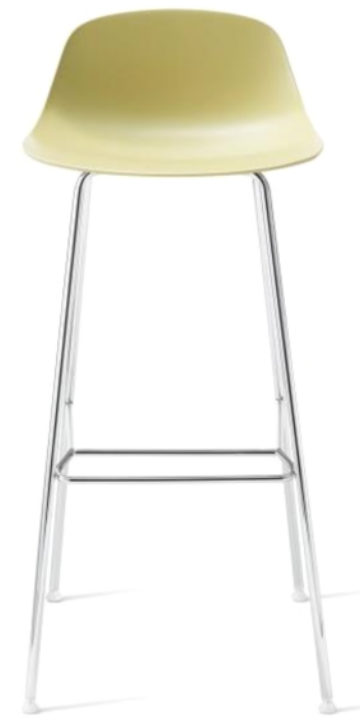
LOUNGE



**OFS – TIFFANY BAR STOOL
OPTION#1**



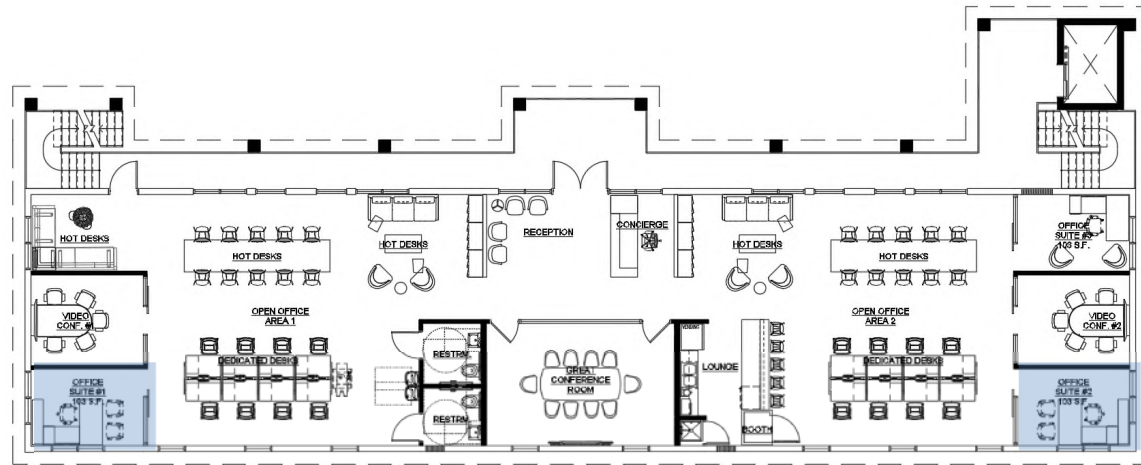
**SOURCE – SAY O BAR STOOL
OPTION#2**



**SOURCE – JUMP BAR STOOL
OPTION#3**



OFFICE SUITE# 1 & 2



HAWORTH – VERY TASK CHAIR

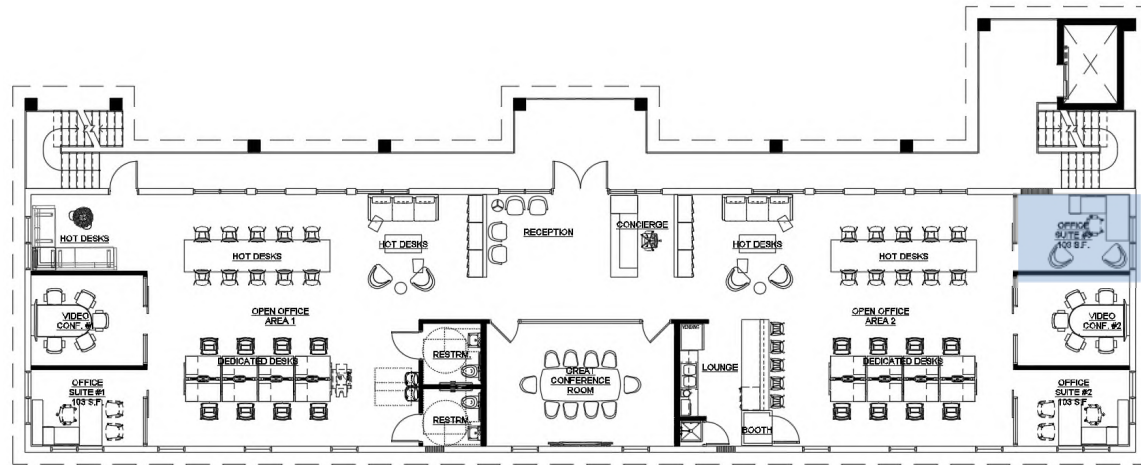


SOURCE – MARTINI CHAIR



LACASSE – NEX U SHAPE DESK

OFFICE SUITE #3



HAWORTH – VERY TASK CHAIR



SOURCE – MARTINI CHAIR



LACASSE – NEX L SHAPE DESK