

# THE VISION

An architectural rendering of a large, modern convention center and hotel complex. The building features a prominent white, angular structure on the left and a taller, blue-tinted glass skyscraper on the right. The complex is situated on a waterfront, with a marina containing several boats and a swimming pool area. The background shows a city grid. The image is overlaid with a dark blue curved shape containing text.

## CONVENTION CENTER

Expansion and Hotel

PRE-ADVERTISEMENT MEETING

# Meeting Agenda

- **Introductions and Opening Statement**
- **Introductory Comments**
- **Project Overview**
- **Procurement Solicitations and Process**
- **Small and Local Business Participation**
- **Timeline of Procurement and Project**
- **Questions and Answers**



- County Administration: Monica Cepero, Assistant County Administrator
- Public Works Department: Tom Hutka, Director
- Construction Management Division: Ariadna Musarra, Director/County Architect
- Finance and Administrative Services Department (FASD): Bob Miracle, CFO/Director
- Purchasing Division: Brenda Billingsley, Director and Connie Mangan, Purchasing Manager
- Risk Management Division: Roger Moore
- The Greater Fort Lauderdale Broward County Convention and Visitor Bureau: Nikki Grossman, President, and Carlos Puentes, Deputy Director
- Office of the County Attorney: Mike Kerr, Chief Trial Counsel and Jim Rowlee, Senior Assistant County Attorney
- Office of Economic and Small Business Development: Sandy-Michael McDonald, Director
- Port Everglades Department: Glenn Wiltshire, Deputy Director

# Purpose of Meeting

- Informational purposes
- Overview of Master Plan
- Overview of Procurement Process
- Feedback from Developers



# THE VISION

ARIADNA MUSARRA, AIA, LEED AP  
DIRECTOR/COUNTY ARCHITECT

An architectural model of a waterfront development. The model features several white, rectangular building blocks of varying heights and widths, arranged along a blue waterway. A yellow road or path runs parallel to the buildings. In the foreground, there are green trees and a small white boat. The background shows a dark, textured surface, possibly a sky or a distant building.

## THE VISION

The vision for this project is to expand the existing Broward County Convention Center and to build a Flagship Convention Center Hotel that takes full advantage of this beautifully scenic location and create a spectacular regional destination.

A special waterfront is envisioned with this project. The setting for the expanded Convention Center and Hotel is focused on a rich mix of activities associated with the Intracoastal Waterway, on open public spaces and a variety of amenities for visitors and residents alike.



Existing  
Parking

Existing  
Parking

Convention Center

**THE SITE**

Portside

Existing Garage

Existing  
Open Space  
& Sculpture

Existing  
Parking

2.1 Ac

# PROGRAM REQUIREMENTS:

- Create an iconic destination
- Expand the convention center +/- 224,000 ft<sup>2</sup>
- Build a 750-room headquarter hotel
- Provide parking
- Create open/urban areas





# DESIGN PRINCIPLES

1. Create an iconic waterfront destination



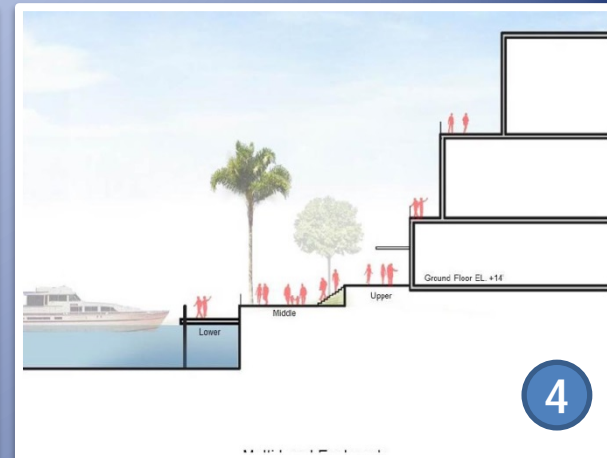
2. Establish a world class convention center and headquarter hotel



3. Integrate existing community assets and business



4. Explore building designs that create a sense of place



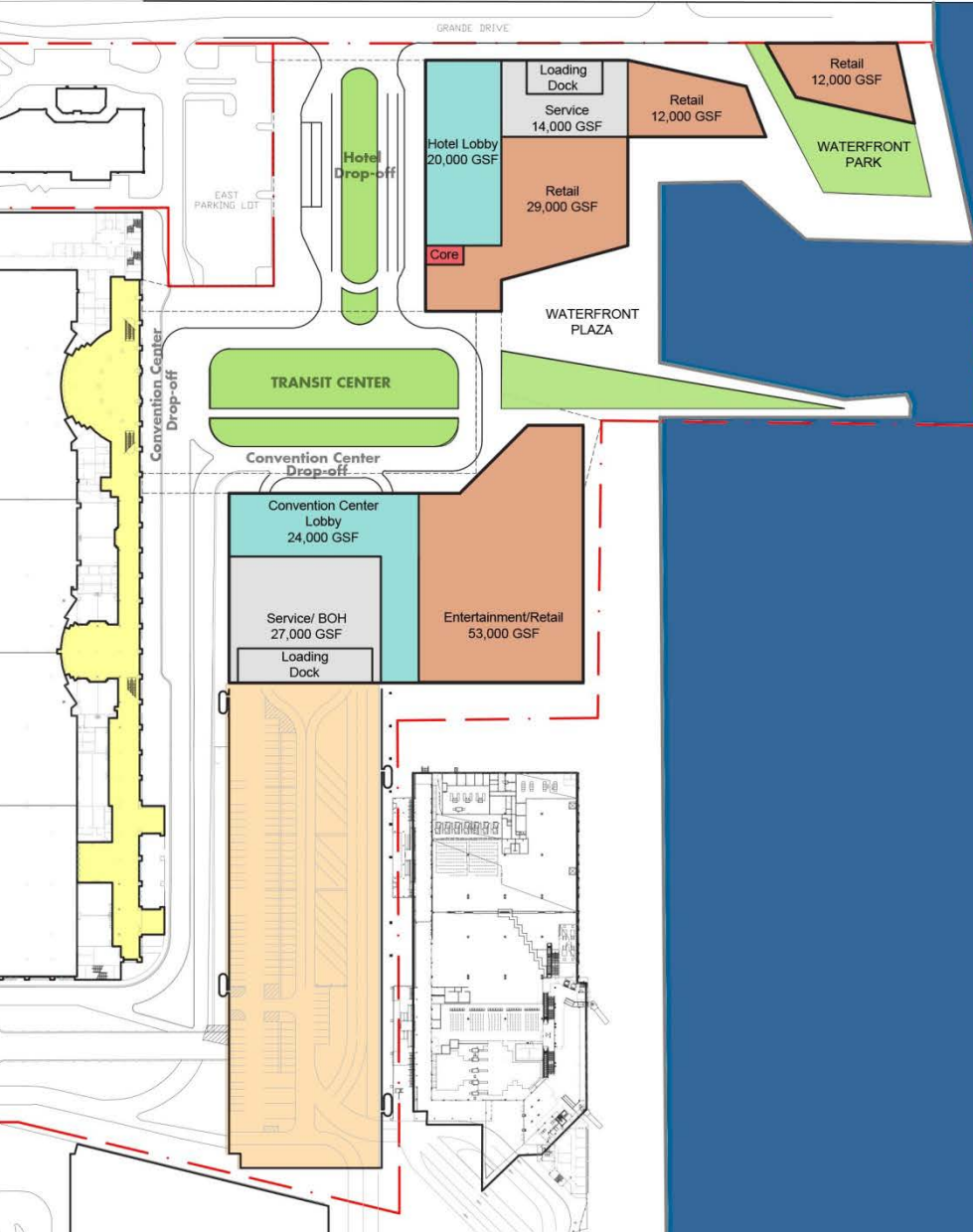
5. Promote multi-modal transportation



6. Encourage sustainable development



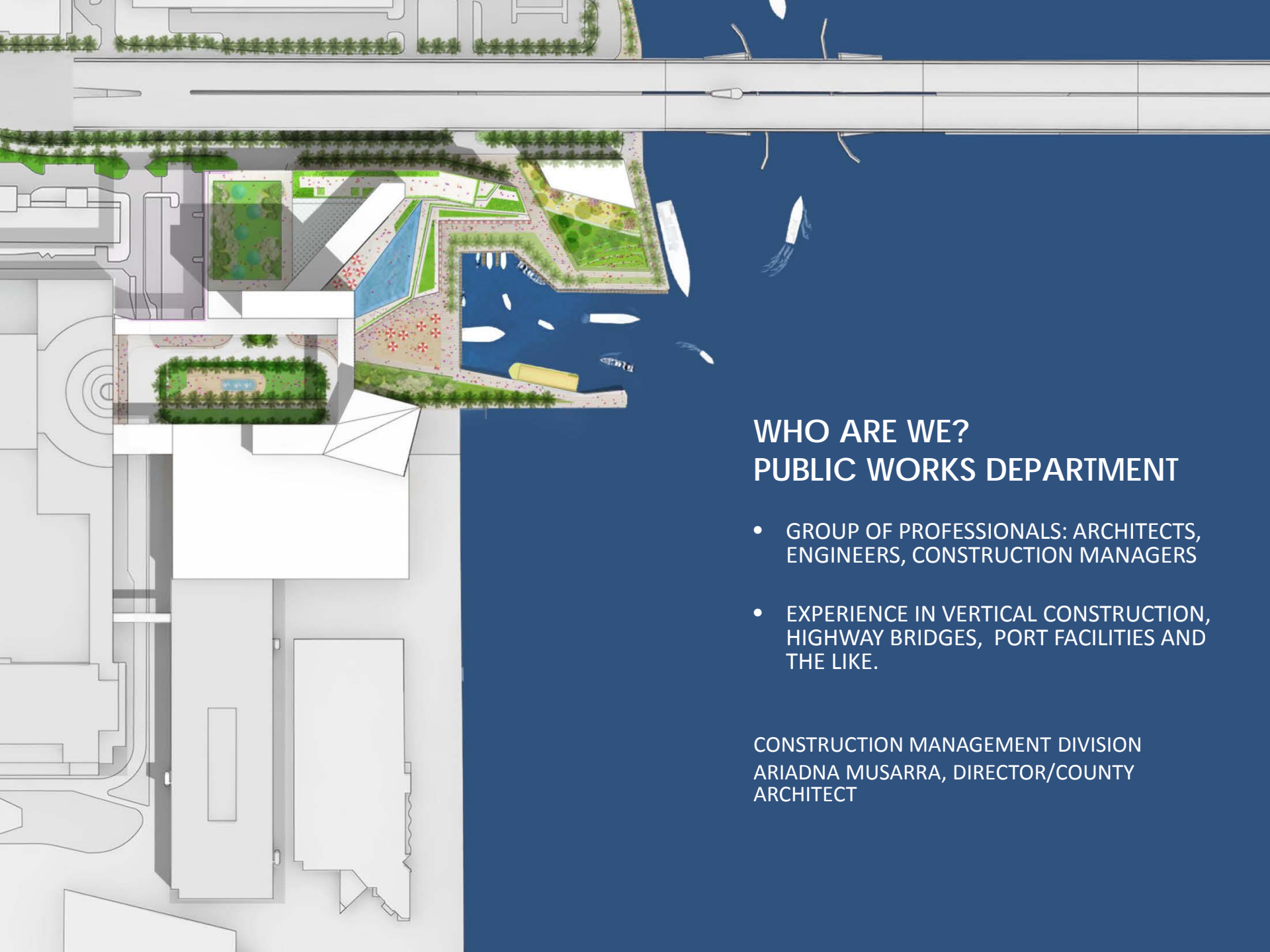
Master plan by HKS Architects.  
Basic site analysis established the project's feasibility.



# ADDITIONAL OPPORTUNITIES

- RETAIL AND ENTERTAINMENT DEVELOPMENT
- TRANSPORTATION AND OTHER SERVICES

RETURN ON INVESTMENT



## WHO ARE WE? PUBLIC WORKS DEPARTMENT

- GROUP OF PROFESSIONALS: ARCHITECTS, ENGINEERS, CONSTRUCTION MANAGERS
- EXPERIENCE IN VERTICAL CONSTRUCTION, HIGHWAY BRIDGES, PORT FACILITIES AND THE LIKE.

CONSTRUCTION MANAGEMENT DIVISION  
ARIADNA MUSARRA, DIRECTOR/COUNTY  
ARCHITECT

# Procurement Overview

- **Public-Private Partnership**
  - **Proposed Multi-Step Procurement process**
  - **Review anticipated submittal requirements for Steps One, Two and Three**
  - **Review anticipated Project requirements**
  - **Anticipated timeframe**
- 

# Multi-Step Procurement

Step One: Request for Qualifications

Step Two: Request for Qualifications (Teams)

Step Three: Request for Letters of Interest

Pre-Development Agreement

Developer & Enabling Agreements

# Step One – Request for Qualifications

- Developer's qualifications only
- Qualification submittal requirements:
  - Previous projects and key personnel
  - Financial Capacity and Capability
  - Public-Private Partnership experience
- Other submittal requirements

# Qualification Submittal Requirements

## Step One

### Previous Projects:

- Hotel – Convention Projects
- Convention Center Projects
- Similar size and scope
- Describe additional project elements
- References
- Key Personnel

# Form

## EXECUTIVE SUMMARY FORM – PREVIOUS/CURRENT PROJECTS

FILL IN PROJECT TITLE			
Location of project:			
Did this project include a hotel?		No. of floors:	
Type of hotel: (stars/diamonds)		No. of rooms:	
Hotel flag/brand:			
Did this project include a convention center?		Gross Sq. feet:	
List other elements in project			
Indicate if new construction or major renovation			
Initial/proposed itemized project estimate		Final itemized project cost	
Developer's ownership interest		Financing amount	
		(% = \$)	(% = \$)
Is project a public-private partnership (P3)?		If yes, indicate public entity's contribution.	
Timeline/Schedule of project		Award/conception date:	Completion date:
		Lease terms (if applicable)	
Developer's role and responsibilities for project			
Lead architect/engineer			
Prime construction contractor			



# Qualification Submittal Requirements

## Step One

- **Financial Capacity and Capability**
  - References
  - Financial Ratings
  - Previous financing experience
  - Portfolio
  - Audited financial statements (three years)

# Qualification Submittal Requirements

## Step One

- **Previous P3 Experience**
  - Ongoing and completed P3 projects within 10 years
  - Executive summary of each project
  - References

# Other Submittal Requirements

## Step One

- **Pre-Proposal Bond**
  - Amount: \$250k
  - Conditioned upon future submittals if shortlisted
  - Step Three submittal: Bid bond required
- **Small Business Participation Commitment**
  - Broward County “County Business Enterprises”

# Other Submittal Requirements

## Step One

- Developer Questionnaire
- Standard Certifications
- Litigation History
- Authority to Conduct Business
- Location Attestation
- Insurance Requirements

# Submittal Requirements

## Step Two

- Identify Shortlisted Developers' Teams
  - Design Team
  - Construction Team
  - Finance Team
  - Hotel Flag Team
  - Maintenance/Operation Team
- Qualifications of Team
  - Previous projects and key personnel
  - Financial history
  - Litigation history
  - References

# Submittal Requirements

## Step Three

- **Detailed Developer Proposals:**
  - Concept
  - Schematic Design (preliminary design drawings)
  - Financial Plan
  - Room Block Agreement
- **Bid Bond**
- **Other County Requirements for Project**

# Small Business Development Program

- Assigns local business participation goals on publicly-funded project elements.
- Represents a great opportunity to include local small businesses in the project.
- Requires a Developer's Assurance Statement
- Developer identifies certified firms it will include in its subcontracting team, making firm commitments to those subcontractors

# Anticipated Timeline

Developer  
Procurement  
Process

Feb 2015 –  
May 2016

Developer  
Negotiations

Jun 2016-Dec  
2016

Design

Nov 2016 to  
Oct 2017

Permit &  
Construction

Aug 2017 to  
2020

Opening

3<sup>rd</sup> Quarter  
2020



# What's Next

- Feedback from Developers
- RFQ submitted to the Board for approval
- RFQ advertised through BidSync
- Pre-Proposal conference
- Evaluation and qualifying of vendors



# Follow Up Comments & Questions

Submit additional comments and questions

**by Friday, January 30, 2015 to:**

Connie Mangan, Purchasing Manager at:

**[cmangan@broward.org](mailto:cmangan@broward.org)**