



Pre-Proposal Meeting for the Convention Center Expansion and Headquarters Hotel Projects is presented to you on behalf of the Broward County Board of County Commissioners and the County Administrator


Pre-Proposal Meeting

RLI No. N1337414R3 - Broward County
Convention Center Expansion and
Hotel Projects



This mandatory information session presents an opportunity for vendors to clarify any concerns regarding the solicitation's requirements.

Meeting Agenda

- Welcome & Introductions
 - Financial Submittal Requirements
 - Office of Economic and Small Business Development
 - Technical/Site Conditions
 - Additional Agreements/HVS Refresh/DRI
 - Questions and Answers
 - Site Visit
- 



- County Administration: Alan Cohen, Assistant to the County Administrator
- Finance and Administrative Services Department (FASD): Bob Miracle, CFO/Director
- Purchasing Division: Connie Mangan, Purchasing Manager
- Port Everglades Department: Glenn Wiltshire, Deputy Director and David Anderton, Assistant Director of Port Everglades
- Risk Management Division: John Burkholder, Director and Jackie Binns, Risk Manager
- The Greater Fort Lauderdale Broward County Convention and Visitor Bureau: Nicki Grossman, President, Carlos Molinet, Senior Vice President; Carlos Puentes, Deputy Director
- Construction Management Division: Ariadna Musarra, Director/County Architect, and Jeff Thompson, Assistant Director
- Office of the County Attorney: Mike Kerr, Deputy County Attorney; Jim Rowlee, Senior Assistant County Attorney;
- Office of Economic and Small Business Development: Sandy-Michael McDonald, Director; Lisette Forrest and Steven Tinsley



Finance and Administrative Services Department

Financial Submittal Requirements

Robert R. Miracle, CPA, CFO/Director

Developer Financial Requirements

- Developer is required to submit a Financial Proposal consisting of two Pro Forma statements
 - Developer's Technical Proposal
 - Base Scenario
- If Developer wants to submit alternative financial proposals based on its Technical Proposal , it must still designate one as their primary financial proposal.

Developer Financial Requirements

- Base Scenario must be submitted using the following assumptions for hotel projections:
 - 50-year ground lease term (no extensions)
 - Ground rent commences upon the opening of the hotel
 - 1,000 rooms and 750 parking spaces
 - 70% occupancy at stabilization
- Convention Center program elements are the same for both Pro Forma proposals

Developer Financial Requirements

(con't)

- Developer shall include a detailed description of key differences between Base Scenario and Technical Proposal
- The Developer is required to complete and submit the **Pro Forma Submittal Requirements Form**, including the Base Scenario and the Developer's Proposal.
- **Failure to provide this information within the proposal will affect the review of a Developer by the County.**

Pro Forma Submittal Form Overview – Project Costs

Convention Center Expansion: Design and Build Component				
<u>Project Costs:</u>	Hard Costs	Soft Costs	Contingency	Total
Convention Center Expansion	\$			
Parking	\$			
Proposed Number of Parking Spaces	_____ spaces			
<u>Site Improvements / Public Park</u>				
Underground Infrastructure* *Includes items such as utilities, etc.	\$			
Aboveground Amenities* *Includes items such as elevated terrace, waterfront promenade, etc.	\$			
Total	\$			
Hotel Development Component				
<u>Development Assumptions:</u>				
Number of Rooms in Hotel		1,000		
Number of Parking Spaces		750		
Ground Lease Term (initial) in years		50		
Proposed Extension(s) of the Lease Term (Number of extensions, and number of years in each extension)		0, N/A		
<u>Project Costs:</u>	Hard Costs	Soft Costs	Contingency	Total
Hotel Room Areas	\$			
Podium- All Common Areas	\$			
Retail / Entertainment Component	\$			
Total	\$			

Pro Forma Submittal Form Overview – Operating Assumptions

Hotel Pro Forma					
Occupancy at Stabilization		70%			
Average Daily Rate (ADR) at Stabilization	\$				
Year of Stabilization (number of years from opening)					
Annual ADR Growth Rate		%			
<u>Revenue:</u>					
Rooms	\$				
Food	\$				
Beverage	\$				
Parking	\$				
Other Operated Departments	\$				
Rentals & Other Income	\$				
Subtotal	\$				
<u>Departmental Expenses:</u>					
Rooms	\$				
Food & Beverage	\$				
Other Operated Departments	\$				
Subtotal	\$				
<u>Undistributed Operating Expenses:</u>					
Administrative & General	\$				
Marketing	\$				
Prop. Operations & Maint.	\$				
Utilities	\$				
Subtotal	\$				
<u>Other Expenses</u>					
Management Fee	\$				
Insurance	\$				
Reserve for Replacement	\$				
Subtotal	\$				

Pro Forma Submittal Form Overview – Operating Assumptions (con't)

Annual Net Operating Income* *Before items below	\$	
<u>Ground Rent to the County</u>		
Annual Ground Rent to the County	\$	
Annual Escalation for the Ground Rent		%
% of Hotel Net Operating Income Share with the County		%
First Hotel Net Operating Income Share Payment Due to the County (number of years from construction completion)		_____ years
First Ground Rent Payment Commences (number of years from construction completion)		0
Annual Property Tax Payment (estimated hotel assessed value x .019696)	\$	

Please note we will also include an option for % of Hotel Gross Revenue share with the County in our up coming addendum.

Pro Forma Submittal Form Overview – Developer Component

Project Sources (Total should match Development Component Project Costs)		
<u>One Time Upfront Funding Sources:</u>		
Flag Key Money	\$	
Expected Contribution from the County for the Project	\$	
Developer Contribution for the Project	\$	
Other (specify: _____)	\$	
Total	\$	
Development Component Project Financing		
% of Developer Contribution - Debt Portion		%
% of Developer Contribution - Equity Portion		%
Developer Construction Period (in years)	_____	years
Developer Construction Loan Rate		%
Developer Cash on Cash Return*		
*Pre-tax return threshold for Developer Contribution - Equity Portion		%
Developer Debt Term (in years)	_____	years
Developer Debt Rate*		
*Rate at which Developer Contribution - Debt Portion expected to be financed		%
Developer Breakeven Point (in years)	_____	years
Developer Estimated IRR*		
*Pre-tax		%



**Office of Economic and
Small Business Development**

**County Business Enterprise (CBE) Program
and
Workforce Investment Program**

County Business Enterprise (CBE) Program

Lisette Forrest
Small Business Development Specialist

What is the Project Goal?

30% CBE goal:

- Includes CC expansion, site improvements (underground and above-ground), and parking
- CBE goal will proportionately apply to any public subsidy for the construction of the Hotel

What is a CBE?

- **Business office location in Broward County**
 - One year
- **Meets the Personal Net Worth Standards**
 - \$750k or less per owner
- **Annual gross receipts do not exceed \$5 Million**
 - Averaged over previous three (3) years
- **Independent Firm**
- **Must be certified by the OESBD Office**

Small Business Development

Certification for County Business Enterprise (CBE)

- Race and Gender Neutral
- 525 CBE firms in OESBD Directory
 - Commodities Suppliers;
 - Licensed Professional Services;
 - Architect and Engineering Services;
 - Contract Services; and
 - Construction Services
- Non-reciprocal with other programs

Small Business Development

Compliance Services

- Project Review & Goal Assignment
- Contract Monitoring
- Complaint Resolution
- Prompt Payment Resolution
- Mediation

OESBD Community Relations and Outreach

Targeted Outreach

Branding

- Traditional and niche advertising and marketing with print and electronic media
- Social and mobile media activity via e-blasts, Twitter

Targeted

- Work to develop and promote bid opportunities for Broward County businesses
- Engages in Targeted Outreach Activities

Resource

- Coordinate and promote Meet and Greets events
- Resource to provide referrals to small businesses
- Provides One-on-One Technical Assistance

How Can You Find CBEs?

Visit our website to search for CBEs via
Certified Firm Directory

<http://www.broward.org/econdev>

BROWARD.org
Our Best. Nothing Less.

SEARCH

About Us Business Industry Services Data Doing Business eNews Small Business Development

Office of Economic and Small Business Development

Broward County > Economic and Small Business Development Printer Friendly

Broward County is Buying

Business Assistance

Economic Development

International Trade

Call Us: 954-357-6400

About Us

Subscribe to Business and Economic Development E-news
Sign-up to receive OESBD electronic communications by e-mail. Visit the County's "Stay Connected" webpage and select "BUSINESS" to subscribe. Follow @BrowardCounty on Twitter for OESBD news.

NOW SHOWING
The video recording of the "FY16 Capital Projects and Contracting Opportunities" workshop held on October 7th is now available for on demand viewing. Access the video online now.

About Broward County

Broward-By-The Numbers

Certified Firm Directory

SIX PILLARS
BROWARD COUNTY

LEARN MORE TODAY **KAUFFMAN FASTTRAC**
Certified Provider

CBE Program Requirements for Convention Center Expansion Projects

Post Award


- Finalize CBE team
 - OESBD is a resource to help build a successful team
- OESBD monitors CBE participation to ensure Developer's compliance with the CBE commitment and the CBE program

Workforce Investment Program



Steven Tinsley
Economic Development Manager

Workforce Investment Program/ Career Source Broward

- Encourage local economic development through the hiring of economically disadvantaged or hard-to-hire individuals.
 - Contractors encouraged to work with CareerSource Broward, the Florida Department of Vocational Rehabilitation and their contract partners.
 - First source for the recruitment and possible employment of employees for work on County-funded projects.
 - Projects covered under this program are at least \$500,000 in annual payments.
- 


Workforce Investment Program/ Career Source Broward

As a contractor, what must I do?

- ✓ I must post all vacancies with CareerSource for five days on contracts where this program applies
- ✓ I cannot fill any vacancies until the five days are up unless they are filled through CareerSource
- ✓ When CareerSource provides me a list of qualified referrals, I agree to review the list, and where qualifications are met for the position, interview those people
- ✓ This establishes what's called 'good faith,' which I can also meet by showing that 50%+ of my workforce meets the **qualifying new hires** definition
- ✓ I must periodically report my progress

Workforce Investment Program/ Career Source Broward

Qualified Hires:

- ✓ Qualified referrals (from CareerSource or its partners)
 - ✓ Military veterans or Peace Corps volunteers
 - ✓ Apprentices
 - ✓ Those lacking skill, experience or qualification but have been provided training by CareerSource
 - ✓ Those that are economically disadvantaged
 - ✓ Those that are hard-to-hire as defined by the program
- 

Career Source Broward

Contacts

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Vice President of Communications and
Business Relations

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➤ Bonni Smith

Business Services Manager

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**OFFICE OF ECONOMIC AND
SMALL BUSINESS
DEVELOPMENT**

Questions???

**115 S. Andrews Avenue, Room A-680
Fort Lauderdale, FL 33301
Phone: 954-357-6400
broward.org/econdev**



County Administration

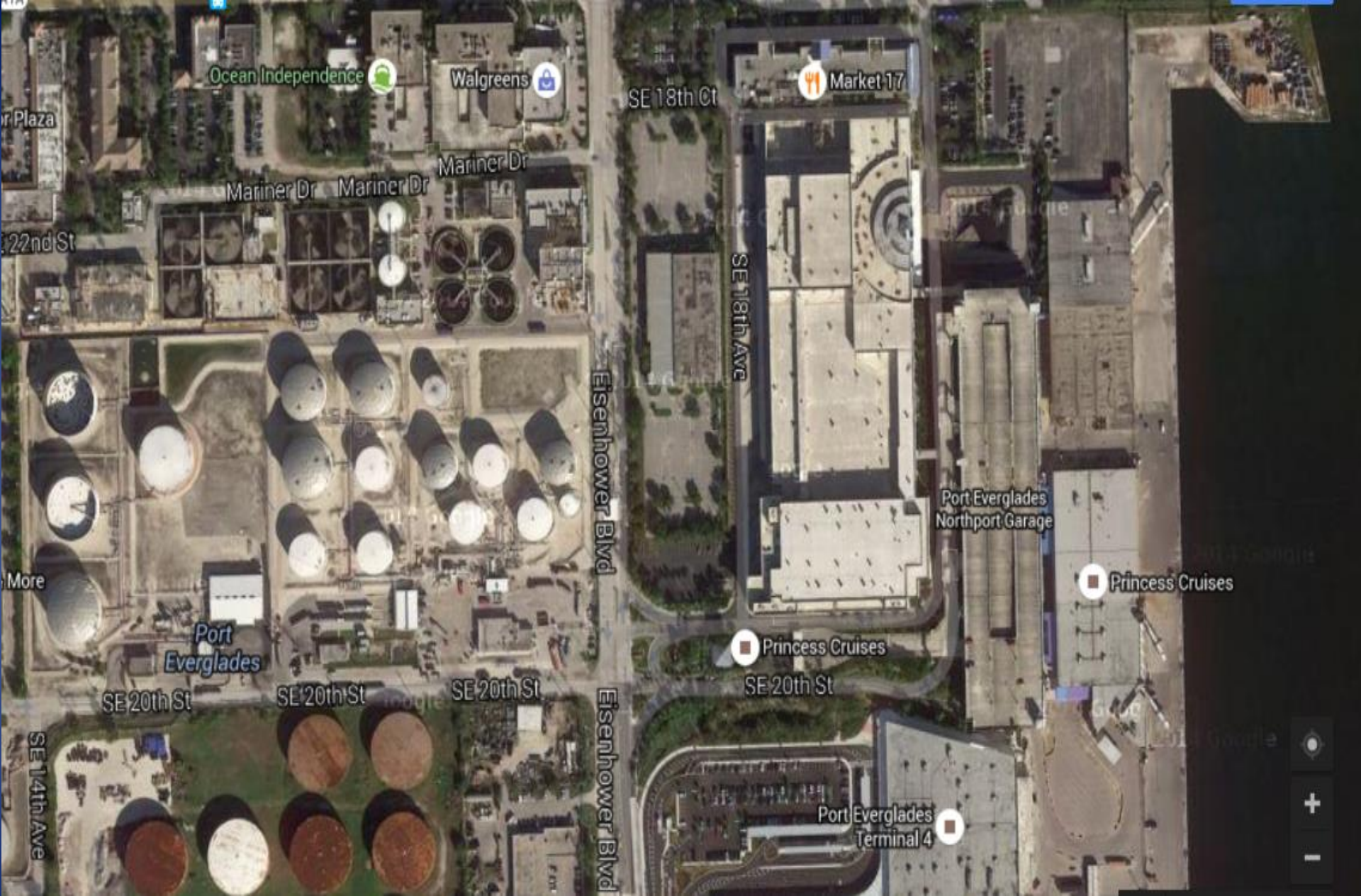
Technical/Site Conditions and Additional Agreements

Alan Cohen, Assistant to the County Administrator

Technical/Site Conditions

- Major design considerations/Design Criteria Report
 - Master Plan
 - Port security
 - **City of Fort Lauderdale**
 - Building orientation
 - Maximizing No. of Keys
 - Northport/Easements
 - Security zone
 - Convention Center viewshed
- Other design considerations
- Adjacent Projects/Existing Operations





Ocean Independence

Walgreens

SE 18th Ct

Market 17

Mariner Dr

Mariner Dr

22nd St

SE 18th Ave

Eisenhower Blvd

Port Everglades Northport Garage

More

Port Everglades

Princess Cruises

Princess Cruises

SE 20th St

SE 20th St

SE 20th St

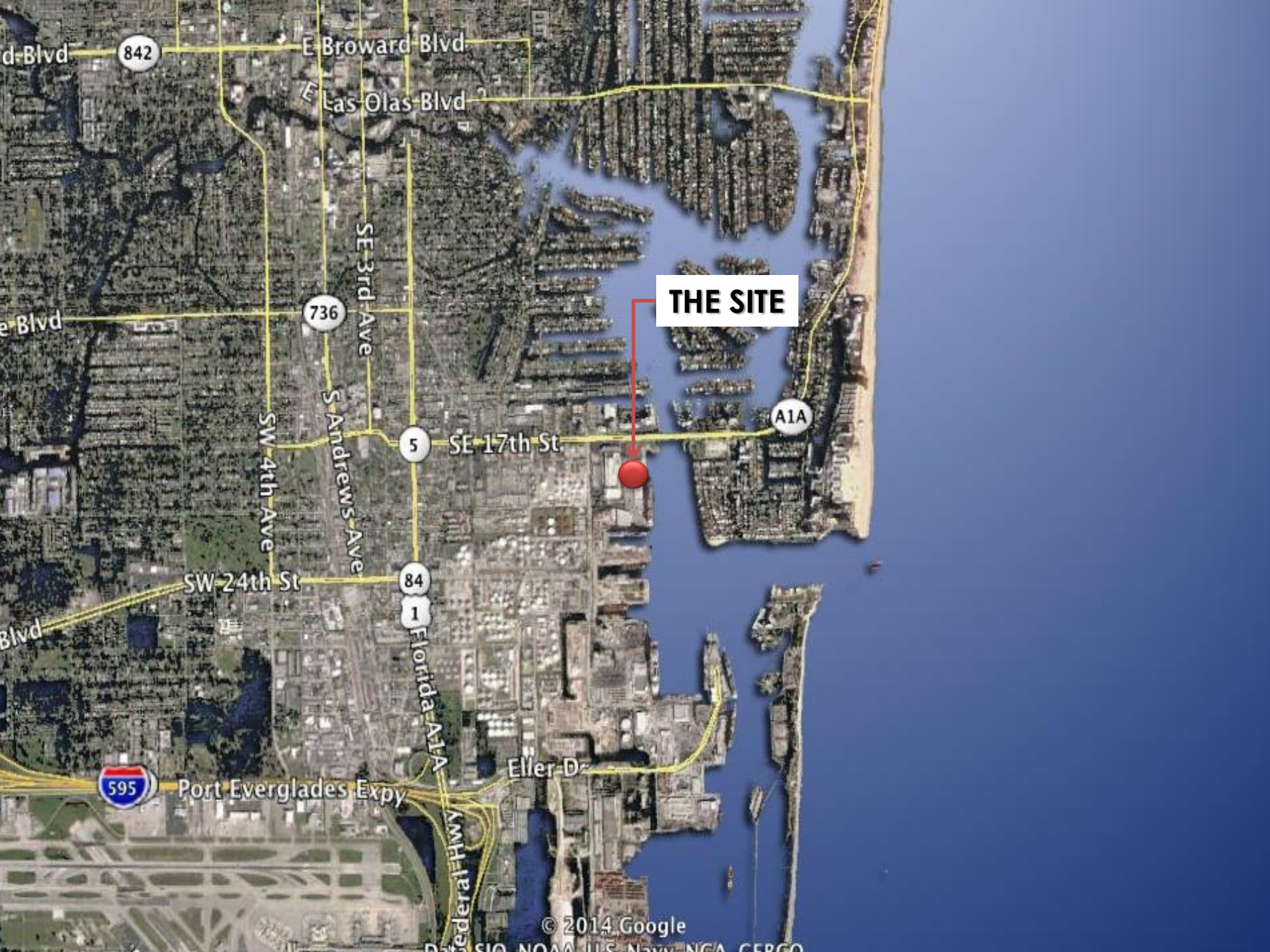
SE 20th St

Eisenhower Blvd

Port Everglades Terminal 4

SE 14th Ave





THE SITE



Existing
Parking

Existing
Parking

Convention Center

THE SITE

Portside

Existing Garage

Existing
Open Space
& Sculpture

Existing
Parking

2.1 Ac



Existing
Parking

Existing
Parking

Convention Center

THE SITE

Portside

Existing Garage

Existing
Open Space
& Sculpture

ng
ng

2.1 Ac



Existing Parking

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THE SITE

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Open Space
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2.1 Ac



Existing Parking

Existing Parking

Convention Center

THE SITE

Portside

Existing Garage

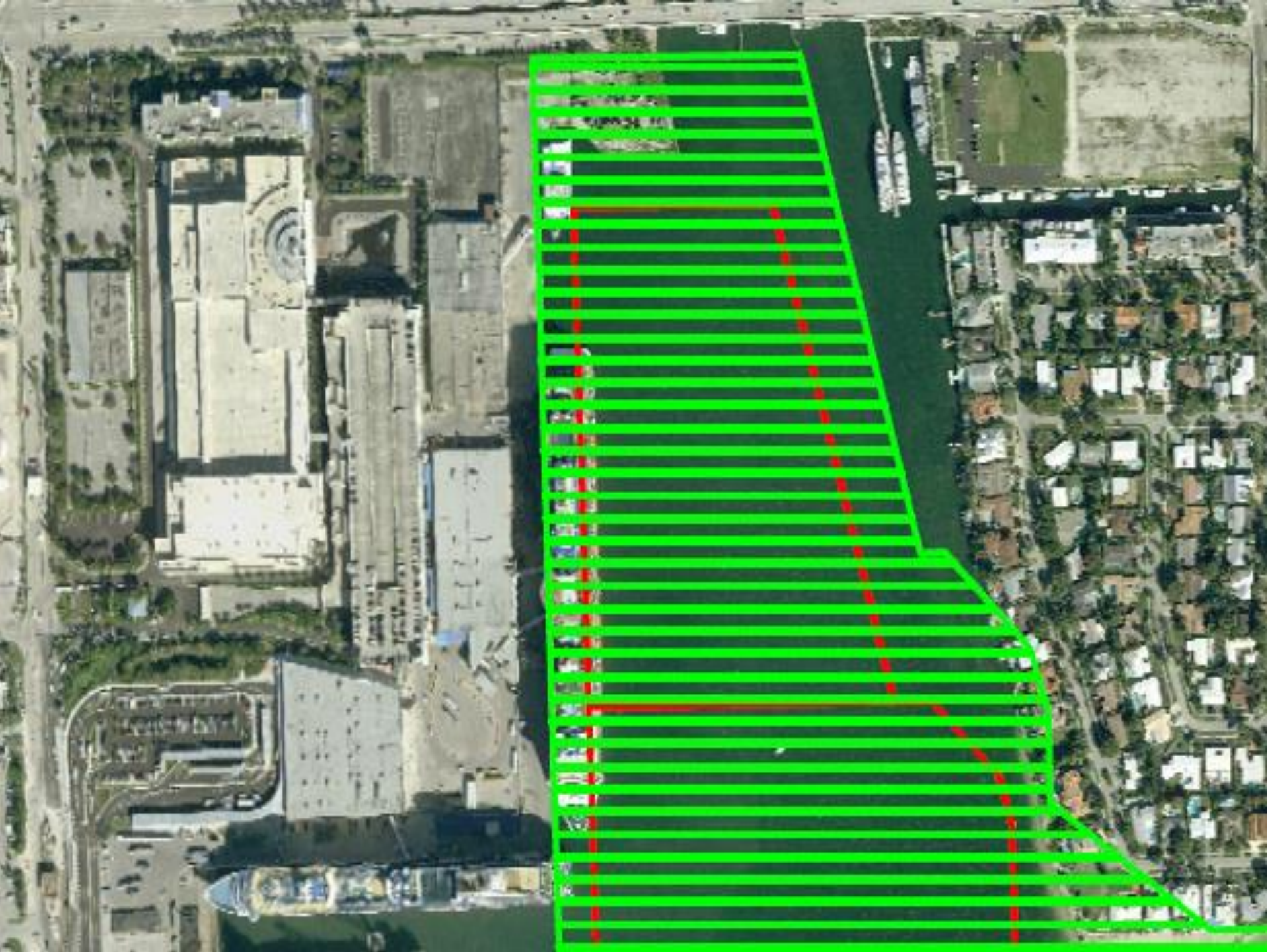
Existing Open Space & Sculpture

Existing Parking

2.1 Ac

Easements







Existing Parking

Existing Parking

Convention Center

THE SITE

Portside

Existing Garage

Existing Open Space & Sculpture

Existing Parking

2.1 Ac



Existing Parking

Existing Parking

Convention Center

THE SITE

Portside

Existing Garage

Existing Open Space & Sculpture

Existing Parking

2.1 Ac

Technical/Site Conditions

- FAA height limits
- Water access/amenities – inner harbor
- WAVE
- Terrace, transportation, fountain
- Parking issues
 - Study
 - Western lots
 - Northeast lot
- Interior issues
 - Hotel meeting spaces
 - Networking, social spaces, work spaces
- Form vs Function



SITE

Existing Security Zone



Existing Parking

Existing Parking

Convention Center

THE SITE

Portside

Existing Garage

Existing Open Space & Sculpture

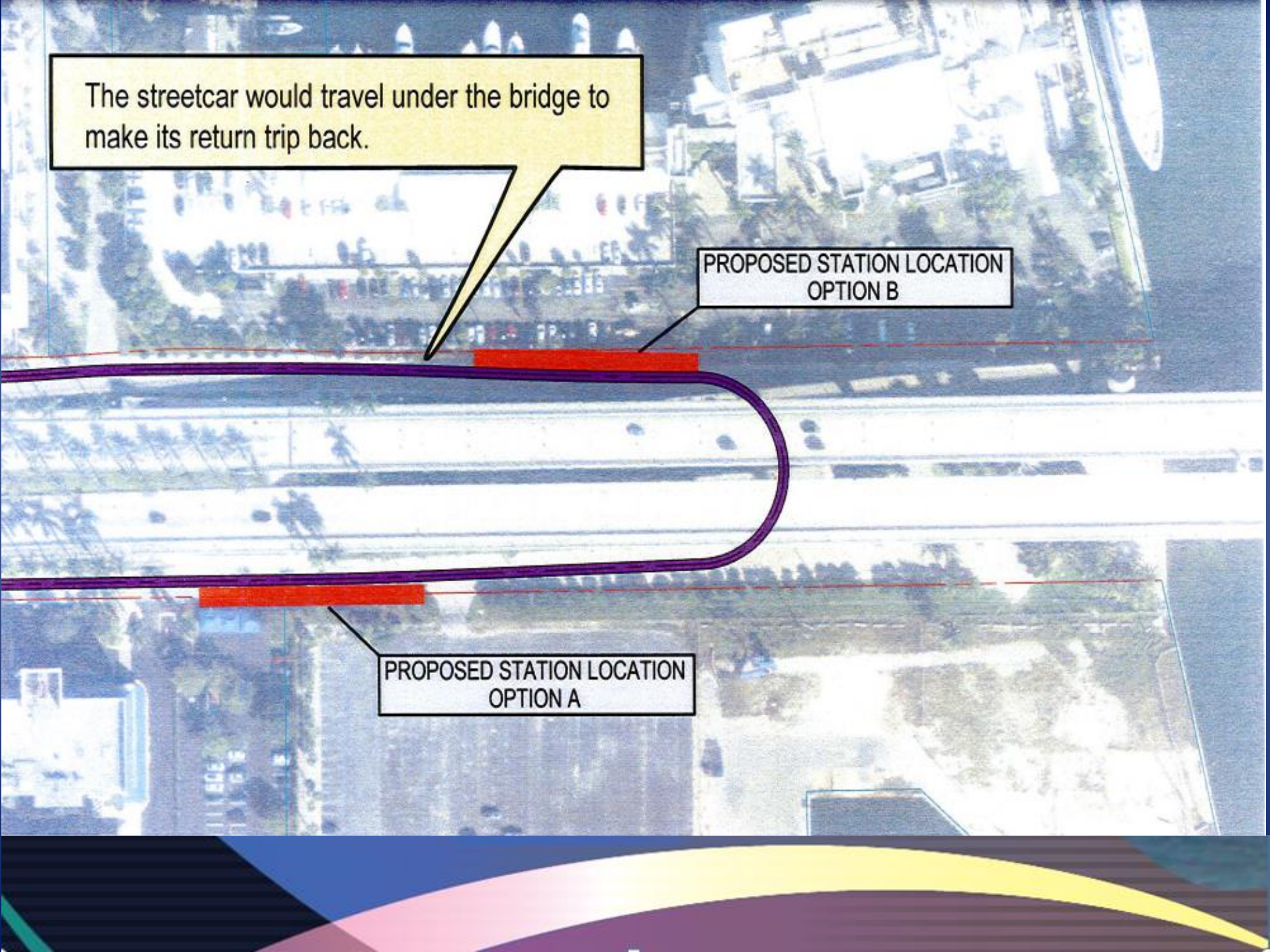
Existing Parking

2.1 Ac

The streetcar would travel under the bridge to make its return trip back.

PROPOSED STATION LOCATION
OPTION B

PROPOSED STATION LOCATION
OPTION A





Existing Parking

Existing Parking

Convention Center

THE SITE

Portside

Existing Garage

Existing Open Space & Sculpture

Existing Parking

2.1 Ac

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Existing Parking

Existing Parking

Convention Center

THE SITE

Portside

Existing Garage

Existing Open Space & Sculpture

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2.1 Ac

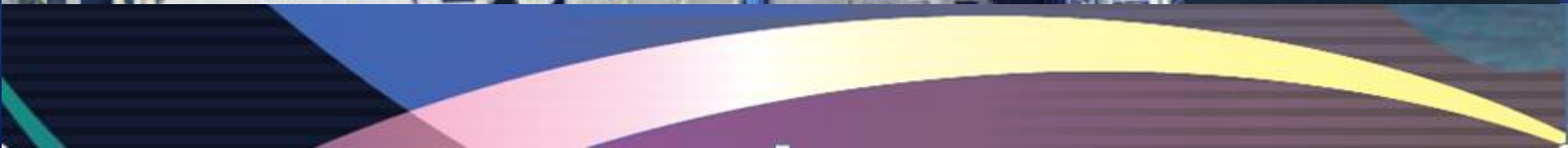






Adjacent Projects/Existing Operations

- Bulkhead replacement/reconfiguration
- Utility line undergrounding
- Port Everglades
- Portside Yachting Center
- Convention Center





Existing Parking

Existing Parking

Convention Center

THE SITE

Portside

Existing Garage

Existing Open Space & Sculpture


Existing Parking

2.1 Ac

Additional Agreements etc.

- Additional Agreements
- HVS Refresh
- DRI Extension

What's Next

- Questions and Answers
 - Addenda, if required
 - RLI Submittals by Developers
 - Staff review of submittals
 - Direct Procurement Authority
- 

Q&A





Follow Up Questions

Submit additional questions

**by December 31, 2015 by 5:00 p.m.
through BidSync.**