



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. N1337414R2 - Broward County Convention Center Expansion and Hotel Projects



**This optional information session presents an opportunity for Developers or Team Members to clarify any concerns regarding the solicitation's requirements.**

# Meeting Agenda

- Welcome
- Introductions
- Project Overview
- Procurement Overview/Solicitation Requirements
- Timeline of Procurement
- Review of Site Visit Agenda
- Questions and Answers



- County Administration: Alan Cohen, Assistant to the County Administrator
- Construction Management Division: Ariadna Musarra, Director/County Architect
- Finance and Administrative Services Department (FASD): Bob Miracle, CFO/Director
- The Greater Fort Lauderdale Broward County Convention and Visitor Bureau: Nicki Grossman, President, Carlos Molinet, Senior Vice President; Carlos Puentes, Deputy Director
- Purchasing Division: Connie Mangan, Purchasing Manager
- Port Everglades Department: Glenn Wiltshire, Deputy Director
- Public Works Department, Tom Hutka, Director
- Office of the County Attorney: Mike Kerr, Deputy County Attorney; Jim Rowlee, Senior Assistant County Attorney; Glenn Miller, Assistant County Attorney
- Risk Management Division: John Burkholder, Director



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 +/- 300,000
- Build a 750-1250 key/room headquarters hotel
- Provide parking
- Create open/urban areas



# Procurement Overview

- **Public-Private Partnership**
- **Multi-Step Procurement process**
- **Review Step Two submittal requirements**



# Submittal Requirements-Step Two

- **Developer Information**
  - Changes to previously supplied information
  - Financial statements
  - Financial Guarantor
  - Litigation history
  - Developer's Team Members and Key Personnel
  - Project Approach
  - P3 Agreements

# Submittal Requirements-Step Two

- Developer's Team Members qualifications
- Team Members:
  - Design consultants
  - General Contractor
  - Potential Hotel Flags
  - Public Relations/Outreach Firm
  - Land Use Planner(s)
- CCNA compliant

# Submittal Requirements-Step Two

- **Design Consultants and General Contractor**
  - Professional Personnel
  - Past Performance (similar nature)
  - References

# Submittal Requirements-Step Two

- Design Consultants and General Contractor
  - Location
  - Workload of Firm
  - Willingness to meeting time and budget
  - Volume of previous work
  - Licensing
  - Bonding capacity (contractor only)

# Submittal Requirements-Step Two

- **Hotel Flag/s (potential)**
  - Letter of Interest
  - AAA, 4-Diamond
  - Convention center headquarter hotels
  - Labor Peace acknowledgement letter
- **Public Relations/Outreach Firm**
- **Land Use Planner**

# Submittal Requirements-Step Two

- **General Requirements**
  - Questionnaire (all)
  - Standard Certifications (all)
  - Litigation history (select)
  - Insurance Requirements (select)

# Cone of Silence

- Prohibits any and all communications between the BOCC, Board staff, County Administration and all affected persons, including:
  - any potential Developers and Developer's Representatives,
  - subcontractors,
  - team members, etc.
- The Cone of Silence is currently in effect.

# Other Information

- Submissions due at the BC Gov't Center by qualified Developers
- Vendor's responsibility to check website (BidSync) for updates
- Only changes made by addendum are effective



# Estimated Timeline

**Developer  
Procurement  
Process**

**May 2015 –  
April 2016**

**Developer  
Negotiations**

**May 2016-  
Oct 2016**

**Design**

**Nov 2016 to  
Oct 2017**

**Permit &  
Construction**

**Aug 2017 to  
July 2020**

**Opening  
3rd Quarter  
2020**

# Site Visit Agenda

- Site Overview/Common Areas
- Parking Garage Tour
- Portside
- Convention Center Tour

# What's Next

- Questions and Answers
- Addendu(m) if required
- RLI Submittals by Developers
- Staff review of submittals
- Direct Procurement Authority
- Shortlist Developers continue to Step Three



# Follow Up Questions

Submit additional questions

**by Monday, September 14, by 5:00 p.m.  
through BidSync.**