




MEMORANDUM

TO: David Hebert, City Manager

FROM: Kerri Anne Fisher, Purchasing Manager 

CC: Renee Shrout, City Clerk
Andrew Thompson, CFO/Financial Services Director

DATE: February 22, 2022

RE: RFP 011322, Downtown Properties Redevelopment Project, Phase II - Development Proposals

On August 2, 2021, the City of Oakland Park released Request for Qualifications, RFQ# 091421 Downtown Properties Redevelopment Project Phase One – Development Firm Pre-Qualification Solicitation. Twelve responses were received, and the City Commission shortlisted the top five (5) ranked firms on November 3, 2021. On November 15, 2021, the City released Request for Proposals, RFP #011322 Downtown Properties Redevelopment Project Phase Two- Development Proposals. All five (5) pre-qualified development firms were invited to submit comprehensive development proposals, and on January 13, 2022, the City received proposals from three (3) firms, including:

- Kaufman Lynn Construction/Falcone Group
- Merrimac Ventures
- Terra/Comras Company/Zyscovich

On February 10, 2022, the Evaluation Committee held its first meeting to hear reports from the City's Technical Advisors.

The Evaluation Committee included:

- Albert Carbon, Public Works Director
- Ana Alvarez, Chief Planning Officer

- Andrew Thompson, CFO/Financial Services Director
- Brynt Johnson, Engineering & Building Services Director
- Dr. Steven Tinsley, Community & Economic Development Assistant Director

The Technical Advisors included:

- Illya Azaroff, +Lab Architects, Architectural Design and Sustainability Advisor
- Ken Krasnow, Colliers International, Real Estate Advisor
- Paul Lambert, Lambert Advisory, Economic Advisor
- Renee Miller, RMCG, Policy Advisor
- Peter Schwarz, City of Oakland Park Community & Economic Development Director, Urban Planning Advisor

On February 17, 2022, the Evaluation Committee held a second meeting to hear oral presentations from the three (3) development firms, finalize ranking, and provide a recommendation to the City Manager.

The Evaluation Committee scored the proposals based on criteria defined in the RFP. A total of 105 total points were available (100 + 5 bonus points). The scores were as follows:

Firm	Points	Rank
Kaufman Lynn Construction/Falcone Group	100.4	1
Terra/Comras Company/Zyscovich	89.2	2
Merrimac Ventures	80.2	3

Attached is the Evaluation Committee Ranking sheet that provides the detailed scores for each firm.



RFP 011322, Downtown Properties Redevelopment Project, Phase II - Development Proposals

EVALUATION COMMITTEE RANKING

			KL-Falcone						Merrimac Ventures						Terra, Comras, Zysocovich					
Criteria to be Rated	Description	Max Points	1	2	3	4	5	AVG	1	2	3	4	5	AVG	1	2	3	4	5	AVG
QUALITY OF DEVELOPMENT PROPOSAL																				
1 Design	Does the proposal incorporate high quality architectural and urban design?	10	10	9	9	10	10	9.60	10	8	10	8	9	9.00	10	9	9	6	9	8.60
2 Quality of Residential Concepts	Does the proposal incorporate diverse residential housing products (live work, townhomes, apartments) and amenities (balconies, gathering spaces, wellness) that maximize the development opportunity allowed on the site?	10	9	9	7	8	10	8.60	8	8	8	9	8	8.20	8	8	8	7	9	8.00
3 Quality of Non-Residential Concepts	Does the proposal incorporate innovative retail and commercial concepts and spaces inclusive of daytime activation strategies?	10	10	10	8	9	9	9.20	8	8	8	7	8	7.80	10	9	8	8	9	8.80
4 Relocation of Parks Amenities	Does the development include the relocation of all recreational amenities to the new Greenleaf Park site?	8	8	8	8	8	8	8.00	8	8	6	8	8	7.60	8	8	6	8	8	7.60
5 Parking	Does the proposal include a comprehensive plan for parking to include additional public spaces and alternative transportation such as bike and EV stations?	8	8	8	7	8	8	7.80	7	8	5	7	7	6.80	6	8	5	6	6	6.20
6 Woonerf	Does the plan include a concept for the Woonerf and how this "living street" would be integrated into the development?	5	5	5	5	5	5	5.00	5	5	5	3	5	4.60	5	5	5	4	5	4.80
7 Inclusion of Public Gathering Spaces	Does the proposal include public gathering spaces and the preservation of the Historic tree?	5	5	5	4	5	5	4.80	4	5	5	4	5	4.60	5	5	4	4	5	4.60
8 Inclusion of Urban Greenspace	Does the proposal include Well-designed Urban Greenspaces that include sustainable elements like bioswales and water harvesting?	5	4	5	3	5	5	4.40	5	5	5	5	5	5.00	5	5	5	5	5	5.00
9 Commuter Rail Stop	Does the proposal include a plan to integrate the future commuter rail stop?	5	5	5	5	5	5	5.00	5	5	4	4	5	4.60	5	5	4	4	5	4.60
10 Grant Partnership	Has the development firm disclosed their past experience advocating for Federal, State, and Local Grant partnerships and did the firm disclose how they would partner with the City to seek this fund for this project?	1	1	1	1	1	0	0.80	1	1	1	1	1	1.00	0	1	1	1	0	0.60



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			KL-Falcone						Merrimac Ventures						Terra, Comras, Zysocovich						
Criteria to be Rated	Description	Max Points	1	2	3	4	5	AVG	1	2	3	4	5	AVG	1	2	3	4	5	AVG	
11 Property Acquisition	Does the proposal include the acquisition of adjacent parcels that enable a larger site plan development?	3	3	3	3	3	3	3.00	3	3	3	3	3	3.00	3	3	3	3	3	3.00	
QUALITY OF DEVELOPMENT PROPOSAL TOTAL:			70	68	68	60	67	68	66.20	64	64	60	59	64	62.20	65	66	58	56	64	61.80
STRENGTH OF FINANCIAL PLAN																					
12 Net Benefit Analysis	What is the value of the net benefit to the City produced by the proposed development?	25	25	25	24	24	25	24.60	10	7	6	10	15	9.60	20	18	15	18	20	18.20	
13 Development Plan and Timeline	Did the firm provide a detailed development plan and critical path for the development of this project? Was the firm able to deliver the project within 48 months of development agreement execution?	5	5	5	5	5	5	5.00	5	5	4	3	5	4.40	5	5	4	4	5	4.60	
STRENGTH OF FINANCIAL PLAN TOTAL:			30	30	30	29	29	30	29.60	15	12	10	13	20	14.00	25	23	19	22	25	22.80
BONUS POINTS																					
14 Sustainable Building Practices	Does the proposal include sustainable building practices that incorporate desired practices such as , design, construction and stewardship of products and environments that align human need and ecological resourcefulness, water conservation, renewable energy and low embodied carbon?	3	3	3	2	3	2	2.60	3	3	2	3	2	2.60	3	3	3	3	3	3.00	
15 Community Centered Initiatives	Does the proposal include "Community Centered initiatives" such as: cultural amenities, affordable housing strategies, creative small business opportunities, coworking spaces, makerspaces, innovation hubs, incubators, training space, or culinary school concepts for this project?	2	2	2	2	2	2	2.00	2	2	1	1	1	1.40	2	2	2	1	1	1.60	
BONUS POINTS TOTAL:			5	5	5	4	5	4	4.60	5	5	3	4	3	4.00	5	5	5	4	4	4.60
GRAND TOTAL ALL CATEGORIES:			105	103	103	93	101	102	100.40	84	81	73	76	87	80.20	95	94	82	82	93	89.20