


# Memorandum



**Date:** June 4, 2024

**To:** Honorable Chairman Oliver G. Gilbert, III  
and Members, Board of County Commissioners

**From:** Daniella Levine Cava  
Mayor 

Agenda Item No. 8(P)(7)

**Subject:** Request for Additional Expenditure Authority to Contract for Real Estate Development and Financial Advisory Services

## Summary

This item is requesting additional expenditure authority for the purchase of expert real estate development and financial advisory services. It is used by the Internal Services Department (ISD) to obtain specialized advisory services as a supplement for the County's in-house expertise for the MetroCenter Redevelopment project (Project). The master developer selected for the Project will plan, finance, and develop approximately 27± acres of County-owned parcels in the urban core of the City of Miami which is anticipated to convert the downtown government center area into a thriving, interactive, 24-hour community. Use of an advisor on this large, complex project that involves a complicated real estate deal to include a significant number of public and private features is necessary to position the County to have the resources necessary to effectively evaluate proposals and to achieve the best possible terms under the resulting master developer agreement.

A two-step solicitation to first shortlist proposers and then to competitively select a master developer for the Project from the prequalified proposers has been issued and is under the Cone of Silence. The services of an expert real estate development and financial advisor to assist the County will continue to be used on the Project through the solicitation phase, award of the master developer agreement, and after award for lease negotiations to reach financial close on one or more land parcels and for master plan changes as a result of changes in market conditions.

## Recommendation

It is recommended that the Board of County Commissioners (Board) authorize additional expenditure authority to *Contract No. RFP-02233, Real Estate Development and Financial Advisory Services*, for ISD. The department is requesting \$1,560,000 in additional expenditure authority in order to continue receiving services from the advisor, IMG Rebel Advisory, Inc.

This competitively established contract was awarded under the Mayor's delegated authority on August 1, 2022 for a five-year term with two, five-year options to renew. The solicitation had a response of eight proposals. The contract was awarded to the highest ranked proposer and is currently in the initial term.

The advisory services contract includes all services needed to assist the County throughout the Project phases to include planning, soliciting, negotiating, awarding, and administering the master developer agreement. However, when the advisory services contract was awarded, it was not possible to completely estimate the needed allocation for the entire Project, so a conservative allocation under delegated authority was requested to obtain advisory services to move the Project forward. An estimate for the entire Project was not possible primarily due to the Project being the first of its kind at the County to competitively select a master developer for such a large real estate deal involving multiple parcels, most of which are occupied with County assets which requires the master developer to reposition the current County assets on the development site, and includes designing and constructing a Downtown Intermodal Terminal for the Department of Transportation and Public Works.

Phase 1 of the MetroCenter Redevelopment solicitation, *EVN0000458*, resulted in shortlisting of three proposers. As the County continues to move through the process to get to contract award and Project delivery, a new assessment of needs has been completed and additional resources are sought. The advisor will assist the County in developing the financial inputs requested from the shortlisted proposers in Phase 2 of the solicitation. The advisor will participate with the County in the individual negotiation process that features a comprehensive question and answer procedure, meetings with shortlisted proposers to ensure that the terms and conditions of the draft master developer agreement are compatible with financial market terms and finalizing other aspects of Phase 2 of the solicitation. The advisor will assist the County in evaluating the resulting Phase 2 proposals to a) ensure revenues to the County for parcel leases will cover the amount due from the County for the repositioning of County assets, b) determine the value of the proposed Project to the County, and c) assess each proposal's market feasibility. When a preferred proposer is selected upon completion of evaluations of the Phase 2 proposals, the advisor will participate in negotiations to finalize a master developer agreement that, if negotiations are successful, could be recommended for award and presented to the Board for approval.

**Scope**

The impact of this item is countywide in nature.

**Delegated Authority**

The County Mayor or the County Mayor's designee will have the authority to exercise all provisions of the contract, including any cancellation, renewals, or extensions, pursuant to Section 2-8.1 of the County Code and Implementing Order 3-38.

**Fiscal Impact/Funding Source**

The contract term expires on July 31, 2027, and has a current allocation of \$1,000,000. If this request is approved, the contract will have a modified cumulative allocation of \$2,560,000. The requested increase in expenditure authority is based on future needs to complete the competitive solicitation process, negotiate and award a contract, and obtain financial close on some parcel leases.

Department	Existing Cumulative Allocation	Additional Allocation Requested	Modified Cumulative Allocation	Funding Source	Contract Manager
ISD	\$1,000,000	\$1,560,000	\$2,560,000	Project Funds	Dawn Soper
<b>Total</b>	<b>\$1,000,000</b>	<b>\$1,560,000</b>	<b>\$2,560,000</b>		

**Track Record/Monitor**

Rita Silva of the Strategic Procurement Department (SPD) is the Division Director, P3 and Innovative Procurement.

**Awarded Vendor**

Vendor	Principal Address	Local Address	Principal
IMG Rebel Advisory, Inc.	1015 15th Street NW, Suite 600 Washington, DC	None	Marcel Ham

**Due Diligence**

Pursuant to Resolution No. R-187-12, due diligence was conducted in accordance with SPD's Procurement Guidelines to determine contractor responsibility, including verifying corporate status and review of performance and compliance issues through various vendor responsibility lists and a keyword internet search. The lists referenced include convicted vendors, debarred vendors, delinquent

Honorable Chairman Oliver G. Gilbert, III  
and Members, Board of County Commissioners  
Page 3

contractors, suspended vendors, and federal excluded parties. There were no adverse findings relating to contractor responsibility.

**Applicability of Ordinances and Contract Measures**

- The two percent User Access Program applies.
- The Small Business Enterprise Selection Factor and Local Preference applied.
- The Living Wage Ordinance does not apply.



Carladenise Edwards  
Chief Administrative Officer



**MEMORANDUM**  
(Revised)

**TO:** Honorable Chairman Oliver G. Gilbert, III  
and Members, Board of County Commissioners

**DATE:** June 4, 2024

**FROM:**   
Gen Bonzon-Keenan  
County Attorney

**SUBJECT:** Agenda Item No. 8(P)(7)

Please note any items checked.

- "3-Day Rule" for committees applicable if raised
- 6 weeks required between first reading and public hearing
- 4 weeks notification to municipal officials required prior to public hearing
- Decreases revenues or increases expenditures without balancing budget
- Budget required
- Statement of fiscal impact required
- Statement of social equity required
- Ordinance creating a new board requires detailed County Mayor's report for public hearing
- No committee review
- Applicable legislation requires more than a majority vote (i.e., 2/3's present \_\_\_\_, 2/3 membership \_\_\_\_, 3/5's \_\_\_\_, unanimous \_\_\_\_, CDMP 7 vote requirement per 2-116.1(3)(h) or (4)(c) \_\_\_\_, CDMP 2/3 vote requirement per 2-116.1(3)(h) or (4)(c) \_\_\_\_, or CDMP 9 vote requirement per 2-116.1(4)(c)(2) \_\_\_\_ ) to approve
- Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required

Approved \_\_\_\_\_ Mayor  
Veto \_\_\_\_\_  
Override \_\_\_\_\_

Agenda Item No. 8(P)(7)  
6-4-24

RESOLUTION NO. \_\_\_\_\_

RESOLUTION AUTHORIZING ADDITIONAL EXPENDITURE AUTHORITY IN AN AMOUNT UP TO \$1,560,000.00 FOR A TOTAL MODIFIED CONTRACT AMOUNT OF \$2,560,000.00 FOR CONTRACT NO. RFP-02233 FOR REAL ESTATE DEVELOPMENT AND FINANCIAL ADVISORY SERVICES FOR THE INTERNAL SERVICES DEPARTMENT; AND AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXERCISE ALL PROVISIONS OF THE CONTRACT, INCLUDING ANY CANCELLATION, RENEWALS OR EXTENSIONS, PURSUANT TO SECTION 2-8.1 OF THE COUNTY CODE AND IMPLEMENTING ORDER 3-38

**WHEREAS**, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA**, that:

**Section 1.** This Board authorizes additional expenditure authority under Contract No. RFP-02233 for Real Estate Development and Financial Advisory Services for the Internal Services Department in an amount up to \$1,560,000.00 for a total modified contract amount of \$2,560,000.00.

**Section 2.** The Board authorizes the County Mayor or County Mayor's designee to exercise all provisions of the contract, including any cancellation, renewals or extensions, pursuant to section 2-8.1 of the County Code and Implementing Order 3-38. A copy of the contract is on file with and available upon request from the Strategic Procurement Department.

The foregoing resolution was offered by Commissioner \_\_\_\_\_,  
who moved its adoption. The motion was seconded by Commissioner \_\_\_\_\_  
and upon being put to a vote, the vote was as follows:

Oliver G. Gilbert, III, Chairman  
Anthony Rodríguez, Vice Chairman

Marleine Bastien  
Kevin Marino Cabrera  
Roberto J. Gonzalez  
Danielle Cohen Higgins  
Kionne L. McGhee  
Micky Steinberg

Juan Carlos Bermudez  
Sen. René García  
Keon Hardemon  
Eileen Higgins  
Raquel A. Regalado

The Chairperson thereupon declared the resolution duly passed and adopted this 4<sup>th</sup> day of June, 2024. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this Resolution and the filing of this approval with the Clerk of the Board.

MIAMI-DADE COUNTY, FLORIDA  
BY ITS BOARD OF  
COUNTY COMMISSIONERS

JUAN FERNANDEZ-BARQUIN, CLERK

By: \_\_\_\_\_  
Deputy Clerk

Approved by County Attorney as  
to form and legal sufficiency.



Eduardo W. Gonzalez