



Westgate/Belvedere Homes CRA

REQUEST FOR QUALIFICATIONS

For a Master Developer for the Westgate Avenue Corridor

RFQ NO. 2012-1



Release Date: July 16, 2012

Pre-Submittal Meeting: July 20, 2012 at 2:00 pm

Proposal return date and time: August 20, 2012 at 3:00 p.m.

**WESTGATE BELVEDERE HOMES COMMUNITY
REDEVELOPMENT AGENCY**

1280 N. Congress Avenue Suite 215
West Palm Beach Florida, FL 33409
(561) 640-8181



I. INVITATION

The Westgate/Belvedere Homes Community Redevelopment Agency of Palm Beach County (WCRA) hereby issues this Request for Qualifications (RFQ) from interested private parties for a master developer to redevelop the WCRA's Westgate Avenue Corridor. The corridor is bounded by Cherokee Avenue to the North, Nokomis Avenue to the south, Suwanee Drive to the east and the LWDD's L2B Canal to the west. There is a total of 48 acres of land in the Corridor. The WCRA currently owned five redevelopment sites, constituting of about 4 acres of land in the corridor. See Exhibits A and B for more details.

Properties Owned by WCRA

Site 1

There are four (4) parcels of land (PCNs: 00-43-43-30-03-033-0220, 00-43-43-30-03-033-0550, 00-43-43-30-03-033-0530, and 00-43-43-30-03-033-0510 totaling 1.3 +/- acres), three of which are vacant parcels, owned by the WCRA. The four parcels are identified with numbers 80, 84, 85 and 86 on the exhibits. The redevelopment site is bordered by Westgate Avenue to the north, Nokomis Avenue to the south, Seminole Boulevard to the east, and Tallahassee Drive to the west.

Site 2

It has six (6) parcels of land (PCNs: 00-43-43-30-03-034-0010, 00-43-43-30-03-034-0112, 00-43-43-30-03-034-0111, 00-43-43-30-03-034-0310, 00-43-43-30-03-034-0350, and 00-43-43-30-03-034-0400 totaling 1.46 +/- acres), three of which are vacant. The six parcels are identified with numbers 105, 107, 108, 114, 113 and 112 on the exhibits. The redevelopment site is bordered by Westgate Avenue to the north, Nokomis Avenue to the south, Osceola Drive to the east, and Seminole Boulevard to the west.

Since the properties within Sites 1 and 2 are located at the focal point of the Westgate core area (the intersection of Westgate Avenue and Seminole Boulevard), the urban design and architecture of the two sites must be complementary to one another as well as supportive of the WCRA's livable community streetscape design objectives.

Site 3

It consists of two parcels of land (PCN: 00-43-43-30-03-028-0010, 00-43-43-30-03-028-0070 and totaling 0.48 acres) one of which is vacant. The two parcels are identified with numbers 87 and 89 on the exhibits. This redevelopment site is located between Cherokee Avenue and Westgate Avenue on Seminole Blvd. It can be combined with the adjacent Palm Beach County owned parcels identified with numbers 90 and 99 on the exhibits to make 1.18 acre.

Site 4



It has two vacant parcels of land (PCN: 00-43-43-30-03-029-0350, and 00-43-43-30-03-029-0390 approximately 0.4 acre). The parcel is identified with numbers 125 and 126 on the exhibits. This redevelopment site is located between Loxahatchee Drive and Osceola Drive on Westgate Avenue.

Site 5

It has One (1) parcel of land (PCN: 00-43-43-30-05-000-0050, approximately 0.21 acre) containing a three-unit multi-family residential structure. It is identified with number 148 on the exhibits. This redevelopment site is located at the NE corner of Loxahatchee Drive and Westgate Avenue.

The WCRA may consider selling, leasing or exchanging all the properties it owns on Westgate Avenue to the successful master developer as part of this RFQ redevelopment proposal.

The intent of the WCRA is to collaborate with private sector business, property owners, developers and others to expand the investment opportunities that implement the WCRA Master Plan and promote the welfare of the residents, employees, property and business owners and other stakeholders within the WCRA by encouraging development opportunities that expand the tax base, create jobs, enhance the urban design and add to the quality of life in the area. The fundamental goal is to position Westgate Avenue as a mixed-use, neighborhood commercial destination of a quality that not only serves the needs of the adjacent resident population, but also is attractive to the downtown West Palm Beach and unincorporated County employment base and those who visit the area. Redeveloped sites should help invigorate the Westgate Avenue corridor, highlighting its historical heritage, adding new compatible uses that help create an identifiable sense of place as it fosters housing and/or employment opportunities, improves access, increases the availability of goods and services, and helps create an environment that will attract other private investment capital.

The WCRA is seeking proposers who have experience in redevelopment activities that show creativity addressing neighborhood compatibility, street frontage, pedestrian activity, quality design, and quality materials in construction. Factors that the WCRA will use in selecting the master developer include, but are not limited to, the proposer's experience and financing capabilities, the reduction or elimination of slum and blight in the Westgate Avenue Corridor, the number of parking spaces being proposed for use by the public and for the proposed project, the affordability of the housing units created (workforce housing), the number of new jobs being created, the quality of planning, urban design, and architecture, and the effect the project will have on the WCRA's tax increment revenues.

II. ABOUT THE WCRA

The WCRA is vested by the State of Florida pursuant to its powers under Florida Statutes, Chapter 163, Part III, and the Community Redevelopment Act of 1969, as amended with the



authority to request proposals for the redevelopment of an area within its district in order to effectuate redevelopment pursuant to the goals and objectives of the WCRA Redevelopment Plan.

The Agency exists as distinct legal entity governed by a Board of Commissioners for the purpose of eliminating slum and blighted conditions within the proscribed geographic boundaries. The CRA Board consists of seven (7) members, appointed by the Palm Beach County Board of County Commissioners, consisting of residents, property or business owners, and/or professionals that are engaged in business in the WCRA area.

Empowered by the Redevelopment Act to undertake a broad range of activities designed to eliminate slum and blighted conditions, the WCRA has certain powers including the power to buy, sell, assemble, hold, or dispose of property, and has the authority to issue redevelopment bonds and receive incremental ad valorem tax revenues from designated taxing authorities in order to fund its activities.

The WCRA is one of the best remaining areas for successful infill and redevelopment. It is within a five mile radius of the West Palm Beach International Airport, Downtown West Palm Beach and City Place, major thoroughfares, and employment and entertainment centers. The agency has recently upgraded its physical infrastructure such as, roadways, drainage and sanitary sewer. In addition, form based property development regulations were adopted in 2006 to provide incentives and flexibility for appropriate land uses. Projects worth more than half a billion dollars are projected to be constructed in the CRA in the next five (5) years. The WCRA's Tax Increment has more than doubled between 2005 and 2007, the period following the adoption of the WCRA Plan, thereby providing a solid foundation for a bright economic future.

The entire WCRA including the Project Area has been designated as a brownfield under the State of Florida Brownfields Program. Substantial economic incentives through the State of Florida are made available by this designation. For more information, please visit <http://www.dep.state.fl.us/waste/categories/brownfields/default.htm>.

III. SUBMISSION REQUIREMENTS

Proposers should submit eleven (11) originals (one of which must be unbound), sealed and marked on the outside of the package "Westgate Avenue Corridor RFQ" delivered (hand delivery, mail, or overnight courier only) to the WCRA Office located at 1280 N., Congress Ave., Suite 215, West Palm Beach, FL 33409 on or before 3:00 pm on MONDAY, August 20, 2012.

The WCRA's preference for redevelopment is mixed-use, including a combination of commercial/retail, office, and residential or other mixes. Prospective respondents may propose to construct public parking in addition to their own parking, and such public parking



proposals should include any financial conditions of WCRA participation if any in its development.

A. Description of Request for Proposal Sites

1. WCRA Owned Sites

See attached Exhibits A and B.

2. Available Utilities and Service Providers

Water/Sewer– Palm Beach County Utility Department, (561) 493-6000

Drainage – Palm Beach County Land Development, (561) 684-4090

Electric – Florida Power and Lights, (Area Project Manager Locator (800) 375-4375)

Telephone – Bellsouth Engineering Department, (877) 288-4757, ext. 55105

Cable TV – Comcast Cable Communications, Inc., Christine Saxon, (561) 227-4278

Mass Transit – Palm Tran, (561) 841-4200

Fire/Rescue – Palm Beach County, (561) 616-7027 (Planning)

B. Land Use Regulations

A copy of permitted uses is available upon request. The proposer should consider land uses on the ground floor facing the public streets that have the greatest impact for urban retailing. The Westgate/Belvedere Homes Community Redevelopment Area Overlay (WCRAO) sets a height and number of story limitation based on the maximum height of the Sky Exposure Plane at the Build to setback line, as defined by Art. 3.B.15., WCRAO, of the Unified Land Development Code (ULDC), as amended. The building design is subject to the design standards of Article 5 of the ULDC. The WCRA Master Plan encourages mixed-use development, and proposers should confer with the Palm Beach County Planning and Zoning Department for changes or contemplated changes to the ULDC.

C. WCRA Plan and Overlay District Regulations

The WCRA Plan was created by ordinance in 1989, and last revised in February 2004. Copies of the WCRA Plan may be obtained online or may be downloaded at <http://www.westgatecra.org/PlansandStudies.htm>

D. Survey

The WCRA will provide copies of surveys if available for the properties it owns upon request. The WCRA will not order new surveys as part of this RFQ.



E. Streets and Right-of-ways

Westgate Ave. is the heart of the corridor. There are two other side streets, Cherokee Ave., north of Westgate and Nokomis Ave. south of Westgate Ave. The cross streets are Suwanee Drive, Loxahatchee Drive, Osceola Drive. Seminole Blvd, Tallahassee Drive, and Wabasso Drive. Seminole Blvd is also an important entrance from Okeechobee to Westgate Avenue.

F. Palm Beach County Impact Fees

Development of the property will be subject to Palm Beach County (PBC) Impact Fees. Please contact the Impact Fee Coordinator for PBC, Willie Swoope @ 561-233-5014.

G. Appraisal

The WCRA will provide appraisals for the properties which it owns upon request if available. No new appraisals will be ordered before the RFQ is due.

H. Bid Bond for Each Site

A bid bond is not required for this RFQ.

I. Administrative Fee

A nonrefundable fee of Five Hundred Dollars (\$500.00) will be required to cover the administrative costs of the RFQ.

J. Proposal Content

The following describes certain information that the WCRA will require for the proposal. The proposer should submit eleven (11) original copies, one of which must be unbound, which describe the proposed redevelopment plan and the initial project.

1. The Proposer must submit information which permits an understanding of the Proposer's organizational structure, its members, qualifications, and financial strength. The WCRA reserves the right to research the background of each principal with respect to both credit and police records. The Proposer must submit a signed consent form, attached herein, as part of the proposal. The following information is required in the submission for this paragraph.

- a. Description of the legal organizational structure of the Proposer (and its parent entity, if it is a subsidiary). If the Proposer intends to create a separate entity solely for the purpose of developing the proposed project, then each partner or



- stockholder or member should describe their respective legal organizational structure.
- b. Identification of the Proposer's principals, partners, officers, or co-venturers, including names, addresses, telephone and fax numbers, and social security and federal business identification numbers.
 - c. Information concerning the relevant experience of the Proposer and key project personnel, including a **listing and description of a minimum of three and a maximum of five projects completed in the last 10 years.**
 - d. A minimum of three (3) verifiable professional references.
 - e. In addition, the proposer must make available for inspection **at his or her place of business**, a current (audited, if available) financial statement of the proposing entity which includes a balance sheet, a three-year statement of past income, and a projected one-year income statement for the current fiscal year for the proposer (and its parent entity if it is a subsidiary). If the proposing entity is to be created specifically for the intended project or if the proposing entity is less than three years old, then each partner or stockholder must submit its own financial statement as described above. Tax returns may be substituted for financial statements. Information regarding any legal or administrative actions, past or pending, that might impact the capacity of the proposer (or its principals or affiliates) to complete the project must be disclosed. Disclosure of any bankruptcies and legal actions by any of the above or related entities during the past ten years must be made with the RFQ. The WCRA reserves the right to conduct a background check and credit check on prospective bidders and their partners.
 - f. The proposer must show that he or she is financially able to act successfully as a master developer for the Westgate Avenue corridor. Financial capacity can be demonstrated through his or her ability and/or experience with syndication, fund raising, development deal making, capital investments, debt capacity, and other financing mechanisms. The proposer is also encouraged to submit commitment letters from financial institutions as proof of financial strength.
2. The proposer must submit a general redevelopment plan for the Westgate Avenue Corridor that includes at a minimum the type of projects proposed for the Corridor, the anticipated costs, a timeline of completion and a strategy to implement the plan. The plan should not exceed five pages including site plans or renderings if submitted. If a respondent submits more than five pages, only the first five pages will be considered.



3. The proposer must state the anticipated uses of the proposed redevelopment activities intended for the Westgate Avenue Corridor. The uses must be currently permissible under Palm Beach County Unified Land Development Code (ULDC). Specify the square footage of the total project and the breakdown of each land use. The Interactive ULDC may be accessed online at http://www.co.palm-beach.fl.us/epzb/ACommon.asp_html/indexmain.asp
4. The proposer must submit at least one project that will be developed first on Westgate Avenue after winning the RFQ (the initial project).
 - a. If the proposer anticipates that the predominant use of the initial project will be commercial office, retail or residential, then the proposer must submit, in order to demonstrate that the initial project is feasible, the anticipated absorption rate or cash flow for the project, the anticipated mix of unit types, the projected rent (in case of a rental apartment project or room rate in the case of a hotel project), or the projected sales price (in the case of a for-sale project). If accessory uses include retail and/or office, then the proposer should submit the anticipated absorption, projected rents, and types of retail users. If the proposer is successful in being ranked to negotiate for the acquisition of any of the WCRA owned properties, then the proposer must submit, prior to the signing of the Contract for Sale and Purchase, a market study justifying the feasibility of the initial project. The study must be performed by a professional engaged in the business of real estate market research and/or commercial real estate appraising. If an appraiser is utilized, then he or she must be licensed in the State of Florida.
 - b. The Proposer must submit an illustrative concept plan and one or two elevations on a display board measuring of 24" by 36" of at a minimum one redevelopment project proposed for the Corridor at a scale of one inch equals twenty feet (1" = 20"). The concept plan should include, as a minimum, the location of proposed building(s) and the public streets surrounding the site. Parking, sidewalks, and major landscaping features should be illustrated. In addition the Proposer should reduce the site plan to a format measuring 8 ½" by 11" or 11" by 17" for ease of review.
 - c. The Proposer must state the offering price of the WCRA owned properties. The offering should state the specific site, terms of payment, the anticipated closing date, and any conditions, contingencies, and additional requirements that affect the purchase. The Proposal must include an acquisition strategy for each property not owned by the WCRA but deemed essential in the implementation of the initial project.



- d. The Proposer must submit a time schedule for the completion of the initial project including the building, parking, and off-site improvements. If the initial project is to be redeveloped in phases, then the time schedule should reflect the phases.
 - e. The Proposer must submit a total project cost analysis stating, by category, the major elements of the project. The major cost items shall include, as a minimum, land costs, building costs, tenant improvement costs, parking costs, landscaping costs, architectural and engineering costs, marketing costs, financing costs, and any other significant costs.
 - f. The Proposer must submit a financing plan which may include a preliminary financing commitment letter from a lending institution or other primary source of investment financing for the construction of the initial project. The financing plan must also account for all debt and equity investment required to fund the initial project. A firm financing commitment from a lending institution or other source of investment financing must be provided prior to the closing of the sale of WCRA land and within sixty (60) days after the execution of the contract.
 - g. The WCRA will require a buy-back provision of an WCRA owned lots to be negotiated as part of the final contract in the event the purchaser fails to complete its obligations for the commencement of the initial project within two (2) years from execution of the contract or an agreed upon time.
 - h. The Proposer must submit the number of parking spaces their project intends to provide and the extent to which the spaces might be available to the public, either during peak hours and/or off-peak hours. If public parking will be constructed, then the proposal should state the terms and conditions that are expected of the County or WCRA, including financial participation, parking management or other issues.
12. The WCRA may choose not to consider any proposals that would seek ad valorem tax exempt status from any taxing authorities at any time for either part or for the whole of the intended project.

K. Selection Criteria

Factors that the WCRA will use in evaluating proposals include, but are not limited to, the following:

1. The qualifications (previous experience and capabilities) and financial capacities of the proposer. (50 points)



2. The prospects for market and financial feasibility of the proposed redevelopment plan. (5 points)
3. The strength of the proposed redevelopment plan for the Westgate Avenue Corridor. (5 points)
4. The potential tax revenues generated by the proposed projects to be implemented in the Corridor. (5 points)
5. The number of quality, affordable housing units that will be provided. (5 points)
6. The extent to which the project includes an outreach to the surrounding neighborhood in terms of small business development and employment opportunities. (5 points)
7. The feasibility and timing of the initial project. (10 points)
8. The extent to which the mix of the proposed land uses supports the other land uses in the commercial corridor within the WCRA District. (5 points)
9. The quality of site planning and building design proposed for the first project. (5 points)
10. Use of minority/women owned businesses as subcontractors or minority/women controlled partnerships in the development process. (5 points)

L. Proposals and Disposition Process

Sealed proposals must be filed with the WCRA at its offices located at 1280 N. Congress Ave. Suite 215, West Palm Beach, Florida 33409, no later than Monday August 20, 2012 @ 3:00pm (EST). The WCRA staff will open the proposals after that time and review them for compliance with submission requirements. The WCRA will establish a Review Committee to review and rank all qualified proposals in accordance with the selection criteria listed in Paragraph K and the redevelopment philosophy of the WCRA.

Up to three of the top ranked proposers will be invited to make a presentation at a public meeting to the WCRA Board. The WCRA Board will select the top ranking proposal no later than September 10, 2012. The WCRA's conveyance of the WCRA owned properties is subject to the approval of the Palm Beach County Board of County Commissioners.



The WCRA reserves the right to negotiate such terms and conditions with the successful proposer as it deems in the public interest. In the event a contract is not negotiated to the WCRA's satisfaction, the WCRA may abandon such negotiation, and if it determines it appropriate, to then commence negotiations with the next ranked proposer. All proposers should be familiar with the requirements of Florida Statutes Chapter 163.380 to which this Request for Proposal is subject and all applicable federal or state requirements, including but not limited to environmental assessments, Davis-Bacon compliance, Uniform Relocation Act, etc., if public funds are being used to leverage private sector funding.

Proposals entered into this RFQ process shall be considered irrevocable until after a winner is selected to enter into contract with the WCRA. Withdrawal during this period or a failure to participate in the requirements of the RFQ process shall result in a forfeiture of all privileges.

M. Right to Withdraw

Chapter 163.380 requires that once a contract is negotiated, the same must be filed with Palm Beach County Clerk with the Notice of Intent to award such contract thirty (30) days prior to the execution of such contract. The WCRA specifically reserves the right to refrain from awarding a contract for the sale of any or all of the subject property to any person and to withdraw from the process and/or negotiations at any time at its sole discretion. The WCRA reserves the right to enter into a contract with any of the proposers on the basis of the impact on redevelopment by the proposed project in the WCRA's sole discretion and not necessarily to the proposer offering the highest purchase price. The WCRA expressly reserves the right to obtain economic feasibility studies and parking studies with regard to the subject proposals.

N. Site Visits

Any interested party may visit the site at anytime. Access to the WCRA structures shall be by appointment only. Please call or email Thuy Shutt, Assistant Director, at the WCRA office at (561) 640-8181 or tshutt@pbcgov.org for an appointment.

O. Interpretations

Questions and inquiries concerning the proposal and specification of the solicitation shall be submitted in writing and directed to Ms. Thuy Shutt, Assistant Director, WCRA, 1280 N. Congress Avenue Suite 215 for receipt no later than ten (10) calendar days prior to the date set for receiving proposals. Oral explanations, information and instructions shall not be considered binding on the WCRA. All prospective proposers are encouraged to independently verify the accuracy of any information provided.



Neither the WCRA nor any of its agents or employees shall be responsible for the accuracy of any oral information provided to any proposer.

P. Pre-submittal Meeting

A pre-submittal meeting will be scheduled and held at the offices of the WCRA at 1280 N. Congress Avenue, West Palm Beach, FL 33409, (561) 640-8181 on Friday, July 20, 2012 at 2:00 pm for potential proposer who has registered its name with the WCRA.

Q. Registration and Addenda

All interested parties must register their name, email address, address and telephone number at the WCRA office in order to receive any changes, additions, addendums or other notices concerning the request for qualifications. A registration form will be supplied in the office of the WCRA.

R. WCRA Offices

The WCRA is located at 1280 N Congress Avenue Suite 215. The telephone number is (561) 640-8181. The fax number is (561) 640-8180.

S. Minimum Offer

Any offers for less than appraised or fair market value for the WCRA owned properties must indicate the value of other amenities provided for the public, such as community or neighborhood resource center office space, parking and/or open space, as well as, stating the specific benefits the proposed project would bring to the surrounding area.



IV. AUTHORIZATION FOR RELEASE OF INFORMATION

To whom it may concern:

The undersigned hereby authorizes you to release to the Westgate/Belvedere Homes Community Redevelopment Agency (WCRA) of Palm Beach County any information in your possession regarding the undersigned either of a professional credit or personal nature including the statement of your opinions with regard to the undersigned's professional credit and personal character.

By: _____

STATE OF FLORIDA
COUNTY OF PALMBEACH

THE FOREGOING INSTRUMENT was acknowledged before me this day of , 2012, by , who is personally known to me or who has respectively produced as identification and did not take an oath.

Notary Public: _____

Print Name: _____

Commission No.: _____

My Commission Expires: _____

(SEAL)

Name: _____

Home Address: _____

Home Telephone Number: _____

Business Telephone Number: _____

Fax Number: _____

Social Security Number: _____

Date of Birth: _____

Professional License Number: _____



V. RFQ ANTICIPATED SCHEDULE

RFQ Issuance Date:	July 16, 2012
Pre-submittal Meeting:	July 20, 2012
RFQ Response Deadline:	August 20, 2012
Review and Screening of Proposals no later than:	August 21, 2012
Review, rank, and selection of top respondents by Review Committee no later than:	September 3, 2012
Presentations and selection made by top respondents to CRA Board no later than:	September 10, 2012
Development Agreement Negotiations and Conveyance	September - December 2012

Note: Dates above are subject to change – registered respondents will be notified by email of changes, if any.