Memorandum

MIAMI-DADE COUNTY

Date: September 1, 2011

To: Honorable Chairman Joe A. Martinez
and Members, Board of County Commissioners

Agenda Item No. 8(O)(1)(A)

From: Alina T. Hudak
County Manager

Subject: Recommendation to Reject Proposals for Request for Proposals No. 630: Water Park Development and Operation with Options for a Family Entertainment Center and Vacation Hotel Development

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RECOMMENDATION

It is recommended that the Board of County Commissioners (Board) reject the proposals received in response to Request for Proposals No. 630 for a Water Park Development and Operation with Options for a Family Entertainment Center and Vacation Hotel Development.

CONTRACT NO:	RFP 630
CONTRACT TITLE:	Water Park Development and Operation with Options for a Family Entertainment Center and Vacation Hotel Development
DESCRIPTION:	The County issued a solicitation to obtain proposals from qualified firms for the financing, development, promotion, operation, and maintenance of a quality water park on property adjacent to Zoo Miami in southwest Miami-Dade County. The RFP included options for a family entertainment center and vacation hotel development.
USING AGENCY AND FUNDING SOURCE:	Park and Recreation Department – This is a revenue generating solicitation.
CONTRACT MEASURES:	This is a revenue generating solicitation. Small Business Enterprise measures do not apply.
LIVING WAGE:	The services being provided are not covered under the Living Wage Ordinance.
USER ACCESS PROGRAM:	The 2% User Access Program provision is not included since there are no County funds are being expended.
LOCAL PREFERENCE:	Applied in accordance with applicable ordinance, and did not affect the outcome.
PROJECT MANAGER:	Jack Kardys, Director, Miami-Dade Park and Recreation Department

BACKGROUND

A Request for Proposals was issued to obtain offers from qualified firms to provide the financing, development, promotion, operation, and maintenance of a quality water park on property adjacent to Zoo Miami in southwest Miami-Dade County. The solicitation addressed the development of a water park, but included options for a proposer to additionally provide a family entertainment center, vacation hotel development, and other projects in areas within the Zoo Miami entertainment area. This solicitation was issued to promote tourist visits to Zoo Miami and to explore the feasibility of developing its adjacent properties.

Water Park
The RFP advised that the water park should include attractions and rides commonly found in contemporary and successful water parks. Such rides and features would include a lazy river, wave/surf pool, bowls, inner tube/mat racer slides, slide towers, flow riders, family raft rides, water coaster and interactive play areas, and would appeal to visitors of all ages.

Family Entertainment Center
The RFP included an option to develop a family entertainment center (FEC). The RFP stipulated that the design and premise of the proposed FEC should be complementary to and compatible with Zoo Miami. The attractions and elements should appeal also to visitors of all ages and may include indoor arcades (electronic games, simulations), indoor challenge areas (ice/roller skating, covered kart racing, laser tag), and outdoor children's areas including fee/free rides (games of skill and chance, building blocks, lighted fountains, performance space and dynamic audience participation areas), restaurant(s), and food and beverage areas.

Vacation Hotel
The RFP also included an option to develop a vacation hotel, which was to be a family-style hotel with approximately 200 to 210 rooms.

The solicitation yielded two proposals. As further detailed in attached Report of the Evaluation/Selection Committee, negotiations commenced with the highest ranked proposer, PARC Management, LLC (PARC). Following a long term effort to negotiate an agreement with PARC, the County terminated negotiations since PARC did not want to develop just the water park (the minimum requirement of the RFP), and the firm did not have sufficient financing to develop the larger project, consisting of a water park and optional FEC and retail area on Main Street.

On October 2010, PARC advised that it could not obtain equity financing at favorable rates and was instead seeking to obtain funding through the County's Building Better Communities - General Obligation Bond Program to cover a shortfall of approximately $5 million dollars to cover infrastructure costs. PARC provided several other funding options to the County; however, the options presented to the Committee did not consider any reimbursement of these funds to the County. PARC did not provide an option to fund the entire project through its own funding sources. The RFP required a turnkey facility built without County funding. PARC advised the County that they would submit an offer to the County by the week of December 6, 2010, but the County never received any other proposal.

Consequently, a Committee meeting was held on December 13, 2010 and the Committee recommended moving to negotiate with the second highest ranked proposer, Recreational Design and Construction, Inc. (RDC). Staff contacted RDC, but they notified staff in April 2011 that they could not negotiate with us. There are no additional proposers which submitted proposals for this RFP.

Therefore, it is recommended that the Board reject the proposals received in response to RFP 630 to allow the County to re-solicit this solicitation in order to find an interested developer.

Attachments

Assistant County Manager

MEMORANDUM

(Revised)

TO: Honorable Chairman Joe A. Martinez and Members, Board of County Commissioners

DATE: September 1, 2011

FROM: R. A. Cuevas, Jr. County Attorney

SUBJECT: Agenda Item No. 8(O)(1)(A)

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**

_____ **Ordinance creating a new board requires detailed County Manager's report for public hearing**

_____ **No committee review**

_____ **Applicable legislation requires more than a majority vote (i.e., 2/3's ____, 3/5's ____, unanimous _____) 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(O)(1)(A)
9-1-11

RESOLUTION NO. _____

RESOLUTION AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO REJECT PROPOSALS RECEIVED FOR THE REQUEST FOR PROPOSALS FOR WATER PARK DEVELOPMENT AND OPERATION WITH OPTIONS FOR A FAMILY ENTERTAINMENT CENTER AND VACATION HOTEL DEVELOPMENT - RFP NO. 630

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 this Board approves the rejection of proposals received for Request for Proposals No. 630 for Water Park Development and Operation with Options for a Family Entertainment Center and Vacation Hotel Development.

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:

Joe A. Martinez, Chairman
Audrey M. Edmonson, Vice-Chairman

Bruno A. Barreiro	Lynda Bell
Esteban L. Bovo, Jr.	Jose "Pepe" Diaz
Sally A. Heyman	Barbara J. Jordan
Jean Monestime	Dennis C. Moss
Rebeca Sosa	Sen. Javier D. Souto
Xavier L. Suarez	

The Chairperson thereupon declared the resolution duly passed and adopted this 1st day of September, 2011. This resolution shall become effective ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board.

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

HARVEY RUVIN, CLERK

By:_____
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.

Monica Rizo

Memorandum

Date: December 30, 2010

To: George M. Burgess
County Manager

Thru: Amos C. Roundtree, CPSM
for
Miriam Singer, CPPO
Director
Department of Procurement Management

From: Andrew Zawoyski, CPPO
Contracting Officer
Chairperson, Negotiation Committee

Subject: Report of Negotiation Committee for RFP No. 630 Water Park Development and Operation with Options for a Family Entertainment Center and Vacation Hotel Development - Authorization is Requested to Terminate Negotiations with the Highest Ranked Proposer and to Initiate Negotiations with the Second Ranked Proposer.

The County issued Request for Proposals No. 630 (RFP) to obtain proposals from qualified firms to provide the financing, development, promotion, operation, and maintenance of a quality Water Park on property adjacent to the Zoo Miami in Southwest Miami-Dade County. The solicitation addressed the development of a water park, but included options for a proposer to additionally provide a Family Entertainment Center, Vacation Hotel, and other projects in areas within the Zoo Miami entertainment area. The Negotiation Committee (Committee) recommends terminating negotiations with the highest ranked proposer, PARC Management, LLC (PARC), and to proceed with negotiations with the second ranked proposer, Recreational Design & Construction, Inc. This recommendation is based upon PARC advising the Committee that it does not want to develop just the Water Park (the minimum requirement of the RFP); and that PARC did not have sufficient financing to develop the larger project (Water Park and optional Family Entertainment Center and retail area on Main Street – for which PARC submitted a proposal).

The RFP was premised on a turnkey solution to develop, promote, operate and maintain a quality water park solely financed by the proposer. The highest ranked proposer, PARC, proposed a solution for a water park and a family entertainment area, with the potential for other developments including a family vacation hotel.

Negotiations were initiated on October 14, 2009, with a goal of an award recommendation for a water park development, a family entertainment center, a vacation hotel, the Gold Coast Museum retail area, an additional retail area on the main street to the Zoo (Main Street East), and a Zoo restaurant. Progress was steady until March 4, 2010 when the firm's lead negotiator severed ties with the company. A new lead negotiator was assigned by the firm, who then advised the County that the previous negotiation's achievements were being rescinded as PARC's senior management had not approved the concessions.

Negotiations resumed, yet the parties were not in agreement as to core commercial terms, including initial and base rents, revenue percentage fees, reimbursement costs, and parking revenues. During the summer of 2010, the Committee made every effort to progress on the commercial terms to the benefit of the County. The firm advised that they would accept, in principal, the main commercial terms that were previously rejected. Staff and the County Attorney's Office proceeded to draft leases/licenses that are required for the Water Park, family entertainment center and the Main Street East. Additionally, the parties agreed to allow for separate option agreements for the Vacation Hotel and Gold

Coast Museum Retail Area. PARC advised that they were no longer interested in the Zoo restaurant. Several meetings were convened to discuss the terms and conditions and significant progress was being made.

However, in October 2010, the firm advised that it could not obtain equity financing at favorable rates and was instead seeking to obtain funding through a County's GOB economic development grant program to obtain a shortfall of approximately $5 million to cover infrastructure costs. PARC advised that even after preparing an application to obtain these funds, it would take several months to find out whether or not PARC would be successful in obtaining these funds.

The Committee suggested the firm prepare different options to allow them to continue development of the project if they did not receive such funding. PARC provided several options, but each of these included funding from the County, either in the form of rebated revenues (rents and percentage fees) to the County or retention of revenues the County would earn from parking fees. PARC clearly stated that the options presented to the Committee did not consider any reimbursement of these funds to the County. The RFP required a turnkey facility built without County funding and PARC did not provide these options. The County requested that PARC offer a plan which would include reimbursement of these revenues to the County. PARC advised that they would submit an offer to the County by the middle of the week of December 6, 2010, but, the County has not received any such proposal.

Subsequently, a Committee meeting was held on December 13, 2010, which led to the recommendation to move to negotiations with the second highest ranked proposer. It is recommended that negotiations with the highest ranked proposer, PARC, terminate and negotiations with the second ranked proposer Recreational Design & Construction, Inc. be initiated.

Approved

George M. Burgess
County Manager

Date

Not Approved

George M. Burgess
County Manager

Date

c: Negotiation Committee Members

Memorandum

Date: September 1, 2009

To: George M. Burgess
County Manager

Thru: Miriam Singer, CPPO
Director
Department of Procurement Management

From: Andrew Zawoyski, CPPO
Procurement Contracting Officer
Chairperson, Evaluation/Selection Committee

Subject: Report of Evaluation/Selection Committee for RFP No. 630 - Water Park Development and Operation with Options for a Family Entertainment Center and Vacation Hotel Development

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The County issued a solicitation to obtain proposals from qualified firms to provide a quality Water Park (WP) on property adjacent to the Miami Metrozoo in Southwest Miami-Dade County. The solicitation included options for proposers to provide a Family Entertainment Center and Vacation Hotel.

The Evaluation/Selection Committee has completed the evaluation of proposals submitted in response to the above referenced solicitation following the guidelines published in the solicitation as summarized below.

Evaluation/Selection Committee Meeting Dates:

June 17, 2009 – Kickoff Meeting
July 14, 2009 – Evaluation Meeting
August 18, 2009 – Oral Presentations/Final Evaluation Meeting

Verification of compliance with contract measures:
Not applicable since the Review Committee did not assign any contract measures to this revenue generating solicitation.

Verification of compliance with minimum qualification requirements:
The solicitation did not have any minimum qualification requirements.

Summary of scores:

The preliminary scores are as follows:

Pre-Oral Presentations

Proposer	*Technical Score* (max. 560)	*Selection Factor Score* (N/A)	*Price Score* (max.140)	*Total Combined Score* (max. 700)
1. PARC Management, LLC	443		63	506
2. Recreational Design & Construction, Inc.	358		10	368

The Evaluation/Selection Committee decided to hold oral presentations. Price proposals were reviewed in conjunction with the technical proposals.

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The final scores are as follows:

Post-Oral Presentations

Proposer	*Technical Score* (max. 560)	*Selection Factor Score* (N/A)	*Price Score* (max.140)	*Total Combined Score* (max. 700)
1. PARC Management, LLC	436		89	525
2. Recreational Design & Construction, Inc.	434		15	449

Local Preference:
Local Preference was considered in accordance with applicable ordinances, but did not affect the outcome as the scores were more than 5 percentage points apart.

Other Information:
Along with the two proposals listed above, the County received a letter from Aquatic Development Group, which stated "The Aquatic Development Group submits this expression of project interest, should you not receive satisfactory and financeable proposals in response to your RFP 630 for Water Park Development and Operation at the Miami MetroZoo project site". In consultation with the County Attorney's Office, this letter of an expression of project interest was deemed not to be a proposal and was not considered for evaluation. A copy of the County Attorney's position on this matter is attached.

Negotiations:
The Evaluation/Selection Committee recommends that the County enter into negotiations with the proposer with the highest score, PARC Management, LLC. The following individuals will participate in the negotiations:

Andrew Zawoyski, (Non-voting Chair) Procurement Contracting Officer, Department of Procurement Management
Dan Licciardi, Chair Elect, Zoological Society of Florida
Eric Stephens, Director, Metrozoo
Sherri McGriff, Business Support Services Division Director, Small Business Development
Kevin Asher, AICP, Special Projects Supervisor, Park and Recreation Department
Jon Seaman, Contract Manager, Park and Recreation Department

Consensus Statement: Attached with this memo is a copy of the Evaluation/Selection Committee Consensus Statement.

Copies of the score sheets are attached for each Evaluation/Selection Committee member, as well as a composite score sheet.

Attachments

Approved

gm Burgess

George M. Burgess
County Manager

9/10/09
Date

Not Approved

George M. Burgess
County Manager

Date

MIAMI-DADE COUNTY, FLORIDA
Department of Procurement Management

Evaluation Results Memo

RFP No. 630: **Water Park Development and Operation**
w/option for an FEC and VH

The Evaluation/Selection Committee was tasked with rating and ranking the Proposals received in regard to Water Park Development and Operation w/option for an FEC and VH for Miami-Dade Park and Recreation Department. The Evaluation/Selection Committee scoring was conclusive. The Evaluation/Selection Committee recommends that the County enter into negotiations with PARC Management, LLC.

The Evaluation/Selection Committee unanimously agrees that the Selected Proposer should proceed to Negotiations as a result of:

- The Selected Proposer ended up No. 1 in points and in the ordinal system (5-2).
- Provided more completed financial information
- Was more responsive in responding to the questions posed in the RFP; and
- Stated clearly that there will be no use of public dollars.

Miriam Abreu, Controller, Seaport

Jack Kardys, Director, MDPR

Johnny Martinez, Director, OCI

Sherry McGriff. Director, Business Support Services Division, SBD

Juliana Salas, Deputy Director, Building

Eric Stephens, Director, Metrozoo, MDPR

Merrett Stierheim, Chairman, Zoological Society of Florida

RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS

COMPOSITE

SELECTION CRITERIA / PROPOSERS	Maximum Points Per Member	Maximum Total Points (8 members)	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	245	200	153
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	105	92	87
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	70	61	71
Proposer's managerial and financial capabilities for a WP	10	70	63	26
Total Technical Points *(Total of technical rows above)*	70	490	416	337
Price Points	20	140	63	10
Additional Points *(Proposals that include a Family Ed. Ctr. or a Vacation Hotel)*	5	35	27	10
Additional Points *(Proposals that include BOTH a Family Ed. Ctr. AND a Vacation Hotel)*	5	35	0	11
TOTAL POINTS	100	700	506	368

SIGNATURE:

Chairperson

J. C. Romano

Reviewed By

DATE:

7.15.09

7/15/09

7/15/2009

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RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS

SHERI MCGRIFF (SBD)

SELECTION CRITERIA / PROPOSERS	Maximum Points	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	25	18
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	12	9
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	7	8
Proposer's managerial and financial capabilities for a WP	10	7	8
Total Technical Points *(Total of technical rows above)*	70	51	43
Price Points	20	0 12	0
Additional Points *(Proposals that include a Family Ed. Ctr. or a Vacation Hotel)*	5	3	1
Additional Points *(Proposals that include BOTH a Family Ed. Ctr. AND a Vacation Hotel)*	5	0	2
TOTAL POINTS	100	54 66	46

SIGNATURE

7/14/09
DATE

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding	28-35	13-15	9-10
Very Good: Exceeds requirements, expectations and/or understanding	22-26	10-12	7-8
Good: Meets requirements, expectations and/or understanding	15-21	7-9	5-6
Fair: Meets some major and necessary requirements, expectations and/or understandin	8-14	4-6	3-4
Poor: Provides little or no understanding, expectations, and/or requirements	0-7	0-3	0-2

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RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS

JACK KARDYS (MDPR)

SELECTION CRITERIA / PROPOSERS	Maximum Points	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	30	30
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	15	15
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	8	10
Proposer's managerial and financial capabilities for a WP	10	10	2
Total Technical Points *(Total of technical rows above)*	70	63	57
Price Points	20	10	0
Additional Points *(Proposals that include a Family Ed. Ctr. or a Vacation Hotel)*	5	5	2
Additional Points *(Proposals that include BOTH a Family Ed. Ctr. AND a Vacation Hotel)*	5	0	2
TOTAL POINTS	100	78	61

SIGNATURE

7/14/09
DATE

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding	29-35	13-15	9-10
Very Good: Exceeds requirements, expectations and/or understanding	22-28	10-12	7-8
Good: Meets requirements, expectations and/or understanding	15-21	7-9	5-6
Fair: Meets some major and necessary requirements, expectations and/or understanding	8-14	4-6	3-4
Poor: Provides little or no understanding, expectations, and/or requirements	0-7	0-3	0-2

RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS

JOHNNY MARTINEZ (OCI)

SELECTION CRITERIA / PROPOSERS	Maximum Points	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	27	30
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	12	15
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	8	10
Proposer's managerial and financial capabilities for a WP	10	6	3
Total Technical Points *(Total of technical rows above)*	70	53	58
Price Points	20	0	0
Additional Points *(Proposals that include a Family Ed. Ctr. or a Vacation Hotel)*	5	3	0
Additional Points *(Proposals that include BOTH a Family Ed. Ctr. AND a Vacation Hotel)*	5	0	0
TOTAL POINTS	100	56	58

SIGNATURE

7-14-09
DATE

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding	29-35	13-15	9-10
Very Good: Exceeds requirements, expectations and/or understanding	22-28	10-12	7-8
Good: Meets requirements, expectations and/or understanding	15-21	7-9	5-6
Fair: Meets some major and necessary requirements, expectations and/or understanding	8-14	4-6	3-4
Poor: Provides little or no understanding, expectations, and/or requirements	0-7	0-3	0-2

RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS

MERRETT STIERHEIM (ZOOLOGICAL SOCIETY OF FL)

SELECTION CRITERIA / PROPOSERS	Maximum Points	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	30	25
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	13	8
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	8	8
Proposer's managerial and financial capabilities for a WP	10	10	8
Total Technical Points *(Total of technical rows above)*	70	61	49
Price Points	20	10	0
Additional Points *(Proposals that include a Family Ed. Ctr. or a Vacation Hotel)*	5	3	0
Additional Points *(Proposals that include BOTH a Family Ed. Ctr. AND a Vacation Hotel)*	5	0	0
TOTAL POINTS	100	74	49

SIGNATURE

7/14/09
DATE

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RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding	29-35	13-15	9-10
Very Good: Exceeds requirements, expectations and/or understanding	22-28	10-12	7-8
Good: Meets requirements, expectations and/or understanding	15-21	7-9	5-6
Fair: Meets some major and necessary requirements, expectations and/or understanding	8-14	4-6	3-4
Poor: Provides little or no understanding, expectations, and/or requirements	0-7	0-3	0-2

RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS

ERIC J. STEPHENS (MDPR)

SELECTION CRITERIA / PROPOSERS	Maximum Points	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	28	15
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	15	15
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	10	10
Proposer's managerial and financial capabilities for a WP	10	10	0
Total Technical Points *(Total of technical rows above)*	70	63	40
Price Points	20	16	0
Additional Points *(Proposals that include a Family Ed. Ctr. or a Vacation Hotel)*	5	5	0
Additional Points *(Proposals that include BOTH a Family Ed. Ctr. AND a Vacation Hotel)*	5	0	0
TOTAL POINTS	100	84	40

SIGNATURE

7/14/09
DATE

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding	29-35	13-15	9-10
Very Good: Exceeds requirements, expectations and/or understanding	22-28	10-12	7-8
Good: Meets requirements, expectations and/or understanding	15-21	7-9	5-6
Fair: Meets some major and necessary requirements, expectations and/or understanding	8-14	4-6	3-4
Poor: Provides little or no understanding, expectations, and/or requirements	0-7	0-3	0-2

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RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS

JULIANA H. SALAS (BUILDING)

SELECTION CRITERIA / PROPOSERS	Maximum Points	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	30	15
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	10	10
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	10	15
Proposer's managerial and financial capabilities for a WP	10	10	5
Total Technical Points *(Total of technical rows above)*	70	60	45
Price Points	20	15	10
Additional Points *(Proposals that include a Family Ed. Ctr. or a Vacation Hotel)*	5	3	3
Additional Points *(Proposals that include BOTH a Family Ed. Ctr. AND a Vacation Hotel)*	5	0	3
TOTAL POINTS	100	78	61

[signature] 7/14/09

SIGNATURE DATE

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding	29-35	13-15	9-10
Very Good: Exceeds requirements, expectations and/or understanding	22-28	10-12	7-8
Good: Meets requirements, expectations and/or understanding	15-21	7-9	5-6
Fair: Meets some major and necessary requirements, expectations and/or understanding	8-14	4-6	3-4
Poor: Provides little or no understanding, expectations, and/or requirements	0-7	0-3	0-2

7/14/2009

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RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS

MIRIAM ABREU (SEAPORT)

SELECTION CRITERIA / PROPOSERS	Maximum Points	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	30	20
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	15	15
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental stats and in operation of a WP	10	10	10
Proposer's managerial and financial capabilities for a WP	10	10	0
Total Technical Points *(Total of technical rows above)*	70	65	45
Price Points	20	0	0
Additional Points *(Proposals that include a Family Ed. Ctr. or a Vacation Hotel)*	5	5	4
Additional Points *(Proposals that include BOTH a Family Ed. Ctr. AND a Vacation Hotel)*	5	0	4
TOTAL POINTS	100	70	53

SIGNATURE

7/14/09
DATE

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding	29-35	13-15	9-10
Very Good: Exceeds requirements, expectations and/or understanding	22-28	10-12	7-8
Good: Meets requirements, expectations and/or understanding	15-21	7-9	5-6
Fair: Meets some major and necessary requirements, expectations and/or understanding	8-14	4-6	3-4
Poor: Provides little or no understanding, expectations, and/or requirements	0-7	0-3	0-2

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RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS - Post Orals

COMPOSITE

SELECTION CRITERIA / PROPOSERS	Maximum Points Per Member	Maximum Total Points (7 members)	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	245	195	192
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	105	85	105
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	70	62	68
Proposer's managerial and financial capabilities for a WP	10	70	62	31
Total Technical Points *(Total of technical rows above)*	70	490	404	396
Price Points	20	140	89	15
Additional Points *(Proposals that include a Family Ent. Ctr. or a Vacation Hotel)*	5	35	27	22
Additional Points *(Proposals that include BOTH a Family Ent. Ctr. AND a Vacation Hotel)*	5	35	5	16
TOTAL POINTS	100	700	525	449

SIGNATURE: [signature]
Chairperson

PRINT: ANDREW ZAWOYSKI

DATE: 8/24/09

Reviewed by: [signature]

Pearl P. Bethel

8/24/09

8/24/2009

RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS - Post Orals

MIRIAM ABREU (SEAPORT)

SELECTION CRITERIA / PROPOSERS	Maximum Points	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	20	30
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	10	15
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	7	10
Proposer's managerial and financial capabilities for a WP	10	7	7
Total Technical Points *(Total of technical rows above)*	70	44	62
Price Points	20	20	0
Additional Points *(Proposals that include a Family Ent. Ctr. or a Vacation Hotel)*	5	2	5
Additional Points *(Proposals that include BOTH a Family Ent. Ctr. AND a Vacation Hotel)*	5	2	5
TOTAL POINTS	***100***	***68***	***72***

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RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS - Post Orals

JULIANA H. SALAS (BUILDING)

SELECTION CRITERIA / PROPOSERS	Maximum Points	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	30	20
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	10	15
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	10	10
Proposer's managerial and financial capabilities for a WP	10	10	5
Total Technical Points *(Total of technical rows above)*	70	60	50
Price Points	20	15	10
Additional Points *(Proposals that include a Family Ent. Ctr. or a Vacation Hotel)*	5	3	3
Additional Points *(Proposals that include BOTH a Family Ent. Ctr. AND a Vacation Hotel)*	5	0	3
TOTAL POINTS	100	78	66

RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS - Post Orals

JOHNNY MARTINEZ (OCI)

SELECTION CRITERIA / PROPOSERS	Maximum Points	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	27	33
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	12	15
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	8	10
Proposer's managerial and financial capabilities for a WP	10	6	3
Total Technical Points *(Total of technical rows above)*	70	53	61
Price Points	20	1	0
Additional Points *(Proposals that include a Family Ent. Ctr. or a Vacation Hotel)*	5	4	2
Additional Points *(Proposals that include BOTH a Family Ent. Ctr. AND a Vacation Hotel)*	5	0	0
TOTAL POINTS	100	58	63

RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS - Post Orals

ERIC J. STEPHENS (MDPR)

SELECTION CRITERIA / PROPOSERS	Maximum Points	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	28	15
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	15	15
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	10	10
Proposer's managerial and financial capabilities for a WP	10	10	0
Total Technical Points *(Total of technical rows above)*	70	63	40
Price Points	20	16	0
Additional Points *(Proposals that include a Family Ent. Ctr. or a Vacation Hotel)*	5	5	0
Additional Points *(Proposals that include BOTH a Family Ent. Ctr. AND a Vacation Hotel)*	5	0	0
TOTAL POINTS	100	84	40

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RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS - Post Orals

MERRETT STIERHEIM (ZOOLOGICAL SOCIETY OF FL)

SELECTION CRITERIA / PROPOSERS	Maximum Points	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	30	30
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	10	15
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	9	8
Proposer's managerial and financial capabilities for a WP	10	10	5
Total Technical Points *(Total of technical rows above)*	70	59	58
Price Points	20	15	5
Additional Points *(Proposals that include a Family Ent. Ctr. or a Vacation Hotel)*	5	3	3
Additional Points *(Proposals that include BOTH a Family Ent. Ctr. AND a Vacation Hotel)*	5	0	0
TOTAL POINTS	100	77	66

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RFP NO. 630
WATER PARK DEVELOPMENT AND OPERATION
EVALUATION OF PROPOSALS - Post Orals

SHERI MCGRIFF (SBO)

SELECTION CRITERIA / PROPOSERS	Maximum Points	PARC Management, LLC	Recreational Design & Construction, Inc.
Proposer's proposed conceptual plan for development and operation including pro forma information of a WP	35	30	34
Proposer's experience, qualifications, capabilities, and past performance in developing and operating a WP	15	13	15
Experience and qualifications of individuals, including subcontractors, that will be assigned to this project both in the developmental state and in operation of a WP	10	10	10
Proposer's managerial and financial capabilities for a WP	10	9	6
Total Technical Points *(Total of technical rows above)*	70	62	65
Price Points	20	12	0
Additional Points *(Proposals that include a Family Ent. Ctr. or a Vacation Hotel)*	5	5	5
Additional Points *(Proposals that include BOTH a Family Ent. Ctr. AND a Vacation Hotel)*	5	3	4
TOTAL POINTS	100	82	74

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Memorandum

Date: July 13, 2009

To: Hugo Benitez
Assistant County Attorney
County Attorney's Office

From: Andrew Zawoyski, CPPO
Procurement Contracting Officer
Department of Procurement Management

Subject: Request for Legal Opinion RFP No. 630 – Water Park Development and Operation

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On May 8, 2009, two proposals were received for subject RFP No. 630. Along with the two proposals the County received a letter from Aquatic Development Group, which specifically states "The Aquatic Development Group submits this expression of project interest, should you not receive satisfactory and financeable proposals in response to your RFP 630 for Waterpark Development and Operation at the Miami MetroZoo project site".

We met on July 8, 2009 and agreed that this letter of expression of project interest should not be considered a proposal. Your acknowledgment of this position is requested in written format; your signature is sufficient as requested below.

If you have any questions, please contact me at (305) 375-5663. Thank you for your attention to this matter.

Letter is not a proposal:

Signature: _____ 7/13/09

Date: _____

Attachment:
Letter from Aquatic Development Group, Inc.

AQUATIC
DEVELOPMENT
GROUP, INC.

May 6, 2009

Miami Dade County Department of Procurement Management
For Parks and Recreation Department
Attn: Contracting Officer: Andrew Zawoyski, CPPO, CPPB
In Care of CLERK OF THE BOARD
Stephen P. Clark Center
111 NW 1st Street, 17th Floor, Suite 202
Miami, FL 33128-1983

Re: ***MIAMI METROZOO PROJECT – RFP 630***

Gentlemen:

The Aquatic Development Group submits this expression of project interest, should you not receive satisfactory and financeable proposals in response to your RFP 630 for Waterpark Development and Operation at the Miami MetroZoo project site. Affiliated companies of the Aquatic Development Group comprise the country's leading and most experienced designer and builder of outdoor and indoor waterparks, as well as a manufacturer of major waterpark water treatment systems, wave generators and mechanical surfing devices. Descriptive data of ADG's operations accompany this letter and further information can be found at www.aquaticgroup.com. Outdoor and indoor waterparks for which ADG has either designed, designed and built and/or manufactured specialty filtration and wave generation equipment number in excess of 75 in the US alone.

Simply put, ADG does not believe that the current financial and economic climate will permit a so-called traditional debt/equity financing for your proposed project. We do, however, believe the project can be built and operated with no reliance on tax dollars or public credit support. ADG would welcome the opportunity to develop a Public Private partnership with the County, which:

1. Would be financed with tax exempt financing not reliant on public credit support – only the underlying credit of the project itself which all would agree is perfectly sited to become one of the country's most attractive venues for an outdoor family entertainment and waterpark attraction.

2. Would be managed by an affiliate of ADG or an independent third party manager. An affiliate of ADG currently owns and operates the Camelback Mountain Resort, a major ski area in the Northeast which doubles as a waterpark in the summer and serviced in excess of 800,000 paid attendees in its most recent fiscal year. A descriptive brochure of that facility is enclosed.

3. Most importantly, would return to the County/MetroZoo all project surpluses after payment of cost of operation including management fee, debt service, contributions to a capital reserve fund and other reserve funds that may be required. Please refer to the attached 63-20 financing memorandum and project financial structure/revenue flow description.

4. In short, will return all profit that could be expected to be made through private financing and ownership of the project to the County/MetroZoo in full amount of the project surplus. This should amount to between 15 and 20 times the amount of money contemplated in your RFP as annual lease payments by a private developer.

ADG is uniquely qualified to work with the County and its affiliated agencies/entities to make this project a reality. To this end, we look forward to initiating discussions should you feel these discussions are merited after evaluation of the RFP responses.

Respectfully submitted,
AQUATIC DEVELOPMENT GROUP, INC.

Herbert S. Ellis
Chairman

HSE:des
Enclosure

AQUATIC DEVELOPMENT GROUP, INC.

MEMORANDUM

TO: Miami Dade Park and Recreation Department

FROM: Aquatic Development Group

RE: **PROPOSED 63-20 PROJECT FINANCING**

For many years, construction projects have been financed through the issuance of tax-exempt bonds by certain qualifying non-profit corporations ("63-20 Corporations"), rather than directly by governmental units ("63-20 Financings"). 63-20 Financings may be beneficial to governmental units for a number of reasons. Governmental units may prefer a 63-20 Financing because they can acquire a capital improvement without having to issue bonds or be obligated to pay the debt service on another entity's bonds. The tax-exempt bonds of the non-profit "on behalf of" issuer are obligations solely of that entity and never become, even contingently, the debt obligations of the Sponsor (as defined herein). In this regard, 63-20 bonds would not constitute obligations of the Sponsor and, therefore, would not be factored into the annual debt and debt service coverage ratio calculations that may be applicable to the Sponsor under other financing documents. This memorandum will review the legal basis for such 63-20 Financings and will suggest how such a financing approach might be utilized by a special purpose corporation to finance the proposed waterpark at the MetroZoo project site.

INTRODUCTION

In a 63-20 financing, a not-for profit corporation is the direct issuer of tax-exempt bonds "on behalf of" a governmental unit that has at least one of the following three indicia: taxing power, police power or condemnation power. The 63-20 Financings would finance the construction and equipping of facilities to be used by governmental entities, and, therefore, it is expected that the tax-exempt bonds would be classified as governmental purpose bonds. To ensure that the facilities are not treated as operated by a private entity, which in turn could make the interest on such bonds retroactively taxable, the Treasury Department has published the "safe harbor" guidelines discussed below.

LEGAL BASIS

Rev. Rule. 63-20 and Rev. Proc. 82-26 provide a mechanism whereby obligations issued directly by a 63-20 Corporation will be considered issued "on behalf of" a governmental unit (the "Sponsor") and, therefore, tax-exempt. The underlying assumption by the Treasury in a 63-20 Financing is that if the non-profit corporation meets all of the requirements set forth below, it can be considered to be the "alter ego" of the governmental entity. Rev. Proc. 82-26 sets forth the following five major criteria for obtaining 63-20 treatment:

(1) the activities of the 63-20 Corporation are essentially public in nature,

(2) the 63-20 Corporation is a non-profit corporation,

(3) 63-20 Corporation income does not inure to the benefit of any private individual,

(4) the Sponsor has a beneficial interest in the 63-20 Corporation while bonds are outstanding and will obtain full and unencumbered legal title

to the financed property upon the retirement of the bonds, and

(5) the Sponsor approves the 63-20 Corporation and the bonds.

Beneficial Interest of Sponsor. Rev. Proc. 82-26 establishes three methods for satisfying the condition that the Sponsor have a beneficial interest in the corporation while the debt is outstanding.

The first method requires the **Sponsor** to have exclusive beneficial possession and use of a portion of the property financed by the obligations and additions thereto equivalent to 95% or more of its fair market value for the life of the obligations.

The second method requires:

(a) the **63-20 Corporation** to have exclusive beneficial possession and use of a portion of the property financed by the obligations and additions thereto equivalent to 95% or more of its fair market value for the life of the obligations, and

(b) the **Sponsor** to appoint or approve the appointment of at least 80% of the members of the governing board of the 63-20 Corporation and have the power to remove for cause and appoint new members.

The third method requires the **Sponsor** to have the right at any time to obtain unencumbered fee title and exclusive possession of the property financed by the obligations and additions thereto by placing into escrow an amount sufficient to defease the obligations and paying reasonable costs associated with the defeasance.

In addition, whichever method is used, if the property is not used by the Sponsor and the 63-20 Corporation defaults on the bonds, the Sponsor must have an exclusive option for not less than 90 days from the date it receives notice of the default to purchase the property for an amount equal to the outstanding bonds.

In the event the Sponsor elects to defease the bonds, Rev. Proc. 82-26 requires that a period of 90 days must pass after such defeasance before the Sponsor can obligate itself to convey a fee interest in the property to any party, or a related party, which previously used the property.

Use of Bond Proceeds. All the proceeds of the bond issue (other than amounts used to pay issuance expenses and to provide a reserve fund), including the investment income to be earned during the construction period, must be used for tangible property and none may be used to provide working capital to a borrower.

Unencumbered Title to Facilities. The Sponsor is required to receive unencumbered fee

title to and exclusive possession of the financed facilities when the bonds are retired. Such transfer of title and possession need not occur, however, until retirement of the permanent financing where short term financing (not longer than five years) is provided through an issue or series of issues. Furthermore, if the Sponsor does not have possession and use of the financed facilities, such facilities must have a 20% residual value (without allowing for inflation) and a 20% remaining original useful life at the time of the final maturity of the obligations unless the non-profit entity substitutes other property satisfying these tests.

Limitation on Maturity of Obligations. Whenever the Sponsor does not have possession and use of the financed facilities, the indenture or other documents securing the obligations originally issued to finance the facility must provide that the maturity of any subsequent obligations issued for refinancing or capital improvements will not be later than the latest maturity date of the original obligations issued with respect to the financed facility.

MANAGEMENT CONTRACT RULES

All tax-exempt bonds can become retroactively taxable for failure to comply with certain requirements of the 1986 Internal Revenue Code, most notably the rebate rules. "Governmental" and "501(c)(3) bonds are subject to the additional concern that they may be declared "private activity bonds" because of excessive private use of the financed facility. Private use can result, for example, if management contracts are entered into between the 63-20 Corporation and a third party management company or individual manager that do not conform to "safe harbor" provisions suggested by the Treasury Department. Without the benefit of the safe harbor provisions, the IRS could assert that a private manager is the true beneficiary of the tax-exempt bond proceeds and cause it to declare the bonds to be taxable.

Generally, the safe harbors are met if:

(A) The total compensation (MANAGEMENT FEE) provided is no more than reasonable compensation for the service rendered and is not based, in whole or in part, on a share of net profits from the operation of the financed project; and

(B) The management contract contains compensation and term provisions that fall into one of the following six categories:

20 Years, or 80 percent of the reasonably expected useful life of the financed property, whichever is lower, if (a) the financed property is a public utility and (b) at least 80 percent of compensation for services for each annual period during the term is based on a periodic flat fee;

15 years, or 80 percent of the reasonably expected useful life of the financed property, whichever is lower, if at least 95 percent of compensation for services for each annual period during the term is based on a periodic flat fee;

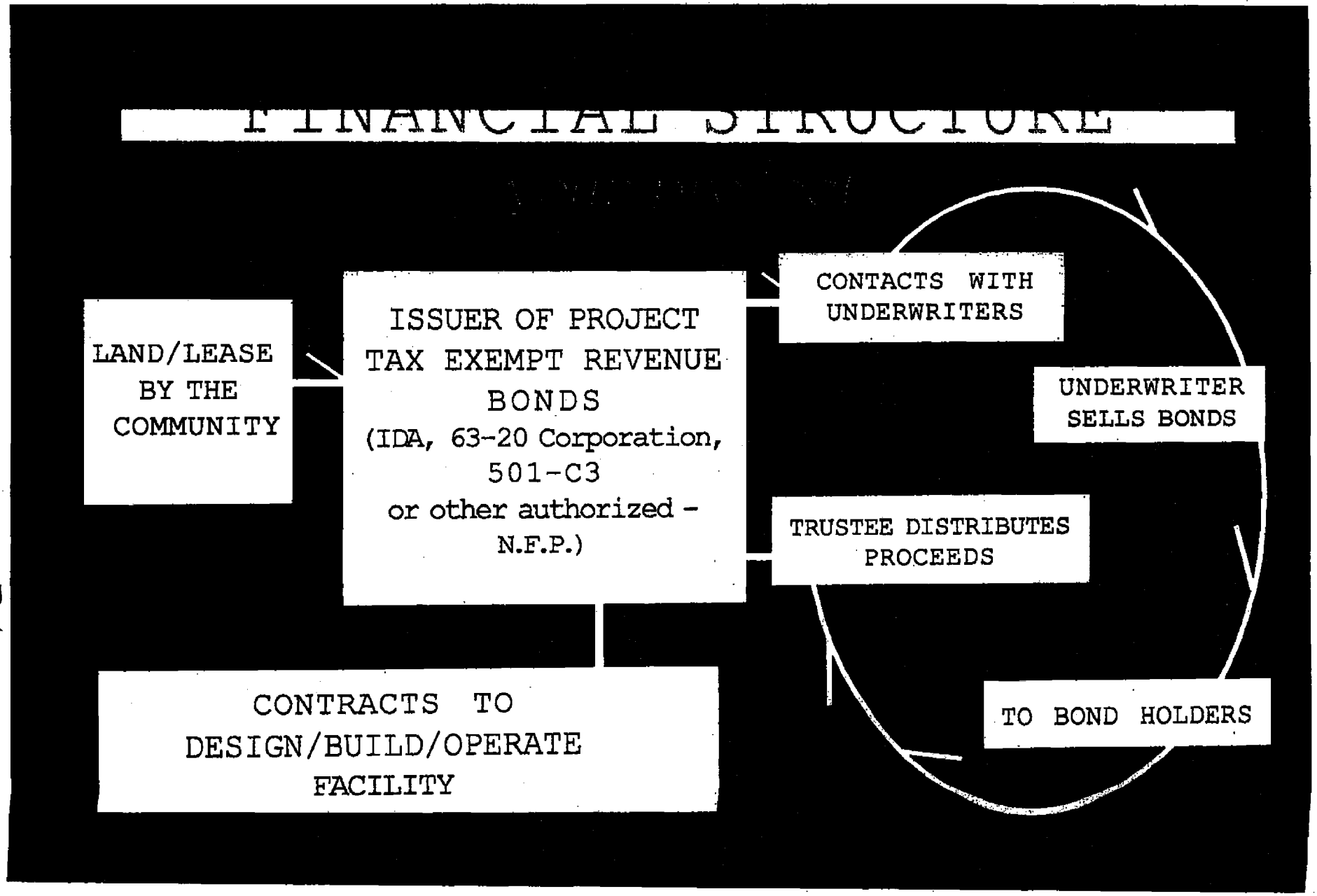
10 years, or 80 percent of the reasonably expected useful life of the financed property, whichever is lower, if at least 80 percent of compensation for services for each annual period during the term is based on a periodic flat fee;

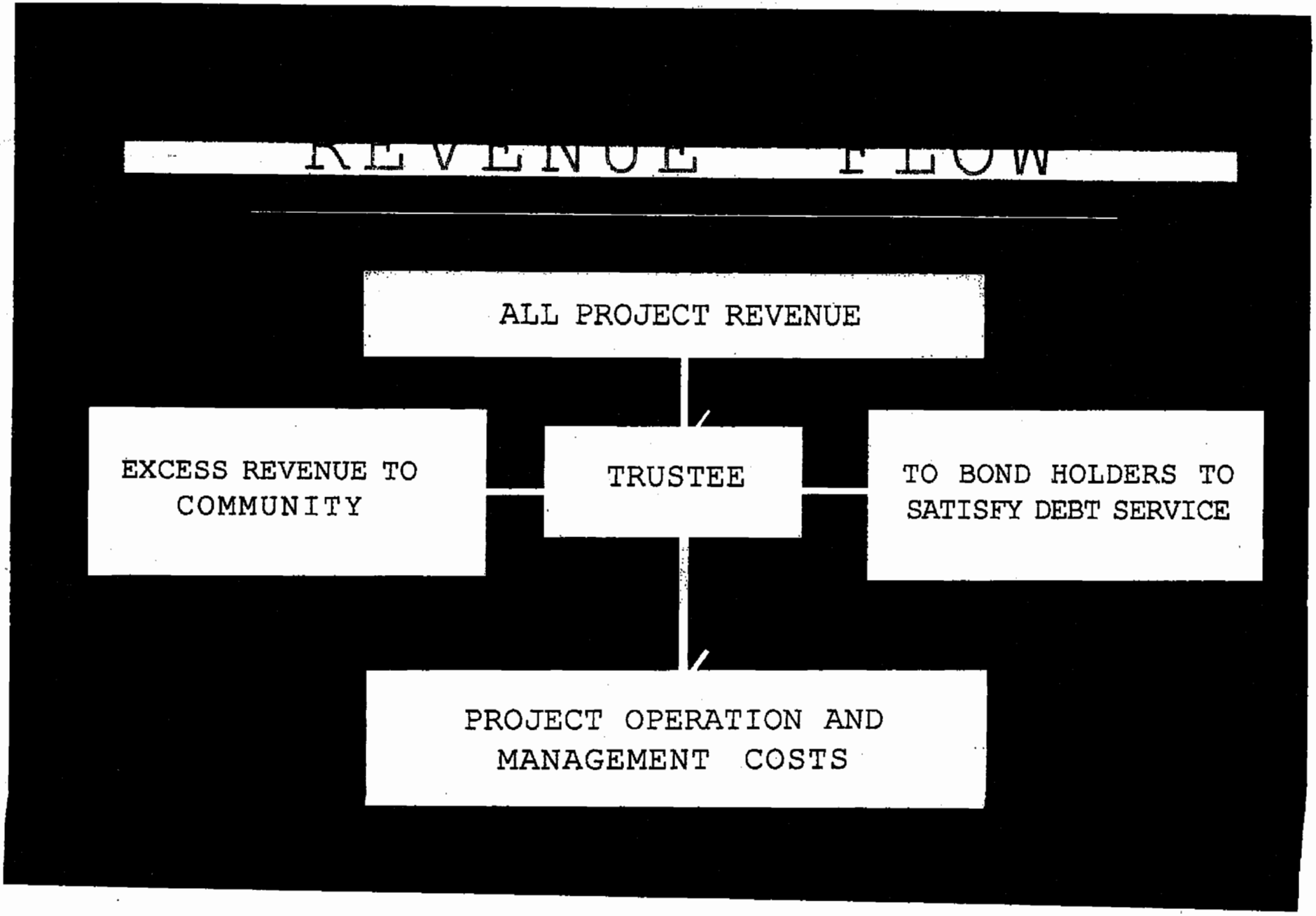
5 years, if (a) at least 50 percent of the compensation for services during the term of the contract is based on a periodic fixed fee or all of the compensation

for services is based on a capitation fee or a combination of the two and (b) the qualified user may terminate the contract on reasonable notice, without penalty or cause, at the end of the third year of the contract;

3 years, if (a) all of the compensation for services is based on a per-unit fee or a combination per-unit fee and periodic fixed fee and (b) the qualified user may terminate the contract on reasonable notice, without penalty or cause, at the end of the second year of the contract; or

2 years, if (a) the facility is in its initial start-up period for which there have been insufficient operations to establish a reasonable estimate of the amount of the annual gross revenues and expenses, (b) all the compensation for services is based on a percentage of fees charged or a combination of a per-unit fee and a percentage of revenue or expense fee and (c) the qualified user may terminate the contract on reasonable notice, without penalty or cause, at the end of the first year of the contract. However, during the start-up period, compensation may be determined by a percentage of either gross revenues, adjusted gross revenues, or expenses of a facility.


FINANCIAL STRUCTURE
LAND/LEASE BY THE COMMUNITY
ISSUER OF PROJECT TAX EXEMPT REVENUE BONDS (IDA, 63-20 Corporation, 501-C3 or other authorized - N.F.P.)
CONTRACTS TO DESIGN/BUILD/OPERATE FACILITY
CONTACTS WITH UNDERWRITERS
UNDERWRITER SELLS BONDS
TRUSTEE DISTRIBUTES PROCEEDS
TO BOND HOLDERS


REVENUE FLOW
ALL PROJECT REVENUE
EXCESS REVENUE TO COMMUNITY
TRUSTEE
TO BOND HOLDERS TO SATISFY DEBT SERVICE
PROJECT OPERATION AND MANAGEMENT COSTS

Memorandum

MIAMI-DADE COUNTY

Date: June 8, 2009

To: Those Listed Below

From: George M. Burgess
County Manager

Subject: Request for Evaluation/Selection Committee for the Miami-Dade Parks and Recreation Department Request for Proposals for Water Park - RFP No. 630

In accordance with Administrative Order 3-34, I am hereby appointing those listed below as the Selection Committee for the Miami-Dade Parks and Recreation Department Request for Proposals for Water Park - RFP No. 630:

Selection Committee
Andrew Zawoyski, DPM, Non-Voting Chairperson
Jack Kardys, MDPR
Eric J. Stephens, MDPR
Merrett R. Stierheim, Zoological Society of Florida
Miriam Abreu, Seaport
Juliana H. Salas, Building
Johnny Martinez, OCI
Sheri McGriff, SBD
Diane Camacho, MDWASD (Alternate)

Technical Advisors (Non-Voting)
Phil Clark, Miami-Dade County Fair & Exposition, Inc.
Kevin Asher, MDPR
Jorge Mora, MDPR

The Selection Committee will meet to review written or printed material regarding the qualifications of each of the certified firms as it relates to the requirements defined in the advertised document. If required, the Selection Committee will select several candidate firms meeting the published criteria, to make oral presentations at a properly noticed public hearing to the full Selection Committee.

The Selection Committee shall be responsible for evaluating, rating and ranking the proposals by each Committee member, based on the criteria and procedure contained in the advertised document. The Evaluation/Selection Committee will first evaluate and rank responsive proposals on the Technical (Quality) criteria. If responsive proposers are invited to make oral presentations, the Committee may re-rate and re-rank the proposals based upon the written documents combined with the oral presentation. You may utilize staff of the issuing department and the using agency to conduct a preliminary review of the proposals for responsiveness to the technical requirements. All requests for specific determinations shall be made in writing to the County Attorney's Office.

You are directed to assist me in the selection process considering the factors delineated in the advertised document. These factors may include methodology and management approach, qualifications and experience of principals and staff, financial stability, proposer's past performance of similar scope and size, proposer's detailed plans to meet the objectives of each task, activity, etc., pursuant to any schedule, proposer's previous County experience, history and experience of the firm or individual(s), understanding of the project and the County's objectives, responsiveness to the established requirements, and Cost/Revenue (normally separate and sealed). When the document requires the proposer to provide cost/revenue in a separate sealed envelope, cost/revenue will be considered separately and after the other criteria have been evaluated.

If you are unable to participate in the Selection process, contact this office through Small Business Development (SBD) by memorandum documenting the reason why you cannot participate. Only in cases of dire urgency may you be excused from participation.

The alternate committee member will serve only in the event of an approved substitution. No substitution of committee members shall be allowed after the first official meeting of the committee. The Department of Procurement Management's (DPM) RFP Unit may substitute the chairperson to ensure the appropriate level of staffing expertise as deemed necessary to accommodate the needs of this solicitation.

Following the oral presentation, or upon completion of the review process, the Committee shall prepare and submit a memorandum to include a narrative of the evaluation and justification of the top recommended firm(s) based upon the reasoning and mathematical formula, if utilized, and attach supporting documentation and a summary sheet which MUST include the following information:

Name of firm(s)
Quality Rating Score
Price
Adjusted Score (if applicable)
Committee's Overall Ranking

This report should be submitted to me through SBD for review and consideration for further recommendation to the Board of County Commissioners.

As a matter of administrative policy and to maintain a fair and impartial process, all individuals appointed to the Selection Committee (including the Chairperson) and staff are instructed to refrain from discussing the solicitation with prospective lobbyists and/or consultants. Committee members are reminded that in accordance with the Cone of Silence Ordinance 98-106, they are prohibited from having any communication with potential respondents and/or their representatives. Violation of this policy could lead to termination.

All questions must be directed to the staff contact person(s) designated by the issuing department.

c: Miriam Singer, Director, DPM
Jennifer Glazer-Moon, Director, OSBM
Bill Johnson, Director, Seaport
Herminio F. Gonzalez, Director, Building
John Renfrow, Director, MDWASD
Penelope Townsley, Director, SBD

Selection Committee
Andrew Zawoyski, DPM, Non-Voting Chairperson
Jack Kardys, MDPR
Eric J. Stephens, MDPR
Merrett R. Stierheim, Zoological Society of Florida
Miriam Abreu, Seaport
Juliana H. Salas, Building
Johnny Martinez, OCI
Sheri McGriff, SBD
Diane Camacho, MDWASD (Alternate)

Technical Advisors (Non-Voting)
Phil Clark, Miami-Dade County Fair & Exposition, Inc.
Kevin Asher, MDPR
Jorge Mora, MDPR

SELECTION COMMITTEE
MIAMI-DADE PARKS AND RECREATION DEPARTMENT
REQUEST FOR PROPOSALS
WATER PARK

RFP NO. 630

Committee Member/ Title	Department	Start Year With County	Ethnicity/ Gender	Education	Professional Licenses	Telephone #
Andrew Zawoyski Non-Voting Chairperson	DPM	--	--	--	--	(305) 375-5663
Jack Kardys Director	MDPR	1982	White Male	Master of Science in Management, Bachelor of Arts in Sports Administration	None	(305) 755-7903
Eric J. Stephens, Director Metrozoo	MDPR	1979	White Male	Bachelor of Science in Park and Recreation Administration	None	(305) 251-0400
Merrett R. Stierheim Chairman, Zoological Society of Florida	--	--	White Male	Masters in Government Administration, Bachelor of Science in Commerce and Finance	None	(305) 255-8100
Miriam Abreu, Controller	Seaport	1995	Hispanic Female	Bachelor of Business Administration and Accounting	CPA	(305) 347-4819
Juliana H. Salas, Deputy Director	Building	1991	Hispanic Female	Master of Science in Civil Engineering (Structural)	P.E.	(786) 315-2334
Johnny Martinez Director	OCI	2008	Hispanic Male	Bachelor of Science in Civil Engineering	P.E.	(305) 375-2736
Sheri McGriff Director, Business Support Services Division	SBD	1973	Black Female	Master of Business Administration, Bachelor of Science in Business/ Computer Science	None	(305) 375-3123
Diane Camacho Assistant Director, Finance (Alternate)	MDWASD	1993	White Female	Bachelor of Arts in Business Administration	CPA	(786) 552-8104
TECHNICAL ADVISORS (NON-VOTING)						
Phil Clark President and CEO Miami-Dade County Fair & Exposition, Inc.	--	--	White Male	Bachelor of Science in Geography	None	(305) 223-7070
Kevin Asher, Supervisor Special Projects	MDPR	1981	White Male	Masters in Natural Resources Development, Bachelors in Zoolology	American Institute of Certified Planners (AICP)	(305) 755-7901
Jorge Mora, Chief Park and Recreation Capital Programs Division	MDPR	1999	Hispanic Male	Bachelor of Economics	None	(305) 755-7809