

WRITTEN PROPOSAL EVALUATION*Please complete one form for each submittal**Enter your Evaluator Number on Each Entry**Enter the Firm Name on Each Entry*

BID #: ITN DOSD-230051-GD
BID NAME: Redevelopment of Old RTS Administration and Maintenance Facility
SOLICITATION DUE DATE: 11-Aug-23
DEPARTMENT: Department of Sustainable Development
EVALUATION DUE DATE: 22-Aug-23 10:00am City Hall: Rm 332
EVALUATOR NUMBER: 4
FIRM NAME: The Knot

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
A. Project Understanding/Experience	30	15	Proposer has provided a wide variety of land uses (recreational, community, food trucks and commercial kitchen, housing) that reflects the ITN's request for creating a unique experience and place in South Downtown. The principal team members have been involved in the recreation and hospitality industry which are the primary industries that would be represented on the site. The team does not have housing experience which would be the last phase of the project.
B. Project Approach	30	30	Proposer offers a variety of complementary uses that would attract different users to the site and different times of the day and reduce the risk of a single use that might have downtime.
C. Project Manager	15	10	The development and operations facets of the project have been split between two principals. Both principals have substantial experience on the operational side. The development manager has a commercial real estate license that was obtained in 2018.
D. Project Team	15	10	The operational team is solid with lots of experience in recreational and hospitality. The proposal identifies a range of local businesses that will provide architecture, construction, engineering, etc services. Did not see written commitments from them in the proposal demonstrating involvement in the project.
E. Project Schedule	5	5	The development schedule calls for completion of the project in 2030q4 with the opening of the housing phase. This is seven year buildout of the entire project. The majority of the recreational and commercial phases of the project - climbing gym, skate park and restaurant - are expected to be completed in 2028q1.
F. Project Organization	5	3	Again, operational team is the strength of the proposal. Development team needs to be formalized to score better on this.
TOTAL	100	73	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

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TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
A. Ability	55	21	Scoring based on the strength of the operational team and the lack of experience or commitment from the development team. Unclear about the identified members of the team, which limited the ability to evaluate whether or not they have done local government projects.
B. Capability of Meeting Time and Budget	45	15	Same as above. The development team will be the key driver in determining if the project is delivered on time and under budget.
TOTAL	100	36	

TECHNICAL & WRITTEN RECAP PROPOSAL QUALIFICATIONS EVALUATION

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FIRM NAMES		TECHNICAL QUALIFICATIONS (0-100)	WRITTEN PROPOSAL (0-100)	TOTAL POINTS
1	The Knot Climbing Gym, LLC dba The Knot	36	73	109
2	Florida Music Hall of Fame, Inc. dba FMHF			0
3				0

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FIRM NAME: Music Hall of Fame

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
A. Ability	55	15	The FMHoF has been in existence since 2020 and is comprised of members with experience in various facets of the music industry including musicians, entrepreneurs, etc. Only one of the team members identified in the proposal has experience with museum establishment. The development team has not been identified.
B. Capability of Meeting Time and Budget	45	15	A detailed development schedule was not provided in the proposal, only a claim that due diligence would take 18 months, six months for permitting and two years for construction. The preliminary construction cost estimates of \$14.1 million are based on a 99-year lease. The costs are to be financed by \$2.5 million in grants (speculative) and \$2.5 million in donations (also speculative and in the future), and financing of \$11.646 million. (Note: that if the donations and grants were successful only \$6.646 would need financing.) The operational cost estimates were also confusing. The admissions income, depending on the calculation, is either \$2.5 million or \$1.675 million.
TOTAL	100	30	

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FIRM NAME: Music Hall of Fame

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
A. Project Understanding/Experience	30	15	The respondent did understand the scope of work and the intent of the ITN to develop a unique jewel for downtown. A Florida music museum would meet that intent. The operational team, comprised of the FMHOF board and directors, as well as local heads of nonprofit provide experience in the cultural field. With the exception of one board member who is also very experienced professional
B. Project Approach	30	15	The proposal offers a music museum and venue as well as a plaza and park area to transition with Depot Park. The site plan - an aerial photo - is not detailed enough to show the interrelationship of the different uses.
C. Project Manager	15	15	The project's operational and development managers have experience in both facets of the project.
D. Project Team	15	5	The respondent provides detail on the team that will be operating the FMHOF, including its current board of directors as well as participation from local cultural nonprofits. The team that will actually be building the facility and navigating the development review and permitting process has not been established.
E. Project Schedule	5	2	The respondent offers an 18 month due diligence period where the full buildout would be completed in four years. The proposal does not provide a quarterly schedule of activities for the evaluator to review.
F. Project Organization	5	2	The organization strength of this project lies with the museum board of directors and other affiliates. The organization, however, has only been incorporated since 2020. The development team is not yet identified.
TOTAL	100	54	

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2	Florida Music Hall of Fame, Inc. dba FMHF	30	54	84
3				0