
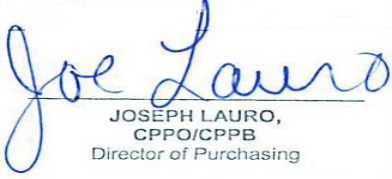


SUBMIT TO: PINELLAS COUNTY BOARD OF COUNTY COMMISSIONERS 400 S. FT. HARRISON AVENUE ANNEX BUILDING – 6 TH FLOOR, CLEARWATER, FL 33756	 <h1 style="margin-left: 20px;">REQUEST FOR NEGOTIATION</h1>	
ISSUE DATE: June 24, 2015	<i>SUBMITTALS RECEIVED AFTER SUBMITTAL DATE & TIME WILL NOT BE CONSIDERED</i>	
TITLE: SALE OF PROPERTY - YOUNG-RAINEY STAR CENTER PINELLAS COUNTY ECONOMIC DEVELOPMENT AUTHORITY (PCEDA)		RFN NUMBER: 145-0359-P (SS)
DEADLINE FOR WRITTEN QUESTIONS: August 12, 2015 BY 3:00 P.M. SUBMIT QUESTIONS TO: SUE STEELE, CPPB AT ssteele@pinellascounty.org Phone: 727-464-4776 Fax: 727/464-3925		
NOTICE OF REQUEST FOR NEGOTIATION (RFN) <u>DUE DATE FOR STATEMENT OF INTEREST: 3:00 PM, August 31, 2015</u>		 JOSEPH LAURO, CPPO/CPFB Director of Purchasing

TO ALL INTERESTED PROVIDERS:

Sealed statements of interest are solicited regarding the sale of Pinellas County Economic Development Authority (PCEDA) owned property. The purpose of which is to enter into negotiations to complete the sale and purchase of PCEDA-owned property in order to advance one or more Pinellas County development goals. These include increasing the tax base, generating income, reducing expenses, strengthening and diversifying the economy, creating/retaining value-added jobs within the County, and preserving/improving quality of life for County Residents. PCEDA will consider all qualified responses to this RFN, and evaluate each response based on the evaluation criteria established in the RFN document attached.

Specific Requirements:

1. **WRITTEN REQUESTS FOR INTERPRETATIONS/CLARIFICATIONS:**

No oral interpretations will be made to any firms as to the meaning of this RFN. All questions pertaining to the terms and conditions or scope of work of this proposal must be sent in writing (as per above) to the Purchasing Department and received no later than the deadline specified in RFN. Responses to questions may be handled as an addendum if the response would provide clarification to requirements of the proposal. All such addenda shall become part of the RFN documents. The County will not be responsible for any other explanation or interpretation of the proposed RFN. The Purchasing Department will be unable to respond to questions received after the specified deadline.

2. **STATEMENTS OF INTEREST:**

- a. Statements of interest will be opened immediately after the submittal date and time (3:00 PM) by the Pinellas County Purchasing Department, 400 South Fort Harrison Avenue, Annex Building, 6th Floor, Clearwater, FL 33756. The public may attend the opening, but may not immediately review any submittals. The names of respondents only will be read aloud at the time of opening. Pursuant to Florida Statute, Section 119.071(1)(b)2, all submittals shall be subject to review as public records 30 days from opening, or earlier if an intended decision is reached before the 30-day period expires. Late submittals will not be accepted.
- b. Statements of interest and changes thereto shall be enclosed in sealed envelopes or packages, addressed to the Purchasing Department, Pinellas County. The name and address of the firms, the date and hour of the proposal submittal, and the title shall be placed on the outside of the envelope.
- c. Interested parties are advised that exceptions to any terms and conditions contained in this RFN must be stated with specificity in its response to the RFN as provided herein. Interested parties are deemed to have accepted and to be bound by the RFN terms and conditions that does not take exception to in its response. The County reserves the right to modify or add terms and conditions based upon the exceptions stated by the statement of interest, or to declare any terms and conditions non-negotiable, as determined by the County in its sole discretion.

3. **COSTS INCURRED BY PROPOSERS:**

All expenses involved with the preparation and submission of RFN's to the County and any oral presentations, or any work performed in connection therewith, shall be borne solely by the interested party(s). No payment will be made for any responses received, or for any other effort required of, or made by, the interested party(s) prior to contract commencement unless otherwise specified in this RFN.

4. **LOBBYING:**

Lobbying shall be prohibited on all county competitive selection processes, and contract awards pursuant to this division, including but not limited to requests for proposals, requests for quotations, requests for qualifications, bids or the award of purchasing contracts of any type. The purpose of this prohibition is to protect the integrity of the procurement process by shielding it from undue influences prior to the contract award or the competitive selection process is otherwise concluded. However, nothing herein shall prohibit a prospective bidder/proposer/protestor from contacting the purchasing department or the county attorney's office to address situations such as clarification and/or questions related to the procurement process.

Lobbying of evaluation committee members, county government employees, or elected/appointed officials, or advisory board members regarding request for proposals, requests for quotations, requests for qualifications, bids, or purchasing contracts, by the bidder/proposer any member of the bidder's/proposer's staff, any agent or representative of the bidder/proposer, or any person employed by any legal entity affiliated with or representing a bidder/proposer/protestor, is strictly prohibited from the date of the advertisement, or on a date otherwise established by the board of county commissioners, until either an award is final or the competitive selection process is otherwise concluded. Any lobbying activities in violation of this section or on behalf of a bidder/proposer shall result in the disqualification or rejection of the proposal, quotation, statement of qualification, bid or contract.

For purposes of this provision, lobbying shall mean influencing or attempting to influence action or non-action, and/or attempting to obtain the goodwill of persons specified herein relating to the selection, ranking, or contract award in connection with any request for proposal, request for quotation, requests for qualification, bid or purchasing contract through direct or indirect oral or written communication. The final award of a purchasing contract shall be the effective date of the purchasing contract.

Any evaluation committee member, county government employee or elected/appointed official, or advisory board member who has been lobbied shall immediately report the lobbying activity to the director of purchasing.

5. **TIMELINE:**

The County reserves the right to modify dates and time:

Release of Request for Negotiation:	June 24, 2015
Deadline for Questions/Clarifications:	August 12, 2015
Statements of Interest due in Purchasing by 3:00 PM:	August 31, 2015

6. **PURPOSE:**

The Pinellas County Economic Development Authority (PCEDA) seeks statements of interest in response to this Request for Negotiations (RFN) to enter into negotiations to complete the sale of PCEDA-owned property identified in paragraph 2 (the "Property") in order to advance one or more Pinellas County development goals. These include increasing the tax base, generating income, reducing expenses, strengthening and diversifying the economy, creating/retaining value-added jobs within the County, and preserving/improving quality of life for County residents. The PCEDA will consider all qualified responses to this RFN, and evaluate each response based on the evaluation criteria established in paragraph 10 in accordance with the procedure set out herein. RESPONDERS ARE ADVISED THAT NO NEGOTIATIONS ARE FINAL, AND NO TERMS, PROVISIONS, OR UNDERSTANDINGS ARE BINDING AND ENFORCEABLE UNTIL APPROVED IN A WRITTEN CONTRACT AUTHORIZED BY THE BOARD OF COUNTY COMMISSIONERS, SITTING AS THE ECONOMIC DEVELOPMENT AUTHORITY.

7. **BACKGROUND:**

This property located at 7887 Bryan Dairy Rd, Largo, on the northwest corner of Bryan Dairy and Belcher Roads, is currently known as the Young-Rainey STAR Center. The property is comprised of approximately 96-acres in unincorporated Pinellas County and is zoned as M-1 (Light Manufacturing). This property was acquired through transfer from the legislative dissolution of the Pinellas County Industry Council (PCIC) to the PCEDA on July 1, 1999 and currently operates as a manufacturing and technology campus that is managed and operated by the Real Estate Management (REM) Department on behalf of the PCEDA.

Chemical contamination (chlorinated solvents in the groundwater and Arsenic contamination of the soil under the STAR Center site exists. There are three primary sources of the chemical contamination:

- (1) Northeast Site
- (2) Waste Water Neutralization Area (WWNA)
- (3) Building 100.

The contamination sources in the Northeast and WWNA areas have been removed and each site remediated. The contamination source at Building 100 is under the building, which makes source removal impossible. Containment and in-situ treatment are the best available options. Testing and administrative controls ensure there are no pathways to expose on-site personnel.

The chemical contamination at the Northeast site is due to buried chemical waste during the 1950's and 1960's. Arsenic contamination in the soil at the WWNA has been remediated. The chemical contamination under Building 100 was due to spillage and aged broken chemical drain pipes. Containment and remediation are in progress.

The contamination occurred during the ownership and operation of the U.S. Department of Energy (DOE). The DOE is responsible and liable for the contamination, remediation, and perpetual monitoring and reporting. The Florida Department of Environmental Protection (FDEP) is the regulatory agency that is monitoring the contamination, remediation, monitoring and reporting. An indemnification from the DOE to the site owner is in place to ensure containment and remediation continues in perpetuity or until FDEP issues the DOE for each of the three sites with a 'No Further Action' directive. The indemnification is transferrable with the sale of the property.

Interested parties should know that there is an initiative currently underway to institute deed restrictive covenants for each of the three sites. The restrictive covenants include the preclusion of any residential component on the property, the notification to FDEP before accessing groundwater for use or dewatering activities, and notification to FDEP prior to the altering/modifying the existing on-site storm water drainage system, swales or retention facilities. The deed restrictive covenants will remain in place until FDEP issues the DOE a 'No Further Action' directive for all sites.

8. **DESCRIPTION OF PROPERTY:**

- Site Name: Young-Rainey STAR Center (STAR Center)
- Owner: Pinellas County Economic Development Authority (PCEDA)
- Managing Dept: Pinellas County Real Estate Management (REM)
- Address: 7887 Bryan Dairy Road, Largo, Florida 33777
- Parcels:
 - 13/30/15/00000/120/0100 – Monin Land Lease
 - 13/30/15/00000/120/0200 – HIT Land Lease
 - 13/30/15/00000/140/0100 – Main STAR Center Parcel
 - 13/30/15/00000/140/0110 – STAR I-A Land Lease
 - 13/30/15/00000/140/0130 – STAR III Land Lease
 - 13/30/15/00000/140/0140 – STAR IV Land Lease
 - 13/30/15/70560/100/0302 – STAR I-B Land Lease
 - 13/30/15/70560/100/0303 – Verizon & MetroPCS Cell Tower Lease
 - 13/30/15/70560/100/0304 – STAR II Land Lease
- Zoning/Use: M-1 Light Manufacturing/Manufacturing Campus
- Acreage: Approximately 96-acres total
- Land Leases: 27.7-acres and 400,000+ square feet (managed by Harrod Properties)
- Square Feet: STAR Center 649,799 square feet (managed by REM)
- See included appraisal for detailed property information.

9. **RECENT APPRAISAL VALUES:**

- Prepared by: Valbridge Property Advisors
- Date of Valuation: March 31, 2015
- Appraised Value:
 - Main STAR Center Parcel including SCIP Land: \$12,500,000.00
 - Vacant Out-Parcels (SCLVP & SCCCPC): \$ 2,365,000.00
 - Land Leases – Lease Fee Interest: \$ 4,220,000.00

Total Value (rounded) \$19,085,000.00

- Appraisal assumes Raytheon will utilize all of its existing lease renewals through 2033.
- The full appraisal is available at the Purchasing Department FTP site:
<https://files.pinellascounty.org/purchasing/>

10. **EVALUATION CRITERIA:**

The following criteria will be used to evaluate responses to this RFN. Responders shall include sufficient information to allow the PCEDA to thoroughly evaluate the response, and each response submitted shall be evaluated by the PCEDA based on the following criteria:

- A. Highest Net Sale Proceeds Generated by the Transaction.
- B. Highest and Best Intended Use(s) of the Property
 - 1) Preference will be given to proposals that facilitate the types of uses that appear on the targeted industry list as determined by Enterprise Florida. These employment industries have been selected based on their ability to bring additional money into the local economy.
 - 2) PCEDA properties are intended for immediate reuse and not for purchase as investments.
- C. Highest Value of Future Tax Payments
 - 1) The anticipated amount and type (class A/B office space, production space, R&D, warehouse space, machinery and equipment, etc.) of major new capital investment to be made within five (5) years in connection with the project, and the year that each investment will be completed. This will not include any taxable value already associated with the property as it exists today. Preference will be given to proposals with higher values of future tax payments.
 - 2) Any anticipated capital investment in real and personal property beyond the next five (5) years.
 - 3) Any anticipated tax revenues generated by new business operations on the property.
- D. Highest Number of Jobs Retained and Created
 - 1) Preference will be given to proposals that, at a minimum, retain the current total number and type (production, office, distribution, retail, etc.) of permanent Pinellas County jobs as a result of the project.
 - 2) Preference will be given to proposals with higher total numbers of permanent net new high-wage Pinellas County jobs that are created as a result of the project. Wage levels of at least 115% of the average annual wage of the county, MSA or state are considered the minimum that would be considered to generate higher levels of future economic impact.
 - 3) The number of temporary construction-related jobs that would be created in Pinellas County during the build-out of the site for each year of development.
 - 4) The greatest number of current STAR Center jobs that will be retained following the STAR Center Property sale or lease.

E. High Wages & Benefits

- 1) The anticipated average wage of new jobs created as a result of the project (total wages of new workers, not including benefits, divided by the total number of new jobs) by type of job. Preference will be given to proposals with higher values of future economic impact based on the level of wages. Wage levels of at least 115% of the average annual wage of the county, MSA or state are considered the minimum that would be considered to generate higher levels of future economic impact.
- 2) The average wage of temporary construction-related jobs that would be created in Pinellas County as a result of the project (wages of workers, not including benefits, divided by the total number of jobs). Higher wages levels will be given preference.
- 3) The benefits package that will likely be offered to employees (insurance, pensions, etc.) by type of job.

F. Expense Reduction

- 1) Preference will be given to proposals that reduce or eliminate County expenses as a result of the project.

G. Other Benefits to the County or Its Citizens

- 1) The highest number and type of jobs that might be provided to workers in socio-economically distressed areas such as Enterprise Zones, HUB zones and the like.
- 2) More consideration will be given to projects that include unique proposals that would enhance the County's ability to create/retain jobs or would otherwise contribute to an improved local economy (e.g., R&D facilities, business incubators, Small Business Development Centers).
- 3) Preference will be given to projects of unusual quality or stature that would serve as a catalyst to further job creation.
- 4) Additional consideration will be given to proposals that include greater amounts of purchases made from other Pinellas County businesses, especially Small Business Enterprises, both during construction and ongoing operations. Preference will be given to firms that make major purchases of raw materials, components, and professional and business services from local suppliers, especially Small Business Enterprises, thereby keeping more money in the local economy.
- 5) Preference will be given to projects that advance the redevelopment goals of Pinellas County, especially those identified in *Pinellas by Design, an Economic Development and Redevelopment Plan for the Pinellas Community*. This would include such planning practices as transit-oriented development, sustainability, low impact development and livable communities.
- 6) The PCEDA seeks to preserve the history and legacy of the STAR Center. Therefore, preference will be given to proposals that honor the name and history of the Young-Rainey STAR Center.
- 7) Any other positive, unique social or civic benefits that would result from the project.

H. Ability of Applicant to Complete Proposed Project

- 1) Sufficient information is required to support the company's ability and financial capacity to attain the development project(s), job creation and capital investment goals described in the proposal. Additional preference will be given to proposals demonstrating the highest capacity.
- 2) Sufficient information is required to support the company's ability to successfully develop, maintain and manage high quality industrial/office parks, buildings and centers. Additional preference will be given to proposals demonstrating the highest ability.

11. **SELECTION OF A RESPONSE FOR NEGOTIATIONS:**

Each response timely submitted shall be evaluated and ranked accordingly. The PCEDA, through its Director, will enter into negotiations with the highest ranked responder for a purchase and sale contract ("contract") for the Property, and if negotiations are successful, the contract will be submitted to the Board of County Commissioners, as the governing body of the PCEDA, for final approval, and the transaction will be closed in accordance with the terms of the contract. If the PCEDA does not successfully negotiate a contract with the highest ranked responder within sixty (60) days of the response due date, or if the contract is not signed by the responder as provided in the contract, then the PCEDA may enter into negotiations with the next highest ranked responder.

To be considered, each response must include FORM A – Qualifications of Responder, and FORM B – PROPOSAL FORM, and responses to the RFN are to be signed in ink by an authorized principal of the responder. Responses are to be submitted in a sealed envelope. The face of the envelope shall indicate the name and address of the responder and title of the response to the RFN. One (1) original and six (6) copies of the response shall be submitted.

Responses are to be submitted to Pinellas County Purchasing Department, 400 S. Ft. Harrison Avenue, 6th Floor, Clearwater, FL 33756 by the date and time indicated in the cover sheet.

12. **INSPECTION OF PROPERTY:**

Any potential responder that desires to inspect the property should contact Kathleen Good, Real Estate Management Department at (727) 541-8170 to arrange for access for inspections. Inspection must be completed no later than the question deadline listed on page 1.

13. **AS IS PURCHASE:**

The property is offered “as is,” in its condition as of the date of the execution of the contract. The successful purchaser will be required to acknowledge and agree that the PCEDA makes no warranties or representations of any kind or nature concerning the condition of the Property, including but not limited to any improvements thereon, the subsurface soils, groundwater, land use and zoning, site contamination or hazardous waste, or fitness for responder’s intended use of the Property, and that the purchaser has not relied on any warranties or representations of any kind from the PCEDA, or its agents or representatives, in completing the closing unless otherwise specifically provided for in the contract. The County will transfer title with a County Deed (Quitclaim Deed). The buyer may choose to purchase title insurance and survey updates to meet buyer’s needs.

14. **GENERAL CONDITIONS:**

- A. Responses will be opened immediately after the submittal date and time. The public may attend the response opening, but may not immediately review any responses submitted.
- B. Responder is advised that exceptions to any of the terms contained in this RFN must be identified in its response to the RFN. Failure to do so may lead PCEDA to declare any such term non-negotiable. Responder’s desire to take exception to a non-negotiable term will not disqualify it from consideration for award.
- C. The PCEDA reserves the right to select the responder that it believes will serve the best interest of Pinellas County.
- D. The PCEDA reserves the right to reject any or all responses to the RFN.
- E. The PCEDA reserves the right to cancel the entire Request for Negotiations.
- F. The PCEDA reserves the right to remedy or waive technical or immaterial errors in the Request for Negotiations or in responses submitted.
- G. The PCEDA reserves the right to request any necessary clarifications or data without changing the terms of the response.

FORM A – QUALIFICATIONS OF RESPONDER

YOUNG-RAINEY STAR CENTER

THE FOLLOWING INFORMATION IS REQUIRED IN ORDER THAT YOUR RESPONSE MAY BE REVIEWED AND PROPERLY EVALUATED.

COMPANY NAME: _____

LENGTH OF TIME COMPANY HAS BEEN IN BUSINESS: _____

BUSINESS ADDRESS: _____

HOW LONG IN PRESENT LOCATION: _____

TELEPHONE NUMBER: _____ FAX NUMBER: _____

TOTAL NUMBER OF CURRENT EMPLOYEES: _____ FULL TIME _____ PART TIME

All references will be contacted by a County Designee via email, fax, mail or phone call to obtain answers to questions, as applicable before an evaluation decision is made.

LOCAL COMMERCIAL AND/OR GOVERNMENTAL REFERENCES THAT YOU HAVE PREVIOUSLY PERFORMED SIMILAR DEVELOPMENT PROJECTS FOR:

1. COMPANY: _____

ADDRESS: _____

TELEPHONE/FAX: _____

CONTACT: _____

CONTACT EMAIL: _____

COMPANY EMAIL ADDRESS: _____

2. COMPANY: _____

ADDRESS: _____

TELEPHONE/FAX: _____

CONTACT: _____

CONTACT MAIL: _____

COMPANY EMAIL ADDRESS: _____

3. COMPANY: _____

ADDRESS: _____

TELEPHONE/FAX: _____

CONTACT: _____

CONTACT MAIL: _____

COMPANY EMAIL ADDRESS: _____

4. COMPANY: _____

ADDRESS: _____

TELEPHONE/FAX: _____

CONTACT: _____

CONTACT MAIL: _____

COMPANY EMAIL ADDRESS: _____

FORM B- PROPOSAL FORM

Please submit for the purchase of property known as the:

YOUNG-RAINEY STAR CENTER

Company Name: _____

The information requested on this proposal form (Form B) is a summary only.

As per the evaluation criteria starting on page 5, please submit information sufficient to allow the PCEDA to evaluate each submittal.

EVALUATION CRITERIA:

A. Proposed sales price, net to the PCEDA \$ _____

1. Intended use of property: _____

2. **Amount of capital investment in structures and equipment that would render property taxable.** Describe the anticipated capital investment in real and personal property within five (5) years. **(Do not include the value of the land purchased in this proposal.)**

3. **List the anticipated amount and type (purchase of machinery/equipment, construction of buildings, etc.) of major capital investment to be made within five (5) years in connection with this project.**

	Construction	Manufacturing Equipment	Other Equipment	Total
Year 1	\$	\$	\$	\$
Year 2	\$	\$	\$	\$
Year 3	\$	\$	\$	\$
Year 4	\$	\$	\$	\$
Year 5	\$	\$	\$	\$

FORM B – PROPOSAL FORM – CONTINUED

YOUNG-RAINEY STAR CENTER

Company Name: _____

B. Describe the highest and best intended use(s) of the property: _____

C. Describe the highest value of future tax payments: _____

D. Describe the highest number of jobs created/retained. Describe the type (Retail, Office, Industrial etc.) and total number of new Pinellas County jobs anticipated to be created as a result of this project.

Type	Number of new full-time jobs created	Date jobs will be created	Number of full-time jobs to be retained

List the anticipated average wage (excluding benefits) of the any created or retained jobs as a result of this project:

Retained Jobs (Total payroll/number of jobs retained) \$ _____
 New Jobs (Total payroll/number of jobs retained) \$ _____

E. Describe the highest wages and benefits of jobs created as a result of the project: _____

FORM B – PROPOSAL FORM – CONTINUED

YOUNG-RAINEY STAR CENTER

Company Name: _____

F. Describe any reduction or elimination of County expenses as a result of the project: _____

G. Describe any other benefits to the County or its citizens: _____

H. Describe ability to successfully complete proposed project: _____

FORM B – PROPOSAL FORM – CONTINUED

YOUNG-RAINEY STAR CENTER

Company Name: _____

Contact Name: _____

Business Address: _____

Phone: _____ **E-Mail:** _____

I hereby agree to abide by all conditions of the Response and certify that I am authorized to sign this proposal for the applicant.

Authorized Signature: _____

Printed Name & Title: _____

I hereby request the Board of County Commissioners to waive the mineral rights reservation required by Florida Statute §270.11.

Signature of Responder