



St. Petersburg Municipal Marina: REQUEST FOR PROPOSALS



REQUEST FOR PROPOSALS

**LEASE AGREEMENT(S) FOR THE REDEVELOPMENT AND OPERATION OF THE ST. PETE
DOWNTOWN MUNICIPAL MARINA AND OPTIONAL RESTAURANT**

ST. PETERSBURG, FLORIDA

Issue Date

April 14, 2023

Due Date

July 14, 2023

10:00 A.M. EDT

Table of Contents

SECTION 1.	INTENT	3
SECTION 2.	PROPERTY DESCRIPTION	3
SECTION 3.	LOCAL AREA	4
SECTION 4.	SITE HISTORY	5
SECTION 5.	MARINA REDEVELOPMENT EFFORTS	6
SECTION 6.	GUIDING PRINCIPLES	6
SECTION 7.	REDEVELOPMENT ELEMENTS	7
SECTION 8.	PROPOSAL REQUIREMENTS	8
SECTION 9.	GENERAL INFORMATION	11
SECTION 10.	SCHEDULE	12
SECTION 11.	INQUIRIES AND QUESTIONS	12
SECTION 12.	SELECTION	12
SECTION 13.	AWARD WITHOUT DISCUSSION	12
SECTION 14.	LEASE AGREEMENT(S) & COMPLIANCE WITH LAWS	12
SECTION 15.	CITY CONTACT	13
SECTION 16.	CITY RESERVATIONS	13
SECTION 17.	DISCLOSURE	13
SECTION 18.	INFORMATION TRADE SECRET/CONFIDENTIAL/PROPRIETARY	13
SECTION 19.	DISQUALIFICATION	15
SECTION 20.	PUBLIC ENTITY CRIMES	15
SECTION 21.	OUTSTANDING OBLIGATIONS TO THE CITY	15
SECTION 22.	CITY NOT RESPONSIBLE FOR PREPARATION COSTS	15
SECTION 23.	PROHIBITED COMMUNICATION	15

REQUEST FOR PROPOSALS
LEASE AGREEMENT(S) FOR THE REDEVELOPMENT AND OPERATION OF THE
ST. PETE DOWNTOWN MUNICIPAL MARINA AND OPTIONAL RESTAURANT
ST. PETERSBURG, FLORIDA

The City of St. Petersburg (“**City**”) invites proposals (each a “**Proposal**”) from private developers or development teams (each a “**Proposer**”) interested in the redevelopment and operation of the City’s downtown municipal marina (“**Property**” or “**Marina**”). The City is looking for a Proposer that has significant experience in developing and operating marinas in a saltwater environment with similar characteristics as the Marina.

SECTION 1. INTENT

It is the City’s intent to enter into a five-year lease agreement with the selected Proposer for the redevelopment and operation of the Marina.

The Property is commercially zoned waterfront property, and a lease (described in the City Charter as a non-permanent disposition of an interest in real property) of the Premises is subject to the leasing limitations in City Charter section 1.02. Pursuant to those limitations, approval of any lease term greater than five years requires approval through a City-wide referendum pursuant to City Charter section 1.02.

The lease agreement for the Marina would provide the opportunity for the selected Proposer to request (i) a Referendum to allow a long-term lease of the Property at the completion of the marina redevelopment project and/or (ii) a new lease every five years, subject to Mayor and City Council approval.

Additionally, any Proposer may elect to include as part of its Proposal a narrative response for the redevelopment and operation of a restaurant space (“**Restaurant**”) located adjacent to the Marina at 300 Second Avenue N.E. See SECTION 8, Part G and Exhibit E for additional information.

If the Mayor selects a Proposal that includes the Restaurant option, it is the City’s intent to enter into a separate ten-year lease agreement with the selected Proposer for the redevelopment and operation of the Restaurant.

SECTION 2. PROPERTY DESCRIPTION

The Marina (shown on Page 1) consists of approximately 660 boat slips in the Central and South Yacht Basins. The Central Basin also includes the 104 slip St. Petersburg Yacht Club and the North Basin is home to the 74 slip Vinoy Marina (both of which are not part of this RFP).

Adjacent to the Marina is the St. Petersburg Pier™, a tourism and recreation venue with restaurants, attractions, and shops. Demens Landing Park, which includes public parking and green space, is located between the Central and South Basins. Vinoy Park,

comprised of additional green space, is adjacent to the North Basin. West of the Marina basin are Straub Park and a series of restaurants and shops along Beach Drive.

The Marina shares Demens Landing with the St. Petersburg Sailing Center. The center is world renowned for training sailors and offers programs for children and adults learning to sail. The sailing center struggles with onsite parking, especially during regattas and similar activities, and in-water space for their growing fleet of sailboats. The sailing center also utilizes the existing open areas near the Marina entrance and near the sailing center docks for training, especially during rougher sea conditions when access to the bay is limited.

The Marina primarily serves year-round local (Tampa Bay) residents and seasonal boaters, along with some commercial users (charters, brokers). The Marina also has capacity for approximately 100 live-aboard residents. Dockside amenities at the Marina include electricity, potable water, cable, and internet while landside amenities include restrooms, showers, laundry, and a ships store. Additionally, the Marina provides a fuel dock and in-slip sewage pump-out services via a pump-out boat.

SECTION 3. LOCAL AREA

St. Petersburg has a population of 264,220, making it the fifth largest city in Florida. It combines the amenities and variety that any large city has to offer, while providing a small-town neighborhood feel. This unique lifestyle is rooted in its sunshine – 361 days a year of sunshine and an average daytime temperature of 83 degrees.

In the early 1900s, at a time when most waterfront cities had ports and industrial plants, a crusading newspaper editor named W.L. Straub pressed this City to make its waterfront a public park. Today, over 100 years later, St. Petersburg has the third largest downtown waterfront park system in North America, after Vancouver and Chicago. Aside from waterfront parks, our City offers the largest network of cycling and pedestrian trails in the Southeast, with over 225 city parks and 69 miles of BlueWays Paddling trails. For additional information on St. Petersburg's parks visit: <http://www.stpeteparks.org/parks/>.

St. Petersburg is home to desirable waterfront neighborhoods, offering an abundance of homes rich in the Mediterranean tradition, mid-century, and modern architectural styles. Surrounding downtown, the City has several quaint, historic neighborhoods where bungalows cozy up to brick streets, and neighbors congregate on front porches. Downtown itself has become one of the most vibrant residential neighborhoods, more than doubling the number of housing units in the last ten years to over 11,000 currently built or under construction, from townhouses to mid-rise apartments to high-rise condominiums. For information on St. Petersburg neighborhoods visit: <https://tinyurl.com/Neighborhood-Profiles>.

Downtown St. Pete is the most walkable large-scale geographic area within the entire Tampa Bay region. Enhanced pedestrian access exists in most areas of downtown, which features extra wide tree-lined sidewalks, enhanced pavement materials, street furniture, outdoor cafes, two grocery stores, and safety features such as bollards and count-down pedestrian signals at intersections – all designed to enhance the pedestrian experience. Downtown St. Pete scored a “Walk Score” of 90 (100 being the maximum) and a “Bike Score” of 93, indicating daily errands do not require a car. (Source: walkscore.com)

Detailed demographic information on the City, including economic drivers, competitiveness and prosperity indicators can be found in our annual State of the Economy presentation at: <https://tinyurl.com/SOTE2020>

The Tampa Bay Partnership releases an annual competitiveness report, tracking key measures in economic vitality, innovation, infrastructure, talent, civic quality, and performance outcomes of the Tampa Bay region. The report can be accessed at: <https://stateoftheregion.com/>.

The St. Petersburg Downtown Partnership's 2023 Downtown St. Pete Development Guide provides information on the area's office market, housing market, major employers, hotels, arts & culture, events, retail, transportation, and more. It can be viewed at: <https://tinyurl.com/SPDP2023Guide>

On July 6, 2020 the City opened the St. Pete Pier™, a dynamic, 26-acre waterfront playground that will serve residents and visitors for generations to come. The new St. Pete Pier™ draws 2.3 million visitors per year and is the place to stroll, bike, dine, drink, shop, swim, take in a concert and more. The St. Pete Pier™ recently won the Urban Land Institutes prestigious Global Award for Excellence. Additional information related to the pier's amenities can be found at www.StPetePier.org.

SECTION 4. SITE HISTORY

The Marina marine infrastructure is showing signs of advanced deterioration and is reaching the end of the expected service life. The Marina bulkheads were constructed in the 1910's and 1920's with much of this original construction still in service. The central basin docks were constructed in late 1960's and Piers 1 to 4 of the south basin docks were constructed in the early 1970's making the docks 40 to 50 years old.

At the City's request, Moffatt & Nichol (M&N) completed an above-water condition assessment of the Marina in 2001 and again in 2014. The investigation included structures and associated utilities for the docks, bulkheads, quay-walls, canopy structures, and dock house foundations. Following the 2001 inspection, a repair program was initiated that was completed in 2007 resulting in the replacement of 71 main walkway spans and 75 finger piers throughout the Marina with additional repairs to the majority of the south dock finger piers.

A condition assessment report was issued to the City following the 2014 inspection summarizing the results of the investigations and the overall condition of the Marina facility. The report provided recommendations to replace a total of 19 finger pier and 10 main walkway deck spans. Other recommendations included concrete spall repairs, replacement of degraded timber fender elements, miscellaneous electrical repairs, and steel sheet pile rehabilitation/replacement.

In 2016, the City implemented a Marina inspection program to conduct annual above-water inspections of the Marina infrastructure. The first annual inspection commenced in November 2016 and was completed January 2017.

The structural elements associated with the dock structures included concrete decks, pile caps, and piles (above water) and the structural elements associated with the bulkhead/quay-wall structures included steel and concrete sheet piles, concrete bulkhead cap, and sidewalks/slabs adjacent to the bulkhead structures. The utility components included electrical installations in dock houses, switchgear, dock pedestals, lighting,

exposed electrical conduits, potable water system, fire water and extinguishers for the above-mentioned areas.

SECTION 5. MARINA REDEVELOPMENT EFFORTS

In 2016 the City began a Marina Master Plan process which was designed to provide guidance for the long-term Marina redevelopment. It is the process that set the vision for our Marina moving forward. The Master Plan identified 3 driving factors which have impacts on the Marina's future:

The aging Marina Infrastructure – most docks are reaching the end of their service lives as evidenced by the increasing frequency of major repairs required.

An outdated Marina configuration – over the years, boats have become on average longer and wider leading to inefficiencies in the current Marina configuration.

The ongoing development of the City's downtown waterfront – how to better integrate the Marina into the fabric of our new downtown (especially the adjacent Pier area and Demens Landing)

Near the conclusion of the Master Plan process, the City received an unsolicited offer from a marina development company looking to privately fund the redevelopment of our Marina in return for the ability to manage and operate the Marina under a lease agreement. City Administration believed that the proposal had merit and so, per the requirements in the Florida Statutes regarding property dispositions in a Community Redevelopment Area, issued a Public Notice to invite any alternative proposals.

Three alternative proposals were received. After evaluating all the proposals, the City selected Safe Harbor Development ("SHD"), a Tennessee Company as the best proposal. The City then entered into a Pre-Development Agreement with SHD for the creation of a Concept Plan for the Marina (Exhibit "B"). Ultimately, the City decided not to move forward with SHD. The SHD Concept Plan is included with this RFP as an example only. Proposers should familiarize themselves with the elements set forth in the Marina Master Plan (Exhibit "C") and the Guiding Principles identified in SECTION 6 of this RFP.

SECTION 6. GUIDING PRINCIPLES

The City has led significant public discussions on the Marina redevelopment project beginning with the Master Plan process and continuing through the SHD Concept Plan. Community feedback has created several guiding principles of redevelopment and operation, which are set forth below.

1. The St. Pete Municipal Marina is a part of the City's world class waterfront. The resulting Marina restoration must be world class and integrate seamlessly into the City's downtown waterfront park system consistent with the Downtown Waterfront Master Plan objectives (ref Exhibit "D").
2. The Marina redevelopment project should be completely funded by private sector investment and/or Marina user fees. Except for required seawall restoration in the Central and South Yacht Basins, no City funding will be used to support the Marina redevelopment project.

3. While the City will fund any needed seawall restoration, and subject to applicable laws, it is preferred that the selected Proposer be responsible for the actual seawall restoration work in concert with the redevelopment of the Marina (ref Exhibit "F").
4. Property Insurance for the Marina will be obtained and paid for by the selected Proposer.
5. Operation of the Marina will be conducted in a first-class, professional, businesslike manner consistent with business standards and processes of similarly situated businesses in the marine industry.
6. All existing Marina staff will be afforded the opportunity to interview with the selected Proposer for continued employment at the Marina.
7. The existing mix of vessel sizes, including small sailboats, will be accommodated in the proposed Marina slip design.
8. Opportunities for commercial vessels will be provided in the Marina layout.
9. Opportunities for transient dockage will be provided in the Marina layout.
10. Retention of covered slips in the Central Yacht Basin should be evaluated.
11. The City retains final approval rights over Marina design and specifications.
12. Live-a-board opportunities will be provided within the Marina.
13. The layout and configuration of the Marina will be designed in a manner that enhances access to the waterfront for the general public.
14. Marina slip rates will be established with an eye towards affordability for all users while staying market competitive.
15. Performance standards for operations & maintenance of the Marina will be developed jointly by the City and selected Proposer.

SECTION 7. REDEVELOPMENT ELEMENTS TO BE ADDRESSED BY PROPOSERS

The redevelopment elements set forth below are based on the guiding principles of redevelopment described in SECTION 6 above.

7.0. **General Marina**: proposed Marina layout including type of dock system to be used (i.e. floating, fixed, hybrid) and all planned amenities (e.g. bathhouses, comfort stations, common areas, boat lifts, bike corrals, breakwaters, jetties, wave attenuators, etc.)

7.1. **Parking**: proposed parking plan utilizing the existing available Marina parking areas to maximize parking opportunities surrounding the Central and South Yacht Basins.

7.2. **Utility Systems**: the proposed plan for stormwater, sewer, potable water, fire water, electric, phone, cable, and internet services.

7.3. **Architectural**: proposed design of all vertical elements within the Marina (ship store, bathhouses, entry features, fencing systems, landscape, etc.)

7.4. **Phasing Plan**: the proposed plan on how to accomplish the Marina redevelopment including timing of each phase and accommodation for displaced boaters.

SECTION 8. PROPOSAL REQUIREMENTS

Required Format

To ensure consistency, Proposer must submit an electronic version and five (5) hard copies of the Proposal clearly labeled “Proposal for Marina Redevelopment and Operation”. The Proposal should be individually tabbed for each of the items or parts listed below and include page numbers. The electronic version of the original proposal shall be in PDF or Microsoft Office format. Both the hard copy(s) and electronic copy(s) shall clearly identify the Proposer and the be labeled “Proposal for Marina Redevelopment and Operation”.

Part A – Redevelopment Team

Part B – Reference Projects, Experience, and Minimum Qualifications

Part C – Financial Information

Part D – Narrative Response

Part E – Depiction of the Redevelopment

Part F – Timing of Redevelopment and Redevelopment Phasing

Part G – Restaurant Redevelopment and Operation – OPTIONAL

Part H - Delivery Deadline, Requirements, and Proposal Form

Part A - Redevelopment Team

In this section, Proposer must describe the proposed composition, organization and management of the redevelopment and operations team including:

- Identifying the lead entity (including key individuals and their roles/responsibilities) who will execute the lease agreement with the City.
- Identifying other entities (including key individuals) who are expected to be a part of the redevelopment team along with their responsibilities (recognizing that the redevelopment team may evolve as needed to meet applicable requirements related to the selection of contractors and the purchase of professional services, see SECTION 14 for additional information);

Part B - Reference Projects, Experience, and Minimum Qualifications

In this part, Proposer shall submit descriptions of at least five reference projects to demonstrate relevant experience in the redevelopment and operation of marinas. Such reference projects must include:

- At least one marina development project of a saltwater marina in a coastal area with similar environmental conditions as the Marina.
- A minimum of 5 years of experience operating saltwater marinas
- Identification of any marinas operated whose staff includes Certified Marina Operators and/or Certified Marina Managers.

Each project description shall contain at least the following information:

- Name of project;
- Reference and contact information for such project;
- Role of Proposer;
- Dollar amount of the project;
- Year started and year completed;
- Description of the project showing relevance to the development contemplated by this RFP; and
- Names of entities and key personnel that participated in similar project(s) and are included in this Proposal.

Part C - Financial Information

In this part, Proposer shall provide information to demonstrate that Proposer has the financial resources to redevelop and operate the Property, which information shall include:

- How the planned redevelopment will be funded;
- The amount of equity investment by the Proposer;
- Any public funding required for the project;
- Financial ability of Proposer and other entities who are a part of the redevelopment team (e.g., line of credit or other financial instrument or assurance);
- A twenty (20) year cash flow analysis of the Marina operations including revenue to be earned by the City.
- Planned slip rates and increases over the lease term.
- Note that the City reserves the right to negotiate revenue streams generated from use of the Marina. Proposer should demonstrate any available potential revenue streams and identify how the project's financials would be impacted, should the City elect to receive revenue generated from the use of the Property.

Part D – Narrative Response

In this part, Proposer shall provide a narrative response which includes:

- An introductory overview of redevelopment philosophy and expertise which demonstrates the Proposer's vision is consistent with the guiding principles of development described in SECTION 6 of this RFP;
- A description of how the Proposer plans to address and incorporate the development elements identified in SECTION 7 of this RFP;
- A description of the Proposer's experience in developing and operating marinas in a saltwater environment similar to the Marina's environment;
- A description of how the Proposer plans to address the use of small businesses, minority businesses, and women-owned businesses in the construction and ongoing operations of the Marina, including estimated percentages of each element (recognizing that, at a minimum, the Proposer will be required to comply with all requirements of the St. Petersburg City Code now or hereafter in effect);
- A description of Proposer's planned community outreach program.

Part E – Depiction of the Redevelopment

In this part, Proposer shall submit general renderings, illustrations and other visual documents for illustrative purposes which include:

- Overall preliminary site/layout plan in a readable format for reproduction and distribution;
- Design details for public open space, right-of-way and other public spaces; and
- Color renderings, elevations and perspective views, or other illustrations which depict typical buildings and structures, streetscape scenes, and façade treatments of buildings. Such renderings, elevations and perspective views, or other illustrations must contain enough details to generally identify Proposer’s vision for the Property.

General renderings, illustrations and other visual documents from the selected Proposer will be refined and evolve as such entity engages with the City and conducts community outreach.

Part F - Timing of Redevelopment and Redevelopment Phasing

In this part, Proposer shall address the following timing and phasing considerations:

- Time required to complete project design documents;
- Timing of all required permits for the project;
- Timing of securing all project financing;
- Project schedule, including construction start date, how construction will be phased, and final construction completion date;
- Marina operations plan during design and construction including priority vessel accommodations for St. Pete residents through the construction process.

Part G – Restaurant Redevelopment and Operation - OPTIONAL

- In this part, Proposer may include a narrative response for the redevelopment and operation of the Restaurant. Response will include Identifying the lead entity (including key individuals and their roles/responsibilities) who will execute the lease agreement with the City.

There is an existing restaurant (Fresco’s) located at 300 Second Avenue NE, in the northwest corner of the Central Basin, which is part of the Pier/Marina area. The current lease on the Restaurant expires in April 2024. The physical condition of the Restaurant is such that a complete replacement is envisioned (including seawalls, restaurant building, and exterior seating areas). The ability to reimagine this location is desired (ref Exhibit “E”). The narrative response related to the Restaurant should address the proposed vision for the site, how the site will tie into the Marina, Pier and surrounding downtown waterfront areas, the development and operations plan for the site, the estimated private investment, and a 10 year cash flow analysis.

There is a 10-year lease limitation on the Restaurant property without a voter approved Referendum.

Part H – Delivery Deadline, Requirements, and Proposal Form

Proposals should be marked “Proposal for Marina Redevelopment and Operation” and delivered by 10:00 A.M on July 14, 2023 as follows:

- By hand, courier, FEDEX or otherwise to the City of St. Petersburg City Hall, 3rd Floor, Enterprise Facilities Department, 175 5th Street North, St. Petersburg, Florida 33701; or
- By United States Postal Service (“**USPS**”) mail to City of St. Petersburg, Enterprise Facilities Department, P.O. Box 2842, St. Petersburg, Florida 33731-2842.

A signed Proposal Form, attached as Exhibit “G” to this RFP, must be submitted.

Proposals received after the above specified time and date will not be considered. The City will not be responsible for failure of the USPS, private courier, or any other delivery means to deliver a Proposal to the appointed place at the specified time in order to be considered.

SECTION 9. GENERAL INFORMATION

9.1. Proposer must provide an affirmative statement within their Proposal as follows:

“Proposer is not party to or affected by any litigation, administrative action, investigation or other governmental or quasi-governmental proceeding which would, or could, have an adverse effect upon the Property or upon the ability of Proposer to fulfill its obligations under any agreement relating to this RFP, and there are no lawsuits, administrative actions, governmental investigations or similar proceedings pending or, to Proposer’s actual knowledge, threatened against or affecting the Proposer’s interest herein.”.

9.2. Proposer must provide a primary contact name and numbers including phone and email.

SECTION 10. SCHEDULE

Issue RFP	April 14, 2023
Pre-proposal Meeting	May 15, 2023
Last day for questions.....	June 15, 2023
Proposals due by 10:00 A.M. EDT.....	July 14, 2023

Additional information sessions may be scheduled at a later date and will be noticed at www.stpete.org/marina or you may inquire through the City Contact in SECTION 15.

SECTION 11. INQUIRIES AND QUESTIONS

All inquiries, questions, requests for interpretation, correction, or clarification related to this RFP must be directed to the City Contact identified in SECTION 15.

SECTION 12. SELECTION

All qualified Proposals will be presented to the Mayor for his consideration and selection, which selection may or may not include the Restaurant option.

SECTION 13. AWARD WITHOUT DISCUSSION

The Mayor may select a Proposal, which selection may or may not include the Restaurant option, without discussion if, in his sole discretion, it is determined to be in the public interest for the intended use.

SECTION 14. LEASE AGREEMENT(S) AND COMPLIANCE WITH LAWS

Subsequent to the selection by the Mayor, the City and the selected Proposer will commence negotiations of a lease agreement for development and operation of the Property. Nothing contained in this RFP shall be construed to limit the terms and conditions contained in any lease agreement. This lease agreement between the City and the selected Proposer is subject to approval by the St. Petersburg City Council.

If the Mayor selects a Proposal with the Restaurant option, the City and the selected Proposer will commence negotiations of a separate lease agreement for development and operation of the Restaurant. Nothing contained in this RFP shall be construed to limit the terms and conditions contained in any lease agreement. This lease agreement between the City and the selected Proposer is subject to approval by the St. Petersburg City Council.

The selected Proposer will be required to comply with all applicable laws. This may include, but is not limited to, laws regarding the construction or improvement of a public building, structure, or other public works (e.g. F.S. § 255.20) and the acquisition of professional architectural, engineering, landscape architectural, or surveying and mapping services (e.g. F.S. § 287.055). The extent to which such laws apply to portions of the project will depend on a variety of factors that have yet to be fully determined, including but not limited to the City’s expenditure of funds and City ownership of

improvements. At a minimum and without limiting the generality of the foregoing, selected Proposer must select firms providing work and services related to the seawall work through competitive processes that comply with applicable laws, including but not limited to F.S. 297.055 and 255.20. Selected Proposer is expected to be flexible in modifying its development process as necessary to meet all applicable requirements.

SECTION 15. CITY CONTACT

David Wirth
City of St. Petersburg, Enterprise Facilities Department
Email: david.wirth@stpete.org (Note: Email is subject to public records law)

Additional information/copies of this RFP may be downloaded from www.stpete.org/marina

SECTION 16. CITY RESERVATIONS

The City reserves the right to:

- 16.1. Modify, waive, or otherwise vary the terms and conditions of this RFP at any time, including but not limited to, the date schedule and proposal requirements;
- 16.2. Issue an addendum to this RFP. If the City issues an addendum to this RFP after the deadline for submission of Proposals, any Proposers still under consideration by the Mayor shall be permitted to submit supplemental information in response to such addendum.
- 16.3. Waive irregularities in the Proposals;
- 16.4. Reject or refuse any or all Proposals;
- 16.5. Cancel and withdraw this RFP at any time;
- 16.6. Negotiate with any or all Proposers in order to obtain terms most beneficial to the City;
- 16.7. Accept the Proposal which, in its sole and absolute discretion, best serves the interest of the City.

SECTION 17. DISCLOSURE

Information included in this RFP regarding the Property and Restaurant are believed to be reliable; however, interested parties should rely on their own research and experts for counsel.

SECTION 18. INFORMATION DESIGNATED A TRADE SECRET AND/OR CONFIDENTIAL AND/OR PROPRIETARY

All Proposals (including all documentation and materials attached to Proposals or provided in connection with this solicitation) submitted to the City are subject to Florida's public records laws (i.e., Chapter 119, Florida Statutes), which requires disclosure of public records, unless exempt, if a public records request is made. Proposals (including all documentation and materials attached to Proposals or provided in connection with this solicitation (even if in a separate electronic file or a separate envelope) submitted to the City cannot be returned. **THE CITY WILL NOT CONSIDER PROPOSALS IF THE**

ENTIRE PROPOSAL IS LABELED A TRADE SECRET AND/OR CONFIDENTIAL AND/OR PROPRIETARY.

If Proposer believes that its Proposal contains information that is a trade secret (as defined by Florida law) and/or information that is confidential and/or proprietary and therefore exempt from disclosure, then such information must be submitted in a separate electronic file and a separate envelope and comply with the following requirements. In addition to submitting the information in a separate electronic file and a separate envelope, Proposer must include a general description of the information designated as a trade secret and/or confidential and/or proprietary and provide reference to the Florida statute or other law which exempts such designated information from disclosure in the event a public records request.

The City does not warrant or guarantee that information designated by Proposer as a trade secret and/or confidential and/or proprietary is a trade secret and/or confidential and/or proprietary and exempt from disclosure. The City offers no opinion as to whether the reference to the Florida statute or other law by Proposer is/are correct and/or accurate. Please be aware that the designation of information as a trade secret and/or confidential and/or proprietary may be challenged in court by any person or entity. By designation of information as a trade secret and/or confidential and/or proprietary, Proposer agrees to defend and indemnify the City, its employees, agents and elected and appointed officials ("Indemnified Parties") against any and all claims, demands and actions (whether or not a lawsuit is commenced) arising out of or in connection with Proposer's designation of information as a trade secret and/or confidential and/or proprietary and to hold harmless the Indemnified Parties for any award to a plaintiff for damages, costs and attorneys' fees, and for costs and attorneys' fees (including those of the City Attorney's office) incurred by the City by reason of any claim, demand or action arising out of or related to Proposer's designation of information as a trade secret and/or confidential and/or proprietary.

Failure to comply with the requirements above shall be deemed as a waiver by Proposer to claim that any information in its Proposal is a trade secret and/or confidential and/or proprietary, regardless of whether such information is labeled trade secret and/or confidential and/or proprietary. Proposer acknowledges, understands, and agrees that all information in Proposer's Proposal (not including information submitted in a separate electronic file or a separate envelope and designated trade secret and/or confidential and/or proprietary in accordance with the requirements in this section) will be disclosed, without any notice to Proposer, if a public records request is made for such information, and the City shall not be liable to Proposer for such disclosure.

Proposer acknowledges and understands that Proposer's Proposal, including the information submitted in a separate electronic file or a separate envelope and designated trade secret and/or confidential and/or proprietary in accordance with the requirements in this section, will be distributed to City staff and City consultants (if any) to allow Proposer's entire Proposal, including the information submitted in a separate electronic file and a separate envelope, to be evaluated.

SECTION 19. DISQUALIFICATION

The City reserves the right to disqualify Proposers before or after opening, upon evidence of collusion with intent to defraud or other illegal practices on the part of the Proposers.

SECTION 20. PUBLIC ENTITY CRIMES

A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid on a contract to provide any goods or services to a public entity, may not submit a bid on a contract with a public entity for the construction or repair of a public building or public work, may not submit bids on leases of real property to a public entity, may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017, for CATEGORY TWO for a period of 36 months from the date of being placed on the convicted vendor list.

SECTION 21. OUTSTANDING OBLIGATIONS TO THE CITY

The City shall reject or disqualify a Proposal from any person, entity or principal of an entity that currently has any outstanding indebtedness to City or unresolved claims with or by City, unless the indebtedness or unresolved claims have been satisfied prior to the submission of a Proposal.

SECTION 22. CITY NOT RESPONSIBLE FOR PREPARATION COSTS

The City will not pay any costs associated with the preparation, submittal, presentation or evaluation of any Proposal.

SECTION 23. PROHIBITED COMMUNICATION

Proposer and redevelopment team members, as well as their employees, agents, contractors, and representatives are prohibited from lobbying City Council, the Mayor, and City staff, relative to Proposer's Proposal or this RFP until the RFP selection and award processes have been completed. Non-compliance with this provision may result in disqualification of Proposer from consideration. Notwithstanding the foregoing, this provision shall not prohibit Proposer from (i) providing public comment in accordance with applicable laws and City policies at public meetings where public comment is permitted, (ii) communicating with the City Contact identified in SECTION 15, (iii) making presentations requested as part of the evaluation process described in this RFP, (iv) if Proposer is selected by the Mayor, communicating with designated persons to facilitate compliance with applicable laws (as described in SECTION 14 of this RFP) and engaging in processes associated therewith, or (v) if Proposer is selected by the Mayor, engaging in contract negotiations.

Exhibits A through F can be found at:

https://www.stpete.org/residents/parking_transportation/marina.php

EXHIBIT "A"
Marina Master Plan

EXHIBIT "B"
SHD Concept Plan with Addenda

EXHIBIT "C"
McLaren – Engineer’s Estimate Memo dtd 3/18/22
A Peer Review and independent Engineer’s Estimate of the SHD Concept Plan

EXHIBIT “D”
Downtown Waterfront Master Plan

EXHIBIT “E”
Optional Restaurant Redevelopment Information

EXHIBIT “F”
Seawall Improvements

EXHIBIT "G"

PROPOSAL FORM

**REQUEST FOR PROPOSALS
FOR THE REDEVELOPMENT OF
THE MUNICIPAL MARINA
ST. PETERSBURG, FLORIDA**

Issue Date

April 14, 2023

The undersigned certifies that the enclosed Proposal is being submitted and is subject to the terms and conditions as outlined in the Request for Proposals as issued by the City of St. Petersburg on April 14, 2023.

Name of Company/Organization

Proposal Contact Person

Signature of individual submitting Proposal
for above Company/Organization

Contact Person E-mail address

Printed name of individual

Contact Person Phone

Date