

<b>Required RFP Criteria</b> Proposals must contain:	<b>Blue Sky Communities, LLC</b> <b>Site 1 / 6± acres</b> <i>Page 6</i>	<b>The Deuces Live, Inc.</b> <b>All/14± acres</b> <i>Page 16</i>	<b>Motorcycle Management Concepts LLC</b> <b>dba Euro Cycles of Tampa Bay</b> <b>Site 1 /4± acre</b> <i>Page 2</i>	<b>EMP Industries, Inc.</b> <b>St. Petersburg Commerce Park, LLC</b> <b>All /14± acres</b> <i>Page 4</i>
1) Annual Lease Payment or Purchase Price to the City	\$1,500,000 Subject to Florida Housing Finance Corporation Tax Credits <i>Page 1</i>	10 year lease with 15 year option at same terms. Rent payment based on fair market value of the land as of the first year of the lease multiplied by no more than 1.0% with a \$10 purchase option upon meeting performance obligations. <i>Page 7</i>	\$12K per year / 10 year lease Deed transfer upon expiration <i>Pages 2-3</i>	\$1 per year / 25 year lease Purchase – Range based on number of jobs created - \$0 - \$1M <i>Page 10</i>
2) An affirmative statement Proposer shall comply with job creation requirements set forth in SECTION 8	Yes <i>Page 2</i>	No	Yes <i>Page 4</i>	Partially Stated – Will meet job # requirements but jobs cannot be documented as required. <i>Page 10, 11</i>
3) Estimated type and number of new jobs that the development will create, including a time line, and projected salaries	25 or 26 - 14 low/mod income 20 Commercial, 6 Housing Jobs Timeline Not Stated Projected Salaries Not Stated <i>Page 2</i>	140 or 141 - 66 low/mod - <i>Page 9,13</i> 28–Construction, 27-Commercial, 43-Office, 5-Residential, & 38-Light Industrial Timeline: 2016-2019 (28 in 2016) Range of salaries for new jobs <i>Page 13</i> <i>Page 10-11</i>	15 jobs within 1 year of CO 30 within 5 years - <i>Page 2</i> 4-Management, 4-Sales, 4-Parts, 11-Service, 4-Office and 3-Support positions Range of salaries - <i>Page 4</i>	178 jobs over 5 years (122 - Year 1) 61-Skilled, 44-Managerial, 23-Executive, 20-Administrative, 28-Support, and 2-Maintenance positions & range of salaries <i>Page 13</i>
4) Estimated type and number of jobs that will be relocated and retained, including salaries	0 <i>Page 2</i>	46 <i>Page 13</i>	0 <i>Page 5</i>	0 <i>Page 14</i>
5) Proposer’s experience & description of the scope and quality of past projects	Formed in 2012. Multifamily affordable housing using the Federal Housing Credits program. <i>Pages 3-4, plus page 5 attachments</i>	Plan to form a new LLP for this project. Included experience & history of team members. <i>Page 24</i>	Euro Cycle of Tampa Bay opened in 2001 <i>Page 5</i>	EMP opened in 1995. States formed new LLC, but not able to verify via Div. of Corp. Included experience & history of team members <i>Page 15</i>
6) A time line of project approvals and construction including date specific milestones. Phased projects must include this information for each phase	Start: 2016, End: 2019 <i>Page 15</i>	Start: 2015, End: 2019 <i>Page 22</i>	Start: 2015, End: 2017 <i>Page 6 &amp; Construction Schedule Addenda</i>	Start: 2015, End: 2017 <i>Page 16-17</i>
7) A sketch or description of the proposed area of land to be developed within the St. Petersburg Commerce Park	Yes <i>Page 6</i>	Yes <i>Page 16</i>	Yes <i>Page 7-9</i>	Yes <i>Page 19-24</i>
8) A description of the type of project(s) to be built including building(s) with square footage and proposed use and identification of the end-user, if not the Proposer, by project phase	A - 90 unit Elderly Affordable Housing B - 90 unit Family Affordable Housing Both have 5k sq ft of 1 <sup>st</sup> floor retail space (10k total) <i>Pages 6-14</i>	±40k sq ft Retail and Office - Phase 1 200 afford. units w/ 10k sq ft retail – Phase 2 ±130k Industrial space – Phase 3 80 unit market/afford. senior units - Phase 4 30 townhouses – Phase 5 <i>Pages 15-22</i>	Euro motorcycle dealership, 3 bldgs. Bldg. A. -15.5k sq ft – Showroom 3.5k sq ft – Service Dept 2k sq ft – Office Bldg. B. – 5k sq ft Rental Operations Bldg. C. – 7.5k sq ft Storage <i>Page 7</i>	±131k sq ft of industrial commercial space 13k sq ft "industrial suburban" work live space ±24k sq ft retail space with 25 res. Units above Phase 2 another ±29k of industrial space <i>Pages 25-26</i>
9) A project pro-forma and construction budget	Both <i>Page 16, plus attachments</i>	Both <i>Pages 40-48</i>	Construction Budget <i>Construction Cost Estimate pages 1-10</i>	Both <i>Pages 27-33</i>

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10) Confirmed or verifiable sources of funds. A financial statement supporting the Proposer's capability of undertaking this project including company operating revenues and expenses, history of debt repayments, and letters of credit	Incomplete Included Financial Statement – <i>Pages 17-18</i>	Not included Could provide within 30 days of award <i>Page 49</i>	Not included Included condition precedent: "demonstration of capability and verifiable financial commitments to complete the Facility." <i>Page 3</i>	Incomplete Submitted letter of interest from Northstar Bank and description of potential equity partners as "trade secret".
11) Description of the development team including names, addresses, individual resumes' of those individuals to be assigned to the project; the responsibilities of each team member or firm; and the experience of all those involved	Yes <i>Pages 19-22,26-30</i>	Yes <i>Pages 25-38</i>	Yes <i>Page 6</i>	Yes <i>Page 37</i>
12) Description of the Proposer's entity (corporation, partnership, etc.) and identification of all parties including disclosure of all persons or entities having a beneficial interest in the proposal	Yes <i>Page 25</i>	Yes <i>Page 24</i>	Yes <i>Page 5</i>	Yes <i>Page 74</i>
13) Any extraordinary terms or conditions related to the purchase or lease	1-Tiered payment over two P/S contracts 2-Financing subject to obtaining Florida Housing Finance Corporation Tax Credits – <i>Summary Page &amp; Page 2</i>	1- Base annual rate payments calculated on the fair market value of the land as of the first year of the lease multiplied by no more than 1.0%. Base rent shall remain fixed for 10 years and shall be adjusted for the 15 year lease option. Adjust cannot be more than 20% higher than the prior annual rent. <i>Pages 7</i>	Deed transfers upon 10 year lease expiration. <i>Page 3</i>	1-Purchase price based on job creation 2-City to purchase the remaining lot on the south side of 7th Avenue west of 23rd St. 3-Rezoning request <i>Page 10, 75</i>
14) An affirmative statement that the 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 affect 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	Yes <i>Page 23</i>	Yes <i>Page 51</i>	Yes <i>Page 5</i>	Yes <i>Page 76</i>
15) An affirmative statement that Proposer shall have the Property replatted	Yes <i>Page 23</i>	Yes <i>Page 51</i>	Yes <i>Page 5</i>	Yes <i>Page 77</i>
16) A signed Proposal Form (see attached EXHIBIT D) accompanied with a non-refundable deposit of \$250.00	Yes <i>Exhibit D &amp; copy of check</i>	Yes <i>Page 52 &amp; copy of check</i>	Yes <i>Exhibit D &amp; copy of check</i>	Yes <i>Page 78 &amp; copy of check</i>

<b>Preferred RFP Criteria</b>	<b>Blue Sky Communities, LLC Site 1 / 6± acres Page 6</b>	<b>The Deuces Live, Inc. All/14± acres Page 16</b>	<b>Motorcycle Management Concepts LLC dba Euro Cycles of Tampa Bay Site 1 /4± acre Page 2</b>	<b>EMP Industries, Inc. St. Petersburg Commerce Park, LLC All /14± acres Page 4</b>
Preferred Proposals will provide:				
1) The most intense use of the site	TBD	TBD	TBD	TBD
2) Creation of the most permanent full times jobs within the South St. Petersburg Community Redevelopment Area	26 Page 2	140/141 Page 9, 13	30 Page 2	178 Page 13
3) A timely development plan and a construction schedule	Start: 2016, End: 2019 Page 15	Start: 2015, End: 2019 Page 22	Start: 2015, End: 2017 Page 6 & Construction Schedule Addenda	Start: 2015, End: 2017 Page 16-17
4) A ground lease of not more than 25 years, with purchase option for land value after completion of performance obligations, or cash purchase at market value subject to performance obligations.	Purchase Page 1	10 year Lease with \$10 purchase option upon fulfillment of performance obligations Page 7	10 year lease, deed transfers on expiration Pages 2-3	25 year lease w/ purchase price based on # jobs created Page 10
5) The utilization of a majority of the proposed development site for immediate development, or a phased development with realistic and significant development milestones	Phased Page 15	Phased Pages 15-22	Phased Construction Schedule Addenda	Phased Pages 16-17
6) Not require the City to rezone any part of the property	Response states "rezoning and land use change required" Page 12	Response states " vision does require a zone change" Page 15	None Stated	Response states "Request City to modify the zoning of the property north of 23rd Street from "Industrial Traditional" to "Industrial Suburban." Page 75
7) An affirmative statement that Proposer will not require any City contribution of funds for any costs or expenses regardless of type	No	No	Yes Page 5	No Also, City to purchase the remaining lot on the south side of 7th Avenue west of 23rd St. Page 75
8) Any development that fronts along 22nd Street South and south of Fairfield Avenue South should be compatible with CCT zoning	TBD	TBD	TBD	TBD
9) A credible effort to engage businesses participating in the City's Small Business Enterprise Program (SBE), with preference for St. Petersburg based SBE companies, during the design and construction phases of the project and in the ongoing operations of the end user business(es) with a SBE goal of thirty percent (30%)	Yes Page 2	Yes Page 12	Not Stated	Not Stated