REQUEST FOR PROPOSALS
FOR THE DEVELOPMENT AND OPERATION OF A
MEGA-YACHT / RESEARCH VESSEL MARINA
AT THE PORT OF ST. PETERSBURG, FLORIDA

ISSUE DATE: JULY 30, 2010
<table>
<thead>
<tr>
<th>TABLE OF CONTENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>SECTION I: BACKGROUND AND GENERAL INFORMATION .................................................. 3</td>
</tr>
<tr>
<td>A. PURPOSE .............................................................................................................. 3</td>
</tr>
<tr>
<td>B. DOWNTOWN ST PETERSBURG ............................................................................. 3</td>
</tr>
<tr>
<td>C. BAYBORO HARBOR AREA .................................................................................. 4</td>
</tr>
<tr>
<td>D. PORT LOCATION .................................................................................................. 5</td>
</tr>
<tr>
<td>SECTION II: PORT OF ST. PETERSBURG .................................................................... 7</td>
</tr>
<tr>
<td>A. PORT DESCRIPTION ............................................................................................ 7</td>
</tr>
<tr>
<td>B. SUBMERGED LANDS ............................................................................................ 8</td>
</tr>
<tr>
<td>C. PORT SECURITY AND ACCESS REQUIREMENTS ............................................. 8</td>
</tr>
<tr>
<td>D. OTHER SERVICES .................................................................................................. 8</td>
</tr>
<tr>
<td>SECTION III: GENERAL CONDITIONS ........................................................................ 9</td>
</tr>
<tr>
<td>SECTION IV: BUSINESS POINT SUMMARY ............................................................... 11</td>
</tr>
<tr>
<td>SECTION V: PROPOSAL CONTENTS ............................................................................ 13</td>
</tr>
<tr>
<td>SECTION VI: PROPOSAL SUBMITTAL ........................................................................ 16</td>
</tr>
<tr>
<td>SECTION VII: SELECTION CRITERIA ......................................................................... 20</td>
</tr>
</tbody>
</table>

APPENDIXES

APPENDIX A - DOWNTOWN ST. PETERSBURG AERIAL AND PAMPHLET ..... 21
APPENDIX B - ST. PETERSBURG OCEAN TEAM ......................................................... 26
APPENDIX C – M/Y TATOOSH LETTER OF REFERENCE ........................................... 27
APPENDIX D – MAP OF TAMPA BAY AND MAJOR CHANNELS ................................ 28
APPENDIX E - ST. PETERSBURG AND THE GULF OF MEXICO REGION ............ 29
APPENDIX F - PORT DIMENSIONAL AERIAL ............................................................ 30
APPENDIX G - PORT OF ST. PETERSBURG HARBOR CHART ............................ 31
SECTION I: BACKGROUND AND GENERAL INFORMATION

A. PURPOSE

The City of St Petersburg, Florida (“City”) is issuing this Request For Proposal (“RFP”) for qualified parties (“Responders”, “Respondents”) interested in developing, leasing and operating a mega-yacht / research vessel marina at the Port of St. Petersburg that will transform the Port of St. Petersburg (Port) to include a mega-yacht / research vessel marina operation (e.g. typically 130' to 450' vessels) to meet the needs of the state, national and international mega-yacht community together with Florida/Caribbean yachting and related business communities.

The vision described in the Port of St. Petersburg Master Plan states, "The port of St. Petersburg, by attracting diverse maritime users and partnering with its neighbors in cutting-edge marine research and educational programs, can become a strong waterfront magnet, develop a unique identity, and fulfill its potential as a communitywide economic resource." The Port has recent experience in accommodating mega-yachts and the City is interested in furthering Port development to attract mega-yachts and research vessels for long-term success.

Proposals must describe how the primary goal of profitability will be achieved and how the Respondent will finance any proposed capital improvements. Preferred proposals will address opportunities geared toward vessels greater than 150 ft in length and will also include the potential for use of the marina by research vessels. Each proposal shall be geared toward only one of the following alternatives, however, a firm or individual may submit a separate proposal for one or more of these alternatives:

1. A mega-yacht / research vessel marina to accommodate vessels greater than 130 feet in length
2. Any form of large vessel business operation you desire to propose.

In accordance with the City Charter, the maximum term for any agreement is ten (10) years. An agreement term of longer than 10 years would require voter approval via a citywide referendum.

B. DOWNTOWN ST PETERSBURG

The Port is located in St. Petersburg, Florida’s fourth largest city, and one of the brightest spots on America’s Gulf coast. Located in the heart of the largest metro area in the state, the Sunshine City combines the tropical splendor of a vacation destination with the sophistication of a bustling urban resort. Its quarter of a million inhabitants
enjoy a vibrant arts and cultural climate, endless sports and recreational opportunities, world famous beaches, charming and historic neighborhoods, and one of the fastest growing economies in the United States.

Within footsteps of the Port, visitors discover one of America’s best downtowns. Acclaimed as one of the most beautiful urban waterfronts in the United States, and as one of the best downtowns of the South, visitors find an enchanting city that cozies up alongside beaches and bayous, where the skyline is dotted by sailboat masts, palm trees and glistening high-rises. Whatever one’s taste, St. Petersburg delivers a delicious surprise – spellbinding museums and galleries, world-class theater, Major League Baseball (MLB) with the Tampa Bay Rays, the Honda Grand Prix of St. Petersburg, more than 1,000 special events a year, shopping and dining in more than 100 downtown restaurants. (see Appendix A – Downtown St. Petersburg aerial and pamphlet) For more information, go to www.stpete.org.

C. BAYBORO HARBOR AREA

The Port of St. Petersburg is centrally located in the Bayboro Harbor area adjacent to Albert Whitted Airport, USF St. Petersburg College Campus and a Marine Science cluster (The St. Petersburg Ocean Team) consisting of 12 marine-related agencies and entities and U.S. Coast Guard Sector St. Petersburg.

Albert Whitted Airport is literally across the street from the Port of St. Petersburg. Albert Whitted Airport is served by two runways, runway 7/25 (3,677 feet by 75 feet) and runway 18/36 (2,864 feet by 150 feet) and adjacent parallel taxiways capable of accommodating general aviation aircraft up to smaller twin engine and corporate jets.

The Airport has approximately 200 aircraft based on the field and conducts approximately 80,000 annual operations. The Airport’s control tower is operational 365 days per year, open from 7:00 a.m. to 9:00 p.m. daily. Several commercial and specialized aviation businesses operate on Airport property, including a full-service fixed-base operator, flight school, aircraft charter and rental, aircraft upholstery, aircraft/helicopter maintenance and storage, aircraft sales, internet/retail pilot supply center and aerial photography. A full service restaurant and car rental agency recently opened in the new airport terminal. For more information, go to www.stpete.org/air.htm

Directly west of the Port is the University of South Florida – St. Petersburg Campus, which has annual enrollment of approximately 5,000 students. USF St. Petersburg has major expansion projects underway, including new on-campus dorms located less than a block from the Port. Immediately to the west of the USF St. Petersburg Campus is a
major medical complex consisting of All Children’s Hospital – the largest children’s hospital in the southeastern United States – and Bayfront Medical Center. Both hospitals have invested hundreds of millions of dollars to upgrade their facilities in recent years, with All Children’s Hospital moving into its new $425 million hospital complex in December 2009.

Located at various locations within the Bayboro area, the St. Pete Ocean Team is the premier consortium for marine science, oceanographic, and environmental research agencies and institutions in the Southeast and one of the top such industry clusters in the nation (see Appendix B). The St. Petersburg Ocean Team’s twelve governmental, educational, and non-profit member organizations are the home to the largest concentration of marine scientists in the southeast. Member organizations include the University of South Florida (USF) College of Marine Science, the Florida Fish & Wildlife Conservation Commission’s Fish & Wildlife Research Institute, National Oceanic and Atmospheric Administration (NOAA), National Marine Fisheries Service, United States Geological Survey (USGS) Coastal & Marine Science Center – St. Petersburg, The Florida Institute of Oceanography, the Tampa Bay Estuary Program, the USF Research Foundation, the Pier Aquarium, the United States Coast Guard Sector – St. Petersburg, the International Ocean Institute – USA, USF-St. Petersburg, and SRI-St. Petersburg.

Directly east and south of the port are United States Coast Guard Sector St. Petersburg (USCGSP) facilities. USCGSP is responsible for safety and security of the entire West Coast of Florida and has five small boat stations, one Aids to Navigation Team (ATON), four 110’ Patrol Boats, two 87’ Patrol Boats, one 75’ ATON construction tender, and one 175’ buoy tender. The Sector also consists of Logistics, Prevention, and Response Departments to carry out CG missions.

D. PORT LOCATION

Centrally located on the west coast of Florida within Tampa Bay’s Bayboro Harbor, the Port of St. Petersburg is situated on the southern end of downtown St. Petersburg adjacent to Albert Whitted Airport. The Port is part of a vibrant 24/7 downtown area with various cultural, recreational and entertainment opportunities and provides an array of upland mega-yacht services easily available in the immediate region.

The Port has benefited from large yacht visits over the past few years. In fact, the Port has experienced increasing revenue, year-over-year, for the period FY-2007 through FY-2009. The percentage of revenue attributable to the large yacht business sector, as a percentage of overall revenue during this same period, has increased year-over year as well.
The M/Y TATOOSH, one of the world's largest yachts at 303’ with a crew of 30, has visited the Port several times since 2006. They have found the Port's capabilities able to fulfill large yacht needs (see Appendix C – M/Y TATOOSH Letter of reference). In addition, the M/Y ECSTASEA at 282’ with a crew of 24 visited the Port from February to March 2008. Other large yacht vessels have also visited the Port for shorter periods of time.

This potential mega-yacht opportunity for the Port has evolved as a result of the proliferation of large yachts being constructed at a rapid pace throughout the world coupled with the ever-increasing size of cruise vessels. The trend toward larger yachts is evident in the St. Petersburg area and is exemplified by the recent increase in the number of large yacht slips at local marinas (i.e. Nautico, Maximo, Harborage, Vinoy). The number of large yachts that have recently used the Port of St. Petersburg and that moor in the City’s South Yacht Basin during the annual St. Petersburg Grand Prix are also good indicators of the potential for the mega-yacht business at the Port.

The Port of St. Petersburg is uniquely positioned to develop a niche as a mega-yacht / large research vessel port facility because of its central location on the west coast of Florida, proximity to a vibrant 24/7 downtown and surrounding marine science agencies and institutions.

(See Appendix D – Map of Tampa bay and major channels; and Appendix E – St. Petersburg and the Gulf of Mexico Region)
SECTION II: PORT OF ST. PETERSBURG

A. PORT DESCRIPTION

With a 1380 lineal ft. wharf, a land area of ±3.9 acres and an average depth of 21 ft., the Port is more than adequate for accommodating large yachts of today. The Port’s only long-term tenant, SRI St. Petersburg (SRI), is a marine research and development firm located on the eastern ±1.4 acres of port property. The 450 ft. wharf that fronts SRI is available for limited use by the Port provided it does not conflict with SRI’s operations.

The unencumbered western 800 ft. of wharf (and adjacent 130 ft. seawall) that fronts the 2.5 acres under Port control is currently under complete renovation. A 970 ft (approx) seawall along the western edge of the Port basin, adjacent to the USF St. Petersburg campus, is potentially available for waterside Port development (e.g. boardwalk, marina, moorings, etc.). (See Appendix F – Port Dimensional Aerial)

The Port continues to provide the typical services required by large vessels such as fuel, water, sewage pump out, re-supply, security, crane service, customs processing, etc. The Port has a long history of providing these services to small cruise vessels and has easily transitioned to providing them for large yachts. Albert Whitted Airport, located across the street, is deemed a potentially valuable draw for mega-yacht owners and crews as well.

The Port Terminal Building, located at the western end of the Port, is a 12,000 sq. ft. facility that has traditionally been used for cruise vessel passenger operations. The 7,000 sq. ft. open-air portion of the building has been used for baggage handling while the 5,000 sq. ft. climate controlled section has been used as a passenger waiting area.

While all currently existing port structures are located on land, this does not preclude an offeror from proposing construction of facilities over water. However, any offeror proposing structures over water must be able to successfully obtain applicable permits for same.

Associated amenities adjacent to the Terminal Building include:

1. A 35 space parking area to the west;
2. An outside storage area, to the east; and
3. A 40 space (approx) parking area immediately to the east of the outside storage area.
B. **SUBMERGED LANDS**

The Port and its submerged lands are owned by the City of St. Petersburg. Up to 28 acres of submerged lands may be available for mega-yacht / research vessel marina development. The final boundaries of the leased premises, including the submerged lands, will be based on the final marina design approved by the City. (See Appendix G – Port of St. Petersburg Harbor Chart)

C. **PORT SECURITY AND ACCESS REQUIREMENTS**

The Port of St. Petersburg is one of Florida’s 14 deepwater ports identified in Florida Statute. As a port, it must comply with security requirements mandated by FS 311.12, the Maritime Transportation Security Act of 2002 and Code of Federal Regulations, Title 33 (Note: Federal and State statutes and regulations are available upon request). The primary agencies overseeing port security requirements are the Florida Department of Law Enforcement and the U.S. Coast Guard.

Currently visitors to the Port must contact the Port of St. Petersburg Security Office at 727-893-7051 for State and Federal access badge requirements.

D. **OTHER SERVICES**

The Port is currently a "Clean Port." Respondents are prohibited from setting up a “Dry Dock,” or conducting other environmentally sensitive operations including sand blasting and exterior paint spraying. The following activities may be allowed: Hot-work with City permit and used oil and fluid containment with appropriate environmental permits and precautions. Alternative "Dry Dock" facilities are available and easily accessible within Tampa Bay.
SECTION III: GENERAL CONDITIONS

A. MINIMUM QUALIFICATIONS

To be eligible for consideration of this RFP, the Responder must meet the following minimum qualifications.

1. Demonstrated experience, by the firm or principals in the firm, in the operation being proposed.
2. Financial capability to install all improvements necessary to perform and operate the intended purpose of this RFP as set forth in Section I A.

B. TERM OF AGREEMENT

In accordance with City Charter restrictions, the maximum term is for ten (10) years, unless a longer term is approved by public referendum.

C. GENERAL OBLIGATIONS

The successful Responder will be responsible for complying with all terms and conditions contained within a negotiated agreement with the City, in addition to all other Local, State and/or Federal rules that may apply. The Respondent will be responsible for obtaining and maintaining all required permits, licenses or other like requirements for the construction, operation and maintenance of the proposed improvements.

The successful Responder must be an active legal entity, licensed to do business in the State of Florida, prior to the start of operation.

D. INSURANCE

Prior to the commencement of construction the successful respondent will be responsible for acquiring the appropriate insurance coverage as required by the agreement and generally addressed as follows:

All of the insurance required shall be effected under enforceable policies issued by insurers licensed to do business in the State of Florida, recognized by the State Insurance Department and be rated "A-" or better by a rating agency such as A.M. Best or its equivalent. Such policy or policies shall include products-completed operations and contractual liability coverage or endorsements shall
have the following minimum limits, or alternative provisions negotiated between the City and the selected respondent:

1. $3,000,000.00 per occurrence
2. $1,000,000.00 products completed operations
3. $1,000,000.00 personal and advertising liability
4. $10,000.00 medical payments
5. Automobile liability of $1,000,000.00 combined single limit
6. Personal Property - the successful respondent shall be responsible for securing, at its own expense, whatever insurance coverage it may desire on its’ personal, leased or rented property.
7. Workers’ Compensation and Employers Liability
   a. Per State of Florida Statutory requirements
   b. $100,000 each accident
   c. $100,000 per employee for disease
   d. $500,000 for all diseases
8. Fire Legal Liability at $100,000
9. All policies must include the City of St. Petersburg, its officers, agents, employees and volunteers as “Additional Insured’s” under its policies and must be endorsed to the applicable policy
10. The insurance coverage and limits are set at the sole discretion of the City of St. Petersburg and are subject to change or revision at the sole discretion of the City, as the need arises

E. ENVIRONMENTAL

1. Respondent shall be responsible for and response and cleanup due to its activities or operation of the marina.
2. Respondent shall be required to comply with "Clean Marina" standards.
SECTION IV: BUSINESS POINT SUMMARY

A. USE / OPERATIONAL AREA

The Port contains an available upland area of ±2.5 acres and a potential waterside submerged land area of approximately 28 acres with an average basin depth of 21 feet

B. TERM

In accordance with the City Charter, the maximum term for any agreement is ten (10) years. An agreement term of longer than 10 years would require voter approval via a Citywide referendum.

C. HOURS OF OPERATION

The Lessee will operate the marina during hours of operation and days of the week that meet the needs of the marina and the industry standards for the services being offered.

D. RENT

Minimum annual base rent and percentage rent will be negotiated as part of the final lease negotiations for the upland area and the submerged lands necessary for operation of the marina.

E. CONSTRUCTION OF IMPROVEMENTS

The successful Respondent will be responsible for hiring the appropriate contractors for completing the installation of the improvements necessary to fulfill the intent of the RFP. If the Respondent desires to make changes to City installed facilities, these items will be considered on a case-by-case basis and may be restricted, at the sole discretion of the City. All work shall be accomplished with licensed contractors and meet all Local, State and/or Federal codes that may apply.

F. MAINTENANCE RESPONSIBILITIES

The Respondent will be responsible for all maintenance and compliance with environmental requirements related to the premises during the term of the agreement.
G. **UTILITIES**

The Respondent will be required to establish utility accounts in its own name for all utilities.

H. **RENT ESCALATION**

Rent will be subject to an annual rent escalation, at a minimum tied to the increase in the Consumer Price Index as published by the Bureau of Labor Statistics, U.S. Department of Labor.

I. **PREMISES**

The final boundaries of the leased premises, including upland and submerged lands, will be based on the final marina design agreed to by the City.
SECTION V: PROPOSAL CONTENTS

Prospective Respondents are to propose providing mega-yacht marina operation and management services which proposals should include the following:

1. Narrative on Respondent's background and experience in the Port, marina and / or mega-yacht / research vessel industry.

2. A conceptual plan (phased if applicable) illustrating how the Port would be configured to accommodate mega-yachts and / or research vessels. (Note: the Port area is home to a large concentration of marine science research entities & agencies. The mega-yacht marina design should also incorporate the ability to accommodate marine research vessels).

3. The conceptual plan should show the minimum landside facilities and structures, which would be necessary to support the mega-yacht / research vessel marina and the submerged land area necessary for the physical layout of the conceptual plan, including any proposed new construction. (Note: To the greatest extent possible, the City is interested in retaining the terminal building and as much land side area as possible for other port activities if not required for the mega-yacht / research vessel operation).

4. Conceptual plan shall include:
   a. Description of landside and marine improvements required to accommodate mega-yachts and marine research vessels.
   b. Total investment proposed by respondent and proposed financing plan to fund the improvements noted in “a” above, including any contingencies associated with said financing plan.
   c. Identification of any special terms or conditions that would be expected from the City.
   d. Timeline for completion of proposed marina improvements, including development and commencement of operations.
   e. Proposed agreement term.

5. Provide a brief description of the market potential and the number of vessels anticipated on an annual basis.

6. Provide estimated number of operator jobs and payroll to be created in year 1, year 5 and year 10.
TO ENSURE CONSISTENCY, PROPOSALS MUST CONFORM TO THE FOLLOWING FORMAT:

Cover Letter
Table of Contents
Sections:
   A. Experience and Capacity of Entity and Qualifications of Personnel
   B. Proposal
   C. Revenue
   D. Credit References
   E. Operational References
   F. Financial Statements
   G. Physical Requirements
   H. Identify Special Conditions or Considerations

The following is what is necessary to be included in each of the above sections:

A. EXPERIENCE AND CAPACITY OF ENTITY AND QUALIFICATIONS OF PERSONNEL
   This section should contain an introduction and the background of your entity, demonstrated financial status (including gross annual sales for the current year and net earnings or loss for the most current year), and the ability to finance the service operations. Also demonstrate your entity’s technical expertise in the type of retail/service operations being proposed and how your entity will maintain a high standard of appearance and operation. Include a current list of names and qualifications of officers of the corporation or entity (see #1 above).

B. PROPOSAL
   This section should contain the proposed conceptual plan, including the marina structure’s quality, size, theme or concept, planned dock / space configurations, and personnel (see #’s 2-4 above). The personnel assigned to the operation must be orientated to provide excellent service to the mega-yachts and / or research vessels. Also, identify the nature and extent of the retail/services to be offered to the mega-yachts and / or research vessels and proposed hours of operation.

C. REVENUE
   This section should contain projected revenues to the City. Revenues should be based upon the rental formula as specified in Section IV of this RFP. The City is strongly committed to a pricing policy that maintains a competitive and
reasonable structure. Provide five and ten year-projected revenues for the agreement period.

D. **CREDIT REFERENCES**

This section should contain the names, address, and phone numbers of three credit references that the City may contact to obtain information on your credit standing.

E. **OPERATIONAL REFERENCES**

This section should contain a list of clients, for whom you have conducted a similar service within the past five years. Include the entity name, contact person, telephone number, and a brief description of the service.

F. **FINANCIAL STATEMENTS**

This section should contain at least the past two years of audited financial statements including, but not limited to, a company balance sheet and income statement.

G. **PHYSICAL REQUIREMENTS**

This section should describe other physical needs above and beyond the premises described in Section IV. Examples of other needs may include parking space requirements; refuse disposal needs, exterior signage requirements or any other extraordinary need that cannot be met within the described premises.

H. **IDENTIFY ANY SPECIAL CONDITIONS OR CONSIDERATIONS**

This section should describe any special conditions or considerations beyond the physical requirements that the Respondent would request the City to consider.
SECTION VI: PROPOSAL SUBMITTAL

A. SUBMITTAL PACKAGE

Respondents shall submit one (1) unbound and fifteen (15) bound copies of its proposal.

B. DELIVERY

Proposals shall be delivered in hand or by mail, and marked:

PROPOSAL FOR DEVELOPMENT OF THE PORT OF ST. PETERSBURG

CITY OF ST. PETERSBURG
Real Estate & Property Management Department
ATTN: Don Crawford, Administrative Services Officer
One – 4th Street North
St. Petersburg, FL

or by mail to:

Post Office Box 2842
St. Petersburg, FL 33731-2842

C. SCHEDULE

Issue Request for Proposal..................................................Friday, July 30, 2010

Legal Notice .........................................................................Sunday, August 1, 2010

Pre-submittal Conference & Port Tour ........... 9:00 AM Wednesday September 8, 2010
250 Eighth Avenue Southeast, St. Petersburg, FL

Last day for questions by Respondents ...............5:00 PM Friday, September 24, 2010

Proposals due by ...............................................3:00 PM, Friday, November 5, 2010

Review / Selection process ..................................................sixty (60) to ninety (90) days

Negotiation with selected entity ......................... Immediately following Review / Selection Process
D. **DEADLINE**

Proposals must be submitted not later than 3:00 P.M., local time, Friday, November 5, 2010. Proposals received after the specified time and date will NOT be considered. The City will not be responsible for failure of the United States Post Office, private courier, or any other delivery means to deliver a proposal to the appointed place at the specified time in order to be considered.

E. **FINALISTS**

Finalists may be selected from the qualified proposals and shall be notified by mail. The finalists may be required to submit additional details.

F. **CITY RESERVATIONS**

The City reserves the right to:

1. Modify or otherwise vary the terms and conditions of this RFP at any time, including but not limited to, deadlines for submission, schedules and proposal requirements.

2. Waive irregularities in the proposals.

3. Reject or refuse any or all proposals, or to cancel and withdraw this RFP at any time.

4. Negotiate with any or all Respondents in order to obtain terms most beneficial to the City.

5. Accept the proposal(s), which, in the City’s sole and absolute discretion, best serves the interests of the City.

G. **CITY CONTACT INFORMATION**

Those Respondents and parties interested in submitting a proposal (or to schedule a site visit) may contact Don Crawford, Administrative Services Officer, P.O. Box 2842, St. Petersburg, FL 33731 or by telephone (727) 893-7183 or by email to donald.crawford@stpete.org.

(Note: To assure a timely response, all first time emails should be preceded with a telephone call to avoid being caught in the City’s “SPAM” blocking software).
PLEASE VISIT **www.StPeteShines.com** FOR NEWS AND INFORMATION ON THIS RFP.

H. DISCLAIMER

Information provided in this RFP regarding the Port is believed to be reliable; however, interested parties should rely on their own experts for counsel. All proposals submitted to the City are subject to public disclosure pursuant to Chapter 119, Florida Statutes. An exception may be made for "trade secrets". Additional information regarding the trade secrets' requirement is available upon written request.

I. BINDING OFFER

A respondent’s submittal shall remain valid for a period of 180 days following the Proposal deadline and will be considered to a binding offer to perform the required services, assuming all terms are satisfactorily negotiated. The submission of a Proposal shall be taken as prima facie evidence that the Respondent has familiarized itself with the contents of this RFP.

J. REQUESTS FOR INTERPREPATION OR CLARIFICATION

No interpretation or clarification of the RFP will be made to a Respondent orally. If discrepancies or omissions are found by any prospective Respondent or there is doubt as to the true meaning of any part of the RFP, a request for clarification or interpretation must be submitted in writing, addressed to the City of St Petersburg, Donald Crawford, Administrative Services Officer, P.O. Box 2842, St. Petersburg, FL 33731 or by email to donald.crawford@stpete.org or by fax to (727) 893-4134. It is the responsibility of the Respondent to verify the City received fax and e-mail requests. To be given consideration, such requests must be received by no later than 5:00 PM Friday, September 24, 2010. All such interpretations and any supplemental instructions will be in the form of a written addendum, which if issued, will be posted to the RFP website. It is the responsibility of the Respondent to check the RFP website for any updates. Failure of the Respondent to check the website for updates for any such addendum or interpretation shall not relieve said Respondent from any obligation contained therein.
K. 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 agreements for 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 VII: SELECTION CRITERIA

SELECTION CRITERIA

A proposal should include all those items as specified in Section V of this RFP. Proposals will be evaluated based on the following criteria:

1. Respondent’s ability to provide the services listed in this RFP.
2. Financial capability
3. Prior large vessel marina or port operation/management experience
4. Marine services provided: type products/services offered, applicability to proposed users of the Port in a manner consistent with the intent of this RFP.
5. Overall economic return to the City.
   a. Rents & Fees
   b. Capital investment in City facilities
   c. Other economic impact documentation
Housing

Downtown is home to 13,717 residents and growing. A multitude of housing options are available including: multi-family; traditional urban flats; palatial condominiums; charming wooden bungalows, and contemporary loft projects. In addition, there are the abutting, and charming, historic neighborhoods of Old Northeast and Old Southeast, Round Lake, and Roser Park, comprised of a burgeoning population of highly trained technical and highly educated business professionals.

Business Clusters

The city’s business make up is incredibly diverse, allowing for a very resilient economy. Downtown has flourished with five major business clusters including medical technology, information technology, financial services, cultural arts, and the largest marine science center in the Southeast. Downtown represents an employee base of 33,634 earning an average income of $51,214.

Downtown St. Petersburg

offers an unparalleled urban business lifestyle

Entertainment

Along the beautifully preserved downtown waterfront park system, over 10 million visitors are welcomed each year to over 1,000 hosted events.

Visitors and residents alike enjoy world-class amenities such as, the Honda Grand Prix of St. Petersburg, the Salvador Dali Museum, the Rays Major League Baseball team, and the Saturday Morning Market - the largest fresh farmer's market in the Southeast.

Getaways

As a peninsula city renowned for its beautiful beaches and reminiscent of European flair, business travelers, vacationers, and “staycationers” are right at home with sublime amenities. With 1,048 hotel rooms, numerous bed and breakfast inns, and over 73,620 square feet of meeting room space and growing, downtown offers 361 days of sunshine per year, a progressive center for business activity, and is recognized as one of the “Most Livable Downtowns in the Southeast.” Downtown St. Petersburg fulfills an abundance of lifelong aspirations.

“The business diversity of the local economy, is an attractive, growing environment.”
SRI International
Demographics

- 2,128 Businesses
- 40.02 Median Age
- 48.35% Married
- 4th Largest City in Florida
- Top 10 City for Small Business
- 2nd Largest Consumer Market in Florida
- Largest number of $1M Net Worth households - largest wealth pool in the state
- $1.3 billion in recent development activity
- $9.4 million in Event Revenue annually
- $4.8 million in Yearly Customer Expenditures

Transportation

The city offers a variety of access alternatives and navigation is a breeze with its grid system.

- I-275 and its I-175 & I-375 direct interstate feeders provide easy regional access to the bay’s surrounding seven counties and beyond
- The Looper Trolley System is an adaptive wheel-trolley system, on a 4.8 mile service route, operating for 12-years, boarding its one-millionth passenger in 2008
- 31,925 on-street and garage parking spaces are available downtown
- Albert Whitted Airport offers the unique capability of personal aviation services and tailored business flight operations in conjunction with its vista of Tampa Bay
- The Downtown Waterfront Marina is the largest marina in the Southeast offering 660 wet slips with transient and courtesy docks
- Two Domestic and International airports are within a fifteen to twenty minute access drive time
- PSTA (Pinellas Suncoast Transit Authority) has 18 service routes countywide, is a community based transportation network with a Bus Rapid Transit extension service under development
- Green alternatives include the urban linear bicycle trail system and Segway rental stations

Education

- Most Educated Workforce in Florida - Top 20 in Nation
- 82.14% High School Graduate or higher
- 23.11% Bachelor's Degree or higher
- 2nd Largest Labor Market in Florida
- One of the Top Seven Intelligent Communities Worldwide
- K-12 Public Schools - Top 10 Quality Education System in Nation
  - Doorways Scholarship Program
  - Corporate Partnership Program
  - Top Apple Award Honors
- Five colleges/institutes of higher learning draw 110,000 students annually
  - University of South Florida (USF)
  - St. Petersburg College (SPC)
  - Eckerd College
  - Stetson Law School
  - Poynter Institute for Media Studies
Business Incentives

With pro-business Land Development Regulations, which promote high-density, mixed-use development, in conjunction with beneficial incentive packages, establishing a business in the city’s downtown business district is like a welcomed afternoon breeze.

- Enterprise Zone
- Jobs Tax Credit
- Business Equipment Refund
- Building Materials Refund
- Property Tax Credit
- Urban Job Tax Credit
- HUBZone Empowerment Contracting Program
- Qualified Target Industry Tax Refund Program (QTI)
- Brownfield Redevelopment Bonus
- Ad Valorem Tax Exemption for Historic Preservation
- Federal Historic Rehabilitation Tax Credit
- Public/Private Partnerships

Urban Lifestyle

The city’s 24/7 urban contemporary community is a hub of social and recreational activity, emerging as one of Florida’s most dynamic downtown environments. Dining, shopping, and personal care services abound to meet the ever-growing demand of residents, employees, business travelers, and vacationing tourists.

- Home to 80+ American and Multi-cultural restaurants
- 40+ shopping/specialty stores
- 20+ personal care retail service outlets
- Part of the 2nd Largest Consumer Market in Florida
- Culture Hub of Central Florida - $62.6M annual industry
  - Museum of Fine Arts
  - American Stage at Raymond James Theater
  - Mahaffey Theater at the Progress Energy Center for the Arts
  - SPC Performing Arts Complex
  - Salvador Dalí Museum
  - Florida Orchestra
  - Great Explorations Children’s Museum
  - The Arts Center & Dale Chihuly Collection

Retail Centers

- University Village - Publix supermarket and personal care services center; BayWalls; The Pier; Beach Drive and Central Avenue Corridors

Walkability/Sustainability

The city has been nationally recognized for its pedestrian-friendly environment and as an environmental leader in the state.

- First “Green City” in Florida
- Seven-mile waterfront park system
- Twenty-years as “Tree City USA”
- 47-mile Pinellas Trail - rooted in downtown and the longest urban linear trail in the eastern U.S.
- 20+ planning, design, and construction projects to improve bicycle and pedestrian safety
- 147 Recreation Parks
- Five one-acre Dog Parks
- "Play’n Close to Home" playground program
APPENDIX B - ST. PETERSBURG OCEAN TEAM

Downtown St. Petersburg’s Marine Science Cluster

St. Petersburg Ocean Team

A. NOAA (National Marine Fisheries Service)
B. USF College of Marine Science
C. International Ocean Institute
D. Florida Fish and Wildlife Research Institute
E. Florida Institute of Oceanography
F. Tampa Bay Estuary Program
G. SBI—St. Petersburg
H. USF—St. Petersburg
I. United States Coast Guard
J. United States Geological Survey (National Marine Science Center)
K. The Pier Aquarium
APPENDIX C – M/Y TATOOSH LETTER OF REFERENCE

Letter of Reference

19 July 2009

Tatoosh is privately owned Large Motor Yacht. The yacht is 3229GRT, Cayman Islands Shipping registered, ISM and ISPS compliant, German built and now 10 years old. The yacht has a busy worldwide cruising program and is crewed by 30 persons.

The ship’s particulars are as follows:
Vessel: TATOOSH
Type: Ocean going twin screw motor vessel
Flag: Cayman Islands
Port of Registry: Georgetown
Call Sign: ZCIF 8

Tatoosh has been using the Port of St Petersburg as its main US port since the spring of 2006. The yacht has undertaken maintenance periods on several occasions and found the local services and port facility to be a level appropriate for a Super Yacht. The port of St Petersburg’s flexibility has been a key factor in Tatoosh returning to the port on several occasions.

Bayboro dock at the port is suitable for berthing small and large motor yachts and the on-dock facilities are comparable with most other large yacht marinas. If a utility is not available the staff at the port of St Petersburg is only too helpful in arranging external services from local providers.

MY Tatoosh has used the Port of St Petersburg for guest operations; we have found the port able to assist in all requirements.

Our Yacht Managers details are;
Fraser Yacht Services
1800 SE 10th Avenue
Fort Lauderdale, Florida 33316 USA
Contact Ingrid Strydom Tel: +1 954 712 7133

If you would like any further information please do so in writing to MY Tatoosh Captain at the address below.

Yours Sincerely,

Grant Hunter
Captain M/Y Tatoosh

C/O FRASER YACHTS, 1800 S.E. 10TH AVENUE, FT LAUDERDALE, FL 33316, USA
SATCOM B PHONE: 331 980 110 / 331 980 112. FAX: 331 980 112
E-MAIL: +1 206 342 3714. GSM: +44 7879 888 901 / 902 / 903
APPENDIX D – MAP OF TAMPA BAY AND MAJOR CHANNELS
APPENDIX E - ST. PETERSBURG AND THE GULF OF MEXICO REGION
APPENDIX G - PORT OF ST. PETERSBURG HARBOR CHART