



**II. FISCAL IMPACT ANALYSIS**

A. Five Year Summary of Fiscal Impact:

Fiscal Years	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>
Capital Expenditures	---	---	---	---	---
Operating Costs	---	---	---	---	---
External Revenues	---	---	---	---	---
Program Income (County)	---	---	---	---	---
In-Kind Match (County)	---	---	---	---	---
<b>NET FISCAL IMPACT</b>	<b>====*</b>	<b>====</b>	<b>====</b>	<b>====</b>	<b>====</b>
No. ADDITIONAL FTE POSITIONS (Cumulative)	_____	_____	_____	_____	_____
Is Item Included In Current Budget?	Yes _____	No _____			
Budget Account No.:	Fund _____	Department _____	Unit _____	Object _____	
Reporting Category:	_____				

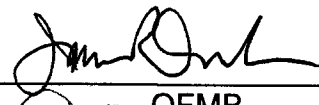
B. Recommended Sources of Funds/Summary of Fiscal Impact:

C. Departmental Fiscal Review:

**III. REVIEW COMMENTS**

A. OFMB Fiscal and/or Contract Dev. and Control Comments:

\* Fiscal impact is undeterminable at this time

  
 \_\_\_\_\_  
 OFMB  
 2/25/10  
 2/25/10

  
 \_\_\_\_\_  
 Contract Dev. and Control  
 2/26/10

B. Legal Sufficiency:

  
 \_\_\_\_\_  
 Assistant County Attorney  
 2/26/10

C. Other Department Review:

\_\_\_\_\_  
 Department Director

(THIS SUMMARY IS NOT TO BE USED AS A BASIS FOR PAYMENT.)

**March 9, 2010**

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On April 10, 2007, the BCC approved a Development Agreement (2007-0579), a Hotel Lease (R2007-0580), a Residential Land Lease (2007-0581) and a Hotel Room Block Agreement (R2007-0582) with Ocean Properties to develop a 400 room Westin Convention Center hotel and 104 Condominiums. On October 7, 2008 (R2008-1808) the BCC Terminated its Agreements with Ocean by approving a Mutual Release and Termination of the Agreements.

**Convention Center Hotel Selction Committee  
Summary Sheet**

Committee Member	Acquest Ranking	FRI Investors Ranking	Related Ranking	Shiraz, Inc. Ranking
Roger Amidon	3	2	1	4
Dave Andersen	4	3	1	2
Laura Beebee	4	2	1	3
Liz Bloeser	4	3	1	2
Todd Bonlarron	4	2	1	3
Brian Shields	4	3	1	2
Robert Weisman	3	2	1	4
<b>TOTAL</b> (Lowest Overall Score the Best)	= 26	= 17	= 7	= 20
Ranking (1-4)	4	2	1	3
<p><i>SHANNON R. LAROCQUE</i> Staff Name: Shannon R. LaRocque, Assnt. County Administrator</p> <p><i>Patty Hindle</i> Staff Name: Patty Hindle, Agenda Coordinator</p>				
			<p><i>Shannon R. LaRocque</i> Signature</p> <p><i>Patty Hindle</i> Signature</p>	

**SECTION III****A. SUBMITTAL SELECTION AND EVALUATION****Selection Committee**

A Selection Committee will be designate for evaluation of all Submittals received in response to this RFQ. The Selection Committee shall make its recommendations based on adherence to the goals, objectives and evaluation criteria outlined in this RFQ. The County reserves the right to appoint non County employee(s) to the Selection Committee.

**Evaluation Criteria**

The following criteria will be used as a guideline in evaluating Submittals, and is not intended to identify all items within each category to be considered.

- **Lead Developer's Qualifications – 25%**
  - Quality of information submitted in response to RFQ
  - Qualifications of Lead Developer's key personnel
  - Qualifications of Lead Developer to manage the project
  - Qualifications of Lead Developer to finance the project, including current relationships with major lenders
  - Demonstrated ability to fund large hotel projects and projects of similar scope and magnitude
  - Lead Developer's experience in successful public/private partnerships on projects of similar scope and magnitude
  
- **Hotel Quality/Hotel Operator Qualifications – 25%**
  - Demonstration of a prominent national sales office network and sales force positioned to primarily pursue convention and group meetings
  - History of hotel projects of similar scope and magnitude with emphasis on convention center hotels in its portfolio in other U.S. major convention destinations
  - Quality of Hotel brand
  - Number of Hotels Rooms
  
- **Project Team's Qualifications – 20%**
  - Qualifications of proposed Team to successfully develop and

- operate a convention center hotel project
- Personnel and Team references
- Personnel and development team resumes

- **Project Team's Past History – 20%**

- Demonstrated experience in developing, implementing and successfully completing projects of similar size in a timely manner
- Demonstrated experience in the development of hotel projects of similar scope and magnitude.
- Demonstrated experience in the development and management of convention center hotels
- Demonstrated experience in working with public agencies
- Demonstrated experience in public financing models
- Demonstrated history of delivering projects on time and a commitment to bear risk of project delays
- Demonstrated experience in assembling and managing a development team
- Demonstrated experience of the Architect on hotel projects of similar scope and magnitude
- Past litigation history

- **Respondents Development Plan – 10%**

- Proposed schedule
- Conceptual site plan
- Non-hotel uses plan