



**COMMISSION MEMORANDUM**

TO: Honorable Mayor and Members of the City Commission

FROM: Eric Carpenter, City Manager

DATE: September 11, 2024

TITLE: A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER, PERTAINING TO THE RANKING OF PROPOSALS, PURSUANT TO REQUEST FOR QUALIFICATIONS (RFQ) NO. 2024-005-ND, FOR ECONOMIC DEVELOPMENT CONSULTANT SERVICES, AND APPROVING THE SHORTLIST OF THE THIRTEEN TOP RANKED PROPOSERS, DAEDALUS CAPITAL, LLC, AS THE FIRST-RANKED PROPOSER; PFM GROUP CONSULTING LLC, AS THE SECOND-RANKED PROPOSER; L.M. GENUINE SOLUTIONS LLC, AS THE THIRD-RANKED PROPOSER; HUNDEN STRATEGIC PARTNERS, INC., AS THE FOURTH-RANKED PROPOSER; NATIONAL COUNCIL FOR COMMUNITY DEVELOPMENT, INC., AS THE FIFTH-RANKED PROPOSER; WILL DAN FINANCIAL SERVICES, INC., AS THE SIXTH-RANKED PROPOSER; JONES LANG LASALLE AMERICAS, INC., AS THE SEVENTH-RANKED PROPOSER; ECON CONSULT SOLUTIONS, INC., AS THE EIGHT-RANKED PROPOSER; VISIONFIRST ADVISORS, AS THE NINTH-RANKED PROPOSER; ACCENTURE LLP, AS THE TENTH-RANKED PROPOSER; GOMAN YORK PROPERTY ADVISERS LLC, AS THE ELEVENTH-RANKED PROPOSER; CAMBRIDGE ECONOMETRICS INC., AS THE TWELFTH-RANKED PROPOSER; AND ERNST & YOUNG LLP, AS THE THIRTEENTH-RANKED PROPOSER; TO BE FURTHER CONSIDERED IN THE RFQ EVALUATION PROCESS. (ECONOMIC DEVELOPMENT)

**RECOMMENDATION**

The City Administration ("Administration") recommends that the Mayor and City Commission ("City Commission") approve the Resolution.

The solicitation is currently under the cone of silence and will remain under the cone of silence until a subsequent recommendation for award is approved by the City Commission.

**BACKGROUND/HISTORY**

The City is dedicated to fostering a robust economy that stimulates balanced growth by connecting business, community, people, and jobs through business assistance and resources, corridor development and redevelopment, real estate, and creating a diverse economy that produces a dynamic and resilient community

To assist the City meet goals, objectives, and expectations, a pool of Economic Development consultants (Consultants) is secured to assist the City in assessing economic development potential, developing economic development strategies, implementing projects, providing professional recommendations, building capacity, promoting economic development awareness and more (collectively, "Consultant Services"). The Consultants are contracted to assist as needed and by specialty. The current pool of Consultants contracts is set to expire on December 11, 2024.

In anticipation of the expiring Consultant contracts, the Administration requested approval to issue Request for Qualifications (RFQ) 2024-005-ND for Economic Development Consultant Services for an initial term of three (3) years with one (1) two-year renewal term or two (2) one-year renewal terms at the City Manager's sole discretion.

## **ANALYSIS**

On May 15, 2024, the Mayor and the City Commission authorized the issuance of RFQ No. 2024-005-ND for Economic Development Consultant Services. On May 17, 2024, the RFQ was issued. A voluntary pre-proposal conference to provide information to proposers submitting a response was held on May 30, 2024. Two (2) addenda were issued, and 89 prospective bidders accessed the advertised solicitation. RFQ responses were due and received on August 6, 2024. The City received a total of eighteen (18) proposals from the following firms:

- Accenture LLP
- Cambridge Econometrics Inc.
- Camoin Associates, Inc.
- Cater Advisory Group LLC
- Creative Investment Research
- Daedalus Capital, LLC
- Econsult Solutions, Inc.
- Ernst & Young LLP
- Goman York Property Advisers LLC
- Hunden Strategic Partners, Inc.
- Jones Lang Lasalle, Inc.
- Jones Lang Lasalle Americas, Inc.
- L.M. Genuine Solutions LLC
- McKinsey & Company, Inc. Washington D.C.
- National Council for Community Development, Inc.
- PFM Group Consulting LLC
- VisionFirst Advisors
- Willdan Financial Services, Inc.

On July 5, 2024, Jones Lang Lasalle, Inc. notified the City of the withdrawal of their proposal submission and received no further consideration.

On July 23, 2024, the Interim City Manager appointed the Evaluation Committee via Letter to Commission (LTC) # 318-2024. The Evaluation Committee ("Committee") convened on August 5, 2024, to review and consider proposals received. The Committee was comprised of Justin Karr, Economic Development Manager, Economic Development Department; Rogelio Madan, Development and Resiliency Officer, Planning Department; Colette Satchell, Senior Project Manager, Office of Capital Improvement Projects, and Luis Wong, Interim Assistant Director, Economic Development Department.

The Committee was provided an overview of the project and information relative to the City's Cone of Silence Ordinance and the Government Sunshine Law, general information on the scope of services, and a copy of each proposal. The Committee was instructed to score and rank each proposal pursuant to the evaluation criteria established in the RFQ. The evaluation process resulted in the ranking of proposers as indicated in Attachment A. A summary of each top-ranked firm is available upon request.

After reviewing the qualifications of each proposer and having considered the Committee's rankings and commentary, the Administration recommends a short-list of thirteen top-ranked proposers: Daedalus Capital, LLC, as the first ranked proposer; PFM Group Consulting LLC, as the second-ranked proposer; L.M. Genuine Solutions LLC, as the third-ranked proposer; Hunden Strategic Partners, Inc., as the fourth-ranked proposer; National Council For Community Development, Inc., as the fifth ranked proposer; Willdan Financial Services, Inc., as the sixth-ranked proposer; Jones Lang Lasalle Americas, Inc., as the seventh-ranked proposer; Econsult Solutions, Inc., as the eight-ranked proposer; VisionFirst Advisors, as the ninth-ranked proposer; Accenture LLP, as the tenth-ranked proposer; Goman York Property Advisers LLC, as the eleventh-ranked proposer; Cambridge Econometrics Inc., as the twelfth-ranked proposer; and Ernst & Young LLP, as the thirteenth-ranked proposer.

The Administration has considered the qualifications of the top thirteen firms and finds them to be varied in capabilities and experience and, thus, a diverse selection of consultants. Therefore, it is recommended that the thirteen firms be advanced for further consideration by the Committee. If the short-listing of firms responding to this RFQ is approved, the short-listed firms may be required to make presentations to and be interviewed by the Committee utilizing the criteria set forth in the RFQ. A subsequent recommendation for award would be brought forward to the City Commission for approval.

### **FISCAL IMPACT STATEMENT**

The Economic Development Department has budgeted \$100,000 for these services. Once a subsequent recommendation for award is considered and approved by the City Commission, fees will be established through the negotiation process. Services pursuant to the award of this RFQ shall be subject to successful negotiations and the availability of funds approved through the City's budgeting process. Grant funding is not anticipated to be utilized for this project.

### **Does this Ordinance require a Business Impact Estimate?**

(FOR ORDINANCES ONLY)

**If applicable, the Business Impact Estimate (BIE) was published on:**

**See BIE at: <https://www.miamibeachfl.gov/city-hall/city-clerk/meeting-notice/>**

### **FINANCIAL INFORMATION**

011-0531-000312-35-404-534-00-00-00	\$100,000
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### **CONCLUSION**

The Administration recommends that the Mayor and City Commission approve the short-list of the thirteen top-ranked proposers: Daedalus Capital, LLC, as the first ranked proposer; PFM Group Consulting LLC, as the second-ranked proposer; L.M. Genuine Solutions LLC, as the third-ranked proposer; Hunden Strategic Partners, Inc., as the fourth-ranked proposer; National Council For Community Development, Inc., as the fifth ranked proposer; Willdan Financial Services, Inc., as the sixth-ranked proposer; Jones Lang Lasalle Americas, Inc., as the seventh-ranked proposer; Econsult Solutions, Inc., as the eighth-ranked proposer; VisionFirst Advisors, as

the ninth-ranked proposer; Accenture LLP, as the tenth-ranked proposer; Goman York Property Advisers LLC, as the eleventh-ranked proposer; Cambridge Econometrics Inc., as the twelfth-ranked proposer; and Ernst & Young LLP, as the thirteenth-ranked proposer, to be further considered in the RFQ evaluation process.

**Applicable Area**

Citywide

**Is this a “Residents Right to Know” item, pursuant to City Code Section 2-17?**

No

**Is this item related to a G.O. Bond Project?**

No

**Was this Agenda Item initially requested by a lobbyist which, as defined in Code Sec. 2-481, includes a principal engaged in lobbying?** No

If so, specify the name of lobbyist(s) and principal(s):

**Department**

Procurement

**Sponsor(s)**

**Co-sponsor(s)**

**Condensed Title**

Award RFQ 2024-005-ND, Economic Development Consultant Services. ED/PR