

C2 A A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER, PURSUANT TO REQUEST FOR QUALIFICATIONS (RFQ) NO. 2024-005-ND, FOR ECONOMIC DEVELOPMENT CONSULTANT SERVICES, AUTHORIZING THE ADMINISTRATION TO ESTABLISH A POOL OF PREQUALIFIED CONSULTANTS FOR ECONOMIC DEVELOPMENT CONSULTANT SERVICES; AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH DAEDALUS CAPITAL, LLC, AS THE FIRST-RANKED PROPOSER; ERNST & YOUNG LLP, AS THE SECOND-RANKED PROPOSER; HUNDEN STRATEGIC PARTNERS, INC., JONES LANG LASALLE AMERICAS, INC., AND PFM GROUP CONSULTING LLC, AS THE TIED THIRD-RANKED PROPOSERS; WILLDAN FINANCIAL SERVICES, INC., AS THE SIXTH-RANKED PROPOSER; L.M. GENUINE SOLUTIONS LLC, AS THE SEVENTH-RANKED PROPOSER; ACCENTURE LLP, AS THE EIGHTH-RANKED PROPOSER; GOMAN YORK PROPERTY ADVISERS LLC AND NATIONAL COUNCIL FOR COMMUNITY DEVELOPMENT, INC., AS THE TIED NINTH-RANKED PROPOSERS; VISIONFIRST ADVISORS, AS THE ELEVENTH-RANKED PROPOSER; AND CAMBRIDGE ECONOMETRICS INC. AND ECONSULT SOLUTIONS, INC., AS THE TIED TWELFTH-RANKED PROPOSERS; AND FURTHER AUTHORIZING THE CITY MANAGER AND CITY CLERK TO EXECUTE AGREEMENTS WITH EACH OF THE PROPOSERS UPON CONCLUSION OF SUCCESSFUL NEGOTIATIONS BY THE ADMINISTRATION. (ECONOMIC DEVELOPMENT) **JOINT CITY COMMISSION, RDA, AND NBCRA**

Applicable Area:

# MIAMI BEACH

## COMMISSION MEMORANDUM

TO: Honorable Mayor and Members of the City Commission

FROM: Eric Carpenter, City Manager

DATE: October 30, 2024

TITLE: A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER, PURSUANT TO REQUEST FOR QUALIFICATIONS (RFQ) NO. 2024-005-ND, FOR ECONOMIC DEVELOPMENT CONSULTANT SERVICES, AUTHORIZING THE ADMINISTRATION TO ESTABLISH A POOL OF PREQUALIFIED CONSULTANTS FOR ECONOMIC DEVELOPMENT CONSULTANT SERVICES; AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH DAEDALUS CAPITAL, LLC, AS THE FIRST-RANKED PROPOSER; ERNST & YOUNG LLP, AS THE SECOND-RANKED PROPOSER; HUNDEN STRATEGIC PARTNERS, INC., JONES LANG LASALLE AMERICAS, INC., AND PFM GROUP CONSULTING LLC, AS THE TIED THIRD-RANKED PROPOSERS; WILLDAN FINANCIAL SERVICES, INC., AS THE SIXTH-RANKED PROPOSER; L.M. GENUINE SOLUTIONS LLC, AS THE SEVENTH-RANKED PROPOSER; ACCENTURE LLP, AS THE EIGHTH-RANKED PROPOSER; GOMAN YORK PROPERTY ADVISERS LLC AND NATIONAL COUNCIL FOR COMMUNITY DEVELOPMENT, INC., AS THE TIED NINTH-RANKED PROPOSERS; VISIONFIRST ADVISORS, AS THE ELEVENTH-RANKED PROPOSER; AND CAMBRIDGE ECONOMETRICS INC. AND ECONSULT SOLUTIONS, INC., AS THE TIED TWELFTH-RANKED PROPOSERS; AND FURTHER AUTHORIZING THE CITY MANAGER AND CITY CLERK TO EXECUTE AGREEMENTS WITH EACH OF THE PROPOSERS UPON CONCLUSION OF SUCCESSFUL NEGOTIATIONS BY THE ADMINISTRATION. (ECONOMIC DEVELOPMENT) **JOINT CITY COMMISSION, RDA, AND NBCRA**

### **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.

### **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 meet City goals, objectives, and expectations, a pool of Economic Development consultants (Consultants) is secured to assist the City assess economic development potential, develop economic development strategies, implement projects, provide professional industry insight, build capacity, promote 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 jointly by the City of Miami Beach, the Miami Beach Redevelopment Agency (RDA), and the North Beach Community Redevelopment Agency (CRA). 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. On September 11, 2024, the City Commission adopted Resolution No. 2024-33225, shortlisting the following firms to be further considered in the RFQ evaluation process: Accenture LLP, Cambridge Econometrics Inc., Daedalus Capital, LLC, Econsult Solutions, Inc., Ernst & Young LLP, Goman York Property Advisers LLC, Hunden Strategic Partners, Inc., Jones Lang Lasalle Americas, Inc., L.M. Genuine Solutions LLC, National Council for Community Development, Inc., PFM Group Consulting LLC, VisionFirst Advisors, and Willdan Financial Services, Inc.

The Evaluation Committee (the "Committee"), appointed by the City Manager via Letter to Commission (LTC) # 318-2024, convened on September 26, 2024, to interview the shortlisted firms. 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, Administrative Services Manager, Economic Development Department.

The Committee was provided an overview of the request for qualifications and information relative to the City's Cone of Silence Ordinance and the Government in the 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.

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. The types of economic development activities scheduled and projected vary from strategic planning, industry and market research, statistical and empirical economic analysis, workforce development viability, community and neighborhood development programming, economic impact studies, public-private partnership evaluations, and more. Access to a robust pool of consultants, ranging from small, local, and regional to national and global expertise, ensures access to diverse approaches and talent and the ability to engage multiple consultants simultaneously. As the solicitation was jointly issued by the City, RDA, and CRA, a wide variety of services may be needed. Therefore, it is recommended that the thirteen (13) firms be awarded to establish a pool of prequalified economic development consultants to aid the City advance the economic development goals, mission, and vision of the City Commission.

## **FISCAL IMPACT STATEMENT**

Fees will be established through the negotiation process. The Economic Development Department has budgeted \$100,000 for these services. Services shall be subject to 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 Resolution authorizing the Administration to establish a pool of prequalified consultants for specific tasks relating to economic development consultant services; authorizing the Administration to enter into negotiations with Daedalus Capital, LLC, as the first-ranked proposer; Ernst & Young LLP, as the second-ranked proposer; Hunden Strategic Partners, Inc., Jones Lang Lasalle Americas, Inc., and PFM Group Consulting LLC, as the tied third-ranked proposers; Willdan Financial Services, Inc., as the sixth-ranked proposer; L.M. Genuine Solutions LLC, as the seventh-ranked proposer; Accenture LLP, as the eighth-ranked proposer; Goman York Property Advisers LLC and National Council For Community Development, Inc., as the tied ninth-ranked proposers; VisionFirst Advisors, as the eleventh-ranked proposer; and Cambridge Econometrics Inc. and Econsult Solutions, Inc., as the tied twelfth-ranked proposers; and further authorizing the City Manager and City Clerk to execute agreements with each of the proposers upon conclusion of successful negotiations by the Administration

**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**

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

ATTACHMENT A

RFQ 2024-005-ND Economic Development Consultant Services	Justin Karr			Ranking	Rogelio Madan			Ranking	Colette Satchell			Ranking	Luis Wong			Ranking	Low Aggregate Totals	Ranking
	Qualitative	Quantitative	Subtotal		Qualitative	Quantitative	Subtotal		Qualitative	Quantitative	Subtotal		Qualitative	Quantitative	Subtotal			
Daedalus Capital, LLC	94	0	94	4	89	0	89	1	88	0	88	6	85	0	85	1	12	1
Ernst & Young LLP	95	0	95	3	88	0	88	2	92	0	92	2	75	0	75	6	13	2
Hunden Strategic Partners, Inc.	100	0	100	1	84	0	84	5	91	0	91	4	80	0	80	4	14	3
Jones Lang Lasalle Americas, Inc.	100	0	100	1	87	0	87	3	90	0	90	5	79	0	79	5	14	3
PFM Group Consulting LLC	92	0	92	6	85	0	85	4	92	0	92	2	83	0	83	2	14	3
Willdan Financial Services, Inc.	93	0	93	5	82	0	82	7	94	0	94	1	82	0	82	3	16	6
L.M. Genuine Solutions LLC	92	0	92	6	83	0	83	6	87	0	87	7	73	0	73	8	27	7
Accenture LLP	90	0	90	9	81	0	81	8	84	0	84	10	60	0	60	11	38	8
Goman York Property Advisers LLC	87	0	87	12	57	0	57	13	85	0	85	9	74	0	74	7	41	9
National Council for Community Development, Inc.	89	0	89	10	61	0	61	12	84	0	84	10	72	0	72	9	41	9
VisionFirst Advisors	87	0	87	12	80	0	80	9	86	0	86	8	50	0	50	13	42	11
Cambridge Econometrics Inc.	91	0	91	8	78	0	78	10	80	0	80	13	59	0	59	12	43	12
Econsult Solutions, Inc.	89	0	89	10	65	0	65	11	81	0	81	12	61	0	61	10	43	12

Quantitative Points	
Proposer	Veteran's Points
Accenture LLP	0
Cambridge Econometrics Inc.	0
Daedalus Capital, LLC	0
Econsult Solutions, Inc.	0
Ernst & Young LLP	0
Goman York Property Advisers LLC	0
Hunden Strategic Partners, Inc.	0
Jones Lang Lasalle Americas, Inc.	0
L.M. Genuine Solutions LLC	0
National Council for Community Development, Inc.	0
PFM Group Consulting LLC	0
VisionFirst Advisors	0
Willdan Financial Services, Inc.	0

# Budget Funding Verification

**Date:** 10/17/2024

**Description:** Consultant Services

**Department:** Economic Development

**Account:** 011-0531-000312-35-404-534-00-00-00-

**Budget Line:** 30 and 120

**Total Funding Available:** \$100,000

**Note:** Services will include MXE analysis per department

Accounts <span>29</span>		Details <span>10</span>				
Account ID	Description	Year	Period	Line	Description	Amount
011-0531-000312-35-404-534-00-00-00-	Professional Services	2025	1	10	Go-Smart-Annual Fee for Gra...	7,500.00
011-0531-000316-35-404-534-00-00-00-	Telephone	2025	1	20	Additional demographic data...	1,000.00
011-0531-000323-35-404-534-00-00-00-	Rent-Building & Equipment	2025	1	30	Consultants	25,000.00
011-0531-000324-35-404-534-00-00-00-	Printing	2025	1	40	Miscellaneous consultant st...	31,500.00
011-0531-000331-25-404-534-00-00-00-	Supplies - Information Technol	2025	1	50	Miami Beach Efforts & Small...	11,000.00
011-0531-000341-35-404-534-00-00-00-	Supplies - Office	2025	1	60	Additional Professional Services	30,000.00
011-0531-000343-35-404-534-00-00-00-	Other Operating Expenditures	2025	1	90	Groot Hospitality Parking r...	20,000.00
011-0531-000353-35-404-534-00-00-00-	Donations & Contributions	2025	1	100	Business Attraction and Ret...	65,000.00
		2025	1	110	Marketing & Public Relation...	100,000.00
		2025	1	120	FY 2025 Enhancement (One-Ti...	75,000.00

RESOLUTION NO. \_\_\_\_\_

A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER, PURSUANT TO REQUEST FOR QUALIFICATIONS (RFQ) NO. 2024-005-ND, FOR ECONOMIC DEVELOPMENT CONSULTANT SERVICES, AUTHORIZING THE ADMINISTRATION TO ESTABLISH A POOL OF PRE-QUALIFIED CONSULTANTS FOR ECONOMIC DEVELOPMENT CONSULTANT SERVICES; AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH DAEDALUS CAPITAL, LLC, AS THE FIRST-RANKED PROPOSER; ERNST & YOUNG LLP, AS THE SECOND-RANKED PROPOSER; HUNDEN STRATEGIC PARTNERS, INC., JONES LANG LASALLE AMERICAS, INC., AND PFM GROUP CONSULTING LLC, AS THE TIED THIRD-RANKED PROPOSERS; WILLDAN FINANCIAL SERVICES, INC., AS THE SIXTH-RANKED PROPOSER; L.M. GENUINE SOLUTIONS LLC, AS THE SEVENTH-RANKED PROPOSER; ACCENTURE LLP, AS THE EIGHTH-RANKED PROPOSER; GOMAN YORK PROPERTY ADVISERS LLC AND NATIONAL COUNCIL FOR COMMUNITY DEVELOPMENT, INC., AS THE TIED NINTH-RANKED PROPOSERS; VISIONFIRST ADVISORS, AS THE ELEVENTH-RANKED PROPOSER; AND CAMBRIDGE ECONOMETRICS INC. AND ECONSULT SOLUTIONS, INC., AS THE TIED TWELFTH-RANKED PROPOSERS; AND FURTHER AUTHORIZING THE CITY MANAGER AND CITY CLERK TO EXECUTE AGREEMENTS WITH EACH OF THE PROPOSERS UPON CONCLUSION OF SUCCESSFUL NEGOTIATIONS BY THE ADMINISTRATION.

**WHEREAS**, on May 15, 2024, the Mayor and City Commission approved the issuance of the Request for Qualifications (RFQ) No. 2024-005-ND for Economic Development Consultant Services; and

**WHEREAS**, Request for Qualifications No. 2024-005-ND (the "RFQ") was issued jointly by the City of Miami Beach, the Miami Beach Redevelopment Agency (RDA), and the North Beach Community Redevelopment Agency (NBCRA) on May 17, 2024; and

**WHEREAS**, a voluntary pre-proposal meeting was held on May 30, 2024; and

**WHEREAS**, on August 6, 2024, the City received a total of 18 proposals; and

**WHEREAS**, On September 11, 2024, the City Commission adopted Resolution No. 2024-33225, shortlisting the following firms to be further considered in the RFQ evaluation process: Accenture LLP, Cambridge Econometrics Inc., Daedalus Capital, LLC, Econsult Solutions, Inc., Ernst & Young LLP, Goman York Property Advisers LLC, Hunden Strategic Partners, Inc., Jones Lang Lasalle Americas, Inc., L.M. Genuine Solutions LLC, National Council for Community Development, Inc., PFM Group Consulting LLC, VisionFirst Advisors, and Willdan Financial Services, Inc.; and

**WHEREAS**, the Evaluation Committee, appointed by the City Manager via LTC# 318-2024; convened on September 26, 2024, to interview the shortlisted firms; and

**WHEREAS**, the Evaluation Committee received an overview of the project, 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; and

**WHEREAS**, the Evaluation Committee was instructed to score and rank each proposal pursuant to the evaluation criteria established in the RFQ; and

**WHEREAS**, the Evaluation Committee ranked the proposers as follows: Daedalus Capital, LLC, as the first-ranked proposer; Ernst & Young LLP, as the second-ranked proposer; Hunden Strategic Partners, Inc., Jones Lang Lasalle Americas, Inc., and PFM Group Consulting LLC, as the tied third-ranked proposers; Willdan Financial Services, Inc., as the sixth-ranked proposer; L.M. Genuine Solutions LLC, as the seventh-ranked proposer; Accenture LLP, as the eighth-ranked proposer; Goman York Property Advisers LLC and National Council For Community Development, Inc., as the tied ninth-ranked proposers; VisionFirst Advisors, as the eleventh-ranked proposer; and Cambridge Econometrics Inc. and Econsult Solutions, Inc., as the tied twelfth-ranked proposers; and

**WHEREAS**, after reviewing all of the submissions and the Evaluation Committee's rankings and analysis, the City Manager concurs with the Evaluation Committee and recommends that the Mayor and City Commission authorize the Administration to establish a pool of pre-qualified consultants for economic development consultant services; authorize the Administration to enter into negotiations with Daedalus Capital, LLC, as the first-ranked proposer; Ernst & Young LLP, as the second-ranked proposer; Hunden Strategic Partners, Inc., Jones Lang Lasalle Americas, Inc., and PFM Group Consulting LLC, as the tied third-ranked proposers; Willdan Financial Services, Inc., as the sixth-ranked proposer; L.M. Genuine Solutions LLC, as the seventh-ranked proposer; Accenture LLP, as the eighth-ranked proposer; Goman York Property Advisers LLC and National Council For Community Development, Inc., as the tied ninth-ranked proposers; VisionFirst Advisors, as the eleventh-ranked proposer; and Cambridge Econometrics Inc. and Econsult Solutions, Inc., as the tied twelfth-ranked proposers; and further authorize the City Manager and City Clerk to execute agreements with each of the foregoing proposers upon conclusion of successful negotiations by the Administration.

**NOW, THEREFORE, BE IT DULY RESOLVED BY THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA**, that the Mayor and City Commission hereby accept the recommendation of the City Manager, pursuant to Request For Qualifications ("RFQ") No. 2024-005-ND, for Economic Development Consultant Services; authorize the Administration to establish a pool of prequalified consultants for specific tasks relating to economic development consultant services; authorize the Administration to enter into negotiations with Daedalus Capital, LLC, as the first-ranked proposer; Ernst & Young LLP, as the second-ranked proposer; Hunden Strategic Partners, Inc., Jones Lang Lasalle Americas, Inc., and PFM Group Consulting LLC, as the tied third-ranked proposers; Willdan Financial Services, Inc., as the sixth-ranked proposer; L.M. Genuine Solutions LLC, as the seventh-ranked proposer; Accenture LLP, as the eighth-ranked proposer; Goman York Property Advisers LLC and National Council For Community Development, Inc., as the tied ninth-ranked proposers; VisionFirst Advisors, as the eleventh-ranked proposer; and Cambridge Econometrics Inc. and Econsult Solutions, Inc., as the tied twelfth-ranked proposers; and further authorize the City Manager and City Clerk to execute agreements with each of the proposers upon conclusion of successful negotiations by the Administration.

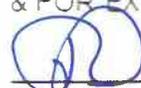
**PASSED AND ADOPTED** this \_\_\_\_\_ day of \_\_\_\_\_ 2024.

**ATTEST:**

\_\_\_\_\_  
Rafael E. Granado, City Clerk

\_\_\_\_\_  
Steven Meiner, Mayor

APPROVED AS TO  
FORM & LANGUAGE  
& FOR EXECUTION



City Attorney

10/20/2024

Date