

RESOLUTION NO. 21-256

**A RESOLUTION OF THE CITY COMMISSION OF THE CITY OF KEY WEST, FLORIDA, TO APPROVE THE RANKING OF RESPONSES TO THE REQUEST FOR PROPOSALS (RFP) NO. 008-21 FOR THE BAHAMA VILLAGE "3.2" AFFORDABLE WORKFORCE HOUSING PROJECT BY THE SELECTION COMMITTEE; AUTHORIZING THE CITY MANAGER AND CITY ATTORNEY TO DRAFT REGULATORY DOCUMENTS TO CONTRACT WITH THE HIGHEST RANKING FIRM OR TEAM; PROVIDING FOR AN EFFECTIVE DATE**

WHEREAS, the City issued a request for Proposals to identify a development partner to construct affordable workforce housing at the City owned site known as the "3.2", as set forth in RFP No. 008-21; and

WHEREAS, on October 20, 2021, the City Clerk opened five proposals, all of which were deemed responsive, and at a public meeting on October 27, 2021, a Selection/Ranking Committee comprised of community members, a City staff member, and a Bahama Village Redevelopment Advisory Committee member ranked the responses to the RFP; and

WHEREAS, on November 4, the Bahama Village Redevelopment Advisory Committee discussed this ranking at a regularly scheduled meeting and recommended approval of the ranking to

the City Commission; and

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COMMISSION OF  
THE CITY OF KEY WEST, FLORIDA AS FOLLOWS:

Section 1: That the responses to RFP No. 008-21 for  
development of affordable workforce housing at the site known  
as the "3.2" are hereby ranked by the Selection Committee,  
and approved by the City Commission as follows:

- (1) Lofts at Bahama Village GP, LLC. with 80.2 points
- (2) Bahama Village at Fort Street, LLC. with 69.8  
points
- (3) Oikos Development with 52.2 points
- (4) Gorman & Company with 50.8 points
- (5) Turnstone Development with 45.8 points

Section 2: That the City Manager is authorized to  
negotiate and execute regulatory agreements with the top-  
ranked proposer, Lofts at Bahama Village GP, LLC, in  
substantial conformance with the RFP, and as legally  
permissible pursuant to the City Charter, upon advice and  
consent of the City Attorney.

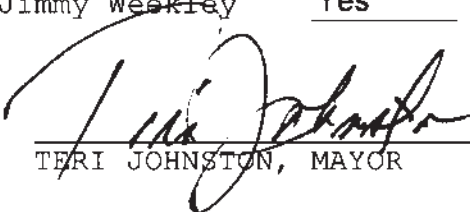
Section 3: That this Resolution shall go into effect immediately upon its passage and adoption and authentication by the signature of the Presiding Officer and the Clerk of the Commission.

Passed and adopted by the City Commission at a meeting held this 16th day of November, 2021.

Authenticated by the Presiding Officer and Clerk of the Commission on 17th day of November, 2021.

Filed with the Clerk on November 17, 2021.

|                              |            |
|------------------------------|------------|
| Mayor Teri Johnston          | <u>No</u>  |
| Vice Mayor Sam Kaufman       | <u>Yes</u> |
| Commissioner Gregory Davila  | <u>Yes</u> |
| Commissioner Mary Lou Hoover | <u>Yes</u> |
| Commissioner Clayton Lopez   | <u>No</u>  |
| Commissioner Billy Wardlow   | <u>Yes</u> |
| Commissioner Jimmy Weekley   | <u>Yes</u> |

  
TERI JOHNSTON, MAYOR

ATTEST:

  
CHERYL SMITH, CITY CLERK



## THE CITY OF KEY WEST

Post Office Box 1409 Key West, FL 33041-1409 (305) 809-3700

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### EXECUTIVE SUMMARY

**Date:** November 16, 2021

**To:** Patti McLauchlin, City Manager

**From:** Katie P. Halloran, Planning Director

**Subject:** Approval of the Selection Committee's Ranking of Proposals for RFP #008-21, Bahama Village "3.2" Affordable Workforce Housing Project

#### **Action Statement:**

This resolution would approve the final scoring and ranking of the five (5) proposals received in response to the RFP #008-21 for the Bahama Village "3.2" Affordable Workforce Housing Project. This resolution would also authorize the City Manager to execute, subject to the review of the City Attorney, an Agreement between the City of Key West and the development team known as, "Lofts at Bahama Village GP, LLC".

#### **Background:**

The City and the Bahama Village community desire to construct deed restricted affordable workforce housing at the location known as the "3.2" acres. The City has convened multiple workshops this year to understand the needs of local families, especially those members of Bahama Village that are struggling to remain in their community despite the high cost of living. The City hired Florida Housing Coalition, a state-wide affordable housing non-profit organization, as a consultant to provide technical assistance and help draft a Request for Proposals (RFP).

The RFP was designed to represent the needs of community members and ensure development of both rental and homeownership units that would be reserved for at least 99 years as deed restricted affordable workforce housing on this site. Scoring criteria in the RFP also prioritized proposals that would provide a preferential marketing plan for locals, excellent site connectivity with Truman Waterfront Park and Bahama Village, on-site amenities, opportunities for Minority and Women Owned Business Enterprises, and more.

The Commission has also initiated a referendum effort for this winter to gain voter approval to allow for a 99 year lease for deed restricted affordable workforce housing on this site. City staff have expedited the RFP process to provide the City's development partner as much time as possible to apply for March/April 2022 Florida Housing Finance Corporation funding to support the construction of rental and homeownership units on this site.



## THE CITY OF KEY WEST

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The top ranked proposer for RFP #008-21 is Lofts at Bahama Village GP, LLC, which is comprised of The Vestcor Companies/TVC Development, Inc., Charley Toppino & Sons, Inc., A.H. of Monroe County, Inc., Smith Hawks, P.L., PQH Group Design, Inc., Marino Construction Group, Inc., and Mike Flaugh Landscape Architect. Their proposal states, "The team, led by Vestcor, will transform the vacant 3.2 acre parcel into 118 residential units and 9,000 square feet of commercial space."

The second ranked proposer is Bahama Village at Fort Street 3.2 LLC, which is comprised of Rural Neighborhoods, Inc., Habitat for Humanity of Key West and Lower Florida Keys, Inc., and Lower Keys Community Center Corp. Their proposal would include 108 residential units.

The Bahama Village Redevelopment Advisory Committee reviewed the Selection Committee's final scoring and ranking at their November 4, 2021, meeting and voted to recommend the final ranking.

### **Financial:**

Expeditious selection of a development partner for this critically important housing project will allow the best opportunity for preparation of successful applications for state and federal affordable housing funding programs.

### **Recommendation:**

Staff recommends that the City Commission approve and accept the Selection Committee's ranking and selection of "Lofts at Bahama Village GP, LLC" as the top ranked proposer to RFP #008-21 and further establish this team as the City's development partner for the "3.2" acre project. Approval of this resolution would also authorize the City Manager to execute, subject to the review of the City Attorney, a regulatory agreement between the City of Key West and the development team known as, "Lofts at Bahama Village GP, LLC".

RFP 008-021 3.2 Acre  
Proposal Ranking  
Key West City Hall, Room 216  
10/27/21

- 1 Nathan Williams  
2 David Kaminsky  
3 Roger McVeigh  
4 Rosi Ware

5 Steve McAlearney

| SELECTION CRITERIA                                       |  | POINTS ALLOWED | Gorman & Co |    |    |    |    | Turnstone Development |    |    |    |    | Oikos Development |    |    |    |    | BV at Ft St LLC |    |    |    |    | Lofts at BV GP LLC |    |    |    |    |
|----------------------------------------------------------|--|----------------|-------------|----|----|----|----|-----------------------|----|----|----|----|-------------------|----|----|----|----|-----------------|----|----|----|----|--------------------|----|----|----|----|
|                                                          |  |                | 1           | 2  | 3  | 4  | 5  | 1                     | 2  | 3  | 4  | 5  | 1                 | 2  | 3  | 4  | 5  | 1               | 2  | 3  | 4  | 5  | 1                  | 2  | 3  | 4  | 5  |
| EXPERIENCE OF TEAM                                       |  | 10             | 7           | 5  | 6  | 8  | 6  |                       | 6  | 5  | 5  | 6  | 8                 | 6  | 5  | 7  | 9  | 10              | 8  | 5  | 9  | 8  | 10                 | 5  | 7  | 9  | 8  |
| CONCEPTUAL SITE PLAN DESIGN                              |  | 10             | 8           | 5  | 4  | 7  | 7  |                       | 2  | 3  | 5  | 5  | 2                 | 5  | 5  | 8  | 8  | 9               | 8  | 8  | 9  | 8  | 5                  | 10 | 8  | 9  | 9  |
| HOUSING COSTS, UNIT MIX, RENTS ETC.                      |  | 25             | 9           | 15 | 9  | 8  | 10 |                       | 7  | 7  | 13 | 8  | 5                 | 10 | 0  | 14 | 15 | 10              | 11 | 2  | 23 | 15 | 16                 | 24 | 3  | 21 | 20 |
| PERMANENT AFFORDABILITY                                  |  | 10             | 5           | 9  | 0  | 6  | 5  |                       | 6  | 10 | 0  | 6  | 5                 | 6  | 3  | 0  | 6  | 8               | 8  | 8  | 10 | 8  | 10                 | 8  | 10 | 10 | 8  |
| HISTORIC PRESERVATION EXPERTISE                          |  | 10             | 7           | 2  | 5  | 6  | 7  |                       | 2  | 5  | 0  | 5  | 5                 | 9  | 0  | 0  | 6  | 5               | 6  | 7  | 7  | 10 | 10                 | 8  | 6  | 9  | 9  |
| FINANCIAL PACKAGING & LEVERAGE                           |  | 15             | 6           | 8  | 8  | 6  | 10 |                       | 6  | 7  | 8  | 7  | 7                 | 8  | 8  | 3  | 8  | 12              | 9  | 8  | 11 | 10 | 10                 | 13 | 8  | 10 | 11 |
| CONNECTIVITY, LANDSCAPE/STREETSCAPE/PUBLIC ART           |  | 5              | 2           | 4  | 2  | 3  | 3  |                       | 2  | 5  | 3  | 3  | 2                 | 4  | 3  | 5  | 4  | 5               | 3  | 4  | 4  | 3  | 4                  | 5  | 4  | 4  | 5  |
| PUBLIC PARTICIPATION METHODOLOGY                         |  | 5              | 2           | 4  | 1  | 2  | 2  |                       | 3  | 4  | 2  | 3  | 4                 | 3  | 3  | 1  | 3  | 4               | 4  | 3  | 4  | 4  | 5                  | 5  | 5  | 1  | 5  |
| INCLUSION OF MINORITY & WOMEN OWNED BUSINESS ENTERPRISES |  | 5              | 3           | 4  | 4  | 2  | 4  |                       | 2  | 4  | 3  | 2  | 4                 | 2  | 5  | 0  | 2  | 2               | 3  | 5  | 1  | 3  | 5                  | 4  | 5  | 4  | 5  |
| ON-SITE AMENITIES                                        |  | 5              | 0           | 2  | 4  | 0  | 2  |                       | 3  | 4  | 3  | 3  | 4                 | 2  | 2  | 2  | 3  | 3               | 4  | 3  | 4  | 4  | 5                  | 5  | 4  | 5  | 5  |
| Total Points                                             |  | 100            | 49          | 58 | 43 | 48 | 56 |                       | 39 | 54 | 42 | 48 | 46                | 55 | 34 | 40 | 64 | 68              | 64 | 53 | 82 | 70 | 80                 | 94 | 59 | 76 | 87 |

Proposer Average Points

80.2

69.8

52.2

45.8

50.8

| Proposer              | Score |
|-----------------------|-------|
| Gorman & Comp         | 50.8  |
| Turnstone Development | 45.8  |
| Oikos Development     | 52.2  |
| BV at Ft St LLC       | 69.8  |
| Lofts at BV GP LLC    | 80.2  |