MEMORANDUM

Date: March 4, 2025

To: Honorable Mayor and Commissioners

Via: Brian L. Barroso
City Manager

CC: Christina Bervaldi
Director of Finance

From: Lucas Torres-Bull
Procurement Manager

Subject: **File ID 25-3426 – Recommendation for City Staff to Review Fortress Security's P3 Proposal for Fire Station #3 Construction**

Introduction

Staff recommends that the Mayor and Commission authorize the City of Key West staff to proceed with the review of the unsolicited detailed proposal submitted by Fortress Security for the development, construction, and financing of Fire Station #3 within the City of Key West. This proposal has been accompanied by a proposal review fee in the amount of $25,000.00, which is required for the City to initiate the substantive evaluation process, if approved.

Please be advised that as part of the terms and conditions of this proposal, the submitted review fee of $25,000.00 is nonrefundable once the review process has commenced. The nonrefundable nature of this fee reflects the significant resources and effort that will be expended by City staff in carefully assessing and analyzing the technical, financial, and legal aspects of the proposal to ensure it meets the City's needs, standards, and compliance requirements.

By approving this recommendation, the Mayor and Commission will enable City staff to move forward with the necessary steps to evaluate the proposal in detail, ensuring that any potential partnership aligns with the City's goals and the broader framework set forth by both local and state regulations. This review process will provide the Mayor and Commission with the information necessary to make informed decisions regarding the proposed project. Once a substantial review has been completed by City staff, the City Manager will provide findings to the City Commission in order to move forward in the most advantageous path.

Background

As discussed during the January and February City Commission meetings, Ordinance 25-02, was instituted to facilitate the City of Key West to accept both conceptual and detailed proposals—whether solicited or unsolicited—from private entities interested in undertaking projects under the Public-Private Partnership (P3) model for qualifying city projects.

This ordinance follows the recent passage of House Bill 781, which amends section 255.065, Florida Statutes, providing new statutory guidelines for the use of P3s in Florida. The passage of this bill ensures that the City is in alignment with state law while establishing a comprehensive framework for facilitating and managing P3 projects within the City of Key West. This ordinance will ensure compliance with these new statutory guidelines, promoting effective collaboration between the public and private sectors.

In alignment with this newly passed ordinance, the City of Key West has received an unsolicited detailed proposal from Fortress Security. This proposal includes the development, construction, and financing of a fully functional Fire Station #3, with a proposal review fee of $25,000.

Cost

This measure does not create any costs for the city.

Options

1) Reject the unsolicited detailed proposal, return the proposal review fee,

2) Accept the unsolicited detailed proposal for substantive review.

Recommendation

City staff recommends that the Mayor and City Commission approve a resolution authorizing City staff to undertake a substantive review of the unsolicited detailed proposal submitted by Fortress Security for the development, construction, and financing of Fire Station #3 within the City of Key West.

Attachments:
Resolution
Ordinance 25-02