

Civic Unity Partners (CUP)

Additional Information - Clarifications

From: [Shannon Horton](#)
To: [Mangan, Constance](#); [Mac Bell](#)
Cc: [O'Donnell, Sean](#)
Subject: RE: Civic Unity Partners - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus
Date: Friday, May 28, 2021 1:54:26 PM
Attachments: [JGCC A-E and GC Matrix 2021.05.18 CUP Corrections.pdf](#)
[JGCC Financial RFO Matrix 2021.05.26 CUP Corrections.pdf](#)
[Page 221 CUP AE Org Chart revised.pdf](#)

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Hello Ms. Mangan,

On behalf of Mac Bell and Civic Unity Partners, please see attached for comments and corrections to the Matrices of our SOQ submission.

Thank you for the opportunity and we look forward to the UDPA's deliberation.

We remain available for any further questions.

Best regards,

Shannon Horton

Shannon Horton

Proposal Manager

FENGATE Asset Management

Mobile: 416-553-2606

From: Mangan, Constance <CMANGAN@broward.org>

Sent: Wednesday, May 26, 2021 2:23 PM

To: Mac Bell <mac.bell@fengate.com>; Vernita Tsang <vernita.tsang@fengate.com>

Cc: O'Donnell, Sean <SODONNELL@broward.org>; Shannon Horton
<shannon.horton@fengate.com>

Subject: Civic Unity Partners - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus

WARNING: EXTERNAL EMAIL

To: Civic Unity Partners

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Attached is the PDF of:

- a. Financial Matrix
- b. A/E & Contractor Matrix
- c. Vendor reference verification forms and County's vendor performance

- evaluations (if applicable)
- d. Supporting email from the Risk Management Division
 - e. A Supporting memoranda from the County Attorney's Office **will be forthcoming** under separate cover.

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Thank you.

Connie Mangan, CPPO, Purchasing Manager

Broward County Purchasing Division

Phone: 954-357-6336

www.broward.org/purchasing



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Summary of Comments on DAS 2020 Wide

This page contains no comments

DRAFT – FOR DISCUSSION PURPOSES ONLY



**Broward County and
The City of Fort Lauderdale**

Joint Government Center Campus Project

RFQ Financial Evaluation

May 2021

5/26/2021 1:20 PM EST

This page contains no comments

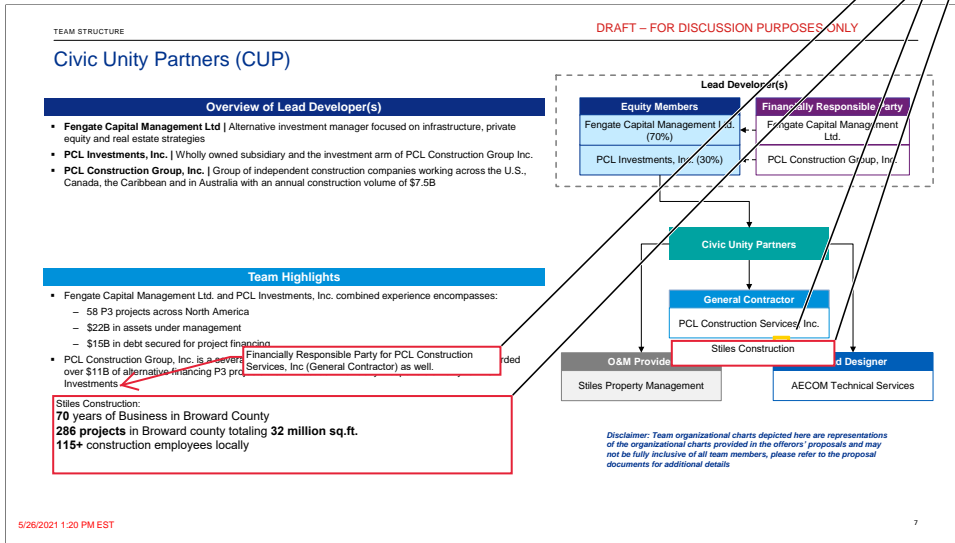
Team Structures

- Author: hortons Subject: Sticky Note Date: 5/28/2021 1:06:29 PM
Missing **Stiles Construction** as JV in box below PCL Construction Services

- Author: hortons Subject: Text Box Date: 5/28/2021 1:07:08 PM
Stiles Construction

- Author: hortons Subject: Callout Date: 5/28/2021 1:13:36 PM
Financially Responsible Party for PCL Construction Services, Inc (General Contractor) as well.

- Author: hortons Subject: Text Box Date: 5/28/2021 1:39:43 PM
Stiles Construction:
70 years of Business in Broward County
286 projects in Broward county totaling **32 million sq.ft.**
115+ construction employees locally



This page contains no comments

JOINT GOVERNMENT CENTER CAMPUS PROJECT

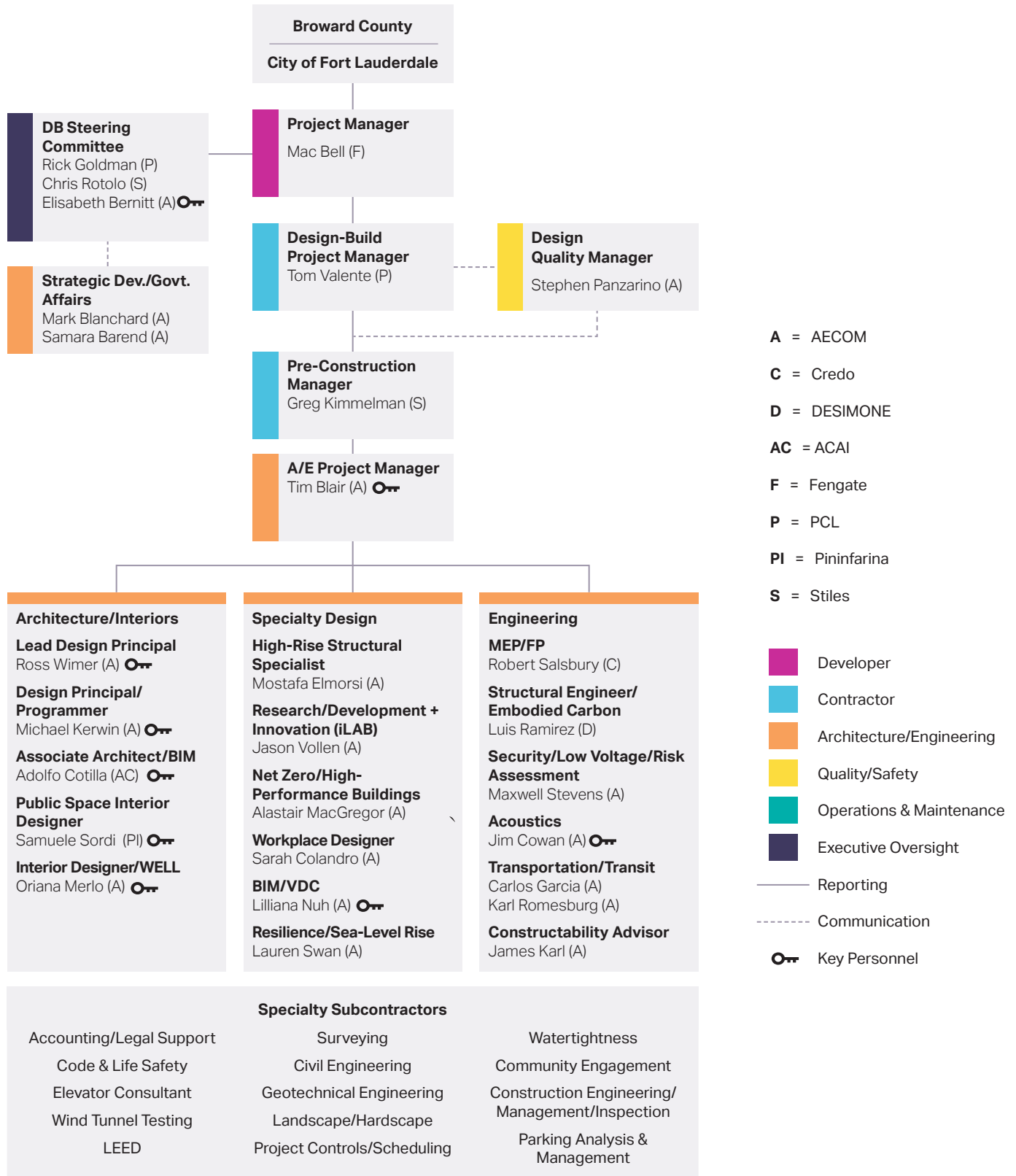
DRAFT - FOR DISCUSSION PURPOSES ONLY

RFQ Section 5: Project Financial Experience

DRAFT - FOR DISCUSSION PURPOSES ONLY

D. Organizational Chart

The following organizational chart highlights the structure of the A/E Team.



From: [Shannon Horton](#)
To: [O'Donnell, Sean](#)
Cc: [Mac Bell](#); [Vernita Tsang](#); [lclayton](#); [RMGoldman](#); [Mangan, Constance](#); [Jensen Clarke](#); [ENixon@pcl.com](#)
Subject: RE: Response to Request for Clarification * PNC2122559R1 * Developer for Joint Government Center Campus (JGCC) (Step 1) * Civic Unity Partners
Date: Friday, April 30, 2021 3:21:53 PM
Attachments: [Broward County - PCL f.s. Letter-SIGNED.pdf](#)

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Hello Mr. O'Donnell,

On behalf of Civic Unity Partners and Mac Bell, authorized representative, please see below for responses to the requests for clarification received on April 29, 2021.

1. Fengate Capital Management, as a Financially Responsible Party, can you please submit a letter provided from a certified public accountant discussing the areas of the financial statements that would be affected by a conversion from Canadian GAAS to US GAAP.

The 2018, 2019 and 2020 Fengate Capital Management Ltd. non-consolidated financial statements ("Financials") are audited by Deloitte LLP.

As referenced in [Note 2 \(a\) Basis of Presentation](#), the Financials are prepared in accordance with [International Financial Reporting Standards \("IFRS"\)](#), except for, any investments in subsidiaries, jointly controlled entities and associates, which are accounted for as specified in IAS 27, consolidated and separate financials statements (i.e. recorded at cost).

In addition, please provide summaries of the financial statements (Income Statements, Statement of Changes in Cash Flow, and Balance Sheets) for the applicable time periods converted to USD by a certified public accountant.

- a. Reference: RFQ Page 24, Section 3.C-D

The USD conversions are being sent via the Confidential method of three (3) hard-copies and two (2) flash drives. They will arrive at the Broward County Purchasing Division location by FedEx, no later than Tuesday, May 5 at 5pm Easter.

2. PCL Investments, as a Financially Responsible Party, per the RFQ can you please provide audited financial statements for 2020, 2019, and 2018 in accordance with US GAAP/IFRS and in USD?

If not, can you please submit a letter provided from a certified public accountant discussing the areas of the financial statements that would be affected by a conversion to US GAAP. In addition, please provide summaries of the financial statements (Income Statements, Statement of Changes in Cash Flow, and Balance Sheets) for the applicable time periods converted to USD by a certified public accountant.

"To Whom it may concern, PCL Investments was not put forward as a Financially Responsible Party. Rather its parent, PCL Construction Group Inc., was put forward as the Financially Responsible Party for the obligations of PCL Investments. All of the information requested has been provided as part of the submission for [PCL Construction Group Inc.](#)"

3. Lastly, [PCL Investments] please submit a letter on the financial statements provided being certified as true, correct, and accurate by the chief executive, chief financial officer or treasurer (or equivalent position or role) of the entity.

a. Reference: RFQ Page 24, Section 3.C-D

Please see attached for the requested letter.

We trust this satisfies the request for clarifications and remain available should you have further questions.

Best regards,

Shannon Horton

Proposal Manager

FENGATE Asset Management

Mobile: 416-553-2606

Mac Bell, MBA, BAsC (Mech Eng)

Managing Director, Infrastructure Investments

FENGATE Asset Management

O: +1-416-224-4440 | C: +1-416-795-4468

mac.bell@fengate.com | fengate.com

From: O'Donnell, Sean <SODONNELL@broward.org>

Sent: April 29, 2021 1:51 PM

To: Mac Bell <mac.bell@fengate.com>; Vernita Tsang <vernita.tsang@fengate.com>; lclayton <lclayton@pcl.com>; RMGoldman <RMGoldman@pcl.com>; 'ENixon@pcl.com' <ENixon@pcl.com>

Cc: Mangan, Constance <CMANGAN@broward.org>

Subject: Request for Clarification * PNC2122559R1 * Developer for Joint Government Center Campus (JGCC) (Step 1) * Civic Unity Partners

WARNING: This email is coming from an external source. Please verify any attachments

Good Afternoon Civic Unity Partners,

Broward County and City of Fort Lauderdale would like to thank you and your teams for submitting a response for PNC2122559R1, Developer for Joint Government Center Campus (JGCC) (Step One). On behalf of the Sponsors, this is a Request for Clarifications pertaining to Civic Unity Partners's submittal:

1. Fengate Capital Management, as a Financially Responsible Party, can you please submit a letter provided from a certified public accountant discussing the areas of the financial statements that would be affected by a conversion from Canadian GAAS to US GAAP.

In addition, please provide summaries of the financial statements (Income Statements, Statement of Changes in Cash Flow, and Balance Sheets) for the applicable time periods converted to USD by a certified public accountant.

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For reference, the RFP Instructions regarding submission of confidential material:

Confidential Material/ Public Records and Exemptions

Broward County is a public agency subject to Chapter 119, Florida Statutes. Upon receipt, all submittals become "public records" and shall be subject to public disclosure consistent with Chapter 119, Florida Statutes. Submittals may be posted on the County and City's public website or included in a public records request response unless there is a declaration of "confidentiality" pursuant to the public records law and in accordance with the procedures in this section.

Any confidential material(s) the Developer/Developer Team Member asserts is exempt from public disclosure under Florida Statutes must be labeled as "Confidential" and marked with the specific statute and subsection asserting exemption from Public Records.

To submit confidential material in response to this Request for Clarification, **three hardcopies and two (2) Flash Drives** must be submitted in a sealed envelope to:

Broward County Purchasing Division
115 South Andrews Avenue, Room 212
Fort Lauderdale, FL 33301

If any information is not confidential, please respond by email with the requested information at your earliest convenience. Additionally, if there are multiple items, we can take separate submissions as the information is available.

All of the above information and/or confirmation of information, is required by **Tuesday, May 4, 2021** by 5:00 PM (EST).

Please note, separate emails may be sent for other requests for clarification.

Please advise if you have any questions. We look forward to your response.

Regards,



Sean O'Donnell, Purchasing Agent

Purchasing Division

115 S. Andrews Ave. Suite 212, Fort Lauderdale, FL 33301

Phone: 954-357-6074

Email: sodonnell@broward.org

www.broward.org/purchasing

Please note that Florida has a broad public records law, and that all correspondence sent to me via Email may be subject to disclosure.

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CONSTRUCTION

▶ **TOGETHER WE BUILD SUCCESS**

April 21, 2021

Broward County Purchasing Division
115 South Andrews Avenue, Room 212
Fort Lauderdale FL 33301

Re: Joint Government Center Campus (JGCC) (Step One)
SOLICITATION NO: PNC2122559R1 – PCL Investments unaudited financial statements

To Whom it may Concern:

PCL Construction Group Inc. is pleased to submit the 2108/2019/2020 unaudited financial statements of its wholly owned subsidiary, PCL Investments Inc., as Equity Member in connection with the Civic Unity Partners response to the Request for Qualifications issued by Broward County Purchasing Division for the Joint Government Center Campus Project.

In accordance with the RFQ requirements I certify these financial statements as true, correct and accurate.

Yours truly,

PCL Construction Group Inc.

A handwritten signature in blue ink, appearing to read "Brent Sharpe".

Brent Sharpe
Vice President, Corporate Controller

From: [Shannon Horton](#)
To: [Mangan, Constance](#); [Mac Bell](#)
Cc: [O'Donnell, Sean](#); [Vernita Tsang](#)
Subject: RE: Civic Unity Partners - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus
Date: Wednesday, June 2, 2021 5:05:26 PM
Attachments: [JGCC Financial RFO Matrix 2021.06.02_CUP Corrections.pdf](#)

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Good afternoon, Ms. Mangan,

Please see attached for a revised file regarding your questions.

In summary – on page 3 of 6, yes, the arrow is pointing towards PCL Construction Group as a comment that they are the Financially Responsible Party for both PCL Investments and PCL Construction Service, Inc.

Secondly, we confirm that Stiles Corporation (parent to Stiles Construction) is the Financially Responsible Party for Stiles Construction.

We hope that helps satisfy the clarification requested.
We remain available for any further questions.

Best regards,
Shannon

Shannon Horton
Proposal Manager
FENGATE Asset Management
Mobile: 416-553-2606

From: Mangan, Constance <CMANGAN@broward.org>
Sent: Wednesday, June 2, 2021 3:46 PM
To: Shannon Horton <shannon.horton@fengate.com>; Mac Bell <mac.bell@fengate.com>
Cc: O'Donnell, Sean <SODONNELL@broward.org>; Vernita Tsang <vernita.tsang@fengate.com>
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Connie Mangan, CPPO, Purchasing Manager
Broward County Purchasing Division

Phone: 954-357-6336

www.broward.org/purchasing

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Sent: Friday, May 28, 2021 1:54 PM

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Joint Government Center Partnership (JGCP)

Additional Information - Clarifications

Mangan, Constance

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Sent: Friday, May 28, 2021 10:58 AM
To: Mangan, Constance; O'Donnell, Sean
Cc: Scott Trethewey; 'tom.oshaughnessy@amberinfrastructure.com'
Subject: Joint Government Center Partnership (JGCP) - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus
Attachments: 21.05.27.Broward_Section_5_Details.v.1.0.xlsx

Follow Up Flag: Follow up
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Constance,

We offer the following comments regarding the Financial Matrix:

Section 1: Project Approach (4/4)

Management Approach (p. 20) – The summary citing pages 52 and 62 does not accurately reflect the narrative. First, the summary states that the workstreams are not specified. On pages 27, 29-30, we delineate the four workstreams during PDA phase – Technical, Financial, Legal, and Insurance/Performance Security. Second, throughout the narrative (e.g., pp.30-35), we discuss the technical workstream and the deliverables that it will provide the other workstreams encompassing design, construction, lifecycle/O&M analysis. Insurance/Performance Security is a critical workstream that should be highlighted because of the critical nature of those risk transfer components to a progressive delivery financing in which financial close effectively is simultaneous with the start of construction and all project insurances must be in place.

Section 2: Project Financial Approach (1/5)

Understanding of Financial Approach (p. 23) – We do not believe that the differences in wording among the proposers in the top row are appropriate because they could lead to the drawing of inaccurate conclusions. For example, the wording for JGCP should not be different than UCP. Furthermore, the difference between “indicates an understanding” for JGCP and the more affirmative “developer understands” for SSP, given the comparable narrative content, should not be drawn. Second, the statement that JGCP is agnostic on the financial structure is accurate, but CUP and UCP expressly state that their team structures (and thus their entire qualifications package) are not agnostic and is dependent on the finance structure being an availability payment structure with equity. Hunt/Amber’s full qualifications will remain on the project throughout the delivery, regardless of the finance structure that is the best value for the taxpayer. This is an important differentiator between proposals that should be highlighted.

Section 2: Project Financial Approach (3/5)

Approach to Financing Scenarios (p.25) – We do not believe the summary accurately describes the narrative. For example, we discuss on p. 27, the critical feature of competing the debt with proforma project agreements jointly drafted with City/County counsel and pre-selected lender counsel and obtaining a committed cost/terms comparison from the debt markets (rather than a general market sounding) through that competitive process. That is an important strategy and feature of our progressive development approach that minimizes the risk of lender impacts to schedule and cost in the critical last weeks of the PDA period and thus should be mentioned.

Section 5: Project Financial Experience (1-8/8)

The missing data on pages 54-60 regarding the completion dates and equity and debt amounts for the precedent projects is attached.

Additional Project Financial Experience (p.61)

The “Additional Comments” row states N/A for JGCP, but selectively picks statements from other proposers’ narratives. For example, the Hunt/Amber statement that it pioneered many of the progressive development processes and agreements and also has closed numerous P3’s utilizing progressive development with a PDA is not mentioned.

Thank you for your consideration in making these important changes to the JGCP summary documents.

From: Mangan, Constance <CMANGAN@broward.org>
Sent: Wednesday, May 26, 2021 1:38 PM
To: Rodney Moss <rodney.moss@huntcompanies.com>; 'tom.oshaughnessy@amberinfrastructure.com' <tom.oshaughnessy@amberinfrastructure.com>
Cc: O'Donnell, Sean <SODONNELL@broward.org>; Scott Trethewey <scott.trethewey@huntcompanies.com>
Subject: Joint Government Center Partnership (JGCP) - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus

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To: Joint Government Center Partnership (JGCP)

The Sponsors’ staff and consultants have reviewed your Team’s submittal for RFQ No. PNC2122559R1, Developer for Joint Government Center Campus.

Attached is the PDF of:

- a. Financial Matrix

- b. A/E & Contractor Matrix
- c. Vendor reference verification forms and County's vendor performance evaluations (if applicable)
- d. Supporting email from the Risk Management Division
- e. A Supporting memoranda from the County Attorney's Office **will be forthcoming** under separate cover.

If any deficiencies are noted in any of these memoranda concerning your team, or corrections to previously submitted information, you have the opportunity to make explanation in writing via email of those deficiencies to the undersigned below by **2:00 p.m. Friday, May 28, 2021**.

Please note: an unredacted financial matrix will be transmitted by hardcover to the UDPA and will be marked confidential.

Note: The Cone of Silence is in effect for this solicitation.

A project repository is currently posted, including final solicitation and Developer's responses (non-confidential). Finalized matrix, memoranda, and other material will be posted at this link (and will be transmitted to the UDPA):

[https://www.broward.org/Purchasing/RepositoryDocuments/PNC2122559R1_Developer_for_Joint_Government_Center_Campus_\(JGCC\)_Step_One.html](https://www.broward.org/Purchasing/RepositoryDocuments/PNC2122559R1_Developer_for_Joint_Government_Center_Campus_(JGCC)_Step_One.html)

Please acknowledge your firm's receipt of and response to this email by reply.

The UDPA Meeting will be held on **Thursday, June 10, 2021**, at 1:00 p.m. Instructions on virtual attendance (only) will be provided under separate cover. Note – there are no vendor presentations during this meeting, however there may be questions by the UDPA.

Thank you.

#

Connie Mangan, CPPO, Purchasing Manager

Broward County Purchasing Division

Metric / Project	Thames Tideway Tunnel	Reliance Rail	Royal Childrens	Alberta Schools	Diabolo Rail	Vic Schools 2
Date Completed	2025	2017	2008	2008	2012	2018
Equity USD(m)	2,000	985	78	35	36	27
Debt USD(m)	1,600	1,853	812	350	279	235

Phone: 954-357-6336

www.broward.org/purchasing

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Sonnenblick- Suffolk/Pirtle (SSP)

Additional Information - Clarifications

Mangan, Constance

From: Strehle, Brit <bstrehle@suffolk.com>
Sent: Friday, May 28, 2021 11:05 AM
To: Mangan, Constance; Bob Sonnenblick; Tuffo, Peter; 'mike@pirtleconstruction.com'; 'jamey@pirtleconstruction.com'; Glover, Gordon; Chang, Stephen; Kennedy, Chris; Ian A. Nestler (INestler@pgal.com)
Cc: O'Donnell, Sean
Subject: RE: Sonnenblick-Suffolk/Pirtle (SSP) - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus
Attachments: Sonnenblick-Suffolk.Pirtle Matrix Response 5.28.21.pdf

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Hello,

Thank you for the opportunity to provide explanation/correction to any deficiencies in the matrices. On behalf of our team, please find our response attached. We hope you have a very nice holiday weekend and look forward to continuing our conversations regarding this exciting project.

Sincerely,
Brittany Strehle, Suffolk

Brit Strehle
Marketing Director, Pursuit Management

D | 5612823016
C | 7277984968
F | 561-273-1831

Suffolk

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From: Mangan, Constance <CMANGAN@broward.org>
Sent: Wednesday, May 26, 2021 2:47 PM
To: Bob Sonnenblick <bob@sonndev.com>; Tuffo, Peter <PTuffo@suffolk.com>; Diaz, Juan <JDiaz@suffolk.com>;

'mike@pirtleconstruction.com' <mike@pirtleconstruction.com>; 'jamey@pirtleconstruction.com' <jamey@pirtleconstruction.com>; Glover, Gordon <GGlover@suffolk.com>
Cc: O'Donnell, Sean <SODONNELL@broward.org>; Strehle, Brit <bstrehle@suffolk.com>
Subject: [External] Sonnenblick-Suffolk/Pirtle (SSP) - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus

To: Sonnenblick-Suffolk/Pirtle (SSP)

The Sponsors' staff and consultants have reviewed your Team's submittal for RFQ No. PNC2122559R1, Developer for Joint Government Center Campus.

Attached is the PDF of:

- a. Financial Matrix
- b. A/E & Contractor Matrix
- c. Vendor reference verification forms and County's vendor performance evaluations (if applicable)
- d. Supporting email from the Risk Management Division
- e. A Supporting memoranda from the County Attorney's Office **will be forthcoming** under separate cover.

If any deficiencies are noted in any of these memoranda concerning your team, or corrections to previously submitted information, you have the opportunity to make explanation in writing via email of those deficiencies to the undersigned below by **2:00 p.m. Friday, May 28, 2021**.

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Note: The Cone of Silence is in effect for this solicitation.

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[https://www.broward.org/Purchasing/RepositoryDocuments/PNC2122559R1_Developer_for_Joint_Government_Center_Campus_\(JGCC\)_Step_One.html](https://www.broward.org/Purchasing/RepositoryDocuments/PNC2122559R1_Developer_for_Joint_Government_Center_Campus_(JGCC)_Step_One.html)

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Thank you.

#

Connie Mangan, CPPO, Purchasing Manager
Broward County Purchasing Division
Phone: 954-357-6336
www.broward.org/purchasing

Customer Care is my priority. How am I doing? Please contact my Director, Brenda Billingsley, at bbillingsley@broward.org with feedback.

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May 28, 2021

Ms. Connie Mangan, Purchasing Manager
Broward County
115 South Andrews Avenue, Room 212
Fort Lauderdale, FL 33301

Dear Ms. Mangan:

Thank you for the opportunity to provide explanation and correction to any deficiencies your team noted in the matrices. As an overall note, we did see that some of our images and text were removed through BidSync (however these should be in our hard copies as well as our flash drive). Please see our commentary below:

Financial Matrix:

1. On page 10, please remove ('construction only, O&M TBD') from the 'financially responsible party' box underneath Suffolk Construction Company.
2. To clarify on page 20 – 'single point of contact' would be Robert Sonnenblick.
3. All of the project experience shown on pages 56-60 were completed by Sonnenblick Holdings LLC. (Formed in 1998). This firm has the exact same LLC members and managing director as Sonnenblick Development LLC; Robert (Bob) Sonnenblick.
4. To clarify the 'delivery type' on project experience pages 56-60; these were all DBFOM.
5. On page 61, under 'additional comments' – previous firm delivered **five** government-leased office buildings. All projects on pages 56-60 had government tenants.

AE/GC Matrix:

1. On page 2 of 49, Information for two of the Michael Graves team's key personnel entered into the spreadsheet is not consistent with the proposal. The entries should read:

Principal-In-Charge

Thomas Rowe AIA (Ian Nestler, AIA LEED AP is PGAL)

Project Manager

Matthew Ligas AIA, LEED, AP

Program Executive/ Workplace Strategist / Programmer

Karen Nichols FAIA

Remove Principal-in-Charge, Project Manager, Programmer from Karen's credentials that are listed below license page number line)

Designer – please **remove** this right above Lead Architectural Designer

Lead Architectural Designer Robert Blaser AIA

2. Page 12 of 49, the information entered into the spreadsheet is not consistent with the proposal. The Michael Graves team's resumes and projects show the following, which have clarified for convenience:



The Fred D. Thompson United States Courthouse & Federal Building in Nashville, TN is a GSA-led Bridging Design-Build project for which Michael Graves is the Bridging Architect.

Granite Park VII, Financial Services Company Operational Hub, Plano, TX, and Midtown Center, Financial Services Company Headquarters, Washington, DC were designed with significant involvement of Construction Managers at Risk (CMAR), similar to an Integrated Project Delivery process but without a direct contractual arrangement between designer and builder.

3. On page 25 of 49, Project Approach Continuation: Please note that we included a section in our proposal entitled “Integrating the Design Criteria Package”, which appears on Page 105 of our response that addressed the integration of the DCP. However, we are offering the following more detailed response to this question:

The Design Criteria Package (DCP) establishes the baseline for the JGCC building complex. It represents a comprehensive picture of the project’s multiple requirements as of November 2020 and will be used by our A/E team as the Basis of Design. The DCP can be understood in two parallel tracks: (1) space, i.e., allocation of area/function; and (2) performance, such as criteria for architectural and interior finishes, building systems and operations, sustainability and wellness, security, etc.

Space allocation: Architecture

- The DCP’s facility needs assessment and program of areas will be followed literally in the initial architectural design, during which the design team will explore architectural and urban design opportunities for public spaces, which may or may not affect the areas.
- Architectural program compliance and deviations will be tracked in tables of areas at Schematic Design and Design Development, at which time they will be deemed final.
- Subsequent changes requested by the clients affecting the areas will be documented.

Space allocation: Workplace Interior Design

- We assume that the build-up of the facility needs/program for the governmental departments represents a snapshot in time and we will use it to plan the workplace.
- We will request verification from the City and County prior to finalizing the interior design, which will occur during Construction Documents and potentially during base building construction to the extent that it materially affect layouts or systems distribution. Certain changes will be the responsibility of the agencies, as will be worked out in detail with the development team.
- Workplace planning will be modular and templated to allow the City and County flexibility to make adjustments over time based on changing business needs. We note that the DCP already anticipates response to Covid in the space planning.

Performance criteria: Building Systems

- We will create a checklist of criteria for building systems (e.g., MEP/FP, Low Voltage, etc.) provided in the DCP at the beginning of the design phases, which will be updated to show compliance or deviation as the project proceeds.
- This will follow through project delivery/construction and commissioning.

Performance criteria: LEED and WELL (as applicable)

- Standard checklists will be initiated at the beginning of the design phases and will be updated throughout the course of the project, through commissioning and the certification process, if applicable.



4. On page 33 of 49, it states that we have included a generic organizational chart without management staff names identified, however we did include an organizational chart with lead personnel identified on page 145 of our response. Bidsync removed some of the text from this page.
5. On Page 35 of 49, our Team Member's LEED projects are not listed like our competitors are in this section of the matrix. We respectfully ask that you add the following to the matrix for consistency:
 - Chris Kennedy, Preconstruction Manager: Wells Fargo Center – LEED Gold, Miami-Dade County Children's Courthouse- LEED Silver, All Aboard Florida MiamiCentral – LEED Silver
 - Jamey Armstrong, Broward County/City of Fort Lauderdale Liaison: Broward Addiction Recovery Center-LEED Gold, Broward Judicial Complex – LEED Gold, Broward College Science Building and Chiller Plant – LEED Silver
 - John Planz – Project Director: Texas Central-LEED Silver, All Aboard Florida – LEED Silver, Port St. Lucie Civic Center – LEED Silver
 - Julio Cruz – Project Manager/Project Executive: 2000 Ocean – LEED Silver
 - Chris Smith – General Superintendent: Wells Fargo Center – LEED Gold, Miami-Dade County Children's Courthouse – LEED Silver, Royal Caribbean PortMiami Terminal A – LEED Silver
 - Dan Shefferly – Senior Superintendent: Public Safety and Admin Building – LEED Gold
 - Claude Doyon – Senior Superintendent: CityCenter Las Vegas – LEED Gold
 - Geoff Camp – BIM Manager: 2000 Ocean – LEED Silver, Exxon Mobil Campus – LEED Gold
6. To clarify, on page 48 of 49, the projects we have yet to start are our projected projects.

Please reach out should you have any further questions.

Sincerely,

Robert Sonnenblick

Robert Sonnenblick
On behalf of Sonnenblick-Suffolk/Pirtle

From: [Bob Sonnenblick](#)
To: [Mangan, Constance](#)
Cc: [O'Donnell, Sean](#)
Subject: Sonnenblick - Suffolk Request for Clarification 4-29-21 9
Date: Wednesday, May 19, 2021 4:54:23 PM
Attachments: [image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)
[image006.png](#)
[image007.png](#)

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Constance & Sean,

1. In my personal opinion, Suffolk is NOT the financially responsible party for "THE PROJECT" (your term). Suffolk is instead the financially responsible party member of The Developer. But the developer responsibility in this deal is really very small....maybe the equivalent of a about \$1 million in a \$700 Million total project.

Please let me explain & clarify this . It may help you understand things better. This is how I have successfully structured & completed the previous four similar projects on Sonnenblick-Government buildings...

The real "financially responsible parties" in our deal are the Surety Bond Insurance Companies. They are the ones putting up their billion-dollar net worth guarantees here, which guarantee the project's total construction cost and delivery date.

The project cost and the occupancy date are the most important issues here for the County and The City. The cost guaranty lets us do a bond financing through Barclays Bank. Without this Insurance Company cost guaranty and the delivery-date guaranty, The Bank would not make this loan. We could not float these bonds.

Also, because these insurance companies are Triple A rated and we have their guarantee, we can borrow at an interest rate during the construction period which is virtually identical to what the County itself can borrow at. This point is VERY important to Bertha. Please talk to her about this. Our deal structure has no high interest rate equity in it! She is (correctly) very much against using high interest rate money in this deal...

This structure has taken away all of the construction risk for the bondholders. That, when combined with a set of Government-credit leases which commence rental payments at completion of construction, enable us to sell these 30-year fixed-rate tax-exempt bonds. That gives the County & the City the lowest possible long-term occupancy cost.

So, we can easily represent that Suffolk is the financially responsible party within the development team, for the work of the developer.

That is not a problem. But are they the financially responsible party for the whole \$700 Million "project" (your term). I would say "absolutely not" to that. That is the Surety Bond Insurance Companies, and their combined net worth , which is in excess of \$ 100 Billion.

2. Per your request, here are the 5 most recent Sonnenblick government projects. We "performed" all of these. I am personally the Chairman or LLC Manager on all of these buildings. See attached three JPEGS. The second one was just closed last January. I dont have the names of the developers for the Barclay's projects. The Barclays list provided was simply included to show you their exceptional track record and history of funding municipal projects in Florida. Those are not Sonnenblick-developed projects.

SONNENBLICK DEVELOPMENT LLC

*Continuing to be California's Leader in
Government-Tenanted Build-to-Suit Projects*



L.A. County Building
Department of Social Services
El Monte, California



L.A. County Building - Phase 2
Department of Children's Services
El Monte, California



Department of Homeland Security
L.A. Headquarters Building
Norwalk, California



L.A. County Building
Department of Social Services
West L.A., California

Mr. Robert Sonnenblick

SONNENBLICK DEVELOPMENT LLC

1422 Cuesta Linda Drive • Pacific Palisades, California 90272

Tel: (310) 230-1200 • Fax: (310) 230-1263

E-mail: Bob@SonnDev.com • www.SonnDev.com

SONNENBLICK DEVELOPMENT LLC

L.A. County - Monterey Park

\$37,500,000

(Acquisition & Construction Cost)



An 86,000 sq.ft. government office building that is now 80% pre-leased to The Social Services Dept.

Mr. Robert Sonnenblick

SONNENBLICK DEVELOPMENT LLC



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E-mail: Bob@SonnDev.com

www.SonnDev.com

SONNENBLICK DEVELOPMENT LLC NORWALK GOVERNMENT CENTER

\$66,400,000

(10-year 3.79 % fixed-rate interest-only
CMBS Mortgage bonds)

Wells Fargo Bank



Mr. Robert Sonnenblick

SONNENBLICK DEVELOPMENT LLC



SONNENBLICK
DEVELOPMENT

Tel: (310) 230-1200 • Fax: (310) 230-1263

E-mail: Bob@SonnDev.com

www.SonnDev.com

I hope this answers your questions. If not, I am happy to talk to you and Sean at any time. Please feel free to call or email me with any other questions, clarifications or issues.

Bob Sonnenblick
LLC Manager

PS. Would you like a letter on Suffolk letterhead confirming that it is the entity that is financially responsible for the "development" work/scope on this project? You are correct, that would not be on a Sonnenblick-Suffolk-Pirtle letterhead.

On Wed, May 19, 2021, at 10:06 AM, Mangan, Constance wrote:

Good afternoon Bob and Gordon – thank you each for previous responses for clarification. We have some additional clarifications/request for information:

- As Suffolk is confirmed as a financially responsible party, we would like to request a letter from Suffolk acknowledging it is a financially responsible party for this Project, from individual authorized to bind (the letter from Mr. Sonneblick is helpful, however it is from the Sonneblick-Suffolk/Pirtle entity).
- For the projects submitted for Developer's Past / Current experience, can you can you identify the projects that Sonneblick LLC entity performed. If not Sonneblick LLC, please identify the entity (and current relationship to entity). Similar question for projects identified with Barclay's experience – if you can confirm Developer or Equity Member's experience for projects identified (or if there are alternate projects for Developer/Equity Member's past/current experience).

If you can please advise by Thursday, close of business, it would appreciated. Thank you, Connie



Connie Mangan, Purchasing Manager

Purchasing Division

115 S. Andrews Ave. Suite 212, Fort Lauderdale, FL 33301

Phone: 954-357-6336

www.broward.org/purchasing

Customer Care is my priority. How am I doing? Please contact my Director, Brenda Billingsley, at bbillingsley@broward.org with feedback.

From: Glover, Gordon <GGlover@suffolk.com>

Sent: Tuesday, May 4, 2021 4:41 PM

To: O'Donnell, Sean <SODONNELL@broward.org>; Mangan, Constance <CMANGAN@broward.org>

Cc: Bob Sonnenblick <bob@sonndev.com>; Kennedy, Chris <CKennedy@suffolk.com>; Friedman, Bernie <bfriedman@beckerlawyers.com>
Subject: Sonnenblick - Suffolk Request for Clarification 4-29-21

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Hello Sean,

On behalf of the Sonnenblick Suffolk team you will find the answers to the request for clarifications dated 4-29-21.

If you need further clarification reach out and we will accommodate.

Best Regards,

Gordon Glover

Vice President

D | [2397913030](tel:2397913030)

C | [2392923472](tel:2392923472)

Suffolk

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- image001.jpg
- image002.png
- image003.png
- image004.png
- image005.png
- image006.png
- image007.png

From: [Glover, Gordon](#)
To: [Mangan, Constance](#); [Strehle, Brit](#); [Bob Sonnenblick](#)
Cc: [Kennedy, Chris](#); [Friedman, Bernie](#)
Subject: Sonnenblick-Suffolk.Pirtle.RFI Response 5.20.21
Date: Thursday, May 20, 2021 4:40:45 PM
Attachments: [image341219.png](#)
[image244605.png](#)
[image275954.png](#)
[image324499.png](#)
[image329178.png](#)
[image208565.png](#)
[Sonnenblick-Suffolk.Pirtle.RFI Response 5.20.21 attachment .pdf](#)
[Sonnenblick-Suffolk.Pirtle.RFI Response 5.20.21.pdf](#)

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Hello Connie

Attached are the responses to the RFI's dated 5.20.21. You will see the letter confirming Suffolk as the financially responsible party has been signed (digitally) by our CFO who can bind the company.

If you have further questions or need additional clarification please reach out.

Thank you

Gordon Glover
Vice President

D | 2397913030
C | 2392923472

Suffolk

Prove impossible wrong

suffolk.com





May 20, 2021

Ms. Connie Mangan, Purchasing Manager
 Broward County
 115 South Andrews Avenue, Room 212
 Fort Lauderdale, FL 33301

Dear Ms. Mangan:

On behalf of the Sonnenblick-Suffolk/Pirtle Team, I pleased to provide you with the following responses to your Request for Clarification in red below:

1. As Suffolk is confirmed as a financially responsible party, we would like to request a letter from Suffolk acknowledging it is a financially responsible party for this Project, from individual authorized to bind (the letter from Mr. Sonnenblick is helpful, however it is from the Sonnenblick-Suffolk/Pirtle entity).

We have attached this letter to this email.

2. For the projects submitted for Developer's Past / Current experience, can you identify the projects that Sonnenblick LLC entity performed. If not Sonnenblick LLC, please identify the entity (and current relationship to entity).

Below is a matrix that explains the relationship between Sonnenblick FLL, LLC and the entities listed.

Project Title	Developer Name	Relationship to Responding Developer
El Monte 1 – LA County	Sonnenblick Development LLC	Special-purpose entity controlled by the same managing member of Sonnenblick FLL, LLC
El Monte 2 – LA County	Sonnenblick Development LLC	Special-purpose entity controlled by the same managing member of Sonnenblick FLL, LLC
Rancho Park Building – LA County	Sonnenblick Development LLC	Special-purpose entity controlled by the same managing member of Sonnenblick FLL, LLC
Monterey Park Building – LA County	Sonnenblick Development LLC	Special-purpose entity controlled by the same managing member of Sonnenblick FLL, LLC
Norwalk Government Center – LA County Headquarters for Dept. of Homeland Security	Sonnenblick Industries LLC	Special-purpose entity controlled by the same managing member of Sonnenblick FLL, LLC



3. Similar question for projects identified with Barclay's experience – if you can confirm Developer or Equity Member’s experience for projects identified (or if there are alternate projects for Developer/Equity Member’s past/current experience).

In relation to the three (3) additional projects provided by Barclays, they were included to comply with page 5 of the *Evaluation Criteria for Developer Qualification Submittal Requirements* which states “These roles should incorporate the utilization of financing to drive Project performance.” Barclays role on those developments was to secure the financing as part of the development team.

Project Title	Developer Name	Barclays Role
Long Beach Civic Center P3	Plenary	Financing to Drive Project Performance
Central 70 Project	Kiewit Meridiam	Financing to Drive Project Performance
Denver Rapid Transit – Eagle P3	Denver Transit Partners	Financing to Drive Project Performance

Please reach out should you have any further questions or concerns. Thank you.



May 20, 2021

Ms. Connie Mangan, Purchasing Manager
Broward County
115 South Andrews Avenue, Room 212
Fort Lauderdale, FL 33301

Dear Ms. Mangan:

Suffolk will be the Financially Responsible Party within the development group. The Surety Bond Insurance Companies are the correct Financially Responsible Parties for the design build contract.

Please reach out should you have any further questions.

Sincerely,

Puneet Mahajan, CFO
Suffolk

From: [Bob Sonnenblick](#)
To: [O'Donnell, Sean](#); [Mangan, Constance](#)
Subject: Request for Clarification * PNC2122559R1 * Developer for Joint Government Center Campus (JGCC) (Step 1) * SONNENBLICK-SUFFOLK/PIRTLE
Date: Friday, April 30, 2021 8:46:18 PM

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Subject: Re: Request for Clarification * PNC2122559R1 * Developer for Joint Government Center Campus (JGCC) (Step 1) * SONNENBLICK-SUFFOLK/PIRTLE...Confidential Response.

Date: Friday, April 30, 2021 5:32 PM

Sean,

Thanks for your 4-29 email. Here is our response to your questions:

1. Barclays Bank is a financier to the Sonnenblick-Suffolk Group on this project. They are providing a combined 2-year construction loan and then a 30-year fixed-rate tax-exempt loan to us. They are absolutely NOT a financially responsible party for us on this project. We are sorry that our previous response on this issue was un-clear.

Our Financially responsible parties for this project are our Surety Bond Insurance Companies. They are Travellers Insurance Company, Liberty Mutual Insurance Company, Zurich Insurance Company and The Chubb Insurance Company. Combined, their net worth/shareholders equity is in excess of \$ 100 BILLION. This is the exact same concept that Sonnenblick has successfully used on all of its previous P-3 Government projects & financings (see attached).

These surety bond insurance companies are ALL rated "Triple A" by the national credit rating agencies. This will enable Barclays Bank to sell these 30-year tax-exempt bonds for the Sonnenblick-Suffolk team at virtually the same interest rates that Broward County & The City of Fort Lauderdale can borrow at. That then leads to Sonnenblick-Suffolk giving these Gov't tenants a very low (flat) rental rate on their leases.

Because these bonds will be self-amortizing over the 30-year lease term, it also enables Sonnenblick-Suffolk to offer these tenants a \$1 purchase offer on their office space and parking, at the end of the capital lease.

2 & 3. You may regard Suffolk as a Financially Responsible Party for the development portion of this transaction. You already have their financial statements. Again, however, the Surety Bond Insurance Companies are truly the Financially Responsible Parties for the overall project and its financing. They are the ones "on the hook" for making this project happen financially. The County and The City will be a direct (written) beneficiary of this surety bond

agreement between our entity and the insurance companies. The Government tenants want to know that this building will be delivered on time, on budget, and per the pre-agreed plans & specs. That is exactly what this UN-conditional surety bond does. It also enables us to obtain this great 30-year tax-exempt (fixed) interest rate for the project.

No, neither Sonnenblick nor Suffolk has a corporate credit rating. But the insurance companies do..."Triple A".

Cordially yours,

Robert Sonnenblick
LLC Manager
4-30-21

SONNENBLICK DEVELOPMENT LLC

L.A. County- El Monte Phase #1

\$39,300,000

(Construction Cost)



Mr. Robert Sonnenblick

SONNENBLICK DEVELOPMENT LLC



SONNENBLICK
DEVELOPMENT

Tel: (310) 230-1200 • Fax: (310) 230-1263

E-mail: Bob@SonnDev.com

www.SonnDev.com

SONNENBLICK DEVELOPMENT LLC

L.A. County- El Monte Phase #2

\$52,700,000

(Construction Cost)



Mr. Robert Sonnenblick

SONNENBLICK DEVELOPMENT LLC



SONNENBLICK
DEVELOPMENT

Tel: (310) 230-1200 • Fax: (310) 230-1263

E-mail: Bob@SonnDev.com

www.SonnDev.com

On Thu, Apr 29, 2021, at 10:51 AM, O'Donnell, Sean wrote:

SONNENBLICK DEVELOPMENT LLC
L.A. County- Rancho Park Bldg.
\$43,000,000

(Construction Cost)



Mr. Robert Sonnenblick

SONNENBLICK DEVELOPMENT LLC



Tel: (310) 230-1200 • Fax: (310) 230-1263
E-mail: Bob@SonnDev.com
www.SonnDev.com

Good Afternoon SONNENBLICK-SUFFOLK/PIRTLE,

SONNENBLICK DEVELOPMENT LLC NORWALK GOVERNMENT CENTER

\$66,400,000

(10-year 3.79 % fixed-rate interest-only
CMBS Mortgage bonds)

Wells Fargo Bank



Mr. Robert Sonnenblick

SONNENBLICK DEVELOPMENT LLC



SONNENBLICK
DEVELOPMENT

Tel: (310) 230-1200 • Fax: (310) 230-1263

E-mail: Bob@SonnDev.com

www.SonnDev.com

Broward County and City of Fort Lauderdale would like to thank you and your teams for submitting a response for PNC2122559R1, Developer for Joint Government Center Campus (JGCC) (Step One). On behalf of the Sponsors, this is a Request for Clarifications pertaining to SONNENBLICK-

SUFFOLK/PIRTLE's submittal:

1. It appears that Barclays is a financier which would be associated with underwriting project debt as opposed to a Financially Responsible Party as defined in the RFQ. As the Financially Responsible Party, Barclays would be providing a backstop to the financial obligations of equity and development of the project on behalf of Sonneblick-Suffolk-Pirtle.

Please confirm Barclays' role is that of a financier, and not that of a Financially Responsible Party.

- a. **Reference: RFQ Page 10 Section F.**

- o **Financially Responsible Party: a parent company, affiliate company or investment fund that provides a guarantee confirming financial support for the Developer or a member of the consortium.**

2. Please confirm that the Financially Responsible Party(ies) for Sonneblick-Suffolk-Pirtle are both Sonneblick and Suffolk. If you are in agreement with this, per the RFQ please provide audited financial statements for Sonneblick for 2020, 2019 and 2018 in accordance with US GAAP/IFRS and in USD. All financial information can be submitted confidentially.

- b. **Reference: RFQ Page 24, Section 3.C-D**

3. Sonneblick and Suffolk, please provide a list or statement indicating whether or not each entity has a credit rating, and if so, provide a copy of its respective credit rating.

- a. **Reference: RFQ Page 26, Section 4.C**

For reference, the RFP Instructions regarding submission of confidential material:

Confidential Material/ Public Records and Exemptions

Broward County is a public agency subject to Chapter 119, Florida Statutes. Upon receipt, all submittals become "public records" and shall be subject to public disclosure consistent with Chapter 119, Florida Statutes. Submittals may be posted on the County and City's public website or included in a public records request response unless there is a declaration of "confidentiality" pursuant to the public records law and in accordance with the procedures in this section.

Any confidential material(s) the Developer/Developer Team Member asserts is exempt from public disclosure under Florida Statutes must be labeled as "Confidential" and marked with the specific statute and subsection asserting exemption from Public

Records.

To submit confidential material in response to this Request for Clarification, **three hardcopies and two (2) Flash Drives** must be submitted in a sealed envelope to:

Broward County Purchasing Division
115 South Andrews Avenue, Room 212
Fort Lauderdale, FL 33301

If any information is not confidential, please respond by email with the requested information at your earliest convenience. Additionally, if there are multiple items, we can take separate submissions as the information is available.

All of the above information and/or confirmation of information, is required by **Tuesday, May 4, 2021** by 5:00 PM (EST).

Please note, separate emails may be sent for other requests for clarification.

Please advise if you have any questions. We look forward to your response.

Regards,



Sean O'Donnell, Purchasing Agent

Purchasing Division

115 S. Andrews Ave. Suite 212, Fort Lauderdale, FL 33301

Phone: 954-357-6074

Email: sodonnell@broward.org

www.broward.org/purchasing

Please note that Florida has a broad public records law, and that all correspondence sent to me via Email may be subject to disclosure.

Under Florida law, most e-mail messages to or from Broward County employees or officials are public records, available to any person upon request, absent an exemption. Therefore, any e-mail message to or from

the County, inclusive of e-mail addresses contained therein, may be subject to public disclosure.

From: [Glover, Gordon](#)
To: [O'Donnell, Sean](#); [Mangan, Constance](#)
Cc: [Bob Sonnenblick](#); [Kennedy, Chris](#); [Friedman, Bernie](#)
Subject: Sonnenblick - Suffolk Request for Clarification 4-29-21
Date: Tuesday, May 4, 2021 4:41:20 PM
Attachments: [image234838.png](#)
[image520004.png](#)
[image044813.png](#)
[image578374.png](#)
[image935017.png](#)
[image339198.png](#)
[Sonnenblick-Suffolk.Pirtle.RFI Response.pdf](#)

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Hello Sean,

On behalf of the Sonnenblick Suffolk team you will find the answers to the request for clarifications dated 4-29-21.

If you need further clarification reach out and we will accommodate.

Best Regards,

Gordon Glover
Vice President

D | 2397913030
C | 2392923472

Suffolk

Prove impossible wrong

suffolk.com





May 4, 2021

Mr. Sean O'Donnell, Purchasing Agent
Broward County
115 South Andrews Avenue, Room 212
Fort Lauderdale, FL 33301

Dear Mr. O'Donnell:

On behalf of the Sonnenblick-Suffolk/Pirtle Team, I pleased to provide you with the following responses to your Request for Clarification in red below:

1. It appears that Barclays is a financier which would be associated with underwriting project debt as opposed to a Financially Responsible Party as defined in the RFQ. As the Financially Responsible Party, Barclays would be providing a backstop to the financial obligations of equity and development of the project on behalf of Sonnenblick-Suffolk/Pirtle. Please confirm Barclays' role is that of a financier, and not that of a Financially Responsible Party.

a. **Reference: RFQ Page 10 Section F.**

- o **Financially Responsible Party: a parent company, affiliate company or investment fund that provides a guarantee confirming financial support for the Developer or a member of the consortium.**

Barclays is a financier to the Sonnenblick-Suffolk team on this project.

2. Please confirm that the Financially Responsible Party(ies) for Sonnenblick-Suffolk/Pirtle are both Sonnenblick and Suffolk. If you are in agreement with this, per the RFQ please provide audited financial statements for Sonnenblick for 2020, 2019 and 2018 in accordance with US GAAP/IFRS and in USD. All financial information can be submitted confidentially.

b. **Reference: RFQ Page 24, Section 3.C-D**

Suffolk will be the Financially Responsible Party within the development group. The Surety Bond Insurance Companies are the correct Financially Responsible Parties for the design build contract. The 501C3 entity which will be created to own the building will be the financially responsible party to service the bonds and ensure proper financial controls are in place to distribute dollars as part of the development. The 501C3 will have a Board of Directors to ensure compliance.

3. Sonnenblick and Suffolk, please provide a list or statement indicating whether or not each entity has a credit rating, and if so, provide a copy of its respective credit rating.

a. **Reference: RFQ Page 26, Section 4.C**

Sonnenblick as a private company does not have a credit rating. Suffolk as a privately held company does not have a credit rating, however Suffolk has provided a bank reference and financial statements that demonstrate the financial strength of the organization. Our team has a consortium of insurance and bonding companies that are publicly traded which all have some of the best credit ratings in their respective industries.

Sincerely,

Robert Sonnenblick on behalf of Sonnenblick-Suffolk

From: [Glover, Gordon](#)
To: [Mangan, Constance](#); [Strehle, Brit](#); [Bob Sonnenblick](#); [Tuffo, Peter](#); "mike@pirtleconstruction.com"; "jamey@pirtleconstruction.com"; [Chang, Stephen](#); [Kennedy, Chris](#); [Ian A. Nestler \(INestler@pgal.com\)](#)
Cc: [O'Donnell, Sean](#)
Subject: RE: Sonnenblick-Suffolk/Pirtle (SSP) - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus
Date: Wednesday, June 2, 2021 4:04:28 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)
[image006.png](#)
[image501579.png](#)
[image595343.png](#)
[image120934.png](#)
[image016402.png](#)
[image363938.png](#)
[image809828.png](#)

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Hi Connie

Yes this is a mis-understanding.

We wanted to make sure that Suffolk is not viewed only as the financially responsible party for construction. We are also the financially responsible party for the development services.

Gordon Glover
Vice President

D | 2397913030
C | 2392923472

Suffolk

Prove impossible wrong

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From: Mangan, Constance <CMANGAN@broward.org>

Sent: Wednesday, June 2, 2021 3:56 PM

To: Strehle, Brit <bstrehle@suffolk.com>; Bob Sonnenblick <bob@sonndev.com>; Tuffo, Peter

<PTuffo@suffolk.com>; 'mike@pirtleconstruction.com' <mike@pirtleconstruction.com>;
'jamey@pirtleconstruction.com' <jamey@pirtleconstruction.com>; Glover, Gordon
<GGlover@suffolk.com>; Chang, Stephen <SChang@suffolk.com>; Kennedy, Chris
<CKennedy@suffolk.com>; Ian A. Nestler (INestler@pgal.com) <INestler@pgal.com>

Cc: O'Donnell, Sean <SODONNELL@broward.org>

Subject: [External] RE: Sonnenblick-Suffolk/Pirtle (SSP) - 48 Hour Review - PNC2122559R1,
Developer for Joint Government Center Campus

Good Afternoon – we had a follow up question/confirmation on 48 hour response.
Regarding Comment Number 1 received in regards to removing “Construction Only,
O&M TBD” from the “Financially Responsible Party” box, please confirm that Suffolk
Construction Company is the Financially Responsible Party to both Construction and
O&M? If you can please confirm as soon as possible. Thank you, Connie

Connie Mangan, CPPO, Purchasing Manager

Broward County Purchasing Division

Phone: 954-357-6336

www.broward.org/purchasing

Customer Care is my priority. How am I doing? Please contact my Director, Brenda Billingsley, at bbillingsley@broward.org with feedback.

From: Strehle, Brit <bstrehle@suffolk.com>

Sent: Friday, May 28, 2021 11:05 AM

To: Mangan, Constance <CMANGAN@broward.org>; Bob Sonnenblick <bob@sonndev.com>; Tuffo, Peter <PTuffo@suffolk.com>; 'mike@pirtleconstruction.com' <mike@pirtleconstruction.com>; 'jamey@pirtleconstruction.com' <jamey@pirtleconstruction.com>; Glover, Gordon <GGlover@suffolk.com>; Chang, Stephen <SChang@suffolk.com>; Kennedy, Chris <CKennedy@suffolk.com>; Ian A. Nestler (INestler@pgal.com) <INestler@pgal.com>

Cc: O'Donnell, Sean <SODONNELL@broward.org>

Subject: RE: Sonnenblick-Suffolk/Pirtle (SSP) - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus

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Hello,

Thank you for the opportunity to provide explanation/correction to any deficiencies in the matrices. On behalf of our team, please find our response attached. We hope you have a very nice holiday weekend and look forward to continuing our conversations regarding this exciting project.

Sincerely,

Brittany Strehle, Suffolk

Brit Strehle

Marketing Director, Pursuit Management

D | [5612823016](tel:5612823016)

C | [7277984968](tel:7277984968)

F | [561-273-1831](tel:561-273-1831)

Suffolk

Prove impossible wrong

suffolk.com



From: Mangan, Constance <CMANGAN@broward.org>

Sent: Wednesday, May 26, 2021 2:47 PM

To: Bob Sonnenblick <bob@sonndev.com>; Tuffo, Peter <PTuffo@suffolk.com>; Diaz, Juan <JDiaz@suffolk.com>; 'mike@pirtleconstruction.com' <mike@pirtleconstruction.com>; 'jamey@pirtleconstruction.com' <jamey@pirtleconstruction.com>; Glover, Gordon <GGlover@suffolk.com>

Cc: O'Donnell, Sean <SODONNELL@broward.org>; Strehle, Brit <bstrehle@suffolk.com>

Subject: [External] Sonnenblick-Suffolk/Pirtle (SSP) - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus

To: Sonnenblick-Suffolk/Pirtle (SSP)

The Sponsors' staff and consultants have reviewed your Team's submittal for RFQ No. PNC2122559R1, Developer for Joint Government Center Campus.

Attached is the PDF of:

- a. Financial Matrix
- b. A/E & Contractor Matrix
- c. Vendor reference verification forms and County's vendor performance evaluations (if applicable)
- d. Supporting email from the Risk Management Division
- e. A Supporting memoranda from the County Attorney's Office **will be forthcoming** under separate cover.

If any deficiencies are noted in any of these memoranda concerning your team, or corrections to previously submitted information, you have the opportunity to make explanation in writing via email of those deficiencies to the undersigned below by **2:00 p.m. Friday, May 28, 2021**.

Please note: an unredacted financial matrix will be transmitted by hardcover to the UDPA and will be marked confidential.

Note: The Cone of Silence is in effect for this solicitation.

A project repository is currently posted, including final solicitation and Developer's responses (non-confidential). Finalized matrix, memoranda, and other material will be posted at this link (and will be transmitted to the UDPA):

[https://www.broward.org/Purchasing/RepositoryDocuments/PNC2122559R1_Developer_for_Joint_Government_Center_Campus_\(JGCC\)_Step_One.html](https://www.broward.org/Purchasing/RepositoryDocuments/PNC2122559R1_Developer_for_Joint_Government_Center_Campus_(JGCC)_Step_One.html)

Please acknowledge your firm's receipt of and response to this email by reply.

The UDPA Meeting will be held on **Thursday, June 10, 2021, at 1:00 p.m.** Instructions on virtual attendance (only) will be provided under separate cover. Note – there are no vendor presentations during this meeting, however there may be questions by the UDPA.

Thank you.

Connie Mangan, CPPO, Purchasing Manager
Broward County Purchasing Division

Phone: 954-357-6336

www.broward.org/purchasing

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From: [Bob Sonnenblick](#)
To: [Mangan, Constance](#); [Strehle, Brit](#); [Tuffo, Peter](#); [Mike Geary \(mike@pirtleconstruction.com\)](#); [James Armstrong \(jamey@pirtleconstruction.com\)](#); [Glover, Gordon](#); [Chang, Stephen](#); [Kennedy, Chris](#); [inestler@pgal.com](#)
Cc: [O'Donnell, Sean](#)
Subject: Re: Sonnenblick-Suffolk/Pirtle (SSP) - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus
Date: Wednesday, June 2, 2021 6:01:09 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)
[image006.png](#)

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CBRE will be over-seeing O&M once the building opens, but they are just a fee-based "supplier", it would be incorrect to refer to them as "financially responsible for O & M". They will operate this building, as they do for all of our other Government-tenanted buildings.

Suffolk is definitely the responsible party on construction, but not on O & M.
TBD is the correct response on O & M.

Bob Sonnenblick
LLC Manager

On Wed, Jun 2, 2021, at 12:55 PM, Mangan, Constance wrote:

Good Afternoon – we had a follow up question/confirmation on 48 hour response. Regarding Comment Number 1 received in regards to removing “Construction Only, O&M TBD” from the “Financially Responsible Party” box, please confirm that Suffolk Construction Company is the Financially Responsible Party to both Construction and O&M? If you can please confirm as soon as possible. Thank you, Connie

Connie Mangan, CPPO, Purchasing Manager
Broward County Purchasing Division
Phone: 954-357-6336
www.broward.org/purchasing

Customer Care is my priority. How am I doing? Please contact my Director, Brenda Billingsley, at

bbillingsley@broward.org with feedback.

From: Strehle, Brit <bstrehle@suffolk.com>
Sent: Friday, May 28, 2021 11:05 AM
To: Mangan, Constance <CMANGAN@broward.org>; Bob Sonnenblick <bob@sonndev.com>; Tuffo, Peter <PTuffo@suffolk.com>; 'mike@pirtleconstruction.com' <mike@pirtleconstruction.com>; 'jamey@pirtleconstruction.com' <jamey@pirtleconstruction.com>; Glover, Gordon <GGlover@suffolk.com>; Chang, Stephen <SChang@suffolk.com>; Kennedy, Chris <CKennedy@suffolk.com>; Ian A. Nestler (INestler@pgal.com) <INestler@pgal.com>
Cc: O'Donnell, Sean <SODONNELL@broward.org>
Subject: RE: Sonnenblick-Suffolk/Pirtle (SSP) - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus

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Hello,

Thank you for the opportunity to provide explanation/correction to any deficiencies in the matrices. On behalf of our team, please find our response attached. We hope you have a very nice holiday weekend and look forward to continuing our conversations regarding this exciting project.

Sincerely,
Brittany Strehle, Suffolk

Brit Strehle

Marketing Director, Pursuit Management

D | [5612823016](tel:5612823016)
C | [7277984968](tel:7277984968)
F | [561-273-1831](tel:561-273-1831)

Suffolk

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From: Mangan, Constance <CMANGAN@broward.org>
Sent: Wednesday, May 26, 2021 2:47 PM
To: Bob Sonnenblick <bob@sonndev.com>; Tuffo, Peter <PTuffo@suffolk.com>; Diaz, Juan <JDiaz@suffolk.com>; 'mike@pirtleconstruction.com' <mike@pirtleconstruction.com>; 'jamey@pirtleconstruction.com' <jamey@pirtleconstruction.com>; Glover, Gordon <GGlover@suffolk.com>
Cc: O'Donnell, Sean <SODONNELL@broward.org>; Strehle, Brit <bstrehle@suffolk.com>
Subject: [External] Sonnenblick-Suffolk/Pirtle (SSP) - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus

To: Sonnenblick-Suffolk/Pirtle (SSP)

The Sponsors' staff and consultants have reviewed your Team's submittal for RFQ No. PNC2122559R1, Developer for Joint Government Center Campus.

Attached is the PDF of:

- a. Financial Matrix
- b. A/E & Contractor Matrix
- c. Vendor reference verification forms and County's vendor performance evaluations (if applicable)
- d. Supporting email from the Risk Management Division
- e. A Supporting memoranda from the County Attorney's Office **will be forthcoming** under separate cover.

If any deficiencies are noted in any of these memoranda concerning your team, or corrections to previously submitted information, you have the opportunity to make explanation in writing via email of those deficiencies to the undersigned below by **2:00 p.m. Friday, May 28, 2021**.

Please note: an unredacted financial matrix will be transmitted by hardcover to the UDPA and will be marked confidential.

Note: The Cone of Silence is in effect for this solicitation.

A project repository is currently posted, including final solicitation and Developer's responses (non-confidential). Finalized matrix, memoranda, and other material will be posted at this link (and will be transmitted to the UDPA):

[https://www.broward.org/Purchasing/RepositoryDocuments/PNC2122559R1_Developer_for_Joint_Government_Center_Campus_\(JGCC\)_Step_One\).html](https://www.broward.org/Purchasing/RepositoryDocuments/PNC2122559R1_Developer_for_Joint_Government_Center_Campus_(JGCC)_Step_One).html)

Please acknowledge your firm's receipt of and response to this email by reply.

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Thank you.

Connie Mangan, CPPO, Purchasing Manager
Broward County Purchasing Division

Phone: 954-357-6336

www.broward.org/purchasing

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Attachments:

- Sonnenblick-Suffolk.Pirtle Matrix Response 5.28.21.pdf
- Sonnenblick-Suffolk.Pirtle.RFI Response 5.20.2.pdf

United Campus Partners (UCP)

Additional Information - Clarifications

Mangan, Constance

From: Jennings, Mark <MJennings@bbcgrp.com>
Sent: Friday, May 28, 2021 1:36 PM
To: Mangan, Constance; Mike Schutt
Cc: O'Donnell, Sean; Wright, Justin
Subject: RE: United Campus Partners (UCP) - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus
Attachments: Workload Matrix_BBC_Summary Response Final.xlsx

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Dear Constance,

Many thanks for sharing the various documents relating to UCP's submission for the Joint Government Center Campus project. Our team has reviewed the documents. We found no major issues but did want to clarify a handful of points below that may help you in finalizing your review of our submission.

Financial RFQ Matrix

Page 11: All of Plenary Americas 53 projects across North America are P3s [53 projects across North America (**many all** of which are P3s)]

Page 53: We confirm that Plenary provided 100% of equity capital investment for the Long Beach Civic Center and no other entities provided any equity capital at any stage of the project. As the sole equity investor in Project Co, Plenary controlled the full debt issuance for the project.

Page 61: UCP has raised over \$13.5B in debt (Plenary has raised over \$6B in debt and BBI has raised over \$7.5B)

A-E and GC Matrix

Page 29: Balfour Beatty Construction has provided an Updated Project Workload List for review that includes the project challenges which had been noted as missing. This is in the file [*Workload Matrix_BBC_Summary Response Final.xlsx*] and is attached to this email.

UCP Pages from all Vendor References

Last two pages: we wanted to highlight that the last two pages contain email correspondence from a reference that is not from one of our UCP projects.

We hope these clarifications are helpful, should you wish to discuss any element of them please let me know.

I did also want to confirm that we have registered United Campus Partners LLC as a registered vendor on BidSync.

Thank you again for taking the time to review our submission – please let us know if we can assist in any way over the coming weeks.

Best regards

Mark Jennings

Mark Jennings

Executive Vice President | Balfour Beatty Investments

T: +1 (0)610 355 8063 | M: +1 (0)610 312 8707 | E: mjennings@bbcgrp.com



Build to Last
Lean. Expert. Trusted. Safe.

From: Mangan, Constance <CMANGAN@broward.org>

Sent: Wednesday, May 26, 2021 7:51 PM

To: Jennings, Mark <MJennings@bbcgrp.com>; Mike Schutt <Mike.Schutt@plenarygroup.com>

Cc: O'Donnell, Sean <SODONNELL@broward.org>; Wright, Justin <JWright@bbcgrp.com>

Subject: United Campus Partners (UCP) - 48 Hour Review - PNC2122559R1, Developer for Joint Government Center Campus

External Email

#

To: United Campus Partners (UCP)

The Sponsors' staff and consultants have reviewed your Team's submittal for RFQ No. PNC2122559R1, Developer for Joint Government Center Campus.

Attached is the PDF of:

- a. Financial Matrix
- b. A/E & Contractor Matrix
- c. Vendor reference verification forms and County's vendor performance evaluations (if applicable)
- d. Supporting email from the Risk Management Division
- e. A Supporting memoranda from the County Attorney's Office **will be forthcoming** under separate cover.

If any deficiencies are noted in any of these memoranda concerning your team, or corrections to previously submitted information, you have the opportunity to make explanation in writing via email of those deficiencies to the undersigned below by **2:00 p.m. Friday, May 28, 2021**.

Please note: an unredacted financial matrix will be transmitted by hardcover to the UDPA and will be marked confidential.

Note: The Cone of Silence is in effect for this solicitation.

A project repository is currently posted, including final solicitation and Developer's responses (non-confidential). Finalized matrix, memoranda, and other material will be posted at this link (and will be transmitted to the UDPA):

[https://www.broward.org/Purchasing/RepositoryDocuments/PNC2122559R1_Developer_for_Joint_Government_Center_Campus_\(JGCC\)_Step_One.html](https://www.broward.org/Purchasing/RepositoryDocuments/PNC2122559R1_Developer_for_Joint_Government_Center_Campus_(JGCC)_Step_One.html)

Please acknowledge your firm's receipt of and response to this email by reply.

The UDPA Meeting will be held on **Thursday, June 10, 2021**, at 1:00 p.m. Instructions on virtual attendance (only) will be provided under separate cover. Note – there are no vendor presentations during this meeting, however there may be questions by the UDPA.

Thank you.

#

Connie Mangan, CPPO, Purchasing Manager

Broward County Purchasing Division

Phone: 954-357-6336

www.broward.org/purchasing

Customer Care is my priority. How am I doing? Please contact my Director, Brenda Billingsley, at bbillingsley@broward.org with feedback.

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Updated Workload List for United Campus Partners

Ref: JGCC A-E and GC Matrix; page 48 of 49; Qualification item 6. Workload of the Firm

List Updated with Projected Projects and project challenges

Project Name & Location	Contract Value	Project Status	Project Challenges
Gables Station, Coral Gables, FL	173,116,563	ACTIVE	Tight urban site next to active, elevated commuter train tracks
Lake Nona Town Center – Wave Hotel, Orlando, FL	47,865,553	ACTIVE	High-rise construction; iconic design
Project Mischief, Orlando, FL	98,500,000	ACTIVE	Operating in active amusement park
Camden Lake Eola (520), Orlando, FL	78,408,439	ACTIVE	Downtown, tight urban site; high rise construction
Heritage Place At Broward Mall, Plantation, FL	612,451	ACTIVE	No known challenges
Wellington Bay, Wellington, FL	67,587,831	ACTIVE	Dense surrounding area with logistical limitations
Orlando Magic Training Facility, Orlando, FL	50,000,000	ACTIVE	Downtown, tight urban site
JU Basketball Training Facility, Jacksonville, FL	6,900,000	ACTIVE	Built in active campus
Broward County Convention Center Exp & Hotel, Fort Lauderdale, FL	780,000,000	ACTIVE	Working near active worlds third largest cruise ship port, meeting the schedule for the worlds largest boat show, meeting min 30% CBE
Lake Nona Hotel Garage, Orlando, FL	15,493,526	ACTIVE	Working in close proximity to other active projects
Tavistock Office 1C, Orlando, FL	11,200,000	ACTIVE	Urban site, zero lot line
Icon Marina Village Luxury Apartments, West Palm Beach, FL	110,000,000	ACTIVE	High-rise construction; tight urban site
Epcot Project 200 Cow, Orlando, FL	2,923,782	ACTIVE	Operating in active amusement park
Lemon Bay High School, Englewood, FL	63,703,304	COMPLETE	Work completed on active K-12 campus
Florida Atlantic University Continuing Services, Boca Raton, FL	6,000,000	COMPLETE	Work completed on active college campus
Disney Polynesian Resort Expansion, Lake Buena Vista, FL	84,574,672	COMPLETE	Work completed on active resort
Disney's Pandora: The World of Avatar, Lake Buena Vista, FL	322,090,343	COMPLETE	Work completed in active amusement park, complex steel construction; extensive BIM coordination
Orlando Magic Events Ctr Work, Orlando, FL	270,086	COMPLETE	Work completed in active facility
Ft. Lauderdale Int Apt Term. 4 W. Exp. & FIS, Ft. Lauderdale, FL	1,939,190	COMPLETE	Work completed in active airport
Disney's Animal Kingdom Base Park Expansion, Lake Buena Vista, FL	93,215,308	COMPLETE	Work completed in active amusement park
420 East (fka Artisan 420), Orlando, FL	45,396,464	COMPLETE	Downtown, tight urban site
Hard Rock Hotel & Resort - Daytona, Daytona Beach, FL	230,608	COMPLETE	No known challenges
JAA Hangar & Bldg Dev Prgm, Jacksonville, FL	39,185,999	COMPLETE	Work completed airside on active airport
Florida Int'l Univ Student Academic Success Center, Miami, FL	26,483,937	COMPLETE	Work completed on active college campus
Lynx Parramore Bus Rapid Transit (BRT), Orlando, FL	12,444,147	COMPLETE	Work completed adjacent to active roadways through downtown Orlando
Palm Beach SC Dennis P. Gallon Campus, Loxahatchee Groves, FL	22,283,423	COMPLETE	Work completed on active college campus
Loews Sapphire Falls Resort at Universal Orlando, Orlando, FL	245,031,460	COMPLETE	Accelerated schedule, site constraints, elevations of site
Alpharetta Data Center, Alpharetta, GA	171,930	COMPLETE	No known challenges
Solitar Brickell Apartments, Miami, FL	118,063,123	COMPLETE	Downtown, zero lot line site, high-rise construction
Windsor at Celebration, Celebration, FL	57,793,739	COMPLETE	Close coordination with 3rd party end user group/healthcare provider.
Loews Miami Beach Hotel Renovation Phase 1, Miami Beach, FL	3,826,725	COMPLETE	Ongoing daily hotel operations
Project Yellow Jacket, St Petersburg, FL	5,579,072	COMPLETE	High security clearances, repowering facility with no utility interruptions
UCF College of Medicine Clinical Skills Renovation, Orlando, FL	343,250	COMPLETE	No known challenges
Paseo De La Riviera, Coral Gables, FL	94,995,819	COMPLETE	Tight urban site
Plantation Office Renovation, Plantation, FL	216,448	COMPLETE	No known challenges
Margaritaville Hotel, Kissimmee, FL	140,000	COMPLETE	No known challenges
Jacksonville Regional Transportation Center (JRTC), Jacksonville, FL	48,883,357	COMPLETE	Complex logistics incorporating active intermodal bus station and elevated tracks into the facility.
Universal Project 927, Orlando, FL	150,000	COMPLETE	No known challenges
W Hotel Remodel-Ft Lauderdale, Ft Lauderdale, FL	21,600,000	COMPLETE	Work completed in operational hotel
Margaritaville Retail, Kissimmee, FL	19,345,194	COMPLETE	close coordination with 3rd party retail tenants, prioritizing scheduling and differing move in dates
Disney's Coronado Springs Resort Expansion, Lake Buena Vista, FL	171,832,341	COMPLETE	Work completed on active resort
Virgin MiamiCentral, Miami, FL	78,504	COMPLETE	No known challenges
Orange Lake Resorts Crb3-Cow, Cape Canaveral, FL	12,292,358	COMPLETE	Coastal environment
Lake Nona Pixon Apartments, Orlando, FL	42,000,000	COMPLETE	Downtown, tight urban site
Ucf Com Facilities Mgmt, Orlando, FL	9,935	COMPLETE	No known challenges
River Landing, Miami, FL	291,311,296	COMPLETE	Tight urban site boarded by Miami River; high-rise construction; facilitated owner design changes with no impact to schedule or budget
Lake Nona Parking Garage G Phase 2, Orlando, FL	15,649,832	COMPLETE	No known challenges
Epcot Project C-1, Orlando, FL	2,850,341	COMPLETE	Operating in active amusement park
SeaWorld Sesame Street, Orlando, FL	19,000,000	COMPLETE	Operating in active amusement park
Project 89 - River Country, Orlando, FL	56,300,372	COMPLETE	near water, environmental
Project Kappa, Orlando, FL	14,132,449	COMPLETE	Operating in active amusement park
Jta Environmental Grphics, Jacksonville, FL	169,432	COMPLETE	No known challenges
Epcot France Creperie, Lake Buena Vista, FL	5,505,951	COMPLETE	Operating in active amusement park
Project 256, Lake Buena Vista, FL	16,348,248	COMPLETE	Operating in active amusement park
Ice Breaker Roller Coaster, Orlando, FL	9,217,222	COMPLETE	Operating in active amusement park
Riptide Race, Orlando, FL	3,823,177	COMPLETE	Operating in active amusement park

LeAD Sports And Health Accelerator, Orlando, FL	2,255,637	COMPLETE	Operating in occupied building
Orlando Sports Entertainment District (OSED), Orlando, FL	2,850,341	PRECON	Urban site, zero lot line
Warren Henry W Broward Auto Ds, Davie, FL	75,000	PRECON	Managing escalation with COVID/Increased market demand between award/ contract/ NTP; tight urban site; high rise
Warren Henry S Dade Auto Dlrsp, Miami, FL	50,000	PRECON	Managing escalation with COVID/Increased market demand between award/ contract/ NTP; tight urban site; high rise
JIA Terminal Expansion, Jacksonville, FL	1,722,130	PRECON	No known challenges
Universal 904, Orlando, FL	150,000	PRECON	No known challenges
2000 Biscayne, Miami, FL	98,133,204	PROJECTED	Managing escalation with COVID/Increased market demand between award/ contract/ NTP; tight urban site; high rise
Related RD Las Olas, Fort Lauderdale, FL	95,000,000	PROJECTED	Managing escalation with COVID/Increased market demand between award/ contract/ NTP; tight urban site in Fort Lauderdale; high rise
FIU University City Phase 2, Sweetwater, FL	98,000,000	PROJECTED	Managing escalation with COVID/Increased market demand between award/ contract/ NTP; tight urban site; high rise
Warren Henry S Dade Auto Dealership, South Dade, FL	18,419,540	PROJECTED	Managing escalation with COVID/Increased market demand between award/ contract/ NTP
Warren Henry Broward Auto Dealership, Broward, FL	30,580,000	PROJECTED	Managing escalation with COVID/Increased market demand between award/ contract/ NTP
Alfond Inn, Orlando, FL	30,000,000	PROJECTED	Managing escalation with COVID/Increased market demand between award/ contract/ NTP; renovation of existing facility
SeaWorld 2021, Orlando, FL	11,007,777	PROJECTED	Managing escalation with COVID/Increased market demand between award/ contract/ NTP; operations in active park
Tampa Re-entry Facility, Tampa, FL	7,900,000	PROJECTED	Managing escalation with COVID/Increased market demand between award/ contract/ NTP; operations in active park; Working in an operational correctional facility; managing security and safety

From: [Jennings, Mark](#)
To: [O'Donnell, Sean](#); [Mangan, Constance](#)
Cc: [Mike Schutt](#); [Harris, John](#); [Wright, Justin](#)
Subject: FW: Request for Clarification * PNC2122559R1 * Developer for Joint Government Center Campus (JGCC) (Step 1) * United Campus Partners
Date: Tuesday, May 4, 2021 9:03:33 AM
Attachments: [BB LLC Final FS.pdf](#)
[JGCC Clarification Response Letters BLLC off bs liabilities.pdf](#)
[JGCC Clarification Response Letters BLLC no material change.pdf](#)

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Dear Sean and Constance,

Please see our responses to your clarification questions below in bold regarding United Campus Partners RFQ submission for the Joint Government Center Campus project.

1. Balfour Beatty, as a Financially Responsible Party, per the RFQ please provide audited financial statements for 2020 in accordance with US GAAP/IFRS and in USD? If these statements are not available for 2020, please provide for 2017 so that the most recent three years of financial statements are provided.
 - a. *Reference: RFQ Page 24, Section 3.C-D*
Response: Please find attached the audited financial statements for Balfour Beatty LLC for the fiscal year 2020 (filename BB LLC Final FS.pdf)
2. Balfour Beatty, as a Financially Responsible Party, please provide information regarding any material changes for the past three years, or a letter certifying that no material changes have occurred?
 - b. *Reference: RFQ Page 26, Section 4.A*
Response: We had combined the response regarding no material changes into our CFO letter for Balfour Beatty LLC. We have now split it out for greater clarity. Please see attached a letter confirming that no material changes have occurred (filename JGCC Clarification Response Letters BLLC no material change.pdf)
3. Balfour Beatty, as a Financially Responsible Party, please provide a letter certifying whether or not off-balance sheet liabilities in excess of \$10 million exist?
 - c. *Reference: RFQ Page 26, Section 4.B*
Response: We had combined the response regarding off balance sheet liabilities into our CFO letter for Balfour Beatty LLC. We have now split it out for greater clarity. Please see attached a letter confirming position with regards to off balance sheet liabilities (file name JGCC Clarification Response Letters BLLC off bs liabilities.pdf)
4. Regarding your submittal of financial information for which you claim confidentiality, your proposal did not contain the required written statement citing the applicable Florida Statute

provision, which allows your claim of confidentiality. (refer to below solicitation instructions below with the highlighted requirement for a written statement from your firm justifying your firm's claim of confidentiality of financial records.)

d. *Reference RFQ Page 19, Section 6*

Response: The materials that we submitted separately in the hardcopy files marked confidential should also have been labelled with the following: " These materials are requested to be maintained as exempt from public records disclosure pursuant to the exemption available under Section 119.071, (1)(c) of the Florida Statutes". Apologies for the oversight in our submission.

Mark Jennings

Executive Vice President | Balfour Beatty Investments

T: +1 (0)610 355 8063 | M: +1 (0)610 312 8707 | E: mjennings@bbcgrp.com



From: O'Donnell, Sean <SODONNELL@broward.org>

Sent: Thursday, April 29, 2021 6:51 PM

To: Jennings, Mark <MJennings@bbcgrp.com>; Mike Schutt <Mike.Schutt@plenarygroup.com>; Harris, John <jharris@balfourbeattyus.com>

Cc: Mangan, Constance <CMANGAN@broward.org>

Subject: Request for Clarification * PNC2122559R1 * Developer for Joint Government Center Campus (JGCC) (Step 1) * United Campus Partners

External Email

Good Afternoon United Campus Partners,

Broward County and City of Fort Lauderdale would like to thank you and your teams for submitting a response for PNC2122559R1, Developer for Joint Government Center Campus (JGCC) (Step One). On behalf of the Sponsors, this is a Request for Clarifications pertaining to United Campus Partners' submittal:

1. Balfour Beatty, as a Financially Responsible Party, per the RFQ please provide audited financial statements for 2020 in accordance with US GAAP/IFRS and in USD? If these statements are not available for 2020, please provide for 2017 so that the most recent three years of financial statements are provided.

a. **Reference: RFQ Page 24, Section 3.C-D**

2. Balfour Beatty, as a Financially Responsible Party, please provide information regarding any material changes for the past three years, or a letter certifying that no material changes have

occurred?

b. **Reference: RFQ Page 26, Section 4.A**

3. Balfour Beatty, as a Financially Responsible Party, please provide a letter certifying whether or not off-balance sheet liabilities in excess of \$10 million exist?

c. **Reference: RFQ Page 26, Section 4.B**

4. Regarding your submittal of financial information for which you claim confidentiality, your proposal did not contain the required written statement citing the applicable Florida Statute provision, which allows your claim of confidentiality. (refer to below solicitation instructions below with the highlighted requirement for a written statement from your firm justifying your firm's claim of confidentiality of financial records.)

d. **Reference RFQ Page 19, Section 6**

For reference, the RFP Instructions regarding submission of confidential material:

Confidential Material/ Public Records and Exemptions

Broward County is a public agency subject to Chapter 119, Florida Statutes. Upon receipt, all submittals become "public records" and shall be subject to public disclosure consistent with Chapter 119, Florida Statutes. Submittals may be posted on the County and City's public website or included in a public records request response unless there is a declaration of "confidentiality" pursuant to the public records law and in accordance with the procedures in this section.

Any confidential material(s) the Developer/Developer Team Member asserts is exempt from public disclosure under Florida Statutes must be labeled as "Confidential" and marked with the specific statute and subsection asserting exemption from Public Records.

To submit confidential material in response to this Request for Clarification, **three hardcopies and two (2) Flash Drives** must be submitted in a sealed envelope to:

Broward County Purchasing Division
115 South Andrews Avenue, Room 212
Fort Lauderdale, FL 33301

If any information is not confidential, please respond by email with the requested information at your earliest convenience. Additionally, if there are multiple items, we can take separate submissions as the information is available.

All of the above information and/or confirmation of information, is required by **Tuesday, May 4, 2021** by 5:00 PM (EST).

Please note, separate emails may be sent for other requests for clarification.

Please advise if you have any questions. We look forward to your response.

Regards,



Sean O'Donnell, Purchasing Agent

Purchasing Division

115 S. Andrews Ave. Suite 212, Fort Lauderdale, FL 33301

Phone: 954-357-6074

Email: sodonnell@broward.org

www.broward.org/purchasing

Customer Care is my priority. How am I doing? Please contact my Manager, Connie Mangan, at cmangan@broward.org with feedback.

Please note that Florida has a broad public records law, and that all correspondence sent to me via Email may be subject to disclosure.

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