

ADDENDUM NO. 2
REQUEST FOR PROPOSALS (RFP) No. 2018-238-KB
FOR THE DEVELOPMENT OF A CONVENTION HOTEL ADJACENT TO THE MIAMI BEACH
CONVENTION CENTER
June 4, 2018

This Addendum to the above-referenced RFP is being issued to provide clarifications and revisions issued by the City. The RFP is amended in the following particulars only (deletions are shown by strikethrough and additions are underlined).

I. ATTACHMENTS:

Exhibit A: Pre-Proposal Sign-in Sheet

Exhibit B: Proposal responses received pursuant to RFP No. 2015-103-ME

II. ANSWERS TO QUESTIONS BY PROSPECTIVE PROPOSERS VIA EMAIL.

Q1. Regarding the definition of an “Approved Brand”, the definition as drafted is unduly limited. Given the longevity of the term, would the City consider modifying the definition of Approved Brand to be more generic, for example, any “Upper Upscale” or “Luxury” brand as then rated by Smith Travel Research (now referred to simply at “STR”) or then prevailing hospitality industry rating service, and adding Renaissance, Intercontinental, Kimpton and Gaylord as pre-approved brands?

A1. The City is willing to add Renaissance, Intercontinental and Gaylord to the approved list of Brands and remove the reference in clause (b) to “sole discretion” (see revised definition below). The City is not willing to pre-approve Kimpton, or “any ‘Upper Upscale’ or ‘Luxury’ brand in the STR list, as Kimpton and a number of the hotels on the STR list do not have demonstrable experience with the operation or management of convention hotels, and may otherwise not be compatible with a convention hotel (i.e., due to very high room rate structure, etc.).

The City is willing to discuss this issue further during negotiations with the successful proposer, and is amenable to a revised definition, along the lines provided below, to clarify that in the instances where City’s approval of a proposed brand is required, City’s approval shall take into account the brand’s experience and compatibility with operating a convention hotel, as follows:

“Approved Brand” means (a) each of the following national hotel operators but only if its reputation for quality and quality of operation, at the time Lessee engages such operator, is generally known and recognized by the hotel industry as not having substantially declined, as of the time in question, in comparison to their reputation for quality and quality of operation as of the Effective Date: Marriott (i.e., the Marriott, Marriott Marquis, Renaissance, Gaylord, Westin, Sheraton, or JW Marriott brands), ~~Westin~~, Omni, Hyatt Regency, ~~Sheraton~~, La Meridien, or Hilton, and Intercontinental; or (b) any other hotel operator Approved by City ~~in its sole discretion~~, taking into account the hotel operator’s experience with managing convention hotels, and its compatibility as a convention hotel.

Q2. Regarding the definition of the Approved Skybridge and Offsite Improvements Plan, would the City support modifying this definition by adding the following language to the end of the second sentence: “or as needed to comply with Approved Brand standards”?

A2. The City is not aware of any hotel operator having national brand standards for the finishes for a pedestrian Skybridge connection to a Convention Center. The City would consider a clarification that, as part of the City Manager’s Approval of the finishes for the Skybridge, the City Manager may consider requests derived from the Hotel Operator’s written, generally applicable national brand standards.

Q3. Regarding the definitions of “Assignment of Contracts and Agreements,” “Assignment of Hotel Project General Construction Contract” and “Assignment of Plans and Approvals,” we expect that the Leasehold Mortgagee will require a first priority security interest in and assignment of such contracts and agreements. Consequently, a pari passu assignment shared with the City is troublesome. Would the City be agreeable to yielding to the full assignment of such contracts and agreements to the Leasehold Mortgagee, and giving the Leasehold Mortgagee first opportunity “step in” cure rights under those contracts and agreements, in similar fashion to Leasehold Mortgagee cure rights permitted by the Lessor in accordance with Article 6 of the Lease?

A3. The City is willing to discuss this issue further with the successful proposer during negotiations. The City will consider proposed revisions to clarify that, as long as the First Leasehold Mortgagee exercises its cure rights to cure a Lessee’s default under the Lease, the City agrees to not interfere with the First Leasehold Mortgagee’s cure efforts, consistent with the existing language in the lease definitions stating that the “First Leasehold Mortgagee shall have priority” pursuant to the SNDA.

However, in the event the First Leasehold Mortgagee does not take action to cure a default, the City must have the right to commence an action to terminate the Lease and exercise the City’s own rights pursuant to its “Assignment of Contracts and Agreements,” “Assignment of Hotel Project General Construction Contract” and “Assignment of Plans and Approvals.”

Q4. Regarding the definition of the Audited Gross Operating Revenues Schedule, would the City support modifying this definition to state that it is prepared in accordance with the Uniform System of Accounts and reconciled in accordance with GAAP?

A4. Yes; the City is amenable to the foregoing revision.

Q5. Regarding the definition of “Construction Loan”, section 6.1 and the limitations on amounts of financing tied to percentages of cost, percentages of value, and debt service coverage requirements, the market will limit the amount of financing that would be available, as well as the loan to value and debt service coverage ratio that the hotel could tolerate. Further, a default under the Lease or any of these financing structures could result in a substantial forfeiture/catastrophic loss to Lessee, which should be sufficient to discipline Lessee to obtain workable levels of financing. Would the City consider striking the sections, or alternatively, removing the debt service coverages and the percentage limits with respect to the initial financings and refinancings thereof?

A5. The City’s general interest with respect to the loan to value and debt service coverage

ratio is to ensure that the Lessee does not over-finance the Hotel Project, particularly in connection with re-financings, as this may involve a higher risk of a Lessee default. City will consider, as part of the final negotiations with the successful proposer, a higher loan-to value threshold and/or lower debt service coverage ratio.

Q6. Regarding the definitions of “In Balance” and “Equity Commitment,” and section 4.1(b), there is an in balance requirement similar to the concept in a construction loan. The issue is Lessee’s lenders will require the same in balance concept, and payment by Lessee of the amount of any shortfall. Would the City consider modifying this provision to provide that payments to the City of shortfalls should not be required to the extent lenders require such payments?

A6. The City will consider proposed revisions clarifying that if the Lessee’s construction loan has a substantially similar In Balance requirement, and the Lessee is in compliance with the lender’s In Balance requirement, then the City’s In Balance provision shall be deemed satisfied.

Q7. Regarding the definitions of “Institutional Lender,” “Leasehold Mortgagee” and “Mezzanine Lender,” financing sources are subject to City Manager’s approval, and must be from “Institutional Lenders,” or if a mezzanine loan, from the Hotel Operator. To the extent that a lender otherwise meets the criteria of an “Institutional Lender”, would the City consider providing that City Manager’s Approval may not be unreasonably withheld?

A7. The City submits that this is already covered by the definition of Approval in the Lease, which provides that “the written approval or consent of a Party, which unless otherwise specified herein by reference to “sole discretion” or words of similar effect, shall be commercially reasonable and made in good faith and with due diligence.”

However, the City is willing to discuss this further with the successful proposer during negotiations, if necessary.

Q8. The amount of the minimum cash equity requirement is unclear. Has the City established a minimum amount?

A8. The City has not established a minimum equity contribution requirement; proposers to propose.

Q9. The concept of “Transaction Rent” ignores the development and operational risks taken by the Lessee, and the fact that the Lessee is already paying percentage rent, thus providing the City with continuing “upside” compensation. Would the City be agreeable to deleting the concept of Transaction Rent, or alternatively, deleting the concept of Transaction Rent for transfers below a certain threshold or transfers made in order to secure financing?

A9. The City is amenable to clarifying that a Transfer to an Affiliate for the purpose of securing financing does not trigger Transaction Rent.

Q10. Regarding sections 3.1, 4.2(a), 7.1(s), 13.1, and 13.2, Lessee is required to continually operate the property as a convention hotel consistent with the Hotel Standards for the entire 99-year term, and Lessee cannot alter or change the improvements without City approval if the alteration involves a substantial deviation in the Approved Plans or the exterior of the hotel. Would the City consider (a) eliminating these requirements after a

certain number of years, or if market circumstances change, (b) allowing for payment of rent to be suspended during a closure of the hotel on the theory that such closure, in order to effect repairs and a “brand refresh”, as necessary and accretive to future payments of percentage rent to the City, and (c) deleting the concept of closure for “commercially reasonable periods”, and allow for the lessee to close the hotel for such periods as are necessary to conduct a brand “refresh” or to rebrand the hotel? Those refresh and re-brand periods would involve only portions of the hotel in sequence over time, or a complete shutdown of the entire hotel lasting as long as 6 months.

A10. With respect to subsection (a), the City does not agree to eliminate the use restrictions and covenants requiring the Leased Property to be used and operated as a convention hotel, as set forth in Sections 3.1, 4.2(a), 7.1(s), 13.1 and 13.2. If market circumstances change, such conditions would need to be taken into account at the time of occurrence, in the context of an amendment to the Lease (subject to the necessary approval requirements thereof).

With respect to subsection (b), City does not agree to suspend rent during periods where repairs are being performed. The City shall require Minimum Fixed Rent during the Term of the Lease. City submits that it is not necessary to suspend Percentage Rent if the Hotel or a portion thereof is closed for repairs, as the Percentage Rent payable to the City would automatically be reduced to correspond with the Gross Revenue actually realized during any period where repairs are being performed.

With respect to subsection (c), the City does not agree to delete the concept of “commercially reasonable periods” in Section 13.2, and submits that the concept is sufficient to accommodate any necessary refresh and repairs. The City does not agree to a blanket approval of closure of the Hotel for a period of up to six (6) months. The City is willing to discuss reasonable clarifications to this provision with the successful proposer, although it is not willing to eliminate the concept as set forth in Section 13.2.

Q11. Regarding section 3.12, would the City consider increasing the duration of development rights from six to ten years?

A11. Yes.

Q12. Regarding section 3, would the City consider including a new acknowledgment regarding concurrency, specifically, that “The City has determined that the following public facilities and services required to service the Hotel Project have been satisfied or will be satisfied in accordance with the terms of this Lease: potable water transmission capacity; sanitary sewer transmission capacity; storm sewer capacity; local recreation open space; transportation level of service; and solid waste collection capacity. For the purposes of concurrency review, it is hereby found that, throughout the duration of this Lease, sufficient infrastructure and capacities will be reserved based on the Hotel Project as described in this Lease, and remain available to serve the Hotel Project. All subsequent development orders or permits that are in conformity with this Lease are hereby found to meet concurrency standards set forth in the City’s comprehensive plan, and to be consistent with the presently permitted development as described on Exhibit “H” and applicable zoning regulations, so long as the Leased Property is developed in substantial compliance with the Governmental Approvals described in Exhibit “K”. ”

A12. The City cannot agree to the foregoing provision at this time. Unless the City Commission enacts the necessary legislation, at its sole discretion, to authorize any waiver of concurrency requirements or standards for the Hotel Project, all concurrency requirements

(including, without limitation, all required concurrency fees, impact fees, and mobility fees) shall apply. This issue may be discussed further during negotiations.

Q13. Regarding section 4.1(b), Lessee should have the option, but not the requirement, to pursue a financial commitment from the hotel operator. Would the City consider removing such commitment from the list of conditions precedent to delivery of possession?

A13. City is amenable to proposed revisions to Section 4.1(b) to reflect that the requirements apply to the Initial Hotel Operator Financial Commitment, "if any." However, if the Hotel Operator Financial Commitment is a source of funds for the Project, the City will require that evidence of the financial commitment be delivered.

Q14. Regarding section 5.3(b), the definition of Permitted Transfers does not include affiliate transfers, estate planning, transfers between and among equity owners, and transfers resulting from organizational restructurings. An expanded definition is not only reasonable but necessary, given the term of the Lease. Would the City consider including these types of transfers within the definition of Permitted Transfers?

A14. The City is amenable to proposed revisions with respect to the foregoing, provided the transferee is an Acceptable Owner.

Q15. Regarding section 5.3(b)(vii), the definition of Permitted Transfers includes transfers of an aggregate of 10% equity interest, which is low, particularly over a period of 99 years. Would the City consider increasing the cap to provide for an increase in the percentage so long as there is no change in the majority control of Lessee's equity interest?

A15. The City will consider a proposed revision to the 10% threshold during negotiations with the successful proposer, once the City has had the opportunity to review the Proposer's equity/ownership structure.

Q16. Regarding sections 6.1(a)(iii), 6.2, and 14.13, the City's fee interest is not "subordinated". As this is a 99-year lease, the City may not always own the property, and in such instance, there is a chance the landlord's lender(s) could potentially foreclose out the Lease. Further, a Moody's Investors Services announcement in January of 2017 indicates that the leasehold estate should not be subject to a superior fee mortgage. This means that Moody's disputes the argument that a Subordination, Non-Disturbance and Attornment Agreement from the fee mortgagee in favor of the leasehold mortgagee negates any need for a landlord to subordinate its fee mortgage to a Lease. Moody's believes that an SNDA does not sufficiently lower the inherent risks when a fee financing is superior to the Lease and the Leasehold Mortgage. The SNDA is an executory contract that could be rejected by the fee Mortgage Lender in its own bankruptcy, or declared unenforceable upon the fee Lender's insolvency or takeover by FDIC. Would the City agree to explicitly state that the landlord will not mortgage its fee simple interest? Alternatively, would the City consider inserting provisions that the Lease is not subordinate to the landlord's financings (present or future), and the Lease would continue should any landlord mortgagee foreclose?

A16. City does not agree to a provision that states that the Landlord will not mortgage its fee simple interest. However, City will consider proposed revisions to clarify that any mortgage of the Landlord's fee interest (present and future) must comply with and be subject to the terms of the SNDA.

Q17. Regarding section 6.1(d), lenders are not permitted an additional cure period to cure

construction completion-related defaults. It is very likely this will be an insurmountable hurdle to secure financing. Would the City consider allowing the extended cure periods applicable to other defaults for which possession is required be applicable to construction completion default?

A17. The City will consider proposed revisions to provide additional time to cure construction defaults for which possession is required.

Q18. Regarding section 7.2(a)(i), the City’s remedies include termination of the Lease, even after construction is complete. The City is not obligated to make any payment to Lessee or reimburse Lessee for any costs of construction. Would the City consider the following: (a) adding an additional grace and cure period for completion-related defaults, and adding permitting and governmental approval delays to the definition of “Force Majeure”; (b) adding a grace and cure period for defaults relating to failure to open on time; (c) adding a cure period for EOD in section 7.1, to allow Lessee to bring in a replacement hotel operator; and (d) eliminating stray EODs and termination rights within the Lease (for example, sections 2.7(c), 4.1(f), and 9.10(b)), so that all events that could trigger termination are itemized in the events of default article with appropriate grace and notice periods?

A18. The City will consider proposed revisions with respect to cure periods with respect to the foregoing. However, the City generally disfavors adding “permitting and governmental approval delays” to the definition of Force Majeure, because in many instances, such delays, if they occur, are often due, at least in part, to deficiencies in the applicant’s submittals, and such deficiencies should not be treated as “Force Majeure.”

The City prefers that proposers take into account the possibility of delays in connection with their proposed outside dates for completion (which, as defined, already provide for extensions for Force Majeure, Economic Force Majeure, and City Delays).

Q19. Regarding section 7.2(b), the City has the right to demand the unfunded portion of the required equity if the City terminates the Lease. Would the City consider (a) eliminating this right due to the potential forfeiture already involved; (b) clarifying that this remedy will not apply if the event of default is failure to satisfy the Possession Conditions by the Outside Possession Date (because construction would not have been commenced), as otherwise, the required equity would function like a liquidated damages provision – the only remedy that should be applicable for failure to satisfy the possession conditions is lease termination; and (c) providing that the City’s right to demand payment of unfunded equity needs to line up with the lenders’ anticipated requirements, as Lessee should not be required to pay the City and at the same time pay lenders the same amount?

A19. With respect to subsection (a) and (b), as the City does not have the benefit of knowing the proposed equity contributions at this time, the City would consider proposed revisions to provide for a cap (rather than the entire unfunded portion of the required equity). However, the City is not willing to delete this provision altogether.

With respect to subsection (c), City will consider proposed revisions with respect to this issue.

Q20. Regarding section 7.6, the City has certain rights of self-help, and may charge Lessee for costs plus default interest thereon. Would the City consider (a) eliminating construction costs from the reimbursement obligation (given the nature of the forfeiture Lessee would suffer if the City exercises its termination right) unless the City waives its termination

right, and (b) to allow self-help provisions to be subordinate to first mortgagees' and mezzanine lenders' rights to cure, which could include stepping in to complete construction or to require completion guarantors to complete?

A20. With respect to subsection (a), the City does not agree to a blanket elimination of such costs from the reimbursement obligation.

With respect to subsection (b), the City will consider proposed revisions to clarify that if the lender cures a Lessee default, the City agrees to accept the lender's performance. If the lender does not cure the Lessee default and the City steps in, the City has right to reimbursement.

Q21. Regarding section 7.10, will the City agree that the person or persons chosen as a mediator to resolve disputes regarding the Proposed Brand should have a minimum of 10 years of hospitality industry experience as a legal or other consultant? For example, a long-standing member of the International Society of Hospitality Consultants would qualify.

A21. Yes.

Q22. Regarding section 8.3(a), the general indemnity provision contained therein requires Lessee to indemnify the City for "any default, breach or violation or non-performance of this Lease or any provision thereof", which potentially includes a right to demand future rents (which would operate as an acceleration of rent remedy). Would the City consider clarifying section 8.3(a)(i), to ensure it does not inhibit financing?

A22. The City recognizes the lease needs to be financeable, and has indicated in the RFP that it will consider provisions to facilitate financing. City is willing to discuss this further with the successful proposer.

Q23. Regarding section 9.2, the Lease prohibits financing of insurance premiums if a mortgagee would have the right to surrender the policy. Would the City consider modifying this provision to allow for such financing?

A23. Yes, the City will consider proposed revisions with respect to the foregoing. The proposed revision should include language for the insurer to provide the City with notice of any non-payment of insurance premiums in the event of the Lessee's default thereof, to permit the City a reasonable period of time to pay the premium and ensure no lapse in coverage.

Q24. Regarding section 9.5, the City reserves the right to revise insurance requirements every three years. Would the City consider excluding CCIP and OCIP policies, since such policies are locked in until project completion?

A24. Yes.

Q25. Regarding section 13.1(d), the previous subsection (d) should be reinstated and modified to provide Lessee with the right to suspend compliance with the Room Block Agreement and/or some form of Rent abatement if the Convention Center is not maintained in accordance with the MBCC Standard. It would not help the Lessee to simply lower the standard of its hotel operations, as the Lessee will be bound by the Hotel Management Agreement, which will mandate compliance with the hotel operator's brand standards irrespective of the City's maintenance of the MBCC Standard.

A25. Yes. The City will agree to the following addition to Section 13(d) of the Lease:

(d) Notwithstanding anything to the contrary contained herein, in the event that the Convention Center is not operated and maintained in accordance with the MBCC Standard of Operation for a period of more than two (2) years after written notice thereof from Lessee to City and City does not commence improvements to restore the Convention Center to the MBCC Standard of Operation within two (2) years after written notice thereof from Lessee, then Lessee, as its sole remedy, shall not be required to operate and maintain the Hotel in accordance with the Hotel Standards but instead shall be required to operate the Hotel (or cause for the Hotel to be operated) so that it meets a sufficient number of the standards then required to be able to obtain a three-diamond rating from the American Automobile Association; provided that, if at any time during the Term during which the Convention Center is not operated in accordance with the MBCC Standard of Operation, such rating system is discontinued or the standard for such rating system is materially changed, the Parties shall mutually and reasonably agree to substitute an alternate rating system that is most nearly equivalent to the discontinued or changed rating system. At such time as the MBCC Standard of Operation is restored, Lessee shall be required to operate the Hotel in accordance with the Hotel Standards.

Q26. Regarding section 14.6, would the City support modifying the estoppel requirements to include confirmation that the proposed lender and financing satisfy the requirements of section 6.1?

A26. The City will consider proposed revisions to reflect the foregoing.

Q27. The zoning ordinance states the following: "The development regulations (setbacks, floor area ratio, signs, parking, etc.) shall be the average of the requirements contained in the surrounding zoning districts as determined by the planning and zoning director". Would the City confirm specific setback requirements for the property on Convention Center Drive, 17th Street, the Eastern Service Road, and the Northern Service Road?

A27. See RFP Addendum No. 1, Section III, A3.

Q28. The Hotel site survey does not indicate elevations. Would the City confirm the new FFE of the existing convention center main floor and the 2nd level?

A28. See RFP Addendum No. 1, Section III, A2.

Q29. Regarding the 185' maximum height of the hotel, would the city confirm (a) the measurement is taken from base flood elevation + 5' freeboard to the top of roof; (b) for this site, base flood (9') +5' freeboard would be elevation 14'; (c) in order to use this as the lower elevation, our 2nd level would have to be at elevation 26' (14' +12'); (d) the highest point of a flat roof is the top of the roof over the last occupiable floor; and (e) this would not include parapets, mechanical equipment and rooms, and elevator overruns, that could extend beyond the 185'.

A29. As set forth in RFP Addendum No. 1, Section III, A1, the RFP provides that the maximum height for the Hotel Project shall not exceed 185 feet. The project's height limit (whether the height limit is set forth in the City Code, or in development agreements), is measured from "freeboard." Pursuant to the City Code, the minimum freeboard requirement provides that any new building be constructed at a minimum of Base Flood Elevation + 1 foot, and up to Base Flood Elevation + 5 feet.

Accordingly, the 185 foot height limitation for the Hotel Project would be calculated after freeboard, namely, after taking into account Base Flood Elevation + minimum of 1 foot, and up to 5 feet. Further, the height limit shall be calculated in accordance with the City's height regulations, as provided in Section 142-1161 of the City Code, exempting from the calculation of the height limit specified equipment and other structures located on the roof of a building.

As a general matter, a site plan is required for the Planning Department to confirm specific calculations. Accordingly, following the award of the RFP to the successful proposer, if any, the Planning Department will confirm specific calculations, if necessary, based on the site plan/design submittals presented by the successful proposer.

Q30. Is the Proposer required to confirm its project contractor as part of the RFP submission, and include their qualifications?

A30. No. The General Contractor is not required as part of the RFP submission. Rather, the approval of the Hotel Project General Contractor shall be in accordance with the requirements of Section 2.8(b) of the Lease, and shall be a condition precedent to delivery of possession of the Leased Property, as provided in Section 4.1(b)(2) of the Lease.

Q31. What is the applicable unit of measure - NGVD or NAVD?

A31. The applicable unit of measure is NAVD. Following the award of the RFP to the successful proposer, if any, the successful proposer will have the opportunity to confirm with the Public Works Department any necessary conversions from NGVD to NAVD.

Q32. Will access to the roof of the convention center be granted if needed?

A32. The MBCC (including the roof) is not a part of the Leased Property. Accordingly, any access to the roof would depend on the purpose for providing such access, and would be subject to separate agreement (at the City's sole discretion).

Q33. Can the proposed loading area for the Fillmore be relocated and/or adjusted?

A33. Yes.

Q34. Would you be so kind as to provide the list of participants on the Web Conference please?

A34. Please refer to Exhibit A.

Q35. I'd like to make a public records request for a copy of any proposal, response or other submittal made by Portman Holdings, LLC (or any of its affiliates or related companies) in connection with RFP No. 2015-103-ME, issued on or about January 29, 2015.?

A35. Please refer to Exhibit B.

Q36: Please let me know how I can obtain all the submittals for the following solicitation (also in subject heading) that was due April 10, 2015. For the Development of a Convention Headquarter Hotel Adjacent to the Miami Beach Convention Center RFP No. 2015-103-ME; RFP Issuance Date: January 29, 2015; Proposal Due Date: April 10, 2015 at 3:00 PM Local Time

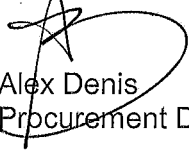
A36. Please refer to Exhibit B

Any questions regarding this Addendum should be submitted **in writing** to the Procurement Department to the attention of the individual named below, with a copy to the City Clerk's Office at RafaelGranado@miamibeachfl.gov.

Procurement Contact: Kristy Bada	Telephone: 305-673-7000, ext. 6218	Email: KristyBada@miamibeachfl.gov
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Proposers are reminded to acknowledge receipt of this addendum as part of your RFP submission. Potential proposers that have elected not to submit a response to the RFP are requested to complete and return the "Notice to Prospective Bidders" questionnaire with the reason(s) for not submitting a proposal.

Sincerely,



Alex Denis
Procurement Director

Exhibit A: Pre-Proposal Sign-in Sheet

MIAMIBEACH

CITY OF MIAMI BEACH
PRE-PROPOSAL MEETING
SIGN-IN SHEET

DATE: Thursday, May 24, 2018

TITLE: REQUEST FOR PROPOSALS (RFP) 2018-238-KB FOR THE DEVELOPMENT OF A CONVENTION HOTEL ADJACENT TO THE MIAMI BEACH CONVENTION

NAME (PLEASE PRINT)	COMPANY NAME	PHONE#
	E-MAIL ADDRESS	
Kristy Bada	Procurement - CMB kristybada@miamibeachfl.gov	305-673-7000 ext. 6218
Alex Denis	Procurement Director	3-073- 7490
Rafael Paz	City Attorney's Office	x 7470
MARIA HERNANDEZ	CITY MANAGER'S OFFICE	305-073-7010 x-2584
Minta Albeirus	Rodriguez & Quiroga	Conference call
Tom Decker	Arctoniza	conference call
Carlos Lopez	Tutor Penmi	conference call
Diara Mendez	Llorante Heckler	conference call.
Tera Pascuali	Miller Legg	conference call.
Jasan	TSAO Design Grp.	conference call
Stacy	Benchmark Global	Conference call.

MIAMI BEACH

CITY OF MIAMI BEACH PRE-PROPOSAL MEETING SIGN-IN SHEET

DATE: Thursday, May 24, 2018

TITLE: REQUEST FOR PROPOSALS (RFP) 2018-238-KB FOR THE
DEVELOPMENT OF A CONVENTION HOTEL ADJACENT TO THE MIAMI
BEACH CONVENTION

NAME (PLEASE PRINT)	COMPANY NAME	PHONE#
	E-MAIL ADDRESS	
David Martin	Terra	Conference call
Richard Lours	HK Architects	Conference call
Dave Skull	Matthew SW	Conference call
Rich Bohun	PSI	Conference call
Alex Heckler	Lorette Hechler	Conference call
Ray Villa	Universal Eng. Sciences.	Conference call
Patrick Sirella	Wynn Hotel Grp	Conference call
Adam Edwards	Jensen Hughes	Conference call
Olivie Compel	Hyatt Hotels	Conference call
Wilson	Key Int'l	Conference call
Crishna Strong	Nanzio Mart de Santos Architects	Conference call

Exhibit B:
Proposal responses received pursuant to
RFP No. 2015-103-ME