

**ALACHUA COUNTY  
BOARD OF COUNTY COMMISSIONERS**



**RFP # 21-971: REQUEST FOR PROPOSALS (RFP)  
FOR A PUBLIC PRIVATE PARTNERSHIP (P3) FOR THE  
CONSTRUCTION AND OPERATION OF A REGIONAL INDOOR  
SPORTING EVENT VENUE.**

***RFP Submittal Deadline  
5:00 pm, Wednesday, October 21, 2020***

***Point of Contact (PC): Larry M. Sapp, Procurement Manager  
Phone: 352-337-6269  
E-mail: [lsapp@alachuacounty.us](mailto:lsapp@alachuacounty.us)***

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**ALACHUA COUNTY BOARD OF COUNTY COMMISSIONERS**  
**REQUEST FOR PROPOSALS 21-971 FOR THE PROVISION OF A PUBLIC PRIVATE**  
**PARTNERSHIP (P3) FOR THE DESIGN, FINANCE, CONSTRUCTION, OPERATION**  
**AND MAINTENANCE OF A REGIONAL INDOOR SPORTING EVENT VENUE**

**1.0 SCHEDULE / QUESTIONS / REQUEST FOR PROPOSALS**

**1.1 Schedule**

The table below represents a schedule of events.

| Event                                   | Date and Time                          |
|---|--|
| Public Advertisement for Submittals     | September 9, 2020 & September 16, 2020 |
| Questions / Requests for Clarifications | 5:00 pm, Wednesday, October 7, 2020    |
| Opening (Submissions Due)               | 5:00 pm, Wednesday, October 21, 2020   |

**1.2 Question Submission/Request for Clarification**

All inquiries, whether relating to the RFP process, administration, deadline, or to the intent or technical aspects of the RFP must:

- 1.2.1 Be e-mailed to the contact on the cover of the RFP.
- 1.2.2 Reference the RFP number.
- 1.2.3 Identify respondents name and contact information.
- 1.2.4 Refer to the specific area of the RFP being questioned (i.e. page, section and paragraph number); and
- 1.2.5 Be received by the due date and time for Question Submission / Requests for Clarification identified in the schedule.
- 1.2.6 Respondents are solely responsible for ensuring its submission is received by Alachua County in accordance with the RFP requirements before Opening.
- 1.2.7 Cost of Submitting
  - 1.2.7.1 Respondents shall pay all the costs in submitting its Submission, including, but not limited to, the costs to prepare and submit the Submission, costs of samples and other supporting materials, costs to participate in demonstrations, or costs associated with protests.

**1.3 Proposal Submission**

Proposal Submittals must be received via e-mail to [lsapp@alachuacounty.us](mailto:lsapp@alachuacounty.us) no later than 5:00 pm, Wednesday, October 21, 2020. The subject line shall read as follows:

**Proposal for RFP #21-971, Alachua County Sports Venue.**

**2.0 OVERVIEW AND SUBMITTAL INSTRUCTIONS**

**2.1 Overview**

Alachua County has received an unsolicited proposal submitted under the provisions of Section 265.055, Florida Statutes, Public-Private Partnerships, for the design, finance, construction, operation and maintenance of a regional indoor sporting event venue. The County has been

interested in and researching the possibilities for such a venue to benefit the community and increase sports related tourism in the area. For general background information, the reports listed below are available upon request at [lsapp@alachuacounty.us](mailto:lsapp@alachuacounty.us). The reports were prepared by Victus Advisors, a consultant engaged by the County for this research.

- Market Demand Study & Site Options Analysis for a New Multi-Purpose Event Center in Alachua County (January 14, 2019).
- Updated Site Options Analysis for a New Multi-Purpose Sports & Events Center in Alachua County (draft June 10, 2019).
- Business Planning, Operations Analysis & Economic Impact Analysis for a New Sports Events Center at Celebration Pointe (September 18, 2019).

Alachua County's vision of the venue includes space for an indoor track and field facility with the capability of accommodating various other indoor sporting tournaments, such as volleyball and basketball. The facility shall meet NCAA requirements for applicable events. The facility should also be able to house other community and regionally significant events, including but not limited to trade shows, floor shows, and concerts. The goal is to have a facility that is active and used as many days of the year as possible. Continued and ongoing utilization is a priority.

As part of the research for such a facility, Alachua County has found the potential for greatest regional success of the facility is dependent on proximity to commercial, restaurant and hotel development. The interaction of the facility with these support land-use is vital to a successful facility, providing convenience and activity options for those attending events at the venue. Having a facility that achieves this interaction between the venue and the support facility while minimizing travel between attractions meets the goal and objectives of the community.

Consistent with Section 255.065, Florida Statutes, Public-Private Partnerships, Alachua County has determined that the unsolicited proposal for a sports venue is sufficient for consideration on a preliminary basis and as such will accept competing proposals for such a facility. No final decision has been made relative to accepting this or any proposal for this project. Any submitted proposals must be accompanied by material and information and organized in accordance with Section 2.2, Submittal Instructions (below).

## 2.2 **Submittal Instructions**

The Alachua County Procurement Department hereby directs that proposals be submitted via e-mail to [lsapp@alachuacounty.us](mailto:lsapp@alachuacounty.us) no later than 5:00 pm, Wednesday, October 21, 2020. The subject line on the e-mail shall read as follows:

### **Proposal for RFP #21-971, Alachua County Sports Venue.**

Persons or entities submitting competing proposals are advised that such proposals must be in compliance with Section 255.065, Florida Statutes, and must be accompanied by material and information that addresses the following points.

Point 1: Description of the project, including the conceptual design of the facility and the conceptual plan for development of the site. The conceptual design shall include a general building program for the sports venue and how the various sports will be accommodated in order to

maximize the use of the facility. The proposer should also address all parking requirements and the strategy for providing parking for events held at the venue.

Point 2: The proposal must address how the site is supported by complimentary services, such as commercial establishments, restaurants, and hotels, available for convenient use of the sports venue patrons. In the research completed by the County, the interaction between the sports venue and supporting services (restaurants, hotels, shopping) is vital to the long term success of the sports venue. The proposal should also include how the development and interaction with support services will meet the goals, objectives, and policies as they relate to development type and multi-modal travel options between destinations.

Point 3: A schedule for completion of all aspects of the project. The schedule should be broken into key phases and milestones of the project, and include the projected availability for the first event.

Point 4: The method by which the necessary property interest will be secured by the private partner entity and how the parcel will be conveyed to Alachua County.

Point 5: The private partner entity's general plans for financing the sports venue project, any ancillary needs, including parking. This includes the use of available Alachua County tourist development tax revenues allocated to the project. These plans should include the capital funding strategy and sources of funding, identification of revenue sources in addition generated by the sports venue and associated facilities, such as parking facilities.

Point 6: Business plans, including a financial pro forma, for the operation of the sports venue. The plans must address all aspects of operations, from day-to-day operations to periodic facility upgrades to maintain a regionally competitive venue to long term capital maintenance needs. The financial pro forma must address the day to day operations, regular maintenance, and long term equipment purchase and replacement (such as significant building systems and equipment supporting the venue).

Point 7: Point of contact information of the proposing team, as well as summary of experience and qualifications of team members.

### 2.3 **Selection Procedures**

The County will rank the proposals received in order of preference. In ranking the proposals the County may consider factors that include, but is not limited to, professional qualifications, general business terms, innovative design techniques or cost reduction terms, and finance plans.

The County may then begin negotiations for an interim or comprehensive agreement with the highest ranked firm. If the County is not satisfied with the results of the negotiations, the County may terminate negotiations with the proposer and negotiate with the second-ranked, or subsequent ranked firms, in order. If only one proposal is received, the County may negotiate in good faith, and if the County is not satisfied with the results of the negotiations, the County may terminate negotiations with the proposer. The County reserves the right to reject any and all proposals at any point in the process until a contract with the proposer is executed. Nothing contained herein shall be interpreted as an obligation or binding agreement by the County regarding this project.

