

RESOLUTION NO. _____

A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, APPROVING AND AUTHORIZING THE MAYOR AND CITY CLERK TO EXECUTE AMENDMENT NO. 11 TO THE PROFESSIONAL SERVICES AGREEMENT BETWEEN THE CITY OF MIAMI BEACH, FLORIDA AND JONES LANG LASALLE AMERICAS, INC. (AS ASSIGNEE OF STRATEGIC ADVISORY GROUP), FOR EXTENDED ASSET MANAGEMENT SERVICES FOR THE MIAMI BEACH CONVENTION CENTER, IN AN AMOUNT NOT-TO-EXCEED \$67,000, FOR THE PERIOD FROM JUNE 30, 2018 THROUGH JANUARY 30, 2019.

WHEREAS, on or about October, 2011, the City and Jones Lang Lasalle Americas, Inc. (JLL) entered into a professional services agreement for JLL to provide consulting assistance with respect to the development of the Miami Beach Convention Center (MBCC) Renovation and Expansion Project, including support with respect to construction administration for the MBCC Project, such as support for the negotiation of change orders and related matters; and

WHEREAS, in addition to the construction administration services provided under the Agreement and amendments thereto, in Amendment No. 7 to the Agreement, entered into on or about May 2015, the City authorized JLL to provide Asset Management Services from June 2015 through May 2016, to guide, monitor and oversee the transformation of the Convention Center's sales and marketing efforts, its event and revenue focus, branding, and operating strategies; and

WHEREAS, in Amendment No. 8 to the Agreement, entered into on or about October 2016, the City approved extended Asset Management Services through August 2017; and

WHEREAS, in Amendment No. 10, dated December 13, 2017, the City approved extended Asset Management Services, in an amount not-to-exceed \$60,000, for the period from September 1, 2017 through August 31, 2018; and

WHEREAS, due to the significant preparation necessary to open the MBCC following completion of construction, JLL has provided support to City staff to develop and refine the major changes to client prospecting and tracking, reporting and contracting at the MBCC; and

WHEREAS, since the Spectra General Manager position has been vacant since November 2017, JLL has also provided support to the Spectra team, and has dedicated additional billable hours not previously contemplated under Amendment No. 10; and

WHEREAS, as the GM position has been staffed by a Spectra executive who is also serving as the GM for another Spectra-managed convention center, the City has experienced cost savings with respect to the budgeted expense for the GM position; and

WHEREAS, in view of the foregoing budgetary savings, there is sufficient funding in the current budget in order to cover the proposed JLL extension, and no budget amendment is needed at this time; and

WHEREAS, as the completion of the Miami Beach Convention Center nears, the development of solid, consistent and clear sales and marketing policies is essential. In addition, ensuring proper staff training, delivering on service enhancements, monitoring and ensuring best in class service in terms of all operational aspects of the new center is paramount; and

WHEREAS, the Administration recommends approval of Amendment No. 11, substantially in the form attached hereto as an exhibit to the Commission Memorandum accompanying this Resolution, to extend JLL's Asset Management Services work through January 30, 2019.

NOW, THEREFORE, BE IT DULY RESOLVED BY THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, hereby approve and authorize the Mayor and City Clerk to execute Amendment No. 11 to the Professional Services Agreement between the City of Miami Beach, Florida and Jones Lang Lasalle Americas, Inc. (as assignee of Strategic Advisory Group), for extended Asset Management Services for the Miami Beach Convention Center, in an amount not-to-exceed \$67,000, for the period from June 30, 2018 through January 30, 2019.

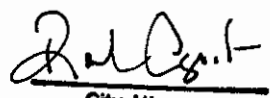
PASSED and ADOPTED this ____ day of _____, 2018.

ATTEST:

DAN GELBER, MAYOR

RAFAEL E. GRANADO, CITY CLERK

**APPROVED AS TO
FORM & LANGUAGE
& FOR EXECUTION**

 5/29/18
City Attorney **RAP** Date