

ATTACHMENT B
Proposals Comparison for Option 1 (10 Years)

RFP Evaluation Criteria scored by Evaluation Committee	Boucher Brothers 1st Rank Unanimous	The Group 2nd Rank Unanimous	Tao Group 3rd Rank Unanimous
Qualifications	<p><u>Major Partners</u> Boucher Brothers Major Food Group Itavi Kids Corner Kobi Karp (Lead Architect) Raymond Jungles (Landscape Architect) Spinnaker Group (Resiliency and Sustainability) Sequil (Resiliency and Sustainability)</p> <p><u>Experience</u> "Lummus Park (est. 2001) Ocean Terrace (est. 2001) Bandshell Park Beach (est. 2019) Altos Del Mar Beach (est. 2019) Collins Park* (est. 2015) Indian Beach Park* (est. 2015) Ft. Lauderdale (est. 2008) Fountainbleau (est. 1997) W South Beach (est. 2009) 1 Hotel (est. 2015) SOHO Beach House (est. 2010) Boca Beach Club (est. 2015)"</p>	<p><u>Major Partners</u> Emil Stefkov - The Group Casa Reia Legeard Studio (Architectural Design) Bellinson Gomez (Architect of Record) Vincent Filigenzi Design (Landscape Architect) Ecosys (Lagoon Consultant) RCC Associates (GC) Mamou-Mani (Fabrication Consultant) Astral Studio (Lead Executive/Marketing) Tetatet (Creative Strategist) Harvest Series (Culture/Community) RIMA Experience (Culture/Community) Tony Cho (Neighborhood Representative)</p> <p><u>Experience</u> Casa Reia (est. 2022) Yamba (2018-2021) Praia Princesa (est. 2016) La Grande Boucherie (est. 2020) Omakase Room (est. 2020) Olio E Piu (est. 2010)</p>	<p><u>Major Partners</u> Mohari Hospitality Santorini Greek Restaurant TAO Group Hospitality Rockwell Group</p> <p><u>Experience</u> Santorini by Georgios (est. 2015) Peninsula Papagayo (est. 2016) Centro Canalejas (est. 2020) 1 Hotel Toronto (est. 2021) Koma Singapore and LAVO Italian Restaurant & Rooftop Bar. (est. 2018)</p>
Programming and Scope of Services	<p><u>Concept</u> 3 restaurants, wellness spa, pool, programmed children's center, retail pavilion, lounge areas, beach concession, sculpture program</p> <p><u>Membership or Day Fee</u> Unclear</p> <p><u>Hours of Operation</u> Beach Concession - City hours 1st Floor + Outdoor Mediterranean : 11am-7pm 2nd Floor Japanese Steakhouse: 5pm-11pm Sadelle's Boardwalk Cafe: 9am-5pm Outdoor, Pool, Kids Club, Wellness, Retail - 11am-7pm</p>	<p><u>Concept</u> Indoor and outdoor restaurant areas, retail area, lagoon lounge area, beach concession, artist and exhibition space</p> <p><u>Membership or Day Fee</u> Unclear</p> <p><u>Hours of Operation</u> Indoor Dining Area, Bar, Retail Weekdays (M-TH) 11:00 am - 11:00 pm Weekend (F-Sun) 11:00 am - 12:00 am Outdoor Lagoon Area Weekdays (M-TH) 11:00 am - 10:00 pm Weekends (F-Sun) 11:00 am - 11:00 pm Beach Concession Area Weekdays (M-TH) 1 hour after sunrise Weekend (F-Sun) Close at 5:00 pm</p>	<p><u>Concept</u> Indoor Restaurant, Outdoor Restaurant, Retail/Market/Café, Beach Lounge</p> <p><u>Membership or Day Fee</u> Unclear</p> <p><u>Hours of Operation</u> Indoor Restaurant Monday - Sunday 11:00 am 2:00 am Outdoor Restaurant Monday - Sunday 11:00 am 11:00 pm Beach Monday - Sunday 8:00 am 5:00 pm Café Monday - Sunday 8:00 am 5:00 pm Market Monday - Sunday 8:00 am 5:00 pm Retail Monday - Sunday 10:00 am 9:00 pm</p>
Design and Timeline	<p><u>Design</u> Full renovation of existing facility</p> <p><u>Timeline</u> 13 months</p>	<p><u>Design</u> Full Renovation of existing facility</p> <p><u>Timeline</u> 6 Months</p>	<p><u>Design</u> Full Renovation of existing facility</p> <p><u>Timeline</u> 10 Months</p>
Public Benefit	<p>Police sub-station Resident App & Discounts Food Donations Hospitality Mentorships Education Grants Community Events Dunes & Other Conservation Efforts City Clean-up Park Improvements Support Seniors Accessible Beach Equipment</p>	<p>Public Acces and Discounts Community and Civic Engagement Cultural Enrichment Environmental Initiatives Educational Outreach Historical and Artistic Preservation Social Impact</p>	<p>Local Resident Discount Volunteer Opportunities Community Gathering Space Safety Enhancements Cultural Exchange Work with Miami Corporation Accessibility Partner with local charities</p>
Financial Proposal	<p><u>Financial Proposal</u> 10% of Gross Operating Revenue with \$4MM minimum annual rent with a 3% annual escalator after year 2.</p> <p>Boucher Brothers will pay a total of \$4 million dollars upfront and payable as follows: \$1 million upon execution of the agreement, and then \$1 million on or before January 10, 2025, \$1 million on or before January 10, 2026, and \$1 million on or before January 10, 2027. Such upfront payments shall be applied to the 1st year minimum rent guarantee.</p> <p><u>Term</u> 9 years, 364 days</p> <p><u>Lease or Management Agreement</u> Unclear</p>	<p><u>Financial Proposal</u> \$2MM a year, with a 10% escalation every five (5) years, (begin after a 12-month rent abatement period) AND a natural break provision of 6.5% of gross revenues (that would start after a 12-month rent abatement period).</p> <p>(Natural Break = annual rent / % rent).</p> <p><u>Term</u> Nine (9) years and eleven (11) month</p> <p><u>Lease or Management Agreement</u> Unclear</p>	<p><u>Financial Proposal</u> From date of opening or 18 months after possession, whichever occurs first, 10% of Sales with \$2.5MM annual guarantee with 7.5% escalator every 3 years</p> <p><u>Term</u> 10-year full-term</p> <p><u>Lease or Management Agreement</u> Unclear</p>