

WTC Site – Real Estate Development and Operations Support Services

WTC Redevelopment Subcommittee

April 24, 2013

Overview

- Throughout the redevelopment of the WTC site, the PA has relied on expert outside services to provide the specialized real estate, financial, operational, and technical skills needed to advance this complex public-private project.
- Such services have played a critical role in PA's objective to maximize the commercial value of the WTC
- The PA is now focusing on finishing various projects and transitioning to operations
- In this final phase we are now seeking real estate/operational expertise through 2015 in the following areas:
 - Project/Construction management for authorized projects
 - Preparation for Operational Start-up and Transition



Request for Proposals and Contract Award

- Request for Proposal process to solicit professional Real Estate Development and Operations Support Services through 2015 issued in early March
- Scope
 - **Project Management**
 - **Financial Strategy/Leasing/Negotiation support**
 - **Operations Planning**
 - **Technical design/construction management from leasing perspective**
- As the project has reached a more advanced stage, staff will minimize the use of sub-consultants previously retained under prior services contracts.
- Any additional consultants deemed necessary to help carry out this phase will be retained directly by the PA through new solicitations or renegotiations at prevailing market rates.
- Will primarily involve awards to firms with Engineer of Record status or key Subject Matter Experts

Contract Award Recommendation

- Received One Proposal
- Proposal reviewed and rated highly in terms of all evaluation criteria:
 - **Proposed Staff**
 - **Firm Experience**
 - **Management Approach**
- Recommended Award to Sole Proposer, Jones Lang LaSalle Americas, Inc.
- Negotiations conducted resulted in 16% reduction from current billing rates, generating a \$2.2 M savings during contract term.

- Total Award Amount:

Programmed Services	\$11.4 M
Extra Work	0.7 M
Sub Transition Funds	<u>0.4 M</u>
Total	\$12.5 M

- Term – Through 2015