



**REQUEST FOR QUALIFICATION
RFQ #2023-001**

Developer for Mixed Income Residential, Hospitality & Golf Course Project

at Roosevelt Roads, Ceiba, Puerto Rico



Issued by the Local Redevelopment Authority for Roosevelt Roads: September 29, 2023

Statement of Qualification Deadline for Respondents: November 13, 2023, 5:00PM

Documents are available at WWW.ROOSEVELTROADS.PR.GOV

**One (1) USB and seven (7) Hard Copies
of Each Proposal Shall Be Submitted to:**

Local Redevelopment Authority for Roosevelt Roads
Comercio y Exportación Building
#159 Chardón Ave. 3rd Floor
Hato Rey, PR 00918

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REQUEST FOR QUALIFICATIONS

Developer for Mixed-Income Residential, Hospitality & Golf Course at Roosevelt Roads, Ceiba, Puerto Rico


The Local Redevelopment Authority for Roosevelt Roads (LRA) invites companies with expertise in residential, hospitality, and golf course developments to submit "Statements of Qualifications" (SOQ), for the following project: Mixed-Income Residential, Hospitality & Golf Course.

The purpose of this Request for Qualification (RFQ) is to ascertain levels of commercial interest and, to the extent possible, shortlist interested developers who demonstrate appropriate qualifications to carry out the Project.

Companies interested in being considered in this pre-qualification process shall submit their "Statement of Qualifications" (SOQ) and experience for the aforementioned project along with references in accordance with the Instructions included in this Request for Qualifications (RFQ) no later than **November 13, 2023, at 5:00 PM.**

The complete RFQ documents can be downloaded at <https://rooseveltroads.pr.gov>. Additional questions regarding this RFQ shall be addressed by email at lradepvelopmentr@lra.pr.gov

Cordially,


Joel A. Piza Batiz, Esq.
Executive Director

September 29, 2023
San Juan, Puerto Rico

A. Scope of Work

The Local Redevelopment Authority for Roosevelt Roads (the "LRA") invites companies with expertise in residential, hotel, and golf course developments to submit "Statements of Qualifications" (SOQ) for the following project (the "Project"): Mixed-Income Residential, Hospitality & Golf Course.

The **RFQ #2023-001** process will follow the Local Redevelopment Authority Request for Proposals Regulation (No. 9366), attached hereto as Exhibit B-2. The LRA determined the need to pre-qualify companies for the Project and is seeking "Statement of Qualifications" (SOQ) from companies interested in participating in the development of all the components of the Project above-mentioned as one sole undertaking, not separately.

This notice is for information and planning purposes, to promote competition, and to identify parties having an interest in and resources to support this requirement. It does not constitute a Request for Proposal and is not to be construed as a commitment by the Government of Puerto Rico to enter into a contract.

Interested companies must acknowledge the following as the developer's responsibilities:

- Develop, or cause the development of, sell, lease, and/or manage the Project.
- Demonstrate a willingness to enter into a public/private partnership to implement the redevelopment plan.
- Have experience working under the oversight and control of a local redevelopment authority, federal agency, and/or local governing body.

Property Description

The LRA owns and leases from the U.S. Department of the Navy (the "Navy") approximately 3,400 acres at the Naval Station Roosevelt Roads in Ceiba, Puerto Rico (the "NSRR Property"), shown on Exhibit A-1. The Project will be developed on an approximately 800-acre site located in Subzones A1, A2, C1, and C2 of the Master Plan (defined below) for the NSRR Property, as further described below and identified in Exhibit A-2 (the "Project Site").

The development combines mixed-income residential, hospitality, golf course, and retail spaces. This Project is of great importance to the LRA as it represents the largest concentration of mixed-income residences available to the public within the NSRR Property.

Naval Station Roosevelt Roads Property, Background and Opportunities; History of the NSRR Property

The Naval Station Roosevelt Roads (the "NSRR"), including the Project Site, was used as a military installation from its acquisition and development by the Navy in the 1940s until its closure on March 31, 2004. Prior to the Navy's acquisition, the Navy environmental reports identified that NSRR was previously used for sugar cane cultivation and cattle grazing, with no significant

industrial facilities or environmental concerns being identified with respect to activities conducted on these lands prior to Navy ownership. The NSRR Property is a truly unique and rare resource, isolated from typical development trends since the early part of the last century and situated at the foothills of El Yunque National Rainforest—one of the world's greatest natural wonders. The NSRR Property represents an interesting mix of natural ecological areas (approximately 3,340 acres of which are already under the care of the Conservation Trust of Puerto Rico), physical infrastructure, a major airfield with an 11,000-foot runway (already under the care of the Puerto Rico Ports Authority), and waterfront development areas.

Pursuant to Section 8132 of the Department of Defense Appropriations Act for Fiscal Year 2004 (Public Act No. 108-87), the Navy was directed to close NSRR pursuant to the procedures and authorities contained in the Defense Base Closure and Realignment Act of 1990, as amended (Title XXIX of Public Law No. 101-510, 10 U.S.C. §2687 note) (the "Base Closure Act"). The Navy closed NSRR on March 31, 2004, and all industrial and commercial operations on the NSRR Property with a significant potential for environmental contamination ceased.

The LRA and the Navy executed that certain Economic Development Conveyance Memorandum of Agreement between the United States of America acting by and through the U.S. Department of the Navy and the Local Redevelopment Authority for Naval Station Roosevelt Roads dated December 20, 2011, as amended on December 11, 2012, and September 1, 2015 (the "EDC Agreement") to set forth the terms and conditions of the transfer of land at NSRR to the LRA. Pursuant to the processes outlined in the Base Closure Act and its implementing regulations, and the terms and conditions set forth in the EDC Agreement, the LRA and the Navy have executed numerous deeds, bills of sale, easements, and that certain Lease in Furtherance of Conveyance between the United States of America and the Local Redevelopment Authority for Naval Station Roosevelt Roads at the Former Naval Station Roosevelt Roads, Puerto Rico dated January 25, 2012, as amended on March 20, 2013 and May 6, 2013 (the "LIFOC").

The LRA divided the NSRR Property into nine (9) zones ranging from an air-side industrial park and institutional clusters to a waterfront district, eco-tourism lodges, and housing (see [Exhibit A-1](#)). These zones are more particularly described in the 2014 Development Zones Master Plan for the Roosevelt Roads Redevelopment (the "Master Plan"), attached as [Exhibit B-3](#). The Master Plan complements the 2014 Regulations on Land Planning and Urban Form of the Former Roosevelt Roads Naval Station (ROTFU, by its acronym in Spanish) published by the Puerto Rico Planning Board, attached hereto as [Exhibits B-4 and B-5](#).

Since the 2004 closure, the Navy has transferred land at NSRR to the LRA for economic development purposes, to the Puerto Rico Ports Authority for airport purposes, to the Puerto Rico Department of Natural and Environmental Resources for conservation purposes, and to the Municipality of Ceiba for municipality purposes.

As a means to negotiate with the Navy, the NSRR Property was divided into three parcels, as shown in [Exhibit B-1](#). The LRA completely controls Parcels 1, 2, and 3 through deeds or the LIFOC.

Thus, references to Parcels 1, 2, and 3 are no longer significant but useful for purposes of reviewing due diligence materials.

Establishment of the LRA

The Roosevelt Roads Naval Station Lands and Facilities Redevelopment Authority Act was enacted on September 29, 2004, and amended on September 18, 2014 ("Law No. 508"). The LRA is a public corporation and government instrumentality of the Commonwealth of Puerto Rico (the "Commonwealth"). The LRA is governed by a nine-member Board of Directors (the "LRA Board"). The President of the LRA's Board of Directors is the Commonwealth's Secretary of Economic Development and Commerce. The other LRA Board members include representatives designated by the Governor, the President of the Senate, the Speaker of the House, and the mayors of the Municipalities of Ceiba and Naguabo, the towns where the NSRR Property is located. On August 30, 2006, the Office of Economic Adjustment of the U.S. Department of Defense recognized the LRA as the local redevelopment authority for the purposes of implementing the local redevelopment plan at NSRR.

Law No. 508 authorizes the LRA, among other things, to have absolute ownership over its properties; negotiate and grant any contracts, leases, or other agreements necessary or convenient to exercise the LRA's powers and authorities; design, construct, or modify any facility that the LRA considers necessary or convenient; acquire and dispose of property (with the consent of the Legislative Assembly for any sales); and issue bonds. Law No. 508 authorizes the LRA to function as a public corporation for a period of 40 years from its enactment or until the LRA fulfills the agreements with the Navy.

Surrounding Communities

Communities of the towns of Ceiba and Naguabo adjoin the NSRR Property. The islands of Vieques and Culebra are just a short flight or boat ride away. It is essential to the LRA that these communities are involved in the redevelopment of the NSRR Property.

B. Instructions

Companies interested in being considered shall submit one (1) USB drive with an electronic PDF file and seven (7) hard copies (8-1/2"x 11") of their "Statement of Qualifications" (SOQ), no later than **November 13, 2023, at 5:00 PM.**

Additional questions regarding this RFQ shall be addressed to lradepvelopment@lra.pr.gov

The cover letter shall be addressed to:

Joel A. Pizá Batiz, Esq.
Executive Director
Local Redevelopment Authority for Roosevelt Roads

To the attention of:

Gabriel Hernandez, P.E
Director
Development and Project Management

If delivered by mail, the "Statement of Qualifications" (SOQ) must be addressed to:

Local Redevelopment Authority for Roosevelt Roads
Edificio de Comercio y Exportación
159 Ave. Carlos Cardón, Piso 3
San Juan, Puerto Rico 00918

Submittals shall be enclosed in a sealed manila envelope, properly addressed, and marked "Statements of Qualifications," with the company's name and mail address. When sent by mail, each manila envelope containing documents shall be adequately wrapped in or enclosed within an outer envelope, properly addressed, and marked as indicated above to prevent premature opening. The mail services stamped date will be considered as the delivery date.

If delivered by hand, SOQs must be delivered on or before the date and time above indicated to the offices of the Local Redevelopment Authority for Roosevelt Roads located at:

Edificio de Comercio y Exportación, 3rd floor,
159 Avenida Carlos Chardón, Hato Rey - San Juan, Puerto Rico

Regardless of the circumstances, SOQs sent by fax, email, or other electronic means **will not be accepted. They will be automatically rejected/disqualified.**

SOQs delivered after the specified deadline or delivered incorrectly will be rejected/disqualified. Late SOQs will be returned to the submitting company unopened with the notation.

C. Submittal Content

The following information shall be included in the envelope to be submitted by the company (developers or teams):

1. **Cover Letter** – An introductory cover letter, signed by an authorized representative, of no more than two (2) pages, containing the following office information:
 - a. Project title: SOQ for Mixed-Income Residential, Hospitality and Golf Course Development
 - b. Company's name (developers or teams)
 - c. Mailing and physical address
 - d. Contact person
 - e. Phone numbers
 - f. Brief project approach and executive presentation.

2. **Company's Experience on Similar Projects** - Provide a list of at least three (3) projects that demonstrate the company's experience on residential, hotel, and/or golf course development projects performed within the last five (5) years. The list must include the project name, a brief scope of work, and a reference contact person with email address or phone number for each project. Limit responses to a maximum of three (3) pages.
3. **Company's Capabilities for Project's Execution** - Briefly describe the company office(s) that will lead the Project. Indicate the personnel who would serve as the project leader and specialist and list specific experience for each person on relevant projects.
4. **Personnel Qualifications** - Provide qualifications of personnel or principal consultants who will serve directly in key positions for the Project, including licenses, certifications, resumes, and professional associations.
5. **Financial Capability** – Submit any publicly available financial documentation, such as annual report(s), which describes the company's financial capability. Other information that may be requested:
 - a. Composition of real estate portfolio by project and land use on such project.
 - b. Comparable recent experience (last 2-3 years) in securing financing, detailing the type of project, financing sources, level of funding, and closing dates.
 - c. List of projects currently under planning and development, including those that may adversely affect the company's ability to perform and complete the Project.

Failure to comply with any of the requirements contained herein may result in the disqualification of the company.

D. Evaluation

1. Statement of Qualification

Each statement of qualification will be examined by Selection Committee for compliance with the requirements stated in Section B.

From the experience and qualification data obtained from consultants, the Selection Committee will prepare a pre-selection short-list of the best qualified consultants. Utilizing the Qualifications Evaluation Sheet included below the Selection Committee will establish an order of qualification of the short listed Firm.

The Firms will be evaluated on the basis to perform successfully all services described. The evaluation consists of the: professional qualifications, expertise, the capacity to deploy the necessary resources, and undertake the projects among other criteria.

For the purpose of development this SOQ, firms may not enter on any efforts to obtain

information from the LRA, such as: preliminary studies, airport information, and/or other internal information. SOQ shall be specific to the requirements stated in Section B. Site visits, and technical data will be shared with the Firms during the negotiation phase.

| Rating Criteria | Possible Score | Result |
|---------------------------------|-----------------------|---------------|
| Past Experience Record | 1 - 20 | |
| Project Understanding | 1 - 20 | |
| Past Performance | 1 - 15 | |
| Firm Organization | 1 - 15 | |
| Capability of the Branch Office | 1 - 15 | |
| Personnel Qualifications | 1 - 15 | |
| Total Result | - | |
| | | |

2. Request for Proposal (RFP) & Selection Process

- a. All Short-Listed Respondents will be notified of their selection and if it is determined by the LRA, in its sole discretion, that it is in its best interest to proceed with an RFP, they will be invited to participate and submit proposals, all in accordance with Regulation 8981-2017 and applicable laws and regulations.

E. Economic Proposal

LRA will initiate discussion with the first-ranked consultant to fully define the scope of work and services to be provided.

After agreement on a detailed scope of services has been reached, LRA will initiate an economic proposal negotiation with the firm first ranked. In the event the Committee cannot negotiate a satisfactory contract fee with the first-ranked Firm, negotiations will be terminated with that Firm and will then begin negotiations with the next second-ranked Firm and subsequently until reach a reasonable fee.

This process will continue until satisfactory contractual arrangements with a Firm have been reached.

Immediately after the selection, the Firms shall be notified of the final selection results through letters.

F. Protest Procedure

Pursuant to Request for Proposals Regulation (9366) in section 11.00, a protest must be submitted by an interested Party no later than three (3) business days after the allegedly aggrieved person or party is notified. All protest must be in writing and shall include three (3) copies contain the following:

1. The procurement title and/or number under which the protest is made.
2. Name and address of the allegedly aggrieved party.
3. A detailed description of the specific grounds for the protest and all supporting documentation.
4. The specific ruling or relief requested.
5. The protest must be submitted personally at the central offices of the Authority within the established period. The central Offices physical address is:

**Local Redevelopment Authority for Roosevelt Roads
Edificio de Comercio y Exportación
159 Ave. Carlos Cardón, Piso 3
San Juan, Puerto Rico 00918**

G. General Conditions

1. The LRA reserves the right to initiate additional procurement action for any work described in this RFQ.
2. Communications with the LRA regarding any matter related to the contents of this RFQ are prohibited during the submission process. Failure to comply with these communication restrictions will result in the rejection of the company's SOQ.
3. Companies acknowledge and recognize that the issuance of this RFQ does not constitute a commitment by the LRA to award a contract.
4. The LRA is not responsible for any costs or expenses incurred in the preparation of the SOQs.
5. The LRA reserves the right to conduct investigations when apprised of any conflicts of interest with companies submitting SOQs in response to this RFQ. The mere appearance of a conflict of interest shall constitute sufficient cause for the outright rejection of an SOQ.
6. The LRA reserves the right (i) to amend, modify, or withdraw this RFQ, (ii) to revise any requirements of this RFQ, (iii) to require supplemental statements or information from any responding company, (iv) to accept or reject any or all responses thereto, (v) to extend the

deadline for submission of SOQs, (vi) to negotiate or hold discussions with any responding company and to correct deficient responses that do not completely conform to the RFQ instructions contained herein, and (vii) to cancel, in whole or part, this RFQ, if the LRA deems it in its best interest to do so. The LRA may exercise the foregoing rights at any time without notice and without liability to any responding company or any other party for its expenses incurred in the preparation of their SOQs hereto or otherwise.

7. Any clarification or correction to this RFQ will be issued as an Addendum by the LRA and posted on the LRA's website. Only written clarification or correction by Addendum shall be valid. Companies shall not rely upon any verbal clarification or correction given by any other method.
8. The LRA is under no obligation to select any developers as a result of this RFQ and has the right to withdraw the RFQ at any time.

EXHIBITS

- Exhibit A-1** NSRR Property and Master Plan Zones
- Exhibit A-2** Project Site
- Exhibit B-1** NSRR Property (Parcels 1, 2 and 3)
- Exhibit B-2** Local Redevelopment Authority Request for Proposals Regulation (No. 9366)
- Exhibit B-3** 2014 Development Zones Master Plan for the Roosevelt Roads Development
- Exhibit B-4** 2014 ROTFU
- Exhibit B-5** 2014 ROTFU (cont.)