



Financial Management Department  
Purchasing Division  
1112 Manatee Avenue West, Ste 803  
Bradenton, FL 34205  
Phone: (941) 749-3014  
www.mymanatee.org

DATE: September 29, 2015

TO: ALL INTERESTED PROPOSERS

REFERENCE: INVITATION TO NEGOTIATE 15-1162CP, Convention Hotel

**ADDENDUM No. 1**

The following items are issued to add to, modify, and clarify the Invitation to Negotiate (ITN) documents. These items shall have the same force and effect as the original ITN documents. ITN responses are to be submitted on the specified date, on or before the specified time, and shall conform to the additions and revisions listed herein.

**Respondents are hereby notified that this Addendum shall be acknowledged within their proposal and shall be made a part of the above named Invitation to Negotiate documents as if contained within the originally issued documents.**

- 1. The following statement was received from *It Works!* located in Palmetto, Florida. The County does not have any knowledge as to the accuracy of the statement and is providing this statement for informational purposes.**

*"While It Works! cannot guarantee number of room nights for our distributors, here is what we brought to the area in 2015: Approximately 8,500 distributors in the immediate Bradenton Area staying anywhere from 1 – 6 nights. Within the Tampa region, we brought in an additional 10,000 distributors. It Works! is open in 19 countries so our distributors are coming from around the world. We expect these numbers to increase next year."*

- 2. The following question was received:**

*Q. We are a hotel brokerage firm and we are currently working with a hotel developer on another site, who might be a great fit for this. Can you advise, if the city will pay our company a fee, if our client gets selected?*

*A. The County encourages you and your development partner to respond to this ITN, however be advised the County will not pay any agency fees.*

- 3. The following information was received from the Bel Mare Condominium Association located at 130 and 140 Riviera Dunes Way, Palmetto, Florida.**

*I am the President of Bel Mare Condominium Association located at 130 & 140 Riviera Dunes Way, Palmetto, Florida. We saw the Bradenton Herald notice of your Invitation to Negotiate and downloaded your packet for the Convention Hotel. Although we objected to the hotel proposed for 120 Riviera Dunes Way in 2013, we fully support a hotel for the Convention Center, as well as, compatible development of the other undeveloped parcels*



*in Riviera Dunes. The map on Page 12 of your packet shows “Other Potentially Available Property” for the bidders to consider in preparing their proposals. We would like to make you aware of recent actions by Bel Mare that would make the 5± Acre parcel (222 Haben Blvd) directly across from the 24.6 ± Acre County Owned Property potentially available. (see attached sketch)*

*In July 2015, Bel Mare executed a Purchase Sale Agreement with Biel REO LLC for the 1.31+ Acre parcel (formerly Bel Mare Phase IV) located at 136 Riviera Dunes Way. Last Thursday, Sept. 10<sup>th</sup>, the Bel Mare Board approved the purchase and we are expecting to close in mid-October. It is our intent to relocate the Association Amenities currently occupying a portion of 222 Haben Blvd. to the new parcel and make the 5 Acres available for sale.*

*We respectfully request that you include 222 Haben Blvd. in your list of Other Potentially Available Properties and advise the bidders at your Sept 23<sup>rd</sup> Pre-Proposal Information & Site Inspection Meeting of its potential availability.*



4. A flash drive with information provided by the Palmetto Community Redevelopment Agency was distributed to the attendees of the pre-proposal meeting held on September 23, 2015. A link to the information on the flash drive can be found at:

<http://www.mymanatee.org/home/government/departments/financial-management/purchasing/palmetto-itn.html>

5. A handout detailing “Room Block Agreements” was distributed to the attendees of the pre-proposal meeting held on September 23, 2015. A copy of the handout is attached to this addendum.
6. A question was asked about the zoning of the property. The City of Palmetto Public Works Department has provided the following information:


<http://www.mymanatee.org/home/government/departments/financial-management/purchasing/palmetto-itn.html>

All other terms and conditions of ITN 15-1162CP remain unchanged.

Proposals will be received until **October 30, 2015 at 4:00 P.M.** in the Purchasing Division Conference Room, 1112 Manatee Avenue West, Suite 803, Bradenton, FL 34205.

If you have submitted a proposal prior to receiving this addendum, you may request in writing that your original, sealed proposal be returned to your firm. All sealed proposals will be opened on the date stated.

Sincerely,

A handwritten signature in blue ink, appearing to read "Christine M. Pearson", is written over a horizontal line.

Christine M. Pearson  
Contracts Negotiator

Cc:

Elliott Falcione  
Dan Schlandt  
Tony Peterman



## HOW FAR IN ADVANCE IS EVENT REQUESTING TO BOOK?

More than 24 mos.

12 to 24 mos.

Less than 12 mos.

### Public's Rights (County, BACC, and/or BACVB or its assigns)

- ☐ Public can require Hotel to provide the greater of TBD% of all rooms and suites subject to attrition.<sup>A</sup> Public can request from Hotel an increase in rooms subject to Hotel's sole discretion.
- ☐ Public has this right TBD days per month or more if the last group booked for the month under this agreement increases the total to more than TBD days.
- ☐ Hotel may require a room rate for any rooms blocked that is not greater than the Hotel's average room rate for the same month of the prior year plus TBD%.<sup>B</sup> Public may ask for lower rates and Hotel may approve at its sole discretion.

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- ☐ Can require Hotel to provide the greater of TBD% of all rooms and suites subject to attrition,<sup>A</sup> but only to the extent that rooms are available.
- ☐ Hotel room rates for any rooms blocked will be agreed upon by the Hotel and Public based on existing market conditions.

### Hotel Owner's Rights (and/or its approved assigns)

- ☐ Will hold rooms available for qualified Tier 1 event block. [Tier 1 defined as an event demonstrated to use TBD or more peak-night rooms in the market area].
- ☐ Timing: Hotel and Public have ability to utilize the terms of the RBA on a first-come, first-served basis.

- ☐ Must hold rooms available for any Public requested block.
- ☐ Timing: Can book up to TBD nights per month for Hotel Events, provided Public does not have a Tier 1 Event booked on a definite or tentative basis for which it may require a block.

- ☐ Must provide room block if rooms are available.
- ☐ Timing: Hotel does not have to hold rooms available for any Public requested block.

A) If blocked rooms are not guaranteed TBD days prior to arrival, all rooms will be released and available on a first come first served basis.

B) The initial Hotel room rate for this RBA shall be based upon the Hotel pro forma projections for the first year of operations.