



Fulton County

Legislation Details (With Text)

File #: 23-0311 **Version:** 1 **Name:**

Type: CM Action Item - Open & Responsible Government **Status:** Passed

File created: 4/17/2023 **In control:** Board of Commissioners

On agenda: 5/3/2023 **Final action:** 5/3/2023

Title: Request approval of a recommended proposal - Department of Real Estate and Asset Management, RFP#22RFP136202K-DB, Real Estate Development Consultant Services, in an amount not to exceed \$150,000.00 with BAE Urban Economics, Inc. (Roswell, GA), to provide real estate development, planning and consultant services including evaluation, procurement, and technical advisory services for the County as needed. Effective upon execution of Contract for a three year period with one, one year renewal option. (APPROVED)

Sponsors:

Indexes:

Code sections:

Attachments: 1. Exhibit 1 Evaluation Committee Recommendation Letter, 2. Exhibit 2 Contractor's Performance Report, 3. 2023-0311

Date	Ver.	Action By	Action	Result
5/3/2023	1	Board of Commissioners	approve	Pass

Department

Real Estate and Asset Management

Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*

Request approval of a recommended proposal - Department of Real Estate and Asset Management, RFP#22RFP136202K-DB, Real Estate Development Consultant Services, in an amount not to exceed \$150,000.00 with BAE Urban Economics, Inc. (Roswell, GA), to provide real estate development, planning and consultant services including evaluation, procurement, and technical advisory services for the County as needed. Effective upon execution of Contract for a three year period with one, one year renewal option. **(APPROVED)**

Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*

In accordance with the Purchasing Code Sections 102-374 or 102-375, all competitive sealed proposals shall be forwarded to the Board of Commissioners for approval.

Strategic Priority Area related to this item *(If yes, note strategic priority area below)*

Open and Responsible Government

Commission Districts Affected

All Districts ☒

District 1 ☐

District 2 ☐

District 3 ☐

District 4 ☐
District 5 ☐
District 6 ☐

Is this a purchasing item?

Yes

Summary & Background: Request approval of recommended proposal to provide real estate development, planning and consultant services including evaluation, procurement, and technical advisory services for the County as needed.

Scope of Work: This contract will support the redevelopment of six (6) properties owned by Fulton County along Fulton Industrial Boulevard (FIB), totaling approximately 15.2 (+/-) acres.

The Real Estate Development services shall consist of, but not be limited to:

- Serving as a technical advisor to the County
- Supporting County agencies during the evaluation of proposals
- Urban Planning
- Market Research
- Real Estate Development Feasibility Analysis
- Public, private, partnerships and associated deal structuring

Background

The Fulton Industrial District is an aging industrial zone, beset by obsolete buildings, crime and overall decay. The County envisioned that by acquiring the assets, they could be developed to create a new and economically improved community base. With many leaders and stakeholders, the current redevelopment plans along the District and at the Executive Airport will indeed be a catalyst for transforming the surrounding community. One of the main focal points of this solicitation is to identify a partner who can help responsibly develop the County owned land/sites and meaningfully contribute to the redevelopment efforts currently underway.

The area around these properties on FIB and Interstate 20, in addition to the Fulton County Executive Airport, are critical anchors to the modernization and rejuvenation of the FIB corridor. The importance of this District and the Executive Airport to the metro Atlanta region is indisputable. The ideal project would broaden and diversify the economic base for FIB, the Executive Airport, and the surrounding areas.

Community Impact: This effort will help facilitate the necessary public-private partnerships with interested developer(s) to stimulate new investment and services on FIB, by revitalizing the strategically acquired County properties with quality commercial development.

Department Recommendation: The Department of Real Estate and Asset Management recommends approval of the proposal to provide real estate development, planning, consultant, and technical advisory services as needed by Fulton County.

After reviewing two (2) proposals from qualified firms, the evaluation committee has determined that

the proposal submitted by BAE Urban Economics, Inc., with a total score of 89.67%, is the recommended firm to provide the needed real estate development, planning, and consultant services.

The consulting firm will work in collaboration with the Department of Real Estate and Asset Management, Land Division as well as Select Fulton. The contract is funded through capital funds.

Project Implications: The intent of this contract is to develop and leverage the surrounding area to create a new and economically improved sustainable community base by revitalizing FIB and Fulton County Executive Airport area.

Community Issues/Concerns: None of which the Department is aware.

Department Issues/Concerns: If this proposal is not approved, there will be a delay in providing the real estate development, planning and consultant services that will provide strategies and analysis for redevelopment of acquired properties along FIB and the Fulton County Executive Airport area.

Contract Modification No, this is a new procurement.

Contract & Compliance Information *(Provide Contractor and Subcontractor details.)*

Contract Value:	\$150,000.00
Prime Vendor:	BAE Urban Economics, Inc.
Prime Status:	Asian American Male Business Enterprise
Location:	Roswell, GA
County:	Fulton County
Prime Value:	\$150,000.00 or 100.00%
Total Contract Value:	\$150,000.00 or 100.00%
Total Certified Value:	\$150,000.00 or 100.00%

Exhibits Attached

Exhibit 1: Evaluation Committee Recommendation Letter

Exhibit 2: Contractor's Performance Report

Contact Information *(Type Name, Title, Agency and Phone)*

Joseph N. Davis, Director, Department of Real Estate and Asset Management, (404) 612-3772

Contract Attached

No

Previous Contracts

No

Total Contract Value

Original Approved Amount: \$0.00
Previous Adjustments: \$0.00
This Request: \$150,000.00
TOTAL: \$150,000.00

Grant Information Summary

Amount Requested: ☐ Cash
Match Required: ☐ In-Kind
Start Date: ☐ Approval to Award
End Date: ☐ Apply & Accept
Match Account \$:

Fiscal Impact / Funding Source

Funding Line 1:

301-999-FIBC-1160: South Fulton Sub-District, Non-Agency, Professional Services- \$150,000.00

Key Contract Terms	
Start Date: Effective upon execution of Contract	End Date: Three-year term
Cost Adjustment:	Renewal/Extension Terms: 0 year renewal option.

Overall Contractor Performance Rating: N/A

Would you select/recommend this vendor again?

Choose an item.

Report Period Start: N/A
Report Period End: N/A