8. Topic: “Prequalified” developers

Has the City already identified the developers it will "prequalify"? Are they current or past City partners?

On May 26, the City Manager wrote to staff: "I'm very excited about the prospects with the state land." Then: “I think we should consider the same kind of prequalified process for bidders that we had for Sky. Start with massing study that includes city goals. There are a number of developers we can encourage to consider applying." On June 1: "let's dust off the gameplan from Horizon."

Which developers? Two past City partners, NR Investments and the Falcone Group, had already written letters supporting the City's Opportunity Zone applications. While the Concept Document was being drafted on May 20, the City Manager wrote: "NRI is one of only a handful of developers nationwide with a preferred developer status with HUD and Falcone is well respected in Tallahassee." The Concept Document names NR Investments, Kaufman Lynn and Falcone, and RAM Development.

Falcone's Chief Operating Officer, Alfonso Costa, arranged the City's May 14 meeting with the State. The State's Deputy Secretary then thanked the City's consultant, Mr. Costa, and the Assistant City Manager for "walking us through the vision for Oakland Park." During the Commission meeting on August 5, Commissioner Budhoo invited "all the developers" to come forward, "even you, Mr. Costa," and "put forth a proposal."

During the Commission meeting on September 9, the City Manager said: “I would recommend that we try to be as open-minded about soliciting ideas from potential qualified developers as possible, because developers know how to make money if they do it right. Nir Shoshani has multiple buildings in downtown Miami, he has new projects going up in Ohio and North Carolina — he is no fool. So whatever he found attractive in Oakland Park, and whatever resulted in him deciding to invest his own money in this building, I have confidence that he knew what he was doing.”

Have any developers already been encouraged to bid? If so, which ones? And is the goal for this acquisition to reinvigorate the westside, or for the selected developer to “make money”?

From: David Hebert <davidh@oaklandparkfl.gov>
Sent: Tuesday, May 26, 2026 9:52 AM
To: Renee Miller
Cc: Sierra Marrero; Ana Alvarez
Subject: West side

I'm very excited about the prospects with the state land. Let's think "next steps." Not sure how best to nail it down. Russ has the fellow in Tallahassee who got the language through the legislature to end School mitigation. He might be useful at least to monitor the situation. I also think we might clue Ralph in. He has been a good partner. If he can commit to the same "tax refund" incentive it might help us bridge the deal with a future developer. Down the line should things go well, as I said last week, I think we should consider the same kind of prequalified process for bidders that we had for Sky. Start with massing study that includes city goals. There are a number of developers we can encourage to consider applying.

From: David Hebert <davidh@oaklandparkfl.gov>
Sent: Monday, June 1, 2026 8:00 AM
To: Ana Alvarez; Sierra Marrero
Cc: Renee Miller
Subject: Prequalified bidders

It is generally not like me to put carts before horses but … let's dust off the gameplan from Horizon on how to prequalify candidates to submit bids on the Commerce site. As this moves forward I want to move fast which means we will need to compile our list of what the City wants and what we want to avoid as a guide sooner rather than later.

From: David Hebert <davidh@oaklandparkfl.gov>
Sent: Wednesday, May 20, 2026 7:16 AM
To: Renee Miller
Subject: Re: Workforce One Concept - For Secretary Mtg this morning

NRI is one of only a handful of developers nation wide with a preferred developer status with HUD and Falcone is well respected in Talahassee. Paul and Bernard can be hit up to do the massing study. We will need an agreement brought at the next Commission June 3. You can handle community meeting & negotiations.

On May 20, 2026, at 6:40 AM, Renee Miller <reneem@rmcgllc.com> wrote:

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Good Morning David,

As discussed yesterday, the COO for Department of Commerce Andrew Collins is meeting this morning with the Secretary and he is discussing several assets across the state including Oakland Park.. He asked for a Concept document to help him communicate the opportunity..

Attached please find a DRAFT I put together last night, and Neysa and Sierra reviewed late last evening. Please advise if you have any objections to sharing.

Renee

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