



Public Works Department
Facilities Management Division
REAL PROPERTY SECTION

115 S. Andrews Avenue, Room 326 • Fort Lauderdale, Florida 33301 • 954-357-6826 • FAX 954-357-6292

April 12, 2013

Dear Sir/Madam:

Broward County Board of County Commissioners (the "County") is fee title owner of an approximately 146 acre parcel of land in the City of Sunrise, Florida (the "Property"). The Property is the site of the BB&T Center ("Arena"), an approximately 20,000 seat, 800,000 square foot (more or less) arena that is also owned by Broward County and is operated by Sunrise Sports & Entertainment, LLLP ("SSE") and Arena Operating Company, Ltd.'s ("AOC"), a solely owned subsidiary of SSE, under a long term Operating Agreement with the County, and is the home of the Florida Panthers Hockey Club, LTD, a National Hockey League franchise team. In addition to ice hockey, the Arena serves as a year round entertainment and performance venue. While limited criteria or details have been provided, SSE and AOC have notified County of the desire to further develop the Property. Past recent discussions have included various development ideas for the site adjacent to the current Arena, including hotel, night clubs, specialty shops, theatres, and a casino gaming operation.

The County is seeking to engage a consultant with expertise in real estate development and finance, with specific knowledge and experience in the aforementioned operations, to assist and advise County staff in evaluating proposals to construct and operate facilities on the Property. Services may include, but are not limited to:

- i. Determining highest and best use of the Property, including determining demand for present and future services;
- ii. Reviewing feasibility and market studies provided in support of a specific request for development;
- iii. Providing and reviewing financial and market projections;
- iv. Assessing the feasibility of any proposed development, including determining economic and social impact of the proposals, and recommending changes to achieve optimization from a land use and financial perspective;
- v. Investigating and reporting on the history of previous similar projects conducted by prospective partners;
- vi. Evaluating land use issues;
- vii. Assisting staff in negotiating economic terms, including but not limited to financial payments and other consideration to the County;

- viii. Assisting staff in negotiating terms and identifying legal issues to be included in legal documents; and
- ix. Participating in such other matters as staff deems appropriate to achieve a successful project from the County's perspective.

If you are interested in providing the services listed above, please forward a proposal including the following information:

- i. Describe the qualifications and relevant public and private sector experience of your firm, including casino gaming operations, and the proposed project manager and all key personnel most likely to be assigned to this project. Include resumes for the project manager and all key personnel described. Please specify states admitted to practice for all attorneys, if any, on the proposed team.
- ii. Describe firm's experience on projects of similar nature and scope along with evidence of satisfactory completion, within budget, for the past five (5) years.
- iii. Identify the office location responsible for this project.
- iv. Describe other activities/services/products that you believe might help the County evaluate the proposals brought to them for consideration.
- v. At a later date, you will be required to disclose and describe any potential conflict of interest with a list of specific entities to be provided by the County.

Five (5) copies of each proposal must be delivered to the address shown above no later than Friday, May 10, 2013. Please be advised that any and all material and work product submitted shall be the sole property of the County. All vendors, consultants, subcontractors, or employees retained by the County to assist in the evaluation of the proposals shall be prohibited from reporting to any party other than the County.

A conference call will be scheduled, following receipt of the proposals to clarify any unanswered questions.

Sincerely,



Purvi Bhogaita
Director of Real Property Section
Broward County, Florida