

TO: Members of the Board

FROM: Bruce Steadman
Executive Director and Secretary

DATE: March 15, 2017

SUBJECT: Agenda for Board Meeting of the Authority

1. **Call to Order – James V. Gorman, Chairman**
2. **Pledge of Allegiance**
3. **Notice of Public Meeting - Roll Call – Bruce Steadman, Secretary**
4. **Approval of Previous Month's Board Meeting Minutes**
5. **Approval of Previous Month's Executive Session Minutes**
6. **Welcome – James V. Gorman, Chairman**
7. **Secretary's Report**
8. **Treasurer's Report**
9. **Public Comment Regarding Board Action Items**
10. **Executive Director's Report:**
 - Update on Requests for Proposals (RFPs) and Contracts
 - Update on Requests for Offers to Purchase (RFOTPs)
 - Update on Marketing Effort
 - Action Items for Next Month
11. **Committee Reports**
 - Audit Committee – Robert Lucky, Chairman
 - Real Estate Committee – James V. Gorman, Chairman
 - Environmental Staff Advisory Committee – Kenneth J. Kloo, Chairman
 - Historical Preservation Staff Advisory Committee – Mayor Jay Coffey, Chairman
 - Housing Staff Advisory Committee – Gina Fischetti, Chairwoman
 - Veterans Staff Advisory Committee – Lillian Burry, Chairwoman

12. **Board Actions**

- a. Consideration of Approval of Contract for Security Guard Services

13. **Other Items**

14. **Public Comment Regarding any FMERA Business**

- Responses to questions submitted online or in writing

15. **Adjournment**

MEMORANDUM

TO: Members of the Board

FROM: Bruce Steadman
Executive Director

DATE: March 15, 2017

SUBJECT: Monthly Status Report

Summary

The following are brief descriptions of the Fort Monmouth Economic Revitalization Authority (FMERA) staff's monthly activities which include an Update on the 2016 Annual Report; Update on Requests for Proposals (RFPs) and Other Contracts; Update on Requests for Offers to Purchase (RFOTPs); Update on Marketing Effort; and Action Items for Next Month.

Treasurer's Report

The 2016 audit continues. The Auditors will report on the Authority's financial statements and accompanying notes, as well as report on the Authority's internal controls and compliance with Government Auditing Standards. The Auditors will report their findings to the Audit Committee at the Committee's next meeting in April. Subject to the Audit Committee's recommendation, the 2016 Comprehensive Annual Report including the audited financial statements will be forwarded to the Board for their review in April.

Executive Director's Report

1. Update on RFPs and Contracts

The following is a summary of the status of RFPs and Contracts that FMERA has issued:

- Auctioneer: The Auctioneer's Group has several auctions planned starting this month:
 - March 18th 10:00 AM – Warehouse-HVAC, Plumbing, Supplies
 - March 18th 1:00 PM – Asbestos Abatement Material and Equipment
 - May 13th 10:00 AM – Construction and Landscaping Equipment/Supplies
 - May 20th 10:00 AM – Small-Lot Auction for the General Public
- Utilities: FMERA is working with the Army contractor group to transfer all Phase 2 utility accounts to FMERA. A water main extension has been designed, under a Memorandum of Understanding (MOU) with the Borough of Oceanport, to serve a large part of the Phase 2 property. That application was recently submitted to New Jersey American Water. JCP&L has started to evaluate the Phase 2 electrical system in anticipation of the transfer from FMERA.

As a follow-up to the MOU with Two Rivers Water Reclamation Authority for the survey and design work for replacement sewer system in the Oceanport section of the Fort, an RFP was issued by TRWRA. A tour for prospective bidders is scheduled for March 16th. Discussions on the construction phase MOU were held on March 9th and are progressing.

- Suneagles Golf Course: Our operator, Linx Golf Management reports that much to our surprise the weather held up and the course had a very strong February. We experienced an increase of 400 rounds compared to the same period last year. We recently began winter clean up but that will need to be put on hold due to the incoming snow and frigid temperatures for the early part of March. We hope it is short lived since everyone is anxious to get back into a normal routine. We hired a seasoned Head Superintendent to take over the reins at Suneagles. He previously worked at one of our other properties and will be a welcome change to our environment. We hired some new crew as well and I can say with a high degree of confidence the golf course will continue to improve this year. And that's good for everyone. Other ongoing functions include:
 - Continuing to overhaul and repair maintenance equipment.
 - Dragging fairways and blow off winter debris.
 - Continued goose control daily.
 - Sprayed greens with quick release fertilizer for the first of the season.
 - Bunker clean up and draining to commence this week, weather permitting. Aerification planned earlier than years past due to mild winter and increasing air temp
- Property Management/Maintenance: Our property management contractor, Chenega Operations Services (COS) has been dealing with various utility issues and outages including a main post power outage, a water main break and a sewer back-up. They are now focused on shutting down utilities to buildings that are not occupied and are not planned for reuse. They are also closing out the transfer of vehicles and Government Furnished Equipment (GFE) and supplies from the Army and their contractor Buffalo. We were fortunate to have Buffalo beyond the official transfer of ownership in November to March 15th. Throughout the transition and shutdown of their operations they have been cooperative and very helpful.
- Security Guard Services: FMERA issued an RFP for Security Services on December 9th. Proposals were due January 9th and 5 proposals were received. The Board is being asked to approve the successful bidder at tonight's meeting, to become effective following the expiration of the Governor's veto period. The Army Guard contract is ending at 11:59 p.m. on March 15th. We have entered into a short-term agreement with Marion Security to continue guard service until we contract with the successful bidder.

2. Update on RFOTPs

The following is a town-by-town summary of the status of our redevelopment projects.

In **Oceanport**, FMERA closed on the Main Post Chapel on February 27th. Triumphant Life Assembly of God Church will be renovating the approximately 16,372 square foot building for use as a house of worship. This marks the second closing in Oceanport in as many months, after FMERA

closed on the Officer Housing parcels on January 13th with RPM Development. The company will be renovating the 117 historic housing units, creating 68 market-rate for sale units, and 48 rental units, twenty (20%) percent of which will be available to low- and moderate-income households.

Also in Oceanport, FMERA has executed contracts on 3 parcels:

- Fitness Center, where FM Partners, LLC, is proposing to renovate and expand the facility;
- Russel Hall, the 40,000 square-foot former Garrison Headquarters building, to TetherView Property Management, LLC, a private cloud computing services company from New York.
- Dance Hall, a 16,000 square-foot former recreation building on Brewer Avenue, to AP Development Partners, for commercial and retail uses, including entertainment and restaurant purposes.

FMERA is in negotiations for the sale and redevelopment of the following 3 properties:

- Nurses Quarters, a 24-unit residential complex on Main Street adjacent to the former Patterson Army Hospital;
- the Marina, currently approved for exclusive negotiations with AP Development Partners, LLC, and currently operating as a marina/public boat ramp and restaurant.
- Squier Hall Complex, an approximately 31-acre site currently under negotiations with the sole bidder, that is slated for office/research, institutional/civic (including educational) and open space/recreation uses. The future developer will be required to retain Squier Hall, which is listed on the National Register of Historic Places.

On December 29th, FMERA issued two RFOTPs for the Lodging Area and Allison Hall. The Lodging Area RFOTP is seeking proposals for medium density residential, institutional/civic, and/or office/research development of the approximately 15-acre site. The Allison Hall RFOTP is seeking proposals to reuse the historic Allison Hall for a boutique hotel, as well as retail, office/research and open space/recreation uses in the approximately 13-acre parcel. Proposals that include both parcels in a comprehensive redevelopment project will receive additional points. Proposals in response to both RFOTPs are due on March 31st.

On March 8th, FMERA issued an RFOTP for Barker Circle, also in the historic district in Oceanport. The RFOTP is seeking proposals for the repurposing of all of the Barker Circle buildings for residential, office/research & development, institutional and/or health care related uses. FMERA will accept proposals that include alternate uses for the former Fire House and Kaplan Hall to include office/research & development, retail or other commercial uses, as well as a museum or arts center use in Kaplan Hall, as originally called for in the Reuse Plan. Proposals are due by June 2, 2017.

In **Eatontown**, FMERA is in the process of executing a contract with Fort Monmouth Parcel B Redevelopment, LLC, for the expanded Parcel B property, which includes up to 89 acres for a mixed-use town center along Route 35. The PSARA calls for the development of approximately 350,000 square feet of retail and other commercial space, as well as 302 housing units.

FMERA is in negotiations for the sale and redevelopment of another 2 properties in Eatontown:

- Howard Commons on Pinebrook Road, zoned for up to 275 homes and up to 15,000 square feet of retail space, where FMERA is in negotiations with the lead proposer; and
- Eatontown Barracks, 6 buildings on Semaphore Avenue on an approximately 4.4-acre parcel, where FMERA received one proposal for an arts/cultural center use. FMERA is in negotiations with the proposer and expects to present a recommendation to the Board shortly.

FMERA issued an RFOTP for the Suneagles Golf Course on October 7, 2016, and received four proposals on December 7. FMERA sought proposals for a use consistent with the plan, namely reuse of the Golf Course and construction of a hotel/conference center, or for an alternate use which

includes the reuse of the Golf Course and up to 75 residential units primarily within the 10-acre former Megill Housing area. An evaluation committee is currently scoring the proposals.

In **Tinton Falls**, FMERA closed on Parcel F-3 on February 23rd. The Monmouth County Park System purchased the property to develop in conjunction with the adjacent Fort Monmouth Recreation Center and Swimming Pool. The former gas station and convenience store, located along Hope Road, will allow the County to expand services and public open space amenities currently offered at the Recreation Center.

FMERA has executed contracts on another four projects in Tinton Falls:

- Parcels C and C1, with Lennar Corporation, approved for 288 residential units over the two parcels, and up to 58,000 square feet of retail development;
- Fabrications Shops (Pinebrook Road Commerce Center), 45,000 square feet of light industrial and flex office space buildings along Pinebrook Road for sale to Pinebrook Commerce Center, LLC;
- Pistol Range and Satellite Road Parcel, under contract with Kiely Realty Group for the reuse and upgrades of the former Pistol Range, and additional office and commercial uses on the combined approximately 5-acre parcel; and
- Recreation Center and Swimming Pool, under contract to the Monmouth County Park System, is currently open to the public through a lease with the County.

FMERA is in negotiations with the lead bidder for a contract related to the sale and redevelopment of the Charles Wood Fire Station, an approximately 4 acre parcel along Corregidor Road in the Tinton Falls Reuse Area.

FMERA is working with the New Jersey Economic Development Authority to evaluate options for the demolition of the Myer Center and redevelopment of the 36-acre Parcel F-1 site.

3. Marketing Update

FMERA and Cushman & Wakefield (Cushman), the Authority's Master Broker, continue to conduct several tours per week. FMERA staff kicked off quarterly meetings with the Partnership for Action on March 8th. The Partnership, which includes representatives from Choose NJ, the NJ Department of State's Business Action Center, and the NJ Economic Development Authority, is an effort to coordinate marketing and business attraction strategy for the State. The group discussed the Fort's new redevelopment opportunities after closing with the Army on Phase 2 in November.

Please refer to our website, www.fortmonmouthnj.com, for more information and to sign up for our monthly digital newsletters.

4. Action Items for Next Month.

- Continued work with the N.J. Department of Environmental Protection to identify and resolve environmental issues of concern
- Continued meetings and tours with interested prospective employers and investors
- Continued outreach to our stakeholders in the 3 host municipalities, the County and others
- Continued collaboration with the NJEDA Trenton Office on marketing and business development opportunities

Approved By: Bruce Steadman

ADOPTED
March 15, 2017

Resolution Regarding
**Selection of Security Services Pursuant to the Security Services
Request for Proposals**

WHEREAS, FMERA, the Authority (“Authority”) issued a Request for Proposals (RFP) on December 9, 2016, soliciting proposals from qualified firms interested in performing the services described herein as the “Security Guard” for the properties and facilities owned, operated, leased and/or managed by the Authority located on the former Fort Monmouth property.

WHEREAS, responses were due on January 9, 2017 and 4 compliant proposals were received and FMERA staff independently evaluated the proposals for compliance and scoring; and the fee proposals were evaluated by FMERA’s Treasurer and the RFP Coordinator; and

WHEREAS, the Evaluation Committee met on March 3rd and reviewed the scores and agreed to conduct interviews with two of the proposers, and on March 7th, the interviews were conducted; and after the interviews, the Committee reevaluated the scores; and

WHEREAS, the fee scores were added to the technical proposal scores with the combined technical and fee ranking ranging from a high of 307 to a low of 206 points, with the highest scoring firm being Marion Security;

WHEREAS, and FMERA staff recommends selecting Marion Security as the Security Guard firm which received the highest combined technical and fee score of 307 from the evaluation committee.

THEREFORE, BE IT RESOLVED THAT:

1. As described in the attached memorandum, the Authority authorizes the selection of Marion Security as the Security Guard Services provider and authorizes the Executive Director or Deputy Executive Director to take all necessary actions to effectuate the selection and optional additional extensions.

2. This resolution shall take effect immediately, but no action authorized herein shall have force and effect until 10 days, Saturdays, Sundays, and public holidays excepted, after a copy of the minutes of the Authority meeting at which this resolution was adopted has been delivered to the Governor of the State of New Jersey for his approval, unless during such 10-day period the Governor of the State of New Jersey shall approve the same, in which case such action shall become effective upon such approval, as provided by the Act.

ATTACHMENT

Dated: March 15, 2017

EXHIBIT 1

MEMORANDUM

TO: Members of the Board of Directors

FROM: Bruce Steadman
Executive Director

RE: Selection of Security Guard Services

DATE: March 15, 2017

Summary

I am requesting the Members to approve the selection of Marion Security for Security Guard Services

Background

Governor Christie signed P.L. 2010 c. 51 on August 17, 2010 to create the Fort Monmouth Economic Revitalization Authority (FMERA or the Authority). The economies, environment, and quality of life of the host municipalities, Monmouth County, and the State will benefit from the efficient, coordinated, and comprehensive redevelopment and revitalization of Fort Monmouth.

In accordance with the federal Base Realignment and Closure law, Fort Monmouth was closed September 15, 2011. FMERA took title to the Phase One and Two Properties, including all of Charles Wood and Main Post areas (with the exception of some environmental carve-outs) The Army has continued to provide security guard service which will end at 11:59 on March 15, 2017. FMERA has arranged for the Security firm hired by the Army, Marion Security, to continue providing service to FMERA for a short transitional period until FMERA can finalize its contract with Marion.

The Fort Monmouth Economic Revitalization Authority (the "Authority" or "FMERA"), issued a Request for Proposals for Security Guard Services on December 9, 2016, soliciting Technical Proposals, and Fee Proposals from qualified firms interested in providing Guard 1 as required, including at a minimum, One Guard 1 coverage 24/7 for an initial period of three (3) months continuing for up-to an additional nine (9) months on a schedule to be determined. The Authority reserves the right to extend the term of this engagement for up to an additional twelve (12) months. The on-duty guard will staff the Main Gate area during normal business hours and patrol the property during non-business hours.

The proposals were due on January 9, 2017. Five proposals were received from:

- The Davis Group
- Marion Security Agency
- Motivated Security Services Inc.
- Traffic Plan
- U.S. Security Associates

The five technical proposals were distributed to the Evaluation Committee. The Committee was made up of three New Jersey Economic Development Authority employees, all of which are assigned to the FMERA Office. Cost proposals were analyzed by FMERA's Treasurer and the RFP Coordinator. The technical proposals were scored independently by each of the evaluators. The scores were then compiled. The Evaluation Committee met on March 3, 2017, to review the scoring of the technical proposals. The technical evaluation scoring is based upon a comparative ranking with an emphasis on relevant experience and management approach. Fee proposals were scored and analyzed based on proposed hourly rates, fees for: uniforms; vehicles; and equipment. During the evaluation of the Fee proposals it was noted that the hourly rate quoted by the Davis Group was below the prevailing wage rate. When questioned about this The Davis Group withdrew their proposal as they did not take into account the requirement for prevailing wage. The combined Technical and Fee scores ranged from a high of 307 points to a low of 206 points, with the highest ranked firm being Marion Security. The Evaluation Committee recommends that the Board approve the selection of Marion Security as the FMERA Security Guard Services contractor.

FMERA will utilize the EDC account to pay this contract. FMERA has sufficient funds available to satisfy the initial three month contract in the EDC account. Funding for the additional services month four, up-to month twelve, will be made available as needed, based on the services requested.

Recommendation

In summary, I am requesting the Members' approval to enter into a contract with Marion Security for services sought in the Request for Proposals for Security Guard Services.

Bruce Steadman

ATTACHMENT: Evaluation Committee RFP Scoring Compilation

Prepared by: Rick Harrison

Security Services Scoresheet

Marion Security	307
U.S. Security Services	302
Motivated Security Systems	212
Traffic Plan	206

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Summary of FMERA Auctions

Number of Auction Events - 14

Auction # 1 - 10/01/2014 - FBI Building & Sports Dome
Auction # 2 - 10/15/2014 - Military Prep School
Auction # 3 - 10/29/2014 - Buildings #1201, #1202 & #1203
Auction # 4 - 12/10/2014 - Myer Center #1
Auction # 5 - 12/11/2014 - Myer Center #2
Auction # 6 - 04/21/2015 - Pulse Power Area
Auction # 7 - 04/29/2015 - Network Integration Systems Area
Auction # 8 - 07/16/2015 - Charles Wood Area, Testing & Fabrication Buildings
Auction # 9 - 10/27/2015 - Megill Housing Area
Auction # 10 - 11/10/2015 - Pulse Power Area 2
Auction # 11 - 7/13/16 - 1997 Dodge 3500 Equipped with GeoProbe
Auction # 12 - 8/17/16 - Pulse Power Auction #2
Auction # 13 - 12/7/16 - CECOM Furniture
Auction # 14 - 12/14/16 - Buildings 1207, 1208, 1209 & 1210

Net to FMERA

\$ 702,544