

MONTHLY UPDATE

GOLF COURSE LEASE WITH ARMY EXTENDED

Last September, FMERA Board Chair James V. Gorman announced the reopening of the Suneagles Golf Course, which had been temporarily closed for play while a lease was executed between the U.S. Army and FMERA. Per its operating agreement with FMERA, Atlantic Golf Management Inc. operates the Golf Course, which is now open seven days a week and all year round, weather permitting.

The lease with the Army was set to expire this October. FMERA requested that the lease be extended six months, and the Army has agreed. As a result, FMERA's operating agreement with Atlantic Golf Management will also be extended.



FMERA expects to solicit buyers for the golf course property through its Request For Offers To Purchase (RFOTP) process by late fall 2012.

Located on Tinton Avenue at Hope Road in Eatontown, the Golf Course was designed by the world famous golf course architect A.W. Tillinghast. Its classic design had served the military community for decades, and it was opened to the public in 2010.

"Suneagles Golf Course continues to entertain the needs of local and charitable tournaments, area residents and our veterans," said Chairman Gorman. "The Golf Course will serve as an attraction for future development at the property, and we are looking forward to another great season in 2013."

REVIEW OF STAFF ADVISORY COMMITTEES UNDERWAY

In an effort to ensure that the Staff Advisory Committees of the FMERA Board represent a collaborative, multi perspective knowledge base on the key issues that affect the Fort's redevelopment, committee chairs have been asked to reassess their membership and recommend changes in time for the Board's annual meeting this fall.

FMERA currently has four Staff Advisory Committees: Environmental, Historical Preservation, Housing and Veterans. These committees are comprised of Board members as

well as members of the public selected by FMERA, and each committee is chaired by a Board member.

The purpose of the Staff Advisory Committees is to help staff address issues related to the redevelopment and reuse of Fort Monmouth. Additionally, as required by FMERA's enabling Act and by-laws, the Historical Preservation and Environmental Staff Advisory Committees serve as the exclusive "historic preservation commission" and the "environmental commission" for land use matters within the project areas.

"By reorganizing the makeup of these important committees, we hope to have subject matter experts on hand to provide excellent advice to FMERA staff, as well as provide an opportunity for different community members and stakeholders to participate in the process," Chairman Gorman said.

FMERA NAMES FACILATOR TO SUPPORT SMALL BUSINESS COMMUNITY

With the goal of providing support to small businesses interested in locating at the Fort property, Board Chairman James V. Gorman called on FMERA to appoint a small business facilitator. This role will primarily be responsible for serving as a liaison between companies and the various local, county and state organizations involved in business development. This includes the Monmouth County Office of Economic and Workforce Development, the New Jersey Economic Development Authority (EDA), and the New Jersey Business Action Center (BAC), which reports directly to Lt. Governor Kim Guadagno.

“Small businesses need to know that there is a place for them at Fort Monmouth,” said Chairman Gorman. “Whether it involves permitting, financing, recruitment, or other types of support, the small business facilitator will ensure that companies are able to access the resources they need to set up shop and create jobs.”

Lauding her high level of professionalism as a FMERA program officer, Chairman Gorman applauded the decision to name Katie Hodes to this important role.

“I am confident that Katie will bring to this position the same energy and know-how that she has exhibited throughout her tenure at FMERA,” Chairman Gorman said.

Businesses interested in learning more can reach Katie at 732-720-6342.

A CLOSER LOOK AT THE MASTER BROKER SELECTION PROCESS

In mid-April, the Master Broker Request For Proposals (RFP) was publically advertised in the Star Ledger, Asbury Park Press and Wall Street Journal. Concurrently, the RFP was publically issued on the websites of both FMERA and the EDA.

Pursuant to the RFP, the master broker will provide services to market, sell and lease the property to increase awareness of the Fort’s opportunities, maximize value, and stimulate investment and job creation.

A mandatory pre-proposal conference was held on April 26 at FMERA’s office, and proposals were due by May 11 at 12:00 p.m.

Six firms submitted proposals, including CBRE, Cassidy Turley, Jones Lang LaSalle (JLL), Stafford Smith Realty, Weichert Commer-

cial Brokerage, Inc. and Cushman & Wakefield/Continental Realty (C&W/CR).

One firm, CBRE, was deemed unresponsive as its proposed fee schedule exceeded the 6 percent cap specified in the RFP.

On May 24, an evaluation committee made up of three FMERA/EDA staff members, one Trenton EDA staff member, and one representative from the Army met to score the proposals. The top three proposers were called in for oral interviews on May 30 and 31.

Following the interviews, these proposals were reevaluated based on new knowledge gained during the interview process, pursuant to the RFP.

C&W/CR received the highest total score and JLL received the second

highest total score.

FMERA staff presented their recommendation of C&W/CR as master broker and JLL as alternate broker to the Board’s Real Estate Committee on June 12. The RFP called for an alternate broker in the event the highest scoring bidder has a conflict of interest for a specific transaction.

After review and discussion, the Real Estate Committee reached a consensus that staff had conducted a robust evaluation process, and decided to recommend C&W/CR as master broker and JLL as alternate broker to the full Board of Directors for approval .

On June 20, the FMERA Board approved these recommendations.

The scoresheet compilation is included on page 3.

Final Master Broker Scoresheet Compilation

Criteria	Cassidy Turley		CBRE		C&W		JLL		Stafford		Weichert	
	Total	Average (5 Evaluators)	Total	Average (5 Evaluators)	Total	Average (5 Evaluators)	Total	Average (5 Evaluators)	Total	Average (5 Evaluators)	Total	Average (5 Evaluators)
The bidder's ability to demonstrate sufficient experience and success as a Master Broker at similar multi-acre redevelopment projects in New Jersey or elsewhere in the United States, with similar vertical markets, and the ability to work with and through regional and national brokers. (Note: The Master Broker will be responsible for paying any co-brokerage commissions resulting from the Master Broker's working with and through regional and national brokers.) [weight = 25]	900	180	N/R*	230	1150	230	1075	215	475	95	525	135
The bidder's ability to demonstrate an understanding of and successful experience with the many facets of fulfilling the Master Broker role, including but not limited to: job creation, maximizing sales and lease revenues, government relations, financing, tax abatement and tax district plans, master planning, zoning, redevelopment, infrastructure planning, demolition of obsolete structures, environmental contamination, subdivision / survey, annexation, condemnation, transportation, construction management, and bonding. [weight = 25]	900	180	N/R*	230	1150	230	1075	215	500	100	600	120
The bidder's ability to articulate and successfully achieve a work plan and timeline, including but not limited to the Required Tasks of the Scope of Services, such work plan and timeline to include a detailed first 100-day plan and milestones to monitor success at the end of 100 days, 6 months, 1 year, 18 months, 2 years, 3 years, and 5 years. [weight = 15]	525	105	N/R*	132	660	132	630	126	255	51	435	87
The bidder's ability to demonstrate sufficient financial and human resources available and committed to advertise, market, sell and lease the former Fort Monmouth property in accordance with the Required Tasks, and the bidder's commitment to establish a working office to coordinate operations with EMERA related to this project within the former Fort Monmouth property. [weight = 15]	525	105	N/R*	129	645	129	660	132	240	48	435	87
The bidder's ability to demonstrate understanding of the BRAC process, the goals, objectives and limitations of the Reuse Plan, the Authority's own unique legislation, its abilities and limitations; knowledge of the New Jersey marketplace, either by having completed successful brokerage or development projects or by teaming with a broker(s) or developer(s) who have done so within New Jersey; thorough understanding of the 1100-acre former Fort Monmouth property and its inventory of existing buildings and vacant land; and overall understanding of the relationship between the Army and the Authority, their mutual goals and shared interests, other stakeholders and their respective needs. [weight = 15]	540	108	N/R*	129	645	129	630	126	300	60	360	72
The bidder's Fee Schedule/Fee Proposal. [weight = 5]	145	29	N/R*	35	175	35	195	39	140	28	120	24
Total	3535	707	N/R*	885	4425	885	4265	853	1910	382	2475	495

* Non-responsive to RFP

Q&A WITH FMERA EXECUTIVE DIRECTOR BRUCE STEADMAN

This month's Q&A highlights frequently asked questions regarding information-sharing and process requirements.

Question: How can I obtain documents related to submissions for public solicitation for sealed bids or offers to purchase real property?

Answer: FMERA adheres to the rules governing New Jersey's Open Public Records Act (OPRA) statute. Documents are considered public information after FMERA's issuance of notice of intent to award a purchase agreement for a sealed bid process, and after a purchase agreement has been signed by the Authority and a purchaser.

To contact FMERA's OPRA custodian, call 973-855-3452 or email opra@njeda.com.

Question: If FMERA's offices and Board meetings are moved to the former Library, will members of the public still have access?

Answer: Our objective in moving to the former Fort Library is essentially two-fold: 1) to provide easier access for the public by establishing one location for all business and public meetings; and 2) to better facilitate marketing and management of the property.

The bottom line is that FMERA will not move to a new office unless or until it is fully accessible to the public.

Question: I am a business owner contemplating a move to the former post; however, I am concerned that information could be leaked to my competitors. How can I be sure this will not happen?

Answer: Your concern is one that has been expressed to us by other businesses in your position.

As a public entity, FMERA is committed to upholding the highest standard of transparency in carrying out sale and lease transactions. We understand, however, that due to our unique mission and structure, this commitment must be balanced with the needs of prospective tenants and buyers. As such, FMERA is equally committed to maintaining the highest level of integrity and professionalism during the pre-sale and pre-lease process, to the extent permitted under OPRA.

We fully understand that many private corporations are hesitant to divulge certain confidential financial or commercial information to a public entity because it may be proprietary or put the company at a competitive disadvantage. Please be assured that OPRA explicitly contains exemptions for proprietary financial information and for information that would create a competitive disadvantage.

We encourage you to call us at 732-720-6350 to discuss your needs further.

Question: I am interested in leasing or purchasing property. What is the process that FMERA follows to sell/lease buildings and land?

Answer: FMERA adheres to adopted and published Sales and Lease Regulations, approved by the FMERA Board, and developed with

oversight and approval by the New Jersey Attorney General's Office. These regulations: (1) establish strict procedures for the sale of real property within the former Fort Monmouth, and accompanying personal property; and (2) establish strict procedures for the leasing of real property within the former Fort Monmouth, and accompanying personal property.

These regulations require: (1) publicly advertised Requests for Offers to Purchase (RFOTP) or Requests for Sealed Bids on any real property within Fort Monmouth before a sale may take place; and (2) publicly advertised RFP on any real property within Fort Monmouth before any lease may take place.

The regulations have been reviewed by the US Army, and have been accepted as satisfying the Army's requirement for competitive bidding and transparency related to the sale and lease of any Fort Monmouth real property.

The Sale and Lease Regulations are published in total on FMERA's website, and the process by which parcels are offered for sale or lease is described in detail. FMERA may not deviate from these regulations for any sale or lease of former Fort Monmouth real property.

FMERA's Monthly Newsletter is available online at www.fortmonmouthredevelopment.com following each Board meeting. To be added to the email distribution list, please send a request, with contact information, to Austin Begley at abegley@njeda.com.

If you have a suggestion or area that you would like covered in upcoming editions of the newsletter, please email Austin. We welcome your feedback!

FMERA's Mission:

To create an atmosphere in which employers will employ and investors will invest, to maximize the jobs created and the value of the property.

Note: FMERA Board action is subject to a ten (10) day veto period by the Governor.