

**Bid Tabulation Packet  
for  
Solicitation PNC2120462F1**

**Broward County Supervisor of Elections Facility**

**Bid Designation: Public**





**Broward County Board of County Commissioners**

### Bid #PNC2120462F1 - Broward County Supervisor of Elections Facility

Creation Date **Jan 21, 2020** End Date **Mar 23, 2020 2:00:00 PM EDT**  
 Start Date **Jan 23, 2020 11:41:52 AM EST** Awarded Date **Not Yet Awarded**

PNC2120462F1--01-01 Broward County Supervisor of Elections Facility					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Westchase Group, Inc.	First Offer -	1 / lump sum		Y	Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes: Please confirm receipt of our proposal			
CBRE	First Offer -	1 / lump sum		Y	Y
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes:			

#### Supplier Totals

f Westchase Group, Inc.				\$0.00	
Bid Contact	john hopengarten	Address	FORT LAUDERDALE, FL 33328		
	john.h@westchasegrp.com				
	Ph 727-488-2111				
Qualifications	SB				
Agency Notes:		Supplier Notes:		Head	Attch:
					
f CBRE				\$0.00	
Bid Contact	Michael Oretsky	Address	401 E Las Olas		
	michael.oretsky@cbre.com		Fort Lauderdale, FL 33301		
	Ph 954-798-4284				
Agency Notes:		Supplier Notes:		Head	Attch:
					

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**Westchase Group, Inc.**

Bid Contact **john hopengarten** Address **FORT LAUDERDALE, FL 33328**  
**john.h@westchasegrp.com**  
**Ph 727-488-2111**

Qualifications **SB**

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch.	Docs
PNC2120462F1--01-01	Broward County Supervisor of Elections Facility	<b>Supplier</b> <b>Product Code:</b> <b>Supplier</b> <b>Notes: Please</b> confirm receipt of our proposal	First Offer -	1 / lump sum	Y	Y
<b>Supplier Total</b>						<b>\$0.00</b>

Westchase Group, Inc.

Item: **Broward County Supervisor of Elections Facility**

Attachments

Vendor\_Questionnaire 1.docx

Final SOE Proposal.docx

SOE Price Proposal.docx

### VENDOR QUESTIONNAIRE

Vendor should complete questionnaire and submit with the solicitation response. If not submitted with solicitation response, it must be submitted within three business days of County's request. Failure to timely submit may affect Vendor's evaluation. If a response requires additional information, the Vendor should upload a written detailed response with submittal; each response should be numbered to match the question number.

1. Legal business name Westchase Group, Inc.
2. Doing Business As/ Fictitious Name (if applicable): Westchase Realty & Development LLC
3. Federal Employer I.D. no. (FEIN): 82-5310792
4. Dun and Bradstreet No.: 118490325
5. Website address (if applicable): www.westchasegrp.com
6. Principal place of business address: 11490 Westheimer Suite 470 Houston, Texas 77077

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7. Office location responsible for this project: 9220 Arborwood Cir Davie, FL 33328

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8. Telephone no.: 727-488-2111 Fax no.: \_\_\_\_\_
9. Type of business (check appropriate box):
  - Corporation (specify the state of incorporation): Texas
  - Sole Proprietor
  - Limited Liability Company (LLC)
  - Limited Partnership
  - General Partnership (State and County Filed In) \_\_\_\_\_
  - Other – Specify \_\_\_\_\_
10. List [Florida Department of State, Division of Corporations](#) document number (or registration number if fictitious name): L16000087183
11. List name and title of each principal, owner, officer, and major shareholder:
  - a) John Hopengarten
  - b) \_\_\_\_\_
  - c) \_\_\_\_\_
  - d) \_\_\_\_\_
12. AUTHORIZED CONTACT(S) FOR YOUR FIRM:

Name: John Hopengarten  
Title: President  
E-mail: john.h@westchasegrp.com  
Telephone No.: 727-488-2111

Name: \_\_\_\_\_

Title: \_\_\_\_\_

E-mail: \_\_\_\_\_

Telephone No.: \_\_\_\_\_

- 13. Has your firm, its principals, officers or predecessor organization(s) been debarred or suspended by any government entity within the last three years? If yes, specify details in an attached written response.  Yes  No
- 14. Has your firm, its principals, officers or predecessor organization(s) ever been debarred or suspended by any government entity? If yes, specify details in an attached written response, including the reinstatement date, if granted.  Yes  No
- 15. Has your firm ever failed to complete any services and/or delivery of products during the last three (3) years? If yes, specify details in an attached written response.  Yes  No
- 16. Is your firm or any of its principals or officers currently principals or officers of another organization? If yes, specify details in an attached written response.  Yes  No
- 17. Have any voluntary or involuntary bankruptcy petitions been filed by or against your firm, its parent or subsidiaries or predecessor organizations during the last three years? If yes, specify details in an attached written response.  Yes  No
- 18. Has your firm's surety ever intervened to assist in the completion of a contract or have Performance and/or Payment Bond claims been made to your firm or its predecessor's sureties during the last three years? If yes, specify details in an attached written response, including contact information for owner and surety.  Yes  No
- 19. Has your firm ever failed to complete any work awarded to you, services and/or delivery of products during the last three (3) years? If yes, specify details in an attached written response.  Yes  No
- 20. Has your firm ever been terminated from a contract within the last three years? If yes, specify details in an attached written response.  Yes  No

I hereby certify the information provided in the Vendor Questionnaire:



John Hopengarten    President

03/23/2020  
DATE

\*AUTHORIZED SIGNATURE/NAME

Vendor Name: Westchase Group, Inc.

\* I certify that I am authorized to sign this solicitation response on behalf of the Vendor as indicated in Certificate as to Corporate Principal, designation letter by Director/Corporate Officer, or other business authorization to bind on behalf of the Vendor. As the Vendor's authorized representative, I attest that any and all statements, oral, written or otherwise, made in support of the Vendor's response, are accurate, true and correct. I also acknowledge that inaccurate, untruthful, or incorrect statements made in support of the Vendor's response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to Section 21.119 of the Broward County Procurement Code. I certify that the Vendor's response is made without prior understanding, agreement, or connection with any corporation, firm or person submitting a response for the same items/services, and is in all respects fair and without collusion or fraud.



## Westchase Group, Inc.

**Introduction** - The Broward County Board of County Commissioners has released an RFP soliciting a developer for the development of a building to house the Supervisor of Elections offices. Westchase Group, Inc. is responding to that RFP as a capable developer of similar projects. Westchase Group is pleased to propose this offer for the development of this building project to the County Commission.

POB290501

**Summary** - Our intent in this project is to provide a premium, clean, safe working environment for the SOE staff and visitors at a cost that will enable SOE to operate and maintain the facility for years to come. The RFP requires a complete build-to-suit turnkey facility consisting of a LEED-BD+C, Gold certified 24' clear height 95,000 SF warehouse and approximately 40,000 SF of office and training space.

We made an exhaustive search of the area and realized that suitable existing buildings were not cost effective to convert to the needs of the SOE and that large tracts of land were not available in the area designated. In an effort to keep costs low, we recommend that rather than the County purchase land in the County area, that we utilize land already owned by the County. We have identified a site that would meet the project demands that is not currently used for other purposes. This property has the folio number of 494232220012. This site will be suitable for the development requirements outlined in the RFP. Our development team will hire competent designers and engineering consultants who will provide the optimum in design for the facility. We will hire a reputable building construction company that will be responsible for building the facility along with its parking and landscape. Lastly, we will partner with a County Business Enterprise (CBE) company that will assist in the construction of the project. Our process will engage the SOE staff to determine the current and future needs of the department. We will utilize the latest technologies and state of the art construction methods. All strictly within budget.

Davie, Florida

**Approach** - As stated above, we have identified a suitable site that will accommodate the facility described in the RFP. Once we are selected, we will have a site survey performed and an environmental Phase I investigation to determine if the site meets expectations. We will then assemble our team of architects and engineers to start the preliminary planning phase. Meetings with the SOE users will be initiated to specifically determine usage and exact spatial needs and requirements. Once preliminary design is completed, a review process will be held with the SOE to approve and/or make changes or recommendations. Moving forward to design development, our contractor will be engaged to provide pre-construction services which will involve cost estimates and alternative design recommendations from a buildability standpoint. These pre-construction services will continue through working drawings until the building permit is secured.

33329

We will be utilizing "Revit" 3D drafting program that has a BIM (Building Information Management) system built in to enable the SOE to maintain the facility and identify all components of the building for repair or replacement.

727 488 2111

The time to complete the project will be short. If all goes well it should take approximately 2 years to design and build using our fast track methods, unless a zoning change will be required.



## Westchase Group, Inc.

### **Qualifications:**

The Westchase Group, Inc. established in 1985 to provide design, construction management, property management and development services to the many developers and building owners in the state of Texas, Florida and abroad. Throughout the years, the Westchase Group, Inc. has been in the forefront of real property design and construction utilizing the most modern design techniques and state of the art building materials.

Our projects, consisting of Office buildings, Business Parks, Residential Neighborhoods, Institutional Facilities, Training Centers, Logistical buildings, Hotels, Warehouses, Aviation and Retail Centers, have provided a comfortable, clean and efficient business environment for many satisfied clients. Flexibility of design was given special consideration because of the varied and specific needs of our commercial, institutional, governmental and industrial clients. (See the accompanying list).

With over 34 years of experience in the real estate development business, The Westchase Group, Inc has provided all the necessary expertise for many types of building projects. Our specialized teams have offered complete services from site selection to move-in and all the stages in between. These include but are not limited to:

- ◆ REAL ESTATE DEVELOPMENT
- ◆ SITE SELECTION & ACQUISITION
- ◆ ZONING CHANGE APPROVALS
- ◆ DESIGN
- ◆ CONSTRUCTION MANAGEMENT
- ◆ PROPERTY MANAGEMENT
- ◆ BUDGETING
- ◆ FINANCING

This package of premium services demonstrates a strong commitment to overall project control for the satisfaction of the occupants and for the financial rewards to our investors.

### Real Estate Development:

As was explained above, real estate development is our main business. Providing building projects for the local communities in which we have the privilege of operating. We are proud of our work and will continue to build toward the future.

### Site selection and Acquisition:

Our scouting teams evaluate potential development sites based on a strict criteria developed after years of careful studies of successful projects. This evaluation weighs heavily on location, availability of utilities, proximity to major thoroughfares, access, environmental considerations and development costs.





## Westchase Group, Inc.

### Zoning Change Approvals:

We work closely with municipal staffs to amend land use designations thereby maximizing the highest and best use for the land. The input we gain from the staff tends to enhance our developments for the betterment of the residents and the community at large.

### Design:

Our designs provide our end users with a clean, safe and comfortable working environment which has been known to increase worker productivity. Special consideration is made to lighting, air quality, landscaping, parking, vehicular movement and safety. Our staff of space planners provides the ultimate in spatial design to accommodate all of our user's needs. This, coordinated with an attractive building facade, makes for a desirable place to do business. We take a team approach to design. We control the architect to ensure that the design meets or exceeds the project requirements while being in budget. Every project not only involves the architect and engineers, but also the contractors so that a thorough evaluation can be made to value engineer the project from inception rather than waiting until construction.

### Construction Management:

Each of our projects is supervised by an owner's representative who is responsible for the sitework and the overall construction of the building shell and the interior buildout. The representative has complete authority over the project from inception to move in. These managers are the backbone of our company, in that our success is dependent on their skill in supervising the construction phase of the project.

### Property Management:

Just building a facility and occupying with users does not end the job of a developer. Once the facility is occupied, it is the responsibility of the developer to provide building and site maintenance. This is necessary because we, as the developer, are involved in our projects for the long term. We maintain an on-site manager with a secretary who is responsible for the day to day operations of the facility and providing services for the satisfaction of the tenants.

### Budgeting:

Budgeting starts with design. Our hands-on approach to design guarantees cost effective engineering and architecture. All of our projects are thoroughly scrutinized to ascertain the financial feasibility. Strict control is placed on accurate cost estimates and actual building costs. Contingency funds are also made available to support the master budget to avoid problems with unanticipated cost overruns. Operational budgets are also maintained and audits are performed every year.



## Westchase Group, Inc.

### Financing:

Some of our investment projects are financed twice during the life of the project. Once as interim construction financing to build the facility and then a permanent mortgage is secured for the long term. This is the normal method of project financing, however we have more creative methods of financing our projects depending on the availability of funds or the requirements of our investors.

We also offer investment programs to individuals or companies that wish to participate in our projects in an equity position. Their involvement allows us to reduce the amount of funding from lending institutions thus making our projects more profitable.

Our company creates two things; one, a comfortable spacious working environment equipped to handle any user's needs and two, a facility that creates jobs for the people of the community in which they are situated. This is our credo, an efficient and attractive workplace providing jobs for our citizens.

Our teams, consisting of architects, engineers, realtors, property managers and staff, provide the ultimate in project administration maintaining high standards of excellence pursuant to large commercial ventures. Their task, under the leadership of the Project Director, is to develop a project plan suitable to end users and investors. Their projects have resulted in fully and nearly fully occupied facilities that have paid dividends to the investors.

### **PARTIAL LIST OF CLIENTS:**

Prudential Insurance Company	TRW
Ciba-Geigy	DHL
Union Oil	Cameron Iron
GeoSource	Radio Shack
Panasonic	Foodmaker
Kraftco	Western Union
Equifax	Hilti
TXI	Olin Chemical
QSI (Scandinavian Airlines)	Continental Airlines
Kerr-McGee	Department of Housing & Urban Development
Texas Department of Corrections	Florida East Coast Realty



## Westchase Group, Inc.

### Key Personnel

Mr. John Hopengarten is the Founder and President of Westchase Group, Inc. He has been in the design, construction and real estate development field since 1981. Prior to forming Westchase, he was employed by the prestigious Vantage Companies in Houston, TX from 1981 to 1983 where he oversaw the interiors department. His department was responsible for providing design documents for office buildings, warehouses, business parks, tech centers and retail centers. This portfolio was said to have more lease space than 24 Astrodomes and he was responsible for over 630 warehouse buildouts. In 1983 he opened the Westchase Group as a small design and construction management firm and incorporated it in 1985. The company grew quickly and by 1986 it was one of the first design and construction management firms to acquire CAD capabilities utilizing VersaCad® software on the new IBM personal computers.

He has pursued projects both nationally and internationally providing excellence in the design and construction of numerous large-scale infrastructure, aviation, commercial and residential projects. In 1993 he opened a regional office in the Middle East to provide consultation services to areas in the Middle East and the Island of Cyprus. Some notable projects are a 725 suite timeshare hotel, a large shopping mall in Nicosia and a \$600 million airport expansion. In 2006 he opened an office in St. Petersburg, Florida for the development of 2 hi-rise condominium projects. In 2010 he opened a field office in North Carolina for the development of a 100 unit housing project. In 2015 he opened an office in Aventura, Florida where he and his team worked on the Panorama hi-rise apartment building in Miami, River Landing also in Miami and Tequesta Senior Living in Palm Beach County.

He has been the driving force in project diversity and has secured projects in warehouses, high rise apartments buildings, condominiums, shopping malls, office buildings, airports, flight simulator buildings, senior housing, medical facilities and single family communities. He currently holds a real estate broker's license in the State of Florida.

He served 4 years in the US Air Force in Intelligence with a tour of duty in Vietnam. He graduated from the Temple University School of Architecture. He served as a board member of the Philadelphia Chapter of the American Institute of Architects and the Pennsylvania Society of Architects. He was committee chairman for the Houston West Chamber of Commerce. He has been published in Metrowest magazine. He is listed in Who's Who in the South and Southwest. He has been actively involved in organizations such as the March of Dimes, Cystic Fibrosis and Cerebral Palsy Foundation. He is an avid sportsman and sailor.



## Westchase Group, Inc.

March 23, 2020

Broward County Commission  
115 S. Andrews Ave  
Room 421  
Fort Lauderdale, Florida 33301

POB 290501

Submitted Via BidSync

Attn: Broward County Commissioners

Dear County Commissioners,

We at the Westchase Group are pleased to submit this proposal for the Supervisor of Elections new facility project.

Davie, Florida

We will provide the zoning changes, if necessary, the design and the construction of a 135,000 square foot warehouse facility including approximately 40,000 square feet of office and training rooms complete with loading docks, vehicular parking and landscaping on the site designated in the proposal.

We propose to provide this facility for the lump sum price of \$29,245,016. Payment terms shall be negotiated upon acceptance or our proposal.

We sincerely hope that you accept our bid for this project. Please address any questions to my attention.

Very truly yours,

33329

A handwritten signature in black ink, appearing to read 'John Hopengarten'.

John Hopengarten  
President  
JMH/ab

727 488 2111

Supplier: **Westchase Group, Inc.**

**LOBBYIST REGISTRATION REQUIREMENT CERTIFICATION FORM**

The completed form should be submitted with the solicitation response but must be submitted within three business days of County's request. Vendor may be deemed non-responsive for failure to fully comply within stated timeframes.

The Vendor certifies that it understands if it has retained a lobbyist(s) to lobby in connection with a competitive solicitation, it shall be deemed non-responsive unless the firm, in responding to the competitive solicitation, certifies that each lobbyist retained has timely filed the registration or amended registration required under Broward County Lobbyist Registration Act, Section 1-262, Broward County Code of Ordinances; and it understands that if, after awarding a contract in connection with the solicitation, the County learns that the certification was erroneous, and upon investigation determines that the error was willful or intentional on the part of the Vendor, the County may, on that basis, exercise any contractual right to terminate the contract for convenience.

The Vendor hereby certifies that: (select one)

- It has not retained a lobbyist(s) to lobby in connection with this competitive solicitation; however, if retained after the solicitation, the County will be notified.
- It has retained a lobbyist(s) to lobby in connection with this competitive solicitation and certified that each lobbyist retained has timely filed the registration or amended registration required under Broward County Lobbyist Registration Act, Section 1-262, Broward County Code of Ordinances.

It is a requirement of this solicitation that the names of any and all lobbyists retained to lobby in connection with this solicitation be listed below:

Name of Lobbyist:

Lobbyist's Firm:

Phone:

E-mail:

Name of Lobbyist:

Lobbyist's Firm:

Phone:

E-mail:

**Authorized Signature/Name:** john hopengarten **Date:** 2/24/2020

**Title:** President

**Vendor Name:** Westchase Group, Inc.