

ITEM #81

(At the request of Foundry Commercial LLC)

ADDITIONAL MATERIAL

Regular Meeting

DECEMBER 1, 2020

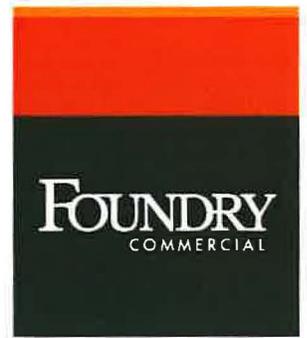
SUBMITTED AT THE REQUEST OF

OFFICE OF THE COUNTY ATTORNEY

95 Merrick Way, Suite 460
Coral Gables, FL 33134

TEL (305) 417-7000

foundrycommercial.com



November 24, 2020

Andrew J. Meyers, Esq.

County Attorney

VIA E MAIL

ameyers@broward.org

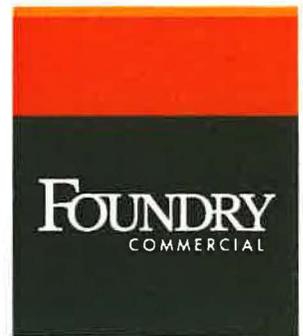
Re: Foundry Commercial LLC's ("Foundry") Unsolicited Proposal -
(Solicitation PNC2121385F1)

Dear Mr. Meyers:

As you are aware, Foundry submitted an Unsolicited Proposal dated May 1, 2020 related to the lease and development of approximately 61.4 acres of land owned by Broward County (the "County") for the purpose of developing and constructing a distribution and logistics facility on the property. Foundry's client and proposed tenant for this facility would be Amazon.

In response to Foundry's Unsolicited Proposal, the County published Solicitation PNC2121385F1. On October 21, 2020, the Board of County Commissioners (the "Board") heard presentations, evaluated and ranked the three proposals, and by a mere 1 vote (which was unfortunately the result of skewed voting), ranked Vital Pharmaceuticals, Inc. d/b/a Bang Energy ("Bang Energy") as the first ranked firm.

At the time of the presentation, several Commissioners made the point that they were interested in bringing new high paying employment positions to the County. They asked all presenters what the Median Annual Salary would be at this



proposed facility¹. Amazon confirmed that the median annual salary at this proposed facility would be \$31,200 plus full benefits including health, dental, vision, and a financial savings plan, such as 401k. Foundry has confirmed the accuracy of that number.² The median salary for the facility in Broward County would be similar to another deal we just did with Miami-Dade County and Amazon in Homestead. That project has a Declaration of Restrictions that outlines specific wage requirements that match what we have proposed on the Broward County site.

We watched with interest a week ago, when Mayor Geller was installed as the incoming County Mayor. Mayor Geller that the theme of his mayorship would be the “Year of the Worker” and stated that his focus was to bring new jobs to the County with a higher median salary (the Mayor went to great lengths to describe why the **median** salary of new jobs located within the County was the measuring statistic). Certainly, these comments by Mayor Geller were consistent with his comments at the October 21 Evaluation Meeting.

We understand there has been a Motion to Discuss placed on the December 1st meeting agenda. As such, we wanted to submit a letter to stating our continued interest to construct a warehouse and logistics facility. We have been working with the Client over the past several days to re-confirm the same type of facility we initially proposed is appropriate for the site since we have had to reevaluate following the Board’s vote. We will have this information in advance of the meeting and will be able to speak to it if needed.

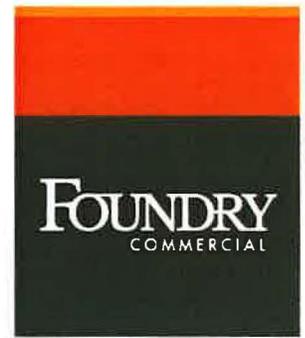
¹ To eliminate any confusion on the subject, the Board was interested with the medial annual salary at the proposed facility (located within this County) and not “company-wide”.

² In a recent memo, Bang Energy misrepresented this information by stating that the median salary of all Amazon employees worldwide in 2018 (two years ago) was \$28,836. This is not the median salary information that the Board requested.

95 Merrick Way, Suite 460
Coral Gables, FL 33134

TEL (305) 417-7000

foundrycommercial.com



Foundry anticipates attending the December 1 Commission meeting along with Amazon. If prior thereto, the County needs any additional information, please feel free to contact me.

We would appreciate if this letter could be disseminated to County Staff as well as the Board.

Very truly yours,

A handwritten signature in blue ink, appearing to read "D. Blount", written over a horizontal line.

David Blount

Principal, Foundry Commercial

CC:

Dennis Mele, Esq. Dennis.mele@gmlaw.com

Michael W. Moskowitz, Esq. mmoskowitz@msslaw.com