



MIAMI BEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, www.miamibeachfl.gov

COMMITTEE MEMORANDUM

TO: Mayor Matti H. Bower and Members of the City Commission

FROM: City Manager Jorge M. Gonzalez

DATE: June 2, 2009

This shall serve as written notice that a meeting of the Finance and Citywide Projects Committee has been scheduled for June 2, 2009, at 2:30 P.M. in the City Manager's Large Conference Room.

The agenda is as follows:

OLD BUSINESS

NEW BUSINESS

1. **Review and Discussion of the Ameresco preliminary report and list of energy savings projects.**

Robert Middaugh – Assistant City Manager

2. **Discussion regarding a self-service bicycle rental program.**

Robert Middaugh – Assistant City Manager

3. **Discussion regarding a shared car program.**

Robert Middaugh – Assistant City Manager

Finance and Citywide Projects Committee Meetings for 2009:

June 2, 2009

June 25, 2009

July 21, 2009

August 13, 2009

September 24, 2009

October 29, 2009

November 17, 2009

December 15, 2009

JMG/PDW/rs/ns

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Cc. Mayor and Members of the City Commission
Management Team

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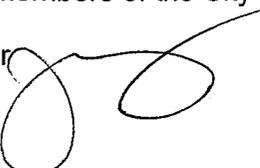


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COMMITTEE MEMORANDUM

TO: Mayor Matti Herrera Bower and Members of the City Commission

FROM: Jorge M. Gonzalez, City Manager 

DATE: June 3, 2009

SUBJECT: **REFERRAL TO THE FINANCE AND CITYWIDE PROJECTS COMMITTEE – REVIEW AND DISCUSSION OF THE AMERESCO PRELIMINARY REPORT AND LIST OF ENERGY SAVINGS PROJECTS.**

The City received on April 8, 2009, the Preliminary Energy Engineering Assessment from Ameresco for the guaranteed energy savings performance based program contract.

The report has been distributed under separate cover as it is very large.

Within the Preliminary Assessment Report, the members of the Commission will find the preliminary list of energy conservation measures which has been analyzed by Ameresco on behalf of the City. The report includes both those items reviewed and not found feasible, as well as those items reviewed and for which an energy savings performance contract might be feasible to execute.

In the Committee referral discussion, Ameresco will be present to review the report and to answer any questions which the Finance and Citywide Projects Committee members may have. Ameresco will continue to refine both costs and potential savings until the actual date of the Finance and Citywide Projects Committee meeting.

Attached please find a hard copy of the presentation that will be made. Please note that the summary of the Energy Conservation Measures (ECM) has been updated and is included in the materials. Several of the ECM's have new data provided.

One important conversation area in the Finance and Citywide Project Committee will be to consider which of the projects might be supported by anticipated Federal Stimulus Funds in the area of energy conservation. Within the list of potential energy conservation measures for grant assistance, a number of projects might be of interest and will be discussed with the members of the Finance and Citywide Project Committee.

Two potential energy grant assistance projects are ECM 7 a geothermal cooling solution for the Police Station Building and ECM 12 a renewable energy project for the Scott Rakow Youth Center. The size and scope of these two projects are such that the approximately \$800,000 of anticipated federal funds might be put to appropriate use. These two projects are identified as potential grant candidates as they are beneficial and green oriented projects, but the projected payback to the City is not sufficient to allow them to stand alone as viable projects. Projects with poor payback time periods also increase the overall payback for the project pool finally selected by the City Commission.

In the review, the Committee will be able to identify those projects for which there is a well defined payback or energy savings and a small number of projects that when pooled with the higher value paybacks can still be feasibly pursued.

Upon completion of the Finance & Citywide Projects Committee discussion and approval by the full City Commission of a list of energy conservation measured projects, Ameresco will complete their audit grade energy assessment within approximately a thirty day period so that the City may proceed to financing and implementation of the respective projects.


JMGRM/sam

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Attachments

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COMMITTEE MEMORANDUM

TO: Mayor Matti Herrera Bower and Members of the City Commission

FROM: Jorge M. Gonzalez, City Manager

DATE: June 3, 2009

SUBJECT: **DISCUSSION REGARDING THE CONCESSION AGREEMENT TERMS WITH DECOBIKE, LLC, FOR A SELF-SERVICE BICYCLE RENTAL PROGRAM.**

On June 25, 2008, the Mayor and City Commission approved the issuance of Request for Proposals (RFP) No. 44-07/08 for a Self-Service Bicycle Rental Program. The purpose of this RFP is to enter into a concession agreement with a qualified firm to deliver and operate a citywide self-service bicycle rental program for public use and stationed in the public right-of-way (ROW).

The term of contract will be for five (5) years with a five (5) year renewal option, to be exercised at the City's sole discretion.

The selected Proposer will be required to implement a program, which should enable the public to self-rent bicycles from any location and return them to another. Services would be provided by the selected Proposer on a 24-hour, 365-day-a-year (full time) basis with sufficient personnel to successfully operate the program.

At the January 28, 2009, City Commission meeting, while in support of the idea for a self-service bicycle rental program, several concerns were expressed in regards to the revenue sharing provisions, aesthetics of the bicycle and kiosk, and scalability of the program.

As a result of the City's negotiation with DecoBike, LLC, each matter was addressed and concluded as follows:

- DecoBike, LLC, originally proposed a revenue sharing option whereby the City would receive 15% of gross revenues up to the first \$1 million, 12% of gross revenues between \$1 million and \$2 million, and 10% of gross revenues in addition to 25% in advertising revenues. After negotiations, the revenue sharing option was revised whereby the City would receive 12% of gross revenues up to \$3 million and 15% of gross revenues beyond that in addition to 25% of advertising revenues. This amounts to \$520,041.46 gross annually for the City. (see attached pro forma)
- The bicycle and kiosks were upgraded to be sturdier and more aesthetically pleasing. (see upgraded specifications)
- DecoBike, LLC, outlined 100 potential citywide locations (subject to City approval) in anticipation of having 900 bicycles eventually in circulation. (see proposed locations)

Attachments

1. Updated DecoBike, LLC Pro Forma
2. Bicycle and Kiosk Upgrades
3. Proposed Citywide Kiosk Locations

DECO BIKE, LLC.
5 YEAR PROFORMA
Revenue Sharing Options
CMB Negotiations Package #5

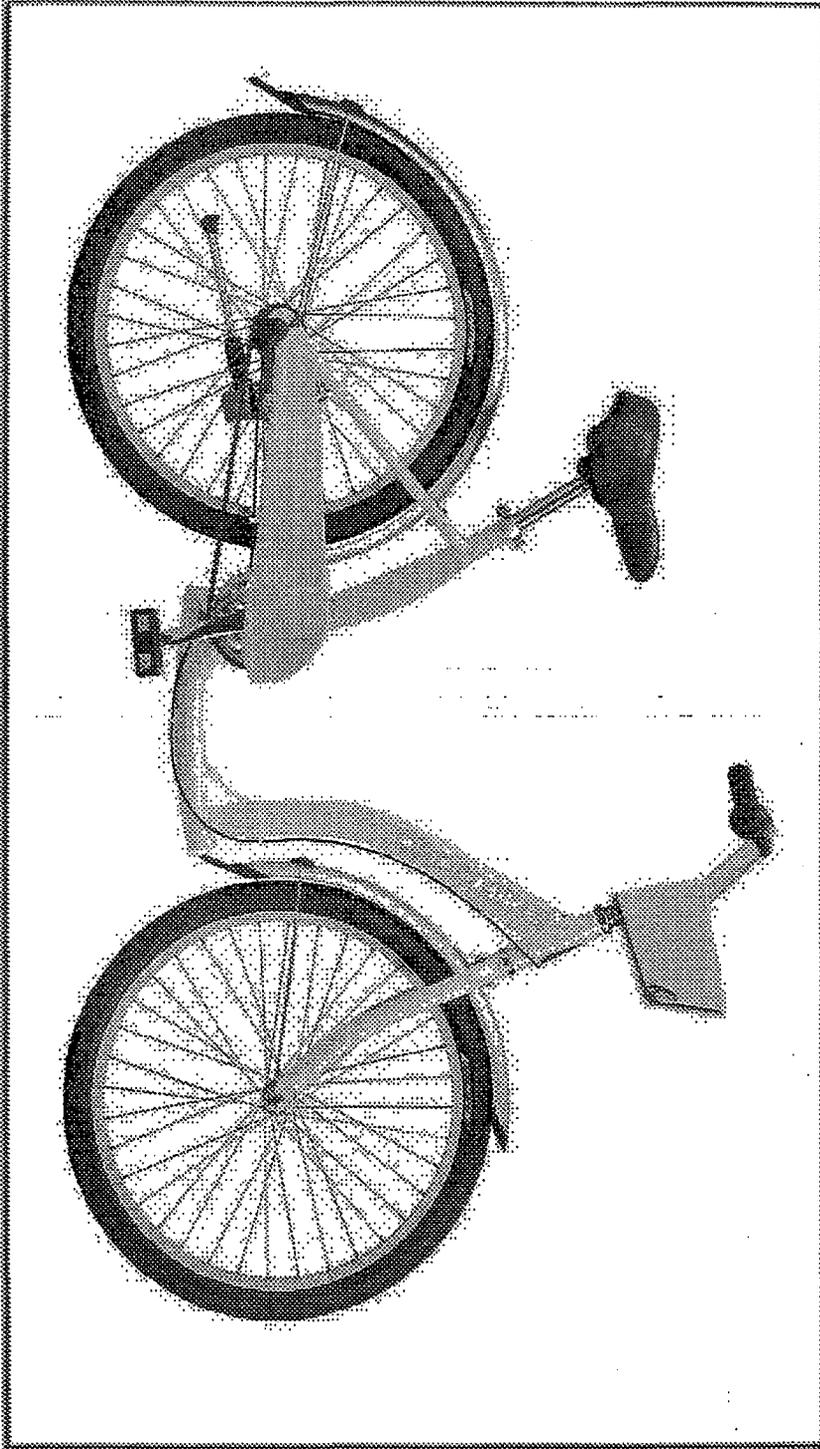
Income Receivable	Revenue Option 1	12% Fixed Percentage Option	12% + 15% Option	12% Flat Rate	12% + 15% Option
	(Per Proposal)	(Per Negotiations)	(Per Negotiations)		(Per Negotiations)
	5YR Moderate Basis	5YR Moderate Basis	5YR Moderate Basis	5YR Aggressive	5YR Aggressive
Membership Subscriptions	\$ 4,980,714.00	\$ 4,980,714.00	\$ 4,980,714.00	\$ 6,643,665.00	\$ 6,643,665.00
Short Term Rentals	\$ 7,153,725.00	\$ 7,153,725.00	\$ 7,153,725.00	\$ 13,340,250.00	\$ 13,340,250.00
Basket Sponsorship	\$ 3,300,000.00	\$ 3,300,000.00	\$ 3,300,000.00	\$ 3,600,000.00	\$ 3,600,000.00
Total:	\$ 15,434,439.00	\$ 15,434,439.00	\$ 15,434,439.00	\$ 23,583,915.00	\$ 23,583,915.00
Costs & Expenses					
Capital Costs	\$ 2,100,000.00	\$ 2,792,125.00	\$ 2,792,125.00	\$ 2,792,125.00	\$ 2,792,125.00
5YR Operating Costs	\$ 7,764,000.00	\$ 7,764,000.00	\$ 7,764,000.00	\$ 7,764,000.00	\$ 7,764,000.00
Total:	\$ 9,864,000.00	\$ 10,556,125.00	\$ 10,556,125.00	\$ 10,556,125.00	\$ 10,556,125.00
Revenue Payable to City (not calculated in Costs & Expenses above)					
Revenue Share to City (Rentals & Membership)	\$ 1,550,031.00	\$ 1,445,333.00	\$ 1,461,308.00	\$ 2,398,070.00	\$ 2,616,262.00
Revenue Share to City (Basket Sponsorship at 25% all scenarios)	\$ 825,000.00	\$ 825,000.00	\$ 825,000.00	\$ 900,000.00	\$ 900,000.00
Negotiations YR1 Revenue Sharing Grace Period (12% of \$1,869,343 est.)	NA	(224,321.00)	NA	NA	NA
Negotiations first \$1M in rentals no revenue sharing	NA	NA	(120,000.00)	(120,000.00)	(120,000.00)
Total:	\$ 2,375,031.00	\$ 2,046,012.00	\$ 2,166,308.00	\$ 3,178,070.00	\$ 3,396,262.00
TOTAL 5YR PROGRAM COSTS & EXPENSES:	\$ 12,239,031.00	\$ 12,602,137.00	\$ 12,722,433.00	\$ 13,734,195.00	\$ 13,952,387.00

Note: Revenue Sharing Option 1 Format:
15% of annual rentals between \$0-\$1,000,000
12% of annual rentals between \$1,000,001-\$2,000,000
10% of annual rentals between \$2,000,001+

Note: 12%+15% Revenue Sharing Option Format:
12% of annual rentals \$0-\$3,000,000
15% of annual rentals \$3,000,001+

Fleet Usage Summary (Reflected in IR above)	5YR Projection Basis:
	Moderate
Year 1 Month 12 - # of Member Rides Per Bike Per Day	1.17
Year 1 Month 12 - # of Rentals Per Bike Per Day	0.87
Year 2 Month 12 - # of Member Rides Per Bike Per Day	1.76
Year 2 Month 12 - # of Rentals Per Bike Per Day	0.97
Year 3 Month 12 - # of Member Rides Per Bike Per Day	2.03
Year 3 Month 12 - # of Rentals Per Bike Per Day	1.07
Year 4 Month 12 - # of Member Rides Per Bike Per Day	2.14
Year 4 Month 12 - # of Rentals Per Bike Per Day	1.18
Year 5 Month 12 - # of Member Rides Per Bike Per Day	2.30
Year 5 Month 12 - # of Rentals Per Bike Per Day	1.28

THE DECO BIKES/CHILD CRUISER

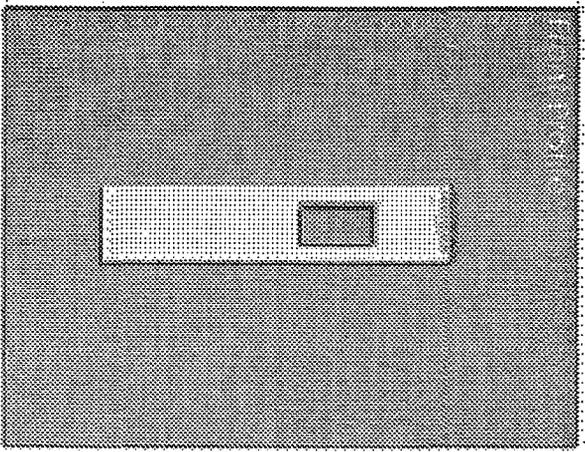


Stock photo shown, and subject to additional accessories and modifications. Deco bike, LLC, 2008. All rights reserved.

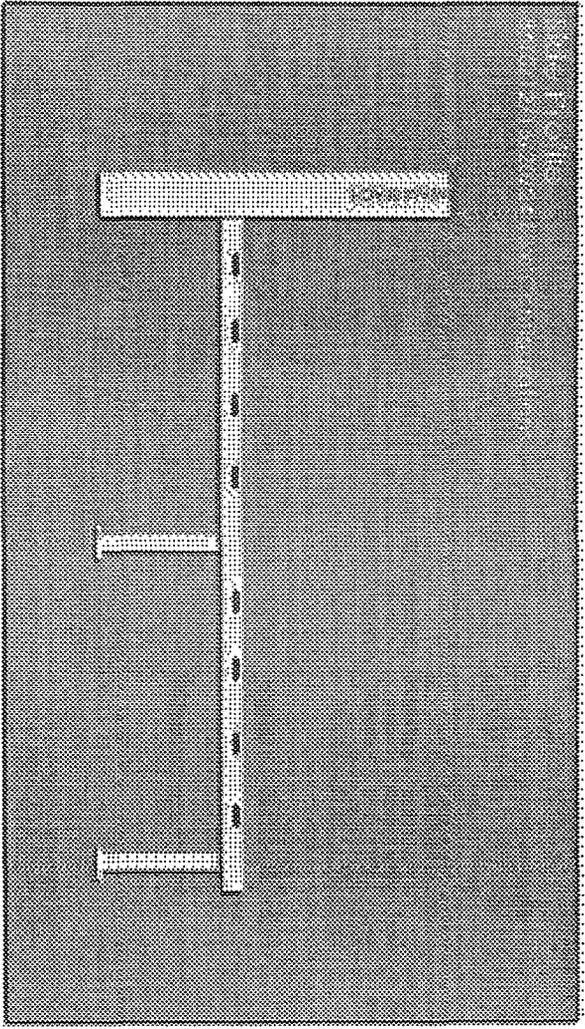
Deco Bike Custom Cruiser	26" Coaster Brake Model
Frame	6061 PG Aluminum (T4/T6) H/T:50*44*34x132
Fork	CS-9101 Hi Tensile Steel, Integrated Style Crown, Curved Legs with Double Eyelets 28.6x1.4T
Headset	Alloy, 25.4-44-30, Semi Integrated Bearings
Handlebar	Custom, Alloy & Steel
Stem	Alloy, 180mm Quill x 90mm Extension x 30 Degree Rise 25.4mm Barbore
Grips	Black/Grey, 130mm Length
Seat Binder	Alloy Seat Clamp with Quick Release, w/Locking Mech.
Seat Post	Alloy w/Integrated Clamp, 31.8mm x 400mm , Accommodates Riders 5'-6'3"
Saddle	Cionlli 7257 with Chromoly Rails and Elastomer Suspension
Cranks	Alloy 3-Piece Crank with PVC Disc Cover-Grey, 170mm, 42T Steel Ring
Chainring	Steel, 42T x 1/2" x 1/8"
BB	Steel, BC1.37" x 24T. Double Sealed Bearings (Shimano Tool Compatible)
Chain	K.M.C. Z410 Rust Buster, 1/2" x 1/8"
Chain Guard	Steel or alloy
Pedals	VP-LED1, Boron Axle, 9/16"
F-Hub	DH-3N20NT Dynamo Front Hub 12G x 36H, Nuted
R-Hub	Shimano Internal Coaster Brake, 12G x 36H x 3/8" x 150mm Axle
Sprocket / Freewheel	20T x 1/2" x 1/8"
Rims	26" x 1.95"/2.125" x 36H x 12G, Alloy
Spokes	12G Stainless Steel with Brass Nipples
Tires	CST 26 x 1.95"
Tubes	Tubes with Puncture Sealant, American Schrader Valves,
Kickstand	Alloy
Lighting	Active Front and Rear
Fenders	PC Fender Set. Rear Fender Must have 2 Struts instead of 1 Fender Must also have SW-803G Fender Protector or similar
Bell	Alloy Bell with Plastic Base
Basket	Stainless Steel or Alloy Custom Integrated Basket Structure
Reflectors	4 pieces to Meet CPSC Standards
Bike Weight	36-38 Pounds, Based on Custom Specs
Note	Specs Subject to Change and Modification

Handy Hacks

Rock Parting
Parting Sheet 1/16"



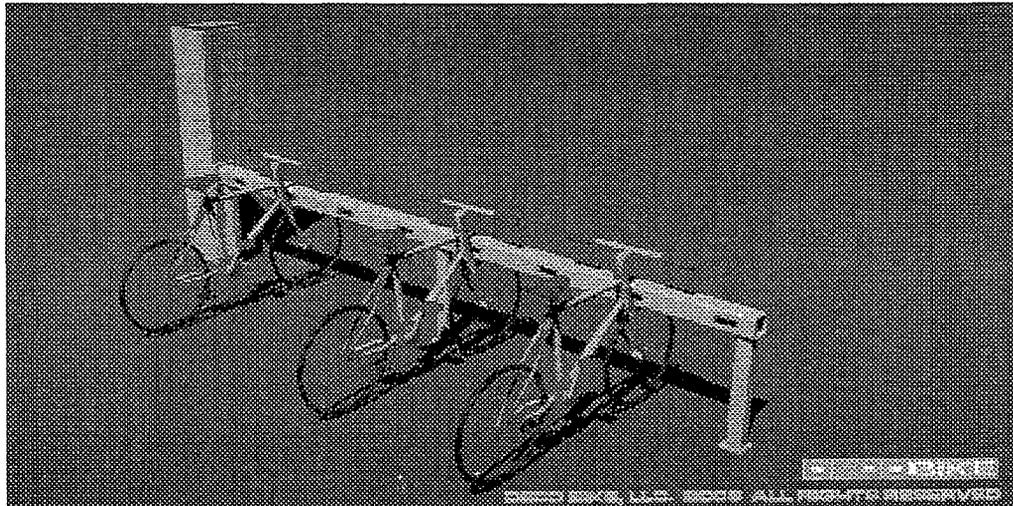
-Parting sheet should be made of a material that is strong and rigid.
-Parting sheet should be made of a material that is easy to work with.

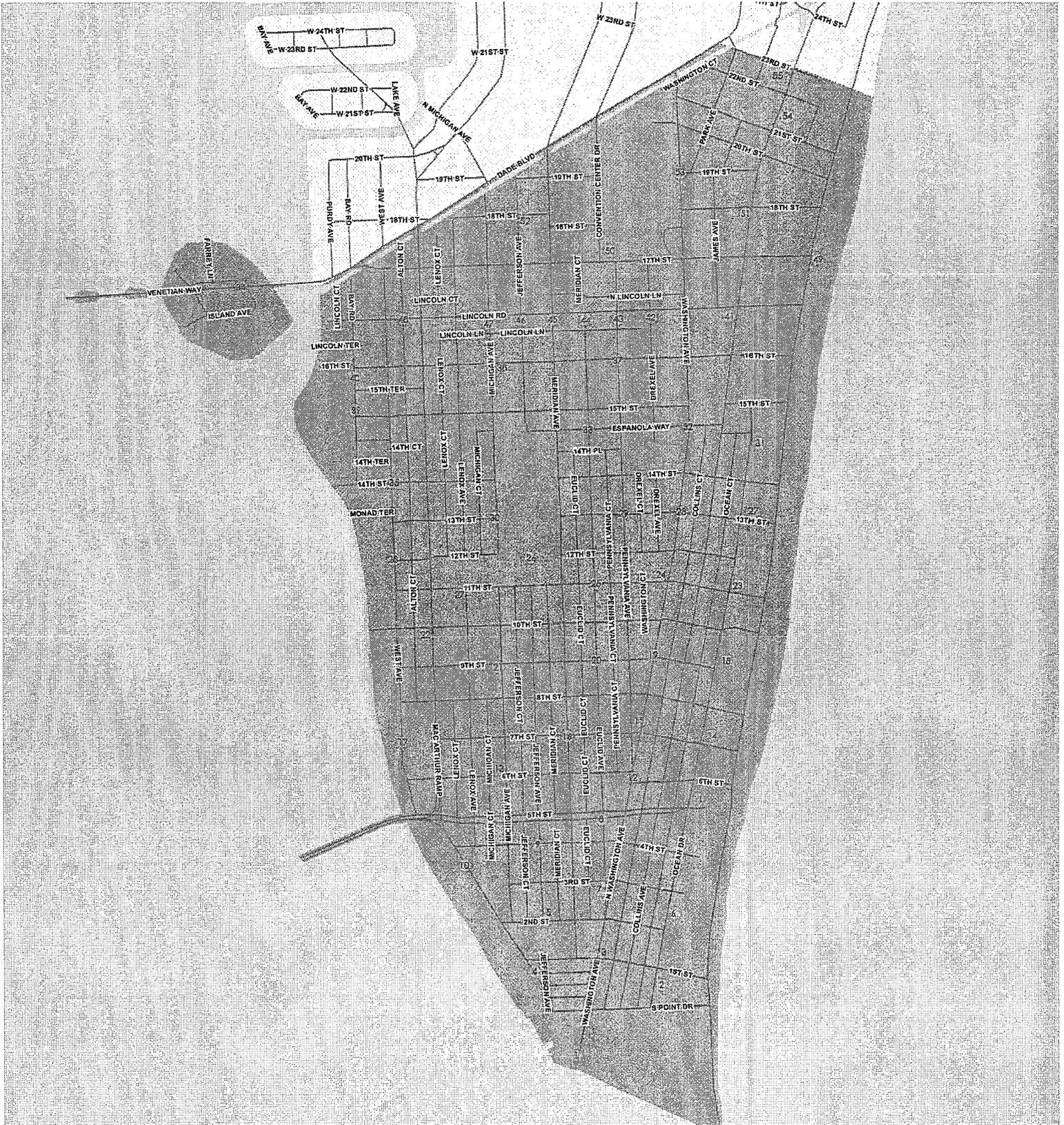


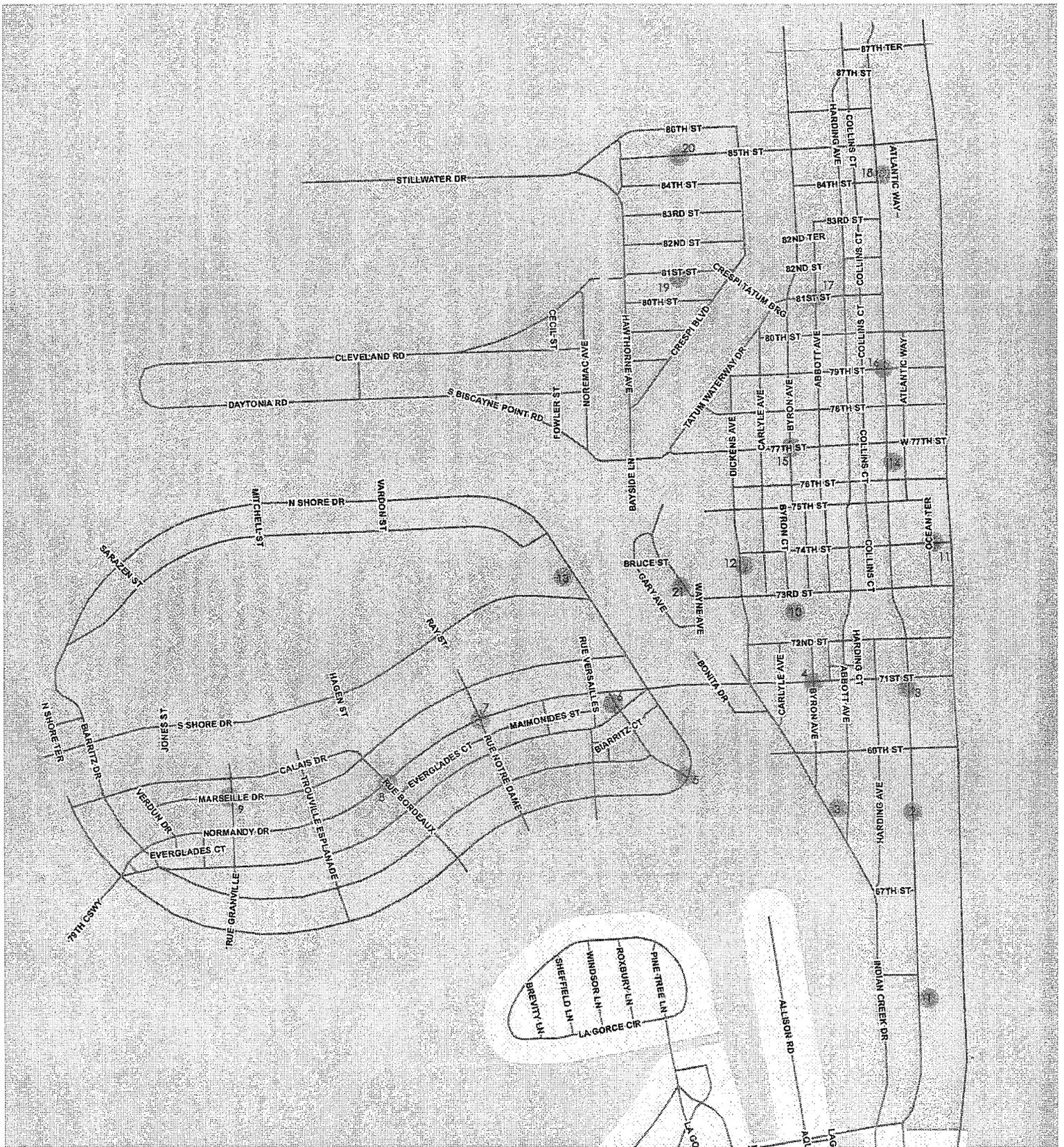
-It is usually preferred to use a material that is strong and rigid.
-It is usually preferred to use a material that is easy to work with.
-Parting sheet should be made of a material that is strong and rigid.
-Parting sheet should be made of a material that is easy to work with.

Handy Hacks

Deco Bike SK3 Solar Powered Kiosk Shown in 3-Dimensional View (to scale)
*Digital bikes shown do not represent actual bikes for program







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COMMITTEE MEMORANDUM

TO: Finance and Citywide Projects Committee

FROM: Jorge M. Gonzalez, City Manager

DATE: June 2, 2009

SUBJECT: **SHARED CAR SERVICE WITH THE HERTZ CORPORATION - UPDATE**

On September 10, 2008, the Mayor and City Commission approved the issuance of Request for Proposals (RFP) No. 42-07/08, for a concession agreement of a shared-car program for residents and visitors of the City of Miami Beach, (the "RFP"). On December 10, 2008, the Mayor and Commission selected the Hertz Corporation (single respondent) as the successful Shared Car Service provider and directed the Administration to negotiate an agreement for said service.

As you may recall, the goal of the Miami Beach Shared-Car Service is to combine Transportation Demand Management (TDM) strategies and measures, which aim to reduce automobile travel demand, with support from a menu of alternative and multimodal transportation arrangements. TDM strategies include bicycling, walking, electronic substitute for travel such as telecommuting, and a variety of shared and public transportation strategies.

The Shared-Car Program will be a component in the City's overall effort to promote multimodal transportation options, which will help to facilitate mobility throughout the City. In order to nurture the program along as a public benefit, the City will have to provide partially subsidized parking through its parking inventory. The shared-car model is a membership based program which operates with a distributed fleet of private motor vehicles parked at varying reserved locations, initially at our municipal parking garages and if successful at other locations throughout the City. Shared-Cars are made available to members primarily for hourly or other short term use through a self-service, fully automated system not requiring a separate contract for each use. The operation generally is to take pods of cars and place them at the City's six (6) parking garages so the user can walk from their home, condominium, or business to get the car, use it and bring it back.

The Administration has negotiated most of the business points with the Hertz Corporation, these include: an initial term of five (5) years with one five (5) year option for renewal; concession locations with up to 100 vehicles, initially commencing with 20 vehicles distributed among the City's six (6) parking garages, and additional locations shall come online at surface parking lots and on-street spaces as membership and usage increases; start-up shall take place within sixty (60) days of the execution of the agreement; specific makes and models of vehicles or comparables shall be made available; shared car

membership process and reporting to the City; establishment of a shared car link on the City's webpage which will provide the information needed for eligible participants to join and retrieve information regarding the shared car service; delineated Hertz and the City's marketing responsibilities; quality, cleanliness, and condition of vehicles; operation schedule; pricing and availability of services; signage; insurance; and concessionaire's performance.

The Administration is continuing negotiations with the Hertz Corporation and hopes to finalize the remaining outstanding terms of the agreement which include the financial return to the City. Upon completion of said negotiations, the Administration will present a consensus document (Agreement) to the Finance Committee for their review, input, and direction.

JMG\RCM\SF

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