

Financial Services  
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT: AWARD INVITATION TO NEGOTIATE NO. ITN-24-014-CM  
– GROUND LEASE OPPORTUNITIES ON SCHOOL  
BOARD OWNED PROPERTIES**

**COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS**

**LINK TO STRATEGIC  
PLAN: EFFECTIVE AND SUSTAINABLE OPERATIONAL  
PRACTICES**

Procurement Management Services, at the request of the Office of Facilities Design and Construction, released Invitation to Negotiate (ITN) No. ITN-24-014-CM – Ground Lease Opportunities on School Board Owned Properties, on March 21, 2025, with the bid opening subsequently held on May 15, 2025. The purpose of this ITN is to seek proposals for the long-term ground lease of various District-owned properties, including the Arthur & Polly Mays Conservatory of the Arts Site (APM Site), Withers Site, Goodwill Site, and 224th Street Site. The ITN's aim is to entertain the long-term ground lease of each Subject Property to defray a portion of the overall costs to reconstruct a school at the APM Site, provide much needed housing for teachers, support staff, and the surrounding community, and secure a long-term revenue stream for the School Board in support of its education mission. This ITN was advertised on the Procurement Management Services website and DemandStar. The solicitation was shared with the District's Office of Education and Economic Access (OEEA) for additional community outreach.

The initial term of the bid shall be for a period of seventy-five (75) years with no option to extend the term, however, through contract negotiations, an alternative term of the agreement will be established if the District determines, at its sole discretion, that such longer term is in the best interest of M-DCPS.

The School Board received multiple proposals in response to ITN-24-014-CM for Ground Lease Opportunities on School Board Owned Properties. These proposals were evaluated based on criteria outlined in the ITN, which prioritized highest financial benefit to the School Board, integration of the proposed project, aesthetic appearance, proposer experience, inclusion of District workforce and affordable housing, and other highlighted areas. Four (4) vendors responded to this advertised solicitation with proposals to the various sites. Based on the criteria listed in the solicitation and the Selection Committee's scoring, four (4) vendors are being recommended for award, pending contract negotiations.

The Selection Committee, after a thorough evaluation process, has identified highly

qualified proposers for each of the Subject Properties. The committee's recommendation for award is based on a comprehensive assessment of each proposal's alignment with the District's strategic objectives, particularly regarding financial optimization, community benefits including workforce housing, and the overall feasibility of the proposed developments.

This item and all related solicitation components fully comply with all applicable federal, state and local laws.

Fund Source  
Revenue Generating

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida:

1. **AWARD INVITATION TO NEGOTIATE NO. ITN-24-014-CM – GROUND LEASE OPPORTUNITIES ON SCHOOL BOARD OWNED PROPERTIES**, to obtain proposals for an opportunity to Ground Lease multiple parcels of MDCPS-owned property, with a primary focus on the Arthur and Polly Mays Conservatory of the Arts located at 11370 SW 216th Street, Miami, Florida (the “APM Site”). Miami-Dade County Public Schools (MDCPS) seeks proposals that maximize financial benefits, foster community integration, and encourage innovative solutions from industry stakeholders, for a term to be negotiated and effective upon contract execution, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidder:

*Arthur & Polly Mays Conservatory of the Arts Site (APM Site)*

ATLANTIC PACIFIC COMMUNITIES, LLC  
161 NW 6th Street, Suite 1020  
Miami, FL 33136  
OWNER/OFFICER: HOWARD D. COHEN

BLUENEST DEVELOPMENT L.L.C.  
5301 BLUE LAGOON DRIVE, SUITE 180  
MIAMI, FL 33126  
OWNER/OFFICER: SALIM CHRAIBI

*Withers Site*

BLUENEST DEVELOPMENT L.L.C.  
5301 BLUE LAGOON DRIVE, SUITE 180  
MIAMI, FL 33126  
OWNER/OFFICER: SALIM CHRAIBI

PINNACLE COMMUNITIES II, LLC  
9100 S. DADELAND BLVD., SUITE # 700  
MIAMI, FL 33156  
OWNER/OFFICER: DAVID O. DEUTCH

Goodwill Site

BLUENEST DEVELOPMENT L.L.C.  
5301 BLUE LAGOON DRIVE, SUITE 180  
MIAMI, FL 33126  
OWNER/OFFICER: SALIM CHRAIBI

HOUSING TRUST GROUP, LLC  
3225 AVIATION AVENUE, 6TH FLOOR  
COCONUT GROVE, FL 33133  
OWNER/OFFICER: MATTHEW RIEGER

PINNACLE COMMUNITIES II, LLC  
9100 S. DADELAND BLVD., SUITE # 700  
MIAMI, FL 33156  
OWNER/OFFICER: DAVID O. DEUTCH

224th Street Site

BLUENEST DEVELOPMENT L.L.C.  
5301 BLUE LAGOON DRIVE, SUITE 180  
MIAMI, FL 33126  
OWNER/OFFICER: SALIM CHRAIBI

2. **AUTHORIZE** the Superintendent to enter into contract negotiations with the recommended proposers for each designated Subject Property to finalize all terms and conditions, including financial arrangements, project scope and specific commitments related to workforce housing and community benefits, ensuring maximum advantage to the District.
3. **DIRECT** staff to proceed with all necessary steps to execute the ground lease agreements with selected proposers, contingent upon successful negotiations agreements with the selected proposers, contingent upon successful negotiations and final legal review.