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Memorandum

Date: October 28, 2026

To: Zeida Sardiñas
City Manager

From: Roman Martinez, MPA, CPPO, CPPB RM 10/28/2026
Procurement and Asset Management Director

Subject: **Intent to Award**
ITN No. 2026-05 for Public/Private Partnership (P3) Doral 10

This memorandum provides an overview of the City of Doral Procurement Department's evaluation process and recommendation for the intended award pursuant to ITN No. 2026-05 – Public/Private Partnership (P3) Doral 10. It also seeks the City Manager's approval of the recommended award.

BACKGROUND:

The City of Doral ("City"), through its Procurement and Asset Management Department, prepared and issued ITN No. 2026-05 to solicit proposals from qualified service providers for the redevelopment of approximately 10 acres of City-owned land known as Doral 10.

Project Overview

Award of a public-private partnership for the redevelopment of approximately 10 acres of City-owned land ("Doral 10") as a master-planned, age-restricted 55+ residential community with a complementary commercial component.

Structure of Transaction

- Single 99-year ground lease; the City retains fee simple ownership throughout the term.
- Selected developer to finance, design, permit, construct, operate, maintain, and reinvest in the project for the full lease term.

Key Developer Obligations

- Deliver a coherent master-planned development centered on 55+ housing (rental multifamily, independent living, assisted living, or a combination).
- Provide a complementary commercial program supporting residents, the surrounding neighborhood, and the City's long-term value objectives.

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- Meet negotiated development milestones, operating standards, and reporting obligations.
- Provide revenue participation (base rent, percentage rent, equity/transfer participation) and credit support obligations.

The following individuals were designated and approved by the City Council to serve as members of the Evaluation Committee:

- Mayor Christi Fraga
- Fernando Casamayor, Assistant City Manager/Chief Financial Officer
- Jane Decker, Development Services Administrator
- Alexander Magrisso, Planning & Zoning Director
- Jackie Lorenzo, Assistant City Attorney, City of Miami (replaced by the following member) Anthony Baena, Assistant Director, GSA

A subject matter expert (SME), Daniel Rotenberg, was secured by the City to assist the committee with information related to real estate, market data, and negotiation strategy.

The Procurement and Asset Management Department issued ITN No. 2026-05 on May 15, 2026, through OpenGov. On May 23, 2026, the City received six (6) proposals from the following respondents:

- Capodagli Property Company
- Doral 10 Real Estate Partners LLC
- Housing Trust Group LLC (HTG)
- Integra Solutions
- ROVR Development LLC
- RSP Engineers, Inc.

Following the Procurement and Asset Management Department's due diligence in its review of all proposal submissions, five (5) of the six (6) proposals were determined to be responsive and compliant with the ITN requirements. RSP Engineers, Inc. did not meet the requirements and was determined to be non-responsive and removed from further consideration.

The Evaluation Committee convened in a publicly noticed Evaluation Committee meeting whereby all five (5) responsive proposals were ranked based on the evaluation criteria of Phase I – Written Proposal Evaluation. By unanimous vote, the Committee determined that all five (5) proposers be invited to provide presentations and Q&A sessions.

On August 3 and 4, 2026, four (4) of the five (5) proposers provided presentations and Q&A sessions to the Evaluation Committee members. One of the proposers, Doral 10 Real Estate Partners LLC, elected not to participate in the ITN selection process and withdrew.

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As part of Phase II – Presentations / Q&A sessions, the four (4) proposers remaining provided their presentations and Q&A sessions. Upon completion of all presentations and Q&A sessions, the Committee convened in a public Evaluation Committee meeting and ranked the four (4) proposers. As a result, the Evaluation Committee recommended inviting the top two (2) ranked proposers to the next phase of the ITN: negotiations. The two finalists were:

- Capodagli Property Company
- Housing Trust Group LLC (HTG)

On August 17, 2026, the Negotiation Team, comprised of the following individuals, met with the finalists. The members are as follows:

- Mayor Christi Fraga
- Fernando Casamayor, Assistant City Manager/Chief Financial Officer
- Alexander Magrisso, Planning & Zoning Director
- Daniel Rotenberg, SME
- Roman Martinez, Procurement and Asset Management Director
- Rossella Montejo, Procurement Manager
- Lorenzo Cobiella, City Attorney

On September 2, 2026, the Negotiation Team met with the finalists for a second negotiation meeting. At the end of the meeting, both finalists were provided information regarding the next step of the ITN selection process: submission of their Best and Final Offers (BAFO).

On September 11, 2026, the finalists submitted their BAFOs to the Procurement Department. The BAFOs were then distributed to the Evaluation Committee for review and evaluation.

In addition to the review and evaluation of the BAFOs, the financial audit firm of Garcia, Espinosa, Miyares Rodriguez, and Trueba was selected to provide a financial analysis of the proposers' submitted pro formas, as well as other requested financial documents. On October 14, 2026, the Procurement Department received the financial report from the consultant. The report was distributed to the Evaluation Committee for review and evaluation.

On October 28, 2026, the Evaluation Committee convened in a public meeting to rank the two finalists based on the evaluation criteria in the ITN for Phase IV – Final Evaluation and Recommendation. As a result, the finalists were ranked as follows:

1. Housing Trust Group LLC (HTG)
2. Capodagli Property Company

As a result of the final evaluation and ranking conducted under ITN No. 2026-05, the Evaluation Committee recommends that the award be granted to Housing Trust Group LLC, the top-ranked firm. The award recommendation is contingent upon approval by the City Manager and the City Council, as well as the successful final negotiation of the agreement, including terms and conditions approved by the City Attorney for legal sufficiency. Furthermore, if an agreement

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cannot be successfully negotiated with the top-ranked firm, the City Manager may authorize negotiating and entering into an agreement with the next highest-ranked firm, successively.

Below is the final ranking and ITN tabulation for the finalists of ITN No. 2026-05 – Public/Private Partnership (P3) Doral 10.

Capodagli Property Company

Evaluation Item	Anthony Barcena	Fernando Casamayor	Jane Decker	Christi Fraga	Alexander Magrisso
Technical and implementation commitment Points Based 15 Points (15%)	-	12	13	11	13
Final value-added benefits and enhancements Points Based 10 Points (10%)	-	6	8	8	10
Final financial offer and economic value Points Based 40 Points (40%)	-	28	30	32	35
Contractual terms and risk allocation Points Based 20 Points (20%)	-	15	15	15	15
Consistency, responsiveness, and negotiation Points Based 15 Points (15%)	-	10	13	15	12
Total (Max Score 100)	**-**	**71**	**79**	**81**	**85**

Housing Trust Group LLC (HTG)

Evaluation Item	Anthony Barcena	Fernando Casamayor	Jane Decker	Christi Fraga	Alexander Magrisso
Technical and implementation commitment Points Based 15 Points (15%)	-	10	15	15	14
Final value-added benefits and enhancements Points Based 10 Points (10%)	-	9	9	10	10
Final financial offer and economic value Points Based 40 Points (40%)	-	32	25	39	34
Contractual terms and risk allocation Points Based 20 Points (20%)	-	15	10	20	15
Consistency, responsiveness, and negotiation Points Based 15 Points (15%)	-	10	15	15	14
Total (Max Score 100)	**-**	**76**	**74**	**99**	**87**

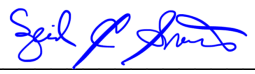
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Aggregate Score Summary

Vendor	Anthony Barcena	Fernando Casamayor	Jane Decker	Christi Fraga	Alexander Magrisso	**Total Score (Max Score 100)**
Capodagli Property Company	-	71	79	81	85	**79**
Housing Trust Group	-	76	74	99	87	**84**

The City Manager has reviewed the Procurement and Asset Management Department's recommendation and concurs with the intended award of ITN No. 2026-05 to Housing Trust Group LLC (HTG) as the highest-ranked, qualified, responsive, and responsible proposer.

Accordingly, the City Manager recommends submitting the Evaluation Committee's rankings and the intended award to the City Council for ratification and, upon ratification, proceeding with the final negotiation, approval of terms and conditions, and the execution of an agreement with Housing Trust Group LLC (HTG) for the redevelopment of approximately 10 acres of City-owned land known as Doral 10, subject to approval as to form and legality by the City Attorney.



10/28/2026

Zeida Sardiñas
City Manager

Date

Attachments: ITN No. 2026-05 – Public/Private Partnership (P3) Doral 10
ITN Proposal and Presentation submissions by Housing Trust Group LLC (HTG)
Best and Final Offer (BAFO) submitted by Housing Trust Group LLC (HTG)

cc: Francisco Rios, Deputy City Manager
Fernando Casamayor, Chief Financial Officer / Assistant City Manager