

## **BRIGHTLINE TRAINS FLORIDA LLC**

### **REQUEST FOR PROPOSALS (RFP): TREASURE COAST STATION LOCATION PROJECT NO. 2023-TC**

**RFP AVAILABLE FOR DISTRIBUTION:** October 26, 2023

**Brightline Trains Florida LLC (“Brightline”) announces that it is seeking proposals from public and private entities to identify a station location for our Treasure Coast station.**



#### **DEADLINE FOR RECEIPT OF QUESTIONS:**

(Via email to contact listed below)  
November 15, 2023, at 5:00 P.M. (EST)

#### **CONTACT FOR THIS SOLICITATION:**

Brian Kronberg  
Vice President of Development  
350 NW 1<sup>st</sup> Ave, Suite 200  
Miami, FL 33136  
[BrightlineTC@gobrightline.com](mailto:BrightlineTC@gobrightline.com)

#### **INDIVIDUAL IN PERSON MEETING:**

(attendance is optional)  
November 28, 2023 – St. Lucie County  
November 29, 2023 – Martin County

#### **DEADLINE FOR RECEIPT OF PROPOSALS:**

December 22, 2023, at 5:00 P.M. (EST)

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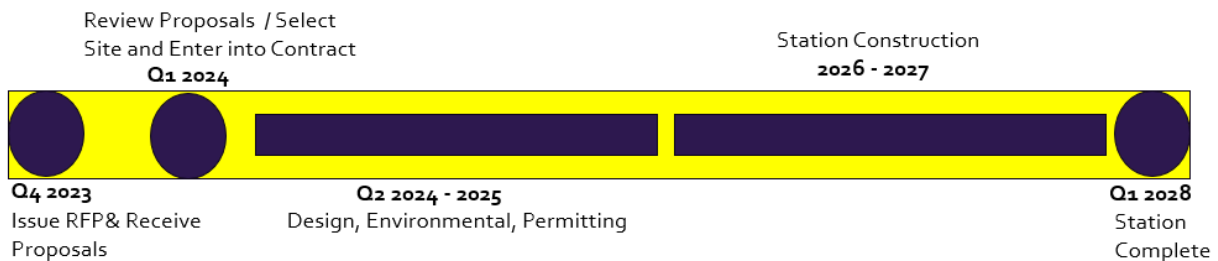
## **DIVISION 1.0 PROCEDURES AND SCOPE OF SERVICES**

Brightline Trains Florida LLC (“Brightline”) commenced service on their extension connecting West Palm Beach and Orlando on September 22, 2023. With the Orlando extension now open for service, Brightline is commencing a process to identify an additional station to be located in the Treasure Coast. Through this Request for Proposals (“RFP”), Brightline is seeking interested participants (public, private, and public-private partnerships) with an interest in proposing possible station sites.

For an entity interested in responding to this RFP (each a “Proposer”), please carefully read and respond to each of the criteria. Only Proposals from current property owners and those that have property under contract will be considered. Brightline is not interested in receiving Proposals from persons, firms, entities, or organizations that do not control the property as defined herein.

Brightline anticipates short listing several Proposals and advancing discussions/negotiations with each of those Proposers with the goal of entering into Contract with one Proposer in early 2024. Brightline is committed to this Treasure Coast station and anticipates the Treasure Coast station opening in Q1 2028.

### Anticipated Timeline:



### **1.1 DEFINITIONS**

The following definitions are applicable to this RFP:

- a) Brightline means Brightline Trains Florida LLC.
- b) Contract means an agreement for the sale or lease of property.
- c) Control means (1) ownership of the property, (2) executed and valid contract to purchase the property, or (3) in the case of public property, submitted by either (i) the City or County Manager, (ii) the Mayor, or (iii) authorized representative of a Transportation Planning Organization or Metropolitan Planning Organization MPO
- d) Excluded Property means property located in close proximity to the proposed St. Lucie Bridge replacement that will not be considered as the location is in conflict with the revised profile grade and/or supportive track infrastructure.
- e) Non-Responsive means a term utilized to identify a Proposer, who in Brightline’s sole discretion, has not complied with all the material requirements outlined in this

RFP. Brightline may determine that those Proposers who are found non-responsive may still be eligible for award.

- f) Project means a train station and associated parking located in the Treasure Coast.
- g) Proposal(s) means the submission made by the Proposer.
- h) Proposer(s) means the person, firm, entity, or organization submitting a response to this RFP. Term is synonymous with the words “submitter” and/or “respondent.”
- i) Responsive means a term utilized to identify a Proposer who, in Brightline’s sole and absolute discretion, has complied with all the material requirements outlined in this RFP, as applicable.
- j) RFP means this Request for Proposal soliciting proposals from public and private entities for a Brightline train station in the Treasure Coast.
- k) Selected Proposer(s) means respondent(s) that receives notification of Brightline’s interest as a result of this RFP. It is understood that Brightline may select one or multiple Selected Proposer(s).
- l) Treasure Coast shall refer to property located within Martin or St. Lucie County.

## **1.2 PROPOSAL SUBMISSION**

It is the sole responsibility of each Proposer to ensure that the Proposal is received by Brightline prior to the submittal deadline. To ensure that the responses have been delivered, please request email confirming receipt. Brightline may, but is not obligated to, accept responses after the due date, however, respondents are strongly encouraged to submit on time Proposals.

**Electronic Submission:** Proposers shall deliver an electronic submission of the Proposal in PDF format, to be submitted to [BrightlineTC@gobrightline.com](mailto:BrightlineTC@gobrightline.com), with a copy to [Brian.Kronberg@gobrightline.com](mailto:Brian.Kronberg@gobrightline.com), with the subject line “RFP No. 2023-TC”. Electronic submittals must be fully executed where required and received by the specified deadline for receipt of Proposals. Files greater than 50MB in size must be split into multiple files and e-mailed separately with “Email 1/[total number of e-mails]” in the subject line (ie. “RFP No. 23-TC E-mail 1 of 3”). Proposers bear all risks associated with the timely delivery of Proposals including, but not limited to, network connectivity failures, incorrect e-mail addresses, etc.

**ELECTRONIC PROPOSALS ARE DUE BY 5:00 p.m. (EST) ON DECEMBER 22, 2023.**

**Additional Hard Copies:** In addition to the required electronic submission, Proposers may also deliver or mail hard copies of their Proposal to the following address within 2 business days after the submittal deadline:

Brightline Trains Florida LLC  
ATTN: Treasure Coast  
350 NW 1<sup>st</sup> Ave, Suite 200  
Miami, FL 33136

To facilitate processing, please mark the envelope as follows: “RFP No. 2023-TC.”

For the avoidance of doubt, only electronic submittals are required.

### **1.3 PROPOSALS WITH VARIOUS ENTITIES**

Understanding that proposed sites may contain various folios numbers with different ownership, Brightline will accept those Proposals so long as each of the entities that Control the property have executed the Proposal.

As a reminder, sites need to be submitted by those who Control the property. If your Proposal is short-listed, Brightline will require proof of Control to advance discussions/negotiations.

### **1.4 ADDITIONAL INFORMATION/ADDENDA**

Requests for additional information or clarifications must be made in writing and submitted to the contact shown on the cover page of this RFP via e-mail, with the subject line: PROPOSER QUESTION – RFP 2023-TC. All requests must be submitted no later than the deadline for receipt of questions shown on the cover page of this RFP.

For proposers that are interested in meeting with Brightline, Brightline will accommodate individual in person meetings. The meetings will occur on November 28, 2023, in St. Lucie County and November 29, 2023, in Martin County. The meetings will be limited to 30 minutes and must be requested by November 15, 2023 (5:00 pm EST). Brightline will calendar the meetings and send invites on November 17, 2023. These individual meetings will not be open to the public and Brightline will only meet with those who have scheduled meeting times.

### **1.5 RFP AVAILABILITY**

This RFP has been published on Brightline’s website and shared with each of the cities and counties within the Treasure Coast. Brightline will also share this RFP with publications in the Treasure Coast.

### **1.6 COMMUNICATIONS AND SUBMITTAL OF ADDITIONAL INFORMATION**

Additional submittals and/or supplemental information after the submission deadline, as denoted on the cover page of this RFP, shall be submitted only upon request by Brightline. All project specific questions shall be addressed, in writing, to the Contact named above.

### **1.7 CONFIDENTIAL INFORMATION**

The Proposer shall not submit any information in response to this RFP which the Proposer considers to be a trade secret or confidential. The submission of any information to Brightline in connection with this RFP shall be deemed conclusively to be a waiver of any trade secret or other protection, which would otherwise be available to the Proposer. In the event that the Proposal contains a claim that all or a portion of the Proposal submitted contains confidential, proprietary or trade secret information, the Proposer, by submission of the Proposal pursuant to this RFP, knowingly and expressly waives all

claims made that the Proposal, or any part thereof no matter how indicated, is confidential, proprietary or a trade secret and authorizes Brightline to release such information to the public for any reason.

### **1.8 DRAFT CONTRACTS**

To be provided during negotiations to the Selected Proposer(s).

### **1.9 SCRUTINIZED COMPANIES**

By executing its Proposal through a duly authorized representative, the Proposer certifies that the Proposer is not on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List, as those terms are used and defined in sections 287.135, 215.473 and 215.4725 of the Florida Statutes. In the event that the Proposer is unable to provide such certification but still seeks to be considered for award of this RFP, the Proposer shall, on a separate piece of paper, clearly state that it is on one or both of the Scrutinized Companies lists identified above and shall furnish together with its Proposal, a duly executed written explanation of the facts supporting any exception to the requirement for certification that it claims under Section 287.135 and/or 215.4725 of the Florida Statutes. The Proposer agrees to cooperate fully in any investigation undertaken to determine whether the claimed exception would be applicable.

## **DIVISION 2.0 PROPOSAL REQUIREMENTS**

### **2.1 FORMAT AND CONTENTS**

Proposers should carefully follow the format and instructions outlined herein. Every Proposal must be responsive to all applicable items contained in this RFP. Failure to provide all the requested information may deem a respondent's Proposal Non-Responsive. In preparing a Proposal, Proposer should assume that Brightline has no previous knowledge of its property/site, ownership structure or financial capabilities.

Proposers are cautioned to carefully review their submittal to assure that a complete and comprehensive answer has been provided for each of the criteria. Your response will be read and evaluated by Brightline. Poor formatting, poor documentation, and/or incomplete or unclear information may not be cause to reject a Proposal, but such substandard submissions may adversely impact the evaluation of your Proposal.

### **2.2 PROPOSAL FORMAT**

Proposals should be tabbed using the following headings:

- Tab 1: Letter of Intent
- Tab 2: Site Criteria
- Tab 3: Financial Terms
- Tab 4: Process to Transact

Behind each tab, the following information must be included:

### **Tab 1: Letter of Intent**

Proposer should provide a letter of intent, duly executed by the individual(s) authorized to bind the Proposer. In the event that multiple entities make up the Proposal, signatories from each entity are required. The Letter of Intent must include the following minimum elements:

- Identification of the corporate entity or entities that will enter into the Contract.
- Contact information of the individual(s) authorized to bind the Proposal, and e-mail address to which Brightline should send notifications pursuant to the RFP.
- Address of Proposer's headquarters and any local office involved in the Proposal.
- Representation as to the accuracy of the Proposal.
- Representation that Proposer has Control of the property included within the Proposal and the ability to perform all its obligations in connection with this RFP.
- Representation of the Proposer's intent, if selected, to enter good-faith negotiations with Brightline pursuant to the terms of this RFP.

### **Tab 2: Site Criteria**

Proposal shall include the following information as it relates to the subject property. Note that there are certain criteria that must be met (described below). We defer to the Proposer on how they want to document the below (i.e., Letter, PowerPoint, etc.) so long as it is clear and all items described below are addressed. In addition to the requirements listed below, we have provided a drawing (included as Exhibit A) to assist Proposers with visualizing how the rail infrastructure would likely be engineered.

- Aerial map with clear boundaries denoting the subject property (address, folio number, etc.)
- Site characteristics including the below:
  - Size (denoted in acres) of the property. The property (or combination of properties) shall be not less than two (2) acres.
  - Ability of the property to accommodate 200 parking spaces (either surface or structured parking)
  - Ability of the property to accommodate ground transportation including pick up and drop off, rideshare, and/or local bus/trolley.
  - Property must be directly adjacent to and contiguous with the Florida East Coast Railway ("FEC") Right of Way such that a platform of at least 500' and clear capacity track length of 1,000' can be constructed either on the property or within the ROW (directly adjacent to the property). In addition, the outer limits of the track work (on both the north and south side) must be at least 100' away from grade crossings.  
The drawing attached as Exhibit A assists in describing this requirement.
  - Existing zoning and entitlement information. State whether the development of a train station can be built by right or if it will require a change to existing zoning / entitlement.
  - Describe how to access the property from major roadways. Easy access into and out of the site is required.

- Describe how the site supports access to the proximate population centers such that ridership to and from the station is supported.
- Existing condition of the site; vacant/building, uplands/wetlands, etc.
- Describe the property's access to existing utilities.
- Describe any special considerations that should be given to additional development potential.
- Site must be located outside of the Excluded Property area which is located in Stuart in the vicinity of the St. Lucie River Railroad Bridge. The Excluded Property boundary runs from S Colorado Ave (southern boundary) to Alice St (northern boundary)

### **Tab 3: Financial Terms**

In consideration of site selection, Brightline is interested in understanding what financial parameters and /or assistance will be available relative to a potential site. For example, in the most recent expansion stations developed in Aventura and Boca Raton, the real estate required for the site was provided with minimal cost to Brightline. In the case of Boca Raton, the city already owned the property and entered a long-term lease with Brightline for \$1.00 per year. In the case of Aventura, Miami-Dade County purchased the property and then entered into a long-term lease with Brightline for \$1.00 per month.

In addition to contribution of real property rights, significant capital contributions toward the design, engineering and construction of these stations (including parking and rail related infrastructure) were provided by Miami-Dade County, City of Boca Raton, and the Federal Railroad Administration.

Lastly, additional development potential which might further provide monetary assistance to the economics of the Brightline expansion was provided through various options including rights of first refusal.





*Boca Raton Station*

Within Tab 3, Proposal shall include the following information. We defer to the Proposer on how they want to document the below (i.e., Letter, PowerPoint, etc.) so long as it is clear and all of the below is addressed.

- Describe the framework for the transaction.
  - Is the property designated for the site owned, leased, or under contract by the Proposer?
  - Would the property be sold or leased to Brightline?
  - Is the land being contributed at no cost to Brightline?
    - If not, please describe the price / conditions at which the Proposer would transact.
  - Describe the financial participation by the Proposer(s) for the capital cost of the project and/or station operations.
    - Please describe how much and what commitments can be made.
  - Is the Proposer willing to commit to providing any ridership commitments?
    - If so, what are the details of the commitment?

For Proposals that are short-listed, Brightline will require documentation regarding proof of funds and financial capacity.



*Aventura Station*



*Aventura Station*

**Tab 4: Process to Transact**

Proposer must describe the process to go under Contract and ultimately conclude the transaction. In addition, please denote if the contract/transaction will require board or committee action and if so what that process (and duration) entails.

**2.3 SUBMITTAL REQUIREMENTS FOR INITIAL SUBMISSION AND SECOND TIER ADDITIONAL INFORMATION, WHEN APPLICABLE**

Interested firms must submit their Proposal pursuant to the instructions in this Division 2. A Proposer may submit a modified Proposal to replace all or any portion of a previously submitted Proposal up until the Proposal due date. Brightline will only consider the latest version of the Proposal. If applicable, second tier additional information may be requested by Brightline to a Proposer.

**2.4 POSTPONEMENT/CANCELLATION**

Brightline may, at its sole and absolute discretion, reject any and all parts of any and all Proposals; re-advertise this RFP; postpone or cancel, at any time, this RFP process; or waive any irregularities in this RFP or in the Proposals received as a result of this RFP.

## **2.5 COSTS INCURRED BY PROPOSERS**

All expenses involved with the preparation and submission of Proposals to Brightline, or any work performed in connection therewith, shall be the sole responsibility of the Proposer(s).

## **DIVISION 3.0 EVALUATION/SELECTION PROCESS**

### **3.1 SELECTION PROCESS**

Brightline will review all Proposals that are submitted and determine what Proposals will be short listed. Brightline will meet with each of the short-listed Proposers to talk through the Proposal and clarify any open items.

Upon completion of those meetings, Brightline will determine which of the Proposers Brightline wishes to begin negotiations with. Depending on the outcome of the meetings, it is possible that Brightline conducts negotiations with multiple Proposers. In the event Brightline is not satisfied with any of the Proposals, Brightline may extend the proposal submittal deadline or decide to pursue another RFP at a later date.

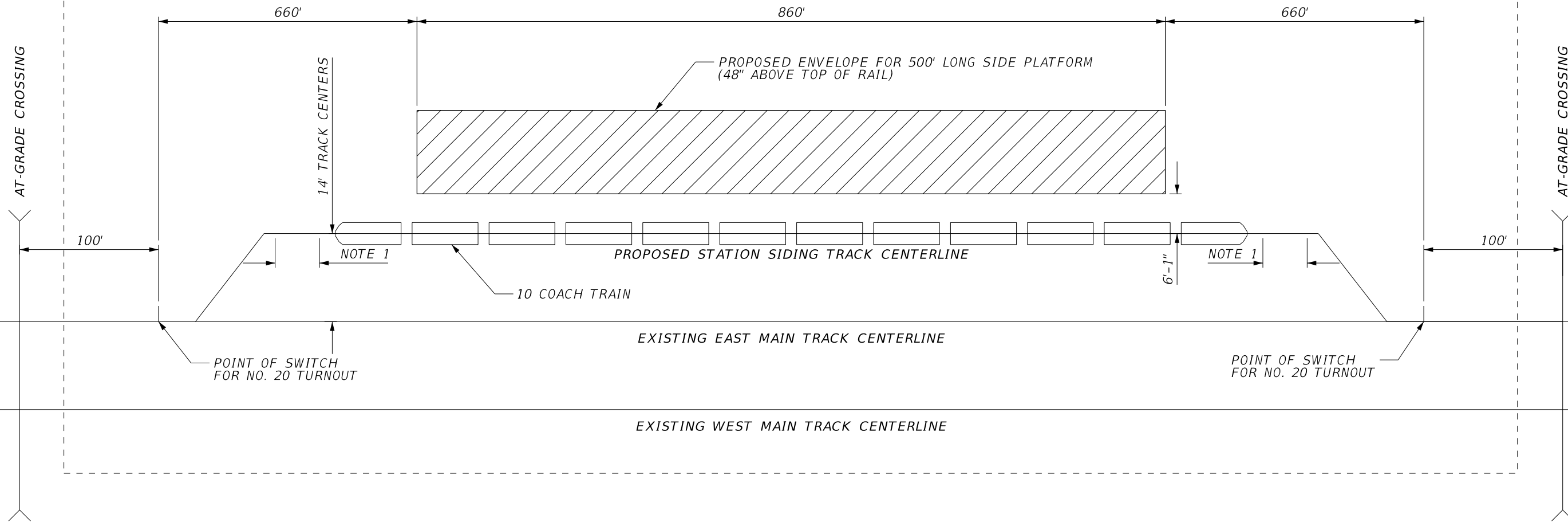
Brightline shall be the sole judge of its own best interests, the Proposals, and the resulting negotiated agreement. Brightline's decision will be final. Brightline reserves the right to cease negotiations with any Proposer for any reason it deems appropriate.

← TO JACKSONVILLE

TO MIAMI →

TRACKS AND STATION PLATFORM ARE TANGENT AND ON 0.00% GRADE

THE BELOW DIAGRAM COULD EXIST ON EITHER THE EAST OR WEST SIDE OF THE RIGHT-OF-WAY. IT WILL DEPEND ON WHAT SIDE (EAST OR WEST) THE STATION IS LOCATED.




NOTES:

1. UNDER CERTAIN CIRCUMSTANCES, AN AT-GRADE CROSSING COULD EXIST BETWEEN THE NOSE OF THE LOCOMOTIVE AND THE TURNOUT. THIS REQUIRES RAILROAD ENGINEERING ANALYSIS OF EACH UNIQUE LAYOUT.
2. THE STATION LAYOUT PARAMETERS DEPICTED HEREIN ARE INDICATIVE AND SUBJECT TO REFINEMENT FOR A SPECIFIC SITE LOCATION.
3. IN THE EVENT A PROPOSED SITE DOES NOT MEET THESE EXACT PARAMETERS, BRIGHTLINE WILL FURNISH RAILROAD ENGINEERING SUPPORT TO EVALUATE PROPOSED DEVIATIONS. CERTAIN DEVIATIONS MAY BE ACCEPTABLE BASED ON THE SPECIFICS OF A PROPOSED SITE.

EXHIBIT A

DATE		DESCRIPTION		REVISIONS		DESCRIPTION		DATE		DESCRIPTION	



**BRIGHTLINE**  
NEW STATION CONCEPT  
TRACK/PLATFORM LAYOUT

SHEET NO.