OVERVIEW OF SUBMITTED INVESTOR RESPONSES – RFP 124-2

800 PARK AVENUE | LAKE PARK, FL 33403



CUSHMAN & WAKEFIELD

AGENDA - TEAM **OVERVIEW**

1. Property Overview/ Marketing process

2. Summary of Proposals



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Prepared for the Lake Park Community Redevelopment Agency

PROPERTY **OVERVIEW** / MARKETING **PROCESS**

800 Park Avenue - Property overview

Property aerial



Property brochure



Published RFP



Marketing / submission process

Offering memorandum prepared for the property.

- RFP re-issued July 24, 2026.
- Submission deadline: September 9, 2026 at 2:00 p.m.

- 4 proposals supplied for this comparison. Evaluation Committee met 9/24/26:
  - Nadia DiTommasso
  - Barbara Gould
  - Jaimie Morales
  - Leanna Collazo
  - Renee Jadusingh
  - Riunte Franka

Property details

Building: 1,943 SF
Site: 0.14 acres
Parking: 9 existing spaces

Parcel: 36-43-42-20-01-006-0010

County: Palm Beach
City: Lake Park
Zoning: TCC (per RFP)

PROPOSAL **COMPARISON MATRIX**

This matrix compares the four submissions against the RFP's stated framework: Redevelopment Objectives (pp. 8–9), Desired Uses (pp. 10–12), Proposal Submission Requirements (pp. 13–16), and the Evaluation Criteria point structure (pp. 22–24, 100 points total).

1. Snapshot summary

	Destinee 1 Stop LLC	First Patient Care Clinic	Izzy's Gourmet Market	Piper Gonzalez Designs
Proposed use	Multi-service financial practice (tax prep, real estate/auto brokerage, remittance agent) — relocation of an existing business two blocks away	Medical, dental & vision clinic with on-site dispensing pharmacy and patient transportation	Gourmet market, bakery, deli, florist/plants, prepared foods, classes/events	Interior design firm's flagship studio / creative office
Purchase price	$350,000	$550,000	$600,000 (per attached LOI)	$800,000
Earnest money	Not clearly quantified	$200,000 (36%)	$120,000 (per LOI)	$40,000 (5%)
Total private investment	Not clearly quantified (renovation described as “cosmetic”)	$779,000	~$400,000 (renovation only; no total project budget shown)	$1,085,000
Financing	Dual-track: Quontic Bank institutional loan, or seller (CRA) financing with 20% down	Silvera Capital Inc., $385,000 conditional term sheet at 11.49%	No lender commitment; personal/LLC account statements and a mortgage-calculator printout	JPMorgan Chase, pre-approved $600K mortgage (7.026% fixed) + $250–300K draw loan
Jobs created	Not quantified	~25 FTE at stabilization	Not quantified (“new employment opportunities”)	5 relocated + 3 new = 8 onsite
Timeline to opening	30 days from closing	~12 months from selection	Not specified	~7 months from award (target May 2027)
RFP format followed (Tabs A–L)	No — submitted as a narrative “petition,” not in RFP format	Yes — complete, with checklist	No — submitted as a marketing/concept packet	Yes — complete, most extensively documented

PROPOSAL **COMPARISON MATRIX**

Economic Development · Downtown Activation · Community Character · Public Benefit · CRA Master Plan Consistency · Community Impact

2. Consistency with Redevelopment Objectives & Desired Uses

	Destinee 1 Stop LLC	First Patient Care Clinic	Izzy's Gourmet Market	Piper Gonzalez Designs
Economic Development	relocates an existing business rather than adding net new capital or jobs; price well below the other three	largest job count (25 FTE), $779K investment, returns property to tax roll	claims wholesale/retail growth and job creation but doesn't quantify either	highest investment ($1.085M) and highest price, though only 8 jobs
Downtown Activation	a financial-services/remittance office is not a listed preferred use and generates transactional, not destination, visits	66 staffed hours/week including evenings and Saturdays; explicitly non-seasonal	squarely a “destination” concept (food & beverage, retail, classes) the preferred-uses list favors	single-tenant professional office; daytime activity from staff/clients/vendors rather than a public-facing destination
Community Character	describes only cosmetic paint/signage refresh; no architectural or landscape plan	clear glazing replacement, tile roof/parapet repair, new awning, landscaping, lighting	(rendering provided) but limited narrative detail on materials/streetscape	detailed design narrative; renderings and floor plan included
Public Benefit / Community Impact	Frames itself as financial infrastructure for unbanked/LMI/senior residents — real but narrow, and outside the RFP's preferred-use categories	Multilingual healthcare access (English/Creole/Spanish/French), patient transportation, year-round activity	Local Florida vendor sourcing, community classes, charitable partnerships listed	FBLA student hiring commitment, no CRA assistance requested, largest tax-roll contribution claimed (~$16,800/yr est.)
Consistency w/ CRA Master Plan	narrative built around Ch. 163 F.S. disposition mechanics rather than the Master Plan's corridor goals	ties each Master Plan theme to a specific proposal element	not mapped point-by-point to Master Plan language	addresses each Master Plan bullet individually, including the CRA's “Creators District” language

OFFERS **SUMMARY MATRIX**

CUSHMAN & WAKEFIELD

Offers summary				
	Piper Gonzalez Designs	**Izzy's Gourmet Market**	**First Patient Care Clinic**	**Destinee 1 Stop**
Purchase price	**$800,000**	**$600,000**	**$550,000**	**$350,000**
Price basis / building SF	$411.73/SF	$308.80/SF	$283.07/SF	$180.13/SF
Earnest money deposit	$40,000; on PSA (5%)	$120,000; timing NS (20%)	$200,000; one business day (36.4%)	Amount / timing NS
Due diligence	45 days from PSA	60 days from LOI	30 days from PSA	NS
Closing timing	60 days from PSA	30 days after inspection; ~90 days from LOI	30 days after DD; ~60 days from PSA	Immediate after approval; no defined period
Extension rights	None stated	+60 days for Phase II; ~150 days total if used	None stated	None stated
Funding / conditions	Chase loans + equity; DD, title, loans, CRA approval	$480,000 mortgage modeled; no lender commitment	$385,000 conditional loan; equity / other funds unverified	Quontic asserted or seller finance; proof absent
Improvement / project budget	$250,000 renovation allowance; $1.085M total	$400,000 improvements; ~$1.0M before unpriced costs	$229,000 beyond purchase; $779,000 stated total	No budget supplied
Proposed use	Interior design studio / creative office	Bakery, market, deli, florist, classes / events	Medical, dental, vision, dispensing / transportation	Tax / brokerage / money transfer / bill payment
Zoning / use approval	Town confirmation required	Town confirmation required	Town confirmation required	Town confirmation required
Opening / activation	May 2027 target; handover affects timing	As soon as possible; no dated opening	September 1, 2027 target	Within 30 days after closing (bidder pledge)
Employment / operation	5 relocate; +3 planned; weekdays 9 a.m. to 5 p.m.	New jobs proposed, no count; hours NS	25 FTE proposed; 66 hours weekly medical operation	New jobs / operating hours NS
Plans / delivery team	Plans, renderings, architect, builder / trade commitments	Concept images / layout; technical team NS	Narrative / named team; no floor plan supplied	Cosmetic narrative; technical team / plan NS
Right of First Offer	Expressly accepted	Specific acceptance NS	Expressly accepted	Heading only; terms NS
CRA assistance / seller finance	None requested	Position NS	At CRA discretion; not a funding condition	Optional seller financing; grant eligibility mentioned

SUMMARY OF **PROPOSALS**

Rank	Proposer	Offer price	CRA objectives / 40	Financial / price / 30	Concept / 20	Experience / 10	Total / 100 AVERAGE SCORE
1	**Piper Gonzalez Designs**	**$800,000**					**84**
2	**Izzy's Gourmet Market**	**$600,000**					**67**
3	**First Patient Care Clinic**	**$550,000**					**67**
4	**Destinee 1 Stop**	**$350,000**					**31**

Ranking Overview – Summary

1. **Piper Gonzalez:** Highest price and strongest combined financing, budget, design and delivery documentation. Weekday office activity limits its activation score.

2. **Izzy's:** Strong food, specialty retail and community programming fit. Financing, required financial projections and operating milestones remain incomplete.

3. **First Patient Care:** Extended hours, healthcare access and jobs support CRA goals. Capital, fee budget, spatial capacity and licensing need confirmation.

4. **Destinee:** Long local operating history and fast activation pledge. Lowest price and substantial missing transaction and financial detail.

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THANK YOU.

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FOR MORE INFORMATION, PLEASE CONTACT:

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