



**Downtown Investment Authority  
Hybrid Virtual In-Person Meeting  
Wednesday, January 21<sup>st</sup>, 2026  
2:00 PM**

**MEMBERS:**

Patrick Krechowski, Esq., Board Chair  
Sondra Fetner, Esq., Vice Chair  
Scott Wohlers, Secretary  
John Hirabayashi  
Jill Caffey

Cameron Hooper  
Carrie Bailey  
Micah Heavener  
Trevor Lee

**I. CALL TO ORDER**

**II. PUBLIC COMMENTS**

**III. COMMUNITY REDEVELOPMENT AGENCY**

- A. Form 8B: Voting Conflict Disclosures
- B. December 17th, 2025, Community Redevelopment Agency Meeting Minutes Approval
- C. Resolution 2026-01-01: Baptist Hotel REV Grant
- D. Resolution 2026-01-02: Baptist Hotel Completion Grant
- E. Resolution 2026-01-03: Regions Bank
- F. Resolution 2026-01-04: MOSH Demolition
- G. Resolution 2026-01-05: Riverfront Plaza Restaurant Parcel Disposition

**IV. DOWNTOWN INVESTMENT AUTHORITY**

- A. December 17th, 2025, Downtown Investment Authority Meeting Minutes Approval

**V. OLD BUSINESS**

- A. Notice of Disposition 303 E Bay Street

**VI. NEW BUSINESS**

**VII. CEO INFORMATIONAL BRIEFING**

**VIII. CHAIRMAN REPORT**

**IX. OTHER MATTERS TO BE ADDED AT THE DISCRETION OF THE CHAIR**

**X. ADJOURN**

**PHYSICAL LOCATION**

Jacksonville Public Library-Main Library/Downtown  
303 North Laura Street  
Multipurpose Room (located in the Conference Center)  
Jacksonville, Florida 32202

**PLEASE NOTE:** The multipurpose room will **not be accessible through the Main Street entrance**. The Main Street entrance will be closed. Please use the Laura Street entrance to enter the building.

**VIRTUAL LOCATION**

Interested persons desiring to attend this meeting virtually can do so via Zoom (including by computer or telephone) using the following meeting access information:

**Join Zoom Webinar**

<https://us02web.zoom.us/j/87990789951?pwd=6D95Mq0jIJ1V4PLG9oxpc7UWGLTOSL1>

**Webinar ID:** 879 9078 9951

**Passcode:** 062932

**One tap mobile**

+1 301 715 8592 US (Washington DC)  
+1 312 626 6799 US (Chicago)

International numbers available: <https://us02web.zoom.us/u/keJuzyhyu>

**TAB III.B**

**DECEMBER 17TH, 2025 COMMUNITY REDEVELOPMENT AGENCY MEETING  
MINUTES APPROVAL**



**Downtown Investment Authority**  
**Downtown Investment Authority Hybrid Meeting**  
**Wednesday, December 17th, 2025, 2:00 p.m.**

**Community Redevelopment Agency Hybrid Meeting**  
**MEETING MINUTES**

**DIA Board Members:** Patrick Krechowski, Esq. (Chair); Micah Heavener; Sondra Fetner, Esq.; Scott Wohlers; John Hirabayashi; Cameron Hooper; Carrie Bailey; Jill Caffey; and Trevor Lee

**Mayor's Office:** Bill Delaney, Council Liaison

**Council Members:** None

**DIA Staff:** Colin Tarbert, CEO; Guy Parola, Director of Operations; Steve Kelley, Director of Downtown Real Estate and Development; Allan DeVault, CRA Redevelopment Manager; Wade McArthur, Property Disposition Manager; Scott Wilson, Capital Projects Manager; and Ava Hill, Administrative Assistant

**Office of General Counsel:** John Sawyer, Esq.

**I. CALL TO ORDER**

Board Chair Patrick Krechowski called the meeting to order at 2:01 p.m. and invited everyone to join him in reciting the Pledge of Allegiance. He then asked each attendee to introduce themselves.

**II. PUBLIC COMMENTS**

*The following people made in-person public comments, made public comments virtually through Zoom, or provided comments that were read into the record by DIA Staff. Note: the subject matter of the comment(s) indicated to the right of each person:*

John Nooney 8356 Bascom Rd. Provided comments regarding downtown access, waterways, and upcoming legislation.

**III. COMMUNITY REDEVELOPMENT AGENCY**

**A. FORM 8B: VOTING CONFLICT DISCLOSURES**

None.

**B. NOVEMBER 19TH, 2025, COMMUNITY REDEVELOPMENT AGENCY MEETING MINUTES APPROVAL**

Board Chair Krechowski called for a motion on the meeting minutes as presented.

**Motion:** Board Member Wohlers motioned to approve the meeting minutes.  
**Seconded:** Board Member Heavener seconded the motion.

Board Chair Krechowski called for a vote on the meeting minutes.



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**Vote: Aye: 9      Nay: 0      Abstain: 0**

**MOTION PASSED UNANIMOUSLY 9-0-0**

**C. RESOLUTION 2025-12-01 AR POLAR AMENDMENT**

Mr. Guy Parola, Director of Operations, explained that the resolution amended the performance schedule in a redevelopment agreement between the City of Jacksonville and AR Polar Jacksonville LLC. The amendment addressed delays caused by complex coordination among multiple entities during the relocation of Marine Fire Station 39 and related infrastructure improvements, including building a new roadway and filling part of a retention pond. Originally, AR Polar had until 2028 to decide between receiving \$3.2 million or exchanging land with the city, but under the revised agreement, the city memorialized new start and completion dates for the fire station and Festival Park improvements, and AR Polar's decision deadline was extended to 2030.

Seeing no discussion, Board Chair Krechowski called for a motion on the resolution.

**Motion:**      Board Member Fetner motioned to approve the resolution.  
**Seconded:**      Board Member Heavener seconded the motion.

Board Chair Krechowski called for a vote on the resolution.

**Vote: Aye: 9      Nay: 0      Abstain: 0**

**MOTION PASSED UNANIMOUSLY 9-0-0**

**D. RESOLUTION 2025-12-02 GATEWAY N7**

Mr. Steve Kelley, Director of Downtown Real Estate and Development, presented Resolution 2025-12-02, proposing incentives for Gateway Jax's 260,000-square-foot mixed-use development in downtown Jacksonville. The project included a Publix grocery store under a 20-year lease, a 14-story residential tower with 259 units, and additional retail space. The former First Baptist Church auditorium would be demolished for the development. Mr. Kelley outlined a \$28.25 million completion grant, payable only upon project completion and confirmation of the Publix lease, and a \$21.41 million REV grant. He noted the use of DIA's 30-year ROI methodology, projecting returns between 1.1 and 1.45 times, and highlighted safeguards such as grant caps and a profit-sharing provision.

Mr. Bryan Moll, CEO of Gateway Jax, explained that the project stemmed from a three-and-a-half-year effort to bring a full-service grocery store to downtown Jacksonville. He described how Gateway Jax assembled 25 acres and 32 city blocks to create the critical mass needed to attract Publix, noting that negotiations for the lease took two years. Mr. Moll emphasized the transformative impact of the development, calling it one of the most important investments for the urban core.



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**Downtown Investment Authority Hybrid Meeting**  
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Board Chair Krechowski opened the floor for questions and discussion.

Board Member Hooper asked Bryan Moll to explain the equity in the deal, roughly \$49–\$50 million, and its structure.

Mr. Moll answered that the structure mirrored other Pearl Square deals, with two primary partners—DLP Capital and JWB Real Estate Capital—as the general partners equity and effectively the limited partners.

Board Member Hooper also asked Mr. Moll if there was a preferred return in that general partner structure—roughly 10-12%.

Mr. Moll answered yes and that they had historically outperformed that.

Board Member Hirabayashi asked how the profit-sharing component would work and if an IRR benchmark would be used.

Mr. Kelley said it would be IRR-based, with timing, thresholds, and splits negotiated later.

CEO Tarbert added that the intent was to allow a reasonable look-back so the city could share in upside returns.

Board Member Wohlers asked Mr. Moll if he would be comfortable locking the completion grant as a percentage of development costs instead of a fixed dollar amount.

Mr. Moll answered that lenders strongly preferred a fixed completion grant because it allowed them to underwrite and provide financing confidently. He added that existing safeguards already protected the city and emphasized that the project carried significant risk for the developer.

Cindy Trimmer, Partner at Driver, McAfee, Hawthorne & Diebenow PLLC, explained that using a percentage instead of a fixed completion grant would have disrupted financing and timelines because lenders required a hard number to maintain the capital stack.

Board Chair Krechowski asked Steve Kelley to share his perspective on the question.

Mr. Kelley responded that lenders favored a fixed completion grant because it could be assigned to pay down construction loans, reducing interest costs and improving financing. He added that protections existed, including REV adjustments for cost reductions and forfeiture of both grants if costs fell more than 15% below estimates.

Board Member Wohlers asked Mr. Moll if there were any affordable or workforce housing units in the project.

Mr. Moll answered that there were no requirements, but rents were expected to fall into the workforce range due to smaller unit sizes.

Board Member Hooper asked Mr. Moll if the smaller square footage would make rents effectively affordable.

Mr. Moll answered that the majority of the units would likely be workforce-priced.

Board Member Hooper asked what protections the city had if equity was wiped out.

Mr. Kelley said no payments would occur until completion and Publix lease verification, and the city would still retain the Publix store even in a worst-case scenario.



**Downtown Investment Authority**  
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Board Chair Krechowski called for a motion on the resolution.

**Motion:** Board Member Hirabayashi motioned to approve the resolution.  
**Seconded:** Board Member Heavener seconded the motion.

Board Chair Krechowski opened the floor for further questions and discussion.

Board Member Caffey asked if Publix was required to operate for 10 years and if there was a clawback if they closed.

Mr. Kelley confirmed there was no clawback, only a lease requirement.

Mr. Moll added that Publix had to open and that recapture rights existed if they went dark for a certain period.

Mr. Matt Clark, Senior Vice President at Colliers, clarified that after six months dark, the landlord could recapture and replace with an equivalent grocer.

Board Member Wohlers said he was very excited about a grocery store coming to downtown and thanked Mr. Moll and his team, as well as Steve Kelley, for negotiating the lease and explaining the financial details so clearly.

Board Member Hooper commented that the project carried significant equity risk but stated he would still support it because of the economic impact Publix would bring. He emphasized that, despite the risk, the protections outlined by staff made him comfortable voting in favor.

Board Chair Krechowski remarked that the project was a major statement for both downtown and the entire city, filling a long-standing gap and benefiting neighborhoods like Springfield. He acknowledged the complexity and risk but called the deal a significant step forward for Jacksonville.

Board Chair Krechowski called for a vote on the resolution.

**Vote: Aye: 9      Nay: 0      Abstain: 0**

**MOTION PASSED UNANIMOUSLY 9-0-0**

**E. RESOLUTION 2025-12-03 FORMER COURTHOUSE SITE DISPOSITION**

Mr. Wade McArthur, DIA Property Disposition Manager, explained that the DIA was awaiting the results of a massing study for the 2.75-acre upland portion of the property to determine whether it should be marketed as one parcel or divided into smaller sections. Tarbert added that significant interest in the site had already been expressed and emphasized the urgency of issuing a formal RFP rather than responding to unsolicited proposals. The goal was to release the RFP in mid-January following review of the massing study and circulation of the draft terms to board members for comment.

Board Chair Krechowski asked staff to explain the background of the site and provide an update on how the project had reached its current stage.



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CEO Tarbert explained that DIA was awaiting the results of a massing study for the former courthouse site to determine whether to market it as one parcel or in sections. He added that significant interest in the property had already been expressed, and DIA aimed to issue a formal RFP in mid-January to move the project forward quickly.

Board Chair Krechowski called for a motion on the resolution.

**Motion:** Board Member Hirabayashi motioned to approve the resolution.  
**Seconded:** Board Member Heavener seconded the motion.

Seeing no discussion, Board Chair Krechowski called for a vote on the resolution.

**Vote: Aye: 9      Nay: 0      Abstain: 0**

**MOTION PASSED UNANIMOUSLY 9-0-0**

**IV. ADJOURNMENT**

Board Chair Krechowski adjourned the CRA meeting at 2:58 PM.

*The written minutes for this meeting are only an overview of what was discussed. For verbatim comments of this meeting, a recording is available upon request. Please contact Ava Hill at [avah@coj.net](mailto:avah@coj.net) to acquire a recording of the meeting.*

**TAB III.C**

**RESOLUTION 2026-01-01 BAPTIST HOTEL REV GRANT**

**RESOLUTION 2026-01-01**

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY APPROVING A HIGH RISE HOTEL RECAPTURE ENHANCED VALUE GRANT (“HIGH RISE REV GRANT”) FOR THE DEVELOPMENT OF A MIXED USE HOSPITALITY PROPERTY IN THE SOUTHSIDE COMMUNITY REDEVELOPMENT AREA, AUTHORIZING THE CHIEF EXECUTIVE OFFICER (THE “CEO”) TO NEGOTIATE A REDEVELOPMENT AGREEMENT BETWEEN THE CITY OF JACKSONVILLE, DOWNTOWN INVESTMENT AUTHORITY, AND BAPTIST HEALTH SYSTEM, INC. (“BAPTIST HEALTH”) (OR SPECIAL PURPOSE ENTITY TO BE FORMED); AUTHORIZING THE CEO OF THE DIA TO TAKE ALL NECESSARY ACTION TO EFFECTUATE THE PURPOSES OF THIS RESOLUTION INCLUDING THE FILING OF LEGISLATION; PROVIDING AN EFFECTIVE DATE.**

**WHEREAS**, Baptist Health System, Inc. (“Baptist Health” or “Developer”), owns approximately 1.46 acres of property currently improved with a surface parking lot located within the Southside Community Redevelopment Area with RE# 081069-0010 on which Baptist Health proposes to construct and operate a mixed-use hospitality development (the “Hospitality Project”) including an approximately 134-key boutique component (the “Boutique Component”), an approximately 92-key extended stay component (the “Extended Stay Component”), and not less than two restaurant components, and an estimated 113-space parking garage; and

**WHEREAS**, collectively, the project will result in a proposed capital investment of approximately \$108.8 million for the development of the Hospitality Project; and

**WHEREAS**, redevelopment of the Hospitality Project will result in a Minimum Capital Investment of \$92,674,000 as defined in the Term Sheet attached as Exhibit A to this Resolution; and

**WHEREAS**, the DIA is the Community Redevelopment Agency for the Southside Community Redevelopment Area; and

**WHEREAS**, the Downtown Investment Authority (“DIA”) is authorized per section 55.108 *Economic Development* of the City Ordinance Code, to utilize the Tax Increment Finance District Trust Funds to foster the redevelopment of the Southside Community Redevelopment Area; and

**WHEREAS**, the Downtown Investment Authority (“DIA”) is authorized per section 55.108(8)-(9)(b) *Economic Development* of the City Ordinance Code, to implement the DIA Business Investment and Development Plan (“BID Plan”), to utilize incentives and economic development programs in furtherance of goals set forth in the BID Strategy for the benefit of Downtown Jacksonville; and

**WHEREAS**, the project proposed by the Developer advances the following BID goals to:

**Redevelopment Goal No. 3 - Increase and diversify the number and type of retail, food and beverage, and entertainment establishments within Downtown.**

- Increase the number of retail, food and beverage, and entertainment establishments that are open for business weekends and other times outside of weekday business hours.

**Redevelopment Goal No. 4** - Increase the vibrancy of Downtown for residents and visitors through arts, culture, history, sports, theater, events, parks, and attractions.

- Increase the occupancy rate and ADR of Downtown Jacksonville hotels and broaden the diversity of hospitality offerings for leisure travelers, groups, and business travelers.

**WHEREAS**, Section 5.1 of the DIA CRA Plan establishes the CRA Plan umbrellas under which the *“DIA may seek to allocate Redevelopment Trust Fund monies for projects and programs, in part or in whole, in the future throughout the life of each CRA’s Redevelopment Plan to continue the redevelopment of Downtown.”* While not consistent with established program guidelines, the High Rise REV Grant is eligible for consideration of funding from the Southside Community Redevelopment Trust Fund under the Economic Development CRA Plan umbrella which states, *“A key component required for successful redevelopment of Downtown Jacksonville is to increase the number of residents and businesses within the core area by providing the base market for proposed housing, hospitality (e.g., hotel, restaurants), entertainment, retail and other commercial projects; therefore, the CRA Redevelopment Plan recommends the DIA pursue activities that support multi-family housing, office/retail development, and other commercial projects that spur economic development in Downtown Jacksonville..”*; and

**WHEREAS**, the proposed High Rise REV Grant incentive is a material factor in assisting Baptist Health, or its special purpose entity, in expanding the number of hospitality units and activated restaurant space within the Southside Community Redevelopment Area of Downtown Jacksonville; and

**WHEREAS**, DIA is proposing a REV Grant to be paid over twenty (20) years in the not to exceed amount of \$12,984,000, based on 75% of the incremental increase in the county portion of ad valorem taxes to be collected over twenty (20) years, as generated from total costs proposed in development of the Hospitality Project estimated at \$108.8 million, and the Hotel REV Grant is consistent with umbrella guidelines set forth in the Bid Plan; and

**WHEREAS**, High Rise REV Grant annual payments will be funded through the Southside Redevelopment Trust Fund through its maturity and the City of Jacksonville thereafter; and

**WHEREAS**, DIA calculation of the ROI for the incentives proposed is consistent with the approach approved by the DIA Board in Resolution 2024-05-04 for high rise properties utilizing Type 1 or Type 2 fire rating construction techniques; and

**NOW THEREFORE BE IT RESOLVED**, by the Downtown Investment Authority:

**Section 1.** The DIA finds that the recitals set forth above are true and correct and are incorporated herein by this reference.

**Section 2.** The DIA hereby approves a 20-year, 75% REV Grant with Maximum Indebtedness of \$12,984,000 to be paid from the Southside CRA Trust Fund through its maturity and the City of Jacksonville thereafter subject to the terms and conditions as provided in the Term Sheet attached hereto as Exhibit A.

**Section 3.** The DIA hereby authorizes its CEO to negotiate a Redevelopment Agreement authorizing the REV Grant and Completion Grant as described above subject to the minimum terms and conditions contained in the term sheet attached as Exhibit A.

**Section 4.** The DIA recommends that City Council consider an ordinance that authorizes a Redevelopment Agreement pursuant to Exhibit A, terms, and conditions.

**Section 5.** The DIA hereby authorizes its CEO to take all necessary actions to effectuate the purposes of this Resolution, including but not limited to the filing of legislation and execution of a Redevelopment Agreement, or functional equivalents, providing that such actions incorporate, at a minimum, the terms and conditions contained in Exhibit A to this Resolution 2026-01-01.

**Section 6.** This Resolution, 2026-01-01, shall become effective on the date it is signed by the Chair of the DIA Board.

**WITNESS:**

**DOWNTOWN INVESTMENT AUTHORITY**

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Patrick Krechowski, Esq., Chairman

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Date

**VOTE:** In Favor: \_\_\_\_\_ Opposed: \_\_\_\_\_ Abstained: \_\_\_\_\_

## Exhibit A to Resolution 2026-01-01

### Baptist Health System, Inc. Hospitality Project Term Sheet

<b>Applicant/ Developer:</b>	Baptist Health System, Inc. or other such special purpose entity as may be created where the principals of Baptist Health has a controlling interest for the development and operation of the subject property.
<b>The Property:</b>	Approximately 1.46 acres of property currently improved with a surface parking lot located within the Southside Community Redevelopment Area with RE# 081069-0010 on which Baptist Health proposes to construct and operate a mixed-use hospitality development (the "Hospitality Project") wherein the land is bounded by Baptist Way to the north, San Marco Blvd. to the east, Gary Street and I-95 to the south, and Palm Ave to the west as identified in Exhibit 1. to this Ex. A Term Sheet.
<b>The Project:</b>	<p>On the Property, Developer intends to design and construct the subject project (the "Hospitality Project") to include the following (all dimensions and counts are approximate unless stated otherwise):</p> <ol style="list-style-type: none"><li>1. Proposed building with a minimum of 15 floors to be occupied by hospitality, restaurant, and related uses incorporating construction techniques due to Type I or Type II fire rating considerations per State of Florida or City of Jacksonville building codes proposed to include, approximately:<ol style="list-style-type: none"><li>a) 134 boutique keys,</li><li>b) 92 extended stay keys,</li><li>c) approximately 5,200 square feet of conference/event space,</li><li>d) an approximately 5,000 square feet of rooftop restaurant dining area, which includes an outdoor dining terrace and lounge,</li><li>e) and an approximately 1,000 square foot ground floor café with additional outdoor seating.</li></ol></li><li>2. Applicant commits to a Minimum Capital Investment of \$92,674,000 based on the development budget totaling \$108,755,000, presented to the DIA inclusive of land with tax assessed value of \$2,180,172, and exclusive of owner's fees, certain third-party fees, pre-opening costs, Furniture, Fixtures, and Equipment, and developer's fee included in the overall development costs as further itemized in Exhibit 2. to this Term Sheet. If there is a downward adjustment in the Construction Cost approved pursuant to the Rev Grant section, the Minimum Private Capital Investment shall also be adjusted downward by an equivalent amount.</li></ol>

<b>Design:</b>	1. The design will comply with the Downtown Overlay Zone Standards as enacted within the Jacksonville Municipal Code as well as the DDRB's development guidelines and approvals, except as otherwise approved by the DDRB.
<b>Easements and temporary interests to be conveyed:</b>	1. Crane air rights, if applicable, and granted by the City over public property. 2. Temporary road/lane closures as necessary. 3. To the extent reasonably required, temporary site safety/construction logistics easement(s) to protect street (and general public) from adjacent construction activities (not to include any lay down yard or storage on public land).
<b>REV Grant:</b>	1. 75% REV grant with Maximum Indebtedness of \$12,984,000 calculated to be paid over 20 years on the Real Property taxes collected on the subject Property and Improvements beginning with the first year after the property has achieved substantial completion. 2. The maximum indebtedness shall be calculated based on the projected assessed value using the agreed-upon private Construction Cost of \$72,829,000 as itemized in Exhibit 3. to this Term Sheet plus Architectural and Engineering costs estimated at \$3,452,500. 3. DIA staff may approve a reduction in the minimum Construction Cost of up to 10% with an accompanying pro rata reduction in the Rev Grant Maximum Indebtedness. 4. The DIA Board may approve a reduction in projected Construction Cost greater than 10% but no more than 15% with an accompanying pro rata reduction in the Rev Grant maximum indebtedness. Any reduction in actual projected Construction Cost of more than 15% shall result in the forfeiture of the REV Grant and Completion Grants.
<b>Redevelopment Agreement:</b>	The Redevelopment Agreement will establish the essential terms of the incentives, funding, easements, and other terms relevant to the development of the Property. The RDA will become effective upon its execution following approval by the City of Jacksonville City Council. Its terms will govern the rights and responsibilities of the parties throughout the term of the RDA.
<b>Entitlements:</b>	The City and the DIA will allocate all required entitlements for the Project, including Downtown Development Rights, and will timely process all applications required including, without limitation, Conceptual and Final DDRB Applications. Mobility Credits and Stormwater Credits will be available for purchase by Developer (if needed) in accordance with the ordinance governing the same once the quantity of credits required is known.
<b>Permits:</b>	Developer / Applicant will be responsible for obtaining all building and other permits required for the Project.

<b>Performance Schedule:</b>	<p>RDA EXECUTION– The Redevelopment Agreement will be entered into by Developer, DIA, and the City within thirty (30) days following the later of the effective date of legislation authorizing the RDA and the execution of the RDA by the last of the parties (“RDA Effective Date”).</p> <p>INITIAL PERMITTING – Developer shall apply for all permits (including vertical building permits) necessary to commence construction and proceed without interruption to completion of the Project no later than September 30, 2026, and pursue the same with commercially reasonable diligence.</p> <p>COMMENCE CONSTRUCTION – Developer shall commence construction within 9 months following the RDA Effective Date and proceed without material delay through completion.</p> <p>COMPLETION OF CONSTRUCTION - All improvements on the Property to be substantially completed within 30 (Thirty) months of commencement.</p> <p>The foregoing deadlines will be subject to extensions of up to six (6) months granted by the DIA's CEO without additional City Council approval upon reasonable cause shown by Developer, or by force majeure. Such extension of the Commencement Date shall also apply to the date of Substantial Completion so that a single extension provided will apply to both simultaneously.</p>
<b>Additional terms and Conditions</b>	<ol style="list-style-type: none"> <li>1. All funding commitments other than the REV Grant are subject to further approval and funding by the COJ City Council.</li> <li>2. Minimum Equity Requirement of \$20,984,000 to be evidenced to the satisfaction of the DIA in its sole discretion prior to payment of any Completion Grant. For these purposes, equity shall be defined as:           <p>Direct at-risk investment into the property owner entity (recipient of funding) that is put in place prior to or during the construction phase and remains in place at the time construction is substantially completed and construction debt converts to permanent debt.</p> <p>May include common and preferred equity evidenced by shares of proportional ownership in the entity.</p> <p>The value of any property owned or contributed to the project as part of an investment in the ownership of the property owner entity shall be given credit using the "As-is" value from an appraisal ordered, or agreed upon, by the DIA in its sole discretion, net of any associated debt or liens regardless of the obligor for such debt.</p> <p>Pre-development costs incurred and paid through out-of-pocket expenditures will be considered but must be supported by documentation satisfactory to the DIA in its sole discretion.</p> <p>Shall exclude equity like investments including but not limited to</p> </li> </ol>

	<p>warrants, tax-credit equity, mezzanine financing, PACE loans, and grants or incentives provided by third party agencies of any nature including the DIA and the City of Jacksonville.</p> <p>Equity shares earned through like-kind exchanges or "sweat equity" will not be considered.</p> <p>This list of inclusions and exclusions to the definition of Equity, including any items specifically not captured here, is subject to revision by the DIA at its sole discretion.</p> <p>3. Developer shall obtain from the City's Procurement Division the list of certified Jacksonville Small and Emerging Businesses ("JSEB"), and shall exercise good faith, in accordance with Sections 126.608 et seq., Ordinance Code, to enter into contracts with City certified JSEBs to provide materials or services in an aggregate amount of not less than twenty percent (20%) of the City and DIA maximum potential contribution to the Project as requested from time to time with respect to the development activities or operations of the Project over the term of this Agreement.</p>
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**The provisions of this Term Sheet are intended to guide the parties in negotiating the Redevelopment Agreement, and any other documents that may be necessary to give effect to the manifest intent of the parties expressed herein.**

### Exhibit 1. The Property

Approximately 1.46 acres of property currently improved with a surface parking lot located within the Southside Community Redevelopment Area with RE# 081069-0010 on which Baptist Health proposes to construct and operate a mixed-use hospitality development (the “Hospitality Project”) wherein the land is bounded by a commonly owned property to the north, San Marco Blvd. to the east, Gary Street and I-95 to the south, and Palm Ave to the west.



**Exhibit 2. – Minimum Capital Investment**

Amounts shown in individual line items below, other than the overall total, are not intended to be minimums or maximums for any such line item and are provided to exemplify costs ineligible for inclusion in the Developer's efforts to meet the required Minimum Capital Investment.

<b>Minimum Capital Investment</b>	\$	108,755,000
Less:	\$	-
Fee	\$	3,333,000
Legal Fees	\$	120,000
Consultants Fees	\$	270,000
Surveys	\$	50,000
Hotel Application Fees	\$	150,000
Mgr Pre-Opening Costs (incl OS&E)	\$	2,100,000
Owner Design & Constr. Dept Time	\$	300,000
Builder's Risk Insurance	\$	380,000
Temp. Utilities	\$	50,000
FF&E	\$	6,500,000
Development Fees (3%)	\$	2,828,000
<b>Total Deductions</b>	\$	16,081,000
<b>Minimum Capital Investment</b>	\$	<b>92,674,000</b>

**Exhibit 3. – Construction Costs**

Amounts shown in individual line items below, other than the overall total, are not intended to be minimums or maximums for any such line item and are provided to exemplify costs eligible for inclusion in the Developer's efforts to meet the required minimum Construction Cost.

<b>Minimum Construction Costs</b>		
Site Enabling	\$	307,000
Site Clearing & Demolition	\$	100,000
Dewatering	\$	50,000
Deep Foundations	\$	3,612,000
Earthwork & Grading	\$	243,000
Erosion Control	\$	33,000
Site Storm Drainage	\$	250,000
Site Domestic Water	\$	32,000
Site Fire Water	\$	32,000
Site Sanitary Sewer	\$	425,000
Asphalt Paving / Curb and Gutter	\$	123,000
Concrete Paving / Sidewalks	\$	90,000
Hardscape	\$	48,000
Landscaping and Irrigation	\$	147,000
Concrete Structure	\$	13,035,000
Precast	\$	1,494,000
Masonry	\$	729,000
Structural & Misc. Steel	\$	1,707,000
Railings	\$	207,000
Rough Carpentry	\$	95,000
Millwork	\$	1,545,000
Waterproofing / Caulking	\$	398,000
Metal Wall Panels	\$	219,000
Roofing	\$	703,000
Doors & Hardware	\$	2,412,000
Glass & Glazing	\$	2,202,000
Stucco & EIFS	\$	2,017,000
Framing & Drywall	\$	6,424,000
Flooring & Tile	\$	1,856,000
Painting & Wall Covering	\$	692,000
Striping & Signage	\$	6,000
Interior Finishes Allowance	\$	4,481,000
Specialties	\$	437,000
Shower Enclosures	\$	253,000
Equipment	\$	276,000
Elevators	\$	1,815,000
Fire Protection	\$	1,068,000
Plumbing	\$	5,521,000
HVAC	\$	5,973,000
Electrical	\$	8,417,000
Systems	\$	1,234,000
Contingency - 3%	\$	2,121,000
<b>Minimum Construction Costs</b>	<b>\$</b>	<b>72,829,000</b>

**SUPPLEMENTAL INFORMATION**

**RESOLUTION 2026-01-01 BAPTIST HOTEL REV GRANT STAFF REPORT**

## Baptist Hospitality Project

### Staff Report for the DIA Board Meeting January 21, 2026

APPLICANT: **Baptist Health System, Inc.**  
Steve Diebenow, Representative

DEVELOPER & PROPERTY OWNER: **Southern Baptist Hospital of Florida, Inc**

ADDRESS: **1051 Palm Avenue  
Jacksonville, FL 32207**

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#### **PROJECT SUMMARY**

Baptist Health proposes a 15-story mixed-use hospitality project (“Hospitality Project” or “Project”) on an approximately 1.46-acre surface parking lot within its Downtown Southbank campus. The project includes a unified hospitality development consisting of an approximately 134-key boutique hotel, a 92-key extended-stay hotel, conference and event space, a rooftop restaurant and lounge, a ground-floor café, and structured parking with 113 spaces. While the development includes both a boutique hotel and an extended-stay component because the two hotel products are integrated using Type I or II construction techniques exceeding 10 stories, staff evaluated the project’s return on investment using the modified 30-year ad valorem methodology authorized by DIA Resolution 2024-05-04.

#### **APPLICANT / DEVELOPER**

Baptist Health System, Inc. (or special purpose entity to be formed)

#### **PROJECT LOCATION**

1051 Palm Avenue, Southbank, Downtown Jacksonville

#### **CAMPUS AND CONTEXT**

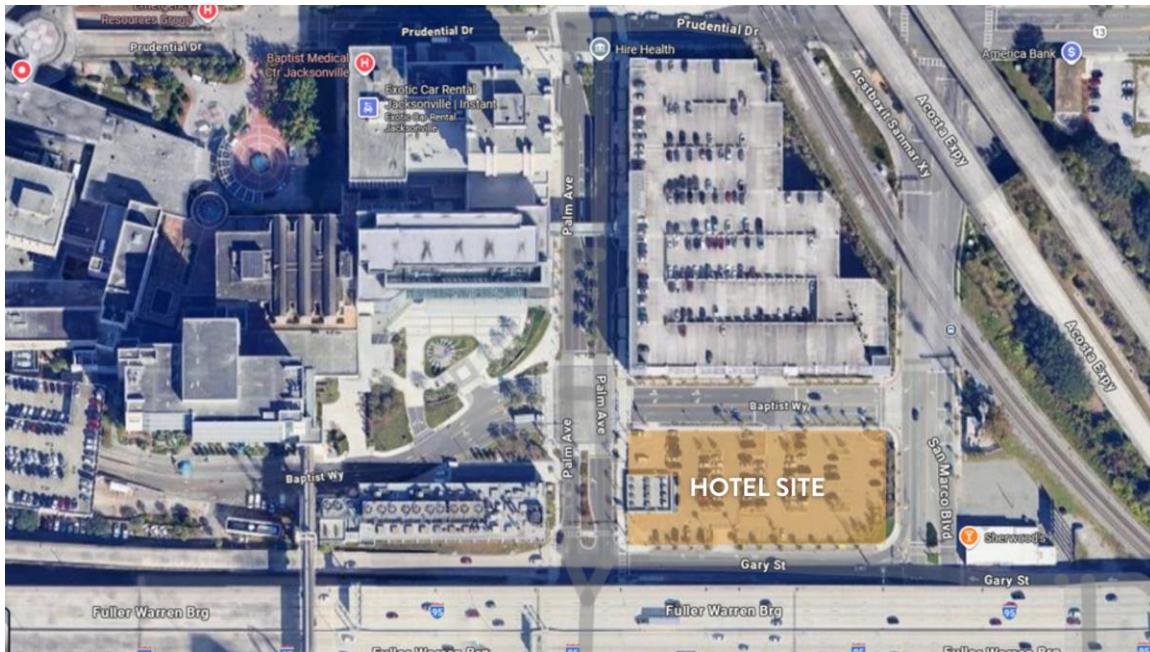
Baptist Health has maintained a continuous presence in Downtown Jacksonville for nearly 70 years and has grown into a major medical campus on the Southbank. The Hospitality Project redevelops one of the final underutilized parcels within the campus and is intended to support hospital operations, meet patient and visitor needs, and contribute to broader Downtown activation.

#### **SITE AND PHYSICAL DESCRIPTION**

The site is bounded by Palm Avenue, San Marco Boulevard, Gary Street (parallel to I-95), and Baptist Way. The project will replace a surface parking lot with a minimum 15-story

building constructed using Type I or II construction techniques. The project includes approximately 226 hotel keys, publicly accessible dining, conference space, and approximately 113 structured parking spaces.

**Figure 1: Project Site & Context Map**



## PROJECT COSTS AND CAPITAL CONSIDERATIONS

Total development costs are approximately \$105.9 million excluding development fee. Construction costs total approximately \$89.3 million, with approximately \$72.99 million used as the REV construction value (qualifying costs) plus \$3.45 million in architectural and engineering costs. The applicant commits to a minimum capital investment of \$92.674 million.

## DEVELOPER BACKGROUND

Baptist Health System, Inc. is one of Northeast Florida's largest employers with more than 12,700 employees in Duval County.

Baptist Health assembled a project team with experience in the design, branding, and operation of urban hospitality developments to support advancement of the proposed Project. The project team includes:

- **Rabun Architects**, providing architectural design services for the Project;
- **Design Continuum**, providing interior design services for the boutique hotel component;
- **Gensler**, providing design and branding support related to the boutique hospitality program; and

- **Concord Hospitality**, providing advisory input on hotel programming, operations, and amenity planning.

Baptist Health's in-house real estate staff, in coordination with the project team identified above, will oversee implementation of the Project to support operational feasibility, compatibility with the surrounding Baptist Medical Center Jacksonville Campus, and alignment with the Project's intended hospitality and economic objectives.

## BID PLAN ALIGNMENT

The proposed Hospitality Project advances multiple goals and strategic objectives of the Downtown Investment Authority's Business Investment and Development Plan (BID Plan), particularly as they relate to hospitality diversification, public activation, and Downtown vibrancy.

While the Project is not a DIA-initiated redevelopment effort, it represents reinvestment in an underutilized Downtown parcel and introduces new hospitality, dining, and event space within the Southbank District. The Project is intended to support both Baptist Health's Downtown Campus operations and broader Downtown visitation, consistent with the BID Plan's emphasis on increasing activity, amenities, and economic impact in Downtown Jacksonville.

Specifically, the Project supports the following BID Plan redevelopment goals:

Redevelopment Goal	Goal Description	Project Alignment
Goal No. 3	Increase and diversify the number and type of retail, food and beverage, and entertainment establishments within Downtown.	<ul style="list-style-type: none"> <li>• Introduces a full-service rooftop restaurant and lounge, a ground-floor café open to the public, and conference/event space.</li> <li>• Uses are designed to operate beyond standard weekday business hours, supporting evening and weekend activation in the Southbank District.</li> <li>• Replaces a surface parking lot with active ground-floor and rooftop uses that engage the public realm.</li> </ul>
Goal No. 4	Increase the vibrancy of Downtown for residents and visitors through arts, culture, events, and attractions.	<ul style="list-style-type: none"> <li>• Expands Downtown's hospitality offerings with an upper-upscale boutique hotel product not currently prevalent in the Southbank.</li> <li>• Provides publicly accessible dining and event spaces serving Downtown workers, residents, hospital visitors, and regional visitors.</li> <li>• Supports Downtown tourism, healthcare-related visitation, and longer visitor stays.</li> </ul>
Goal No. 5	Improve the safety, accessibility, and wellness of Downtown Jacksonville.	<ul style="list-style-type: none"> <li>• Removes a surface parking lot and introduces structured parking with screened edges.</li> </ul>

Redevelopment Goal	Goal Description	Project Alignment
		<ul style="list-style-type: none"> <li>Activates streetscapes along Palm Avenue and Baptist Way to reinforce pedestrian activity and enhance the public realm.</li> <li>Incorporates food and beverage offerings with outdoor seating and gathering spaces, contributing to wellness-oriented design and Downtown livability.</li> </ul>

Staff finds that the Hospitality Project is consistent with the intent of the BID Plan, particularly as it relates to hospitality diversification and public activation, even though the Project is driven by an institutional landowner rather than a speculative private developer.

## INCENTIVE PROPOSAL OVERVIEW

The incentive framework includes a REV Grant structured at 75 percent of incremental County ad valorem taxes over a 20-year period with a maximum indebtedness of \$12,984,000 and a requested Completion Grant of \$8 million after completion over a two-year period, \$4 million per year.

## PROJECT ECONOMIC SUMMARY

### Pro Forma Operations:

- The pro forma information provided by the applicant reflects Room Revenue totaling \$11.7 million in 2027, the projected first year of operations with \$7.1 million derived through the Boutique program and \$4.6 million through the Extended Stay program.
- RevPAR (Revenue Per Available Room) is calculated at \$145.18 and \$136.58 for the Boutique and Extended Stay offerings, respectively.
- The applicant anticipates rapid growth of 14% in room revenue through the second year to \$13.3 million, and 9.9% through the third year, to \$14.6 million, before growth begins stabilizing and dropping to 2% annually by the sixth year. By the tenth year of operation, Room Revenue is expected to generate \$17.5 million with RevPAR of \$214.29 and \$208.35 for the Boutique and Extended Stay offerings, respectively. For Year 4, the stabilization year, the blended ADR for the two hotels is modeled at \$234.55 with 75% vacancy.
- Food and Beverage Revenue is expected to equate to 50% of Room Revenue in each period, adding from \$5.8 million to \$8.7 million annually through the ten-year period covered in the pro forma.
- Additional de minimis revenue is anticipated from parking and miscellaneous sources ranging from less than \$100,000 in the initial year to just over \$130,000 by the tenth year of operations.
- Department margins are in line with industry standards with direct expenses associated with managing rooms at 35% of Room Revenue, and direct expenses

associated with Food and Beverage Operations appropriately estimated at 60% of departmental revenues. Overall department costs are estimated at 43.4% of operating revenues.

- Undistributed Operating Expenses are centered in Administrative and General expenses modeled at 7.5% of total revenue and estimated at \$1.3 million initially increasing to \$2.0 million by year ten.
- Marketing costs are second highest at 5% of revenue followed by property taxes net of the REV payment starting at 4.2% of revenue and declining to 2.9% by year ten. Management fee is modeled conservatively at 3.5% of annual revenue.
- Net Operating Income is estimated at \$4.9 million in year one (27.9% of total revenue) increasing to \$7.7 million in year ten (29.2% of total revenue).

#### Capital Considerations

- The 1.46-acre site is currently owned by Baptist Health and is improved by a surface parking lot. An appraisal provided by the applicant estimates the property to have a value “as is” of \$3.6 million. Notably, the appraiser was not engaged to provide a value using a cost approach incorporating estimates to develop the proposed property nor does it estimate value using an income approach upon completion.
- Only 1.21 acres of the site are considered developable to maintain the current, privately owned, ingress and egress roadways to the subject site and the adjacent parking facility also owned by Baptist Health.
- For incentive calculation and modeling purposes, the value of the site is maintained at the Duval County Property Appraiser’s estimate of \$2,180,172.
- Development costs, with land at the Property Appraiser’s estimate, total \$108,754,769, or \$481.94 PSF for development of approximately 220,000 sf building, as proposed.
- According to the Duval County Tax Collector website, the subject site is fully tax exempt as a hospital property but will become a taxable property upon completion.
- Per the underwriting methodology guidelines, the minimum equity requirement for the project is \$20,983,000, although Baptist health may undertake the project without incurring debt.
- Minimum Capital Investment for the project totals \$92,674,000 calculated as total development cost of \$108,755,000 less development fees, legal fees, consultant fees, surveys, hotel application fees, pre-opening costs, owner design fees, builder’s risk insurance, temporary utilities, and FF&E costs included in the overall development costs as further itemized in Exhibit C. If there is a downward adjustment in the Construction Cost approved pursuant to the Rev Grant section, the Minimum Capital Investment shall also be adjusted downward by an equivalent amount.

## PROPOSAL DETAILS

### Incentive Calculations

REV Grant is proposed at \$12,984,000.

- Land value is held constant at current property appraiser valuation of \$2,180,172 for the approximately 1.46-acre site and therefore does not incorporate an additional 15% reduction in value. Value in the model increases at 2% annually consistent with DIA conventional methodology. More information is provided in the ROI Summary section below.
- Construction Costs of \$72,829,000 as outlined in Exhibit B to this Staff Report plus Architectural and Engineering costs of \$3,452,500 totaling \$76,281,500 serve as a proxy for the property appraiser building value.
- The maximum funding commitment for the Hotel REV Grant is calculated using the traditional methodology of a 20-year time horizon, with 2% growth annually, based on the negotiated minimum cost numbers outlined elsewhere in this staff report which yields the \$12,984,000 proposed.
- DIA staff may approve a reduction in the minimum Construction Cost of up to 10% with an accompanying pro rata reduction in the Rev Grant Maximum Indebtedness.
- The DIA Board may approve a reduction in projected Construction Cost greater than 10% but no more than 15% with an accompanying pro rata reduction in the Rev Grant maximum indebtedness.

### **Completion Grant is proposed at \$8,000,000**

- The completion grant of \$8,000,000 as proposed equates to 7.6% of total development costs as provided.
- The completion grant calculation first tests need by performing an IRR calculation based on pro forma NOI after assessing assumptions used in those calculations.
- Pre-tax, equity IRR calculations made with consideration given to debt service, developer fee, and terminal value provides returns of 4.49% with no support, and 9.44% with REV and Completion Grant support as proposed as shown in the Project Feasibility section.

### **30-Year Methodology**

R2024-05-04 was passed by the DIA board to recognize the longer lasting value of properties built with Type 1 (concrete) or Type 2 (steel) structures as required by fire protection code for buildings generally over seven stories tall. This enables greater incentive to encourage development of high rise residential and hospitality buildings in Jacksonville and is only eligible for use on buildings 10 stories or greater in Downtown

Jacksonville. Staff reviewed the proposed incentive request under the purview of R2024-05-04.

- The 15-story Hospitality property is engineered to be built with Type 1 construction techniques.
- Direct support uses such as mid-rise garages on the same site are eligible for inclusion in the calculations.
- The subject meets the minimum ROI hurdle of 1.1X under the worst-case scenario, discussed further under the ROI Summary below.
- Requirements of the Tiers Analysis are waived when using this methodology and properties qualify automatically for a 75% REV Grant for a minimum period of 15-years, whereas the term of the REV proposed is 20-years.
- Completion grants may not exceed 25% of hard costs plus architecture and engineering, and the subject proposal meets that criterion at 10.5%.
- Completion grants may not exceed 65% of developer's minimum equity requirement, and the subject proposal meets that criterion at 38.1%.
- Total incentives may not exceed 100% of Developer Equity, and the subject meets that criteria at the minimum established equal to 100%.

## ROI SUMMARY

The following table is provided to identify conventions used in this analysis and the protections provided to the City by these methodologies.

REV Payments			
Context	Treatment	Rationale	City Protection
Land Value	Land is excluded from the 85% assessment assumption calculation.	The value for land uses the Property Appraiser's value and is already discounted.	As the property is already discounted, further discounting is not needed.
Construction Value	Most soft costs are excluded to achieve a number closer to the value per square foot found in similar properties.	Using full construction costs provided by the developer introduces variable soft costs and establishes the taxable value higher than similar properties.	The approach used is consistent with other REV calculations and is the more conservative approach.
FF&E, Leasehold Improvements	Moved from the construction budget to the 5- & 10-year rows of Tangible Personal Property (TPP) section.	Moving these items to the TPP section provides beneficial consideration to property taxes collected, but in alignment with how they are treated by the property appraiser.	TPP value is included only in the numerator (City Benefits) and is not part of the REV payout (City Outflows).

As shown by the table below, the estimated ROI for the project incorporating the incentives proposed is 2.4X. Included in that calculation is incremental increase to ad valorem collection for 30 years. Local Option Sales Tax is included as customary for properties with owner occupied restaurants or retail as is the case with many hospitality projects. For these

purposes, sales taxes are established at the first-year estimates found in the pro forma and increased at a more conservative 2% annually for room revenues, food and beverage revenues, and tourist development tax.

PROJECT NAME:	Dual Branded Hotel
DEVELOPER:	Baptist Health

\$ **108.8** Million in Capital Expenditures

Ad Valorem Taxes Generated	
County Operating Millage	(1) \$ 28,856,540
Local Option Sales Tax	(2) \$ 21,297,514
Payroll	(3) \$ 122,000
Add'l Benefits (3% int earned from 20 yr loan repayment)	(4) \$ -
<b>Total City Expected Benefits</b>	<b>\$ 50,276,054</b>
Total City Investment	(5) \$ 20,984,000
Return on Investment Ratio (30-Year)	<b>2.40</b>

(1) - The investment from the Company is estimated to be \$\_\_\_\_\_ in Capital Contribution for development and \$\_\_\_\_\_ in taxable Tangible Personal Property (Over 30 years assumed. Consistent with high-rise incentive policy)  
 (2) - Local Option Sales Tax is based on the revenue generated through retail sales, food and beverage, and commercial leases.  
 (3) - Job estimates are calculated at # of jobs \* avg. wage. Assumes 20% spent locally and a 1 percent sales tax over 20 years.  
 (4) - Value of any additional contribution being made for the benefit of the city in consideration of the incentive

**(5) - City Incentives as follows:**

REV	\$ 12,984,000
Completion Grant	\$ 8,000,000
<b>Total Direct Incentives</b>	<b>\$ 20,984,000</b>

## COMPLETION GRANT CONSIDERATION

The proposed term sheet contemplates a Completion Grant not to exceed \$8.0 million, as requested by the Applicant. From a project-level financial underwriting perspective, a completion grant of this magnitude could be supportable for a market-rate, developer-driven high-rise hotel. However, this project is a component of a larger institutional hospital campus and is intended to function, in part, as an amenity serving hospital patients, visitors, and affiliated users.

As a result, it is difficult to assess the project's "but-for" need for a completion grant in a manner consistent with DIA's typical analysis of standalone, market-rate private development projects. In particular, the Applicant is part of a larger nonprofit healthcare system, making it challenging to isolate project-specific financial feasibility and overall institutional return considerations.

From a priority and policy perspective, while the project would add boutique hotel inventory that is generally supportive of Downtown vitality, DIA staff does not view this project as a high-priority candidate for a Completion Grant given its location and the limited role of DIA in originating or shaping the project. Completion Grants are funded by the City's General Fund and require City Council approval. Accordingly, the DIA Board may wish to reserve Completion Grant recommendations for projects that demonstrate a clearer but-for need, align more directly with adopted DIA priorities, and represent a higher catalytic impact for Downtown redevelopment.

## PROJECT FEASIBILITY – COMPARATIVE SCENARIO ANALYSIS

To evaluate the Project's financial feasibility and the effect of proposed incentives, staff reviewed three scenarios: (i) no public support, (ii) a REV Grant only, and (iii) a REV Grant combined with a Completion Grant. Each scenario is evaluated on a 10-year, pre-tax, levered internal rate of return (IRR) basis using consistent assumptions, including a 5.0 percent discount rate, a 5.5 percent exit capitalization rate, and a sale at the end of the 10-year hold period.

Without any public support, the Project generates a less than market return, reflecting the capital intensity and operating risk associated with a high-rise, full-service hospitality development integrated into a hospital campus. Introduction of a REV Grant improves project feasibility by reducing required equity and enhancing exit proceeds, while remaining modest for a market-rate project. The addition of a Completion Grant further reduces upfront equity requirements and increases returns, but still remains low for a project of this risk profile.

Scenario	Public Support	Equity Required	Debt	Sale Proceeds (Year 10)	10-Year IRR (Pre-Tax, Levered)
No Subsidies	None	\$47.3 million	\$52.0 million	\$115.5 million	4.67%
REV Grant Only	75% REV Grant (20-year term)	\$41.3 million	\$57.2 million	\$125.9 million	6.98%
REV + Completion Grant	75% REV Grant + \$8.0 million Completion Grant	\$33.3 million	\$57.2 million	\$125.9 million	9.44%

## PROFIT PARTICIPATION

Staff recommends the inclusion of a profit-sharing mechanism if a Completion Grant is awarded.

## **Staff Summary & Recommendation**

Based on the information presented in this report, staff makes the following recommendations to the Downtown Investment Authority Board:

### **1. Hotel REV Grant**

Staff recommends approval of a Recapture Enhanced Value (REV) Grant structured at 75 percent of incremental County ad valorem taxes for a 20-year term (consistent with R2024-05-04), with a maximum indebtedness not to exceed \$12,984,000, subject to the terms and conditions set forth in Resolution 2026-01-01 and the negotiated Redevelopment Agreement.

### **2. Completion Grant**

Staff recognizes the importance of the Project as a key component of Baptist Health's broader institutional campus and acknowledges the meaningful role it will play in supporting patients, visitors, and the surrounding area. DIA staff has reviewed the Project on a standalone basis, and that analysis demonstrates the need for a financial incentive to achieve a typical market return.

However, because the Project is being undertaken as part of an integrated nonprofit healthcare system, staff finds it difficult to evaluate the appropriateness of a Completion Grant without a broader understanding of Baptist Health's overall campus operations, financial structure, and the extent to which the Project supports or enhances the healthcare system's services and revenue. In the absence of that broader institutional context, staff is not in a position to recommend a Completion Grant under DIA's standard project-level incentive framework.

Staff further notes that any consideration of a Completion Grant for a project of this nature would be more appropriately evaluated within the context of a broader City of Jacksonville economic development or institutional investment discussion, rather than through DIA's traditional completion grant analysis.

### **3. Profit Participation**

Staff supports inclusion of a profit participation structure if a Completion Grant is approved. Any profit participation terms would be negotiated and documented in the Redevelopment Agreement if applicable.

## **Exhibit A: Exhibit 1. The Property**

Approximately 1.46 acres of property currently improved with a surface parking lot located within the Southside Community Redevelopment Area with RE# 081069-0010 on which Baptist Health proposes to construct and operate a mixed-use hospitality development (the “Hospitality Project”) wherein the land is bounded by a commonly owned property to the north, San Marco Blvd. to the east, Gary Street and I-95 to the south, and Palm Ave to the west.



**Exhibit B. – Construction Costs**

<b>Minimum Construction Costs</b>		
Site Enabling	\$	307,000
Site Clearing & Demolition	\$	100,000
Dewatering	\$	50,000
Deep Foundations	\$	3,612,000
Earthwork & Grading	\$	243,000
Erosion Control	\$	33,000
Site Storm Drainage	\$	250,000
Site Domestic Water	\$	32,000
Site Fire Water	\$	32,000
Site Sanitary Sewer	\$	425,000
Asphalt Paving / Curb and Gutter	\$	123,000
Concrete Paving / Sidewalks	\$	90,000
Hardscape	\$	48,000
Landscaping and Irrigation	\$	147,000
Concrete Structure	\$	13,035,000
Precast	\$	1,494,000
Masonry	\$	729,000
Structural & Misc. Steel	\$	1,707,000
Railings	\$	207,000
Rough Carpentry	\$	95,000
Millwork	\$	1,545,000
Waterproofing / Caulking	\$	398,000
Metal Wall Panels	\$	219,000
Roofing	\$	703,000
Doors & Hardware	\$	2,412,000
Glass & Glazing	\$	2,202,000
Stucco & EIFS	\$	2,017,000
Framing & Drywall	\$	6,424,000
Flooring & Tile	\$	1,856,000
Painting & Wall Covering	\$	692,000
Striping & Signage	\$	6,000
Interior Finishes Allowance	\$	4,481,000
Specialties	\$	437,000
Shower Enclosures	\$	253,000
Equipment	\$	276,000
Elevators	\$	1,815,000
Fire Protection	\$	1,068,000
Plumbing	\$	5,521,000
HVAC	\$	5,973,000
Electrical	\$	8,417,000
Systems	\$	1,234,000
Contingency - 3%	\$	2,121,000
<b>Minimum Construction Costs</b>	<b>\$</b>	<b>72,829,000</b>

**Exhibit C: Minimum Capital Investment**

<b>TOTAL DEVELOPMENT COST</b>	\$ 108,755,000
Less:	
Fee	\$ 3,333,000
Legal Fees	\$ 120,000
Consultants Fees	\$ 270,000
Surveys	\$ 50,000
Hotel Application Fees	\$ 150,000
Mgr Pre-Opening Costs (incl OS&E)	\$ 2,100,000
Owner Design & Constr. Dept Time	\$ 300,000
Builder's Risk Insurance	\$ 380,000
Temp. Utilities	\$ 50,000
FF&E	\$ 6,500,000
Development Fees (3%)	\$ 2,828,000
<b>Total Deductions</b>	<b>\$ 16,081,000</b>
<b>Minimum Capital Investment</b>	<b>\$ 92,674,000</b>

**TAB III.D**

**RESOLUTION 2026-01-02 BAPTIST HOTEL COMPLETION GRANT**

**RESOLUTION 2026-01-02**

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY RECOMMENDING CITY COUNCIL CONSIDERATION OF COMPLETION GRANT FOR THE DEVELOPMENT OF A MIXED USE HOSPITALITY PROPERTY IN THE SOUTHSIDE COMMUNITY REDEVELOPMENT AREA, AUTHORIZING THE CHIEF EXECUTIVE OFFICER (THE “CEO”) TO NEGOTIATE A REDEVELOPMENT AGREEMENT BETWEEN THE CITY OF JACKSONVILLE, DOWNTOWN INVESTMENT AUTHORITY, AND BAPTIST HEALTH SYSTEM, INC. (“BAPTIST HEALTH”) (OR SPECIAL PURPOSE ENTITY TO BE FORMED); AUTHORIZING THE CEO OF THE DIA TO TAKE ALL NECESSARY ACTION TO EFFECTUATE THE PURPOSES OF THIS RESOLUTION INCLUDING THE FILING OF LEGISLATION; PROVIDING AN EFFECTIVE DATE.**

**WHEREAS**, Baptist Health System, Inc. (“Baptist Health” or “Developer”), owns approximately 1.46 acres of property currently improved with a surface parking lot located within the Southside Community Redevelopment Area with RE# 081069-0010 on which Baptist Health proposes to construct and operate a mixed-use hospitality development (the “Hospitality Project”) including an approximately 134-key boutique component (the “Boutique Component”), an approximately 92-key extended stay component (the “Extended Stay Component”), and not less than two restaurant components, and an estimated 113-space parking garage; and

**WHEREAS**, collectively, the project will result in a proposed capital investment of approximately \$108.8 million for the development of the Hospitality Project; and

**WHEREAS**, redevelopment of the Hospitality Project will result in a Minimum Capital Investment of \$92,674,000 as defined in the Term Sheet attached as Exhibit A to this Resolution; and

**WHEREAS**, the DIA is the Community Redevelopment Agency for the Southside Community Redevelopment Area; and

**WHEREAS**, the Downtown Investment Authority (“DIA”) is authorized per section 55.108(8)-(9)(b) *Economic Development* of the City Ordinance Code, to implement the DIA Business Investment and Development Plan (“BID Plan”), to utilize incentives and economic development programs in furtherance of goals set forth in the BID Strategy for the benefit of Downtown Jacksonville; and

**WHEREAS**, the project proposed by the Developer advances the following BID goals to:

**Redevelopment Goal No. 3** - Increase and diversify the number and type of retail, food and beverage, and entertainment establishments within Downtown.

- Increase the number of retail, food and beverage, and entertainment establishments that are open for business weekends and other times outside of weekday business hours.

**Redevelopment Goal No. 4** - Increase the vibrancy of Downtown for residents and visitors through arts, culture, history, sports, theater, events, parks, and attractions.

- Increase the occupancy rate and ADR of Downtown Jacksonville hotels and broaden the diversity of hospitality offerings for leisure travelers, groups, and business travelers.

**WHEREAS**, the proposed Completion Grant incentive is a material factor in assisting Baptist Health, or its special purpose entity, in expanding the number of hospitality units and activated restaurant space within the Southside Community Redevelopment Area of Downtown Jacksonville; and

**WHEREAS**, DIA recommends City Council consider a Completion Grant in the not to exceed amount of \$8,000,000 to be earned upon substantial completion of the project consistent with the Term Sheet attached hereto as Exhibit A; and

**WHEREAS**, Completion Grant amounts will be funded through the City of Jacksonville General Fund and will require future appropriation from City Council after Developer meets performance requirements outlined in the Term Sheet attached hereto as Exhibit A; and

**WHEREAS**, DIA calculation of the ROI for the incentives proposed is consistent with the approach approved by the DIA Board in Resolution 2024-05-04 for high rise properties utilizing Type 1 or Type 2 fire rating construction techniques; and

**WHEREAS**, upon approval of a Completion Grant by the City Council, the Developer agrees to provide the City with a profit participation structure pursuant to which the City shall receive a portion of the Project's pre-tax, levered Net Cash Flow in excess of an agreed-upon internal rate of return on the Developer's equity, with the specific definitions, calculation methodology, and payment timing to be set forth in the Redevelopment Agreement.

**NOW THEREFORE BE IT RESOLVED**, by the Downtown Investment Authority:

**Section 1.** The DIA finds that the recitals set forth above are true and correct and are incorporated herein by this reference.

**Section 2.** The DIA hereby recommends City Council consider a Completion Grant in the not to exceed amount of \$8,000,000 to be paid through City of Jacksonville General Fund subject to the terms and conditions as provided in the Term Sheet attached hereto as Exhibit A.

**Section 3.** The DIA hereby authorizes its CEO to negotiate a Redevelopment Agreement authorizing the Completion Grant as described above subject to the minimum terms and conditions contained in the term sheet attached as Exhibit A.

**Section 4.** The DIA recommends that City Council consider an ordinance that authorizes a Redevelopment Agreement pursuant to Exhibit A, terms, and conditions.

**Section 5.** The DIA hereby authorizes its CEO to take all necessary actions to effectuate the purposes of this Resolution, including but not limited to the filing of legislation and execution of a Redevelopment Agreement, or functional equivalents, providing that such actions incorporate, at a minimum, the terms and conditions contained in Exhibit A to this Resolution 2026-01-02.

**Section 6.** This Resolution, 2026-01-02, shall become effective on the date it is signed by the Chair of the DIA Board.

**WITNESS:**

**DOWNTOWN INVESTMENT AUTHORITY**

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Patrick Krechowski, Esq., Chairman

Date

**VOTE:** In Favor: \_\_\_\_\_ Opposed: \_\_\_\_\_ Abstained: \_\_\_\_\_

## Exhibit A to Resolution 2026-01-02

### Baptist Health System, Inc. Hospitality Project Term Sheet

<b>Applicant/ Developer:</b>	Baptist Health System, Inc. or other such special purpose entity as may be created where the principals of Baptist Health has a controlling interest for the development and operation of the subject property.
<b>The Property:</b>	Approximately 1.46 acres of property currently improved with a surface parking lot located within the Southside Community Redevelopment Area with RE# 081069-0010 on which Baptist Health proposes to construct and operate a mixed-use hospitality development (the "Hospitality Project") wherein the land is bounded by Baptist Way to the north, San Marco Blvd. to the east, Gary Street and I-95 to the south, and Palm Ave to the west as identified in Exhibit 1. to this Ex. A Term Sheet.
<b>The Project:</b>	<p>On the Property, Developer intends to design and construct the subject project (the "Hospitality Project") to include the following (all dimensions and counts are approximate unless stated otherwise):</p> <ol style="list-style-type: none"><li>1. Proposed building with a minimum of 15 floors to be occupied by hospitality, restaurant, and related uses incorporating construction techniques due to Type I or Type II fire rating considerations per State of Florida or City of Jacksonville building codes proposed to include, approximately:<ol style="list-style-type: none"><li>a) 134 boutique keys,</li><li>b) 92 extended stay keys,</li><li>c) approximately 5,200 square feet of conference/event space,</li><li>d) an approximately 5,000 square feet of rooftop restaurant dining area, which includes an outdoor dining terrace and lounge,</li><li>e) and an approximately 1,000 square foot ground floor café with additional outdoor seating.</li></ol></li><li>2. Applicant commits to a Minimum Capital Investment of \$92,674,000 based on the development budget totaling \$108,755,000, presented to the DIA inclusive of land with tax assessed value of \$2,180,172, and exclusive of owner's fees, certain third-party fees, pre-opening costs, Furniture, Fixtures, and Equipment, and developer's fee included in the overall development costs as further itemized in Exhibit 2. to this Term Sheet. If there is a downward adjustment in the Construction Cost approved pursuant to the Rev Grant section, the Minimum Private Capital Investment shall also be adjusted downward by an equivalent amount.</li></ol>

<b>Design:</b>	1. The design will comply with the Downtown Overlay Zone Standards as enacted within the Jacksonville Municipal Code as well as the DDRB's development guidelines and approvals, except as otherwise approved by the DDRB.
<b>Easements and temporary interests to be conveyed:</b>	1. Crane air rights, if applicable, and granted by the City over public property. 2. Temporary road/lane closures as necessary. 3. To the extent reasonably required, temporary site safety/construction logistics easement(s) to protect street (and general public) from adjacent construction activities (not to include any lay down yard or storage on public land).
<b>Completion Grant:</b>	Maximum Proceeds: Not to exceed \$8,000,000 to be earned and paid upon Substantial Completion of the Improvements in two equal payments of \$4,000,000 each in year one and two after Substantial Completion.
<b>Profit Share:</b>	Developer agrees to provide City with a profit participation structure upon a sale of the Project whereby City will receive an agreed-upon percentage of the Project's pre-tax, levered Net Cash Flow that exceeds an agreed-upon internal rate of return on Developer's equity. Specific definitions, calculation methodology, and payment timing shall be established in the Redevelopment Agreement.
<b>Redevelopment Agreement:</b>	The Redevelopment Agreement will establish the essential terms of the incentives, funding, easements, and other terms relevant to the development of the Property. The RDA will become effective upon its execution following approval by the City of Jacksonville City Council. Its terms will govern the rights and responsibilities of the parties throughout the term of the RDA.
<b>Entitlements:</b>	The City and the DIA will allocate all required entitlements for the Project, including Downtown Development Rights, and will timely process all applications required including, without limitation, Conceptual and Final DDRB Applications. Mobility Credits and Stormwater Credits will be available for purchase by Developer (if needed) in accordance with the ordinance governing the same once the quantity of credits required is known.
<b>Permits:</b>	Developer / Applicant will be responsible for obtaining all building and other permits required for the Project.
<b>Performance Schedule:</b>	<b>RDA EXECUTION</b> – The Redevelopment Agreement will be entered into by Developer, DIA, and the City within thirty (30) days following the later of the effective date of legislation authorizing the RDA and the execution of the RDA by the last of the parties (“RDA Effective Date”).  <b>INITIAL PERMITTING</b> – Developer shall apply for all permits (including vertical building permits) necessary to commence construction and proceed without interruption to completion of the Project no later than September 30, 2026, and pursue the same with commercially reasonable diligence.

	<p><b>COMMENCE CONSTRUCTION</b> – Developer shall commence construction within 9 months following the RDA Effective Date and proceed without material delay through completion.</p> <p><b>COMPLETION OF CONSTRUCTION</b> - All improvements on the Property to be substantially completed within 30 (Thirty) months of commencement.</p> <p>The foregoing deadlines will be subject to extensions of up to six (6) months granted by the DIA's CEO without additional City Council approval upon reasonable cause shown by Developer, or by force majeure. Such extension of the Commencement Date shall also apply to the date of Substantial Completion so that a single extension provided will apply to both simultaneously.</p>
<b>Additional terms and Conditions</b>	<ol style="list-style-type: none"> <li>1. All funding commitments other than the REV Grant are subject to further approval and funding by the COJ City Council.</li> <li>2. Minimum Equity Requirement of \$20,984,000 to be evidenced to the satisfaction of the DIA in its sole discretion prior to payment of any Completion Grant. For these purposes, equity shall be defined as:           <p>Direct at-risk investment into the property owner entity (recipient of funding) that is put in place prior to or during the construction phase and remains in place at the time construction is substantially completed and construction debt converts to permanent debt.</p> <p>May include common and preferred equity evidenced by shares of proportional ownership in the entity.</p> <p>The value of any property owned or contributed to the project as part of an investment in the ownership of the property owner entity shall be given credit using the "As-is" value from an appraisal ordered, or agreed upon, by the DIA in its sole discretion, net of any associated debt or liens regardless of the obligor for such debt.</p> <p>Pre-development costs incurred and paid through out-of-pocket expenditures will be considered but must be supported by documentation satisfactory to the DIA in its sole discretion.</p> <p>Shall exclude equity like investments including but not limited to warrants, tax-credit equity, mezzanine financing, PACE loans, and grants or incentives provided by third party agencies of any nature including the DIA and the City of Jacksonville.</p> <p>Equity shares earned through like-kind exchanges or "sweat equity" will not be considered.</p> <p>This list of inclusions and exclusions to the definition of Equity, including any items specifically not captured here, is subject to revision by the DIA at its sole discretion.</p> </li> </ol>

	<p>3. Developer shall obtain from the City's Procurement Division the list of certified Jacksonville Small and Emerging Businesses ("JSEB"), and shall exercise good faith, in accordance with Sections 126.608 et seq., Ordinance Code, to enter into contracts with City certified JSEBs to provide materials or services in an aggregate amount of not less than twenty percent (20%) of the City and DIA maximum potential contribution to the Project as requested from time to time with respect to the development activities or operations of the Project over the term of this Agreement.</p>
--	--

**The provisions of this Term Sheet are intended to guide the parties in negotiating the Redevelopment Agreement, and any other documents that may be necessary to give effect to the manifest intent of the parties expressed herein.**

### Exhibit 1. The Property

Approximately 1.46 acres of property currently improved with a surface parking lot located within the Southside Community Redevelopment Area with RE# 081069-0010 on which Baptist Health proposes to construct and operate a mixed-use hospitality development (the “Hospitality Project”) wherein the land is bounded by a commonly owned property to the north, San Marco Blvd. to the east, Gary Street and I-95 to the south, and Palm Ave to the west.



**Exhibit 2. – Minimum Capital Investment**

Amounts shown in individual line items below, other than the overall total, are not intended to be minimums or maximums for any such line item and are provided to exemplify costs ineligible for inclusion in the Developer's efforts to meet the required Minimum Capital Investment.

<b>Minimum Capital Investment</b>	\$ 108,755,000
Less:	
Fee	\$ 3,333,000
Legal Fees	\$ 120,000
Consultants Fees	\$ 270,000
Surveys	\$ 50,000
Hotel Application Fees	\$ 150,000
Mgr Pre-Opening Costs (incl OS&E)	\$ 2,100,000
Owner Design & Constr. Dept Time	\$ 300,000
Builder's Risk Insurance	\$ 380,000
Temp. Utilities	\$ 50,000
FF&E	\$ 6,500,000
Development Fees (3%)	\$ 2,828,000
<b>Total Deductions</b>	\$ 16,081,000
<b>Minimum Capital Investment</b>	<b>\$ 92,674,000</b>

### Exhibit 3. – Construction Costs

Amounts shown in individual line items below, other than the overall total, are not intended to be minimums or maximums for any such line item and are provided to exemplify costs eligible for inclusion in the Developer's efforts to meet the required minimum Construction Cost.

<b>Minimum Construction Costs</b>	
Site Enabling	\$ 307,000
Site Clearing & Demolition	\$ 100,000
Dewatering	\$ 50,000
Deep Foundations	\$ 3,612,000
Earthwork & Grading	\$ 243,000
Erosion Control	\$ 33,000
Site Storm Drainage	\$ 250,000
Site Domestic Water	\$ 32,000
Site Fire Water	\$ 32,000
Site Sanitary Sewer	\$ 425,000
Asphalt Paving / Curb and Gutter	\$ 123,000
Concrete Paving / Sidewalks	\$ 90,000
Hardscape	\$ 48,000
Landscaping and Irrigation	\$ 147,000
Concrete Structure	\$ 13,035,000
Precast	\$ 1,494,000
Masonry	\$ 729,000
Structural & Misc. Steel	\$ 1,707,000
Railings	\$ 207,000
Rough Carpentry	\$ 95,000
Millwork	\$ 1,545,000
Waterproofing / Caulking	\$ 398,000
Metal Wall Panels	\$ 219,000
Roofing	\$ 703,000
Doors & Hardware	\$ 2,412,000
Glass & Glazing	\$ 2,202,000
Stucco & EIFS	\$ 2,017,000
Framing & Drywall	\$ 6,424,000
Flooring & Tile	\$ 1,856,000
Painting & Wall Covering	\$ 692,000
Striping & Signage	\$ 6,000
Interior Finishes Allowance	\$ 4,481,000
Specialties	\$ 437,000
Shower Enclosures	\$ 253,000
Equipment	\$ 276,000
Elevators	\$ 1,815,000
Fire Protection	\$ 1,068,000
Plumbing	\$ 5,521,000
HVAC	\$ 5,973,000
Electrical	\$ 8,417,000
Systems	\$ 1,234,000
Contingency - 3%	\$ 2,121,000
<b>Minimum Construction Costs</b>	<b>\$ 72,829,000</b>

**TAB III.E**

**RESOLUTION 2026-01-03 REGIONS BANK**

## **RESOLUTION 2026-01-03**

### **A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY (“DIA”) CONFIRMING THAT THE DPRP LOANS TO REGIONS BANK IN AN AMOUNT UP TO \$900,000.00 SHALL NOT BE SECURED BY A LIEN ON REAL PROPERTY AND RESCINDING ANY LANGUAGE TO THE CONTRARY IN DIA RESOLUTION 2023-02-02 THAT PHASE ONE OF SUCH FUNDING IN THE AMOUNT OF \$149,760.00 BE SECURED BY A SUBORDINATE LIEN ON REAL PROPERTY.**

**WHEREAS**, pursuant to DIA Resolutions 2021-01-05, 2021-04-04, 2021-06-04, and 2022-11-08, the Downtown Investment Authority (“DIA”) entered into that certain Economic Development Agreement with Regions Bank dated June 15, 2021, as amended on May 23, 2023, (the “EDA”) pursuant to which the DIA is authorized to make up to \$900,000 of Downtown Preservation and Revitalization Program (“DPRP”) Loans in up to three (3) phases; and

**WHEREAS**, City Council approved the terms of the EDA pursuant to Ordinance 2021-210-E and Ordinance 2023-150-E, and included language in Section 7 of Ordinance 2021-210-E waiving the DPRP guidelines requirement that the DPRP Loans to Regions Bank be secured by a lien on real property; and

**WHEREAS**, the DIA has approved all three phases of the DPRP Loans to Regions Bank including (i) Phase 1 in an amount up to \$149,760.00 pursuant to Resolution 2023-02-02, (ii) Phase 2 in an amount up to \$410,000.00 pursuant to Resolution 2023-12-06, and (iii) Phase 3 in an amount up to \$340,240.00 pursuant to Resolution 2024-07-01; and

**WHEREAS**, Resolution 2023-02-02 approving Phase 1 of the DPRP Loans inadvertently included language that “funding under the DPRP will be secured by a stand-alone, subordinate lien position on the Property behind any senior secured, third-party lender providing construction, mini-perm, or permanent financing, as long as such subordination does not alter the DIA approved maturity date of any DPRP Loan”; and

**WHEREAS**, it is the intention of the DIA, consistent with the waiver in Ordinance 2021-210-E, that the DPRP Loans to Regions Bank not be secured by a lien on real property;

**BE IT RESOLVED**, by the Downtown Investment Authority:

**Section 1.** The DIA finds that the recitals set forth above are true and correct and are incorporated herein by this reference.

**Section 2.** The DIA hereby confirms that the DPRP Loans to Regions Bank shall not be secured any lien on the real property, and for purposes of clarity rescinds any requirement to the contrary set forth in Resolution 2023-02-02.

**Section 3.** The DIA hereby authorizes the CEO to proceed with the execution of all DPRP Loan documents necessary for the disbursement of eligible funds to Regions Bank consistent with this Resolution.

**Section 4.** The Effective Date of this Resolution is the date upon execution of the Resolution by the Chairman of the DIA Board.

WITNESS:

**DOWNTOWN INVESTMENT AUTHORITY**

\_\_\_\_\_  
Patrick Krechowski, Chairman

\_\_\_\_\_  
Date

VOTE: In Favor: \_\_\_\_\_ Opposed: \_\_\_\_\_ Abstained: \_\_\_\_\_

DRAFT

**TAB III.F**

**RESOLUTION 2026-01-04 MOSH DEMOLITION**

**RESOLUTION 2026-01-04**

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY (“DIA”) ACTING AS THE COMMUNITY REDEVELOPMENT AGENCY (“CRA”) FOR THE SOUTHSIDE COMMUNITY REDEVELOPMENT AREA, TRANSFERRING FROM UNALLOCATED PLAN AUTHORIZED EXPENDITURE; COMMERCIAL REVITALIZATION PROGRAM; AND PARKS ACQUISITION AND CAPITAL IMPROVEMENTS SOUTHSIDE CRA BUDGETS TO A NEW MUSEUM OF SCIENCE AND HISTORY DEMOLITION PROJECT; THE BUDGET TRANSFER BEING DONE IN ACCORDANCE WITH SECTION 106.342(A)(4), JACKSONVILLE CODE OF ORDINANCES; INSTRUCTING ITS CHIEF EXECUTIVE OFFICER (“CEO”) TO TAKE ALL NECESSARY ACTIONS TO EFFECTUATE THE PURPOSES OF THIS RESOLUTION; AUTHORIZING ITS CEO TO MAKE CHANGES AS MAY BE REQUIRED BY THE BUDGET OR ACCOUNTING OFFICES PROVIDING SUCH FURTHER THE PURPOSE OF THIS RESOLUTION; PROVIDING FOR AN EFFECTIVE DATE.**

**WHEREAS**, the Downtown Investment Authority (“DIA”) is the CRA for the Southside Community Redevelopment Area; and

**WHEREAS**, the Musuem of Science and History (“M.O.S.H.”) has vacated their existing museum building, the result of which is the land as well as the museum building conveyed back to the City; and

**WHEREAS**, after consideration of the costs associated with maintaining the now vacant museum building (e.g. security, utilities) together with a desire for redevelopment of the site, it has been determined that demolition of the building is in the public interest as well as in the interest of DIA; and

**WHEREAS**, as the Community Redevelopment Agency, the site will be included in DIA’s inventory of properties for redevelopment; and

**WHEREAS**, the City’s Public Works Department has obtained a proposal for demolition and asbestos abatement in an amount of \$835,000; and

**WHEREAS**, the DIA, as the receiver of the property and as the CRA for the Southside Community Redevelopment Area, is the appropriate entity of the City to fund the demolition and associated ancillary expenses (e.g. permit fees),

**NOW THEREFORE, BE IT RESOLVED** by the Downtown Investment Authority:

**Section 1.** The DIA finds that the recitals set forth above are true and correct and are incorporated herein by this reference.

**Section 2.** The DIA hereby approves, and instructs its CEO to effectuate, a Budget Transfer substantially similar to Exhibit A as follows:

From:	Amount:
Unallocated Plan Authorized Expenditure	\$400,000
Commercial Revitalization Program	\$300,000
Park Acquisition and Capital Improvements	\$175,000
 To:	
(New) M.O.S.H. Demolition	\$875,000

**Section 3.** The DIA hereby authorizes its CEO to take all actions necessary to effectuate the intent of this Resolution, including changes as may be required by the Budget or Accounting Offices, providing such changes further the purpose of this resolution.

**Section 4.** This Resolution 2026-01-04 shall become effective on the date it is signed by the Chair of the DIA Board.

WITNESS:

**DOWNTOWN INVESTMENT AUTHORITY**

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Patrick Krechowski, Esq., Chair

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Date

VOTE: In Favor: \_\_\_\_\_ Opposed: \_\_\_\_\_ Abstained: \_\_\_\_\_

**CRA Budget Transfer Form**  
 City of Jacksonville, Florida  
**COMMUNITY REDEVELOPMENT AGENCY**

Downtown Investment Authority (Southside Community Redevelopment Area)  
 Name of Community Redevelopment Agency

No  
 Plan Capital Project ( Yes or No)  
 (if applicable fill out CRA Capital Project Form)

Description of Expenditure Request:

\$875,000.00  
 Total Amount of Expenditure Request  
3/1/26  
 Anticipated Expenditure Commencement Date  
3/31/26  
 Anticipated Expenditure Completion Date

TBA  
 Applicable Approved CRA Budget Line Item For Expenditure  
\$875,000.00  
 Available Funds in Approved CRA Budget Line Item

Date Rec'd.	Date Fwd.	CRA Board Administrator Approval

**BUDGET OFFICE**

Date Rec'd.	Date Fwd.	Budget Officer Approval

Budget Office and Accounting approval required to verify available funds and for any necessary finance activity / line item changes.

**ACCOUNTING DIVISION**

Date Rec'd.	Date Fwd.	Comptroller Approval

**CRA BOARD APPROVAL**

Date Rec'd.	Date Fwd.	CRA Board Chair Approval

\$875,000.00  
 Expenditure Amount Approved by CRA Board

CRA Board Resolution Number  
01/03/26  
 Resolution Date

**RESOLUTION 2026-01-04**  
**EXHIBIT A**  
\* This element of the account string is title

\* This element of the account string is titled project but it houses both projects and grants.

**TRANSFER FROM:** (Revenue line items in this area are being appropriated and expense line items are being de-appropriated.)

**TRANSFER TO:** (Revenue line items in this area are being de-appropriated and expense line items are being appropriated.)

Total: \$875,000.00      Accounting Codes

DRAFT

**TAB III.G**

**RESOLUTION 2026-01-05 RIVERFRONT PLAZA RESTAURANT PARCEL  
DISPOSITION**

## **RESOLUTION 2026-01-05**

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY (“DIA”) APPROVING THE FRAMEWORK FOR THE TERMS AND CONDITIONS AND SCORING TO BE INCLUDED IN A NOTICE OF DISPOSITION OF LEASE HOLD INTEREST IN A PORTION OF RIVERFRONT PLAZA TO BE OPERATED AS A RESTAURANT; AUTHORIZING THE ISSUANCE OF A NOTICE OF DISPOSITION IN ACCORDANCE WITH THE TERMS ESTABLISHED HEREIN; INSTRUCTING ITS CHIEF EXECUTIVE OFFICER (“CEO”) TO TAKE ALL NECESSARY ACTION TO EFFECTUATE THE PURPOSES OF THIS RESOLUTION; FINDING THAT THIS RESOLUTION FURTHERS THE BUSINESS INVESTMENT AND DEVELOPMENT (“BID”) PLAN, INCLUDING THE COMMUNITY REDEVELOPMENT AREA PLAN; AND PROVIDING FOR AN EFFECTIVE DATE.**

**WHEREAS**, DIA is the designated Community Redevelopment Agency for the Combined Northbank CRA, for which a BID Plan, inclusive of a Community Redevelopment Plan, was adopted by Ordinance 2014-560-E as updated by Ordinance 2022-372-E; and

**WHEREAS**, the city owns an approximately 7.75 acres of upland riverfront property, commonly referred to as Riverfront Plaza, comprising of Duval County Tax Parcel Numbers 074457 1100, 074464 0030 and 074445 0700, hereto referred to as the “Property”; and

**WHEREAS**, an approximately 19,000 square foot portion of Parcel Number 074457 1100 was set aside as a DIA owned future development site for a food and beverage concept; and

**WHEREAS**, Resolution 2024-02-02 approved the design, building and directed the staff to define operational requirements for the future concept; and

**WHEREAS**, DIA desires to seek proposals for design input and the operation of a restaurant to be substantially built by the DIA using Tax Increment Funds; and

**WHEREAS**, DIA will build the restaurant shell, and the chosen operator will finish the tenant buildout and provide all furniture, fixtures and equipment to operate the restaurant; and

**WHEREAS**, the DIA has the terms and conditions and scoring criteria to be included in a Notice of Disposition, attached hereto as Exhibit 1 and Exhibit 2, respectively; and

**WHEREAS**, DIA envisions that the Notice of Disposition will be issued immediately following adoption of this Resolution; and

**WHEREAS**, the terms of the disposition and scoring criteria are hereby adopted in final form; and

**WHEREAS**, the DIA finds that this resolution furthers the following Redevelopment Goal and Strategic Objectives found in the BID Plan:

**Redevelopment Goal No. 3**

Increase and diversify the number and type of retail, food and beverage, and entertainment establishments within Downtown; and

**Redevelopment Goal No. 4**

Increase the vibrancy of Downtown for residents and visitors through arts, culture, history, sports, theater, events, parks, and attractions; and

**Redevelopment Goal No. 5**

Improve the safety, accessibility and wellness of Downtown Jacksonville and cleanliness and maintenance of public spaces for residents, workers, and visitors.

**Redevelopment Goal No. 7**

Capitalize on the aesthetic beauty of the St. John's River, value its health and respect its natural force, and maximize interactive and recreational opportunities for residents and visitors to create waterfront experiences unique to Downtown Jacksonville.

**NOW THEREFORE BE IT RESOLVED**, by the Downtown Investment Authority:

**Section 1.** The DIA finds that the recitals set forth above are true and correct and are incorporated herein by this reference.

**Section 2.** The DIA approves the Notice of Disposition framework contained in the Terms attached hereto as Exhibit 1 and Scoring Criteria attached hereto as Exhibit 2 for incorporation into the formal Notice of Disposition.

**Section 3.** The DIA authorizes the issuance of a formal open Notice of Disposition as soon as reasonably practicable following adoption of this Resolution.

**Section 4.** The DIA instructs the Chief Executive Officer of the Downtown Investment Authority to take all necessary action necessary to effectuate the purposes of this Resolution.

**Section 5.** This Resolution shall become effective on the date it is signed by the Chair of the DIA Board.

WITNESS:

**DOWNTOWN INVESTMENT AUTHORITY**

\_\_\_\_\_  
Patrick Krechowski, Esq., Chair

\_\_\_\_\_  
Date

VOTE: In Favor: \_\_\_\_\_ Opposed: \_\_\_\_\_ Abstained: \_\_\_\_\_

**EXHIBIT 1**

**RIVERFRONT PLAZA RESTAURANT OPERATOR**  
**Detailed Proposal Submission Requirements**

**Introduction**

The Downtown Investment Authority ("DIA") seeks proposals from qualified, experienced, and well-capitalized food and beverage operators to dispose of a leasehold interest and operate a destination restaurant at Riverfront Plaza in Downtown Jacksonville. The building will be approximately 6,000 square feet of first floor conditioned space, approximately 3,000 square feet of outdoor patio space and will consider a rooftop bar and/or seating area.

The DIA will build and deliver a warm dark shell and own the restaurant facility and intends to enter into a long-term lease with a third-party operator capable of delivering a high-quality, financially sustainable, and publicly engaging waterfront dining experience. The chosen operator will be responsible for contributing input to the design of the building and interior as well as providing all furniture, fixtures and equipment.

These Detailed Proposal Submission Requirements establish the minimum content and level of detail required for consideration. Proposals must be complete, clearly organized, and responsive to all requirements outlined herein. Incomplete or non-responsive submissions may be rejected at the sole discretion of the DIA.

**1. Cover Letter**

Provide a cover letter signed by an authorized principal summarizing the Bidder's interest, understanding of the opportunity, commitment to the project, and identifying the legal entity submitting the proposal.

**2. Table of Contents**

Include a detailed table of contents with clearly labeled sections and page numbers.

**3. Executive Summary**

Provide a concise summary of the proposed concept, operating team, and key differentiators.

**4. Restaurant Concept & Vision**

Describe the proposed concept, cuisine, service style, target customer base, price point, and how the concept activates the waterfront. Include a preliminary menu and beverage program overview.

**5. Tenant Improvement & Lease Proposal**

Provide a plan and estimated cost of tenant improvements. Provide a proposed rent structure (base rent, percentage rent, or combination). Provide an initial lease term and additional options.

**6. Organizational Structure & Operating Team**

Identify ownership structure, key personnel, roles, responsibilities, and provide resumes or bios of each.

**7. Operator Experience & Track Record**

Provide evidence of experience operating comparable restaurants, preferably in waterfront, urban, or publicly owned settings.

**8. Financial Capacity & Capital Commitment**

Describe capitalization, buildout budget, funding sources, liquidity, and operating reserves sufficient to sustain operations through stabilization.

**9. Conceptual Design & Use of Space**

Describe use of first-floor restaurant space, patio areas, and any proposed second-floor open-air bar or dining space. Conceptual renderings or current bidder operated examples are encouraged.

**10. Operations Plan**

Provide proposed hours of operation, staffing levels, and service standards.

**11. Staffing & Training Plan**

Submit a comprehensive plan addressing recruitment, training, customer service standards, compliance, appearance, and management oversight.

**12. Marketing & Programming Plan**

Provide a 12-month marketing and promotional plan including pre-opening, ongoing marketing, events, and digital engagement.

**13. Cleaning & Maintenance Approach**

Describe routine cleaning and maintenance practices using contracted services or in-house staff. Additionally, provide a plan and schedule describing how paint, décor, furniture, and operating areas will be refreshed at least once every five (5) years.

**14. Local & Small Business Commitment**

Describe commitment to utilizing local and small businesses, including coordination with the JSEB program where applicable.

**15. References**

Provide at least three trade references for comparable restaurant operations. One must be the primary food vendor for existing operations.

**16. Disclosures**

Disclose any material litigation, bankruptcy, or regulatory actions within the past five years.

**EXHIBIT 2**

**RIVERFRONT PLAZA RESTAURANT OPERATOR**

**Summary Evaluation & Scoring Criteria**

Responsive proposals will be evaluated based on the criteria below. The maximum possible score is 100 points. The DIA reserves discretion to consider overall proposal quality, execution risk, and alignment with public objectives.

**1. Operator Experience & Track Record (20 Points)**

Experience operating comparable restaurants; waterfront or publicly owned venues preferred; demonstrated long-term success.

**2. Tenant Improvement & Lease Proposal (20 Points)**

Financial viability and clarity of proposed tenant buildout and lease structure, including return on investment to the DIA.

**3. Financial Capacity & Capital Commitment (20 Points)**

Financial strength, credibility of buildout budget, liquidity, and ability to sustain operations.

**4. Concept Strength & Uniqueness (20 Points)**

Quality, creativity, and appropriateness of the restaurant concept as a destination-quality riverfront use.

**5. Operational Viability (20 Points)**

Strength of operations plan, staffing, training, and long-term operational sustainability.

**Interview (If conducted – Up to 20 Points)**

The DIA may conduct interviews to clarify proposals and assess team capability. Interview scoring may adjust final rankings.

**SUPPLEMENTAL INFORMATION**

**RESOLUTION 2026-01-05 RIVERFRONT PLAZA RESTAURANT PARCEL  
DISPOSITION STAFF REPORT**

# Downtown Investment Authority

## Riverfront Plaza Restaurant Pad Notice of Disposition

### DIA Staff Report

January 21, 2026

#### Background and Context

Over several years, multiple consultant-led planning and design studies—including work by duPont, Perkins & Will, Agency, and OLIN—consistently identified food and beverage amenities as the most frequently requested public use within Downtown parks. In response to this sustained public input, the Downtown Investment Authority (DIA) engaged Streetsense in 2023, a global creative collective specializing in hospitality consulting, to develop food and beverage concepts for St. Johns River Park, Riverfront Plaza, and Shipyards West Park.

Later in 2023, the DIA Finance and Budget Committee prioritized professional services funding to advance the design of food and beverage facilities, with initial focus on St. Johns River Park and Riverfront Plaza Development Pad B, consideration of a temporary use on Development Pad A, and future consideration of Shipyards West. In November 2023, the DIA Board approved Resolution 2023-11-01 authorizing the procurement of architectural services that includes a waterfront restaurant on the Riverfront Plaza restaurant parcel.



The opening of new riverfront parks and park amenities reinforce the ongoing demand for food and beverage offerings in Downtown public spaces, particularly along our riverfront. In late 2025, the procurement process for a restaurant operator at St. Johns River Park demonstrated strong interest in riverfront park locations; however, it also revealed that more experienced local, regional, and

national operators expressed a preference for larger restaurant footprints. While the St. Johns River Park restaurant provides approximately 2,400 square feet of conditioned interior space, the Riverfront Plaza restaurant was always envisioned as significantly larger—potentially more than twice that size—and generated greater operator interest.

### **Staff Recommendation**

This trend coincided with a broader increase in interest in Downtown Jacksonville from both established local operators and regional multi-unit restaurant groups. Given this market response, the opening of Phase I of Riverfront Plaza, and the scale and investment associated with the Riverfront Plaza restaurant opportunity, DIA staff recommends proceeding with the issuance of a Notice of Disposition to convey a leasehold interest in the Riverfront Plaza restaurant pad first.

Staff further finds that selecting a restaurant operator through a DIA led single solicitation process, and involving that operator early in the design phase, is in the best interest of the DIA. The Riverfront Plaza restaurant is larger in scale, will require greater public investment, and will necessitate significant tenant buildup by the selected operator. These factors support a longer-term lease structure and underscore the value of securing an experienced operator capable of contributing to the design, execution, and long-term success of this signature riverfront destination.

**IV.A**

**DECEMBER 17TH, 2025 DOWNTOWN INVESTMENT AUTHORITY MEETING  
MINUTES APPROVAL**



**Downtown Investment Authority**  
**Downtown Investment Authority Hybrid Meeting**  
*Wednesday, December 17th, 2025, 2:00 p.m.*

**Downtown Investment Authority Hybrid Meeting**  
**MEETING MINUTES**

**DIA Board Members:** Patrick Krechowski, Esq. (Chair); Sondra Fetner, Esq.; Scott Wohlers; Micah Heavener; John Hirabayashi; Cameron Hooper; Carrie Bailey; Jill Caffey; and Trevor Lee

**Mayor's Office:** Bill Delaney, Council Liaison

**Council Members:** None

**DIA Staff:** Colin Tarbert, CEO; Guy Parola, Director of Operations; Steve Kelley, Director of Downtown Real Estate and Development; Allan DeVault, CRA Redevelopment Manager; Wade McArthur, Property Disposition Manager; Scott Wilson, Capital Projects Manager; and Ava Hill, Administrative Assistant

**Office of General Counsel:** John Sawyer, Esq.

**I. CALL TO ORDER**

Board Chair Krechowski called the Downtown Investment Authority meeting to order at 2:58 PM.

**II. DOWNTOWN INVESTMENT AUTHORITY**

**A. NOVEMBER 19TH, 2025, DOWNTOWN INVESTMENT AUTHORITY MEETING MINUTES APPROVAL**

Board Chair Krechowski called for a motion to approve the meeting minutes as presented.

**Motion:** Board Member Wohlers motioned to approve the meeting minutes.  
**Seconded:** Board Member Heavener seconded the motion.

Board Chair Krechowski called for a vote on the meeting minutes.

**Vote:**      **Aye: 9**      **Nay: 0**      **Abstain: 0**

**MOTION PASSED UNANIMOUSLY 9-0-0**

**III. CEO INFORMATIONAL BRIEFING**

CEO Colin Tarbert provided a brief update to the board. He reminded members that a Request for Proposals (RFP) for a Financial Consultant had been issued last month and was scheduled to close in mid-January. This consultant was intended to supplement DIA staff following the upcoming retirement of Steve Kelley. He also noted that the Future Downtown Special Committee would reconvene on January 12th, where discussions would include the massing study for the former courthouse site and the pipeline of downtown projects, along with potential additional incentives.



**Downtown Investment Authority**  
**Downtown Investment Authority Hybrid Meeting**  
***Wednesday, December 17th, 2025, 2:00 p.m.***

CEO Tarbert emphasized that this was requested by the committee chair to engage City Council earlier in the process. He highlighted recent achievements, including the ribbon cutting for River's Edge on the South Bank and the opening of Phase 1 at Riverfront Plaza.

Board Member Hooper asked if there was any feedback on the Financial Consultant RFP. CEO Tarbert responded that questions were being received through procurement, indicating interest.

### **Construction Project Updates**

Mr. Scott Wilson, Capital Projects Manager, reported on several ongoing projects:

- McCoy's Creek: Pedestrian bridge pilings were being installed; completion was delayed to March–April 2026 due to contractor delays.
- The Hub: Interior painting, tile installation, and landscaping were nearly complete.
- Johnson Commons: Punch work on some buildings; framing and slab pours underway on others.
- Pearl Square N11 & N4: Drywall hanging and concrete pours progressing.
- Four Seasons & Office Space: Interior framing and exterior glazing continued; roofing installation underway.

Mr. Allan DeVault, CRA Redevelopment Manager, shared updates on retail projects:

- Dorothy's Downtown: Installed new signage.
- Keene's Tavern: Opened October 31; kitchen nearing full operation.
- Dapper D's: Construction underway for a cheesesteak shop and cigar lounge.
- Bessa Bakery & Speakeasy: Interior build-out progressing.
- Koto Izakaya: Infrastructure completed; interior work starting. He also noted that the St. Johns River Park restaurant RFQ received two qualified respondents. An RFP would be issued soon.

Board Chair Krechowski opened the floor for questions and/or comments.

Board Chair Krechowski asked if Keene's Tavern's kitchen was fully open.

Mr. DeVault responded that the kitchen was nearly complete, and the menu was expanding.

### **IV. ADJOURNMENT**

Board Chair Krechowski confirmed the January 12th Special Committee meeting date and asked Ms. Hill to ensure all board members had the correct details. He expressed gratitude for the board's contributions and highlighted 2025 as a transformative year for DIA, citing major projects and leadership transitions. He also acknowledged Steve Kelley's upcoming retirement and thanked him for his service.

Seeing no further discussion, Board Chair Krechowski adjourned the DIA meeting at 3:09 PM.

*The written minutes for this meeting are only an overview of what was discussed. For verbatim comments of this meeting, a recording is available upon request. Please contact Ava Hill at [avah@coj.net](mailto:avah@coj.net) to acquire a recording of the meeting.*

V.A

**NOTICE OF DISPOSITION 303 E BAY STREET**

**NOTICE OF DISPOSITION (NOD) BY THE DOWNTOWN INVESTMENT AUTHORITY AS THE  
COMMUNITY REDEVELOPMENT AGENCY FOR APPROXIMATELY 0.8 ACRE OF REAL PROPERTY  
LOCATED WITHIN THE NORTHBANK DOWNTOWN COMMUNITY REDEVELOPMENT AREA,  
WITH THAT REAL PROPERTY BEING A PORTION OF DUVAL COUNTY TAX PARCEL 073358 0000.**

The Downtown Investment Authority in its role as the Community Redevelopment Agency for the North Bank Downtown Community Redevelopment Area, on behalf of the City of Jacksonville as owner of real property identified by Duval County Tax Parcel 073358 0000, is seeking proposals to acquire and redevelop an approximately 0.8-acre upland portion of Duval County Tax Parcel 073358 0000, as illustrated by the below map and referred to herein as the "Subject Property."

The Downtown Investment Authority is providing notice for the solicitation of proposals pursuant to Section 163.380, *Florida Statutes*, and Section 122.434, *Jacksonville Code of Ordinances*. Pursuant to F.S. Section 163.380, the Downtown Investment Authority, as the Community Redevelopment Agency for the Community Redevelopment Area in which the Subject Property is located, will consider all such redevelopment or rehabilitation proposals submitted pursuant to this Notice of Disposition, considering the financial and legal ability of the persons or entities making such proposals to carry them out. The Downtown Investment Authority may negotiate with any persons for proposals for the purchase, lease, or other transfer of the property subject to this Notice of Disposition and may accept such proposal as it deems to be in the public interest and in furtherance of F.S. Section 163.380.

The Subject Property is a portion of Duval County Tax Parcel 073358 0000, addressed at 330 Bay Street East, Jacksonville, Florida 32202, is generally located on Bay Street East between Market Street and Liberty Street, as illustrated by the Subject Property map below:



Proposals should include a mix of uses such as, but not limited to, residential, hotel, retail, office, open space, and/or hospitality. Additional information and requirements, including minimum submittal requirements, scoring criteria, and other supporting documents and information may be obtained at <https://dia.jacksonville.gov/doing-business-with-us/procurement> or by emailing Mr. Wade McArthur at [nmcarthur@coj.net](mailto:nmcarthur@coj.net) with the subject line "330 East Bay Street Notice of Disposition," which is also available and may be obtained at the DIA offices at the address below.

All interested parties are invited to submit proposals in the following formats: ten (10) paper copies with all attachments, inclusive of one originally signed copy, and three (3) exact copies on a USB. If videos are included as an attachment to the submission, include eleven (11) USB Flash Drives of the video attachment.

All proposals must be addressed to:

Mr. Wade McArthur  
DIA Property Disposition Manager  
Downtown Investment Authority  
City of Jacksonville  
117 West Duval Street, Suite 310  
Jacksonville, FL 32202

All proposals must be received on or by close of business on March 15, 2026. For clarity purposes, Close of Business is 5:00 PM Jacksonville, Florida time. Proposals received after 5:00 PM on March 16, 2026, will not be opened nor considered. The Downtown Investment Authority reserves the right to reject all bids at its sole discretion.

## **330 East Bay Street**

### **Notice of Disposition (January XX, 2026)**

#### **Detailed Proposal Submission Requirements**

#### **Introduction**

The Downtown Investment Authority (DIA) seeks a qualified, experienced, and well-capitalized development partner to acquire and redevelop the western portion of the former courthouse site at 330 East Bay Street. The Site is more fully described as an approximately 0.8-acre westerly, upland portion of Duval County Tax Parcel (RE) 073358 0000 (See Exhibit 1 Attached Hereto). The DIA is specifically desirous of a vertically integrated mixed-use project that introduces a distinctive, destination-oriented concept that advances Downtown's redevelopment goals and delivers meaningful public benefits, including on-site employment, workforce development, and strengthening Jacksonville's position as a destination of choice. with a projected minimum capital investment of \$100 million. These Proposal Submission Requirements establish the minimum content and level of detail required for consideration. Proposals must be complete, clearly organized, and responsive to all requirements outlined herein. Incomplete or non-responsive submissions may be rejected at the sole discretion of the DIA.

Note: The Downtown Investment Authority as the Community Redevelopment Agency for the Northbank Downtown Community Redevelopment Area shall consider all such redevelopment or rehabilitation proposals submitted pursuant to this Notice of Disposition, considering the financial and legal ability of the persons or entities making such proposals to carry them out. The Downtown Investment Authority may negotiate with any persons for proposals for the purchase, lease, or other transfer of the property subject to this Notice of Disposition, and may accept such proposal as it deems to be in the public interest and in furtherance of § 163.380, *Florida Statutes*, the Community Redevelopment Area Plan for the Northbank Downtown Community Redevelopment Area, together with Evaluation and Scoring Criteria that include: Development Team Experience and Track Record; Financial Capacity and Capital Structure; Site Design and Massing Study (which may be included as part of the Supporting Documentation accompanying this Notice of Disposition) Compliance; Street Activation; Riverfront Activation and Public Access; Program Strength. More detailed explanation of the Evaluation and Scoring Criteria may be obtained at <https://dia.jacksonville.gov/doing-business-with-us/procurement>. Further, the DIA reserves the right to reject all Proposals at its sole discretion.

Note: After initial review and scoring of the Respondents' proposals, the Downtown Investment Authority reserves the right to interview, in a forum consistent with Florida's "Sunshine Laws", all or some of the Respondents.

#### **1. Cover Letter and Fee**

Each proposal shall include a cover letter signed by a principal or authorized representative of the lead developer together with a summary of their development

team, which collectively is referred herein as the “Respondent(s)” or “Development Team”. The cover letter shall summarize the Respondent’s interest in the site, understanding of the opportunity, and commitment to the project. The letter should clearly identify the legal entity submitting the proposal and any key development partners.

Each proposal must include a non-refundable fee in the amount of \$2,500 in the form of a check payable to the Duval County Tax Collector.

## **2. Table of Contents**

Proposals shall include a detailed table of contents listing all sections and appendices in sequential order. All pages must be consecutively numbered and correspond to the table of contents.

## **3. Executive Summary**

Respondents shall provide an executive summary describing the Development Team, the proposed project, and key financial elements. At a minimum, this section must include:

- Legal name of the Respondents and organizational structure
- Firm background and development focus
- Office location(s) supporting the project
- Identification of key principals and project leads
- Summary of the proposed development concept and mix of uses
- Summary of total project cost, financing approach, and acquisition offer
- Overview of how the proposal aligns with DIA objectives
- Summary of capital stack including proposed financial participation by the City and other public entities, equity (including any use of tax credits) and debt.
- Identification of uses with specific reference a distinctive, destination-oriented concept that advances Downtown’s Redevelopment Goals as may be found in the Community Redevelopment Area Plan for the Northbank Downtown Community Redevelopment Area.

## **4. Past Performance and Relevant Experience**

Respondents shall provide detailed evidence of past performance for the Development Team, including:

- Experience developing publicly owned or controlled land
- Experience working in partnership with cities or redevelopment agencies
- Mixed-use projects completed within the past ten years, preferably comprised of hospitality, retail and hotel, and, if applicable, projects within Northeast Florida

## **5. Organizational Structure and Development Team**

Respondents must provide a detailed organizational chart and narrative describing the Development Team, including:

- Legal structure of the Respondent and any parent or affiliate entities
- Identification of the Development Team (developer, architect, engineers, general contractor, consultants)
- Identification of the Operations Team responsible for post-completion management
- Roles and responsibilities of each team member
- Resumes for all key personnel assigned to the project
- Overview of each firm's history, size, in-house capabilities, and relevant experience

## **6. Financial Strength and Capacity**

Respondents shall provide an overview of financial capacity sufficient to complete the project, including:

- Description of typical capital structures used by the firm
- Identification of equity partners, lenders, and investors
- Financial statements for the lead development entity
- Description of how predevelopment and entitlement costs will be funded

Public Records Notice:

The DIA is a Community Redevelopment Agency as defined in Chapter 163, *Florida Statutes*. As a Community Redevelopment Agency, the DIA is considered a public agency and subject to the broad Sunshine and Public Record laws of the State of Florida. All materials submitted are subject to Florida Public Records Law and should be considered by the respondent as public records. Any information claimed as Trade Secret must be clearly identified and cite the applicable statutory exemption. The City of Jacksonville shall be the final arbiter of Trade Secret determinations.

## **7. Active Litigation Disclosure**

Respondents shall disclose any litigation, administrative, or regulatory proceedings pending or concluded within the past five years involving the Respondent or key development team members.

## **8. References**

Provide at least three references, preferably for mixed-use development projects consisting of retail, hospitality, or hotel, that the Development Team has successfully undertaken. References should preferably include government entities, lenders, or

equity partners. Include contact names, organizations, phone numbers, and email addresses.

### **9. Commitment to Small Businesses**

Respondents shall include a statement affirming commitment to utilization of local small and emerging businesses, with specific commitment to work with the Jacksonville Small and Emerging Businesses (“JSEB”) office at the onset of the project and utilization of JSEB certified local businesses throughout the design, construction and lifetime of the project.

### **10. Project Concept and Vision**

Respondents shall provide a narrative describing their understanding of the DIA’s goals and objectives for the site, the proposed development vision, and alignment with the massing study, Downtown Design Guidelines and the public and private form regulations within Chapter 656, Part 3, Subpart H of the *Jacksonville Code of Ordinances*. The narrative should explain how the proposal supports Bay Street activation, riverfront access and activation, and Downtown vitality with incorporation of a distinctive, destination-oriented concept which would deliver meaningful public benefits, including on-site employment and workforce development. Additionally, the narrative shall describe how it furthers the Redevelopment Goals and Strategic Objectives found in the Northbank Community Redevelopment Area Plan.

### **11. Physical Design and Development Details**

Proposals shall include architectural renderings, conceptual design plans, and a site plan inclusive of incorporation of Courthouse Drive and a Riverwalk extension from Market Street to Liberty Street. Proposals shall demonstrate consistency with the Downtown Design Guidelines, and the public and private form regulations within Chapter 656, Part 3, Subpart H of the *Jacksonville Code of Ordinances*. Respondents must provide total square footage (GSF and RSF) broken down by use type (when applicable), including:

- Retail space
- Restaurant and entertainment space
- Office space
- Hotel rooms (number) and potential flags
- Institutional or other uses
- Residential units (number and SF)
- Publicly accessible open space

Note: Renderings, design plans, site plans, etc. are deemed conceptual in nature, illustrating the proposed development plan and consistency with the Downtown Design Guidelines, public and private form regulations within Chapter 656, Part 3, Subpart H of the *Jacksonville Code of Ordinances*. All projects are subject to the Downtown Development Review Board review and approval process.

## **12. Bay Street Activation**

Bay Street is a mixed-use corridor comprised primarily of ground floor and second floor dining and entertainment venues. Currently, these restaurant and entertainment venues are located on the north side of Bay Street. DIA's Bay Street activation goal is to continue supporting new and expanded restaurant, retail, and entertainment opportunities along the Bay Street corridor, with particular focus on street level activation. Proposals shall demonstrate furtherance of this goal, identifying:

- Both linear and square feet of street level retail, restaurant, entertainment, etc. along Bay Street, noting the specific desire of DIA for retail and restaurant
- Consistency with transparency, activation, entrances and other requirements of the Downtown Design Guidelines and the public and private form regulations within Chapter 656, Part 3, Subpart H of the *Jacksonville Code of Ordinances*. Note:

bonus consideration will be given for enhanced activation and known tenants

## **13. Riverfront and Riverwalk Activation**

In addition to demonstrating consistency with those requirements for riverfront developments found in the Downtown Design Guidelines, and the public and private form regulations within Chapter 656, Part 3, Subpart H of the *Jacksonville Code of Ordinances*. Proposals must address:

- Riverwalk continuity and public access
- Courthouse Drive treatment
- Riverfront Activity Node integration
- Minimum 10,000 square feet of riverfront restaurant/bar space, with at least 7,500 square feet on the ground floor

## **14. Sustainability, Resiliency, and Design Quality**

Respondents shall describe:

- Sustainable building strategies
- Flood resilience and stormwater management

## **15. Parking**

There is no minimum or maximum parking requirement. However, if off street parking is proposed either on-site or off-site, whether temporary or permanent, Respondents shall include this in their proposals.

## **16. Financial Proposal and Feasibility**

Respondents shall submit a development schedule together with a detailed financial feasibility and cash flow analysis covering a 30-year period. Submissions must include:

- A development schedule that, at a minimum, identifies: commencement of design, completion of design, commencement of construction and completion of construction
- Excel pro forma with formulas and assumptions
- Capital stack details
- Acquisition price and proposed DIA participation
- Direct and indirect economic impact analysis, including ROI to the DIA and the City

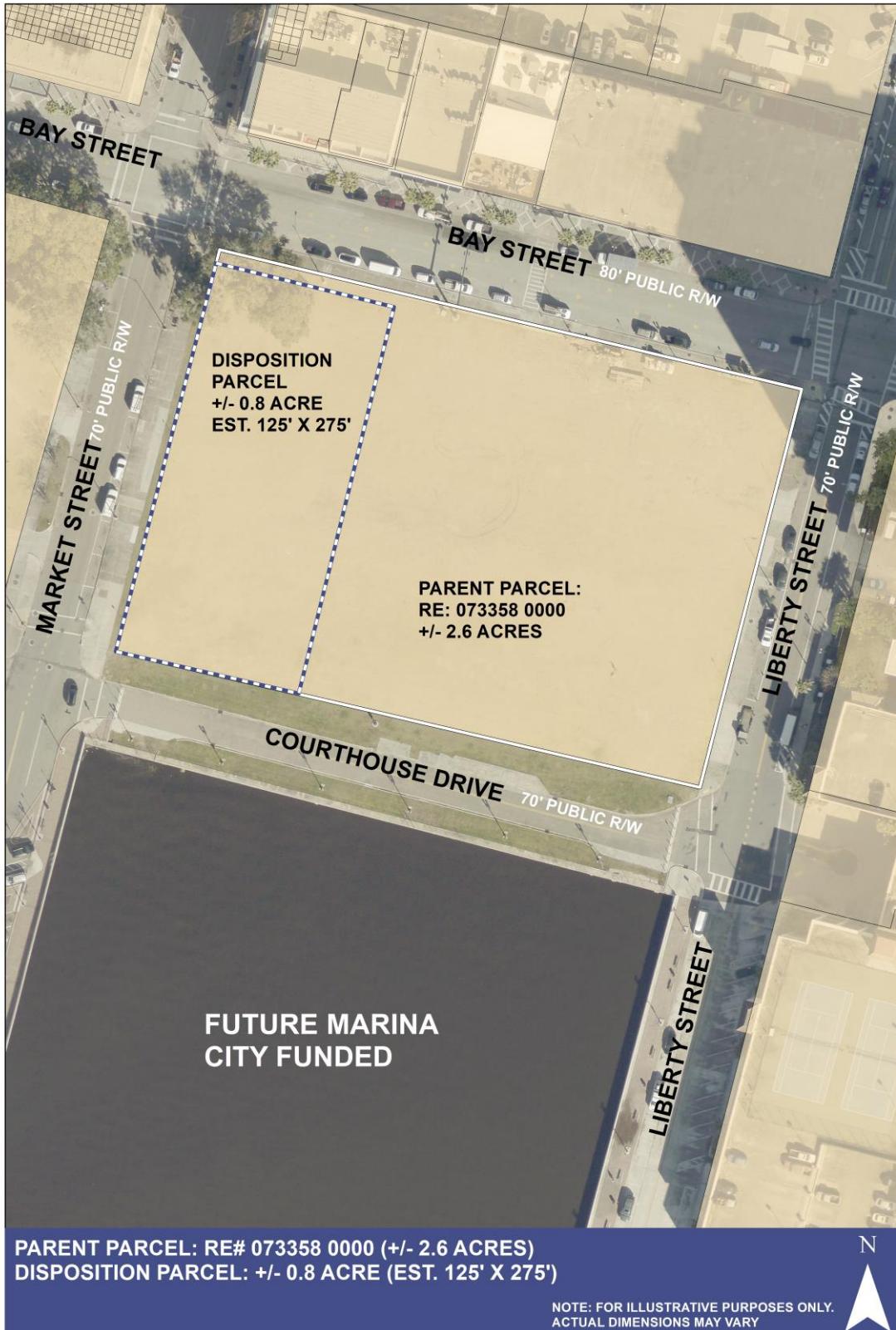
#### **17. Post-Selection Process**

Selection may be a phased process comprised of an initial scoring and ranking of proposals, followed by an optional interview process. The option to interview all or a portion of respondents based on initial scoring and rankings is at the sole discretion of the DIA.

Following selection by the DIA Board, the DIA and the selected Respondent will negotiate a Letter of Intent within 30 days and a Development Agreement, Purchase and Sale Agreement, or functional equivalents within 120 days. The DIA reserves the right to request additional information, reject any proposal, or waive irregularities.

DRAFT

## EXHIBIT A



**330 East Bay Street – Ford on Bay**  
**Notice of Disposition (2026)**  
**Summary Evaluation and Scoring Criteria**

The Downtown Investment Authority (DIA) shall consider all such redevelopment or rehabilitation proposals submitted pursuant to this Notice of Disposition, providing that such responses are found sufficient pursuant to the minimum submittal requirements, considering the financial and legal ability of the persons or entities making such proposals to carry them out. The Downtown Investment Authority may negotiate with any persons for proposals for the purchase, lease, or other transfer of the property subject to this Notice of Disposition, and may accept such proposal as it deems to be in the public interest and in furtherance of § 163.380, *Florida Statutes*, the Community Redevelopment Area Plan for the Northbank Downtown Community Redevelopment Area. Further, the DIA will evaluate proposals submitted in response to the 330 East Bay Street Notice of Disposition based on the criteria outlined below. These criteria are intended to assist the DIA in identifying a highly qualified, experienced, and well-capitalized Development Team capable of delivering a transformative project on one of Downtown Jacksonville's most prominent riverfront sites.

The DIA places significant emphasis on execution capability, financial strength, and projects that further the Redevelopment Goals and Strategic Objectives found within the Northbank Downtown Community Redevelopment Area Plan. Respondents are encouraged to clearly and directly address each criterion in their proposals.

**1. Development Team Experience & Track Record (20 Points)**

- Mixed-use projects, with particular focus on hospitality, restaurants, and retail experience.
- Public-Private Partnership Experience – Experience partnering with municipalities, Community Redevelopment Agencies, or public landowners. Specific experience developing within an urban, designated Community Redevelopment Area preferred.
- Team Composition and Continuity – Strength, clarity, and continuity of the proposed development team, including evidence that key team members have successfully worked together on prior projects.

**2. Financial Capacity & Capital Structure (20 Points)**

- Financial Strength of Lead Developer – Balance sheet capacity and financial standing sufficient to carry predevelopment, entitlement, and construction risk.
- Credibility of Capital Stack – Clarity, realism, and completeness of the proposed capital structure, including appropriate assumptions for equity, debt, and timing.

- Equity Commitment and Partner Strength – Identification and credibility of equity partners, including evidence of committed or highly probable equity sources.
- Debt Strategy and Financing Relationships – Identification of lending partners, reasonableness of debt terms, and demonstrated track record of closing similar financing structures.
- Demonstration of the capacity to meet a performance schedule that at a minimum shall identify design commencement and design completion; permitting (horizontal and vertical) commencement and completion; and construction commencement and completion.

### **3. Site Design & Massing Study Compliance (20 Points)**

- Consistency with the Downtown Design Guidelines and the public and private form regulations within Chapter 656, Part 3, Subpart H of the *Jacksonville Code of Ordinances*.
- Consistency with the Riverwalk Continuity Plan as well as the Riverwalk Design Criteria.
- Compliance with Development Envelope – Consistency with the DIA-led massing study, including building envelopes, parcel limits, and development parameters.
- Site Planning and Circulation – Quality of site planning, access, circulation, and integration with Bay Street, the Riverwalk, Courthouse Drive and surrounding properties.
- Architectural Quality and Presence – Architectural expression, materials, and façade articulation appropriate for a prominent Bay Street and riverfront location.
- Compatibility with Future Phases – Ability of the proposed development to function independently while remaining compatible with anticipated future phases of site redevelopment.

### **4. Street Activation (10 Points)**

- Quality and Credibility of Street-Facing Uses – Strength and feasibility of proposed retail, restaurant, or other publicly accessible ground-floor uses that contribute to street-level vitality.

### **5. Riverfront Activation & Public Access (15 Points)**

- Riverwalk Integration and Public Access – Quality of the Riverwalk interface and provision of continuous, safe, and engaging public access along the riverfront.
- Courthouse Drive Treatment – Integration of Courthouse Drive as a publicly accessible riverfront element.
- Riverfront Programming and Activation – Quality and scale of riverfront uses.

## 6. Program Strength (15 Points)

- Alignment of proposed uses with DIA's preferred mix: hospitality, hotel, restaurant, entertainment, and a unique distinctive, destination-oriented concept that advances Downtown's redevelopment goals and delivers meaningful public benefits, including on-site employment, workforce development, and strengthening Jacksonville's position as a destination of choice.
- Development program's furtherance of the Redevelopment Goals and Strategic Objectives found in the Northbank Downtown Community Redevelopment Area Plan.
- Direct and Indirect Public Benefit and Economic Impact – Contribution to Downtown vitality, job creation, tax base growth, and overall public benefit.
- Operational Viability and Long-Term Success – Credibility of the long-term operations and management plan, including the ability to sustain activity and quality over time.

## 7. Interview (15 Points if necessary)

- The DIA may, at its sole discretion, choose to interview all or, based on the initial scorings pursuant to Criteria 1 through 6 contained herein, the highest ranked respondents.
- If an interviewing stage is elected by the DIA Board, interviews will be held in a public meeting of the DIA at a time and date to be determined.

The DIA reserves the right to consider the overall merits of each proposal, including execution risk, financial capacity, and the ability to deliver a high-quality, catalytic project. Proposals that demonstrate strong alignment with these criteria will be viewed more favorably in the evaluation process.