



**DOWNTOWN INVESTMENT AUTHORITY  
AGENDA**

**City Hall at St. James Building  
117 W. Duval Street, 1st Floor, Lynwood Roberts Room  
Jacksonville, Florida 32202  
Wednesday, May 15, 2019 – 1:00 P.M.**

**MEMBERS:**

James Bailey, Chairman  
 Craig Gibbs, Esq. Vice Chairman  
 Ron Moody, Secretary  
 Oliver Barakat, Board Member  
 Carol Worsham, Board Member

Dane Grey, Board Member  
 Todd Froats, Board Member  
 Marc Padgett, Board Member  
 Braxton Gillam, Esq. Board Member

<b>I.</b>	<b>CALL TO ORDER</b>
	A. Pledge of Allegiance
<b>II.</b>	<b>DOWNTOWN INVESTMENT AUTHORITY BOARD</b>
	A. Chief Executive Officer Candidate Interviews
	i) Candidate A
	ii) Candidate B
	iii) Candidate C
	B. April 17, 2019 Downtown Investment Authority Meeting Minutes
	C. Resolution 2019-05-01: DIA Administrative Budget
	D. Resolution 2019-05-02: Downtown Vision, Inc. Budget
<b>III.</b>	<b>COMMUNITY REDEVELOPMENT AGENCY MEETING</b>
	A. April 12, 2019 Community Redevelopment Agency Meeting Minutes
	B. April 17, 2019 Community Redevelopment Agency Meeting Minutes
	C. Resolution 2019-05-03: Acceptance of Unsolicited Offer to Purchase
	D. Resolution 2019-05-04: Tax Increment District Budgets
	E. Vestcor Presentation
<b>IV.</b>	<b>CHIEF EXECUTIVE OFFICER REPORT</b>
<b>V.</b>	<b>CHAIRMAN REPORT</b>
<b>VI.</b>	<b>DDRB BRIEFING</b> <i>Summary Memo Provided</i>
<b>VII.</b>	<b>OLD BUSINESS</b>
<b>VIII.</b>	<b>NEW BUSINESS</b>
<b>IX.</b>	<b>PUBLIC COMMENTS</b>
<b>X.</b>	<b>ADJOURN</b>



**Downtown Investment Authority**  
**City Hall at St. James Building,**  
**117 W. Duval Street, First Floor, Lynwood Roberts Room**  
**Jacksonville, FL. 32202**  
***Wednesday, May 15, 2019 – 1:00 p.m.***

**Community Redevelopment Agency**

***MEETING MINUTES***

**Board Members Present:** Craig Gibbs, Esq., Vice Chairman; Ron Moody, Secretary; Oliver Barakat; Todd Froats; Braxton Gillam, Dane Grey, Marc Padgett and Carol Worsham

**Board Members Absent:** Jim Bailey, Chairman

**Mayor's Staff:** Dr. Johnny Gaffney, Mayor's Office, Boards and Commission Liaison

**DIA Staff:** Brian Hughes, Office of the Mayor Chief of Staff and Interim Chief Executive Officer; Guy Parola, Operations Manager; and Karen Underwood-Eiland, Executive Assistant.

**City Staff:** Diane Moser, Director of employee Services

**Office of General Counsel:** John Sawyer, Esq.  
Meeting Convened Immediately Following DIA Meeting

**Community Redevelopment Board Meeting**

Interim CEO Hughes called the CRA Meeting to order.

**III. COMMUNITY REDEVELOPMENT AGENCY MEETING**

**A. APPROVAL OF THE APRIL 12, 2019 COMMUNITY REDEVELOPMENT AGENCY MEETING MINUTES.**

A MOTION WAS MADE BY BOARD MEMBER GREY AND SECONDED BY BOARD MEMBER PADGETT APPROVING THE APRIL 12, 2019 COMMUNITY REDEVELOPMENT AGENCY MEETING MINUTES.  
**THE MOTION PASSED UNANIMOUSLY 8-0-0.**

**B. APPROVAL OF THE APRIL 17, 2019 COMMUNITY REDEVELOPMENT AGENCY MEETING MINUTES**

A MOTION WAS MADE BY BOARD MEMBER GREY AND SECONDED BY BOARD MEMBER MOODY APPROVING THE APRIL 17, 2019 DIA MEETING MINUTES  
**THE MOTION PASSED UNANIMOUSLY 8-0-0.**

**C. RESOLUTION 2019-05-03 ACCEPTANCE OF UNSOLICITED OFFER TO PURCHASE.**

**RESOLUTION 2019-05-03**

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY (THE “DIA”) AUTHORIZING THE SALE OF DUVAL COUNTY TAX PARCEL 073794 0100 (“SITE”) TO RYAN COMPANIES US, INC., IN ACCORDANCE WITH THEIR FINANCIAL OFFER OF APRIL 9, 2019 OF TWO MILLION SIX HUNDRED THOUSAND AND ZERO DOLLARS (\$2,600,000.00); INSTRUCTING THE CHIEF EXECUTIVE OFFICER TO TAKE ALL NECESSARY ACTION IN CONNECTION THEREWITH TO EFFECTUATE THE PURPOSES OF THIS RESOLUTION; PROVIDING FOR AN EFFECTIVE DATE.**

A MOTION WAS MADE BY BOARD MEMBER MOODY AND SECONDED BY BOARD MEMBER GREY.

**THE MOTION PASSED UNANIMOUSLY 8-0-0.**

**D. RESOLUTION 2019-05-04: TAX INCREMENT DISTRICT BUDGETS**

**RESOLUTION 2019-05-04**

**RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY AS THE COMMUNITY REDEVELOPMENT AGENCY FOR THE NORTH BANK AND SOUTHSIDE COMMUNITY REDEVELOPMENT AREAS ADOPTING FISCAL YEAR 2019-2020 BUDGETS FOR THE DOWNTOWN EAST, NORTHWEST AND SOUTHSIDE TAX INCREMENT DISTRICTS; PROVIDING FOR AN EFFECTIVE DATE.**

A MOTION WAS MADE BY BOARD MEMBER MOODY AND SECONDED BY BOARD MEMBER PADGETT APPROVED RESOLUTION 2019-05-04.

**THE MOTION PASSED UNANIMOUSLY 8-0-0.**

A MOTION WAS MADE BY BOARD MEMBER FROATS AND SECONDED BY BOARD MEMBER MOODY TO ADD BOARD MEMBER GILLAM AS A MEMBER OF THE DIA FINANCE/BUDGET COMMITTEE.

**THE MOTION PASSED UNANIMOUSLY 8-0-0.**

**E. VESTCOR PRESENTATION<sup>1</sup>**

**RESOLUTION 2019-05-05**

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY (THE “DIA”) INSTRUCTING ITS CHIEF EXECUTIVE OFFICER (“CEO”) TO ISSUE A 30-DAYS NOTICE OF SOLICITATION FOR THE DISPOSITION OF AN APPROXIMATELY 3.45 ACRES OF CITY-OWNED REAL PROPERTY WITHIN THE LAVILLA DISTRICT OF DOWNTOWN JACKSONVILLE, HAVING DUVAL COUNTY TAX PARCEL NUMBERS 074846 0000, 07844 0000, 074843 0000, 074847 0000, THE WESTERN ½ OF 074828 0005, 074834 0000, 074830 0000, AND 074832 0000 (“SITE”); INSTRUCTING THE CHIEF EXECUTIVE OFFICER TO TAKE ALL NECESSARY ACTION IN CONNECTION THEREWITH TO EFFECTUATE THE PURPOSES OF THIS RESOLUTION; PROVIDING FOR AN EFFECTIVE DATE.**

A MOTION WAS MADE BY BOARD MEMBER MOODY AND SECONDED BY BOARD MEMBER BARAKAT APPROVING RESOLUTION 2019-05-05

**THE MOTION PASSED 7-0-1 (Board Member Gillam, Esq. abstained from voting)**

Interim Hughes stated that an appraisal can be done in 30 days and any questions about the specific terms will be taken up at the next meeting.

**IV. CHIEF EXECUTIVE OFFICER REPORT**

Interim CEO Hughes noted that whenever the Ryan funding deal is executed, that 2.6 million comes into the TIF and is added to the bottom line of the DIA’s balance sheet.

Moca is undergoing a lobby revamp and requested to present at the next meeting.

The process with CBRE related to a resolution that was passed to have Interim CEO Hughes engage a market analysis related to the old City Hall and Courthouse parcels process will be discussed at the next meeting.

**V. CHAIRMAN’S REPORT**

**NONE**

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<sup>1</sup> Presentation resulted in CRA Board adopting Resolution 2019-05-05

**VI. DDRB BRIEFING**

Guy Parola provided a memo summarizing the DDRB May 9<sup>th</sup> meeting. The next meeting will be held Wednesday, June 26, 2019 at 2:00 p.m. on the first floor in the Lynwood Roberts Room.

**VII. OLD BUSINESS**

NONE

**VIII. NEW BUSINESS**

NONE

**IX. PUBLIC COMMENTS**

Stanley Scott commented about historic artifacts, plaques for the African-American Community.

There being no further business, Vice Chairman Gibbs adjourned the DIA meeting at approximately 5:25 p.m.

*The written minutes for this meeting are only an overview of what was discussed. For verbatim comments of this meeting, a transcript is available upon request. Please contact Karen Underwood-Eiland, at (904) 255-5302,*



# Downtown Investment Authority

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## MEMORANDUM

**TO:** The Downtown Investment Authority Governing Board

**THROUGH:** Jim Bailey, Chair

**FROM:** Todd Froats, Chair, DIA Finance & Budget Committee  
Brian Hughes, Mayor's Chief of Staff, Interim DIA Chief Executive Officer

**RE:** Resolution 2019-05-01: DIA 2019-2020 Administrative Budget

**DATE:** May 15, 2019

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Attached please find Resolution 2019-05-01, adopting DIA's FY 2019-2020 Administrative Budget. The projected Administrative Budget is \$1,369,554 prior to reimbursement for supervisory allocations from the Office of Public Parking. This represents a 7% increase over the Fiscal Year 2018-2019 budget. This increase is primarily due to a 4.5% salary increase pursuant to existing agreements with the City's employee bargaining units.

Below are (a) current positions and staffing levels, and (b) proposed position changes.

Below is the current staffing:

- Chief Executive Officer: Interim CEO
- Operations Manager: Filled
- Manager of Finance and Compliance: Vacant
- Redevelopment Coordinator: Vacant
- Planner III: Vacant
- Market Analyst: Vacant
- Executive Assistant: Filled

Below is proposed staffing changes for Fiscal Year 2019-2020:

- Chief Executive Officer
- Operations Manager
- Manager of Finance and Compliance
- Redevelopment Coordinator
- ~~Planner III: Vacant~~ [Communications Coordinator](#)
- ~~Market Analyst: Vacant~~ [Accountant](#)
- Executive Assistant

*Attachments: Resolution 2019-05-01  
Fiscal Year 2019-2020 Administrative Budget*

**RESOLUTION 2019-05-01**

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY RECOMMENDING THAT THE JACKSONVILLE CITY COUNCIL APPROVE THE ATTACHED ADMINISTRATIVE AND OPERATIONAL BUDGET AS PART OF THE CITY’S OVERALL BUDGET APPROVAL; PROVIDING FOR AN EFFECTIVE DATE.**

**WHEREAS**, the Downtown Investment Authority (“DIA”) has been designated by the City of Jacksonville as the Community Redevelopment Agency for community redevelopment areas within the boundaries of Downtown pursuant to Ordinance 2012-364-E, and further granted authorities via Ordinance 2014-0560; and

**WHEREAS**, in order to promote economic development, private capital investment and otherwise fulfill the DIA’s purposes, the attached administrative and operational budget for Fiscal Year 2019-2020 is to be submitted by the DIA’s Chief Executive Officer for consideration by the Mayor’s Budget Review Committee and the Jacksonville City Council, **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 respectfully submits and recommends to the City Council of the City of Jacksonville the proposed Downtown Investment Authority Administrative and Operational Budget included as Attachment ‘A’.

**Section 3.** This Resolution shall become effective on the date it is signed by the Chair of the DIA Board.

WITNESS:

**DOWNTOWN INVESTMENT AUTHORITY**

\_\_\_\_\_

\_\_\_\_\_  
James Bailey, Chairman

\_\_\_\_\_  
Date

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

PROPOSED DIA ADMINISTRATIVE BUDGET

FY 19-20  
4.24.2019

Line	Budget Categories		FY 2018/2019 Adopted Budget	FY 2019/2020 Proposed Budget
1	Salaries		\$615,642	\$652,169
2				
3	Benefits		\$146,015	\$199,534
4				
5	Professional Services	DIAD011DIA (Sub Object 03109)	\$430,000	\$430,000
6		Updated Market / Feasibility Study	\$80,000	\$80,000
7		<a href="#">Downtown Master Parks Plan</a>	\$0	\$50,000
8		<a href="#">BID and CRA Plan 5-year Update</a>	\$0	\$200,000
9		Misc. - Surveys; Appraisals; etc.	\$75,000	\$75,000
10		<del>Real Estate Services &amp; Market Analysis</del>	<del>\$95,000</del>	\$0
11		<del>DRI Reporting &amp; Regulatory Compliance</del>	<del>\$30,000</del>	\$0
12		<del>DRI Comp Plan</del>	<del>\$150,000</del>	\$0
13		<a href="#">Marketing and Promotion</a>		\$25,000
14				
15	Travel Expense (Hotel/Airfare/Meals/Transportation)	DIAD011DIA (Sub Object 04002)	\$13,000	\$13,000
16		ICSC National Conference	\$0	\$1,500
17		International Downtown Association (IDA) Conference	\$0	\$1,650
18		Urban Land Institute (ULI) Conference	\$1,400	\$1,450
19		Florida Redevelopment Association (FRA) Conference	\$3,200	\$2,050
20		CDFA Fla. Roundtable	\$0	\$850
21		American Planning Association (APA) Conference	\$1,300	\$1,500
22		Jax Chamber Downtown Trips	\$1,650	\$2,500
23		CDFA National Conference	\$1,075	\$1,500
24		<del>Leadership Florida</del>	<del>\$1,450</del>	
25		<del>ABA</del>	<del>\$1,835</del>	
26		<del>FPZA</del>	<del>\$1,090</del>	
27				
28	Employee Training	DIAD011DIA (Sub Object 05401)	\$4,500	\$4,500
29				
30	Marketing & Promotions	DIAD011DIA (Sub Object 04801)	\$25,000	\$10,000
31		WJCT Promotion	\$5,000	
32		J Magazine	\$20,000	
33				
34	Event Contributions/Sponsorship	DIAD011DIA (Sub Object 04918)	\$10,000	\$25,000
35		Jazzfest After Dark	\$5,000	
36		Hispanic Cultural Film Festival	\$2,000	
37		LISC Community Development Awards	\$3,000	
38				
39	Misc		\$3,000	\$3,000
40	Transcription Services		\$15,000	\$18,000
41	Legal Notices		\$1,500	\$1,500
42	Office/Operating Supplies		\$3,500	\$3,500
43	Food		\$750	\$750
44	Memberships/Dues/Subscriptions		\$8,500	\$8,601
45				
46	<b>Total Budget Submitted</b>		<b>\$1,276,407</b>	<b>\$1,369,554</b>
47				
48	Supervisory Allocation (From SF 412)	DIAD011DIA (Sub Object 09900)	-\$51,077	-\$51,077
49				
50	<b>Total Budget Less Reimbursement</b>		<b>\$1,225,330</b>	<b>\$1,318,477</b>



**RESOLUTION 2019-05-02**

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY RECOMMENDING THAT THE JACKSONVILLE CITY COUNCIL APPROVE THE CITY'S FINANCIAL CONTRIBUTION TO DOWNTOWN VISION, INC. ("DVI") AS IDENTIFIED IN DVI'S 2019-2020 BUDGET; RECOMMENDING THAT THE JACKSONVILLE CITY COUNCIL APPROVE DVI'S 2019-2020 ANNUAL BUDGET INCLUDED AS ATTACHMENT 'A'; PROVIDING FOR AN EFFECTIVE DATE.**

**WHEREAS**, DVI provides public services within the Downtown Business Improvement District ("BID") in accordance with the Enhanced Municipal Services Agreement ("Agreement"), including, but not limited to, cleaning, marketing, event planning, and the Ambassador Program; and

**WHEREAS**, the City Council, pursuant to Ordinance 1999-1175-E, created the Downtown BID; authorized the imposition of Special Assessments within the BID; and made certain findings of fact as to the benefit to be derived from property owners within the BID; and authorized execution of the Agreement; and

**WHEREAS**, the City Council reauthorized the Enhanced Municipal Services Agreement between Downtown Vision, Inc. and the City through Ordinance 2005-785-E, Ordinance 2012-422-E and Ordinance 2019-97-E; and

**WHEREAS**, the Downtown Investment Authority ("DIA") has been designated by the as the Community Redevelopment Agency for community redevelopment areas within the boundaries of Downtown pursuant to Ordinance 2012-364-E, and further granted authorities via Ordinance 2014-0560-E; and

**WHEREAS**, the DIA finds that DVI provides valuable, enhanced public services to property owners within the BID that could not effectively be provided without financial support from the City, 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 recommends that the City of Jacksonville continue its financial contribution equal to 1.1 mils of the assessed value of City property within DVI's Business Improvement District.

**Section 3.** The DIA recommends that the City Council approve DVI's Fiscal Year 2019-2020 Budget included as Attachment 'A'.

**Section 4.** This Resolution, 2019-05-02, Shall become effective on the date it is signed by the Chair of the DIA Board.

WITNESS:

**DOWNTOWN INVESTMENT AUTHORITY**

\_\_\_\_\_

\_\_\_\_\_  
Craig Gibbs, Vice Chairman

May 15, 2019  
Date

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



*Downtown  
Vision,  
Incorporated*

**ATTACHMENT A  
RESOLUTION 2019-05-02**

May 3, 2019

**Chair**  
**Teresa Durand-Stuebben**  
*DIRTT*

**Vice Chair**  
**Oliver Barakat**  
*CBRE*

**Secretary**  
**Erik Higgins**  
*Gresham Smith*

**Treasurer**  
**Numa Saisselin**  
*Florida Theatre*

**Board Members**

**Bill Adams**  
*Gunster Law Firm*

**Zach Ashourian**  
*Ash Properties*

**John Blount**  
*First Baptist Church*

**Councilmember Lori Boyer**  
*Jacksonville City Council*

**Stephen Crosby**  
*InvestJax*

**Nathaniel P. Ford**  
*Jacksonville Transportation  
Authority*

**Jan Hanak**  
*Regency Centers*

**Brian Hughes**  
*Downtown Investment Authority*

**Traci Jenks**  
*Cushman & Wakefield*

**Asst. Chief Jimmy Judge**  
*Jacksonville Sheriff's Office*

**Vince McCormack**  
*Perdue Office Interiors*

**Ryan McIntyre**  
*Vystar Credit Union*

**Bill Prescott**  
*Heritage Capital Group*

**John Ream**  
*The Connect Agency*

**Dawn Southworth**  
*Omni Jacksonville Hotel*

**Kerri Stewart**  
*JEA*

**Chief Don Tuten**  
*Jacksonville Sheriff's Office*

**Aundra Wallace**  
*JaxUSA Partnership*

Brian Hughes, CEO  
Downtown Investment Authority  
117 W. Duval Street, #310  
Jacksonville, FL 32202

Re: Downtown Vision budget for Fiscal Year 2019-2020 (FY19/20)

Dear Mr. Hughes,

On behalf of the Board of Directors of Downtown Vision, please accept the following budget documents for Downtown Vision for the fiscal year 2019-2020:

1. Budget Office Form Schedule AD AE
2. FY19/20 Budget for Downtown Vision
3. Budget Comparison for FY18/19 and FY19/20
4. Historic City of Jacksonville contribution to Downtown Vision

These budget documents were approved at our recent meeting of our board of directors on Wednesday March 27, 2019. We now seek approval from the DIA board of directors, and eventually Mayor's Office and City Council.

As you know, commercial property owners in our Downtown business improvement district pay a 1.1 mils assessment on the taxable value of their property to Downtown Vision. These funds are used to complete our mission of keeping Downtown clean and safe, marketing Downtown to promote investment and ensuring a better overall Downtown experience.

The City of Jacksonville is the largest landowner within the district and we provide the same services to the City as we do to private property owners, if not more. We are thrilled that since 2017, the City of Jacksonville has contributed the full amount of the assessment on its properties in the district (with a credit for the fair market value of Downtown Vision office space in the city-owned Ed Ball Building).

We also believe it's a very wise investment -- Downtown Vision leverages more than \$3 in private funds from commercial property owners for every \$1 contributed by the City. We are all working towards the same goal.

We hope the Downtown Investment Authority and the City of Jacksonville warmly receives this year's request to continue to match the same formula calculation paid

*Downtown  
Vision,  
Incorporated*

by private property owners. We believe this additional support will be directly beneficial to the DIA in reaching the redevelopment goals for Downtown Jacksonville laid out in your CRA and BID Plans.

Thank you for all your hard work for our City. With you working closely with Mayor Lenny Curry, City Council and DIA, Downtown Jacksonville is improving every day.

We look forward to our continued partnership to help make Downtown Jacksonville a better place to live, work, visit and invest.

Sincerely,

A handwritten signature in black ink, consisting of a stylized 'J' and 'G' followed by a horizontal line extending to the right.

Jacob A. Gordon Esq.  
CEO

Cc: Jim Bailey, Chairman, Downtown Investment Authority

**BUSINESS IMPROVEMENT DISTRICT  
(DOWNTOWN VISION)  
JACKSONVILLE, FLORIDA  
BUDGET – FISCAL YEAR 2019/20**

**ESTIMATED REVENUES**

**DVI PROPOSED**

Assessed Properties (1)	\$ 902,587
City of Jacksonville (2)	\$ 461,884
Other Sources (3)	\$ 275,421
<b>Total Estimated Revenues</b>	<b><u>\$1,639,892</u></b>

Schedule AD

**APPROPRIATIONS**

	Clean, Safe and Attractive (4)	Marketing, Promotions, Special Projects (5)	Business & Stakeholder Support (6)	Management & General (7)	Total
Personnel Services	\$93,046	\$238,499	\$140,450	\$55,934	\$527,929
Operating Expenses	\$688,332	\$250,360	\$139,058	\$34,214	\$1,111,963
<b>Total Appropriations</b>	<b><u>\$781,377</u></b>	<b><u>\$488,859</u></b>	<b><u>\$279,507</u></b>	<b><u>\$90,148</u></b>	<b><u>\$1,639,892</u></b>

- (1) Commercial property owners in DVI's Downtown district pay 1.1 mils of their property's assessed value to DVI.
- (2) This reflects a contribution from the City of Jacksonville equal to 1.1 mils of the value of the City's owned property (minus a rent credit of \$33,988 for Downtown Vision's office space in the Ed Ball Building.)
- (3) This represents all other income for Downtown Vision, including fee-for-service contracts, voluntary contributions from exempt organizations, grants, sponsorships and revenues generated from special events.
- (4) These contracted services include a team of Clean & Safe Ambassadors, a supervising project manager, uniforms, supplies and equipment. This line item includes 50% of the Director of District Services salary plus 25% of administrative budget.
- (5) Includes salaries for Vice President of Marketing, Communications Manager, Events Manager and includes 25% of the admin budget.
- (6) Includes salary for Director of Experience, 50% of Director of District Services and 25% of admin budget.
- (7) This represents 25% of the admin budget. The admin budget includes the CEO and Business Administrator positions.

Schedule AE

## Downtown Vision, Inc. FY19/20 Budget

Downtown Vision FY19/20 Budget							BUDGETED 19/20
<b>REVENUES</b>							
City of Jacksonville Request (1)							\$ 461,884
Private Commercial Properties - Assessed at 1.1 mils (2)							\$ 902,587
Contracted Services (3)							\$ 53,189
Voluntary Contributions, Sponsorships & Event Income (4)							\$ 221,752
Interest Income							\$ 480
<b>TOTAL REVENUES</b>							<b>\$1,639,892</b>
	<b>Clean, safe and Attractive (5)</b>	<b>Mktg, Promotions, special projects (6)</b>	<b>Business/ Stakeholder Support (7)</b>	<b>Total Programs</b>	<b>Management &amp; General (8)</b>		
<b>EXPENDITURES</b>							
Salaries	\$ 69,624	\$ 173,126	\$ 104,620	\$ 347,369	\$ 42,876		\$ 390,244
Employee Benefits	\$ 15,966	\$ 46,832	\$ 24,626	\$ 87,423	\$ 8,467		\$ 95,890
Payroll Taxes/Workers' Comp	\$ 7,457	\$ 18,542	\$ 11,205	\$ 37,203	\$ 4,592		\$ 41,795
Total Salaries & Related Expenses	\$ 93,046	\$ 238,499	\$ 140,450	\$ 471,995	\$ 55,934		\$ 527,929
Professional Fees and Contract Services	\$ 650,962	\$ 35,448	\$ 8,172	\$ 694,582	\$ -		\$ 694,582
Supplies/Equip. & Postage	\$ 5,291	\$ 5,291	\$ 5,291	\$ 15,872	\$ 5,291		\$ 21,163
Telephone & Internet	\$ 2,085	\$ 2,085	\$ 2,085	\$ 6,255	\$ 2,085		\$ 8,340
Computers	\$ 3,162	\$ 3,162	\$ 3,162	\$ 9,486	\$ 3,162		\$ 12,648
Insurance	\$ 2,690	\$ 2,690	\$ 2,690	\$ 8,070	\$ 2,690		\$ 10,760
Rent	\$ 3,153	\$ 3,153	\$ 3,153	\$ 9,458	\$ 3,153		\$ 12,610
Accounting/Banking Services	\$ 6,275	\$ 6,275	\$ 6,275	\$ 18,825	\$ 6,275		\$ 25,100
Meetings	\$ 1,500	\$ 1,500	\$ 1,500	\$ 4,500	\$ 1,500		\$ 6,000
Travel/Conferences/Professional Development	\$ 7,545	\$ 7,545	\$ 7,545	\$ 22,635	\$ 7,545		\$ 30,180
Memberships & Subscriptions	\$ 2,514	\$ 2,514	\$ 2,514	\$ 7,541	\$ 2,514		\$ 10,054
Program Support	\$ 3,156	\$ 180,698	\$ 96,672	\$ 280,526	\$ -		\$ 280,526
<b>TOTAL EXPENDITURES</b>	<b>\$ 781,377</b>	<b>\$ 488,859</b>	<b>\$ 279,507</b>	<b>\$ 1,549,744</b>	<b>\$ 90,148</b>		<b>\$ 1,639,892</b>
<b>% of Total</b>	<b>48%</b>	<b>30%</b>	<b>17%</b>	<b>95%</b>	<b>5%</b>		
<b>REVENUES OVER EXPENDITURES/Gap Fund</b>							<b>\$0</b>
(1) This amount reflects a full contribution from the City equal to 1.1 mils of the value of the City's owned property (minus a rent credit of \$33,988 for Downtown Vision's space in the Ed Ball Building.) (2) Commercial property owners in DVI's Downtown district pay 1.1 mils of their property's assessed value to DVI. (3) Includes contracts with General Services Administration (GSA) for federal courthouse and JTA for Skyway Ambassador services (4) Includes all others revenue such as grants, sponsorships and event revenue plus voluntary monetary contributions from exempt organizations such as JEA, First Baptist Church, JAX Chamber and Jesse Ball DuPont Fund. (5) Includes Clean & Safe Ambassador team, a supervising operations director, uniforms, supplies and equipment and includes 50% of the Director of District Services salary plus 25% of admin budget. (6) Includes salaries for Vice President of Marketing, Communications Manager and Events Manager. Includes 25% of the admin budget. (7) Includes salary for Experience Manager, 50% of Vice President of District Services, and 25% of admin budget. (8) Includes 25% of the admin budget. The admin budget includes the CEO and Business Administrator positions.							

**Downtown Vision  
FY 18/19 vs. FY 19/20**

	<b>Adopted FY18/19</b>	<b>Proposed FY19/20</b>	<b>Increase (Decrease)</b>	<b>Notes</b>
<b>REVENUES</b>				
City of Jacksonville	\$ 456,775	\$ 461,884	\$5,109	Represents the City's historic contribution to Downtown Vision since FY 2011
Private Commercial Properties (1.1 mils)	\$ 794,285	\$ 902,587	\$108,302	Based on increase in assessed value of properties in the Downtown Improvement District
Interest Income	\$ 480	\$ 480	\$0	Anticipating continued low interest rates
Contracted Services	\$ 41,251	\$ 53,189	\$11,938	Includes payments from General Services Administration (GSA) for assistance around Federal Courthouse. Increase is new pilot project with JTA for Ambassadors at some Skyway stations.
Other Sources	\$ 195,243	\$ 221,752	\$26,509	Includes all others revenue, including grants, sponsorships, event revenue and voluntary contributions from exempt organizations like JEA, First Baptist Church, JaxChamber, Police and Fire Pension Fund and Jesse Ball DuPont Fund. Increase due to increased revenue projected from annual DTJax Gala fundraiser.
<b>TOTAL REVENUES</b>	<b>\$ 1,488,034</b>	<b>\$ 1,639,892</b>	<b>\$151,858</b>	
<b>EXPENDITURES</b>				
Salaries	\$ 342,807	\$ 390,244	\$47,437	Increase due to one new staff member to oversee experience creation opportunities downtown
Employee Benefits	\$ 76,472	\$ 95,890	\$19,418	Increase due to increased cost of health insurance, benefits and increased participation in 401k program.
Payroll Taxes/Worker's Comp	\$ 36,061	\$ 41,795	\$5,734	Increase due to increase in staffing costs
Total Salaries & Related Expenses	\$ 455,340	\$ 527,929	\$72,589	
Professional Fees & Contract Services	\$ 679,291	\$ 694,582	\$15,291	Includes Ambassador contract and other costs such as Downtown Map/Guide, advertising, graphic design support, consulting, marketing support and printing reports, rack cards and marketing collateral.
Supplies, Printing & Postage	\$ 21,116	\$ 21,163	\$47	Includes office supplies, stationery, copier, water cooler, postage meter, postage, bulk mail, UPS, courier fees
Telephone & Internet	\$ 8,340	\$ 8,340	\$0	Includes phone lease, internet, local and long distance
Computers	\$ 9,670	\$ 12,648	\$2,978	Includes website management, software fees, email hosting and server maintenance
Insurance	\$ 13,160	\$ 10,760	(\$2,400)	Includes D&O, liability, property, theft and event insurance.
Rent	\$ 12,610	\$ 12,610	\$0	Includes rent for offices in Ed Ball Building
Accounting, Banking Services & Payroll	\$ 25,868	\$ 25,100	(\$768)	Includes audit, payroll expenses, licenses and bank fees.
Meetings	\$ 6,000	\$ 6,000	\$0	Includes Board meetings, committee meetings, stakeholder meetings and board retreat
Travel/Conferences/Professional Development	\$ 21,925	\$ 30,180	\$8,255	Includes conference expenses, lodging and travel expenses. Increase due to leadership initiatives/trainings including Urban Land Institute (ULI) and International Downtown Association (IDA) for CEO, Vice President of Marketing and Vice President of District Services
Memberships & Subscriptions	\$ 8,054	\$ 10,054	\$2,000	Also includes funding for membership in JaxChamber, Urban Land Institute and International Downtown Association and subscriptions for local papers and downtown-related journals such as Florida Times-Union and Jacksonville Business Journal
Program Support	\$ 226,660	\$ 280,526	\$53,866	Items include \$145,000 for events and promotions such as Art Walk, Jazz Fest After Dark, Trick or Treat on the Street and DTJax Gala. Increase is related to Lively and Beautiful Sidewalks (LABS) initiative for more experience creation" in the public realm, including placemaking and beautification initiatives
<b>SUBTOTAL EXPENDITURES</b>	<b>\$ 1,488,034</b>	<b>\$ 1,639,892</b>	<b>\$151,858</b>	
<b>Contingency</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$0</b>	
<b>TOTAL EXPENDITURES</b>	<b>\$ 1,488,034</b>	<b>\$ 1,639,892</b>	<b>\$151,858</b>	
<b>Variance</b>	<b>\$ -</b>	<b>\$ 0</b>	<b>\$0</b>	

**Downtown Vision  
History of Revenues  
from City of Jacksonville**

Fiscal Year	Private Assessments (Budgeted)	Assessed Value of City Property	City Assessments (Due) (1.1mils)	City Assessments (Paid)	Millage Rate Paid by COJ	Other \$ (Note 1, 2)	Actual City Contribution	Actual Millage	City Assessment Diff From Millage (Note 3)	DVI Adopted Budget (Note 4)
FY 00/01	\$778,970	\$139,318,182	\$153,250	\$153,250	1.1	\$0	\$153,250	1.1	\$0	\$983,140
FY 01/02	\$740,000	\$130,045,455	\$143,050	\$143,050	1.1	\$0	\$143,050	1.1	\$0	\$956,478
FY 02/03	\$734,000	\$156,824,545	\$172,507	\$172,507	1.1	\$0	\$172,507	1.1	\$0	\$1,090,950
FY 03/04	\$775,000	\$174,746,364	\$192,221	\$192,221	1.1	\$0	\$192,221	1.1	\$0	\$1,116,746
FY 04/05	\$781,948	\$201,148,182	\$221,263	\$221,263	1.1	\$0	\$221,263	1.1	\$0	\$1,159,737
FY 05/06	\$735,492	\$214,837,273	\$236,321	\$236,321	1.1	\$0	\$236,321	1.1	\$0	\$1,159,737
FY 06/07	\$786,284	\$219,482,727	\$241,431	\$241,431	1.1	\$0	\$241,431	1.1	\$0	\$1,132,013
FY 07/08	\$825,600	\$208,860,909	\$229,747	\$229,747	1.1	\$0	\$229,747	1.1	\$0	\$1,150,521
FY 08/09	\$892,413	\$330,055,455	\$363,061	\$229,747	0.7	\$0	\$229,747	0.7	-\$133,314	\$1,212,356
FY 09/10	\$950,000	\$310,965,455	\$342,062	\$229,747	0.7	\$39,587	\$269,334	0.9	-\$72,728	\$1,253,886
FY 10/11	\$840,000	\$295,737,273	\$325,311	\$229,747	0.8	\$79,175	\$308,922	1.0	-\$16,389	\$1,203,629
FY 11/12	\$750,000	\$270,883,636	\$297,972	\$229,747	0.8	\$81,913	\$311,660	1.2	\$13,688	\$1,183,568
FY 12/13	\$686,000	\$242,986,364	\$267,285	\$229,747	0.9	\$81,913	\$311,660	1.3	\$44,375	\$1,297,405
FY 13/14	\$686,000	\$250,729,355	\$275,802	\$229,747	0.9	\$81,913	\$311,660	1.2	\$35,858	\$1,246,962
FY 14/15	\$686,000	\$421,943,650	\$464,000	\$311,660	0.7	\$0	\$311,660	0.7	-\$152,340	\$1,242,083
FY 15/16	\$720,000	\$439,806,863	\$481,498	\$311,660	0.7	\$0	\$311,660	0.7	-\$169,838	\$1,323,699
FY 16/17	\$733,108	\$434,850,748	\$478,336	\$311,660	0.7	\$33,988	\$345,648	0.8	-\$132,688	\$1,188,133
FY 17/18	\$769,627	\$447,708,427	\$492,479	\$458,491	1.1	\$33,988	\$492,479	1.1	\$0	\$1,448,380
FY18/19	\$794,285	\$446,148,182	\$490,763	\$456,775	1.1	\$33,988	\$490,763	1.1	\$0	\$1,488,034
<b>FY19/20 (proposed)</b>	<b>\$902,587</b>	<b>\$450,792,727</b>	<b>\$495,872</b>	<b>\$461,884</b>	<b>1.1</b>	<b>\$33,988</b>	<b>\$495,872</b>	<b>1.1</b>	<b>\$0</b>	<b>\$1,639,892</b>

- NOTES**
1. The "Other \$" column from FY 09/10 to FY 13/14 reflects a grant from City of Jacksonville for additional ambassadors.
  2. The "Other \$" column for FY 16/17 to FY 17/18, reflects a rental credit for Downtown Vision's lower-than-market rent in the Ed Ball Building as requested by City Council in FY 16/17.
  3. From FY 08/09 through FY 16/17, the City of Jacksonville underpaid its 1.1 mil assessment by a total of \$583,376.
  4. During the past 15 years, Downtown Vision, Inc. leverages over \$3 in private assessments for every \$1 paid by the City of Jacksonville.





**Downtown Investment Authority**  
**City Hall at St. James Building,**  
**117 W. Duval Street, First Floor, Lynwood Roberts Room**  
**Jacksonville, FL. 32202**  
***Wednesday, May 15, 2019 – 1:00 p.m.***

**Downtown Investment Authority**

***MEETING MINUTES***

**Board Members Present:** Craig Gibbs, Esq., Vice Chairman; Ron Moody, Secretary; Oliver Barakat; Todd Froats; Braxton Gillam, Dane Grey, Marc Padgett and Carol Worsham

**Board Members Absent:** Jim Bailey, Chairman

**Mayor's Staff:** Dr. Johnny Gaffney, Mayor's Office, Boards and Commission Liaison

**DIA Staff:** Brian Hughes, Office of the Mayor Chief of Staff and Interim Chief Executive Officer; Guy Parola, Operations Manager; and Karen Underwood-Eiland, Executive Assistant.

**City Staff:** Diane Moser, Director of Employee Services

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

Meeting Convened: 1:00 p.m.

**I. CALL TO ORDER**

Vice Chairman Craig Gibbs called the DIA meeting to order at 1:00 p.m.

**II. DOWNTOWN INVESTMENT AUTHORITY REGULAR MEETING**

**A. CHIEF EXECUTIVE OFFICER CANDIDATE INTERVIEWS**

Interim CEO Hughes stated that the candidates were scheduled in order to deal with their travel arrangements. Each candidate has a 5 to 10 minutes introduction and the rest of the time is for member's questions and answers. Scoring sheets will be given to Diane Moser, Employees Services and she will come back to report the ranking order based on the score sheets.

- i. Candidate A** – Gregory Flisram, Senior Vice President with Economic Development Corporation of Kansas City, Missouri
- ii. Candidate B** – Kevin Hanna, President/CEO Donaldson Development Group LLC.
- iii. Candidate C** – Lori Boyer, Council Member District 5

Diane Moser, Employee Services provided the ranking of the score sheets to Chairman Gibbs.

Lori Boyer was selected to lead the Downtown Investment Authority and will enter a 30-to 60-day contract negotiation with the DIA Board. She is term limited and will leave the City Council on June 30, replacing inter CEO Brian Hughes.

A MOTION WAS MADE BY BOARD MEMBER BARAKAT AND SECONDED BY BOARD MEMBER MOODY APPROVING LORI BOYER AS CHIEF EXECUTIVE OFFICER OF THE DOWNTOWN INVESTMENT AUTHORITY.

**THE MOTION PASSED UNANIMOUSLY 8-0-0.**

**B. APPROVAL OF THE APRIL 17, 2019 DOWNTOWN INVESTMENT AUTHORITY MINUTES**

A MOTION WAS MADE BY BOARD MEMBER GREY AND SECONDED BY BOARD MEMBER MOODY APPROVING THE APRIL 17, 2019 DIA MEETING MINUTES

**THE MOTION PASSED UNANIMOUSLY 8-0-0.**

**C. RESOLUTION 2019-05-01: DIA ADMINISTRATIVE BUDGET**

**RESOLUTION 2019-05-01**

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY RECOMMENDING THAT THE JACKSONVILLE CITY COUNCIL APPROVE THE ATTACHED ADMINISTRATIVE AND OPERATIONAL BUDGET AS PART OF THE CITY'S OVERALL BUDGET APPROVAL; PROVIDING FOR AN EFFECTIVE DATE.**

Mr. Parola brought for the Resolution 2019-05-01. He discussed unfilled positions within the department.

Interim CEO Hughes reported that a serious effort is being prepared toward the year ahead.

A MOTION WAS MADE BY BOARD MEMBER PADGETT AND SECONDED BY BOARD MEMBER FROATS APPROVING RESOLUTION 2019-05-01

**THE MOTION PASSED UNANIMOUSLY 8-0-0.**

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**D. RESOLUTION 2019-05-02: DOWNTOWN VISION, INC. BUDGET**

**RESOLUTION 2019-05-02**

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY RECOMMENDING THAT THE JACKSONVILLE CITY COUNCIL APPROVE THE CITY'S FINANCIAL CONTRIBUTION TO DOWNTOWN VISION, INC. ("DVI") AS IDENTIFIED IN DVI'S 2019-2020 BUDGET; RECOMMENDING THAT THE JACKSONVILLE CITY COUNCIL APPROVE DVI'S 2019-2020 ANNUAL BUDGET INCLUDED AS ATTACHMENT 'A'; PROVIDING FOR AN EFFECTIVE DATE**

Jake Gordon Downtown Vision CEO provided a handout and was present to answer any questions.

A MOTION WAS MADE BY BOARD MEMBER GREY AND SECONDED BY BOARD MEMBER PADGETT APPROVING RESOLUTION 2019-05-02.

**THE MOTION PASSED 7-0-1 (Board Member Barakat Abstained)**

*The written minutes for this meeting are only an overview of what was discussed. For verbatim comments of this meeting, a transcript is available upon request. Please contact Karen Underwood-Eiland, at (904) 255-5302, or by email at [karenu@coj.net](mailto:karenu@coj.net).*

**RESOLUTION 2019-05-03**

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY (THE “DIA”) AUTHORIZING THE SALE OF DUVAL COUNTY TAX PARCEL 073794 0100 (“SITE”) TO RYAN COMPANIES US, INC., IN ACCORDANCE WITH THEIR FINANCIAL OFFER OF APRIL 9, 2019 OF TWO MILLION SIX HUNDRED THOUSAND AND ZERO DOLLARS (\$2,600,000.00); INSTRUCTING THE CHIEF EXECUTIVE OFFICER TO TAKE ALL NECESSARY ACTION IN CONNECTION THEREWITH TO EFFECTUATE THE PURPOSES OF THIS RESOLUTION; PROVIDING FOR AN EFFECTIVE DATE.**

**WHEREAS**, DIA is the designated Community Redevelopment Agency for the North Bank CRA, to which a Community Redevelopment Plan was adopted by Ordinance 2014-560-E; and

**WHEREAS**, the City owns an approximately 1.52-acre parcel of undeveloped real property identified by Duval County Tax Parcel Number 073794 0100 (“Site”); and

**WHEREAS**, the DIA received an unsolicited offer to purchase the Site from Ryan Companies US, Inc., the general terms of which are attached hereto as Exhibit “A”; and

**WHEREAS**, in response to the aforementioned unsolicited offer, the DIA adopted Resolution 2019-04-01, instructing its Chief Executive Officer to have issued a 30-day notice for the solicitation of proposals pursuant to Section 163.380(3)(a), Florida Statutes, Section 122.434(a), Jacksonville Code of Ordinances, and Section 122.434(b), Jacksonville Code of Ordinances; and

**WHEREAS**, the 30-day notice period has been satisfied, resulting in no further proposals; and

**WHEREAS**, the DIA finds that this Resolution is consistent with and in furtherance of the North Bank and Southside Community Redevelopment Area Plans, and more specifically with the following Redevelopment Goal: and

**Redevelopment Goal No. 1**

Reinforce Downtown as the City’s unique epicenter for business, history, culture, education, and entertainment, NOW THEREFORE

[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]

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

**Section 1.** The DIA affirms that the aforementioned recitals are true and correct.

**Section 2.** The DIA approves the sale of the Site to Ryan Companies US, Inc., in accordance with their financial offer of April 9, 2019 of two million six hundred thousand and zero dollars (\$2,600,000) for fee simple title of the Site.

**Section 3.** The DIA instructs its Chief Executive Officer to take all necessary action to effectuate the purpose of this Resolution.

**Section 4.** The Effective Date of this Resolution is the date upon execution of this Resolution by the Chair of the Downtown Investment Authority.

WITNESS:

DOWNTOWN INVESTMENT AUTHORITY

\_\_\_\_\_

\_\_\_\_\_  
Jim Bailey, Chairman

\_\_\_\_\_  
Date

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



# LOCATION MAP

## RESOLUTION 2019-05-03

### LEGEND

-  SITE
-  TAX PARCELS



One Independent Drive  
Suite 1200  
Jacksonville, Florida 32202

P (904) 301.1269  
F (904) 301.1279  
www.drivermcafee.com

April 9, 2019

Brian Hughes, CEO  
Downtown Investment Authority  
117 West Duval Street, Suite 310  
Jacksonville, FL 32202

Re: Proposal to Purchase City-Owned Property at 337 West Adams Street  
Tax Parcel 073794-0100 (the "Property")

Mr. Hughes:

On behalf of our client, Ryan Companies US, Inc., a Minnesota corporation ("Ryan"), we have been authorized to submit this proposal to the Downtown Investment Authority ("DIA") in its capacity as the Downtown Community Redevelopment Agency ("CRA"). Ryan proposes to purchase the City-owned Property located at the northeast corner of North Pearl Street and West Adams Street within the North Bank Downtown Redevelopment Area pursuant to Section 163.380, Florida Statutes, and Section 122.434, City of Jacksonville Code of Ordinances (the "Proposal").

### **Proposed Project**

The Property is located in the Central Civic Core (the "Civic Core") of the Downtown Overlay adjacent to Duval County Courthouse site. This neighborhood is meant to be Downtown's premier cultural and entertainment district. Among the objectives of the CRA and Civic Core in particular are the eradication of blighted areas, elimination of surface parking lots, and the provision of additional parking facilities for Downtown visitors and workers with a focus on strong pedestrian and urban design features.

In furtherance of these objectives and in keeping with the theme of the Civic Core, Ryan proposes to redevelop the Property as the new JEA corporate headquarters (the "JEA HQ"). This catalyst project in the heart of the Civic Core will transform an unattractive and nonconforming surface parking lot with a modern built-to-suit office while supporting JEA's continued growth. With space for approximately 760 employees, the JEA HQ keep the JEA employees and their customers in the Civic Core.

The new JEA HQ will enhance JEA's daily operations and organizational effectiveness, resulting in better service to customers and employees. Conveniently located with essential access to multiple forms of public transportation, the JEA HQ will provide customers with convenient and secure access to JEA services. Features include a customer service center, display areas for product and services, a bid receipt and opening office as well as bid meeting space. Utilizing state-

of-the-art design with a focus on wellness initiatives, the JEA HQ will support the efficient provision of JEA services by attracting and retaining an engaged service-oriented workforce. Highlights include a call center for more than 100 agents, flex space for a training center, and an auditorium that can be utilized as an emergency operations center, all designed with innovative safety and security features, a variety of work stations supporting individual and collaborative styles, and access to daylighting and outdoor spaces.

### **Consistency with CRA Plan**

The JEA HQ furthers each of the established redevelopment goals of the Downtown CRA Plan.

Redevelopment Goal No. 1: Reinforce Downtown as the City's unique epicenter for business, history, culture, education, and entertainment. The JEA HQ will increase opportunities for Downtown employment throughout the redevelopment process and thereafter in ongoing operation of the facility. The JEA HQ will provide space for approximately 760 employees with design features specifically targeted toward attraction and retention of a dedicated workforce. It further includes a service center and bid processing space encouraging the public to visit the Civic Core to engage in business. Finally, the JEA HQ will eliminate an unattractive surface parking lot and establish new parking facilities.

Redevelopment Goal No. 2: Increase rental and owner-occupied housing Downtown, targeting key demographic groups seeking a more urban lifestyle. The expansion of job opportunities in the Civic Core fulfills one of the benchmarks required to achieve the broader goal of attracting more residents to the Downtown area. Adding density to the Civic Core further supports the establishment of neighborhood retail which is essential to the support of Downtown residents.

Redevelopment Goal No. 3: Simplify the approval process for Downtown development and improve departmental and agency coordination. The JEA HQ provides public land for development and enables Ryan to become a partner in fulfilling a key initiative for the JEA. It features a privately-developed office building which supports Downtown's commercial and residential base. The JEA HQ fosters alliances and relationships between governmental officials and staff by bringing JEA next door to City offices located in the Ed Ball Building and a short distance from City Hall.

Redevelopment Goal No. 4: Improve walkability/bike-ability and connectivity to adjacent neighborhoods and the St. Johns River while creating highly walkable nodes. The JEA HQ supports achievement of benchmarks for achieving this goal including increasing real estate value, providing private capital investment, increasing the number of observable pedestrians in the Civic Core which should have the added effect of increasing desirable street activity during and outside of business hours. The JEA HQ will bring an immediate influx of hundreds of employees and visitors encouraging an active street life, which, in turn, will create an environment of growth for other restaurant, retail and entertainment business Downtown.



Redevelopment Goal No. 5: Establish a waterfront design framework to ensure a unique experience and sense of place. The JEA HQ will keep approximately 760 employees in the Civic Core, maintaining the observed number of pedestrians, desirable street activity, and utilization of public open spaces and amenities such as the Riverwalk.

Redevelopment Goal No. 6: Maintain a clean and safe 24-7 Downtown for residents, workers, and visitors. The JEA HQ will improve the pedestrian experience at street level by eliminating an unsightly surface parking lot and replacing it with a building utilizing urban design principles including appropriate building transparency and lighting. The JEA HQ will promote a greater sense of activity and public safety by bringing approximately 760 employees and visitors to the area, which, in turn, will support and attract additional commercial, service, residential and transportation uses.

Redevelopment Goal No. 7: Use planning and economic development policies to promote design for healthy living. The JEA HQ puts people first with design considerations including access to daylighting and outdoor spaces, a focus on safety and security, and establishment of workspaces that facilitate a variety of styles including collaborative environments. The JEA HQ provides the public with enhanced access to services through its new customer service center and bid processing facilities, which are supported by new parking facilities and close proximity to a variety of public transportation options.

### **Ryan Experience and Ability to Complete JEA HQ**

The JEA HQ will be constructed and owned by Ryan, a company founded in 1938 with sixteen offices nationwide including an office in Florida. Ryan has a strong track record of more than 30 million square feet of built-to-suit work with a full range of services including design, development, construction, finance, and management. In 2018, Ryan realized more than \$1.7 billion in revenue and has completed over 167 built-to-suit projects with a value of \$4 billion.

Ryan's build-to-suit utilities clients include MidAmerican Energy, Minnesota Energy Resources, Alliant Energy and Tuscon Electric Power. A sample of Ryan's representative projects are included in Appendix 1. Additional information regarding the company's history, leadership team, services, and past projects can be found at [www.ryancompanies.com](http://www.ryancompanies.com).

Ryan anticipates a loan-to-cost percentage of 80 to 85% for the JEA HQ and will fund the balance of the JEA HQ cost. A letter of reference from Wells Fargo expressing their interest in the JEA HQ and history with Ryan is included as Appendix 2. Further inquiries may be directed to Glenn Sansburn, Senior Vice President, at [glenn.a.sansburn@wellsfargo.com](mailto:glenn.a.sansburn@wellsfargo.com) and (612) 316-4148.

### **Financial Offer**

Ryan offers Two Million Six Hundred Thousand and 00/100 Dollars (\$2,600,000.00) for fee simple title to the Property, payable at closing, pursuant to the terms and conditions detailed in the Letter of Intent attached as Appendix 3.

Downton Investment Authority

April 9, 2019

Page 4

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On behalf of the Ryan we appreciate the opportunity to provide this Proposal to complete this JEA HQ. Should you have any additional questions regarding this matter, please do not hesitate to call me at (904) 301-1269 or Cyndy Trimmer at (904) 807-0185.

Sincerely,



Steven Diebenow

cc: Mayor Lenny Curry  
Council President Aaron Bowman  
Aaron Zahn, CEO JEA  
Ryan Companies US, Inc.

**Agent Authorization**

You are hereby advised that Douglas J. Dieck, as Executive Vice President of Ryan Companies US, Inc., a Minnesota corporation, hereby submits the attached Proposal and authorizes and empowers Driver, McAfee, Hawthorne & Diebenow, PLLC, to act as agent in connection with such Proposal and provides authorization to Driver, McAfee, Hawthorne & Diebenow, PLLC, to file such applications, papers, documents, request and other matters necessary in connection with such Proposal.


**RYAN COMPANIES US, INC.,**  
a Minnesota corporation

By:   
Printed: Douglas J. Dieck  
Its: Executive Vice President

STATE OF Florida  
COUNTY OF Duval

Sworn and subscribed before me this 9<sup>th</sup> day of April, 2019, by Douglas J. Dieck, as Executive Vice President of Ryan Companies US, Inc., a Minnesota corporation, who is  personally known to me or  has produced \_\_\_\_\_ as identification.

  
(Notary Signature)

 Marlena White  
NOTARY PUBLIC  
STATE OF FLORIDA  
Comm# GG110381  
Expires 5/31/2021

## APPENDIX 1

**RYAN**

A Sample of Ryan's Build-To-Suit Clients



**TARGET.**

MidAmerican  
ENERGY.



**TORO.**

**FedEx**

MINNESOTA  
ENERGY  
RESOURCES.

**Save**  
*alot*  
food stores

**Publix.**  
WHERE SHOPPING IS A PLEASURE®

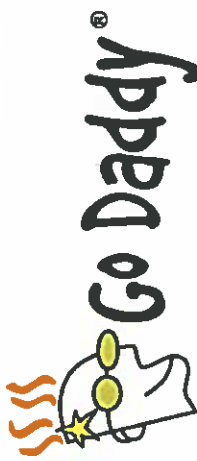
amazon **OLYMPUS**



**Shutterfly.**

WHOLE  
FOODS  
MARKET

**SUPERVALU**



COMCAST

Walmart



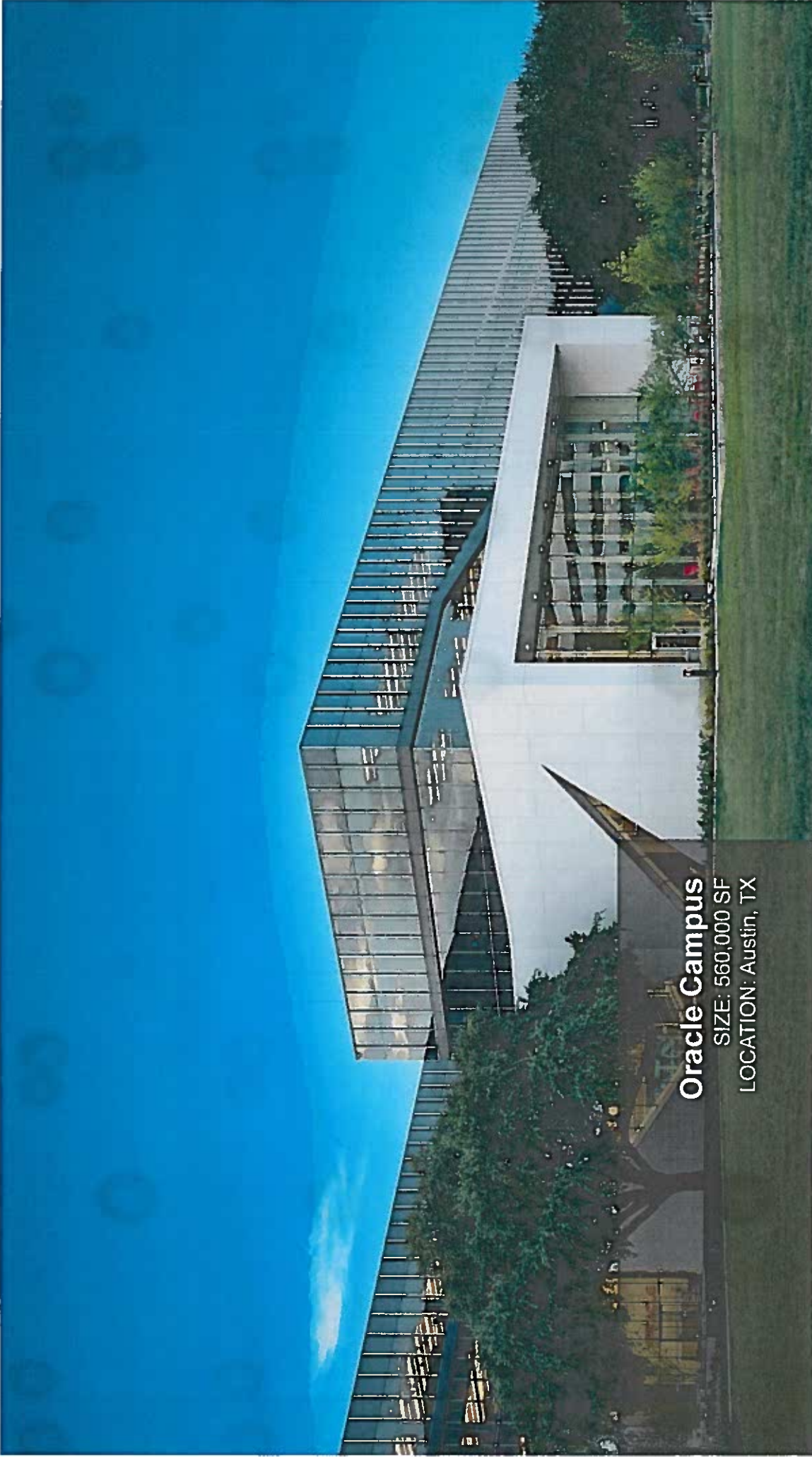
Good things  
come from  
**SYSKO**

**TEP**



Alliant  
Energy®

Tucson Electric Power



**Oracle Campus**

SIZE: 560,000 SF

LOCATION: Austin, TX



**Tucson Electric Power Headquarters**

SIZE: 250,000 SF

LOCATION: Tucson, AZ

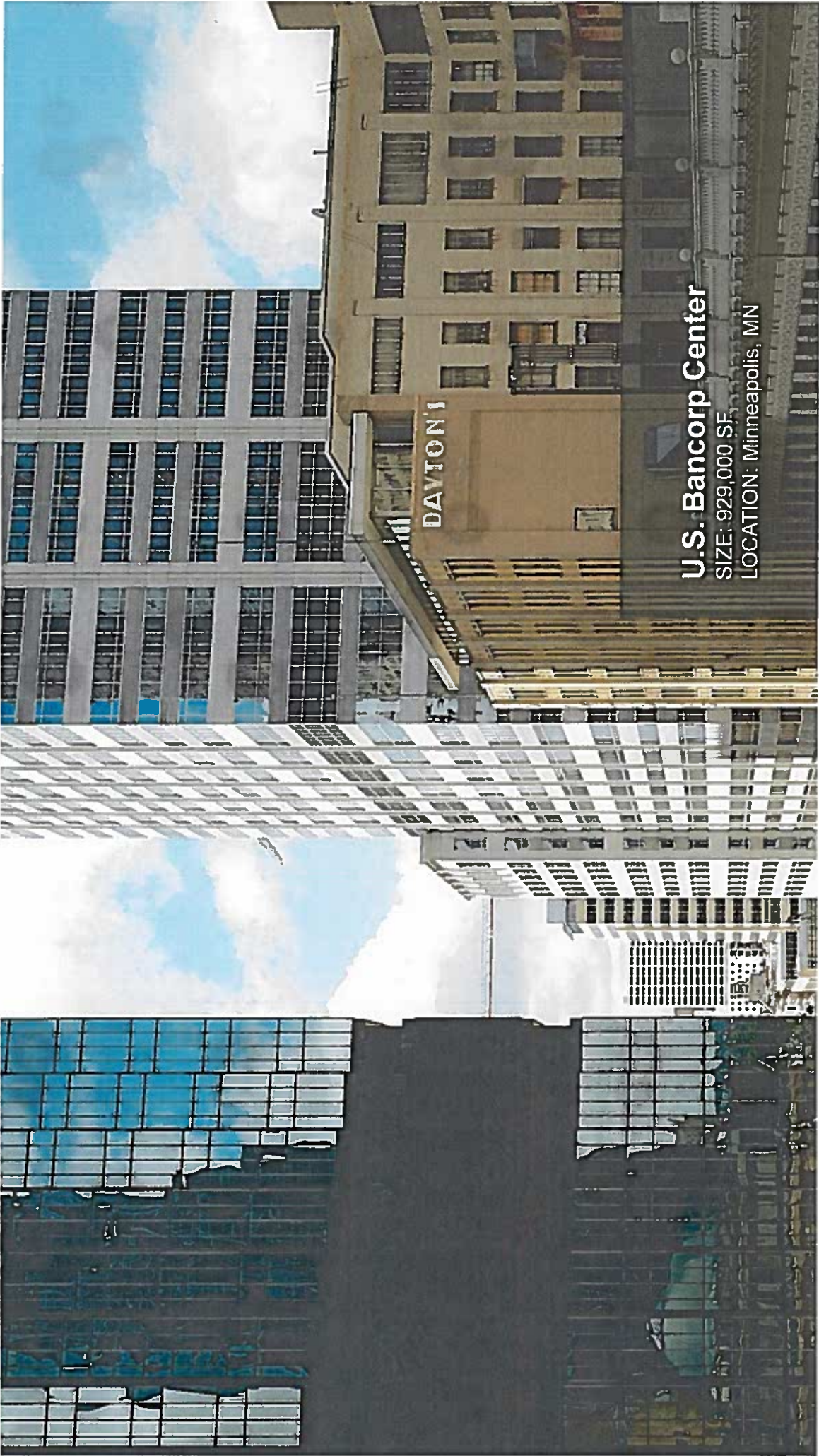


**Nationwide Operations Center**

SIZE: 340,000 SF

LOCATION: Des Moines, IA





**U.S. Bancorp Center**

SIZE: 929,000 SF

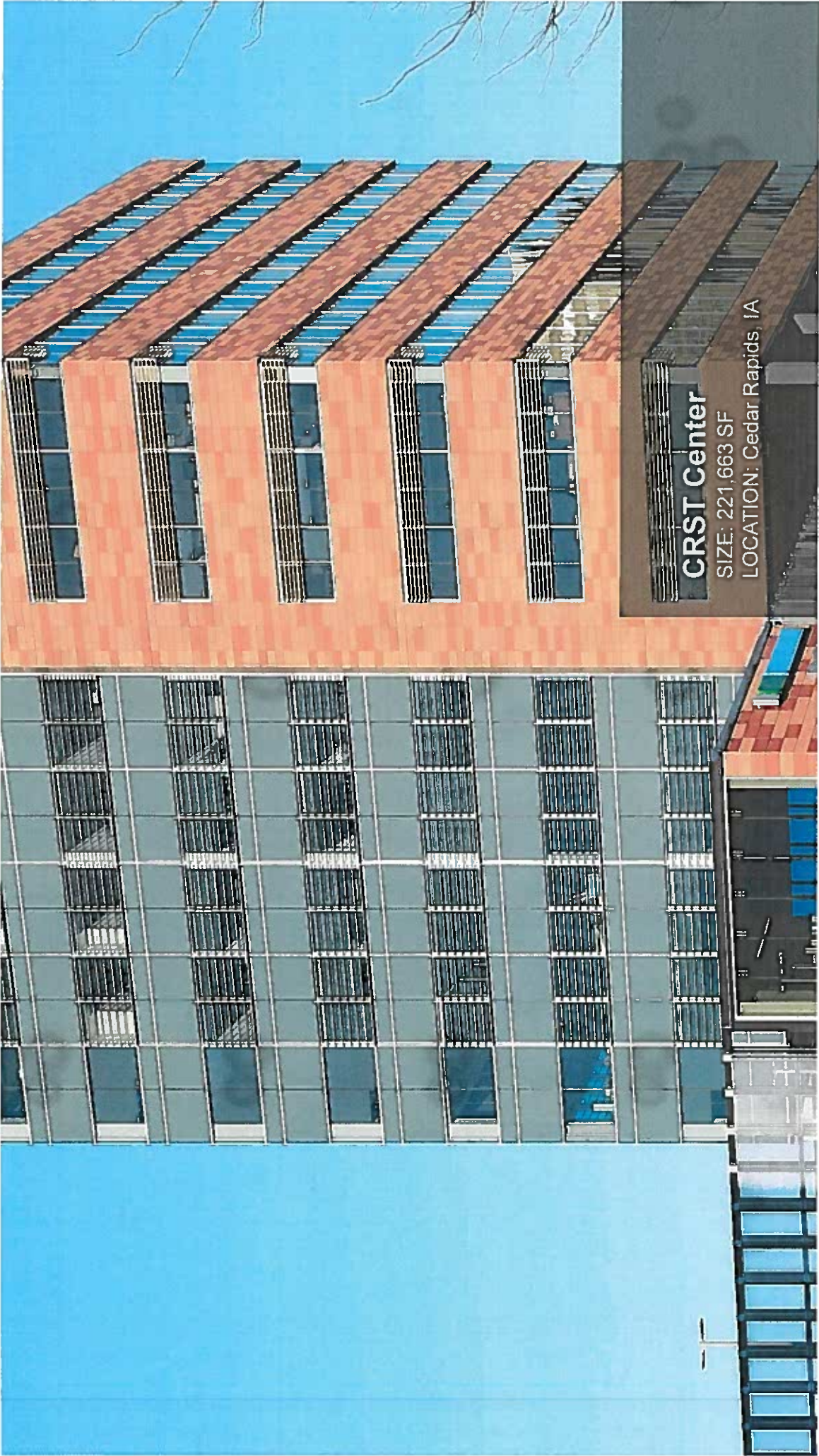
LOCATION: Minneapolis, MN



**United States Courthouse**

SIZE: 281,902 SF

LOCATION: Cedar Rapids, IA



**CRST Center**

SIZE: 221,663 SF

LOCATION: Cedar Rapids, IA



**Wells Fargo Downtown East Campus**

SIZE: 1,334,196 SF

LOCATION: Minneapolis, MN



## Marina Heights

SIZE: Office — 2,000,000 SF | Retail — 40,000 SF

LOCATION: Tempe, AZ



**City of Austin Planning & Development Center**

SIZE: 253,000 SF

LOCATION: Austin, TX

## APPENDIX 2

December 5, 2018

Dan Levitt  
SVP – Capital Markets Group  
Ryan Companies US, Inc.  
533 South Third Street, Suite 100  
Minneapolis, MN 55415

RE: Jacksonville Electric BST

Dear Dan:

It's my understanding that Ryan Companies US, Inc ("Ryan") is submitting a proposal to construct a 200,000 square foot, Class A office building located in Jacksonville, Florida. Furthermore, Jacksonville Electric, a public utility company possessing an investment grade credit rating, will execute a triple net lease for a minimum of 15 years.

Wells Fargo considers this development project to be a strong candidate for construction financing. Please use this communication as confirmation of Ryan's banking relationship with Wells Fargo and our expressed interest in said project.

Ryan has been a valued customer of Wells Fargo's Commercial Real Estate Group for more than 30 years and we have provided financing for multiple real estate projects covering a wide range of property types (including but not limited to office, retail, industrial, hospitality, GSA build-to-suits, medical, senior housing, mixed-use and land). In the capacity of Senior Vice President and Market Manager for our Commercial Real Estate Group, I have been involved with the Ryan relationship and its principals for more than 15 years. My team has provided more than \$500MM in commercial real estate financing to Ryan over this period and all loans have been paid as agreed. We have the utmost respect for Ryan's ownership and leadership teams, their capabilities for managing all facets of complicated development projects and accessing institutional capital markets.

We have financed a number of corporate build-to-suit projects, such as the proposed Jacksonville Electric project, for Ryan. In addition, Wells Fargo contracted with Ryan to construct 1.2 million sf of BTS office space to be owned and occupied by Wells Fargo in downtown Minneapolis. We have a sincere interest in providing the financing for the subject Florida BTS project and we look forward to receiving more details in the near future. In the meantime, please don't hesitate to call with any questions.

Best regards,



Glenn A. Sansburn  
Sr Vice President





## APPENDIX 3

**Ryan Companies US, Inc.**  
**201 North Franklin Street, Suite 3500**  
**Tampa, FL 33602**

April 9, 2019

City of Jacksonville  
c/o Sam Mousa  
Chief Administrative Officer  
117 West Duval Street, 4<sup>th</sup> Floor  
Jacksonville, FL 32202

**Re: Letter of Intent for the purchase of 1.52+/- acres located at 337 Adams Street West, Jacksonville, Florida (RE# 073794-0100)**

Dear Sam:

This letter constitutes an expression of the terms upon which Ryan Companies US, Inc. or its assignees ("RC") is prepared to enter into an agreement with The City of Jacksonville ("COJ"), for the purchase and sale of the real property described below. The basic terms are as follows:

1. Property: Approximately 1.52+/- acres located at 337 Adams Street West, Jacksonville, Florida (RE# 073794-0100).
2. Seller: City of Jacksonville.
3. Buyer: Ryan Companies US, Inc., or its assigns.
4. Purchase Price: Two Million Six Hundred Thousand and 00/100 Dollars (\$2,600,000.00).
5. Payment of Purchase Price: RC shall pay the Purchase Price either (a) in cash, cashier's check or wire transfer of immediately available funds (U.S. Dollars) or (b) such other method as is approved by COJ in writing.
6. Deposit: Fifty Thousand Dollars (\$50,000.00) to be deposited by RC with First American Title Insurance Company as escrow agent ("Escrow Agent") within three (3) business days following the effective date of the Purchase Agreement. RC may deposit up to two (2) additional amounts of \$10,000.00 each with Escrow Agent in order to extend the Approvals Period, in each event extending the Approvals Period by thirty (30) days.

7. Inspection Period: RC shall have a ninety (90) day period (the "Inspection Period") from the date of execution of the Purchase Agreement to inspect the Property. During the Inspection Period, RC and its duly appointed agents and representatives shall be permitted to complete all inspections and investigations it may choose to pursue of the Property, including but not limited to title, survey, environmental, building and zoning and land use restrictions, and such other investigations deemed prudent by RC. RC's entry onto the Property is subject to compliance with insurance requirements, which shall be set forth in the Purchase Agreement. COJ shall make available to RC copies of all files, documents and any other items in its possession or control relating to the condition of the Property including all correspondence regarding the environmental condition of the property. If for any reason RC is not satisfied with the results of any investigation, then within the Inspection Period RC shall deliver to COJ written notice of cancellation cancelling this Agreement and the Deposit shall be refunded to RC.

8. Approvals Period: RC shall have a period of one hundred and eighty (180) days from the date of execution of the Purchase Agreement (the "Approvals Period"), in which to apply for and obtain any and all governmental authority approvals, permissions or permits, including but not limited to city, county, state, quasi-governmental authority approvals, and/or utility providers and regulators (the "Approvals"). COJ, in its proprietary capacity, will cooperate with RC in its pursuit of the Approvals. If RC has failed to obtain the Approvals prior to the end of the Approvals Period, then RC may terminate this Agreement by giving written notice of termination to COJ and Escrow Agent prior to expiration of the Approvals Period, whereupon the Deposit shall be disbursed to RC. RC may extend the Approvals Period for up to two (2) additional thirty (30) day periods by notifying COJ in writing prior to the termination of the Approvals Period. Within three (3) business days after such extension, RC shall deposit with Escrow Agent an additional \$10,000.00 for each extension of the Approvals Period. Any such amount shall be considered as part of the Deposit. If RC elects to proceed beyond the Approvals Period, the Deposit shall become non-refundable to RC, except for default by COJ and as otherwise expressly provided in the Purchase Agreement. The extension deposits shall be applicable to the Purchase Price.

9. Remediation: The parties acknowledge that hazardous materials, as described in those certain Site Assessments marked as "RECEIVED JUL 05 2012 Solid Waste Division", exist on the Property (the "Environmental Conditions"). The parties agree that they will work together, cooperatively and in good faith, to remediate the Environmental Conditions to the extent required by law, and to pursue a No Further Action ("NFA") letter from the Florida Department of Environmental Protection ("FDEP") prior to Closing. All costs associated with the pursuit of the NFA letter shall be borne by each respective party as and when incurred. If the parties are not able to secure a NFA letter from FDEP prior to Closing RC may either: 1) terminate the Purchase Agreement and receive a full refund of any Deposit, notwithstanding the expiration of the Approvals, or 2) close the transaction, acquire the Property, and pay all future costs associated with remediation and monitoring of the Property, or 3) postpone Closing for a period of up to ninety (90) days in anticipation of the NFA letter. Should the RC close the transaction and acquire the Property prior to the issuance of the NFA letter, COJ will continue to support RC's efforts to secure a NFA letter from FDEP until the NFA letter is secured. The covenants and agreements contained in this Section shall survive closing.

10. Survey. RC shall, at RC's sole cost and expense, during the Inspection Period obtain a survey of the Property. RC shall cause the survey to be certified to COJ.

11. Title Commitment: RC shall order a title commitment for the full amount of the Purchase Price within fifteen (15) days following the effective date of the Purchase Agreement.

12. Defects in Title: Within five (5) business days after receipt of the last to be received of the title insurance commitment and the survey for the Property, RC shall provide COJ with written notice of any defect evidenced by the commitment or the survey (each, a "Title Defect"). If COJ elects or is deemed to have elected not to cure any or all Title Defects or fails to cure any Title Defects which such party has agreed to attempt to cure, RC has the option to terminate the Purchase Agreement and receive return of the Deposit and neither party shall have any obligations or liability thereunder.

13. Closing: Closing shall occur no later than thirty (30) days following the expiration of the Approvals Period, subject to RC's right to extend Closing pursuant to Section 9. RC may elect to close earlier at their sole discretion upon providing not less than ten (10) days' notice to the COJ.

14. Closing Costs: RC will pay the documentary revenue stamp tax and all other transfer taxes. RC shall pay the cost of recording the conveyance documents and any other recordable instruments necessary to assure good and marketable title to the Property, title insurance, costs for surveys, obtaining Approvals, environmental inspections and remediation and all other costs related to any inspections of the Property. Each party shall be responsible for its own attorney fees and the costs of any other advisors.

15. Brokers: Each party represents that no persons, firms, corporations or other entities are entitled to a real estate commission or other fees as a result of this Agreement or subsequent closing. COJ shall be responsible for any claim for such fees arising from either party's actions or alleged actions.

16. Contract for Purchase and Sale: Upon approval of this letter by both parties, RC will instruct its attorneys to prepare a draft of a purchase agreement (the "Purchase Agreement"). The parties contemplate that a draft of the Purchase Agreement will be delivered to COJ within four (4) business days after the execution of this letter by both parties.

17. Exclusivity Agreement: So long as this letter of intent remains in effect, COJ will not and will cause its respective employees, attorneys, and other representatives not to discuss or negotiate (either directly or indirectly) with any other corporation, firm or person, or solicit, entertain or consider any inquiries or proposals relating to the possible disposition of the property and/or any interest in COJ or any interest of any shareholder, member, general or limited partner of COJ.

18. Confidentiality: RC and COJ agree to maintain the terms of this Letter of Intent and all negotiations relating to the Property as confidential between the parties to the extent

permitted by law. Neither RC nor COJ will issue or cause to be issued any announcement, press release or other statement concerning the transaction contemplated herein. Except as required by law, the terms of this letter and the proposed transaction will be kept confidential by both parties; provided, however, that either party may disclose such terms to its employees, officers, shareholder's, financial advisors, consultants, partners, affiliates, lenders, and attorneys who need to know such terms for purposes of evaluating the proposed transaction.

19. This Letter of Intent is not intended to constitute a contract for the purchase of the Property nor to otherwise create any legal obligations to purchase the Property, but is intended only to summarize the general terms and conditions under which RC and COJ agree to negotiate in good faith a satisfactory Purchase Agreement. Legal obligations shall arise only upon the negotiation, full execution and delivery of the Purchase Agreement. The parties acknowledge that the Purchase Agreement will contain additional terms and conditions. If the terms and conditions outlined in this Letter of Intent are acceptable to COJ, please acknowledge such acceptance on the following page and return an original signed copy to me.

This is a letter of intent only and shall be non-binding on the parties. Nothing in this letter shall be construed as a binding offer to sell or offer to purchase or create any rights in favor of RC or COJ or any third party. This letter does not address all matters upon which agreement must be reached in order for the proposed transaction to be consummated. COJ will not have any obligation to sell the Property and RC will not have any obligation to purchase the Property set forth in this letter until such time as RC and COJ have entered into the Contract for Purchase and Sale with terms acceptable to both RC and COJ at their sole and absolute discretion. COJ and RC agree to negotiate in good faith to reach a mutually acceptable Purchase Agreement. In the event that a Purchase Agreement is not approved by City Council June 25, 2019 this letter will terminate and be of no further force and effect.

Thank you for your consideration of our offer to purchase your property.

Sincerely,

RYAN COMPANIES US, INC.



Douglas J. Dieck  
President, Southeast Region

# APPRAISAL

**Restricted Real Estate Appraisal Report**

Of

**A Cleared 66,211 Square Foot Site  
Located at  
337 W. Adams Street  
Jacksonville, FL 32202**

Date of Value: April 5, 2019

For

**Ms. Renee H. Hunter, Chief of Real Estate  
City of Jacksonville, Department of Public Works  
214 N. Hogan Street  
Jacksonville, FL 32202**

Property Owner: City of Jacksonville



## TRANSMITTAL LETTER

April 6, 2019

Ms. Renee H. Hunter, Chief of Real Estate  
City of Jacksonville, Department of Public Works  
214 N. Hogan Street  
Jacksonville, FL 32202

Re: Appraisal of a cleared 66,211 square foot site located at 337 W. Adams Street in the Downtown area of Jacksonville, Florida 32202.

Dear Ms. Hunter:

As you requested, Buzz Wagand and Associates, Inc. (BWA) appraised the cleared 66,211 square foot site located at 337 W. Adams Street located in the Downtown area of Jacksonville, Florida 32202.

We were informed that there is some sort of contamination on the site that will need remediation before further use of the site can take place. However, no cost estimates have been obtained, to date. Estimating remediation costs is beyond our scope as real estate appraisers. Therefore, we have appraised the site under the hypothetical condition that no contamination is present. The as is market value of the subject today would be the hypothetical market value as if no contamination were present, less all costs to remediate existing contamination. **This is the only deviation from our opinion of the as is market value of the subject property as developed in this appraisal.**

A summary of our analyses is as follows:

Appraisal Premise	Interest Appraised	Standard of Value	Date of Value	Approach	Value Indication
Hypothetical	Fee Simple	Market Value	4/5/2019	Land Sales Comparison	\$2,300,000



Appraisal of 337 W. Adams Street, Jacksonville, FL 32202  
April 6, 2019

In our opinion, the fee simple market value of the subject site, as if no contamination were present, as of April 5, 2019 was:

**\$2,300,000**

**Two Million Three Hundred Thousand Dollars**

**Hypothetical Condition:** We were informed that there is some sort of contamination on the site that will need remediation before further use of the site can take place. However, no cost estimates have been obtained, to date. Estimating remediation costs is beyond our scope as real estate appraisers. Therefore, we have appraised the site under the hypothetical condition that no contamination is present. The as is market value of the subject today would be the hypothetical market value as if no contamination were present, less all costs to remediate existing contamination.

This is an appraisal report in a restricted format prepared in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Foundation, the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute, and the requirements of our client as we understand them. This type of report includes minimal or no discussions of the data, reasoning and analysis utilized in the process to estimate the value of the subject property. All or the majority of supporting data and analysis is retained in our files. The scope of the analysis is specific to the client's requirements and for the intended stated use. No party other than the client may use this report for any purpose without the written authorization of both the client and the appraiser.

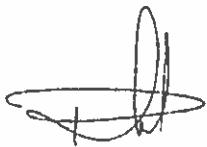
Appraisal of 337 W. Adams Street, Jacksonville, FL 32202  
April 6, 2019

This transmittal letter is a part of this appraisal report, and is inseparable from it. If this letter is separated from the attached report, then the value opinions set forth in this letter are invalid because the opinions cannot be properly understood.

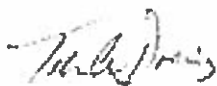
Our analyses, opinions, and conclusions were developed and this report has been prepared in accordance with standards set by the Appraisal Foundation and the Appraisal Institute. Our opinion of value is subject to the definition of value, general assumptions, extraordinary assumptions, hypothetical conditions, and limiting conditions/assumptions subsequently presented in this report. We certify that we have no interest, contingent or otherwise, in the property appraised and the assignment was not based on a requested minimum value, specific value, or the approval of a loan.

Respectfully,

Buzz Wagand and Associates, Inc.  
BWA File 15179



Ronald C. Wagand, MAI, SRA, AI-GRS  
State-Certified General Real Estate Appraiser  
RZ810



Tobi A. Doering, Candidate for Designation, Appraisal Institute  
State-Certified General Real Estate Appraiser  
RZ3322

**Executive Summary**

Property Address:	337 W. Adams Street
Property Location:	Jacksonville, FL 32202
Property Type:	Commercial Land
Owner of Record:	City of Jacksonville
County:	Duval
County Parcel Number:	073794-0100
Flood Zone:	X
Land Area (SF):	66,211
Zoning:	CCBD
Highest and Best Use:	Office
Value Interest:	Fee Simple
Valuation Approaches:	Land Sales Comparison
Extraordinary Assumption:	None
Hypothetical Condition:	See body of report
Date of Value:	April 5, 2019
Fee Simple Market Value:	\$2,300,000

Appraisal Premise	Interest Appraised	Standard of Value	Date of Value	Approach	Value Indication
Hypothetical	Fee Simple	Market Value	4/5/2019	Land Sales Comparison	\$2,300,000

TABLE of CONTENTS

CERTIFICATION ..... 7

ASSIGNMENT ..... 9

    INTRODUCTION.....9

    STATEMENT OF COMPETENCY.....9

    INTENDED USER(S) OF THIS APPRAISAL & CLIENT .....9

    INTENDED USE OF THIS APPRAISAL .....10

    DATE OF VALUE OPINION / DATE OF INSPECTION.....10

    DATE OF REPORT .....10

    TYPE OF REPORT .....10

    PROPERTY RIGHTS APPRAISED .....10

    PURPOSE OF THIS APPRAISAL.....11

    DEFINITION OF VALUE.....11

    SUBJECT LOCATION MAPS & AERIAL .....12

    LEGAL DESCRIPTION .....14

    ZONING .....14

    TRANSACTIONS OF THE SUBJECT PROPERTY .....14

    CURRENT LISTING/CONTRACTS/OPTIONS .....14

    TYPE OF ANALYSIS.....14

    SCOPE OF WORK .....14

    HIGHEST AND BEST USE .....15

    COUNTY PROPERTY APPRAISER’S INFORMATION .....15

    SITE DESCRIPTION .....15

    FLOOD ZONE.....15

    SUBJECT PHOTOS.....20

LAND SALES COMPARISON APPROACH..... 23

    INTRODUCTION.....23

    COMPARABLE LAND SALES SUMMARY TABLE .....24

    LAND SALES COMPARISON APPROACH – ADJUSTMENT CHART .....33

    LAND SALES COMPARISON ANALYSIS .....34

    INTERMEDIATE RECONCILIATION .....34

    CONCLUSION .....35

RECONCILIATION OF INDICATIONS OF VALUE ..... 36

ADDENDA..... 37

    ASSUMPTIONS AND LIMITING CONDITIONS .....37

    QUALIFICATIONS.....41

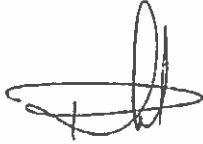
    ZONING .....45

## CERTIFICATION

Certification is required by the State of Florida, Appraisal Institute, and the Uniform Standards of Professional Appraisal Practice (USPAP). We certify to the best of our knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. We have no present or prospective interest in the property that is the subject of this report and no personal interest with the respect to the parties involved.
4. We have performed no services as an appraiser regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
5. We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. Our engagement in this assignment was not contingent upon the development or reporting predetermined results.
7. Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
8. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the State of Florida, and the Code of Professional Ethics & Standards of Professional Appraisal Practice of the Appraisal Institute, which include the Uniform Standards of Professional Appraisal Practice.
9. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives and review by the State of Florida.
10. Buzz Wagand personally visited the property that is the subject of this report. Tobi Doering did not personally visit the property that is the subject of this report.
11. No one provided significant real property appraisal assistance to the person(s) signing this report.

12. As of the date of this report, Buzz Wagand has completed the continuing education program for Designated Members of the Appraisal Institute.
13. As of the date of this report, Tobi Doering has completed the Standards and Ethics Education Requirements for Candidates of the Appraisal Institute.



Ronald C. Wagand, MAI, SRA, AI-GRS  
State-Certified General Real Estate Appraiser  
RZ810



Tobi A. Doering, Candidate for Designation, Appraisal Institute  
State-Certified General Real Estate Appraiser  
RZ3322

## ASSIGNMENT

### Introduction

A thorough understanding of the assignment places the opinion of value in its appropriate context. Understanding the assignment is sometimes referred to as “definition of the problem.” According to the Appraisal Institute’s *The Appraisal of Real Estate, 14<sup>th</sup> Edition*, defining the problem “...sets the limits of the appraisal and eliminates any ambiguity about the nature of the assignment.” This appraisal was developed:

1. For a specific party;
2. For a specific use;
3. As of a specific point in time;
4. Using specific definitions of value and property rights; and
5. Using specific assumptions (including assumption regarding the subject’s characteristics and quality).

If a reader of this appraisal disagrees with any premise, definition, or assumption upon which this appraisal is based, then the reader should not use this appraisal.

### Statement of Competency

The appraisers' specific qualifications are included within this report. These qualifications serve as evidence of their competence for the completion of this appraisal assignment in compliance with the competency provision in USPAP. The appraisers' knowledge and experience, combined with their professional qualifications, are commensurate with the complexity of this assignment. The appraisers have previously provided consultation and value opinion for properties similar to the subject in Florida.

### Intended User(s) of this Appraisal & Client

The client in this assignment is City of Jacksonville, Department of Public Works. The intended user of this appraisal report is City of Jacksonville, Department of Public Works. This appraisal was prepared exclusively for the client and intended user(s). Use of this appraisal by any other party is prohibited.

Intended Use of this Appraisal

The intended use of this appraisal is this appraisal is for internal purposes by City of Jacksonville, Department of Public Works. This appraisal was prepared exclusively for the stated intended use. Use of this appraisal for any other purpose is prohibited.

Date of Value Opinion / Date of Inspection

April 5, 2019

Date of Report

April 6, 2019

Type of Report

A **Restricted Use Appraisal Report** is intended to comply with the requirements set for in standards rule 2-3 of the Uniform Standards of Professional Appraisal Practice. This type of report includes minimal or no discussions of the data, reasoning and analysis utilized in the process to estimate the value of the subject property. All or the majority of supporting data and analysis is retained in our files. The scope of the analysis is specific to the client's requirements and for the intended stated use. We are not responsible for any unauthorized use of this report. Also, the reliability of the conclusion contained in this analysis maybe impacted to the degree of the departure from specific guidelines of USPAP.

Property Rights Appraised

We appraised a fee simple interest in the subject property. The Appraisal Institute's *Dictionary of Real Estate Appraisal, 6th Edition*, defines fee simple interest as "Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat."



Purpose of this Appraisal

The purpose of this appraisal is to form an opinion of the market value of the real property. The definition of market value provided by the Federal Deposit Insurance Corporation applies to this appraisal.

Definition of Value

**Market Value - Federal Deposit Insurance Corporation**

2000 – FDIC RULES AND REGULATIONS PART 323.2 - APPRAISALS

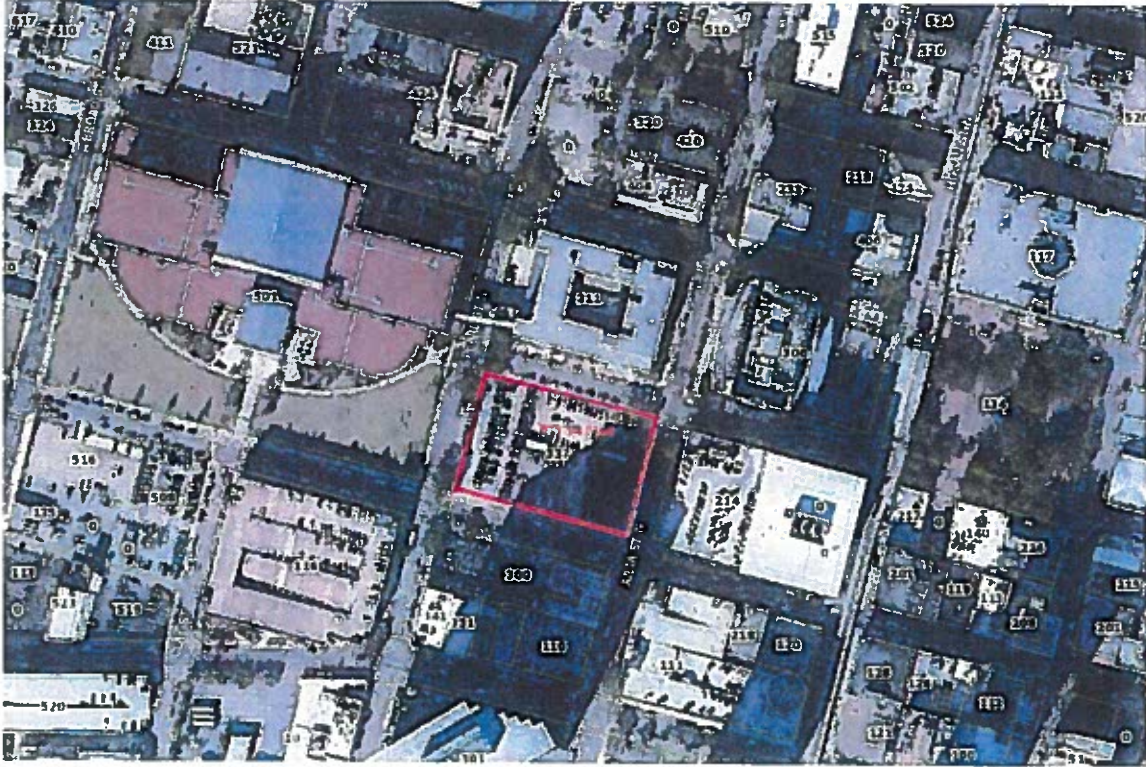
Market value is defined in the Code of Federal Regulation CFR 12, Page 34.32 as follows:

“The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. Buyer and seller are typically motivated;
2. Both parties are well informed or well advised, and acting in what they consider their own best interests;
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. The price represents the normal consideration for the property sold unaffected by special or creative financing or sale concessions granted by anyone associated with the sale.”

Subject Location Maps & Aerial





Legal Description

Block 48, Hart's Map of Jacksonville, Duval County, Florida.

Zoning

The subject's zoning category is CCBD Zoning District.

Transactions of the Subject Property

According to the county property appraiser's website, there have been no arms-length transactions with respect to the subject property in the past three years. This property transaction history is not a title abstract, search, or opinion. Conducting a title abstract/search/opinion is beyond the skills of the appraisers and beyond the scope of the appraisal.

Current Listing/Contracts/Options

To the best of our knowledge, the subject property is not listed on the market for sale.

Scope of Work

The scope of this report is limited the client's needs. It is a brief presentation of data and valuation analysis.

Notice of Use Restriction: This is a Restricted Report for the purpose of an Evaluation. It cannot be properly understood without the additional information contained in the appraiser's work file. Its use is limited as follows: (a) to the client named herein and (b) for the specific use stated. Use by unintended users (anyone other than the client for the specific use) is prohibited. The assignment is this appraisal report is based solely on the instructions provided in the letter of engagement that was agreed upon by both the intended user and the appraiser. The letter of engagement is also contained in the appraiser's work file.

Type of Analysis

A **Restricted Use Appraisal Report** is intended to comply with the requirements set for in standards rule 2-3 of the Uniform Standards of Professional Appraisal Practice. This type of report includes minimal or no discussions of the data, reasoning and analysis utilized in the process to estimate the value of the subject property. All or the majority of supporting data and

analysis is retained in our files. The scope of the analysis is specific to the client's requirements and for the intended stated use. We are not responsible for any unauthorized use of this report. Also, the reliability of the conclusion contained in this analysis maybe impacted to the degree of the departure from specific guidelines of USPAP.

Highest and Best Use

The highest and best use analysis indicates that it is physically possible to develop the subject site. The uses for the subject site are limited by the legally permissible uses allowed under the current zoning. Given the combination of the current zoning and future land use, few possible alternative uses would likely be approved. Considering these factors, it is our opinion that the highest and best use of the subject site was for office use.

Site Description

The subject property consists of an entire block, situated on the west side of Julia Street, on the east side of Pearl Street, on the south side of W. Monroe Street, and on the north side of W. Adams Street in the Downtown area. The site is cleared and fenced. Relocatable buildings previously situated on the site have been removed. Portions of the site are paved. The site is generally level, but there are a few gradient differences that can easily be leveled. There is a low concrete block wall across a portion of the property that could also easily be razed for any future development.

The site has a very good location in immediate proximity to the recently constructed Duval County Courthouse and the recently constructed Federal Courthouse, and in close proximity to City Hall. It has easy access from the Downtown Southbank area via both the Acosta Bridge and the Main Street Bridge.

Flood Zone

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Flood Zone	X
Flood Map	12031C0358J
Map Date	November 2, 2018

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County Property Appraiser's Information

# Buzz Wagand and Associates, Inc.

**CITY OF JACKSONVILLE**  
 C/O CITY REAL ESTATE DIV  
 214 N HOGAN ST 10TH FL  
 JACKSONVILLE, FL 32202

**Primary Site Address**  
 337 W ADAMS ST  
 Jacksonville FL 32202

**Official Record Book/Page**  
 10301-02345

**Title #**  
 6414

**337 W ADAMS ST**

**Property Detail**

RE #	073794-0100
Tax District	USD1C
Property Use	8600 County
# of Buildings	2
Legal Desc.	For full legal description see Land & Legal section below
Subdivision	01215 JACKSONVILLE HARTS MAP
Total Area	66150

**Value Summary**

Value Description	2018 Certified		2019 In Progress	
	Value Method	CAMA	CAMA	CAMA
Total Building Value		\$313,740.00		\$287,595.00
Extra Feature Value		\$17,342.00		\$16,427.00
Land Value (Market)		\$1,655,275.00		\$1,655,275.00
Land Value (Agric.)		\$0.00		\$0.00
Just (Market) Value		\$1,986,357.00		\$1,959,297.00
Assessed Value		\$1,986,357.00		\$1,959,297.00
Cap Diff/Portability Amt		\$0.00 / \$0.00		\$0.00 / \$0.00
Exemptions		\$1,986,357.00		See below
Taxable Value		\$0.00		See below

The sale of this property may result in higher property taxes. For more information go to [Save Our Homes](#) and our [Property Tax Estimator](#). In Progress property values, exemptions and other supporting information on this page are part of the working tax roll and are subject to change. Certified values listed in the Value Summary are those certified in October, but may include any official changes made after certification. Learn how the Property Appraiser's Office values property.

**Taxable Values and Exemptions – In Progress**

If there are no exemptions applicable to a taxing authority, the Taxable Value is the same as the Assessed Value listed above in the Value Summary box.

County/Municipal Taxable Value		SJRWMD/FIND Taxable Value		School Taxable Value	
Assessed Value	\$1,959,297.00	Assessed Value	\$1,959,297.00	Assessed Value	\$1,959,297.00
City or County Government (903)	-\$1,959,297.00	City or County Government (903)	-\$1,959,297.00	City or County Government (903)	-\$1,959,297.00
<b>Taxable Value</b>	<b>\$0.00</b>	<b>Taxable Value</b>	<b>\$0.00</b>	<b>Taxable Value</b>	<b>\$0.00</b>

**Sales History**

Book/Page	Sale Date	Sale Price	Deed Instrument Type Code	Qualified/Unqualified	Vacant/Improved
10101 02345	1/4/2002	\$551,000.00	MS - Miscellaneous	Unqualified	Vacant

**Extra Features**

LN	Feature Code	Feature Description	Bldg.	Length	Width	Total Units	Value
1	PVCC1	Paving Concrete	0	75	108	8,100.00	\$10,247.00
2	CVF02	Covered Patio	0	9	44	352.00	\$1,291.00
3	FC01	Fence Chain Link	0	0	0	1,300.00	\$4,537.00

**Land & Legal**

LN	Code	Use Description	Zoning	Front	Depth	Category	Land Units	Land Type	Land Value	LN	Legal Description
1	1000	COMMERCIAL	CCBE	0.00	0.00	Continual	66,211.00	Square Footage	\$1,655,275.00	1	19-25-26E 1-52
										2	JACKSONVILLE HARTS MAP
										3	BLK 48

**Buildings**

**Building 1**

Building 1 Site Address  
 337 W ADAMS ST Unit  
 Jacksonville FL 32202

Building Type	1709 - RELOCATABLE BUILDING
Year Built	2002
Building Value	\$218,525.00

Type	Gross Area	Heated Area	Effective Area
Deck Area	7700	7700	7700
Total	7700	7700	7700

Element	Code	Detail
Exterior Wall	25	25 Modular Metal
Roof Struct	4	4 Wood Truss
Roofing Cover	2	2 Flaked Comp
Interior Wall	5	5 Drywall
Int Flooring	14	14 Carpet
Int Flooring	8	8 Sheet Vinyl
Heating Fuel	4	4 Electric
Heating Type	4	4 Forced Electric
Air Cond	4	4 Packaged Unit
Custom Htg & AC	1	1 Not Zoned



**Buzz Wagand and Associates, Inc.**

---

Comm Frame	4	4 D-Wood Frame
Ceiling Wall Finish	5	5 S Cell Wall Fin

Element	Code	Detail
Stories	1.000	
Baths	6.000	
Rooms / Units	8.000	
Avg Story Height	10.000	



Subject 2018 Tax Bill

2018 Bill Detail

Account Detail      Property Appraiser

Tax Account Details

Account	Property Type	Year
073794-0100	REAL ESTATE	2018

**Mailing Address:**  
 CITY OF JACKSONVILLE  
 C/O CITY REAL ESTATE DIV  
 214 N HOGAN ST 10TH FL  
 JACKSONVILLE, FL  
 32202

**SITUS:**  
 337 W ADAMS ST 32202

**Exemptions**  
 93 1986357

**Milage Code**  
 USD1C

**Escrow Code**

**TDA Number**  
 0

**Status Code**

**Status Message**

Legal Description

39-2S-26E 1 52 JACKSONVILLE HARTS MAP BLK 48

Ad Valorem Taxes

Taxing Code	Taxing Authority	Assessed Value	Exemption Amount	Taxable Value	Milage Rate	Taxes	
1001	CITY OF JACKSONVILLE	\$1,986,357.00	\$1,986,357.00	\$0.00	11.44190	\$0.00	
2001	ST JOHNS RIVER WTR MGMT DIST	\$1,986,357.00	\$1,986,357.00	\$0.00	0.25620	\$0.00	
4001	FL INLAND NAVIGATION	\$1,986,357.00	\$1,986,357.00	\$0.00	0.03200	\$0.00	
6000	USO	\$1,986,357.00	\$1,986,357.00	\$0.00	0.00000	\$0.00	
7001	SCHOOLS	\$1,986,357.00	\$1,986,357.00	\$0.00	6.29300	\$0.00	
<b>Total</b>						<b>18.0231</b>	<b>\$0.00</b>

Non Ad-Valorems

No Non-Ad Valorem Assessment Records Found

Taxes Due

Account	Folio	Taxes	Fees	Interest	Discount	Paid	Due Date	Amount Due
073794-0100	1120274.0000	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	5/31/2019	\$0.00

If Paid By

Taxes	Fees	Interest	Discount	If Paid By	Amount Due
\$0.00	\$0.00	\$0.00	\$0.00	5/31/2019	\$0.00

Payment History

No Payment Records Found

Unpaid Tax Certificates

No Records Found

Subject Photos



Subject Site from W. Adams Street





View East on W. Adams Street



View West on W. Adams Street



View North on Julia Street



View South on Julia Street

## LAND SALES COMPARISON APPROACH

### Introduction

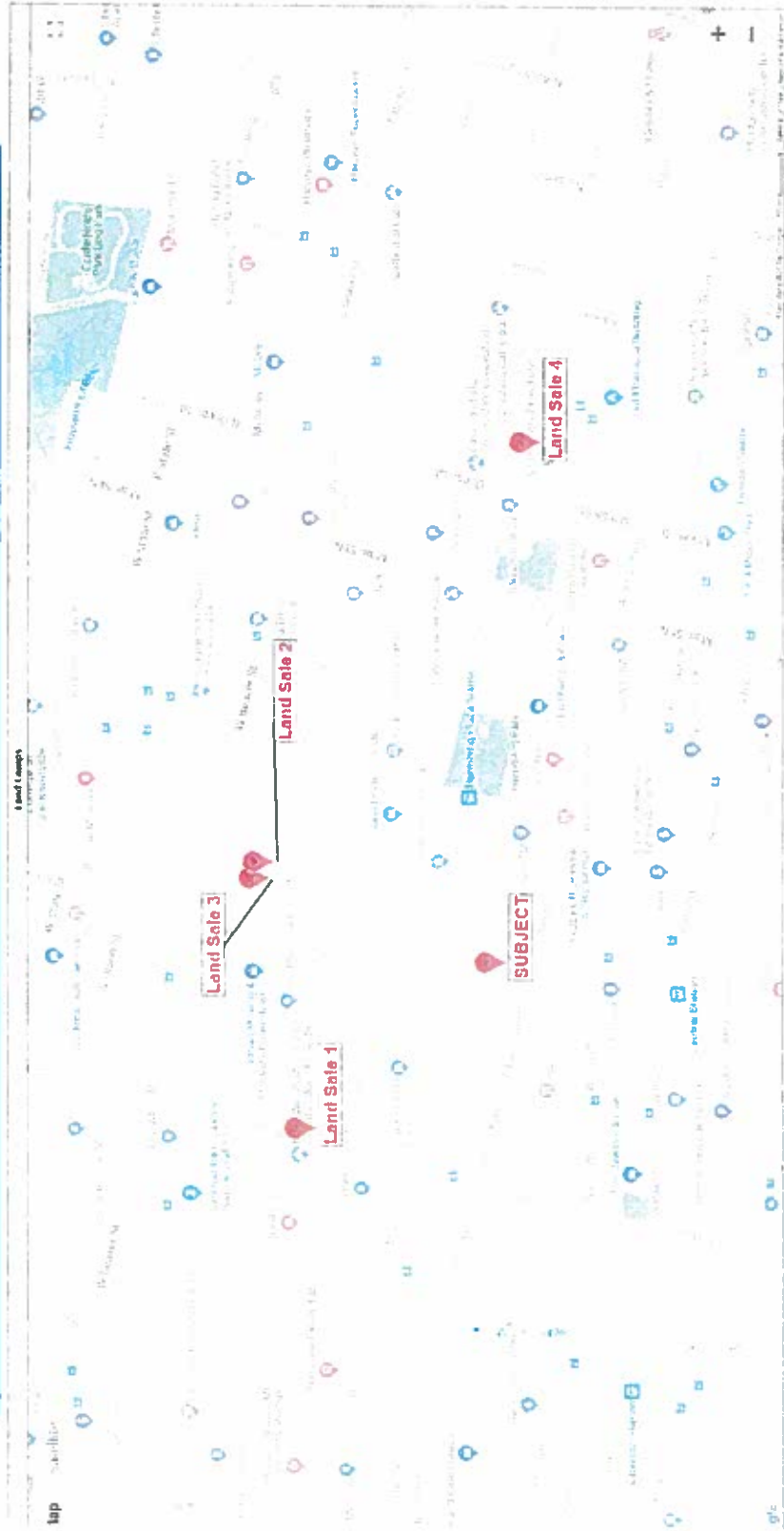
The Appraisal Institute's *Dictionary of Real Estate Appraisal, 5th Edition*, defines the sales comparison approach as "A set of procedures in which a value indication is derived by comparing the property being appraised to similar properties that have been sold recently, then applying appropriate units of comparison and making adjustments to the sale prices of the comparable land sales based on the elements of comparison. The sales comparison approach may be used to value improved properties, vacant land, or land being considered as though vacant; it is the most common and preferred method of land valuation when an adequate supply of comparable sales are available."

The sales comparison approach is based on the principle of substitution. Substitution suggests that property values tend to be set by the cost of acquiring an equally desirable substitute. The primary steps of the sales comparison approach were as follows:

1. Sales of properties that were similar to the subject were identified. Ideally, the comparable properties would be equally desirable (identical attributes of market conditions, site, location, improvements, etc.). However, no two properties are identical – at a minimum the locations must be slightly different. Thus, sales of properties that were reasonable economic substitutes were identified.
2. Attributes of the each comparable (substitute) property were compared to the subject property's corresponding attribute. If there was a material difference between a comparable property and the subject regarding a value attribute, then we evaluated the degree of inferiority/superiority.
3. The sales prices of the comparable properties were adjusted to compensate for material inferiority/superiority between the comparable properties' attributes and the subject property's attributes. For example, if a comparable property's location was superior to the subject's location, then the price of the comparable property was adjusted downward to render its value equivalent to the subject property. Alternatively, if a comparable property's location was inferior to the subject's location, then the price of the comparable property was adjusted upward to render its value equivalent to the subject property.
4. After all adjustments were made, the comparable properties have theoretically been altered into a value duplicate of the subject property. The adjusted values of the comparable sales provide indications of the subject's value. Indications of the subject's value typically vary across a range. An opinion of value for the subject was developed based on the appraiser's level of confidence for the various adjusted values.

COMPARABLE LAND SALES SUMMARY TABLE

No.	Location	Sale Date	Price	Site Size (SF)	Site Size (Useable SF)	Site Size (Useable Acres)	Price/Useable SF
1	411 N. Broad Street	6/5/2018	\$125,000	14,810	14,810	0.34	\$8.44
2	330 West Ashley Street	12/13/2017	\$1,100,000	44,519	44,519	1.02	\$24.71
3	310 West Ashley Street	12/14/2017	\$462,500	7,841	7,841	0.18	\$58.98
4	124 E. Duval Street	5/4/2017	\$100,000	5,000	5,000	0.11	\$20.00



Land Sale No. 1



**Property Identification**

**Record ID** 6468  
**Property Type** Commercial Land  
**Address** 411 N. Broad Street, Jacksonville, Duval County, Florida 32202  
**Tax ID** 074572-0010  
**MSA** Jacksonville  
**Market Type** Commercial Land

**Sale Data**

**Grantor** The St. Joe Company  
**Grantee** JWSBSB Holdings, LLC  
**Sale Date** June 05, 2018  
**Deed Book/Page** 18411/2343  
**Property Rights** Fee Simple  
**Conditions of Sale** Arm's Length  
**Financing** Cash to seller  
**Sale History** No other sales in prior 3 years  
**Verification** Public Records; Other sources: CoStar. Confirmed by Tobi Doering

**Sale Price** \$125,000  
**Cash Equivalent** \$125,000

**Land Data**

**Zoning** CCG-1, Commercial  
**Topography** Level at road grade  
**Utilities** All available  
**Shape** Rectangular

**Land Sale No. 1 (Cont.)**

**Landscaping**                      Cleared  
**Flood Info**                        X

**Land Size Information**

**Gross Land Size**                0.340 Acres or 14,810 SF  
**Front Footage**                 145 ft East side of Broad Street; 103 ft North Side of Duval  
Street West;

**Indicators**

**Sale Price/Gross Acre**         \$367,647  
**Sale Price/Gross SF**            \$8.44

**Remarks**

This is the sale of 4 contiguous parcels that have now been combined into Parcel ID # 074572-0010 containing a total of about 0.34 acres. The site is vacant and cleared.



Land Sale No. 2



**Property Identification**

**Record ID** 6482  
**Property Type** Commercial Land, Parking Lot  
**Address** 330 West Ashley Street, Jacksonville, Duval County, Florida 32202  
**Tax ID** 073847-0000; 073847-0100; 073851-0010  
**MSA** Jacksonville  
**Market Type** Commercial Land

**Sale Data**

**Grantor** Pearl Street Parking, LLC  
**Grantee** Porter House Manager, LLC  
**Sale Date** December 13, 2017  
**Deed Book/Page** 18223/556  
**Property Rights** Fee Simple  
**Conditions of Sale** Arm's Length  
**Financing** Cash to seller  
**Sale History** No other unrelated transfers in prior 3 years  
**Verification** Public Records; Other sources: CoStar. Confirmed by Tobi Doering

**Sale Price** \$1,100,000  
**Cash Equivalent** \$1,100,000

**Land Data**

**Zoning** CCBD, Commercial  
**Topography** Level at road grade  
**Utilities** All available

Land Sale No. 2 (Cont.)

Shape Rectangular  
Flood Info X

**Land Size Information**

Gross Land Size 1.022 Acres or 44,519 SF  
Front Footage 210 ft South side of Ashley Street & North Side of Church St;  
210 ft East Side of Pearl Street;

**Indicators**

Sale Price/Gross Acre \$1,076,304  
Sale Price/Gross SF \$24.71

**Remarks**

This is the sale of 3 contiguous parcels that were improved as an income producing parking lot. The site had asphalt pavement and was striped. Parking was available by paid permit.

The purchaser also purchased two adjacent properties at the same time from a different seller. One of these two properties was improved with a historic office building and the other was a parking lot used by occupants of that building. The purchaser now owns the entire block.

Land Sale No. 3



**Property Identification**

<b>Record ID</b>	6483
<b>Property Type</b>	Commercial Land, Parking Lot
<b>Address</b>	310 West Ashley Street, Jacksonville, Duval County, Florida 32202
<b>Tax ID</b>	073851-0050
<b>MSA</b>	Jacksonville
<b>Market Type</b>	Commercial Land

**Sale Data**

<b>Grantor</b>	Jax Parking Venture, LLC
<b>Grantee</b>	Porter Acquisitions, LLC & Porter House Manager, LLC
<b>Sale Date</b>	December 14, 2017
<b>Deed Book/Page</b>	18230/1738
<b>Property Rights</b>	Fee Simple
<b>Conditions of Sale</b>	Arm's Length
<b>Financing</b>	Cash to seller
<b>Sale History</b>	No other unrelated transfers in prior 3 years
<b>Verification</b>	Public Records; Other sources: CoStar, Confirmed by Tobi Doering

<b>Sale Price</b>	\$462,500
<b>Cash Equivalent</b>	\$462,500

**Land Data**

<b>Zoning</b>	CCBD, Commercial
---------------	------------------

**Land Sale No. 3 (Cont.)**

<b>Topography</b>	Level at road grade
<b>Utilities</b>	All available
<b>Shape</b>	Rectangular
<b>Flood Info</b>	X

**Land Size Information**

<b>Gross Land Size</b>	0.180 Acres or 7,841 SF
<b>Front Footage</b>	105 ft South side of Ashley Street; 77 ft West side of Julia Street;

**Indicators**

<b>Sale Price/Gross Acre</b>	\$2,569,444
<b>Sale Price/Gross SF</b>	\$58.99

**Remarks**

This is the sale of a parking lot improved with asphalt paving and striping. It had been used by occupants of the adjacent office building and was sold in conjunction with the sale of that office building to the same purchaser. The principal of the sellers of both this parking lot and the office building was the same person, Thomas K. Rensing. The purchaser now owns the entire block, but owns this parcel and the office building under the same name, Porter House, LLC.

Land Sale No. 4



**Property Identification**

**Record ID** 6473  
**Property Type** Commercial Land  
**Address** 124 E. Duval Street, Jacksonville, Duval County, Florida 32202  
**Tax ID** 073570-0000, 073572-0000  
**MSA** Jacksonville  
**Market Type** Commercial Land

**Sale Data**

**Grantor** Felipe J. Estevez, Bishop of the Diocese of St. Augustine  
**Grantee** Elena Flats, LLC  
**Sale Date** May 04, 2017  
**Deed Book/Page** 17978/2240  
**Property Rights** Fee Simple  
**Conditions of Sale** Arm's Length  
**Financing** Cash to seller  
**Sale History** No other sales in prior 3 years  
**Verification** Public Records; Other sources: Published Information, Confirmed by Tobi Doering

**Sale Price** \$100,000  
**Cash Equivalent** \$100,000

**Land Data**

**Zoning** CRO, Commercial  
**Topography** Level at road grade  
**Utilities** All available  
**Shape** Rectangular

Land Sale No. 4 (Cont.)

Landscaping                      Cleared  
Flood Info                        X

Land Size Information

Gross Land Size                0.115 Acres or 5,000 SF  
Front Footage                 70 ft South side of Duval Street;

Indicators

Sale Price/Gross Acre         \$871,200  
Sale Price/Gross SF            \$20.00

Remarks

This is the sale of a vacant piece of land containing about 6,000 square feet that was situated on the south side of Duval Street in the Cathedral area of Downtown Jacksonville. The site was purchased by the adjacent property owner of 122 E. Duval Street. The historic Elena Flats rooming house is being restored as luxury apartments and the sale site will serve as grounds and parking.

LAND SALES COMPARISON APPROACH – ADJUSTMENT CHART

Land Sales Comparison Approach – Adjustment Chart

337 W. Adams Street

April 5, 2019

	<u>Subject</u>	<u>Comparable 1</u>	<u>Comparable 2</u>	<u>Comparable 3</u>	<u>Comparable 4</u>
	411 N. Broad Street	330 West Ashley Street	310 West Ashley Street	124 E. Duval Street	
	6/5/2018	12/13/2017	12/14/2017	5/4/2017	
<b>Transaction Issues:</b>					
Price	\$125,000	\$1,100,000	\$462,500	\$100,000	
Anticipated Post-Purchase Expenditures	0	0	0	0	
Property Rights	0	0	0	0	
Financing	0	0	0	0	
Conditions of Sale	0	0	(115,625)	(25,000)	
Price Adjusted for Transaction Issues	\$125,000	\$1,100,000	\$346,875	\$75,000	
<b>Market Conditions</b>					
Price Adjusted for Market Conditions	2,083	28,844	9,077	2,879	
Size in SF	\$127,083	\$1,128,844	\$355,952	\$77,879	
Intermediate Adjusted Price Per SF	14,810	44,519	7,841	5,000	
	\$8.58	\$25.36	\$45.40	\$15.58	
<b>Property Attributes:</b>					
Location	Very Good	20%	25%	20%	20%
Access	Very Good	5%	5%	0%	10%
Zoning	CCBD	0%	0%	0%	5%
Physical Characteristics	Typical	0%	-5%	-5%	5%
Size Effect		-10%	0%	-15%	-15%
<b>Summary of Adjustments</b>		15%	25%	5%	25%
<b>Adjusted Value Per SF</b>	<b>\$9.87</b>	<b>\$31.70</b>	<b>\$47.67</b>	<b>\$19.47</b>	

Land Sales Comparison Analysis

All of the comparable sales have some characteristics similar to the subject. We used sales data acquired from the multiple listing service, county property appraiser, commercial databases, real estate brokers, and participants to the transactions. The comparable sales were adjusted for conditions of sale, location, zoning, physical characteristics, and size effect.

Intermediate Reconciliation

After adjusting the comparable land sales to the subject's characteristics, the values of the comparable land sales ranged from about \$9.87 per square foot to \$47.67 per square foot, with an average of \$27.17 per square foot and a median of \$25.58 per square foot. The wide disparity between sale prices is considered to be attributable to the limited market information available market participants due to the low number of land sale transaction in the central downtown area of Jacksonville, FL. Prices and adjusted values of the comparable land sales and the indicated per unit value of the subject were as follows:

Range of Value Indications		
337 W. Adams Street		
April 5, 2019		
Range of Indications of Value		
	Low Indication	High Indication
Indication of Value Per SF	\$9.87	\$47.67
Subject's Size - Useable SF x	66.211	x 66.211
<b>Indication of Subject's Value</b>	<b>\$653,374</b>	<b>\$3,156,014</b>

We developed the low indication of value from the lowest adjusted value and we developed the high indication value from the highest adjusted value. The land sales comparison analysis indicates that it is likely the property would sell for an amount between about \$653,000 and \$3,160,000 .



Conclusion

Based on the preceding analysis, with greatest weight given to Sale 3 because it was most similar to the subject, requiring the least cumulative adjustment, the value of the subject using the land sales comparison approach was reasonably supported at \$35.00 per square foot. The value per square foot was multiplied by the subject's size to obtain an indication of the subject's value, as outlined below:

<b>LAND SALES COMPARISON APPROACH</b>		
<b>VALUE INDICATION</b>		
<b>337 W. Adams Street</b>	<b>As Of</b>	<b>4/5/2019</b>
Indication of Value Per SF		\$35.00
Subject's Size - Useable SF		66,211
Preliminary Value Indication		\$2,317,385
<b>Indication of Subject's Value</b>		<b>\$2,300,000</b>

**Land Sales Comparison Approach Indication of Value**

**As of April 5, 2019**

**\$2,300,000**

## RECONCILIATION OF INDICATIONS OF VALUE

We analyzed the subject property and market information. We valued the subject property using the land sales comparison approach. The indications of value as derived by these approaches are as follows.

Appraisal Premise	Interest Appraised	Standard of Value	Date of Value	Approach	Value Indication
Hypothetical	Fee Simple	Market Value	4/5/2019	Land Sales Comparison	\$2,300,000

We found and analyzed appropriate comparable land sales within the subject market area, and compared these sales to the subject.

We were informed that there is some sort of contamination on the site that will need remediation before further use of the site can take place. However, no cost estimates have been obtained, to date. Estimating remediation costs is beyond our scope as real estate appraisers. Therefore, we have appraised the site under the hypothetical condition that no contamination is present. The as is market value of the subject today would be the hypothetical market value as if no contamination were present, less all costs to remediate existing contamination. **This is the only deviation from our opinion of the as is market value of the subject property as developed in this appraisal.**

**Hypothetical Condition:** We were informed that there is some sort of contamination on the site that will need remediation before further use of the site can take place. However, no cost estimates have been obtained, to date. Estimating remediation costs is beyond our scope as real estate appraisers. Therefore, we have appraised the site under the hypothetical condition that no contamination is present. The as is market value of the subject today would be the hypothetical market value as if no contamination were present, less all costs to remediate existing contamination.

In our opinion, the fee simple market value of the subject site, as if no contamination were present, as of April 5, 2019 was:

**\$2,300,000**

**Two Million Three Hundred Thousand Dollars**

## ADDENDA

### Assumptions and Limiting Conditions

Buzz Wagand & Associates (BWA) opinion of value is based on the assumptions and limiting conditions delineated below. Should any of the following assumptions or limiting conditions prove to be materially incorrect, an entirely new appraisal is probably required. Anyone considering an ownership or financial interest in the subject property is responsible for conducting their own due diligence regarding the correctness/appropriateness of the assumptions and limiting conditions. If a reader of this appraisal disagrees with any premise, definition, assumption, or limiting condition upon which this appraisal is based, then the reader should not use this appraisal.

1. The valuation process led to the development on an opinion, not a finding of fact. BWA does not guarantee that others will accept our opinion. BWA is not a guarantor of value. Valuation of real estate or interests in real estate is an imprecise endeavor, and reasonable people can differ in their opinions of value.
2. Should anyone using this report possess information, which is not included in this document and may influence a prudent person, then this information must be considered also in their reliance on the results of this valuation.
3. An actual transaction of the subject property may be concluded at a higher or lower amount than our opinion of value depending on the circumstances surrounding the subject or the motivations and knowledge of the buyers and sellers at the time of the transaction. BWA makes no guarantee as to what value individual buyers and sellers may reach in an actual transaction.
4. Our opinion of value relates to the commercial value of the subject property. BWA has not considered value from a natural, cultural, recreational, or scientific perspective.
5. This appraisal was prepared exclusively for the intended user. Use of this appraisal by any other party is prohibited.
6. This appraisal was prepared exclusively for the stated intended use. Use of this appraisal for any other purpose is prohibited.
7. Our opinion of value is relevant only for the valuation date stated in this report.
8. This appraisal is valid only in its entirety. Excerpting portions of this report renders the excerpted portions invalid.

9. BWA assumed the legal description presented in this appraisal is correct.
10. BWA assumed that any surveys or plat maps used by us are correct. We made no surveys nor caused any surveys to be made.
11. BWA assumed that the utilization of the land and improvements is within the legal boundaries of the subject property unless state otherwise in this report.
12. BWA's descriptions of the subject's elevation and topography are rough approximations. We recommend consultation with a qualified surveyor to establish a thorough understanding of the subject property's topographical characteristics.
13. BWA made no investigation into legal suits, encumbrances, liens, easements, or other legal entanglements of the subject property. Consequently, BWA makes no warranty or guarantee, either express or implied, as to the legal position of the subject property and the impact such position may have on the subject's ability to operate as assumed in the appraisal. No opinion is rendered regarding title to the subject property. Title to the subject property is assumed to be good and merchantable. BWA assumed that the property is free and clear of liens and encumbrances unless stated otherwise in this report.
14. BWA assumed the subject property is operated by responsible owners and competent management unless stated otherwise in this report.
15. We assumed all drawings (architectural, engineering, artist renderings) used by us are correct and appropriate for the subject property. Any site plans or drawing included in the report are for illustrative purposes. Anyone considering an ownership or financial interest in the subject property should conduct their own due diligence regarding the correctness/appropriateness of the drawing relied upon by the appraisers.
16. Information, estimates, and opinions in this appraisal were obtained from and based upon sources BWA considered reliable. BWA did not verify such information directly and assumes no liability for such information or the results from relying upon such information.
17. BWA assumed that there are no hidden or unapparent conditions of the subject property (site, improvements, soil, subsoil, neighboring properties, area above the property, etc.) that render it more or less valuable.
18. BWA assumed that the subject's soil is adequate for development unless stated otherwise in this report.

19. BWA assumed that there is adequate traffic capacity to permit development of the subject property.
20. This appraisal did not consider compliance with the American with Disabilities Act (ADA). If there are any costs associated with achieving ADA compliance, then the amount of those costs would reduce the subject's value as opined unless stated otherwise in this report.
21. BWA assumed that the subject property has existed in compliance with all environmental laws and regulations unless stated otherwise in this report. BWA assumed that the subject and surrounding properties are not contaminated with any hazardous materials unless stated otherwise in this report.
22. Subsurface rights (minerals, oil, etc.) were not considered in our opinion of value unless stated otherwise in this report.
23. BWA assumed that properties with bodies of water within their boundaries or waterfront parcels have riparian rights or littoral rights unless stated otherwise in this report.
24. BWA assumed that the subject property complies with land use and zoning regulations unless stated otherwise in this report.
25. BWA assumed that all required licenses, certificates of occupancy, consents, or other approvals can be obtained or renewed that would allow the subject property to be used or operated as outlined in this report.
26. The distribution, if any, of the total valuation in this report between land and improvements applies only under the program of utilization stated in this report. The separate allocations for land and buildings must not be used in conjunction with any other appraisal and are invalid if so used.
27. Possession of this report, or copy thereof, does not carry with it the right of publication or reproduction of all or any part thereof. An officer of BWA will sign authorized copies of our reports. Unsigned copies must be considered invalid.
28. The appraiser, by reason of this report, is not required to give testimony with reference to the property herein appraised, nor is he obligated to appear before any governmental body, board, or agent unless arrangements have been previously made thereto.
29. BWA's opinion of value is based on specific conditions and estimated events occurring during the near-term future. Our opinion was based on current market conditions, part market activity, anticipated short-term interaction of supply and demand, and a relatively stable economic environment. These various factors

cannot be accurately forecast by appraisers. Additionally, any change in forecast after the valuation date could materially change BWA's opinion of value. BWA is not responsible for updating this appraisal for events that occur after the valuation date.

30. The structural integrity of the buildings and the condition of building systems (roofing, electrical, plumbing, heating, ventilation, air conditioning, etc.) cannot accurately be assessed from their appearance. The buildings and building systems could appear to be in reasonable condition when they actually are seriously flawed. A building inspection report was not provided to us. Determining the structural integrity of the building and the condition of building systems is beyond the skills of the appraisers and beyond the scope of the appraisal. Thus, we take no responsibility for the structural integrity of the buildings and the condition of building systems and their effect on the value of the subject property. We recommend consultation with a qualified building inspector. Our opinion of value is subject to the actual condition of the improvements being as they appeared to us when we inspected the improvements. If the condition of the improvements is an issue, then users of this appraisal must make an appropriate adjustment to our opinion of value and we reserve the right, but are not obligated, to amend this report and our opinion of value.
31. Neither all nor any part of the contents of this report shall be conveyed to the public through advertising, public relations, news, sales, or other media, without the written consent of approval of the author, particularly as to valuation conclusions, the identity of the appraiser or firm with which he is connected, or any reference to the Appraisal Institute, or to the MAI or SRA designations.
32. Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property, was not observed by the appraiser. The appraiser has no knowledge of the existence of such materials on or in the property. The appraiser, however, is not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation, or other potentially hazardous materials may affect the value of the property. The value estimate is predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.
33. None of the contents of this report shall be conveyed to any third party or to the public through any means without the express written consent of BWA. BWA is not a guarantor of value. The valuation of real estate and interests in real estate is an imprecise endeavor, and reasonable people can differ in their opinions of value. Anyone that has an interest or considering an interest in the subject property should conduct their own due diligence.

## **Qualifications**

Ronald C. "Buzz" Wagand, MAI, SRA, AI-GRS

Telephone: (904) 262-1130, Ext. 28

E-mail: [buzz@buzzwagand.com](mailto:buzz@buzzwagand.com)

Web Site: [buzzwagand.com](http://buzzwagand.com)

Facsimile: (904) 262-1232

## **Education**

- Master of Science in Real Estate Appraisal, University of St. Thomas
- Bachelor of Science in Business Management, Jones College
- Appraisal Institute – MAI, SRA, AI-GRS Designations
- Appraisal Institute Program Registry – Litigation
- Appraisal Institute – Appraisal Review
- Appraisal Institute – Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book)

## **Designations and Associations**

- MAI - Designated Member of the Appraisal Institute
- SRA – Designated Senior Residential Appraiser of the Appraisal Institute
- Member of the Northeast Florida Chapter of the Appraisal Institute

## **Licenses**

- State-Certified General Appraiser, State of Florida license RZ810
- State-Certified General Appraiser, State of Georgia license CG4032
- Licensed Real Estate Broker, State of Florida license BK92205

## **Experience**

- Owner; Buzz Wagand and Associates, Inc.; 2000 – Present
- Commercial Appraisal Manager/Appraiser; Hollis Wagand and Associates; 1988-2000
- Real Estate Appraiser; Associated Appraisers; 1984-1988
- Mortgage Banking; 1976-1984
- Real Estate Broker; 1971-1976

## **Types of Appraisal Assignments**

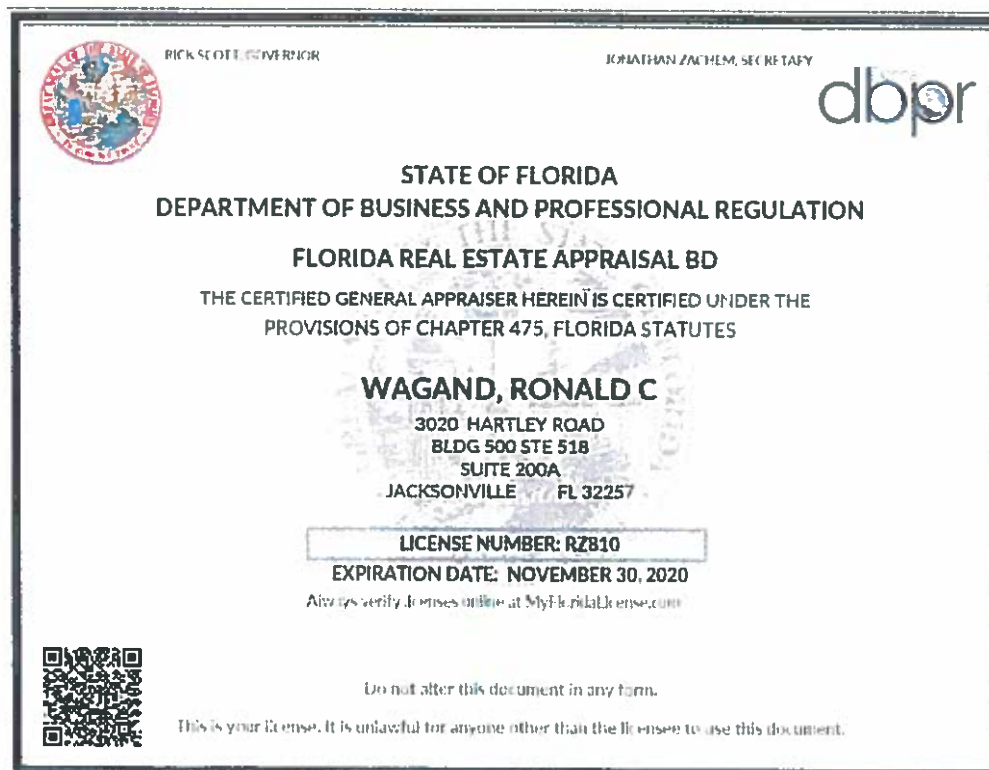
- Expert witness for government, financial institutions, condemnation, bankruptcy, property valuations
- General commercial properties including hotels, retail centers, professional and medical offices, industrial, restaurants, convenience stores, marinas, golf courses, and vehicle sales-service centers.
- Existing and proposed residential subdivisions, mixed-use properties, PUD's, DRI's
- Aviation related properties including hangers, warehouses, land, and affiliated properties
- Right-of-way, easements, conservation land, project land.

## Buzz Wagand and Associates, Inc.

- Land-single and multi-family uses, residential lot inventories, and liquidation consulting.
- Appraised land and 26 proposed phases of the King and Bear community at the World Golf Village
- Appraised several conservation projects and large tracts of land for multiple uses
- Appraised submerged land easements and leases, conservation properties
- United States Post Office in Fernandina Beach, Florida among other Federal properties
- Beach Re-nourishment Project Nassau County, Florida

### Partial Clientele Includes

- Financial Institutions
- Veterans Administration
- Small Business Administration
- Local, State, and Federal Governments
- Attorneys
- Property Owners Associations
- Insurance Companies





**Qualifications**

Tobi A. Doering, Candidate for Designation, Appraisal Institute

Telephone: (904) 716-2078

Facsimile: (904) 262-1232

E-mail: [tobi@buzzwagand.com](mailto:tobi@buzzwagand.com)

**Education**

Ph.D. Candidate, Real Estate Finance, University of Florida, 1993

B.B.A., Magna cum Laude, Finance and Real Estate, University of North Florida, 1985

**Licenses**

State-Certified General Appraiser, State of Florida license RZ3322

**Experience**

**Appraiser**

Buzz Wagand & Associates 2001 – 2011; 2016 - Present

Valbridge Property Advisors | Armalavage Valuation, LLC 2013 - 2016

HealthTrust 2013

**Investment Manager**

Travelers Realty Investment Company 1985 – 1990

**Appraisal Specialties:**

Commercial Vacant Land, Hotels/Motels, Office Buildings, Apartments, Retail and Industrial Facilities, Land for Subdivision Development, Healthcare Facilities, and Distressed Properties.

**Appraisal Institute & Related Courses:**

Business Practices and Ethics

National USPAP Update Course

Florida Law Update

General Appraiser Site Valuation and Cost Approach

Analyzing the Effects of Environmental Contamination on Real Property

Florida Core Law Seminar

Florida Supervisory Appraiser Seminar

National USPAP Update Course

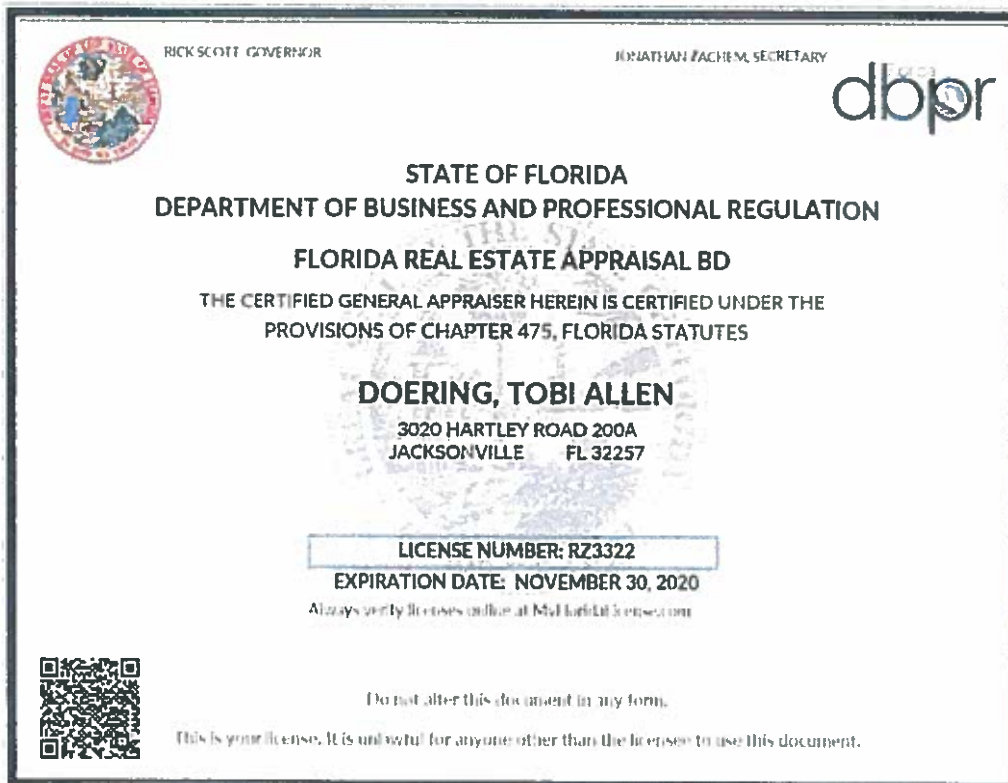
Developing and Growing an Appraisal Practice

Real Estate Finance Statistics and Valuation Modeling

Analyzing Distressed Real Estate

Florida Supervisory Appraiser Seminar

- Florida Law Update Course
- National USPAP Update Course
- National Appraiser Qualifying Exam Prep Course
- Florida Law Update Course
- National USPAP Update Course
- Subdivision Valuation: A Comprehensive Guide to Valuing Improvements
- Post- Licensure Course for Real Estate Appraiser Trainees



The image shows a Florida Real Estate Appraisal License for Tobi Allen. It includes the state seal, the names of Governor Rick Scott and Secretary Jonathan Wachen, and the Department of Business and Professional Regulation logo. The license details include the licensee's name, address, license number (RZ3322), and expiration date (November 30, 2020). A QR code is located in the bottom left corner, and a warning not to alter the document is at the bottom.

RICK SCOTT GOVERNOR

JONATHAN WACHEN, SECRETARY

dbpr

STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

FLORIDA REAL ESTATE APPRAISAL BD

THE CERTIFIED GENERAL APPRAISER HEREIN IS CERTIFIED UNDER THE  
PROVISIONS OF CHAPTER 475, FLORIDA STATUTES

**DOERING, TOBI ALLEN**  
3020 HARTLEY ROAD 200A  
JACKSONVILLE FL 32257

LICENSE NUMBER: RZ3322  
EXPIRATION DATE: NOVEMBER 30, 2020

Always verify licenses online at MyFloridaLicense.com

Do not alter this document in any form.  
This is your license. It is unlawful for anyone other than the licensee to use this document.

Zoning

Sec. 656.314. - Central Business District Category.

This is a mixed land use category that is coterminous with the jurisdictional area of the Downtown Investment Authority (DIA). The category allows medium to high-density residential (including loft apartments), commercial, industrial, institutional, recreational, and entertainment uses, as well as transportation and communication facilities. Loft apartments consisting of residential units within large, formerly nonresidential buildings converted or partially converted to residential purposes will be permitted throughout the Central Business District Category in all zoning districts. All the area in the Central Business District is included within the boundaries of the development of regional impact (DRIs) for the downtown area. The exact location, distribution, and density/intensity of various types of land use in the DIA's jurisdictional area is guided by the master development plans approved as part of the DRIs for the downtown area.

In addition to the zoning district regulations for the Central Business District Category, a Downtown Overlay Zone is included in Subpart H, Part 3, herein. The overlay zone includes supplementary regulations over and above the zoning district regulation for the area. The following primary and secondary zoning districts may be considered in the Commercial Central Business District Category as depicted on the Future Land Use Maps of the 2010 Comprehensive Plan.

A. *Primary zoning districts.* The primary zoning districts shall include the following:

- (1) Residential Medium Density-D (RMD-D); Section 656.306.
- (2) Residential High Density-A (RHD-A); Section 656.307.
- (3) Residential High Density-B (RHD-B); Section 656.307.
- (4) Commercial Residential and Office (CRO); Section 656.311.
- (5) Commercial Community/General-1 (CCG-1); Section 656.313.
- (6) Commercial Community/General-2 (CCG-2); Section 656.313.
- (7) Commercial Central Business District (CCBD); Section 656.315.
- (8) Industrial Business Park-1 (IBP); Section 656.321.
- (9) Industrial Business Park-2 (IBP); Section 656.321.
- (10) Industrial Light (IL); Section 656.322.

The district requirements for the Commercial Central Business District (CCBD) zoning district are specified below. RMD-E, RHD-A, RHD-B, CCG-1, CCG-2, IBP, IBP and IL districts located in Central Business District areas shall be subject to the district regulations for same specified in the Zoning Code.

I. *Reserved.*

- II. *Residential High Density-A (RHD-A) and Residential High Density-B (RHD-B) Districts.* The permitted uses and structures, accessory uses and structures, permissible uses by exception, minimum lot and yard requirements, and maximum lot coverage and height of buildings and structures shall be as provided in Section 656.307.

- III. *Commercial Residential and Office (CRO) District.* The permitted uses and structures, accessory uses and structures, permissible uses by exception, minimum lot and yard requirements, and maximum lot coverage and height of buildings and structures shall be as provided in Section 656.311.
- IV. *Commercial Community/General-1 (CCG-1) and Commercial Community/General-2 (CCG-2) Districts.* The permitted uses and structures, accessory uses and structures, permissible uses by exception, minimum lot and yard requirements, and maximum lot coverage and height of buildings and structures shall be as provided in Section 656.313.
- V. *Commercial Central Business District (CCBD).*
- (a) *Permitted uses and structures.*
- (1) Commercial Retail and Service Establishments.
  - (2) Banks (but not drive-thru tellers), loan companies, mortgage brokers, stockbrokers and similar financial institutions.
  - (3) All types of professional and business offices, union halls and similar uses.
  - (4) Day care center incidental to a professional office building.
  - (5) Commercial, recreational or entertainment facilities in completely enclosed buildings such as billiard parlors, bowling alleys, swimming pools, skating rinks, dance halls, theaters and similar uses.
  - (6) Art galleries, museums, community centers, convention centers, dance, art or music studios, and vocational, trade or business schools, colleges and universities and similar uses.
  - (7) Establishments or facilities which include the retail sale and service of all alcoholic beverages for either on-premises or off-premises consumption, or both.
  - (8) Automobile parking garages and lots.
  - (9) Hotels and motels.
  - (10) Multiple-family dwellings.
  - (11) Hospital, nursing homes, assisted living facilities, group care homes, housing for the elderly or orphans and similar uses.
  - (12) Recycling collection points meeting the performance standards and development criteria set forth in Part 4.
  - (13) Private clubs.
  - (14) Essential services, including water, sewer, gas, telephone, radio and electric, meeting the performance standards and development criteria set forth in Part 4.
  - (15) Nightclubs.
  - (16) Marinas.
  - (17) Parks.
- (b) *Permissible use by exception.*
- (1) Day care centers or care centers meeting the performance standards and development criteria set forth in Part 4.
  - (2) Churches, including a rectory and similar uses.
  - (3) Blood donor stations, plasma centers, and similar uses.
- (c) *Permitted accessory uses.* See Section 656.403.

- (d) *Minimum lot requirements (width and area).* None, except as specifically required for certain uses.
  - (e) *Maximum lot coverage by all buildings.* None, except as specifically required for certain uses.
  - (f) *Minimum yard requirements.* None, except as specifically required for certain uses.
  - (g) *Maximum height of structures.* None, except as specifically required for certain uses.
- VI. *Industrial Business Park-1 (IBP) and Industrial Business Park-2 (IBP) Districts.* The permitted uses and structures, accessory uses and structures, permissible uses by exception, minimum lot and yard requirements, and maximum lot coverage and height of buildings and structures shall be as provided in Section 656.321.
- VII. *Industrial Light (IL) District.* The permitted uses and structures, accessory uses and structures, permissible uses by exception, minimum lot and yard requirements, and maximum lot coverage and height of buildings and structures shall be as provided in Section 656.322.
- B. *Secondary zoning districts.* The following secondary zoning districts may be permitted in the Central Business District Category as depicted on the Future Land Use Maps of the Comprehensive Plan, subject to the district regulations for same.
- (1) Public Buildings and Facilities-1 (IBP); Section 656.332.
  - (2) Public Buildings and Facilities-2 (IBP); Section 656.332.
  - (3) Conservation (CSV); Section 656.333.
  - (4) Planned Unit Development (PUD); Section 656.340.

The aforementioned secondary zoning districts may be permitted, provided that the supplemental criteria and standards for same specified in Subpart G, Part 3 are met.

(Ord. 2007-704-E, § 1; Ord. 2008-969-E, § 4; Ord. 2011-643-E, § 2; Ord. 2012-364-E, § 10; Ord. 2018-769-E, § 1)

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\*\* NW COJ FAMIS PRODUCTION \*\*

04/12/2019

LINK TO:

CONTRACT ADMINISTRATIVE DATA

8:19 AM

PAGE 1 OF 2

CONTRACT NUMBER : 9827-01 PROFESSIONAL SERVICES CONTRACT

VENDOR NO/SUFFIX: 521874549 03  
VENDOR NAME : JORGENSON CONSULTING, INC.  
ATTN LINE 1 :  
STREET : 2618-A BATTLEGROUND AVENUE, SUITE 149  
CITY : GREENSBORO STATE: NC ZIP: 27408  
COUNTRY : USA  
CONTACT NAME :  
PHONE : FAX :  
BEGIN DATE : 10/01/2018 END DATE: 12/31/2999  
ORIGINAL CONTRACT AMOUNT (US\$) : 55,000.00  
TOTAL AMENDMENTS :  
TOTAL COMMITMENTS : 55,000.00

REMARKS : 190161,CTDI19000002

F1-HELP F2-SELECT F4-PRIOR F5-NEXT  
F8-AMENDMENT F9-LINK  
G008 - NEXT RECORD DISPLAYED

RESOLUTION 2019-04-01

**RESOLUTION 2019-04-01**

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY (THE "DIA") INSTRUCTING ITS CHIEF EXECUTIVE OFFICER ("CEO") TO ISSUE A 30-DAYS NOTICE OF SOLICITATION FOR THE DISPOSITION OF AN APPROXIMATELY 1.52 ACRE PARCEL OF CITY-OWNED REAL PROPERTY GENERALLY DESCRIBED AS BEING BOUNDED TO THE NORTH BY MONROE STREET, TO THE SOUTH BY ADAMS STREET, TO THE EAST BY JULIA STREET, AND TO THE WEST BY PEARL STREET, HAVING A DUVAL COUNTY TAX PARCEL NUMBER OF 073794 0100 ("SITE"); INSTRUCTING THE CHIEF EXECUTIVE OFFICER TO TAKE ALL NECESSARY ACTION IN CONNECTION THEREWITH TO EFFECTUATE THE PURPOSES OF THIS RESOLUTION; PROVIDING FOR AN EFFECTIVE DATE.**

**WHEREAS, the City owns an approximately 1.52-acre parcel of undeveloped real property identified by Duval County Tax Parcel Number 073794 0100 ("Site"); and**

**WHEREAS, the DIA received an unsolicited offer to purchase the Site from Ryan Companies, the general terms of which are attached hereto as Exhibit "A"; and**

**WHEREAS, Ryan Companies included the Site in their proposal bid for the construction of a new JEA headquarters; and**

**WHEREAS, JEA is proceeding with the bid submitted by Ryan Companies for the development of its new headquarters; and**

**WHEREAS, the Site is located within the North Bank Downtown Community Redevelopment Area ("North Bank CRA"); and**

**WHEREAS, DIA is the designated Community Redevelopment Agency for the North Bank CRA, to which a Community Redevelopment Plan was adopted by Ordinance 2014-560-E; and**

**WHEREAS, upon adoption of this Resolution, a 30-day notice for the solicitation of proposals pursuant to Section 163.380(3)(a), Florida Statutes, Section 122.434(a), Jacksonville Code of Ordinances, and Section 122.434(b), Jacksonville Code of Ordinances, will be issued, NOW THEREFORE**

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



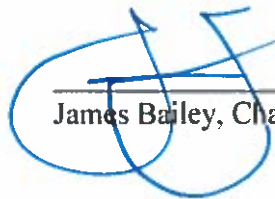
**Section 1.** The DIA finds that the recitals set forth above are true and correct and are incorporated herein by this reference.

**Section 2.** The DIA instructs its Chief Executive Officer take all necessary action necessary to effectuate the Solicitation for disposition of the Site.

**Section 3.** This Resolution shall become effective on the date it is signed by the Chair of the DIA Board.

WITNESS:

**DOWNTOWN INVESTMENT AUTHORITY**

  
\_\_\_\_\_  
\_\_\_\_\_

James Bailey, Chairman

April 13, 2019  
Date

VOTE: In Favor: 6 Opposed: 0 Abstained: 0



# Downtown Investment Authority

## MEMORANDUM

**TO:** The Downtown Investment Authority Governing Board

**THROUGH:** Jim Bailey, Chair

**FROM:** Todd Froats, Chair, DIA Finance & Budget Committee  
Brian Hughes, Mayor’s Chief of Staff, Interim DIA Chief Executive Officer

**RE:** Resolution 2019-05-04: DIA 2019-2020 Tax Increment District Budgets

**DATE:** May 15, 2019

Attached please find Resolution 2019-05-04, adopting DIA’s FY 2019-2020 Tax Increment District Budgets. The budgets, as shown, were adopted by the Finance and Budget Committee on April 24<sup>th</sup>. The following summarizes the three (3) Tax Increment District Budgets:

### Budgets

	<u>FY 2018-2019</u>	<u>FY 2019-2020</u>
<u>Downtown East</u>	<u>\$5,692,310</u>	<u>\$3,964,742*</u>
<u>Northwest</u>	<u>\$5,210,436</u>	<u>\$5,210,436**</u>
<u>Southside</u>	<u>\$4,256,079</u>	<u>\$4,256,079**</u>

\*The Carling bond payment by DIA of \$2,174,385 ends FY 2018-2019. The Downtown East TID borrowed from the Northwest TID to cover a portion of this debt service. This Northwest TID transfer was accounted for as Revenue for the east. With this debt no longer an expense, there is a corresponding decrease in revenue.

\*\*Assumed flat for budgeting purposes. Actual TID Revenue to be brought before the DIA Board in a revised budget in July or August.

### Solvent

All three (3) Tax Increment Districts are projected to have revenues in excess of their obligations. Therefore, there will be no need to (a) borrow from the general fund to cover obligations, or (b) transfer funds from one Tax Increment District to another.

### Marketing and Promotions

The budget funds an increased focus on DIA messaging and outreach to the development and investment community, and is companion to the proposed Communications Coordinator position within the Administrative Budget. This is not a duplicative effort of Downtown Vision Inc., as we have different intended audiences.

**Parks**

As Downtown develops further with residential, a need for a focused strategy on creating and investing in our Downtown parks is warranted. Therefore, the funding of a Downtown Parks Master Plan is proposed.

**Capital Projects & Loans**

The proposed budgets have increased funding for capital projects, waterfront activation and loans.

*Attachments: Resolution 2019-05-04  
Fiscal Year 2019-2020 Tax Increment Budgets*

**Note: In August, Fiscal Year 2018-2019 and Fiscal Year 2019-2020 budgets are brought back to the Board, reflective of actual and project ad valorem tax revenues and REV Grant expenses.**

**RESOLUTION 2019-05-04**

**RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY AS THE COMMUNITY REDEVELOPMENT AGENCY FOR THE NORTH BANK AND SOUTHSIDE COMMUNITY REDEVELOPMENT AREAS ADOPTING FISCAL YEAR 2019-2020 BUDGETS FOR THE DOWNTOWN EAST, NORTHWEST AND SOUTHSIDE TAX INCREMENT DISTRICTS; PROVIDING FOR AN EFFECTIVE DATE.**

**WHEREAS**, the Downtown Investment Authority (“DIA”) is the Community Redevelopment Agency for the North Bank and Southside Community Redevelopment Areas pursuant to Ordinance 2012-0364; and

**WHEREAS**, as the Community Redevelopment Agency, the DIA is responsible for developing, approving and implementing budgets for the three Tax Increment Districts that within the North Bank and South Side Community Redevelopment Areas; and

**WHEREAS**, the Finance and Budget Committee of DIA held a public meeting on April 24, 2019, where they unanimously voted to approve the Downtown East, Northwest and Southside Tax Increment District Budgets, included hereto as Attachments ‘A’, ‘B’ and ‘C’, respectively; and

**WHEREAS**, in order to promote economic development, private capital investment and otherwise fulfill the DIA’s purposes, the attached budgets for Fiscal Year 2019-2020 are to be submitted by the DIA’s Chief Executive Officer for consideration by the Mayor’s Budget Review Committee and the Jacksonville City Council, **NOW THEREFORE**

**BE IT RESOLVED**, by the DIA:

Section 1. The Downtown East Tax Increment District budget for Fiscal Year 2019-2020 included hereto as Attachment ‘A’ is hereby adopted by the DIA.

Section 2. The Northwest Tax Increment District budget for Fiscal Year 2019-2020 included hereto as Attachment ‘B’ is hereby adopted by the DIA.

Section 3. The Southside Tax Increment District budget for Fiscal Year 2019-2020 included hereto as Attachment ‘C’ is hereby adopted by the DIA.

Section 4. This Resolution shall become effective on the date it is signed by the Chair of the DIA Board.

[SIGNATURES ON FOLLOWING PAGE]

WITNESS:

**DOWNTOWN INVESTMENT AUTHORITY**

\_\_\_\_\_

\_\_\_\_\_  
James Bailey, Chairman

\_\_\_\_\_  
Date

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

DOWNTOWN EAST TID BUDGET  
FY 19-20  
MAY 15, 2015

Line	Downtown East TID	(SF 181)	FY19 Budget	FY20 Proposed	Expiration
1					
2	<b>Revenue</b>				
3	31101	Ad Valorem Taxes	\$2,863,008	\$2,863,008	2044
4	Misc. Revenue				
5	JXSF181 36907	Debt Repayment (Lynch / 11E) Principle & Interest	\$595,247	\$595,247	2023
6	JXSF181 36968	Debt Repayment (Carling Loan) Principle & Interest	\$506,487	\$506,487	2023
7	Transfers From Other Funds				
8	38191	Transfer from NW TID (SF183)	\$1,727,568	\$0	
9	38192	Transfers From General Fund (Loan)	\$0	\$0	
10	38901	Transfers from Fund Balance	\$0	\$0	
11	<b>Total Revenues</b>		<b>\$5,692,310</b>	<b>\$3,964,742</b>	
12					
13	<b>Expenditures</b>				
14	Professional Services and Contractual Obligations				
15	3109	(NEW) Website Development	\$0	\$25,000	
16	(NEW) Marketing and Promotions		\$0	\$50,000	
17					
18	Grants , Aids and Other Contributions				
19	DIAD181MPS 04939	MPS Arena & Sports Complex	\$2,000,000	\$2,000,000	2034
20		Comm. Revitalization Program - GS&P	\$5,000	\$5,000	2020
21	JXSF181 04939	Kraft Food REV Grant (Maxwell House)	\$95,000	\$0	
22	DIAD181AREP 36907	Retail Enhancement Program	\$340,330	\$132,242	
23	DIAD181WA 04939	(NEW) Northbank Waterfront Activation Projects	\$0	\$500,000	
24	JXSF181 04939	(NEW) Northbank Loans	\$0	\$375,000	
25	Sub Total		<b>\$2,440,330</b>	<b>\$3,087,242</b>	
26					
27	Interfund and Intrafund Transfers				
28	09101	Interest - Carling Bonds	\$0	\$0	
29	09101B	Principal - Carling Bonds	\$2,174,385	\$0	
30	09191B	Repayment of General Fund Loans	\$200,095	\$0	
31		Loan Payment to the Self Insurance Fund (Lynch Bldg.)	\$800,000	\$800,000	2033
32	09191B	To General Fund - GSD	\$2,500	\$2,500	
33	09191	To Community Development Subfund (1A1)	\$75,000	\$75,000	2022
34					
35	09906	Cash Carryover	\$0	\$0	
36	<b>Total Interfund and Intrafund Transfers</b>		<b>\$3,251,980</b>	<b>\$877,500</b>	
37					
38	<b>Total Transfer Out</b>		<b>\$5,692,310</b>	<b>\$3,964,742</b>	
39					
40	Remaining Funds		\$0	\$0	
41					
42	<b>Total Expenditures</b>		<b>\$5,692,310</b>	<b>\$3,964,742</b>	

NORTHWEST TID BUDGET  
FY 19-20  
MAY 15, 2019

Line	North West TID (SF 183)	FY19 Budget	FY20 Proposed	Expires
1				
2	<b>Revenue</b>			2041
3	31101	Ad Valorem Taxes	\$5,210,436	\$5,210,436
4	38901	Transfers from Fund Balance	\$0	\$0
5	38191	Interfund Transfers In	\$0	\$0
6	38192	Intrafund Transfer In	\$0	\$0
7	<b>Total Revenues</b>		<b>\$5,210,436</b>	<b>\$5,210,436</b>
8				
9	<b>Expenditures</b>			
10	<b>Other Operating Expenses</b>			
11	03109	Professional Services	\$0	\$0
12		(NEW) Downtown Parks Master Plan	\$0	\$200,000
13		Website Development	\$0	\$26,782
14	<b>Total Other Operating Expenses</b>		<b>\$0</b>	<b>\$0</b>
15				
16	(NEW) 'Marketing and Promotions		\$0	\$50,000
17	<b>Grants, Aids and Contributions</b>			
18	DIAD183MPS 04939	MPS Urban Core Garage (Courthouse)	\$2,200,000	\$2,200,000
19		JTA /Fidelity Parking Lease	\$13,494	\$13,494
20	JXSF183 04939	Hall Mark REV Grant (220 Riverside)	\$360,000	\$372,960
21	JXSF183 04939	Pope & Land REV Grant (Brooklyn Riverside Apts.)	\$325,000	\$336,700
22	JXSF183 04939	Lofts at Jefferson Station REV Grant	\$0	\$158,000
23	DIAD183REP 09995	Expanded REP program	\$581,874	\$175,000
24		(NEW) Northbank Capital Projects	\$0	\$1,100,000
25	JXSF183 04939	(NEW) Northbank Loans	\$0	\$575,000
26	<b>Interfund and Intrafund Transfers</b>			
27	09101	Interest - Bonds	\$0	\$0
28	09101B	Principal - Bonds	\$0	\$0
29	09191	Interfund Transfer Out		
30		To General Fund - GSD	\$2,500	\$2,500
31	09192	Intrafund Transfer Out		
32		To Downtown East TID (SF 181))	\$1,727,568	\$0
33	<b>Total Interfund and Intrafund Transfers</b>		<b>\$1,730,068</b>	<b>\$2,500</b>
34				
35	09906	Cash Carryover	\$0	\$0
36	<b>Total Transfer Out</b>		<b>\$5,210,436</b>	<b>\$5,210,436</b>
37				
38	<b>Remaining Funds</b>		<b>\$0</b>	<b>\$0</b>
39				
40	<b>Total Expenditures</b>		<b>\$5,210,436</b>	<b>\$5,210,436</b>

SOUTHSIDE TID BUDGET  
FY 19-20  
MAY 15, 2019

Line	South Side TID (SF 182)		FY19 Budget	FY 20 Proposed	Expiration
1					
2	<b>Revenue</b>				
3	31101	Ad Valorem Taxes	\$4,256,079	\$4,256,079	2040
4	38901	Transfers from Fund Balance	\$0	\$0	
5	36621	Miscellaneous Revenue	\$0	\$0	
6	<b>Total Revenues</b>		<b>\$4,256,079</b>	<b>\$4,256,079</b>	
7					
8	<b>Expenditures</b>				
9	03109	Professional Services			
10	<b>Total</b>	Professional and Contractual Services	<b>\$0</b>	<b>\$0</b>	
11	<b>Other Operating Expenses</b>				
12	04904	Trust Fund Authorized Expenditures	\$0	\$0	
13	04939	Misc. Non-Departmental Expenditures	\$0	\$0	
14					
15	<b>Debt Service</b>				
16	091011	Debt Service Transfer out - Interest	\$178,004	\$320,450	2032
17	<b>Total</b>		<b>\$178,004</b>	<b>\$320,450</b>	
18					
19	<b>Grants, Aids and Contributions</b>				
20	<b>Transfers to Other Funds</b>				
21	JXSF182 04939	Pennisula REV Grant	\$625,000	\$647,500	2027
22	JXSF182 04939	Strand Rev Grant	\$425,000	\$440,300	2027
23	JXSF182 04939	Sunguard REV Grant	\$8,000	\$8,288	2025
24	JXSF182 04939	Home Street REV Grant	\$0	\$145,000	2035
25	JXSF182 04939	One Call CRP	\$100,000	\$100,000	2027
26		SB Riverwalk Wayfaring Signage	\$100,000	\$0	
27	DIAD182WA	Waterfront Activation	\$216,467	\$166,111	
28	DIAD182JSSG	JEA SSGS Public Infrastructure Improvements	\$1,750,000	\$2,190,930	
29	DIAD182REP	Retail Enhancement Program	\$178,000	\$0	
30	DICP32UTID	Southside TID Capital Projects	\$0	\$235,000	
31					
32	<b>Total Transfers to Other Funds</b>		<b>\$3,402,467</b>	<b>\$3,933,129</b>	
33	09191				
34		To General Fund - GSD- Admin (includes Audit)	\$425,608	\$2,500	
35		To General Fund - GSD	\$0	\$0	
36		To TIF Capital Fund - Southbank Parking (32U)	\$250,000	\$0	
37		To TIF Capital Fund - Riverplace Road Diet (32U)	\$0	\$0	
38	<b>Total Interfund Transfers</b>		<b>\$675,608</b>	<b>\$2,500</b>	
39					
40	09906	Cash Carryover	\$0		
41	<b>Total Transfer out</b>		<b>\$4,256,079</b>	<b>\$4,256,079</b>	
42					
43	<b>Remaining Funds</b>		<b>\$0</b>	<b>\$0</b>	
44					
45	<b>Total Expenditures</b>		<b>\$4,256,079</b>	<b>\$4,256,079</b>	



**RESOLUTION 2019-05-05**

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY (THE “DIA”) INSTRUCTING ITS CHIEF EXECUTIVE OFFICER (“CEO”) TO ISSUE A 30-DAYS NOTICE OF SOLICITATION FOR THE DISPOSITION OF AN APPROXIMATELY 3.45 ACRES OF CITY-OWNED REAL PROPERTY WITHIN THE LAVILLA DISTRICT OF DOWNTOWN JACKSONVILLE, HAVING DUVAL COUNTY TAX PARCEL NUMBERS 074846 0000, 07844 0000, 074843 0000, 074847 0000, THE WESTERN ½ OF 074828 0005, 074834 0000, 074830 0000, AND 074832 0000 (“SITE”); INSTRUCTING THE CHIEF EXECUTIVE OFFICER TO TAKE ALL NECESSARY ACTION IN CONNECTION THEREWITH TO EFFECTUATE THE PURPOSES OF THIS RESOLUTION; PROVIDING FOR AN EFFECTIVE DATE.**

**WHEREAS**, the City owns approximately 3.45 acres parcel of undeveloped real property identified by Duval County Tax Parcel Numbers 074846 0000, 07844 0000, 074843 0000, 074847 0000, the Western ½ of 074828 0005, 074834 0000, 074830 0000, and 074832 0000.

**WHEREAS**, the DIA received an unsolicited offer to purchase the Site from Vestcor Companies, Inc., the general terms of which are attached hereto as Exhibit “A”; and

**WHEREAS**, Vestcor Companies, Inc., proposes to construct seventy (70) units of single-family townhomes; and

**WHEREAS**, the DIA commissioned a LaVilla Neighborhood Development Strategy, that, in part, calls for DIA to “Introduce fee-simple products in the form of townhomes and other attached unit types in order to offer greater [home] ownership opportunities”; and

**WHEREAS**, the Site is located within the North Bank Downtown Community Redevelopment Area (“North Bank CRA”); and

**WHEREAS**, The Northbank CRA Redevelopment Goal 2 calls for DIA to “Increase rental and owner-occupied housing Downtown, targeting key demographic groups seeking a more urban lifestyle.”; and

**WHEREAS**, DIA is the designated Community Redevelopment Agency for the North Bank CRA, to which a Community Redevelopment Plan was adopted by Ordinance 2014-560-E; and

**WHEREAS**, upon adoption of this Resolution, a 30-day notice for the solicitation of proposals pursuant to Section 163.380(3)(a), Florida Statutes, Section 122.434(a), Jacksonville Code of Ordinances, and Section 122.434(b), Jacksonville Code of Ordinances, will be issued,  
**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 finds that the proposed development plan is consistent with and in furtherance of the LaVilla Neighborhood Development Strategy and the Northbank CRA Plan.

**Section 3.** The DIA instructs its Chief Executive Officer take all necessary action necessary to effectuate the Solicitation for disposition of the Site.

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

WITNESS:

**DOWNTOWN INVESTMENT AUTHORITY**

\_\_\_\_\_

\_\_\_\_\_  
Craig Gibbs, Vice Chairman

May 15, 2019  
Date

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



One Independent Drive  
Suite 1200  
Jacksonville, Florida 32202

P (904) 301.1269  
F (904) 301.1279  
www.drivermcafee.com

May 8, 2019

Brian Hughes, CEO  
Downtown Investment Authority  
117 West Duval Street, Suite 310  
Jacksonville, FL 32202

Re: Proposal to Purchase City-Owned Property at 1128 West Adams Street (RE# 074846 0000), 1062 West Adams Street (RE# 074844 0000), 1050 West Adams Street (RE# 074843 0000), 0 Johnson Street (RE# 074847 0000), 0 Lee Street (a portion of RE# 074828 0005), 1005 West Forsyth Street (RE# 074828 0005), 0 Johnson Street (RE# 074830 0000), and 125 Johnson Street (RE# 074834 0000) (collectively, the "Property")

Mr. Hughes:

On behalf of our client, Vestcor Companies, Inc., a Florida corporation ("Vestcor"), we have been authorized to submit this proposal to the Downtown Investment Authority ("DIA") in its capacity as the Downtown Community Redevelopment Agency ("CRA"). Vestcor proposes to purchase the City-owned Property in the LaVilla District within the North Bank Downtown Redevelopment Area pursuant to Section 163.380, Florida Statutes, and Section 122.434, City of Jacksonville Code of Ordinances (the "Proposal").

### **Proposed Project**

The Property is located in the LaVilla Catalyst Site ("LaVilla") of the Downtown Overlay. The vision for this area includes an urban and dense metropolitan center with mixed-income housing, retail and office development with a direct connection to the proposed regional transportation hub. The area is intended to include a mix of urban housing such as loft apartment and walk-ups to sustain the neighborhood. The City's BID Plan found that the optimal residential future of LaVilla is a family-oriented mixed-income neighborhood of low-to-moderate-density housing, including a mix of single family habitat-type homes and other financially-assisted attached and multifamily housing, both for-sale and for-rent.

In furtherance of these objectives and in keeping with the theme of LaVilla, Vestcor proposes to develop the Property as a new residential project including approximately seventy townhome units (the "LaVilla Townhomes"). The LaVilla Townhomes will be the area's first new market rate project designed to compliment the existing affordable and workforce housing projects in the area including the Lofts at LaVilla, Lofts at Jefferson Station, and Lofts at Monroe. The average sales price of each townhome is expected to be Two Hundred Fifty Thousand and 00/100 Dollars (\$250,000).

### Consistency with CRA Plan

The LaVilla Townhomes further each of the established redevelopment goals of the Downtown CRA Plan.

Redevelopment Goal No. 1: Reinforce Downtown as the City's unique epicenter for business, history, culture, education, and entertainment. The LaVilla Townhomes will increase opportunities for Downtown employment throughout the development process and thereafter in ongoing operation of the townhomes. The LaVilla Townhomes will increase residential opportunities by adding to the inventory of available housing units and satisfy one benchmark of success through an increased number of residents in the area. Finally, the LaVilla Townhomes will replace an unattractive vacant lot with a modern residential development.

Redevelopment Goal No. 2: Increase rental and owner-occupied housing Downtown, targeting key demographic groups seeking a more urban lifestyle. While new affordable and workforce housing projects have flourished in LaVilla, these projects have not provided residents with an opportunity for home ownership. The LaVilla Townhomes will provide one of the first new market rate, owner-occupied projects in LaVilla. Including this product will fill a gap in the housing market and satisfy the stated objective of providing a mix of for-sale and for-rent single and multifamily housing. Adding density to LaVilla further supports the establishment of neighborhood retail which is essential to the support of Downtown residents.

Redevelopment Goal No. 3: Simplify the approval process for Downtown development and improve departmental and agency coordination. The LaVilla Townhomes satisfy the strategic objective of providing publicly-owned land and building space for private development which will support and strengthen Downtown's commercial and residential base. Moreover, Vestcor is a proven partner for satisfying key residential initiatives in the LaVilla neighborhood.

Redevelopment Goal No. 4: Improve walkability/bike-ability and connectivity to adjacent neighborhoods and the St. Johns River while creating highly walkable nodes. The LaVilla Townhomes support achievement of benchmarks for this redevelopment goal including increasing real estate value, providing private capital investment, and increasing the number of observable pedestrians in LaVilla which should have the added effect of increasing desirable street activity during and outside of business hours. By encouraging an active street life beyond traditional daylight business hours, the LaVilla Townhomes will create an environment of growth for other restaurant, retail and entertainment business Downtown. Finally, the LaVilla Townhomes will reinforce residential development near the new transportation hub, which promotes walkability.

Redevelopment Goal No. 5: Establish a waterfront design framework to ensure a unique experience and sense of place. The LaVilla Townhomes will add more residents to LaVilla, which will increase the observed number of pedestrians, desirable street activity, and utilization of public open spaces and amenities such as the Riverwalk.

Redevelopment Goal No. 6: Maintain a clean and safe 24-7 Downtown for residents, workers, and visitors. The LaVilla Townhomes will improve the pedestrian experience at street level by eliminating an unsightly vacant lot and replacing it with a building utilizing urban design principles including

appropriate urban streetscape and lighting elements. The LaVilla Townhomes will promote a greater sense of activity and public safety by bringing residents and visitors to the area, which, in turn, will support and attract additional commercial, service, residential and transportation uses.

Redevelopment Goal No. 7: Use planning and economic development policies to promote design for healthy living. The LaVilla Townhomes add a much-needed market-rate residential option to the LaVilla neighborhood. The addition of residential development in close proximity to a variety of public transportation options will improve the walk score of the area. The streetscape improvements that activate the block and improve its sense of safety at all hours and will make walkability and bikeability a reality rather than an aspirational goal.

### **Vestcor Experience and Ability to Complete LaVilla Townhomes**

The LaVilla Townhomes will be constructed by Vestcor, a local company founded in 1983. Since formation, Vestcor has grown to become one of Florida's largest developers with more than eighty partnerships investing in raw land, existing apartments, new multifamily developments, condominiums, student communities and retirement communities. In particular, Vestcor has an established record of successful Downtown development including 11 East Forsyth and the Carling (both market rate projects), the Lofts at LaVilla (affordable housing), Lofts at Monroe (affordable housing), and Lofts at Jefferson Station (mix of affordable and workforce housing). Additional details regarding Vestcor and its history of Downtown development are included as Appendix 1.

Vestcor will finance the project through a traditional bank lender. A letter of reference from two banks expressing their interest in the LaVilla Townhomes and history with Vestcor is included as Appendix 2. Further inquiries may be directed to each of the contacts listed on the letters in Appendix 2.

### **Financial Offer**

Vestcor offers One Hundred and 00/100 Dollars (\$100.00) for fee simple title to the Property, payable at closing, pursuant to the terms and conditions detailed in the Term Sheet attached as Appendix 3.

On behalf of the Vestcor we appreciate the opportunity to provide this Proposal to develop the LaVilla Townhomes. Should you have any additional questions regarding this matter, please do not hesitate to call me at (904) 301-1269 or Cyndy Trimmer at (904) 807-0185.

Sincerely,



Steven Diebenow

cc: Guy Parola, DIA  
Vestcor Companies, Inc.

**Agent Authorization**


You are hereby advised that Clarence S. Moore, as President of The Vestcor Companies, Inc., a Florida corporation, hereby submits the attached Proposal and authorizes and empowers Driver, McAfee, Hawthorne & Diebenow, PLLC, to act as agent in connection with such Proposal and provides authorization to Driver, McAfee, Hawthorne & Diebenow, PLLC, to file such applications, papers, documents, request and other matters necessary in connection with such Proposal.

**THE VESTCOR COMPANIES, INC.,**  
a Florida corporation

By:   
Clarence S. Moore, President

STATE OF FLORIDA  
COUNTY OF DUVAL

Sworn and subscribed before me this 8<sup>th</sup> day of May, 2019, by Clarence S. Moore, as President of The Vestcor Companies, Inc., a Florida corporation, who is  personally known to me or  has produced \_\_\_\_\_ as identification.

  
(Notary Signature)



**APPENDIX 1**  
**Vestcor Companies, Inc.**

# VESTCOR

## Company Overview

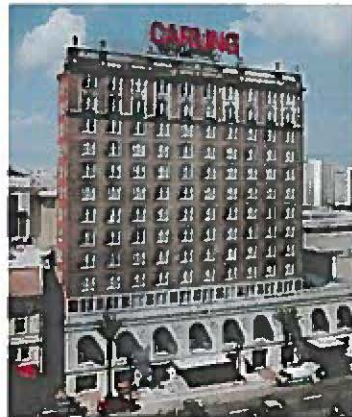
- 36 Year Track Record
- Developed/Acquired over 14,800 multifamily rental units
- Developed and sold 5 condominium complexes
- Currently own 22 communities with over 3,500 rental units
- Currently has 4 communities with 708 units under construction
- Sold 44 communities consisting of 11,326 units

## Downtown Jacksonville Living



11 East Forsyth

- 127 Units
- Historical renovation
- Completed in 2003



The Carling

- 100 Units
- Historical renovation
- Completed in 2005



Lofts at LaVilla

- 130 Units
- Completed in 2017



Lofts at Monroe

- 108 Units
- Completed in 2018



Lofts at Jefferson Station

- 133 Units
- Will be complete in 2019



**APPENDIX 2**  
**Letter of Reference**



Lesli Carroll  
Senior Vice President

SunTrust Bank  
200 S. Orange Blvd  
7th Floor  
Orlando, FL 32801  
Tel 407.237.1112  
lesli.carroll@suntrust.com

May 8, 2019

Steve Moore  
The Vestcor Companies  
3030 Hartley Road, Suite 310  
Jacksonville, FL 32257

*Re: LaVilla Townhomes*

To Whom It May Concern:

SunTrust Bank is a significant lender and investor in real estate developments in the United States. We have substantial experience and success in providing creative and responsive financing solutions for a variety of commercial and residential real estate projects.

The Vestcor Companies has been a client of SunTrust Bank since 2015 and they have accomplished an extensive and very positive track record in the development of real estate projects. SunTrust has financed the acquisition and construction of a number of Vestcor Developments and all projects were completed on time, within budget, and met all covenant requirements for stabilization with no problems. Since their first closing with SunTrust in 2015, Vestcor has continued to be a model client and exceeds their proforma projections.

Based on our positive history with The Vestcor Companies, SunTrust would be interested in the opportunity to provide financing for the LaVilla Townhomes.

Sincerely,

A handwritten signature in blue ink that reads "Lesli Carroll".

Lesli Carroll  
Senior Vice President  
SunTrust Community Capital

Commercial Real Estate  
200 W. Forsyth Street  
Ste. 510  
Jacksonville, FL 32202

May 8, 2019

Downtown Investment Authority  
117 West Duval Street, Suite 310  
Jacksonville, FL 32202

RE: Vestcor- LaVilla Townhomes

To Whom It May Concern:

It is my understanding that Vestcor is proposing to purchase city owned property(s) in the LaVilla neighborhood, with the intent to develop 70 residential townhomes. BB&T has had a longstanding business relationship with Vestcor and its affiliates and consider it to be a valued client. Our current lending relationship consists of multiple loans on development projects, with a total commitment amount in the mid-eight figure range.

BB&T would welcome the opportunity to provide financings for the LaVilla project, subject to our standard underwriting and approval process. Please give me a call if I can answer any questions or provide any additional information at (904)361-5232.

Sincerely,



Jim Citrano, Jr.

Senior Vice President

Commercial Real Estate Banking

**APPENDIX 3**  
**Letter of Intent**

## VESTCOR COMPANIES, INC.

### TERM SHEET

May \_\_, 2019

This Term Sheet sets out the terms whereby the City of Jacksonville (“City”) would grant certain real property to Vestcor Companies, Inc. (“Vestcor” and, together with City, the “Parties”) in exchange for Vestcor developing the Project (defined below). This indicative Term Sheet is not intended to be legally binding on either party or to impose any legal obligations on either party, including any obligation of continued negotiation. Such binding obligations shall arise, only pursuant to a definitive Purchase and Sale Agreement and such other agreements as the Parties may execute and deliver in connection with such investment (collectively, the “Definitive Agreement”), if, and when executed by the Parties.

<b>Proposed Transaction:</b>	<p>At the Closing, Vestcor would acquire, and City would sell for \$100, all right, title and interest in and to certain real property owned by City and located in downtown Jacksonville, described as follows:</p> <p>(i) approximately 1.5 blocks between Stuart Street &amp; Lee Street and Houston Street &amp; Adams Street; and (ii) 1 block between Johnson Street &amp; Lee Street and Forsyth Street &amp; Houston Street (collectively, the “Property”), as more particularly shown on <b>Exhibit A</b>.</p> <p>The Property would be acquired free and clear of all liens, encumbrances, claims or other debts of any nature except for any security interest created in the transaction. As additional consideration for the Property, Vestcor would commit to build approximately seventy (70) townhome units as shown on <b>Exhibit B</b> attached hereto (the “Project”). The average sales price of each townhome unit is expected to be \$250,000. As additional consideration for the Property, Vestcor agrees to pay the City 50% of the sales price of any townhome unit in excess of \$250,000,</p>
<b>Closing:</b>	<p>The Parties would attempt to negotiate and execute the Definitive Agreement by July 1, 2019. Closing would occur within ten (10) days after satisfaction of all conditions to Closing in the Definitive Agreement (other than conditions to be satisfied at Closing), but in no event shall Closing occur later than December 31, 2019 (the “Closing Date”). Vestcor shall break ground on the Project no later than nine (9) months following the execution of the Definitive Agreement.</p>
<b>Transaction Documents:</b>	<p>The Definitive Agreement will be a purchase and sale agreement and will contain customary representations and warranties for a transaction</p>

	of this size and nature. In particular, City will represent, warrant and covenant to Vestcor that on the Closing Date all Property is owned by City free and clear, that the Property is properly zoned for the Project.
<b>Conditions to Closing:</b>	<p>The Closing will be subject to certain conditions to be set forth in the Definitive Agreement, including:</p> <p>(a) <u>Due Diligence.</u> Vestcor and its attorneys, consultants, accountants, lenders and other representatives and agents shall have satisfactorily completed their due diligence investigation of the Property. Between the date of this Term Sheet and the Closing, these representatives shall be given reasonable access to the Property, including any documentation associated with the Property. None of such information shall be used by such persons other than for evaluation of the Property for purposes of the Transaction, and such information shall be held in confidence. City agrees to cooperate fully with Vestcor's representatives and agents and to make themselves available to the extent necessary to complete the due diligence process and the closing of the Transaction.</p> <p>(b) <u>Absence of Adverse Change.</u> There shall have been no material adverse change in the condition of the Property or prospects of the Project since the date of execution of the Definitive Agreement.</p> <p>(c) <u>Third Party Approvals.</u> The Transaction shall have been approved by all third parties from whom such approval is required.</p> <p>(d) <u>City Approvals.</u> The Transaction shall have been approved by City.</p> <p>(e) <u>Vestcor Contribution.</u> Vestcor shall contribute \$100,000 to the Lift Ev'ry Voice and Sing Park at Closing.</p>
<b>Certain Additional Terms:</b>	<p>City would provide customary covenants, indemnifications and other protections for the benefit of Vestcor. Closing would be subject to the satisfaction of various conditions that are customary in transactions of the nature and magnitude of the Transaction. The foregoing would include: (a) indemnification for breach of representations and warranties, survival of representations and warranties for 24 months (except for those regarding tax, title, environmental, or authority or those fraudulently made, which will survive as permitted by the applicable statutes of limitations), (b) the absence of any material</p>

	adverse change in the condition (financial or otherwise) of the Real Property; and (c) each party to the Definitive Agreement would be responsible for its respective expenses (including broker's or finder's fees, legal fees and expenses and the fees and expenses of its other representatives).
<b>Governing Law and Venue:</b>	This Term Sheet and all Definitive Agreements shall be governed by Florida law and the parties thereto shall in all cases consent to the jurisdiction of the Florida courts with respect to any dispute arising thereunder.
<b>Entire Agreement:</b>	This Term Sheet contains the entire agreement between the Parties regarding the subject matter hereof and supersedes all prior agreements or understandings between the Parties with respect thereto.
<b>Counterparts:</b>	This Term Sheet may be executed by facsimile signature and in counterparts, each of which will be deemed an original, and all of which will constitute the same agreement.

**[SIGNATURE PAGE FOLLOWS]**

IN WITNESS WHEREOF, the undersigned have executed this Term Sheet as of the date first set forth above.

**CITY:**

City of Jacksonville

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**VESTCOR:**

Vestcor, Inc.

By: \_\_\_\_\_

Name: \_\_\_\_\_

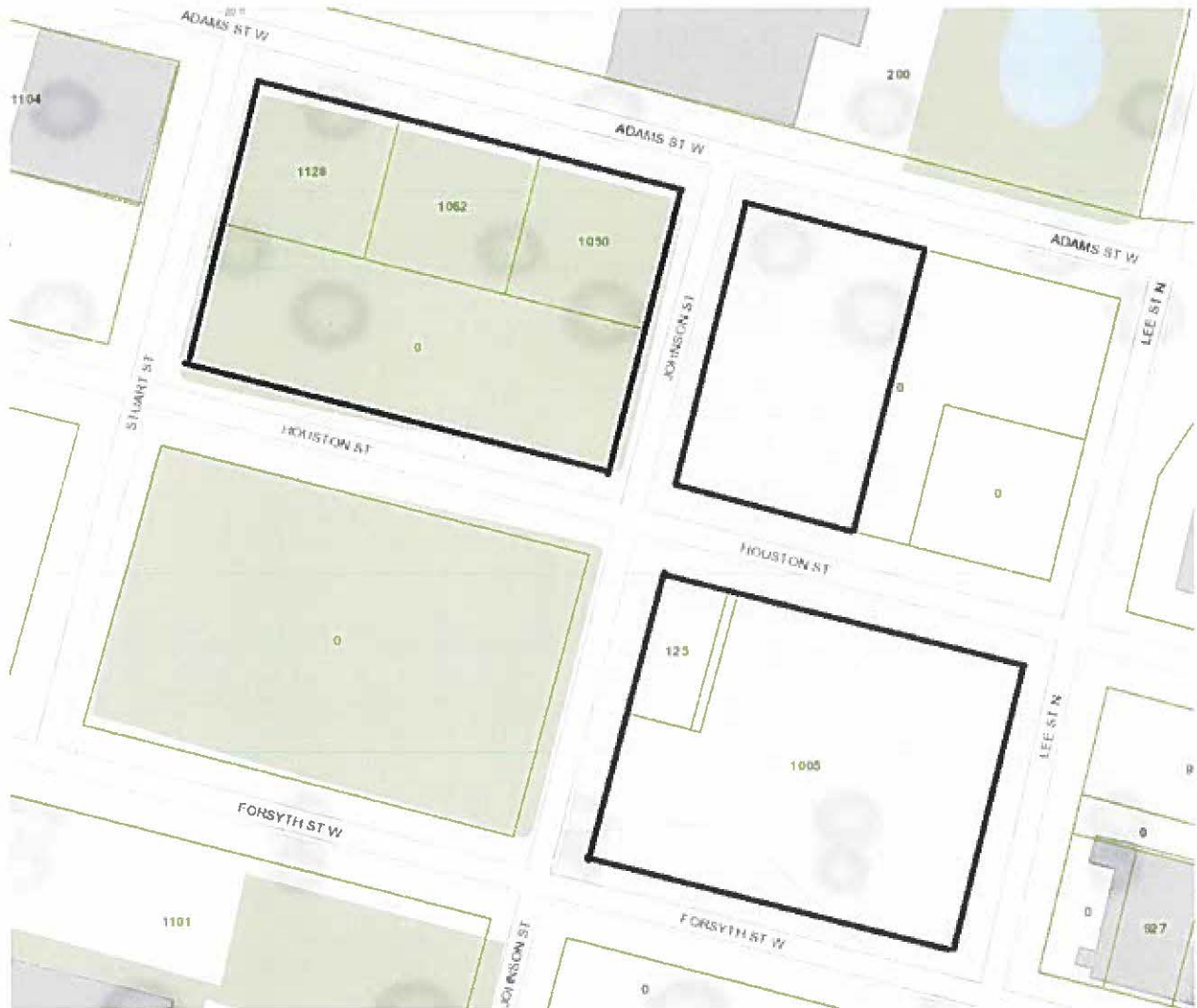
Title: \_\_\_\_\_



**EXHIBIT A  
PROPERTY**

See attached.

1128 West Adams Street (RE# 074846 0000)  
1062 West Adams Street (RE# 074844 0000)  
1050 West Adams Street (RE# 074843 0000)  
0 Johnson Street (RE# 074847 0000)  
0 Lee Street (a portion of RE# 074828 0005)  
1005 West Forsyth Street (RE# 074828 0005)  
0 Johnson Street (RE# 074830 0000)  
125 Johnson Street (RE# 074834 0000)



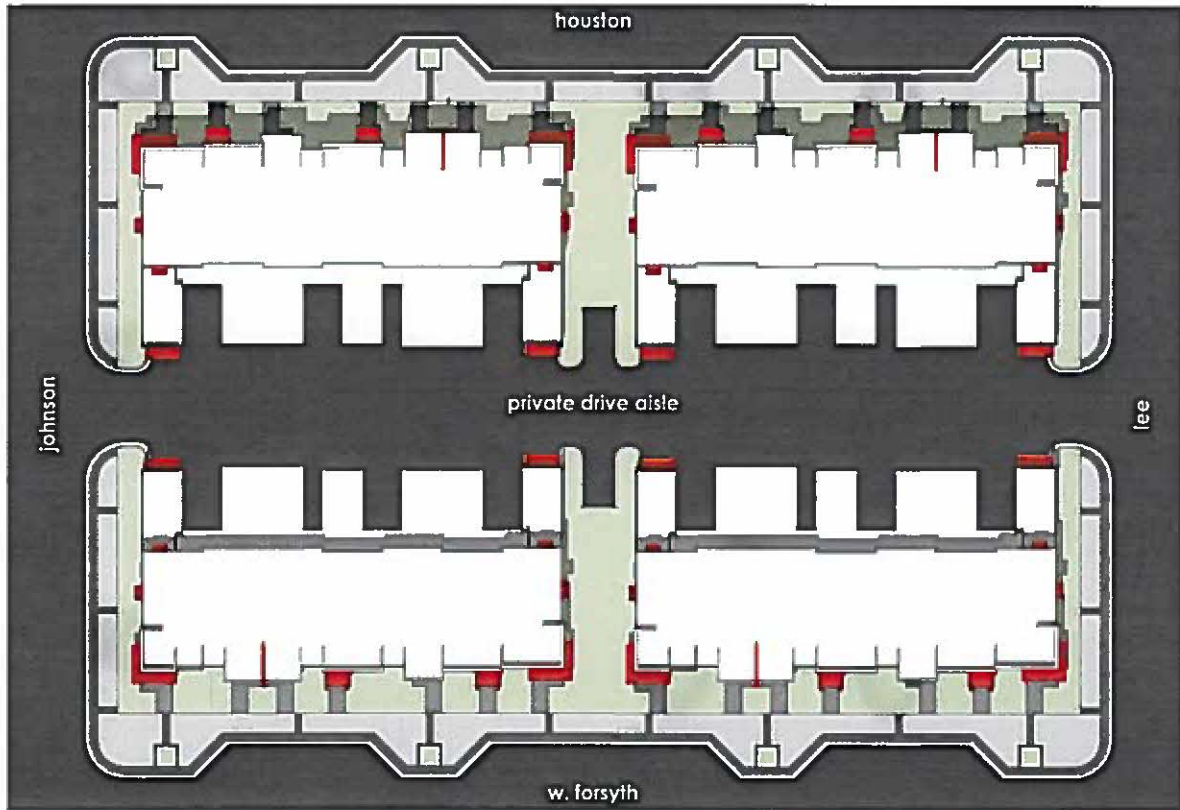
**EXHIBIT B  
PROJECT**

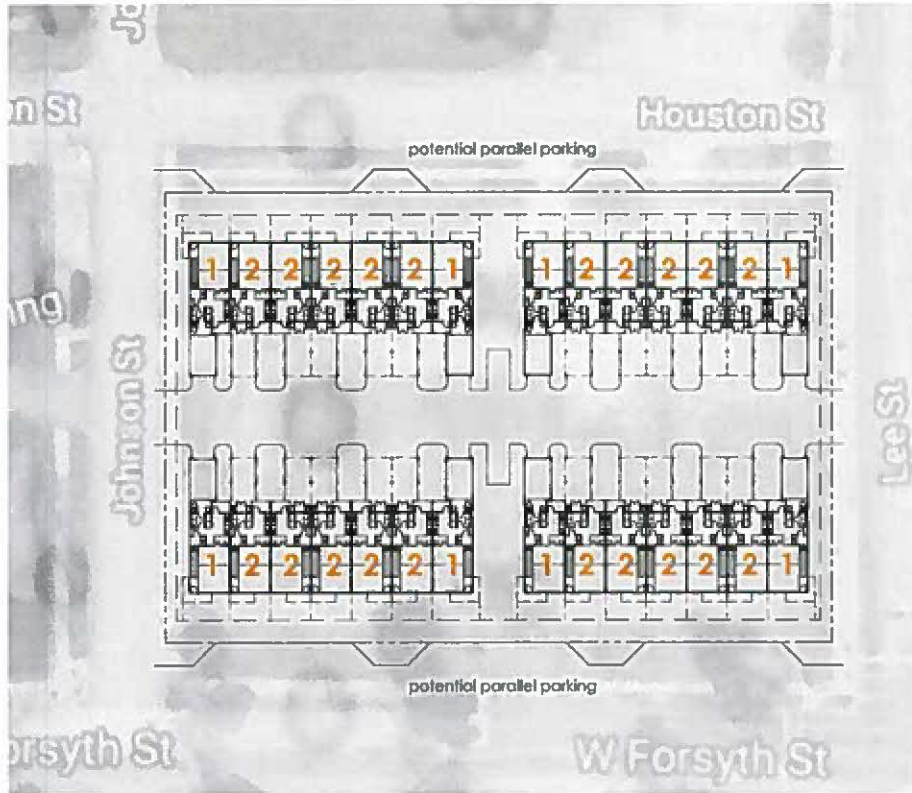
See attached.



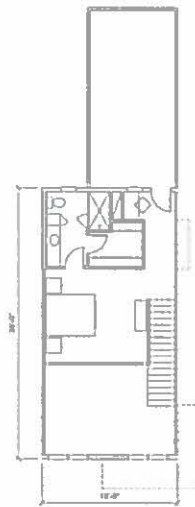




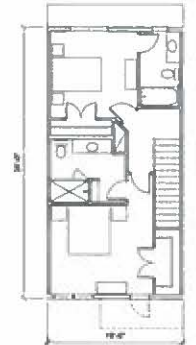




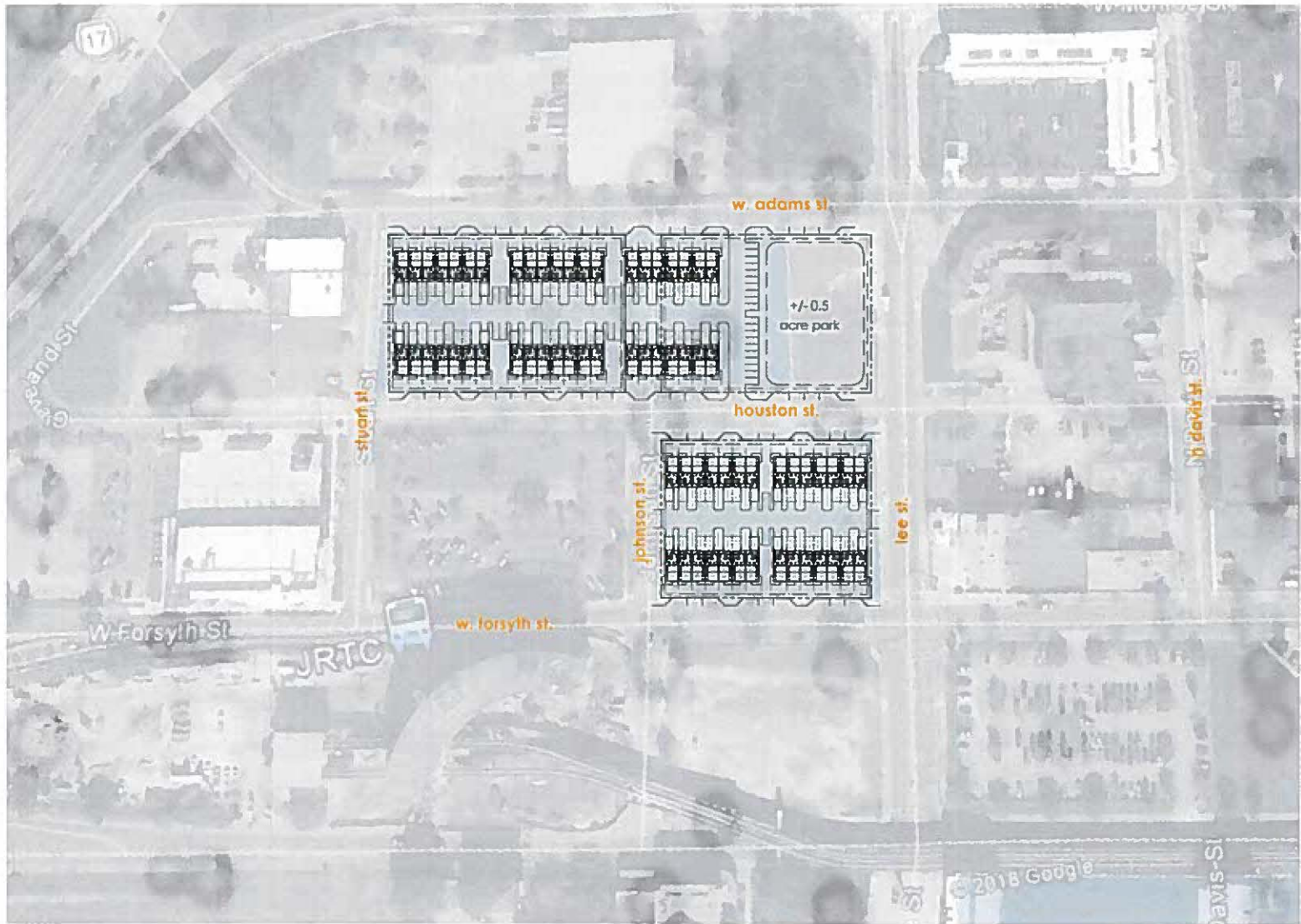
1 1 bed : 1.5 bath : garage



2 2 bed : 2.5 bath : carport







70 units  
 70 garages/carport  
 30 off-street parking