Snyder Memorial Church

• SCOPE OF SERVICES

This Scope of Services is being issued by the Downtown Investment Authority ("DIA") authorizing Cushman & Wakefield ("C&W") to assist DIA in soliciting proposals for the sale or lease of the Snyder Memorial Methodist Church ("Church" or "Site"). The DIA seeks a qualified, experienced partner to re-develop/activate the Site, and seeks a development team that aligns with the DIA's development vision that is consistent with the CRA Plan; enhances the adjacent City assets (e.g. library, James Weldon Johnson Park); respects the historical integrity of the Church; and provides for street-level activation (e.g. retail, restaurant, art gallery, music hall).

Proposals will include discussion or demonstration of the below factors and the Proposals will be evaluated & ranked based upon respondent's answers to:

- The plan to respect and honor the historical significance of the Church;
- Their business plan or pro forma, including an estimated construction schedule;
- Their financial capacity, including but not necessarily limited to, equity investment, working capital, financing, etc;
- Consistency with the CRA Plan;
- How the proposal will enhance the adjacent City assets (e.g. library, James Weldon Johnson Park), businesses, residents, and provide for street-level activation;
- The financial terms proposed, which may include the lease rates, purchase terms, value of the improvements, return on investment for requested DIA contributions, etc.

• PROJECT OVERVIEW

The Church is located at 226 N. Laura Street, on the southeast corner of North Laura and West Monroe Streets, south of James Weldon Johnson Park in Downtown Jacksonville, Florida. As its 130-year history on this site will attest, the former Church truly has been a shining light in Downtown and Jacksonville as a whole.

The Church is adjacent to James Weldon Johnson Park, the Museum of Modern Art, and the Main Branch Library. Situated in a 1920s commercial district, the Church faces east-southeast. The Church is located in Downtown's Central Civic Core, and is conveniently located within a short walk of residential, office, City Hall, and restaurants, as well as being adjacent to James Weldon Johnson Park, the Downtown Main Branch Library, and the Museum of Contemporary Art.

The Church is on the National Register of Historic Buildings and has been designated as a local historic landmark by the City. These designations provide access to, subject to funding approval, of Historic Preservation Tax Credits, the Downtown Historic Preservation and Revitalization Trust Fund, and local ad

valorem tax advantages. Including the building addition that was constructed circa 1917, the Church is approximately 12,337 gross square feet (to be confirmed).

The Church was last used for services in the 1970s. In 2000 the St. Johns River City Band purchased the building for its offices and performance space. The St. Johns River City Band was provided an interest-free loan of $650,000 by the City to purchase the Church. The St. Johns River City Band was unable to honor the terms of the loan, and the City took ownership of the Church.

The Church building has changed little over the last 97 years and retains most of original character. The City recently completed a $427,000 stabilization and repair effort on the Church, the scope of which included:

- Roof & ceiling structure
- SE corner of roof parapet repair
- South wall underpinning piles
- Tower access improvements (ex. hatches & ladders)
- Improved fire suppression sprinkler system
- Review of exterior surface drainage features at the south & west sides of the existing building to identify storm drainage improvement options

The Church is located within North Bank Downtown Community Redevelopment Area (“Northbank CRA”) The CRA Plan provides policy, development/redevelopment, and fiscal direction for DIA efforts to create a world- class Downtown. The CRA Plan contains eight (8) Redevelopment Goals that guide policy, development/redevelopment, and fiscal decisions of the DIA. These Redevelopment Goals and their underlying Strategic Objectives will be used, in part, to determine consistency with the CRA Plan. These eight (8)

Redevelopment Goals are:

Redevelopment Goal No. 1

Increase commercial office utilization, occupancy, and job growth to reinforce Downtown as the region’s epicenter for business.

Redevelopment Goal No. 2

Increase rental and owner-occupied housing Downtown, targeting diverse populations identified as seeking a more urban lifestyle.

Redevelopment Goal No. 3

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

Redevelopment Goal No. 4

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

Redevelopment Goal No. 5

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

Redevelopment Goal No. 6

Improve the walkability/bike-ability of Downtown and pedestrian and bicycle connectivity between Downtown and adjacent neighborhoods and the St. Johns River.

Redevelopment Goal No. 7

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

Redevelopment Goal No. 8

Simplify and increase the efficiency of the approval process for Downtown development and improve departmental and agency coordination.

The proposals should include the following elements as part of a comprehensive response:

COVER LETTER

The cover letter should summarize the development team's qualifications and interest in the Site and must be signed by a principal or otherwise authorized member of the lead firm.

EXECUTIVE SUMMARY

Each Respondent must submit an executive summary that identifies the business entity, its background, main office(s), and office location that will service this contract and must identify the key individual(s) who will be directly involved with the work and their locations. The executive summary must also summarize the key financial elements of the proposal and development overview including intended use (or mix of uses).

ORGANIZATIONAL CHART AND DEVELOPMENT TEAM

The Respondent must provide an organization chart and detailed information about the Respondent, the firm's history, related entities, and members of its operations and management team who will manage and operate the development ("Operations Team"). Additionally, the Respondent must provide its team of architects, engineers, general contractors, and/or subcontractors who shall renovate or redevelop the property ("Development Team"). Provide resumes for all project team members and identify their specific role on the team. The resumes should provide sufficient detail so the DIA can understand the team members' suitability for their role.

- The organizational chart shall graphically depict the Respondent's relationship with any parent organization(s) and/or affiliate organizations, as well as the respective operations, management, and construction roles (e.g., architect, engineer, general contractor) played by each team member or entity.

- Overview of the firms included in the development team including in-house capabilities (i.e., design, construction management, equity position, etc.) organizational structures, legal names, principals, and brief history and overview of the firms.
- Qualifications and experience of key professionals assigned to and responsible for the project (include project organizational chart and resumes)

PAST PERFORMANCE

- Experience with developing publicly owned or controlled land, preferably in some form of partnership with a city
- Total number of comparable projects within the past ten years; include case studies with type/ nature of project and principal client contact on the project. Include notable developments in North Florida if available
- Case studies should include projects with community engagement and consensus building, economic development (e.g., job creation and tax revenue generated), phased development, and timely project delivery

FINANCIAL STRENGTH

Overview of team's financial strength which will be relied upon for completion of this project. Describe the financial structure that you would use, the structures you typically use and the partners/ investors/financiers you typically work with on these developments.

REFERENCES

Provide at least three reference letters for comparable size re-development projects. Preferred References should be from government entities if on government land as well as from lenders and major equity investors. Please also provide contact information for each reference.

PROJECT CONCEPT

Provide in concise narrative form your understanding of the DIA's needs, goals and objectives, as they relate to the project, as well as your firm's overall approach to accomplishing the project, including a general description of the vision and proposed project concept for the property.

PHYSICAL DETAILS

Proposals shall include descriptions and visual materials related to the development project. Conceptual design plans and a site plan are not required but are strongly encouraged.

Provide total square footage broken down by types of uses and associated square footage (both GSF and RSF) for each use type (if proposed):

- Square footage of retail space
- Square footage of restaurant and entertainment space
- Square footage of office space
- Square footage and types of all other uses

FINANCIAL PROPOSAL DETAILS

FINANCIAL FEASIBILITY AND CASH FLOW ANALYSIS

Respondents shall include detailed financial feasibility and cash flow analysis of the project. The financial feasibility of the project shall be presented in a manner to enable a clear understanding of the proposed development timeline and how it relates to financial inflows and outflows of the project revenues and any other financial returns over a projected thirty- year period.

- Additional required elements of the financial proposal include:
- Source(s) of equity and required approvals
- Percentage of total project costs to be funded with equity
- External equity partner(s) and urban development experience
- Source of debt funding and details
- Details of debt structure (term assumptions)
- Total Project Cost (including all Respondent costs and 3rd party fees)
- Respondent's fee (included in Total Project Cost)
- Total cost of funds
- Outline of development terms

POST SELECTION PROCESS AND REQUIREMENTS

Once Proposals are received, they will be reviewed by DIA staff to ensure the respondent has met the minimum requirements outlined in the RFQ. All qualified respondents will be evaluated by an evaluation committee comprised of DIA staff and select board members. The evaluation committee will hold a public meeting to discuss and review their findings and following that meeting the evaluation committee will issue a "short-list" of respondents who will receive a formal Request for Proposal. The respondents RFP submittals will be due approximately thirty (30) days following the short-list notification. Once final RFP submittals are received, the evaluation committee will meet again to review, hear presentations (if required) from the respondents and make a formal recommendation as to the selected developer/development team.

Following selection, the DIA and selected Respondent(s) shall negotiate on a good faith basis to complete a Letter of Intent which outlines primary business terms within sixty (60) days from notification of selection. Parties will then negotiate a detailed development agreement, Purchase and Sale and/or ground lease within one hundred twenty (120) days

Respondents are required to provide a detailed and comprehensive proposal. The DIA reserves the right to request additional information during the evaluation of submitted proposals, to disqualify any proposal that fails to respond to any requirements outlined in the solicitation, and in its discretion to accept or reject any proposal with or without cause.

EVALUATION CRITERIA

A. Experience developing mixed-use projects of comparable size and cost in an urban setting
B. Financial Strength of Development Team
   The financial strength of the managing or controlling member of the development team as evidenced by financial statements, bank references of liquidity, etc.; demonstration that the respondent has the financial resources necessary to complete Site redevelopment, ability to service debt (if applicable), and ability to implement the development and business plan.
C. Active Litigation; judgement liens, outstanding tax payments

Description of any pending litigation, administrative, or regulatory proceedings and disclosure of any judgement liens related to development performance or outstanding tax payments. This is a negative factor and points may be deducted based on explanation and will be deducted for failing to provide any explanation.

D. Financial return to the City, Economic impact
   ROI, meaning tax revenues received and retained by the City after any incentives, value paid for the land, sales tax, etc. to be produced by development upon completion (not inclusive of greater economic impact projections); creation of temporary and permanent jobs.
E. Project's ability to activate downtown
   For example: Project's overall interaction with the surrounding area within the Downtown Core; Project's likelihood to attract more visitors to downtown; creates connectivity and a sense of place along Laura Street and in the Downtown Core; enhances vibrancy and walkability of downtown. Thoughtful use that should create synergy within the surrounding area; provide an explanation as to the reasoning for the selection and location of proposed use.
F. Development Timeline:
   Achievable construction commencement and final delivery timeline; coordination of proposed timeline with park development schedule.
G. Civic and community benefits
   For example: providing leasable meeting space(s) for the public; placemaking; etc.
H. Historic Rehabilitation & Adaptive Reuse:
   The Development Team must include a lead architect or preservation consultant with a minimum of ten (10) years of experience in the rehabilitation of historic structures according to the Secretary of the Interior's Standards for the Treatment of Historic Properties, and also provide at least two (2) examples of completed projects where a historic structure (local landmark and/or on the National Register of Historic Places) was successfully restored or repurposed into a "street-level activation" use, such as a restaurant, music hall, or art gallery. The Development team must also provide evidence of prior experience utilizing Historic Preservation Tax Credits or similar local ad valorem tax advantages to ensure the project's financial feasibility.
I. Quality of construction materials and finishes
   quality of finish materials such as stone, glass, cast features etc. as opposed to hardy board, stucco, etc.
J. Design for resiliency
   The design should be responsive to anticipated changes in the environment and the economy; utilization of resilient building techniques, such as use of flood-proof materials on first floor/subsurface elements, elevation of critical assets (HVAC, generators, utility boxes, etc.) to above the first floor, and use of reflective materials on the roof to create a "cool roof"; landscape design to address flooding and heat, including installation of catchment systems, increasing tree canopy.
K. Defined and reliable source and percentage of debt and equity
   Both the relative percentages of debt and equity proposed for the project, and the expected sources for each and evidence of available funds or repeat prior relationships of similar magnitude that can reasonably be expected to provide the Developer with funding capacity sufficient to execute the project.
L. Financial feasibility and cash flow analysis
   Operating proformas that demonstrate the project feasibility and cost and market assumptions made by the development team.
M. Post completion management plan
   Will the Developer own and operate the facility or will the Developer sell the facility when the development stabilizes?

Evaluation Criteria

Criteria	Points	Section
1. Experience & Qualifications	20	
• Experience developing projects of comparable size, program, and cost in an urban setting • Financial Strength of Development Team • Active litigation, judgement liens, and outstanding tax payments		
2. Economic Benefit	30	
3. Project Development and Design	30	
• **Project's ability to activate downtown** • **Thoughtful Mix of Uses** • **Development timeline (e.g. construction commencement and delivery timing)** • **Quality of Construction Material and finishes** • **Design for Resiliency**		
4. Historic Rehabilitation & Adaptive Reuse	15	
• **Proven Track Record: Experience in the rehabilitation of structures on the National Register of Historic Places or locally designated landmarks.** • **Technical Proficiency: Ability to implement the Secretary of the Interior's Standards while integrating modern resiliency and "cool roof" technologies.** • **Financial Strategy: Demonstrated success in leveraging Historic Preservation Tax Credits and the Downtown Historic Preservation Trust Fund**		
5. Financial Proposal	20	
• Defined and reliable source and percentage of debt and equity • Financial feasibility and cash flow analysis • Post-Completion Management Plan		
TOTAL MAXIMUM POINTS	**115**	

Public Records Notice:

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