



# INVITATION TO NEGOTIATE ("ITN") #010-19 FOR ACQUISITION OF NEW CORPORATE HEADQUARTERS



# Executive Summary



CBRE, Inc. has been engaged by JEA, to issue this Invitation to Negotiate (“ITN”) inviting interested Respondents (“Respondent”) to submit responses for the relocation of JEA’s corporate facility. The goal of this ITN is to obtain new Class A office space for JEA’s corporate offices, which will functionally, securely and conveniently serve the employees and customers of JEA.

JEA is a municipal utility company established in 1895. JEA is the largest community-owned utility in Florida and the eighth largest in the United States. In June of 1997, JEA also acquired water and sewer systems, that were managed by the City of Jacksonville. JEA’s mission is to provide the best service by becoming the center of our customers’ energy and water experience. The mission is guided by customer, financial, community impact and environmental values. JEA currently serves ±470,000 electric customers, ±351,000 water customers, and ±274,000 sewer customers. JEA currently has composite credit ratings of A+ for Electric and AA- for Water & Sewer.

The new corporate facility is critical to the provision of community utilities. As such, Respondents are encouraged to propose relocation solutions that are seamless and provide for continuity of operations.

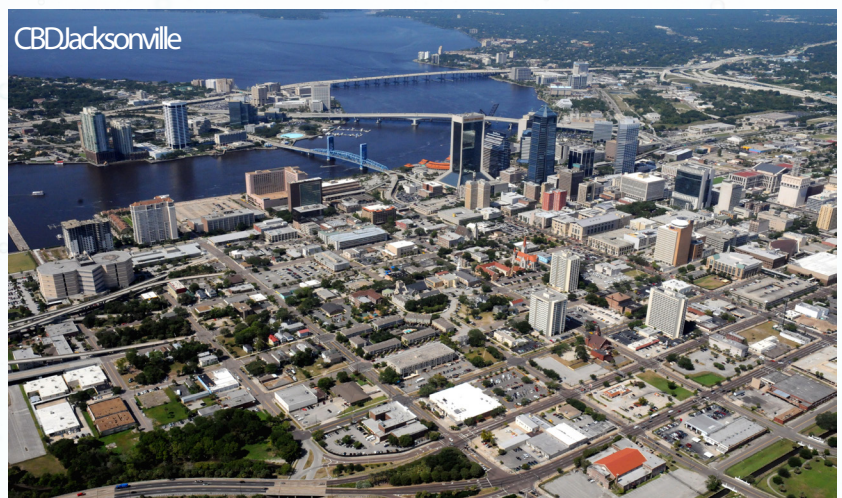
As described herein, the vision of this ITN is to a long term lease/lease-to-own or purchase new office space that meets JEA’s space requirements. The successful Respondent will be entering into a development agreement, purchase and sale agreement, or lease agreement with JEA for the new facility.

This ITN contains information regarding the specifications for a new facility including space programming detail and JEA’s submittal requirements. Responses must comply with all applicable submission requirements to be eligible for consideration. All information and materials submitted will be thoroughly analyzed and independently verified. Responses must present a complete response to all requirements of the ITN.

Responses for the ITN must be received no later than **01/08/2019 by 12:00 PM** and must be delivered to the JEA Procurement Bid Office at 21 W. Church Street, Customer Service Center, 1st Floor. Room 002, Jacksonville, FL 32202 with a copy to Michael Harrell at 225 Water St., Suite 110, Jacksonville, FL 32202. **ALL LATE RESPONSES FOR WHATEVER REASON WILL BE REJECTED.**

On behalf of JEA, CBRE welcomes economically feasible and responsive project responses which will provide for a new corporate facility.

*The overall purpose of this undertaking is to enhance JEA’s business continuity and to improve organizational effectiveness, resulting in business strategies and daily operations that will ultimately better serve the customers and employees of JEA.*





# Jacksonville Market Overview

Jacksonville is the 47th largest office market tracked by CBRE Economics Advisors, with a total population of 1.53 million. Average per capita personal income (according to recent data from Moody's Economy.com) is estimated to be \$48,073. Total employment stands at 709,100 workers.

KEY STATISTICS	LEVEL	RANK	1-QUARTER CHANGE	METRO	ALL MKTS
Population (mil.)	1.53	47	Total Employment Growth	↑	↓
Personal Inc. (\$000)	48.1	50	Ofc - Using Financial	↑	↑
Total Employment (mil)	0.71	48	Ofc - Using Services	↑	↑
Total Inventory (msf)	21.7	56	Completion Rate	↑	↑
Downtown	7.6	37	Under Construction	↓	↑
Suburban	14.1	51	Absorption Rate	↑	↑
Vacancy Rate (%)	12.3	53	Vacancy Rate	↑	↓
TW Rent Index (\$/sf)	18.20	48	TW Rent Inflation	↑	↓

*Jacksonville's growth-friendly approach attracts investors, developers and businesses*



**TOTAL VACANCY:**  
12.3%

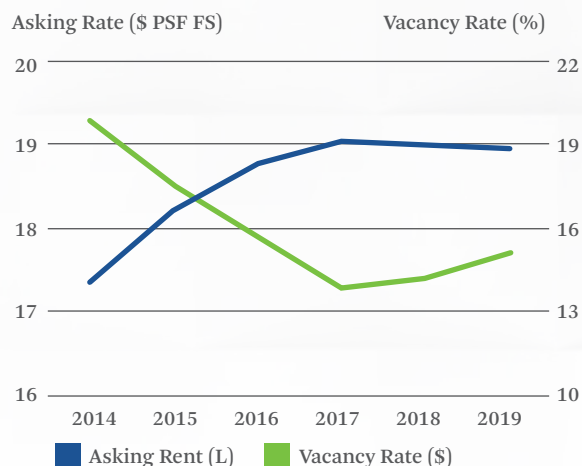


**LEASE RATE:**  
\$18.18 PSF

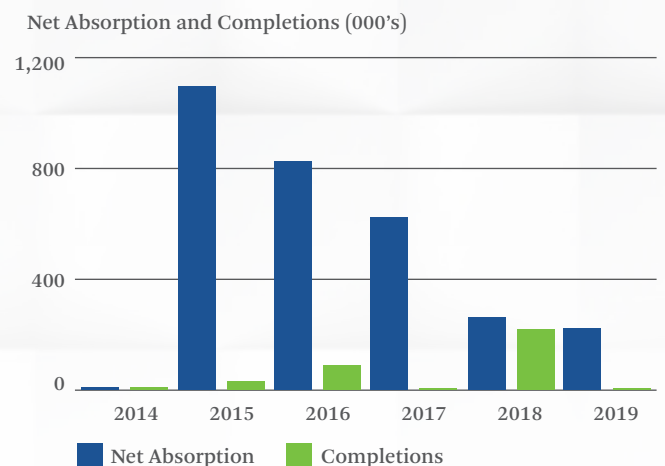


**NET ABSORPTION:**

Total Vacancy vs. Average Direct Asking Lease Rate (FSG)



Net Absorption and Completions



# ITN Highlights

## *Invitation to Negotiate for the Acquisition of New Corporate Headquarters*

We are pleased to submit this ITN ("ITN") to the investment and development community on behalf of our client, JEA ("Client"), for the occupancy of a single tenant Building ("Building") to be developed or retrofitted by Landlord for JEA's use and occupancy. This ITN is not exhaustive of all of the business terms of importance to JEA; additional terms and conditions will be discussed and negotiated only if Respondent is selected for further consideration. Submittals will be evaluated and pursued if JEA views the economics to be an acceptable solution to its long-term financial and office space needs.

The overall purpose of this undertaking is to enhance JEA's business continuity and to improve organizational effectiveness, resulting in business strategies and daily operations that will ultimately better serve the customers and employees of JEA.



### Key Dates

#### PRE-BID CONFERENCE

The purpose of the pre-bid conference is to answer any questions and/or clarify the statement and requirements contained within the JEA ITN. Attendance is optional, but highly recommended.

**Date:** Wednesday, November 7, 2018  
**Time:** 10:00 AM EST  
**Location:** Customer Center  
4th Floor Auditorium  
21 W. Church Street  
Jacksonville, FL 32202

#### WRITTEN QUESTIONS DEADLINE

**Date:** Friday, December 14, 2018  
**Time:** 3:00 PM EST  
**Submit to:** michael.harrell@cbre.com

#### SUBMISSION DEADLINE

CBRE will not be liable to any Respondent for any unforeseen circumstances or delivery delays. Each Respondent is responsible for submission of their Response. Responses submitted past the deadline will not be accepted or considered. Responses that are incomplete on receipt may be disqualified.

**Date:** Tuesday, January 8, 2019  
**Time:** 12:00 PM EST

JEA Procurement Bid Office  
Customer Service Center  
21 W. Church Street, 1st Floor, Room 002  
Jacksonville, FL 32202

A copy to:

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Senior Vice President  
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