



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

October 15, 2019

To All Qualified and Interested Parties,

CBRE is pleased to present the opportunity described herein on behalf of JEA ("Client") as JEA's exclusive real estate advisor for this project.

The objective of this Invitation to Negotiate ("ITN") ITN#010-19 is to provide a build-to-suit or an existing facility, subject to JEA criteria, for JEA's new corporate facility. The proposed property can be a new development, or the renovation of an existing facility.

This is a transformational opportunity for JEA and the future of the organization as they modernize their headquarters facility. JEA is the eighth largest community-owned utility company in the U.S. and the largest in FL. Their corporate headquarters is of critical importance given the more than 470,000 electric customers, 351,000 water customers and 274,000 sewer customers who rely on JEA services.

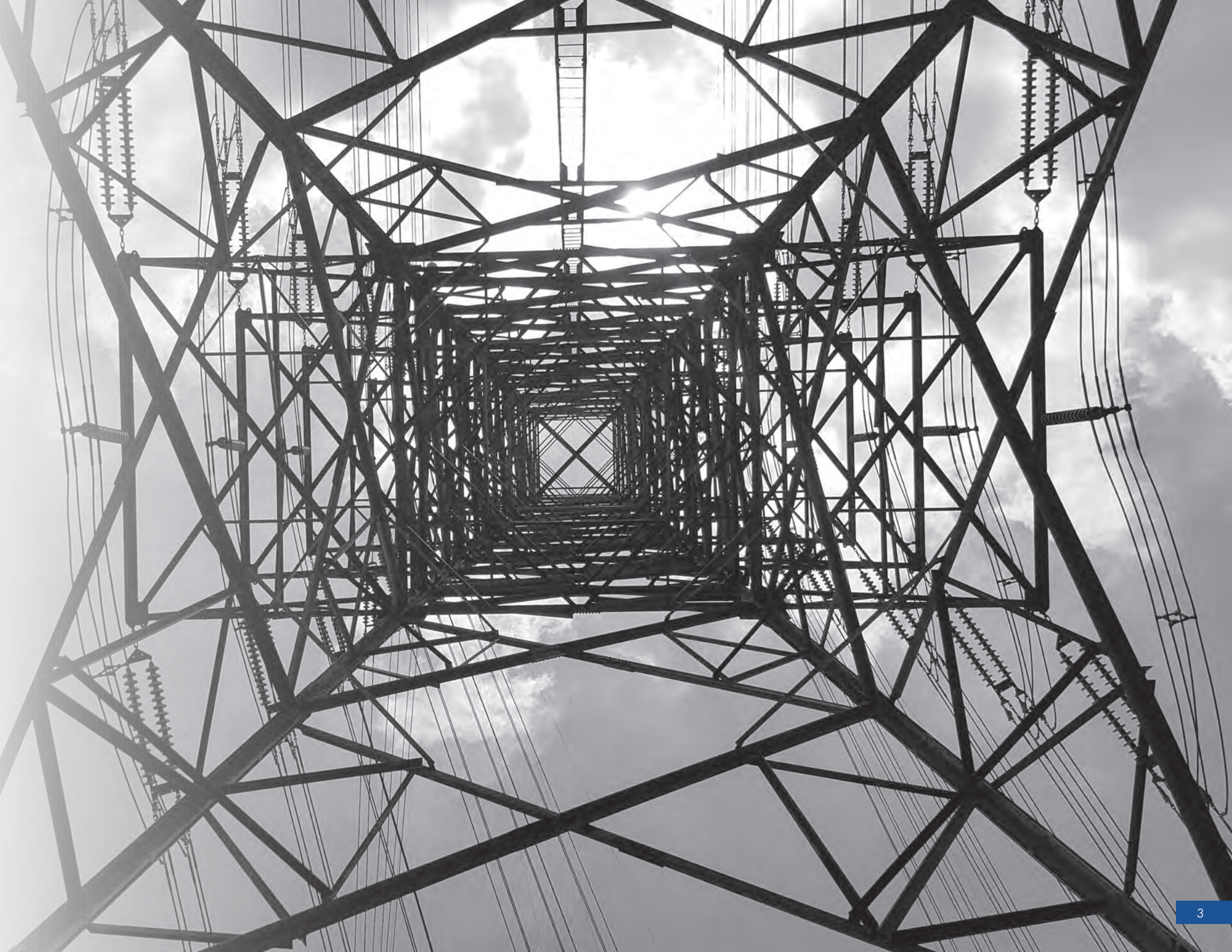
More information regarding the project goals and objectives can be found in the Executive Summary and throughout the ITN, including a Jacksonville market overview.

CBRE, Inc. is pleased to present this exciting, once in a generation opportunity on behalf of JEA and appreciate your interest and Response.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael Harrell".

Michael Harrell
Senior Vice President





Affiliated Business Disclosure

CBRE, Inc. operates within a global family of companies with many subsidiaries and/or related entities (each an "Affiliate") engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates may represent various clients with competing interests in the same transaction. Members of CBRE, Inc. or its affiliates shall not have any financial interest and shall not have played any role whatsoever in any Responses being submitted for consideration to this ITN. CBRE, Inc. will act in the best interest of the client(s) it represents in the transaction described in this ITN and will not act in concert with or otherwise conduct its business in a way that benefits any Affiliate to the detriment of any other Respondent or prospective Respondent, but rather will conduct its business in a manner consistent with the law and any fiduciary duties owed to the client(s) it represents in the transaction described in this ITN.

No Legal Commitment

Neither the Owner or CBRE, Inc. nor any of their respective directors, officers, Affiliates or representatives make any representation or warranty, expressed or implied, as to the accuracy or completeness of this ITN or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this ITN or use of its contents; and you are to rely solely on your investigations and inspections of the Property in evaluating a possible purchase of the real property.

JEA expressly reserves the right, at its sole and absolute discretion, to reject any or all expressions of interest or offers, Response or Responses to purchase or lease the Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of review of this ITN. The Respondent shall have no recourse relative to such decision.

JEA shall have the right to cancel any and all ITN's before bid opening, or Response submission and to reject all bids or Responses after receipt. All ITN Responses shall contain a reservation of the foregoing rights. In the event of such a cancellation or rejection, JEA or its designee shall promptly notify all affected bidders, or Respondents and make available to them a copy of the written explanation for such cancellation or rejection, which shall be a public record.

Disclaimer

© 2018 CBRE, Inc. All Rights Reserved. This ITN contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this ITN has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented "as is" without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This ITN describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property's suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS ITN IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive lease or purchase and sale agreement delivered by the Owner.

CBRE and the CBRE logo are service marks of CBRE, Inc. and/or its affiliated or related companies in the United States and other countries. All other marks displayed on this document are the property of their respective owners.



Table of Contents

Executive Summary	pg. 6
Jacksonville Market Overview	pg. 8
New Corporate Headquarters	pg. 12
General Standard Conditions	pg. 20
Submittal Requirements	pg. 24
Selection Process and Evaluation Criteria.....	pg. 32
Exhibits	pg. 37

WILLIAM I. GULLIFORD III.

Senior Managing Director
225 Water St, Suite 110
Jacksonville, FL 32202
T: +1 904 630 6344
E: tripp.gulliford@cbre.com

MICHAEL HARRELL

Senior Vice President
225 Water St, Suite 110
Jacksonville, FL 32202
T: +1 904 630 6340
E: michael.harrell@cbre.com

STEWART GREEN

Sr. Project Manager
225 Water St, Suite 110
Jacksonville, FL 32202
T: +1 904 633 2612
E: stewart.green@cbre.com

LEE ANN KORST

SE Regional Manager
311 East Park Ave
Tallahassee, FL 32301
T: +1 850 251 9319
E: leeann.korst@cbre.com

MICHAEL MCSHEA

Executive Vice President
750 9th Street N.W, Suite 900
Washington, DC 20001
T: +1 202 669 2580
E: michael.mcshea@cbre.com

CBRE | Licensed Real Estate Brokers

<http://www.JEAheadquarters.com>



EXECUTIVE SUMMARY

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

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

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

Jacksonville Market Overview

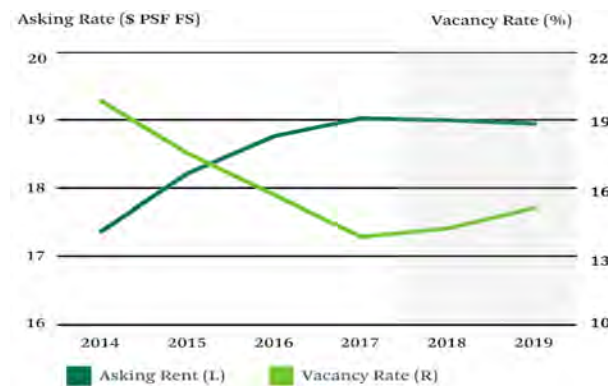
Jacksonville is the 47th largest office market tracked by CBRE Economics Advisors, with a total population of 1.53 million. Average per capita personal income (according to recent data from Moody's Economy.com) is estimated to be \$48,073. Total employment stands at 709,100 workers.

KEY STATISTICS	LEVEL	RANK
Population (mil.)	1.53	47
Personal Inc. (\$000)	48.1	50
Total Employment (mil)	0.71	48
Total Inventory (msf)	21.7	56
Downtown	7.6	37
Suburban	14.1	51
Vacancy Rate (%)	12.3	53
TW Rent Index (\$/sf)	18.20	48

1-QUARTER CHANGE	METRO	ALL MKTS
Total Employment Growth	↑	↓
Ofc - Using Financial	↑	↑
Ofc - Using Services	↑	↑
Completion Rate	↑	↑
Under Construction	↓	↑
Absorption Rate	↑	↑
Vacancy Rate	↑	↓
TW Rent Inflation	↑	↓

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

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



Source: CBRE Research, Q1 2018.

Net Absorption and Completions



- ▼ TOTAL VACANCY: 12.3%
- ▼ LEASE RATE: \$18.18 PSF
- ▼ NET ABSORPTION:

Forecast

The short-term forecast calls for overall positive growth in office workers through year-end 2019. Total net absorption is forecasted to be negative 39,000 square feet lagging supply during the same period. By year-end 2019, the vacancy rate is expected to be 13.0% while rents are forecasted to decline to \$18.18 compared to current market rents of \$18.20.

Historical minimum, maximum, and average values for each variable are provided to put current market performance in perspective. The time period from which these values are calculated is 1980 (or the earliest year of available data) to the current year. Net absorption is expected to remain below long-term averages during the forecast, through demand will be positive.

Leasing Activity

While vacancy in the Jacksonville office market has not yet hit pre-recession lows, dwindling availability is allowing landlords to lift rents in some sectors. As vacancy has declined, the feasibility of new development has increased, although the pipeline of new product is relatively weak at this juncture.

The tenant mix in the Jacksonville CBD is significantly different from those in suburban locations. The attractiveness of the Jacksonville waterfront and dynamic downtown attracts financial services, attorneys and creative industries like media, technology and architecture firms. In the suburban sub-markets tenants are more likely to be focused on defense contracting, engineering and healthcare, which are more interested in managing costs and being close to consumers than the image of having best-in-market office space.

Investment activity has been consistently rising with 2017 seeing \$2.25 billion in sales volume thus far which is set to surpass pre-recession highs of \$2.69 billion. Despite a rise in short-term

interest rates, low vacancy and subsequent rising rental rates has kept cap rates stable at 8-9% for CBD and 7-8% for suburban and are expected to remain there in short term.

Economic Influence

Over the last five years, Jacksonville's total employment has grown at an average annual rate of 3.2% while across the U.S., employment has grown at an average annual rate of 1.8%. In the last four quarters, Jacksonville's employment has grown an average annual rate of 3.1%. Our forecast predicts growth of 1.3% in the Jacksonville area over the next five years. Jacksonville's construction employment sector will post the best job performance over the next five years.

The office market will continue to strengthen as companies expand and demand for larger spaces increases. Rents will continue to climb while vacancies decline and construction remains conservative.

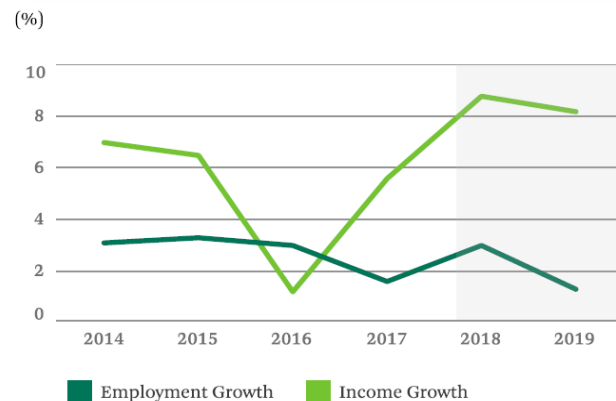
Economic Outlook

As a coastal market centered around the St. Johns River, the local economy is strongly tied to marine activity: logistics, tourism and the U.S. Navy. The market is dotted with Navy installations and Jaxport is the only port in the state equipped to handle military cargo. The port ranks first for vehicle exports in the nation and first for container traffic in the state. Economically, the military has a large stabilizing presence on the market. An ancillary effect of a large military presence results in a large number of defense contractors as well, which provide a large number of high-paying jobs to the region. Examples include Northrup Grumman, Boeing, and Honeywell.

Like many markets across the country, the vibrancy of downtown Jacksonville is providing to not only be a boom to the tourist industry, but to be a catalyst for attracting labor to the market. This has helped to sustain an out-sized level of economic activity related to the financial services sector.

The widening of the Panama Canal has expedited the infrastructure challenges of port markets along the eastern seaboard and Jacksonville is no different. Jaxport is expected to start a \$500 million dredging project in 2018. Additionally, the port itself is undergoing renovations to help facilitate increasing levels of container traffic.

Employment Growth and Income Growth



Source: BLS, US Census, ESRI, CBRE Research, Q1 2018.

By the Numbers

1.5M
POPULATION

31%
% WITH 4-YR DEGREES

7.8%
5-YR POPULATION
GROWTH RATE (2017-2022)

\$48K
MEDIAN INCOME

45K
10-YR JOB GROWTH

4.1%
UNEMPLOYMENT RATE

7.3%
10-YR JOB GROWTH RATE
(2007 TO 2017)

20.8%
MILLENNIALS (20 TO 34 YO)

27.5 MINUTES
MEAN COMMUTE TIME

18.7%
BABY BOOMERS (55 TO 69 YO)



NEW CORPORATE HEADQUARTERS

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

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.

Statement of Purpose

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.

The Building shall incorporate elements supporting an "office of the future" philosophy including forward thinking wireless technologies, energy efficiency, sustainability, and environmentally responsible design. The Building shall contain a mix of enclosed offices and open office areas, conference rooms, visitor lobby and waiting area, cafeteria, break areas, support areas and interior and exterior collaborative spaces. As detailed in the workplace programming document in Exhibit B. JEA desires an environmentally conscious, energy efficient and sustainable approach to the Building solution.

A sustainable design solution should be a guiding principle to support and enable design excellence, wellness, technological innovation and environmental stewardship to integrate energy efficiency into the design, maximizing day-lighting opportunities while implementing high performance environmental systems and exterior envelope assemblies that raise building and energy performance. The design should be innovative and flexible in order to promote employee recruitment and retention, maximize space, flexibility and functionality, creating an environment that encourages creativity, the sharing of ideas and collaboration across departments. Both today and into the future.

More Specifically:

- » Access to outdoor spaces, seating and walkways
- » Ease and secure access to employee services, cafeteria, break rooms, conference space
- » Transparency, day lighting office environments and creating collaborative zones and alternative spaces to gather
- » Materials and finishes that are durable and easy to maintain, and provisions for wellness and acoustical and visual privacy
- » Easy and secure access, from parking to Building
- » Employees should benefit from trends in micro markets, cafeteria, break areas, huddle and wellness rooms, building lobby and reception areas

Purpose and Vision

JEA is soliciting Responses for a new corporate headquarters (“Building”) to be developed and delivered to JEA by a private developer, or the purchase of an existing building. JEA will consider a long term lease/lease-to-own scenario of 15 years firm, with an option to purchase at the end of year 12 or 15. JEA will also require three (3) five year renewal options at fair market value (FMV), given it meets JEA requirements. The purpose of the Building is to provide a site to replace the existing JEA corporate facility, enhancing business continuity, and providing better services. The Building will take advantage of contemporary workplace technology and design strategies, designed at an optimal size and layout that considers both initial and life-cycle costs.

The Building will welcome customers and provide them convenient access to JEA services. The Building will provide state-of-the-art productive and healthy environments for JEA staff members, thereby not only supporting the efficient provision of JEA services, but helping to attract and retain an effective, service-oriented workforce and to provide exemplary service to the public. To create this kind of environment, public spaces and work areas will be open to natural daylight as much as possible.

JEA’s needs will change over the years and the Building’s layout must accommodate such changes as readily and inexpensively as possible. Workspace areas will effectively support individual and collaborative work and recognize the varying needs of JEA and its staff functions. Meeting and waiting areas for the public will be readily accessible from Building entrances and will support hospitable and efficient service and public participation while maintaining security.

The Building will provide appropriate levels of security for JEA employees and customers. Customer access to high-traffic public service areas will be via a secured entrance. Access by customers to JEA staff areas will require entry via separate, restricted security. Please see Exhibit D for further information. Respondents to the ITN should propose an appropriate system of security entries that may include separate entry level access for visitors or additional security on employee floors.

The Building must be located in an active urban environment and contribute to its vitality.

The Building will also reflect energy-efficient and environmentally-friendly design and construction principles as well as resilient design strategies appropriate to JEA’s climate and environment.

ITN Requirements

Respondents to the ITN will be required to propose a turn-key development of the Building that meets the requirements delineated below. Respondents must include:

- Conceptual interior floor plans for the functions designated to be housed in the Public Zone
- Conceptual interior floor plan, including furniture layout, for a typical office floor in the Department Zone
- Conceptual parking plans
- Furniture, Fixtures and Equipment (FF&E) expectations
- A plan and expectation around environmental, sustainable, and wellness initiatives
- Elevations of both headquarters and parking solutions, adequate to show mass & general design intent

Further details on submission requirements follow below in the Building Requirements, Location, Transit and Parking Requirements and Common Area and Workspace Requirements sections.

These requirements are designed to meet the needs of the specific JEA departments and functions designated to occupy the Building. The requirements are a combination of prescriptive and performance specifications intended to afford respondents maximum flexibility to meet the requirements while utilizing best Building practices and innovative design and engineering.

Response must demonstrate control of or active negotiations for the proposed building site.

Building Requirements

1. The Building will comprise approximately 200,000 rentable square feet, or approximately 232 SF/person for 836 employees, plus 836 parking spaces. The required square footage may be increased or decreased as a result of further programming. Please reference the attached Workplace programming in Exhibit B. This should be considered a “Phase 1” of a two-phase process. The “Phase 2” would be included in JEA’s tenant improvement design phase associated with the development. Adjacencies, Test-Fits, meeting, huddle, café, fitness and other ancillary aspects of the program will be further established in Phase 2. Any shell or core design will

need to maintain flexibility to meet the requirements of JEA's tenant design. General detail is provided in **Exhibit C** (Facilities Requirements). Additional information will be provided in an addendum in November.

2. Either existing or to-be-built facilities may be proposed. Existing Buildings must meet all functional and technical requirements of this ITN. To the extent that an existing or to-be-built Building cannot meet the requirements, explain how the Building meets the functional and environmental requirements notwithstanding each deviation. JEA reserves the right not to accept any of the deviations and reject the proposed facility.
3. The base Building shall be of sound and solid construction with facades of stone, glass, steel or other permanent materials.
4. The Building must meet or exceed all applicable codes, including but not limited to, Florida Building Code, ADA Accessibility requirements, Life Safety requirements, Environmental requirements, and other City of Jacksonville, State and Federal requirements as applicable.
5. The Building design must recognize and reflect the JEA brand; it must appear welcoming to visitors and its architectural design must fit both an energized look and functional integrity. It should respect the public nature of this development with particular care around value.
6. Finished ceiling heights on typical office floors should be no less than 9 feet. Finished ceiling height on the ground floor should be a greater height; the public hearing room should have a ceiling height of no less than 12 feet.
7. The Building must meet or exceed similarly sized, current industry standard office Building dimensions, in floor plate, bay depth and ceiling height expectations, developed in the last two (2) years.
8. In order to maximize flexibility of workspace layout, spacing of any columns in workspace areas should be 30 feet on center. Perimeter columns should be spaced no less than 20 feet on center.
9. The Building shall meet all requirements of the Florida Building Code, including relevant provisions of High Velocity Hurricane Zones that will allow the Building to maintain operation through Grey-Sky events.
10. The Building shall be designed as an environmentally sustainable solution, the certification of which shall be developed to represent a high-value balance between invested dollars and responsible design for the

environment, local economic development and building performance.

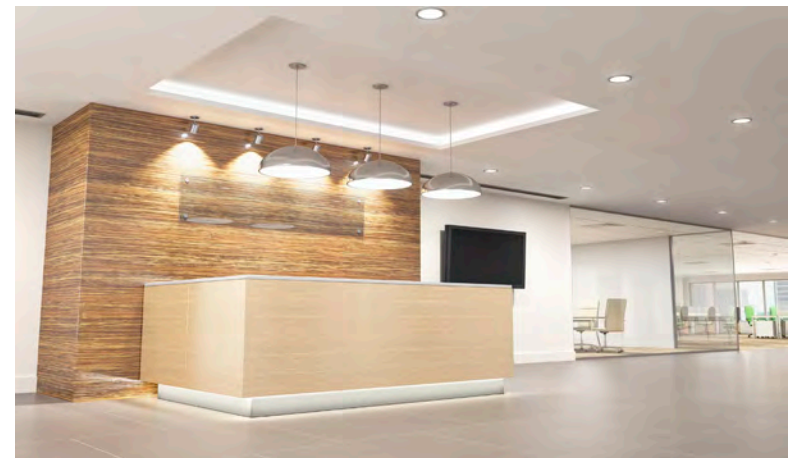
11. Building floors shall support a live load of no less than 100 pounds per square foot with the ability of the structure to support higher live loads in strategic areas.
12. The Building facades and interiors shall be designed to maximize the amount of natural daylight available to light the regularly occupied spaces (public spaces, offices, workstations and meeting areas, etc.).
13. The Building must have redundancy and be designed to operate for one week with an emergency generator and without externally furnished power and a fuel tank with a capacity of one week's fuel. UPS shall be designed to support all MDF/IDF rooms, EOC and supporting approximately 25% of workstation and building critical system loads like life safety, fire alarm and security, and EOC.
14. Building shall have an internal cafeteria with full service kitchen, and a Fitness center adequately supporting the designed occupants. Program will include micro market solutions on all floors.
15. HVAC shall be a new, centrally distributed system or its equivalent. HVAC and the Building design shall be coordinated to minimize non-renewable energy usage. HVAC controls shall permit differential settings in zones throughout the Building.
16. JEA chilled water system should be considered for HVAC where available and feasible.
17. Building Automation (BAS)/Building Control Management (BCM) system shall allow for remote control of all Building functions including:
 - a. Security
 - b. Lighting
 - c. HVAC
 - d. Fire Alarm; Life Safety
 - e. Generator
 - f. UPS
 - g. Monitoring and Sub-monitoring
 - h. Water, Electric, Gas
 - i. Edge Devices
17. BAS/BCMS system shall run on an enterprise network, with interoperability customizable dashboard with the ability to track

sustainable and energy consumption goals. System should allow multi-vendor integration from different manufactures and disparate systems.

18. Landscaping should use native species, that can survive naturally the irrigation of which shall involve a sustainable solution addressing storm water quantity and quality, trackable within the BAS/BCMS.
19. The bottom of windows on typical office floors shall be no higher than 30 inches from the finished floor. Preference will be given to Buildings whose window lines offer maximum views outside and that also utilize exterior or interior elements to reduce solar gain and glare on the most affected facades.
20. The Building shall have full WiFi, including coverage on any outdoor plaza or terrace, rooftop and public spaces. Network solutions shall be SDN with fiber to edge and expandable to 5G with minimum investment.
21. Signage shall be provided for the Building. Monument site signage and Building signage shall be included along with wayfinding and JEA branding of the Shell and Core.
22. The new facility will require:
 - a. A customer service center for utility bill payments and display of service and product offerings
 - b. A bid receipt and bid opening office with bid meeting space
 - c. A call center for 130 agents
 - d. Flex space to house a training center and auditorium that can be used as an Emergency Operations Center

*** More detail is provided in Exhibit B Workspace Programming and Exhibit D Facilities Requirements.**

*** Additional program details will be provided in an ITN addendum in November.**



Location, Transit and Parking Requirements

1. The Building must be located within Duval County, however, JEA believes that for local economic benefit, customer access and community service the facility will likely be located within Jacksonville's Downtown Investment Authority (DIA) footprint. Alternate locations must make the business case and show clear advantages from other developments within the DIA boundary. **Please see map on page 19.**
2. The Building should be located within a 1/4 mile service radius of:
 - Accessible public transportation nodes (i.e., bus, skyway etc.)
 - Customers and Employees, shall have access to services and allow for adequate exposure to numerous dining facilities, stores, shopping etc.
3. If sufficient food service is available within 1/4 mile of the Building's main entrance(s) to meet half the seating requirement of the employee cafeteria. The Building cafeteria may be reduced by one-third of its seating capacity. The cafeteria should have access to an outside seating area.
4. The Building may be part of a mixed-use development; however the Building itself will be a Building or Buildings occupied solely by JEA functions.
6. The Building requires parking as delineated below:
 - a. 75 spaces during weekday service hours that are reserved for visitors to the Building. The spaces must be within a one block walk to the public entrance of the Building.
 - b. If possible, JEA would like 75 "non-24 fleet spaces" will be occupied by JEA-owned vehicles. These vehicles may be used off-site during weekday working hours, but will be parked at the Building at other times. They are shared among JEA employees.
 - c. 836 employee spaces will be occupied by privately-owned vehicles of JEA employees during weekday working hours. Should the respondent be able to prove a lower parking requirement, then that solution will be considered.
7. Secure parking must be provided.
8. Parking facility will include:
 1. Public spaces, similar to current solutions

2. Employee spaces, securely separated; and
3. Utility spaces for fleet vehicles (required 8' clear height). All employee/fleet spaces shall be separate from any other programmed spaces.
4. Electric vehicle charging stations

Common Area and Workspace Requirements

1. In interior workspace and public or common area spaces, the design, materials and finishes shall be comparable in quality to that of contemporary new or renovated Buildings in the Jacksonville market offered to major institutional or corporate users for occupancy. For planning purposes, standard fit-out beyond warm lit shell for a typical floor should be assumed to be approximately \$75/USF.
2. The typical office floor should provide a minimum of 20,000 USF and provide maximum flexibility in structure and layout. It is expected that organizational structure will change in the future and the space should support rapid and inexpensive changeover to meet the needs of JEA functions in the longer term.
3. The Building shall include adequate number of rooms for Wellness suites as a percentage of total employee count.
4. The Building will provide at least one freight elevator accessing all floors. Freight elevator to be separated from standard Building elevators and capable of handling larger loads accessible from loading dock.
5. The Building will provide a loading dock capable of screening for the Building population and functions.
6. The ground floor will provide a main pedestrian entrance into the lobby that in scale and design provides welcoming entry. Precise and attractive and digital interactive signage must be provided to guide visitors to destinations in the lobby and elsewhere in the Building.
7. The customer center area will provide a common waiting area easily identified and accessible from the main entrance.
8. Adjacent to the ground floor waiting area, there must be a space to accommodate a service counter, workstations and meeting tables for meetings with customers and developers.

9. The Building must utilize measures such as electronic entry turnstiles, surveillance cameras, locked-off elevators and remote- view entry doors to restrict entry to employee work areas.
10. The Public zone must provide Board of Directors public hearing room of approximately 2,900 square feet including a raised dais (platform).
11. The Building must provide a fitness facility, with equipment and showers sufficient to accommodate the program.
12. Developer, at their sole expense, shall include the full remediation and/or environmental resolutions required in their financial and real estate solution. No subsequent financial or schedule adjustments will be allowed due to environmental issues. Respondent acknowledges that any such issues will be borne separately and at their risk.

REMAINDER OF PAGE INTENTIONALLY LEFT BLANK





BROOKLYN

NORTHBANK

SOUTHBANK



GENERAL STANDARD CONDITIONS

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

General Standard Conditions

A. Cone of Silence/Ex Parte Communications

This ITN process is subject to the “Cone of Silence,” or ex parte communications, which mandates that, except for public hearings and scheduled presentations, contact with JEA regarding this ITN process or any aspect of a Response by the “Respondent” or their representative(s), including lobbyists, shall be limited to written communications until such time as JEA recommends a selected Respondent for Board consideration. All questions or requests for additional information must be in writing by e-mail or mail to the CBRE representative Michael Harrell at michael.harrell@cbre.com, or 225 Water St., Suite 110, Jacksonville, FL 32202. The request must contain the ITN title, Respondent’s name, contact person name, address, and phone number. CBRE and JEA shall furnish any Responses to written questions or requests through an Addenda to this ITN following receipt of the written communication and will also be kept on file. Addenda to the ITN will be published and uploaded to the website at: <http://www.JEAheadquarters.com>, as well as on JEA’s website <http://www.JEA.com>. The deadline to submit questions regarding this ITN is 12/14/2018 by 3:00 p.m.

B. Respondent’s Responsibility to Investigate Project Opportunity

The information contained in this ITN is published solely for the purpose of inviting Respondents to consider the project described herein. Prospective Respondents should perform their own due diligence investigations, projections and render their own conclusions. JEA shall bear no responsibility for Respondents’ design decisions or assumptions.

Testing, audits, appraisals, inspections, or other non-invasive studies that are necessary or desired to submit a Response, shall be conducted at the sole expense of the prospective Respondent.

C. Payment and Performance Bond

Prior to the commencement of any construction, the selected Respondent may be required to provide a Payment and Performance Bond, as applicable, satisfying the requirements set forth by JEA as well as those set forth by Section 255.05, Florida Statutes. The Payment and Performance Bond will

be posted in an amount representing at least one hundred (100%) percent of the sum of the construction cost of the improvements. The Payment and Performance Bond shall name JEA as a co-obligee and will be in a form satisfactory to JEA Risk Manager and Office of General Counsel.

D. Regulatory Process: Permitting and Licensing

The specific plans to build a new facility or retrofit an existing facility will require various permits and approvals, and each Respondent to the ITN is responsible for determining which permits and approvals will be required for the construction, operation and completion of the Project. The successful Respondent, at its sole cost and expense, shall be responsible for applying for and acquiring all required permits, licenses, contests, and approvals from all appropriate governmental agencies. Additionally, all improvements must comply with applicable Building, fire/life-safety, construction, planning and zoning, health and all other applicable local, state and federal requirements.

JEA, pursuant to all necessary reviews and approvals of design concepts, will, if necessary, provide owner sign-offs required for the successful Respondent to obtain the appropriate regulatory permits from local, state, and federal agencies. JEA will not be responsible for securing or paying for such regulatory permits.

Regulatory permits may be necessary from the following agencies, including but not limited to: The City of Jacksonville building and zoning department (COJ); State of Florida Department of Environmental Protection (DEP); and the Federal Aviation Administration.

This information is intended to help the Respondent determine the applicable requirements and is not meant to be an exhaustive summary of all permits, licenses and approvals required.

E. Impact Fees

The successful Respondent must pay for any Impact Fees related to its improvements. Impact fees by Code requirement must be paid prior to issuance of a Building permit.

F. Office of Foreign Assets Control

Respondent hereby certifies, represents and warrants to JEA that (a) neither Respondent nor any principal of Respondent, is acting directly or indirectly, for or on behalf of any person, group, entity, or nation named by any Executive Order or the United States Treasury Department as a terrorist, "Specially Designated National and Blocked Person," or other banned or blocked person, entity, nation, or transaction pursuant to any law, order, rule, or regulation that is enforced or administered by the Office of Foreign Assets Control, and (b) neither Respondent nor any principal of Respondent, is engaged in this transaction, directly or indirectly on behalf of, or instigating or facilitating this transaction, directly or indirectly on behalf of, any such person, group, entity, or nation. Respondent hereby agrees to defend, indemnify and hold harmless JEA from and against any and all claims, damages, losses, risks, liabilities and expenses (including attorney's fees and costs) arising from or related to any breach of the foregoing certification, representation and warranty.

G. Response Submissions

This project has been identified by JEA to be a ITN, for which review procedures, the selection process and submission guidelines are set forth herein. Any and all Response submissions shall be subject to and in compliance with the terms of this ITN.

H. JEA's Real Estate Development Advisor / Broker

JEA has engaged the services of CBRE, a real estate development advisor/broker for this assignment. CBRE shall represent JEA in all negotiations concerning this project and the fiduciary responsibilities of CBRE exist only to and on behalf of JEA. CBRE shall be entitled to a commission.

The terms and conditions of said commission or success fee have been agreed to by JEA and CBRE in advance. CBRE's compensation is a market based fee stipulated in the Commission Agreement in Exhibit E. Said Commission Agreement must be executed by Respondent and returned with Respondent's Response to this ITN.





SUBMITTAL REQUIREMENTS

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

Required Project Components

The Respondent must meet all required project components listed herein. However, once the Respondent has been selected, JEA may assist the successful Respondent by providing documentation that may be required for land use plan/zoning changes, land development permits, and grant or financing

applications, at JEA's sole discretion and pursuant to availability and at no cost to JEA. The Respondent shall develop the Project Response taking into consideration all of the requirements listed in this ITN.

Response Submission Requirements

A. Response Deadline and Format

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.**

B. Required Response Copies

Respondents must submit seven (7) bound and one (1) unbound original Responses in an 8½" x 11" format, one (1) electronic copy submitted on a USB flash drive with all required attachments. Respondents should also submit illustrative drawings not to exceed 11 x 17 scale. Prospective Respondents must utilize the following outline presented in the Table of Contents below to prepare their Responses, adding tabs and sub-tabs as needed to all bound copies. The single unbound copy shall be submitted without tabs to facilitate possible duplicating needs.

Respondents must follow the exact sequential order in the Table of Contents below for their narrative.

The Response shall be no longer than fifty (50) pages (excluding exhibits, appendices or required forms). Responses shall be critically evaluated as to whether all the submission requirements specified below have been presented by each Respondent.

C. Required Attachments

Respondents will be required to complete, sign and notarize (as applicable) and submit the following Attachments, along with the Response narrative:

1. ITN Response Summary Form: Respondents must submit a signed ITN Response Summary Form, attached herewith as Attachment 1;
2. Project Team Experience Forms: Respondents must complete and submit Project Team Experience Forms, attached herewith as Attachment 2;
3. Development Team Experience Forms: Respondents must complete and submit Development Team Experience Forms, attached herewith as Attachment 3; and
4. Respondent Certification and Sunshine Law/Public Records: Respondents must sign, date and submit an original of the Respondent Certification and Sunshine Law/Public Records, attached herewith as Attachment 4, with acknowledgement of receipt of any addenda.

D. Deficient Responses & ITN Modifications

Submissions received in Response to the ITN must meet all requirements specified within the ITN. A complete Response submission package shall address and conform to the Required Response Content described below. Respondents and/or Responses which do not conform to the following requirements may be disqualified and ineligible for further consideration:

- a. Response narratives that exceed 50 pages (excluding exhibits, appendices or required documents, site plans, renderings);
- b. Responses which do not incorporate the minimum required development components;
- c. Responses that do not meet the minimum financial returns to JEA.

JEA reserves the right to accept any Responses deemed to be in the best interest of JEA, to waive any minor irregularities in any Responses, or to reject any or all Responses and to re-advertise for new Responses.

E. Project Narrative - Required Response Content

Within the items listed in the Table of Contents below, Respondents must specifically address and provide a narrative of the following project information within the Response.

- 1. Description of Proposed Facilities and Amenities:** Provide a description of the proposed facilities and amenities at the Property.
- 2. Financing Plan & Financial Capacity:** Responses shall include a financial plan, which shall provide evidence of financial capacity so that a determination can be made that the Respondent is capable of undertaking the Project.
- 3. Recent Financing History:** Respondent shall provide at least a three (3) year financial history detailing financial soundness, financial capability, background in obtaining complex financial commitments, specifically detailing the type of project, financing source, amounts committed, etc. Respondent shall detail the amount of capital, the size of the project and any other pertinent information that will assist JEA in determining the capability, availability of equity and ability to fund the Project. An approved lender must meet the following criteria:
 - a) Any insurance company, bank or trust company, pension or retirement fund or trust, governmental agency or fund, or other financial or lending institution or other lender which is regulated by, or makes any loans which are regulated by, state or federal laws of the United States, provided: however, that in the case of a first priority approved leasehold mortgage or a first priority, approved major sublease hold mortgage, meet JEA's desired financial objectives;
 - b) Any similar type of foreign domiciled entity or institution or other lender which is regulated by, or makes any loans which are regulated by, the country of its domicile provided; however, that in the case of a first priority approved leasehold mortgage or a first priority approved major sublease hold mortgage, meet JEA's desired financial objectives;

- c) Any person which is listed in the "S&P 500" or the "Fortune500", or any affiliate of such person provided that such lender continues to meet JEA's desired financial objectives.

4. Description of Proposed Improvements:

The successful Respondent must make the required improvements as specified in Exhibit C.

The description of the proposed improvements must include the following elements:

- a) **Required Site Plan:** Provide a site plan showing the proposed layout of all project components, including all additional ancillary facilities to be provided, including the size, dimensions and configuration of Buildings to be constructed and/or renovated. The scale for illustrative drawings and site plans shall be as follows: Scale for Site Plans: 1" = 40'-0" Scale for Building Plan Elevations: 1/8" = 1'-0" (Provide elevations for all sides of the Buildings) Scale for Plans and Elevations for Building Hangars: 1/16" = 1'-0" Scale for any Enlarged Plans of Area and Buildings: 1/8" = 1'-0" The Site Plan shall also include the following elements: (1) Lighting: Respondents shall provide sufficient outdoor lighting for the Property; (2) Signage: Respondents shall provide a comprehensive, unified signage plan for the entire site which must comply with all Zoning requirements; and (3) Buffering Features: Respondents shall specify the access points from all roadways with aesthetically attractive buffering features through hardscape or softscape elements.
- b) **Required Renderings:** Respondents shall provide renderings depicting overviews of the structures and Property, including perspectives from North, South, East and West angles. Renderings should also include the architectural 30 elements/features as well as outdoor areas for employees, lunching/dining spaces and collaborative spaces.

Please submit site plans and renderings for each required copy of the Response. See Response Submission Requirements above.

5. Infrastructure Cost Estimate:

Respondents shall prepare and submit estimates of the initial infrastructure costs of the Project. The estimates shall be complete in that no cost elements are excluded, realistic in that quantities and prices used in developing the estimate reflect actual market level or best estimates of future

price levels and credible in that the estimating methodology used is consistent with applicable industry standards and practices. For the purposes of this requirement, “infrastructure costs” shall mean all costs associated with roads, utilities such as water, sewer and electricity.

6. Respondent’s Organizational Chart: The Respondent must provide an organizational chart and detailed information about the Respondent, related entities, and members of its team who will manage and operate the proposed project. (“Project Team”) and the Respondent’s team of architects, engineers and/or general contractors (“Development Team”) who shall renovate or develop the new corporate headquarters Building. The organizational chart shall graphically depict the Respondent’s relationship with any parent organization(s) and/or affiliate organizations or entities, if any, as well as the respective operations, management and construction roles (e.g. architect, engineer, general contractor) played by each team member or entity comprising the Project Team or Development Team. Respondents that include as part of their team foreign nationals or foreign entities must fully comply with all of the requirements of the Patriot Act. Those Respondents who do not comply shall be automatically disqualified from further consideration in this ITN process.

7. Threshold Qualification Standards: Each Respondent shall meet the following five (5) minimum requirements:

- a) Either a member of the Project Team or staff must have a minimum of ten (10) years’ experience with a Building of similar size and complexity.
- b) Either a member of the Project Team and the Respondent (the latter as applicable) or its staff must have played a leading role with principal responsibility for the design of a project(s) of similar size, complexity and constraints as the facilities and uses proposed.
- c) Any of the principals or Project Team members must have successfully developed and obtained financing for at least one project of similar size and complexity, with similar uses and constraints.

The Project Team or any of its principals must have secured or provided, at minimum, twenty million dollars (\$20,000,000)

or more in financing for at least one (1) single project.

8. Project Team Qualifications and Experience: Provide the legal entity name of the Respondent and the names of all the principals having an ownership role in this legal entity on Form 1 (“Response Summary Form”).

- a) Bio-Sketches: In the Response narrative, Respondents shall provide bio-sketches of each Project Team member which demonstrates that each key Project Team member has the professional qualifications and credentials to successfully undertake and complete a particular project component.

Unless JEA specifically authorizes it, Respondents may not make any additions or modifications to the Response, nor the Project or Development Team, subsequent to the ITN submission deadline.

9. Development Team Composition: Respondents shall submit evidence of the qualifications of the professional team of architect(s), engineer(s), general contractor(s), landscape architect(s) and consultant(s) who will undertake and complete the renovation or development of the proposed project. The Respondent and/or its consultant(s) shall, at minimum demonstrate professional expertise in the disciplines outlined below.

- a) Architect: The Respondent shall have at least one (1) architect licensed and registered in the State of Florida as required by Chapter 481, Part I, Florida Statutes, Architecture and shall have substantial experience in the design and renovation of the specified required uses.
- b) Landscape Architect: The Respondent shall have at least one (1) landscape architect licensed and registered in the State of Florida as required by Chapter 481, Part II, Florida Statutes, Landscape Architecture and shall have substantial experience in the design and renovation of the specified required uses.
- c) Engineer: The Respondent shall include engineers, licensed and registered in the State of Florida as required by Chapter 471, Florida Statutes. At a minimum:
 - Structural
 - MEP
 - Acoustical (if not by I.D.)
 - Low voltage (if not by MEP)

- d) General Contracting and Construction Management: The

Respondent shall have at a minimum one (1) General Contractor licensed in the State of Florida, as required by Chapter 489 Part I, Florida Statutes, who shall have substantial experience in managing and performing construction of facilities of similar type and scope as the required uses and ancillary facilities described in the Response. Construction Management Capabilities must include the referenced General Contractor.

10. Local Firm Participation

Respondents are encouraged to include in the composition of the Respondent, businesses or firms that are located in Jacksonville. A local firm or office shall be defined as a firm having its primary business office established within JEA's service area. City occupational licenses, along with the appropriate office location affidavit, office lease, office utility payments and similar documents shall be provided as proof of location for businesses located in JEA service area.

For evaluation and scoring purposes, additional points shall be given to those Responses which include one or more of the following outreach components:

- a) To enhance local participation within the Respondent's management or Development Team;
- b) To make special outreach efforts to include and hire local, City residents as construction labor;
- c) Use of training skills center to facilitate local participation and hiring in relation to leasing, management, operation and maintenance of the facilities.

11. Services and Amenities

Proposer to provide services and amenities within ¼ mile of the proposed site, to include restaurants, dining, daycare, public transit, banking services, fitness/ wellness centers and any other services which may enhance the project.

12. Economic Terms

Proposer shall provide the following information for financial analysis:

- Proposed lease term, JEA prefers a term of 15 years
- Proposed building rentable sq. ft.
- Renewal options
- Lease to purchase options
- Proposed rental rate
- Estimated operating expenses and or CAM charges
- Tenants Improvement Allowance
- Building shell cost
- Tenants building security allowance
- Proposed parking solution including number of on site spaces, visitor spaces, off site spaces and fleet spaces, handicap spaces.
- Estimated time to occupancy from lease/purchase execution.

Sunshine Law

All Responses to this solicitation are public records and available for public inspection unless specifically exempt by law. See Exhibit A for additional information regarding statutes and redacted submission information.

All Responses must be received in the following format:

TABLE OF CONTENTS

- I. EXECUTIVE SUMMARY
- II. VISION, GOALS AND OBJECTIVES OF PROJECT
- III. PROJECT PLAN & DESCRIPTION
- IV. PROJECT/DEVELOPMENT SCHEDULE
- V. MARKET AND ECONOMIC FEASIBILITY
- VI. FINANCIAL PLAN & CAPACITY
- VII. RECENT FINANCIAL HISTORY
- VIII. FINANCIAL RETURN TO JEA
- IX. PROPOSING ENTITY'S ORGANIZATIONAL CHART
- X. PROPOSING ENTITY'S THRESHOLD QUALIFICATIONS
- XI. PROJECT TEAM QUALIFICATIONS
- XII. DEVELOPMENT TEAM QUALIFICATIONS
- XIII. COMMUNITY BENEFITS
- XIV. REQUIRED ITN RESPONSE FORMS (ATTACHMENTS)



Optional Pre-Bid Conference

JEA will conduct a non-mandatory Pre-Bid Conference, which shall be held at the JEA Office located at, 21. W. Church Street, Jacksonville, FL 32202 **November 7, 2018 at 10:00 AM EST**. Additional details will be published on <http://www.JEAheadquarters.com> as well as <http://www.JEA.com> and by e-mail to registered Respondents.

Response Due Date and Event Schedule

The following dates are tentative and subject to change

Key Dates	Date
ITN Posted	Monday, October 15, 2018
Pre-Bid Conference	Wednesday, November 7, 2018 at 10:00 AM EST
Written Questions Due	Friday, December 14, 2018 by 3:00 PM EST
ITN Responses Due	Tuesday, January 8, 2019 by 12:00 PM EST
Selection Committee Review	Tuesday, January 8, 2019 2:00 PM EST
Recommendation to JEA Board	Monday, January 21, 2019
Bid Award	TBD

For further information, contact:

Michael Harrell

Senior Vice President
225 Water St, Suite 110
Jacksonville, FL 32202
T: +1 904 630 6340
E: michael.harrell@cbre.com





SELECTION PROCESS AND EVALUATION CRITERIA

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

Selection Process and Evaluation Criteria

Selection Process

JEA shall negotiate with the highest ranked firm, reserving the right to move on to another firm if terms cannot be agreed upon. Additional important information can be found in Exhibit A.

Minimum Qualification Review

JEA staff shall conduct an initial minimum qualification review of the Responses received for completeness and compliance with all content requirements set forth in the ITN. During this review, and prior to the start of evaluation process by a Selection Committee, JEA staff may contact Respondents to cure any defects in any Responses. If notified of such a deficiency, the Respondent shall correct such deficiency within five (5) business days of notification. The Responses that comply with all requirements will be deemed responsive. The Respondent(s) by their submission of their Response(s) acknowledge and accept the foregoing options to be exercised at the discretion of JEA. Should the Respondent(s) have any questions concerning the qualification process, they must refer to the JEA Purchasing Code, Article 5, Administrative Remedies located on www.JEA.com or <http://www.JEAHeadquarters.com>.

Any conflict of interest with JEA will automatically disqualify the Respondent in question.

Selection Committee Review

After taking into consideration the findings of the minimum qualification review, the Selection Committee shall separately evaluate each Response deemed responsive.

Chief Procurement Officer shall constitute, appoint, and designate individuals to serve on the Selection Committee. A representative of CBRE shall serve as a subject matter expert for the Selection Committee, but shall not vote or otherwise act as a member of the Selection Committee. Members of the Selection Committee shall not have any financial interest and shall not have played any role whatsoever in any Responses being submitted for consideration to this ITN.

The Selection Committee shall evaluate Responses individually and will be based upon the evaluation criteria specified within this ITN. The Selection Committee may require an oral presentation of the Short-listed Respondents immediately followed by an interview. In the event the Selection Committee elects to require the presentation, each Respondent shall be allotted approximately the same amount of time to present. The Selection Committee will: (i) evaluate Responses using an evaluation matrix and may further define each of the criteria on the evaluation matrix so long as it is consistent with the information in this ITN; (ii) evaluate criteria and scoring values assigned; and (iii) consider comments made by the minimum qualification review. JEA further reserves the right to waive minor irregularities or technicalities in Responses.



Selection process and Evaluation Criteria

Evaluation Process

Based upon the Evaluation Criteria provided in the ITN, the Selection Committee will individually evaluate and rank Responses, in accordance with the requirements of the ITN, using the Scoring Guidelines provided by JEA. Each Response will be reviewed to determine if the Response is responsive to the submission requirements outlined in the ITN. Responses that deviate from JEA's "Must", "Shall" or "Mandatory" requirements may be found "non-responsive" without further evaluation.

Short-Lists Process

Upon completion of the technical criteria evaluation, the Selection Committee will recommend the highest ranked two (2) to four (4) responsive and responsible Respondents ("Short-listed Respondents") who best meet the criteria of the for negotiations.

JEA reserves the right to request from the Short-listed Respondents: written clarifications; non-material revisions to Responses, if deemed necessary by JEA; and any supplemental information, such as additional references, deemed necessary for proper evaluation of Responses.

JEA reserves the right to forgo the short-listing process and proceed directly to the request for Best and Final Offers (BAFO), as indicated within this ITN.

Should the Respondent(s) have any questions concerning the determination of the Short-list, they must refer to the JEA Purchasing Code, Article 5, Administrative Remedies located on www.JEA.com or <http://www.JEAHeadquarters.com>.

Oral Presentations

JEA may choose to conduct an oral presentation with the Short-listed Respondents. In the event the Selection Committee conducts oral presentations, all Respondents will be afforded the same time limits, and will be asked the same questions, if relevant, so as not to place one firm at an advantage. JEA reserves the right to ask questions specific to the oral presentation to gain more clarity on the information provided.

Oral presentations, hand-outs, and written clarifications will be attached to the Respondent's Response and will become a part of the Response as if originally submitted.

Negotiations

Upon completion of the Short-list and oral presentation, if applicable, it is at JEA's sole discretion to utilize the Broker to enter into negotiations with the Respondents. Negotiations will take into consideration terms most beneficial to JEA (from a monetary and technical standpoint) until a development or other agreement, as applicable the ITN, is acceptable to JEA. The discussions during these negotiations may include price and conditions attendant to price..

Best and Final Offers

After written clarifications, oral presentations and any other negotiations deemed by JEA to be in its best interest, the shortlist Respondents will be given a deadline to submit their Best and Final Offer (the "Best and Final Offer" or "BAFO"). However, the BAFO shall not increase the amounts paid by JEA, as applicable to the ITN, which were originally submitted with the Respondent's Response. The negotiation process will stop upon submission of the BAFO. Respondents will not be allowed to make further adjustments to their BAFO or communicate further with JEA, except to respond to requests for clarification from the Selection Committee/Broker.

The Selection Committee will adjust and calculate the final rankings of the Short-list based on the BAFO submissions. JEA does not anticipate reopening negotiations after receiving the BAFOs, but reserves the right to do so if it believes doing so will be in the best interests of JEA. In the event that JEA reopens negotiations, any final rankings will be revised accordingly.

In its sole discretion, JEA reserves the right to withdraw this ITN either before or after receiving Responses, to reject any and all Responses either in whole or in part, with or without cause, or to waive any ITN requirement informalities, minor irregularities, and deficiencies in any Response, and to determine such action is in the best interest of JEA. Issuance of this ITN in no way constitutes a commitment by JEA to make an Award or enter into a Contract.

Selection Committee's Recommendation and Award

The Selection Committee will make its final ranking and recommendation to award a contract to the JEA Board of Directors, based on successful negotiations in accordance with this ITN, the evaluation criteria as defined in the ITN, and pursuant to applicable laws and regulations.

JEA intends to Award one (1) Contract for the building solution. JEA reserves

the right to Award more than one Contract based on certain groupings, or JEA may exclude certain solutions, if JEA determines that it is in its best interest to do so.

JEA shall negotiate a contract with the highest ranked firm, reserving the right to move on to another firm if final contract terms cannot be agreed upon. Additional important information can be found in Exhibit A.

Should the Respondent(s) have any questions concerning the recommendation for award, they must refer to the JEA Purchasing Code, Article 5, Administrative Remedies located on www.JEA.com or <http://www.JEAHeadquarters.com>.

Grading Criteria

1. Workforce Engagement/Culture Change
2. Customer Engagement
3. Economic Development & Brand
4. Timing/Site Control/Type of Development/Program and Processes/Experience
5. Development Schedule
6. Building Program Accommodations (flexibility on campus program elements)
7. Total Costs and Life Cycle Costs

Qualitative Criteria	Weighted Value
Workforce Engagement/Culture Change	20
Customer Engagement	5
Economic Development & Brand	10
Timing/Site Control/Type of Development/Program and Processes/Experience	15
Development Schedule	20
Building Program Accommodations (flexibility on campus program elements)	30
Percentage qualitative	100

Quantitative Criteria	Weighted Value
Total Costs & Life Cycle Costs	100





EXHIBITS

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

Exhibits

- EXHIBIT A - SELECTION PROCESS AND EVALUATION LANGUAGE
- EXHIBIT B - WORKPLACE PROGRAMMING
- EXHIBIT C - FACILITIES REQUIREMENTS
- EXHIBIT D - PRELIMINARY SECURITY DESIGN CRITERIA
- EXHIBIT E - COMMISSION AGREEMENT
- EXHIBIT F - JEA OPERATIONAL PROCEDURES - DOCUMENT CAN BE FOUND ON [HTTP://WWW.JEAHEADQUARTERS.COM](http://www.JEAHEADQUARTERS.COM)
- EXHIBIT G - JEA PROCUREMENT CODE - DOCUMENT CAN BE FOUND ON [HTTP://WWW.JEAHEADQUARTERS.COM](http://www.JEAHEADQUARTERS.COM)

Required Attachments

- ATTACHMENT 1 - ITN RESPONSE SUMMARY FORM
- ATTACHMENT 2 - PROJECT TEAM EXPERIENCE
- ATTACHMENT 3 - DEVELOPMENT TEAM EXPERIENCE
- ATTACHMENT 4 - RESPONDENT'S CERTIFICATION

*** ALL EXHIBITS AND ATTACHMENTS CAN BE FOUND AT [HTTP://JEAHEADQUARTERS.COM](http://JEAHEADQUARTERS.COM)**



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



William I. Gulliford III.

Senior Managing Director
225 Water St, Suite 110
Jacksonville, FL 32202
T: +1 904 630 6344
E: tripp.gulliford@cbre.com

Lee Ann Korst

SE Regional Manager
311 East Park Ave
Tallahassee, FL 32301
T: +1 850 251 9319
E: leeann.korst@cbre.com

Michael Harrell

Senior Vice President
225 Water St, Suite 110
Jacksonville, FL 32202
T: +1 904 630 6340
E: michael.harrell@cbre.com

Michael McShea

Executive Vice President
750 9th Street N.W, Suite 900
Washington, DC 20001
T: +1 202 669 2580
E: michael.mcshea@cbre.com

Stewart Green

Sr. Project Manager
225 Water St, Suite 110
Jacksonville, FL 32202
T: +1 904 633 2612
E: stewart.green@cbre.com

CBRE | Licensed Real Estate Brokers

<http://www.JEAheadquarters.com>

CBRE