

1410969246 APPENDIX A – TECHNICAL SPECIFICATIONS
REAL ESTATE CONSULTING SERVICES

Scope of Work

The purpose of this solicitation for the Real Estate Consulting Services (this "Solicitation") is to evaluate and select a consulting firm or team to assist JEA in planning, evaluating and positioning JEA's strategic real estate sites for reuse. The awarded consulting firm or team will (1) develop solicitations for interested parties, (2) marketing strategy and sourcing of respondents and (3) evaluate interested parties, project feasibility and overall contribution to the community as described in this Solicitation (the "Work").

Below, are the resources and capabilities the selected consultant will need to analyze, develop site positioning, marketing plan, and assist in marketing and evaluation of Strategic Site development proposals. The initial Work will include the Scope of Work described herein, for the former St. Johns River Power Plant (SJRPP). The subject site is approximately 1,250 upland acres proximate to the St. Johns River with access to major highways, rail and port. Once awarded, JEA and the consultant will establish and implement an aggressive marketing strategy to solicit maximum responses for the long-term development or disposition of the former SJRPP site. The Anticipated Preliminary Timeline for Initial Assignment and images of the subject site have been provided as part of this Appendix A. Work and timelines associated with other Strategic Sites will be identified at the sole discretion of JEA.

Professional Capabilities:

Development and Site Positioning

- Assist in developing a solicitation and scoring criteria for strategic sites and other projects as assigned
- Act as a Subject Matter Expert by consulting on scoring and evaluation of respondents
- Utilize expertise to meet JEA and interested parties' goals for the region

Marketing

- Provide marketing resources for literature, technology, prospective participants sourcing and internal and external communications
- Provide materials and support for presentations as needed

Brokerage Services

- Representation for lease or sale of property(ies) and sourcing of investors, buyers, tenants, financial partners

Financial

- Review and assess financial feasibility of deal structures and respondents
- Source and provide assistance regarding applicable incentive, grants, funding relevant to projects (federal/state/local)
- Review and provide feedback on proposed projects for optimal capital investment options for the overall project

Engineering Planning and Analysis

- Engineering and planning resources to provide insight and recommendations to JEA regarding feedback during marketing phase about site certainty for successful project applicants, not including formal engineering design services
- Review and provide feedback on proposed projects for optimal use of property for the overall project

Sustainability

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- Review projects for the environmental stewardship and overall benefit to the community

Anticipated Preliminary Timeline for Initial Assignment

Initial Analysis and Recommended Positioning

- SJRPP site overview study to familiarize locale, property characteristics, attributes, constraints and significant site due diligence already undertaken

Marketing – Spring of 2023

- 2 months to create all background marketing materials and identify likely Interested Parties that may qualify to engage in the solicitation
- 1 month to distribute background market materials and contact possible Interested Parties
 - Collect feedback from potential Interested Parties to evaluate site certainty and feasibility for possible transaction terms and evaluation criteria

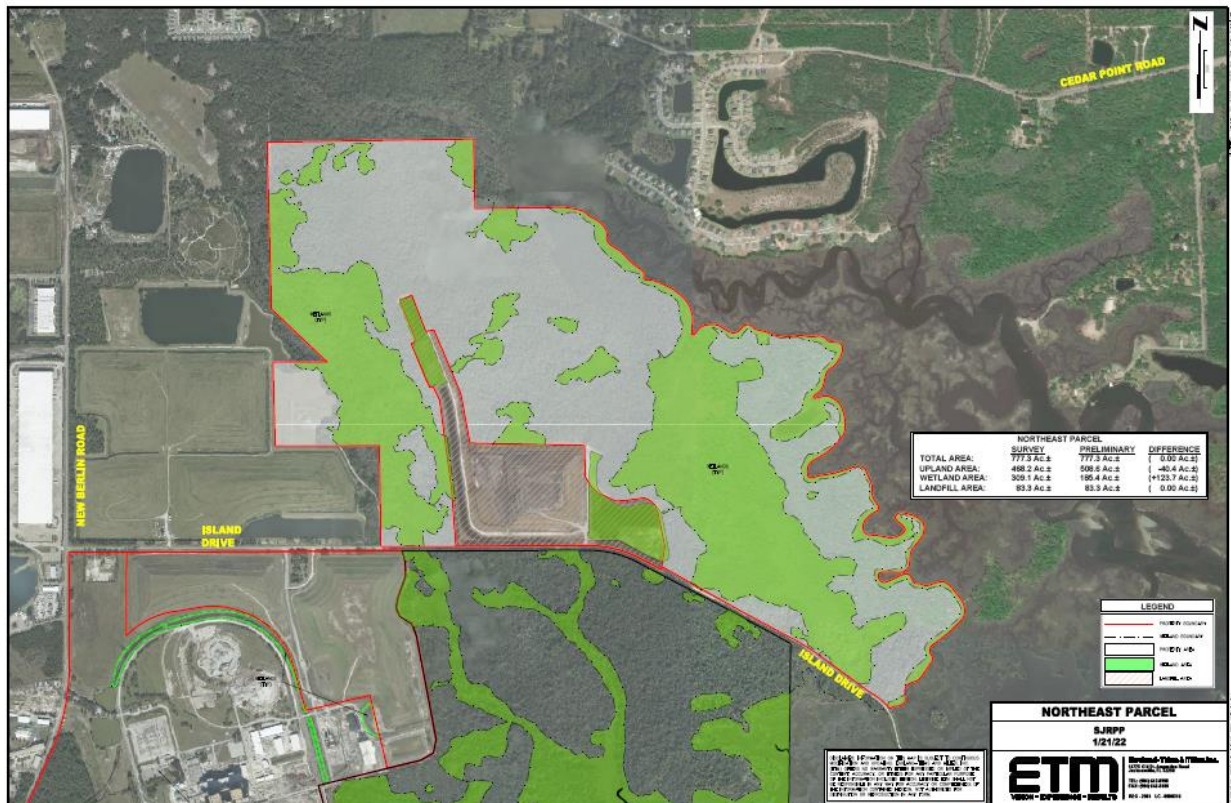
Interested Party Solicitation – SJRPP – Selection and Board Approval by September 2023

- 1 month create and publish solicitation
- 2 months for Interested Party respondents to submit project
- 1 month to review, evaluate and recommend project – take to Board September 2023

It should be noted that the majority of the meetings will be virtual. However, if travel is required, the JEA travel policy provided in Appendix C will be followed.

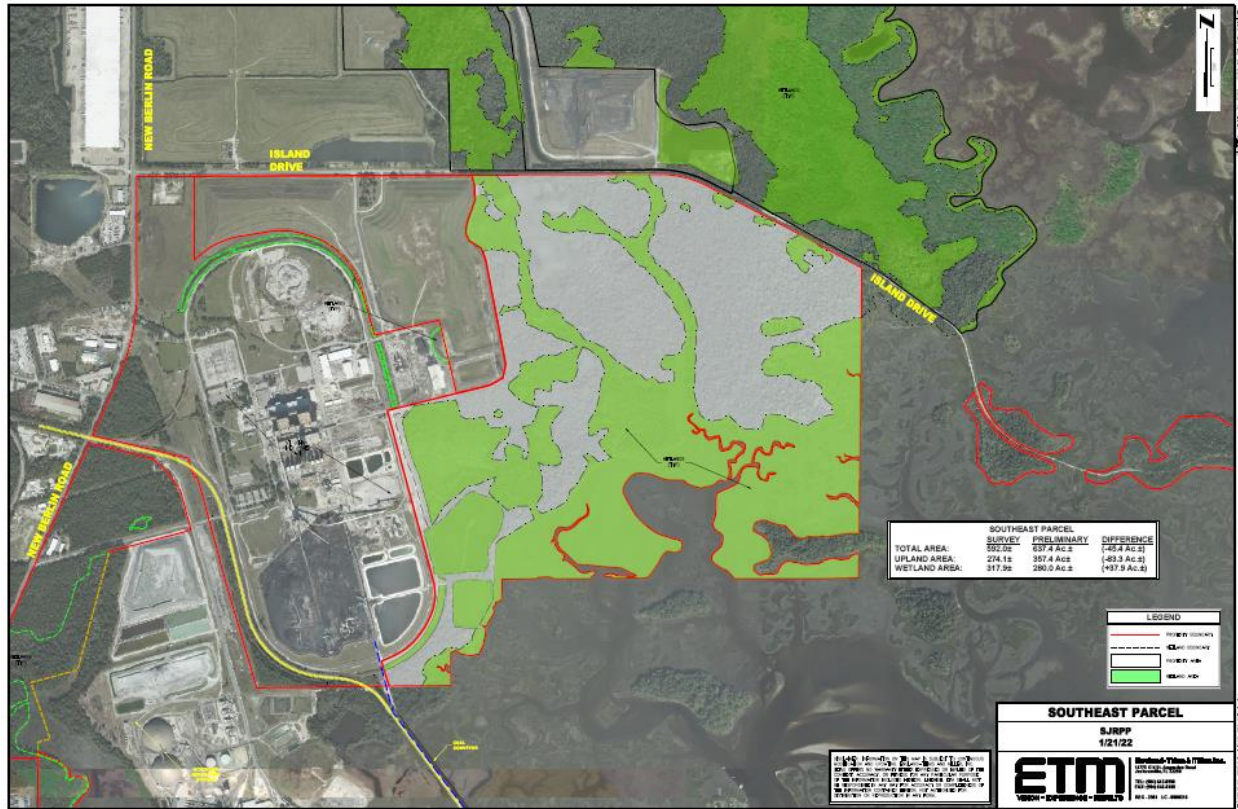
SJRPP Site

Northeast Parcel

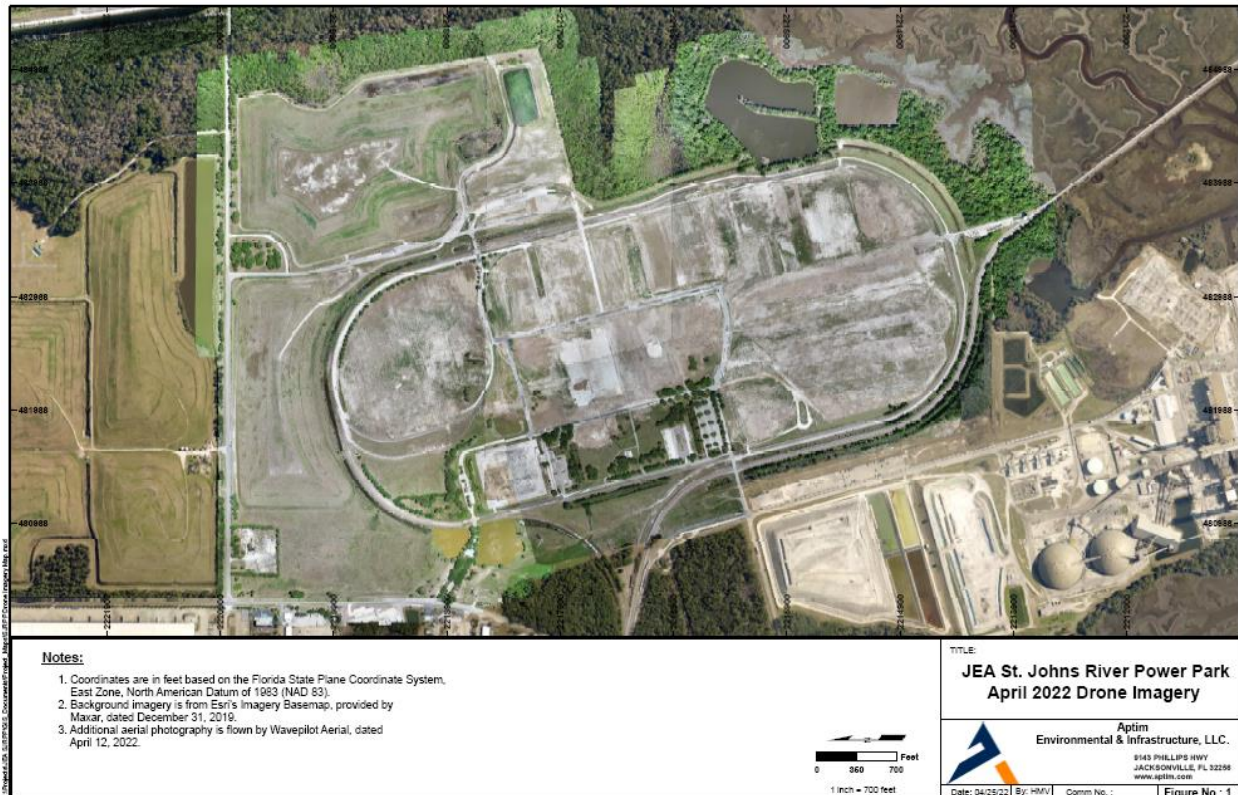


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Southeast Parcel



Drone Imagery Map



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SJRPP Concept

