



ST. JOHNS RIVER POWER PARK

Jacksonville, Florida, USA
REQUEST FOR QUALIFICATIONS

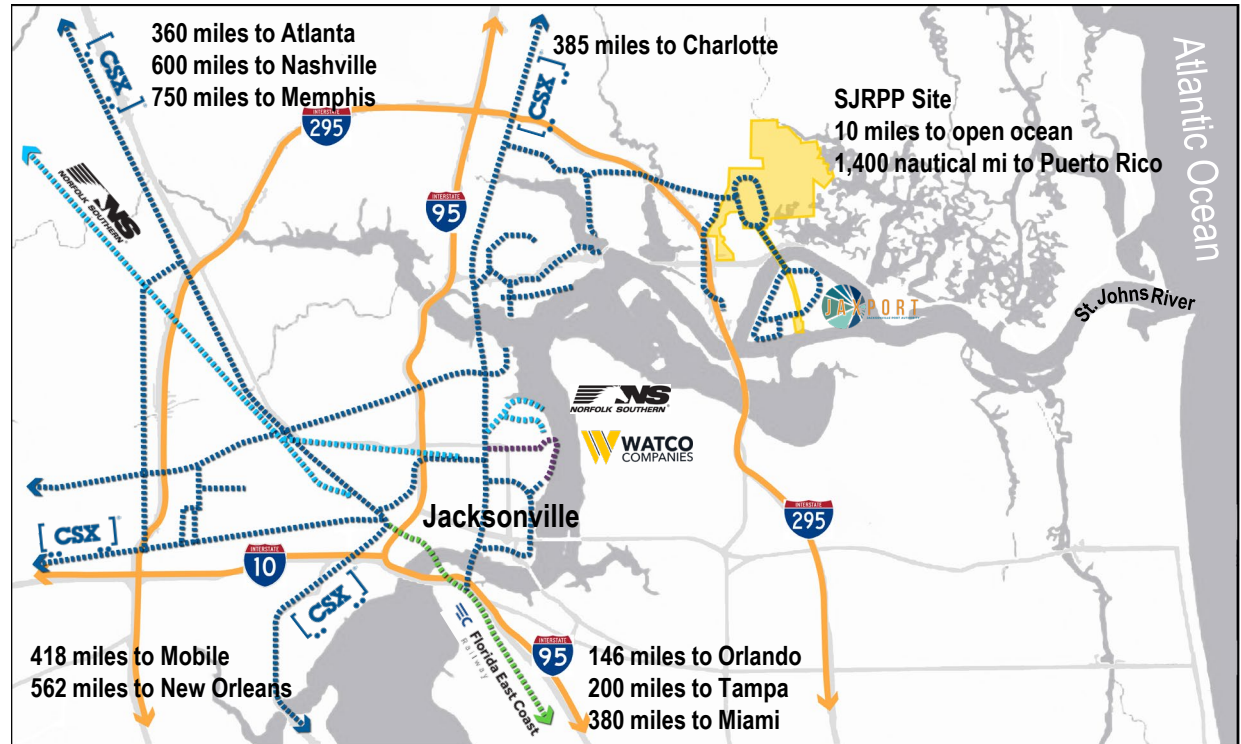
Date: 11/3/2020
RFQ #99879



OPPORTUNITY BACKGROUND & INFORMATION

JEA is issuing this Request for Qualifications (RFQ) in order to solicit interest from companies with the vision, experience, financial capacity, and long-term commitment necessary to lead the re-development of approximately 2,000 acres.

- JEA's assets (the Site) includes the St. Johns River Power Park (SJRPP), St. Johns River Coal Terminal (SJRCT), and nearby parcels.
- The Site is located in Jacksonville, Florida, America's Logistics Center, adjacent to JAXPORT, the largest container and auto port and processing center in Florida and gateway to the US Southeast.
- JEA has envisioned redevelopment of the Site to be a premier employment center and economic engine for Northeast Florida.
- JEA's St. Johns River Power Park (SJRPP) site demolition is underway and anticipated to be completed in early 2021.
- JEA is the eighth-largest government-owned utility company in the US. JEA's governing body is made up of a seven-member Board of Directors.



- 2,000 acres of contiguous site
- 800' berth on Jacksonville Harbor Channel
- Industrial Sanctuary designation
- Eighth-largest government-owned utility company in the US



Contact Information

All communications relating to this opportunity should be directed to JEA:

Elaine Selders

JEA

Buyer

21 W Church St, Jacksonville FL 32202

E-mail: seldel@jea.com

*Map indicates railroad operators

KEY OPPORTUNITY HIGHLIGHTS

Proximity to Large and Diverse Market

- Florida's best location to serve as a gateway into the broader US Southeast
- Within 500 miles (day-trip) of about 60 million people (18% of the US population)
- Well placed to leverage the strong economic growth of Florida and US Southeast

Available Land for Development

- 2,000 acres of contiguous site with 1,100 acres considered developable
- Expedited development due to Industrial Sanctuary designation¹
- Site demolition is underway and anticipated to be completed in early 2021

Existing Infrastructure

- Utility services (water/sewer/electric/gas) are adjacent to the Site
- Approximately 6 miles of existing private onsite rail track
- 11,000' of 42" covered conveyor between SJRPP and 800' deep-water berth

Intermodal Connectivity

- Regional access to interstate system I-295, I-95, I-10, I-75 and I-4
- Access to CSX, NS (Class I) and FEC (Class II) rail roads
- Ability to leverage St. Johns River's container, auto, bulk and energy terminals

Workforce Availability

- Production occupational group has a strong presence in Jacksonville's workforce²
- Favorable wages in production and most other major occupational groups²
- Area military installations provide a supply of skilled labor to the local workforce³

¹ The site, designated and zoned for industrial use, is located in the Future Land Use Map series of the 2010 Comprehensive Plan and strategically located for future expansion and economic development.

² BLS's news release (Occupational Employment and Wages in Jacksonville — May 2019) indicates that 6.2% of Jacksonville's employment is in production occupational group (manufacturing, advanced manufacturing and ...) compared to 3.8% national average and median hourly wage for production sector is about 7% lower in Jacksonville compared to national median.

³ Installations include: Naval Air Station Jacksonville, Naval Station Mayport, Kings Bay Naval Base, Camp Blanding Joint Training Center, Naval Aviation Depot Jacksonville and Marine Corps Blount Island Command

ASSET OVERVIEW

One of the largest development sites available on the US East Coast, currently reserved for industrial uses with full intermodal access.

- SJRPP
 - Industrial site with interstate interchange frontage
 - Access to two I-295 interchanges and two arterial roads (Alta Drive and Heckscher Drive)
 - Includes approximately 6 miles of private onsite rail
 - Adjacent to full infrastructure services, including utilities
- JEA Conveyor
 - Covered conveyor 11,000'± within an easement, connecting SJRPP to SJRCT
- SJRCT
 - 25-acre site, on the south side of Blount Island
 - Located on the Jacksonville Harbor Channel with deepening project expected to be complete by 2023

JEA is working to prepare the site for redevelopment through activities addressing wetland analysis, site due diligence studies, demolition of structures and remediation/environmental work.

Land:

- Total available land ≈ 2,000 acres
- Net developable land ≈ 1,100 acres

Transportation:

- Conveyor (11,000'±)
- Loop Track (6.2 miles)
- Deep Water Berth (800')

Utilities:

- Utility services adjacent to the Site

Rail:

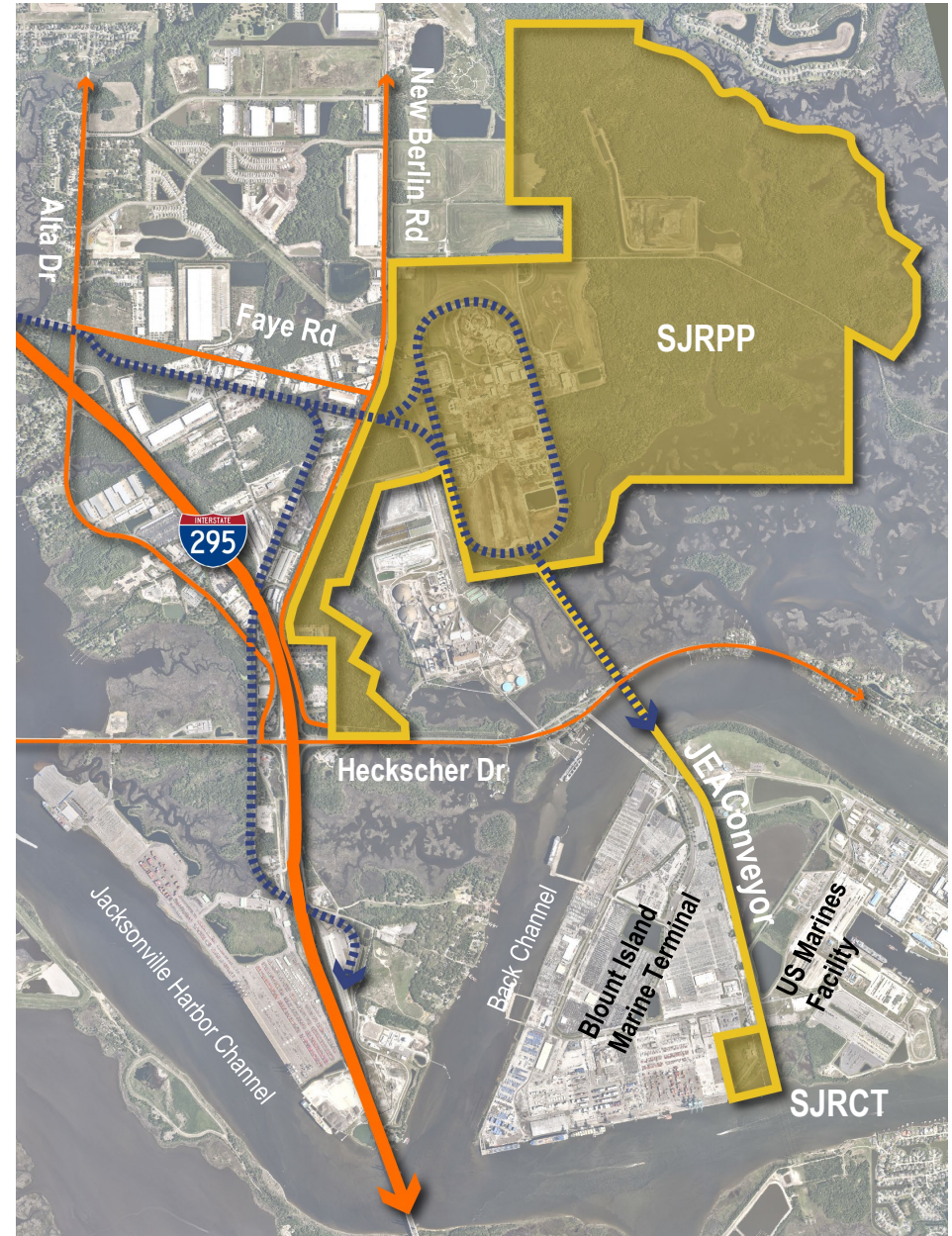
- CSX, NS and FEC
- Jacksonville ICTFs

Highway:

- I-295
- I-95 (North – South)
- I-10 (East – West)

Marine:

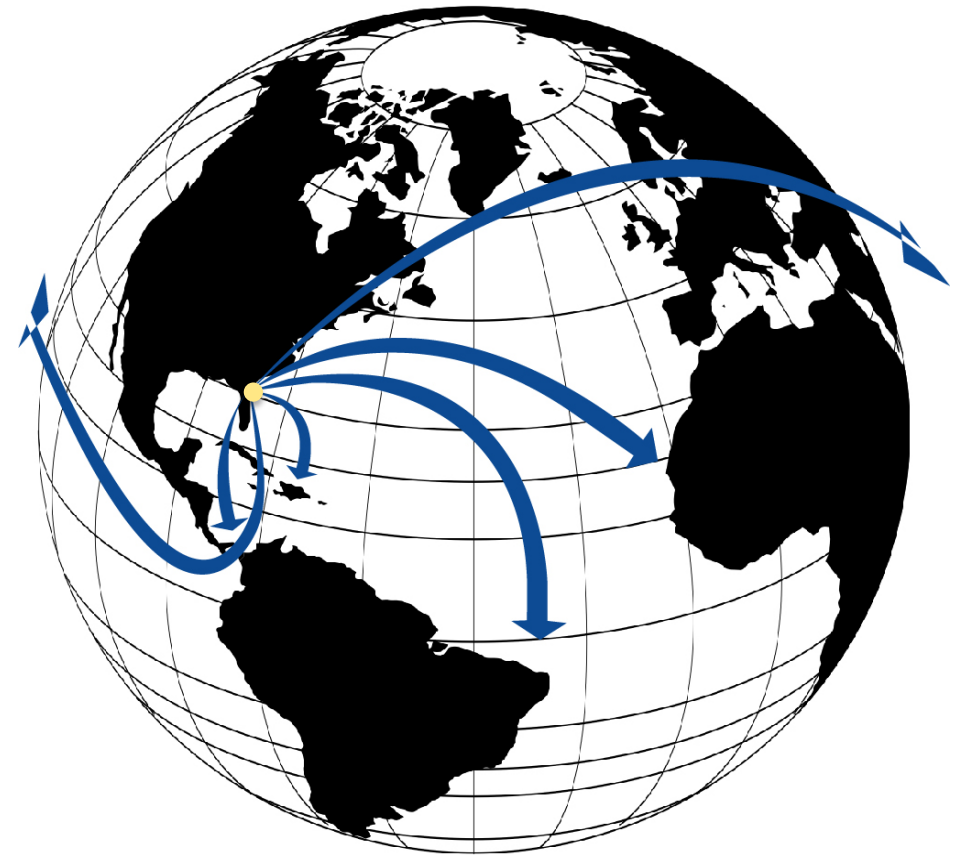
- Access to 47' channel (2023)



ENHANCE JACKSONVILLE'S CONNECTIVITY TO GLOBAL MARKETS

The Site is strategically located to leverage strong local and national markets...

- Jacksonville, America's Logistics Center¹, is Florida's best location to serve as a logistics hub for the fast-growing US Southeast markets (GDP growth is set to outperform the national average by 0.5% - 1.0% annually).
- Rail and truck connectivity to the southeastern population and production centers
 - Within a day's trip to roughly 60 million people (18% of the US population)
 - Within a day's trip to roughly 23% of the US's manufacturing activity³
 - Within a day's trip to roughly 16% of the US's agriculture activity³
- Pro-development environment
 - 19% lower warehousing construction costs compared to national average²
 - Qualified workforce with established industrial and logistics experience



... and markets around the world

- Jacksonville is connected to the Caribbean, Asia, Central America, East Coast South America and Indian Subcontinent trade lanes.
- Jacksonville's logistics offerings, including the port, serve as the US's largest gateway, accounting for 90% of the trade with Puerto Rico.
- City of Jacksonville and private investments in freight infrastructure, including the Jacksonville Harbor Deepening Project, will only strengthen the region's ability to connect to the global market.

¹ <http://www.jaxtlcouncil.org/ourteam>

² <https://www.buildingjournal.com/>

³ As BEA's definition of US Southeast

WELL POSITIONED TO BENEFIT FROM EXPANSION OF TRADE ACTIVITY

- Given its strategic location and size, the Site offers the unique opportunity to develop new infrastructure with both regional and national significance, and to further position Jacksonville as Florida's premier gateway into the US Southeast.
- JAXPORT's strategic plan forecasts its 2035 container throughput between 2.0 and 2.8 million TEU which translates to potential growth rate of between 2.8% and 4.9% between 2019 and 2035.
- The site will leverage the strong manufacturing base of Jacksonville. Between 2010 and 2019, the manufacturing sector in Jacksonville grew at 1.8% per annum which is notably higher than the national growth rate of 1.2%.
- The impact on the local Jacksonville economy will be profound, leading to the creation of thousands of jobs associated with the construction and operation of new businesses or the expansion of existing businesses attracted to the Site.



- Container: 1.3 million TEU¹
- 5.9% annual growth



- Autos: 655,000 units¹
- 5.2 % annual growth



- Breakbulk: 935,000 Tons¹
- 1.9% annual growth



- 16+ million gallons of planned LNG for marine bunkering and ISO tank export



- 1.8% annual growth in manufacturing sector²



¹ FY2019 freight statistics from Jaxport, annual growth represents Jaxport's growth from 2009

² BLS Data for 2010 – 2019 period

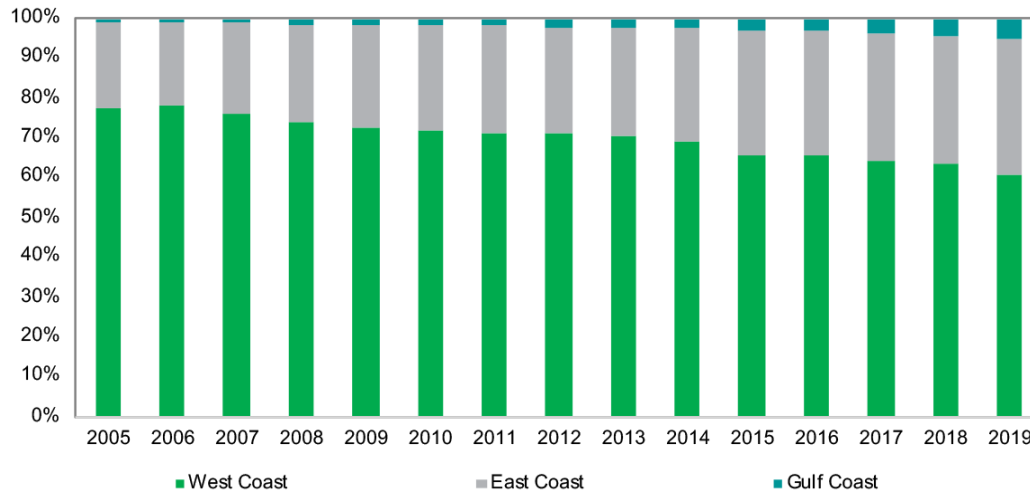
FUTURE GROWTH WILL INCREASE DEMAND FOR WAREHOUSING AND LOGISTICS ACTIVITIES IN JACKSONVILLE AND THE US SOUTHEAST

Logistic providers have continued to benefit from the long-term trend of more Asian trade arriving to the US East Coast

- Over the last 15 years, the US East Coast has doubled its share of Asian trade.
- This has been led by investments in freight infrastructure, including highway, rail, ports and distribution networks.
- Jacksonville's intermodal landscape continues to evolve in response to these changing market conditions.

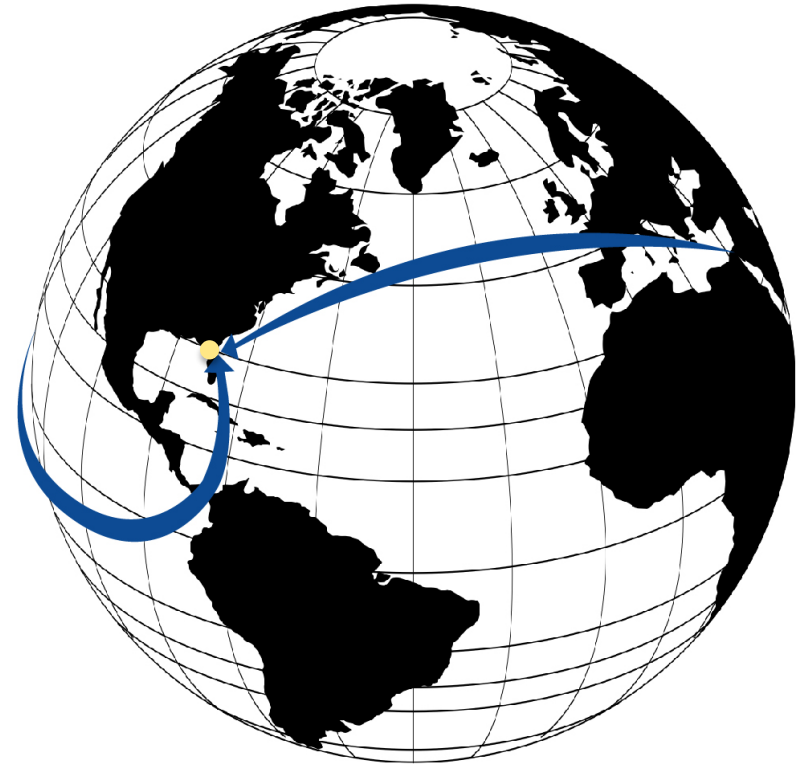
US West Coast steadily losing trans-Pacific share to East, Gulf coasts

Market share of US imports from Asia by coast, 2005–2019



Source: IHS Markit

© 2020 IHS Markit



Accelerated changes in global manufacturing will present opportunities for Jacksonville

- The shift from North Asia will likely accelerate, propelled by recent supply chain crises.
- Completion of the Jacksonville Harbor Channel Deepening project could lead to increased warehousing and distribution activities in Jacksonville.
- JEA's vision for SJRPP will allow Jacksonville to continue to solidify its leadership role in US logistics.

RESPONSE INSTRUCTIONS

Table of Contents

- I. INTRODUCTION**
- II. GOALS OF JEA REGARDING THIS REQUEST FOR QUALIFICATIONS**
- III. GOALS OF JEA REGARDING THE PROSPECTIVE MASTER DEVELOPER**
- IV. QUALIFICATION STATEMENT FORMAT**
- V. QUESTIONS (RFQ)**
- VI. MINIMUM ELIGIBILITY REQUIREMENTS**
- VII. QUALIFICATION STATEMENT FORMAT**
- VIII. JEA REVIEW OF QUALIFICATION STATEMENT INFORMATION**
- IX. GENERAL CONDITIONS**

I. INTRODUCTION

JEA is issuing this Request for Qualifications (RFQ) in order to solicit interest from companies who desire to serve as a Master Developer with the vision, experience, financial capacity, and long term commitment necessary for the redevelopment of approximately 2,000 acres JEA controls in the area and includes the St. Johns River Power Park (SJRPP), St. Johns River Coal Terminal (SJRCT), and adjacent parcels (the Site). Interested entities shall submit Responses in accordance with instructions further detailed later in this document.

II. GOALS OF JEA REGARDING THIS REQUEST FOR QUALIFICATIONS

- A. To promote the awareness of the Site's potential for redevelopment.
- B. To determine the potential for economic development and job creation based on redevelopment of the Site.
- C. To obtain industry perspective, locally, nationally and internationally on the redevelopment potential of the Site for industrial uses.
- D. To determine a list of prospective Master Developers from which to request proposals after JEA determines the best redevelopment scenarios for the Site to pursue via a Request for Proposal (RFP) process in 2021.

III. GOALS OF JEA REGARDING THE PROSPECTIVE MASTER DEVELOPER

- A. To establish a business relationship with a Master Developer (or Developers) with sufficient experience, financial capacity and demonstrated success to execute a long-term development vision for the Site.
- B. To create favorable conditions for the Master Developer (or Developers) to recruit end users to the Site bringing with them as many high wage jobs in the advanced manufacturing, manufacturing and final assembly, supply chain logistics, and other industrial uses, as possible.
- C. To create a world class facility to complement the multi-modal infrastructure indigenous to Jacksonville.
- D. To maximize the value of the Site through capital investment.
- E. To create a robust business environment for the City of Jacksonville by accelerating the redevelopment of the Site.

RESPONSE INSTRUCTIONS

IV. REQUEST FOR QUALIFICATION

You are invited to submit a Response to the Request for Qualification noted below:

JEA RFQ TITLE: Notice of Disposition / Invitation To Master Developers JEA-Owned Property in the Vicinity of St. Johns River Power Park (SJRPP) and St. Johns River Coal Terminal (SJRCT) JEA NUMBER #99879

A complete copy of this RFQ and any applicable documents can be downloaded from jea.com.

RESPONSE DUE TIME: 12:00 p.m.

RESPONSE DUE DATE: January 27, 2021

All Responses must reference the JEA RFQ Title and Number noted above. All Responses must be made on the appropriate forms as specified within RFQ this and submitted in accordance to the following instruction.

All Responses must be uploaded to a JEA-provided electronic folder for submission. To submit a Response an interested Company must go to https://www.jea.com/About/Procurement/informal_Procurement_Opportunities/ and click on the “Request a Submission Link” for the solicitation number **#99879**.

Responses are to only be delivered electronically via link provided. Please use the “Request a Submission Link” on the Informal Procurement Opportunities page of JEA.com to receive a unique, password-protected link. An automated, detailed auditing system provides sealed Response integrity.

The Respondent shall be solely responsible for delivery of its Response to the electronic folder. Responses are due by the time and on the date listed above.

A list of all firms providing responses to the RFQ will be published on jea.com by the close of business on Friday January 29, 2021.

V. QUESTIONS (RFQ)

All questions must be submitted in writing to the JEA Buyer below. All questions must be submitted in writing to the JEA Buyer listed below at least ten (10) business days prior to the opening date. Questions received within ten (10) business days prior to the opening date will not be answered.

For Procurement Questions:

Buyer: Elaine Selders

E-mail: seldel@jea.com

VI. MINIMUM ELIGIBILITY REQUIREMENTS

The minimum requirements for submitting and being considered responsive are listed below. Companies shall submit documentation of compliance with each Minimum Requirement. Any company that fails to include the required submittals with its offering, or fails to comply with the Minimum Requirements, shall be deemed non-responsive and may not have its offering considered. Respondent shall also provide information described in the Qualification Statement Format in Section VII below.

Master Developer Minimum Requirements

1. The Master Developer shall demonstrate past performance and experience associated with development of an industrial, logistics, or commercial center exceeding 150 acres.
2. The Master Developer shall demonstrate experience with the redevelopment of a brownfield site.

RESPONSE INSTRUCTIONS

VII. QUALIFICATION STATEMENT FORMAT – Maximum of 30 Pages

1. Company Description - Maximum of 5 pages

This information will introduce your company and its ability to complete projects of this nature.

- A. Cover Letter
- B. Name of the company
- C. Company profile
- D. Corporate and key office locations
- E. Company officer and titles (provide specific key contact information)
- F. Describe the structure of your company as it applies to the project
- G. Please provide an overview of your financial capacity
- H. Additional information critical to representing the depth and skills of the company relating to this opportunity

2. Industrial Development Experience - Maximum of 20 pages

Elaborate on your company's related experience for the redevelopment of similar property or projects.

- A. Provide examples of your previous projects.
 - a. Size and location
 - b. Development program
 - c. Intermodal connectivity
- B. Demonstrate relationships with end users as a result of prior and current development projects.
 - a. Describe how these relationships were leveraged effectively at similar sites.
 - b. Highest and best economic development use examples are highly desirable.
- C. Elaborate on the company's industrial experience with the following (if any):
 - a. Manufacturing
 - b. Warehousing and distribution
 - c. Rail and intermodal facilities
 - d. Maritime related development
 - e. Transportation logistics
 - f. Brownfield redevelopment

3. Project Financing Experience - Maximum of 5 pages

Provide information on the company experience in financing or bringing financiers to support projects described in Redevelopment Experience above.

- A. Elaborate on deal structures that your company has utilized on projects of similar magnitude.
- B. Present your ability to attract external funding to similar projects.

VIII. JEA REVIEW OF QUALIFICATION STATEMENT INFORMATION

Qualification Statements will be reviewed to ensure that Minimum Eligibility Requirements are met. Qualification Statements shall be reviewed for content consistent with the intended utilization of the Site such as:

- Information that demonstrates the company has the vision and capability to realize their development plan.
- Project implementation examples that address intermodal connectivity consistent with current and planned private and public logistics improvements.
- Information that demonstrates the capability to implement a development plan and schedule.
- Types and magnitude of economic opportunities created and ability to increase economic development.
- Financial and/or financing strength based on demonstrated capacity to meet financial obligations, recent experience obtaining project financing commitments and demonstrated financial ability to timely deliver development.

Companies deemed responsive to the RFQ will have the opportunity to pursue future Request of Proposal(s) (RFPs) issued by JEA as described in II.D above.

RESPONSE INSTRUCTIONS

IX. GENERAL CONDITIONS

1. ETHICS

The Company shall comply with all JEA and City of Jacksonville ordinances, policies and procedures regarding business ethics.

The Company shall disclose the name(s) of any public officials who have any financial position, directly or indirectly, with this RFQ by completing and submitting the Conflict of Interest Certificate found at https://www.jea.com/about/procurement/bid_forms/. If JEA has reason to believe that collusion exists among the companies, JEA will reject any and all qualifications from the suspected company, and will proceed to debar company from future JEA Awards in accordance with the JEA Procurement Code.

JEA is prohibited by its Charter from awarding contracts to JEA officers or employees or companies in which a JEA officer or employee has a financial interest. JEA will reject any and all qualifications from JEA officers or employees as well as any and all qualifications in which a JEA officer or employee has a financial interest.

In accordance with Florida Statutes sec. 287.133, JEA will reject qualifications from any persons or affiliates convicted of a public entity crime as listed on the Convicted Vendor list maintained by the Florida Department of Management Services. JEA shall not make an Award to any officer, director, executive, partner, shareholder, employee, member, or agent active in management of the company listed on the Convicted Vendor list for any transaction exceeding \$10,000 for a period of 36 months from the date of being placed on the Convicted Vendor list.

If the company violates any requirement of this clause, its qualifications may be rejected and JEA may debar offending companies and persons.

2. EX PARTE COMMUNICATION

Ex Parte Communication is strictly prohibited. Ex Parte Communication is defined as any inappropriate communication concerning a RFQ/Solicitation between a company submitting a Response or Proposal and a JEA representative during the time in which the

RFQ/Solicitation is being advertised through the time of Award. Examples of inappropriate communications include: private communications concerning the details of RFQ/Solicitation in which a company becomes privy to information not available to the other companies. Social contact between companies and JEA representatives should be kept to an absolute minimum during the RFQ/solicitation process.

Failure to adhere to this policy will disqualify the noncompliant company's Response or Proposal. Any questions or clarifications concerning a RFQ/Solicitation must be sent in writing via email to the JEA Buyer designated in Section 1.1.2 at least ten (10) business days prior to the opening date. If JEA determines that a question should be answered or an issue clarified, JEA will issue an addendum to all companies.

For more information on Ex Parte communications, see JEA Procurement Code, Article 1-110, which is available at www.jea.com.

3. SUNSHINE LAW

General

Article I, Section 24, Florida Constitution, guarantees every person access to all public records and Chapter 119, Florida Statutes, provides a broad definition of public records. JEA is a body politic and corporate and subject to these laws and related statutes ("Florida's Public Records Laws"). All responses to this RFQ are public record and available for public inspection unless specifically exempt by law.

Redacted Submissions

If a Respondent believe that any portion of the documents, data or records submitted in response to this RFQ are exempt from Florida's Public Records Law, Respondent must (1) clearly segregate and mark the specific sections of the document, data or records as "Confidential," (2) cite the specific Florida Statute or other legal authority for the asserted exemption, and (3) provide JEA with a separate redacted copy of its response (the "Redacted Copy"). The cover of the Redacted Copy shall contain JEA's title and number for this RFQ and Respondent's name, and shall be clearly labeled "Redacted Copy."

RESPONSE INSTRUCTIONS

Respondent should only redact those portions of records that Respondent claims are specifically exempt from the Florida Public Records Laws. If Respondent fails to submit a redacted copy of information it claims is confidential, JEA is authorized to produce all documents, data and other records submitted to JEA in answer to a public records request for such information.

In the event of a request for public records to which documents that are marked as confidential are responsive, JEA will provide the Redacted Copy to the requestor. If a requestor asserts a right to any redacted information, JEA will notify Respondent that such an assertion has been made. It is Respondent's responsibility to respond to the requestor to assert that the information in question is exempt from disclosure under applicable law. If JEA becomes subject to a demand for discovery or disclosure of Respondent's redacted information under legal process, JEA shall give Respondent prompt notice of the demand prior to releasing the information (unless otherwise prohibited by applicable law.) Respondent shall be responsible for defending its determination that the redacted portions of its response are not subject to disclosure.

By submitting a response to this RFQ, Respondent agrees to protect, defend, and indemnify JEA from and against all claims, demands, actions, suits, damages, losses, settlements, costs and expenses (including but not limited to reasonable attorney fees and costs) arising from it relating to Respondent's determination that the redacted portions of its response to this Solicitation are not subject to disclosure.

IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT:

**Public Records Request Coordinator
21 West Church Street, T-8
Jacksonville, FL 32202
Ph: 904-665-8606
publicrecords@jea.com**

4. RESERVATIONS OF RIGHTS TO JEA

- This RFQ is not a contractual offer or commitment by JEA to sell or purchase products or services.
- JEA reserves the right to cancel, postpone, modify, reissue and amend this RFQ at its discretion.
- JEA reserves the right to not offer for development the Site in its entirety as described in this RFQ in future RFP's (Request for Proposals).

5. MODIFICATION OR WITHDRAWAL OF QUALIFICATIONS

The Company may modify or withdraw its qualifications at any time prior to the opening date and time stated in the RFQ.

6. AVAILABILITY OF QUALIFICATIONS PACKAGES

In accordance with the Florida Public Records Law, Florida Statute Section 119, copies of all qualifications are available for public inspection. Companies may request qualification packages once they are available for public inspection by contacting JEA Public Records at publicrecords@jea.com or 904-655-8606.

7. CERTIFICATION AND REPRESENTATIONS OF THE COMPANY

By signing and submitting qualifications, the Company certifies and represents as follows:

- The corporation or partnership must be in active status at the Florida Division of Corporations (www.sunbiz.org) prior to any subsequent Award of a Contract.
- That the Company has read, understands and will comply with the Section entitled Ethics of these instructions to Company.



INTERSTATE
10

INTERSTATE
95

INTERSTATE
295

Talleyrand Marine Terminal

Heckscher Dr.

CSX

Dames Point Marine Terminal

INTERSTATE
295

Blount Island Marine Terminal

The Site



21 W Church St,
Jacksonville FL 32202