



**Downtown Investment Authority  
Strategic Implementation Committee**  
Hybrid In-person/Virtual Meeting  
**Thursday, November 9th, 2023 at 3:00 p.m.**

## **SIC AGENDA**

Oliver Barakat, Committee Member  
Carol Worsham-Committee Member

Joe Hassan, Committee Member  
Jim Citrano, DIA Board Chair, Ex-Officio

- I. CALL TO ORDER
  - II. PUBLIC COMMENTS
  - III. FORM 8B: VOTING CONFLICT DISCLOSURES
  - IV. OCTOBER 16<sup>TH</sup>, 2023 STRATEGIC IMPLEMENTATION COMMITTEE MEETING MINUTES APPROVAL
  - V. RESOLUTION 2023-11-01 ARCHITECTURAL SERVICES RFP
  - VI. RESOLUTION 2023-11-02 DIA PARKING GARAGE OPERATOR RFP (Resolution and associated exhibits to be provided by COB Monday)
  - VII. RESOLUTION 2023-11-03 AMBASSADOR EXTENSION (Resolution to be provided by COB Monday)
  - VIII. RESOLUTION 2023-11-06 GATEWAY JAX N4 (Documents to be provided by COB Monday)
  - IX. RESOLUTION 2023-11-07 GATEWAY JAX N5 (Documents to be provided by COB Monday)
  - X. RESOLUTION 2023-11-08 GATEWAY JAX N8 (Documents to be provided by COB Monday)
  - XI. RESOLUTION 2023-11-09 GATEWAY JAX N11 (Documents to be provided by COB Monday)
  - XII. OTHER MATTERS TO BE ADDED AT THE DISCRETION OF THE CHAIR
  - XIII. ADJOURN
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### **MEETING LOCATION**

#### **Physical Location**

Ed Ball Building

214 N. Hogan St.  
8<sup>th</sup> Floor Conference Room 851  
Jacksonville, FL 32202

**Virtual Location**

Interested persons desiring to attend this meeting virtually can do so via Zoom (including by computer or telephone) using the following meeting access information:

**Join Zoom Meeting**

<https://us02web.zoom.us/j/82644809997?pwd=VGQ2d29qVHFoUEwrOGFIT2YxcEszZz09>

**Meeting ID: 826 4480 9997**

**Passcode: 487848**

**One tap mobile**

+1 (312) 626-6799 (Chicago)

+1 (646) 558-8656 (New York)

Find your local number: <https://zoom.us/u/acSPRiVnGd>

**TAB IV**

**OCTOBER 16, 2023 STRATEGIC IMPLEMENTATION COMMITTEE  
MEETING MINUTES APPROVAL**



**Downtown Investment Authority**  
**Strategic Implementation Committee Hybrid Meeting**  
***Monday, October 16th, 2023, 1:00 p.m.***

**Strategic Implementation Committee Hybrid Meeting**  
***DRAFT MEETING MINUTES***

**Strategic Implementation Committee Members (CM) in Attendance:**

George Saoud  
Carol Worsham

Oliver Barakat

**DIA Board Members In-Person:** Jim Citrano (attending ex officio as Board Chair), Joshua Garrison (attending as a non-voting member of the Board)

**DIA Staff Present:** Lori Boyer, Chief Executive Officer; Steve Kelley, Director of Downtown Real Estate and Development; Guy Parola, Operations Manager; Ric Anderson, Communications and Marketing Specialist; and Ava Hill, Administrative Assistant

**Office of General Counsel:** Joelle Dillard

**Council Members Present:** Jimmy Peluso.

**I. CALL TO ORDER**

The Strategic Implementation Committee meeting of October 16th, 2023, was called to order at 1:00 p.m. by George Saoud, Committee Chair.

**II. PUBLIC COMMENTS**

Committee Chair Saoud called for public comment.

*The following persons made in-person public comments, made public comments virtually through Zoom, or provided comments that were read into the record by DIA Staff. Note: the subject matter of the comment(s) indicated to the right of each person: John Nooney, Marie McGrath Wood*

**III. RESOLUTION 2023-10-3 DORO EXTENSION**

Mr. Kelley gave a presentation of the resolution, a request for an extension of the completion date of the RISE: Doro mixed-use project. Mr. Kelley reported that the developer was running slightly behind schedule due to supply and market conditions. Under the request, the extension date would be moved from the end of December 2023 to the end of March 2024.

DIA Board Chairman Citrano stated that he had filed a Form 8B due to an affiliate of RISE being a client of his employer. He asked whether he would be eligible to vote on the resolution. Ms. Dillard indicated that Mr. Citrano was eligible.

**Vote:           Aye: 4           Nay: 0           Abstain: 0**

**IV.    RESOLUTION 2023-10-06 SPECIALTY ZONE**

CEO Boyer presented background and details on the resolution, which would create specialty centers along the Riverwalk where alcoholic beverages may legally be carried and consumed under regulated parameters. Ms. Boyer explained that Florida state law allows for the designation of these specialty centers, which have been established elsewhere in Florida.

Allan DeVault, Executive Director of Build Up Downtown, presented additional context regarding the state statute, discussed how specialty centers had been received in communities that had established them, and provided details about sites for prospective specialty centers on the Jacksonville Riverwalk.

Board members posed questions to Mr. DeVault and DIA staff. Two members of the public spoke about the resolution: Carnell Oliver and Nancy Powell.

**Motion:**       Committee Member Worsham moved to approve the Resolution.  
**Seconded:**    Board Member Barakat seconded.

**Vote:           Aye: 4           Nay: 0           Abstain: 0**

**V.     RESOLUTION 2023-10-07 ZONING CODE PROCESS AMENDMENTS**

Mr. Parola presented an overview of the amendments, explaining that they were designed to streamline the review and approval processes for projects. Significant discussion ensued.

**Motion:**       DIA Board Chairman Citrano moved to approve the Resolution.  
**Seconded:**    Committee Member Worsham seconded.

**Vote:           Aye: 4           Nay: 0           Abstain: 0**

**VI.    OTHER MATTERS TO BE ADDED AT THE DISCRETION OF THE CHAIR**

CEO Boyer informed the Committee that the developer of the Ambassador Hotel project was planning to request from the City Council an extension of the project's completion date to spring of 2024 due to a legal dispute. This comes after several previous extensions for the project, the latest of which set a completion date of Sept. 30, 2023. The Neighborhoods, Community Services, Public Health and Safety Committee, which discussed deferring a decision on the new extension until Nov. 20 in order to give the DIA Board time to make a recommendation to the Council on whether to grant the extension and, if so, under which conditions.

Council Member Peluso said the Counsel wanted the DIA Board's input on the decision, as the Board members have substantial institutional knowledge of the project.

**No vote was taken on this item.**

### **ADJOURNMENT**

Committee Chair Saoud adjourned the meeting at 2:28 p.m.

*The written minutes for this meeting are only an overview of what was discussed. For verbatim comments of this meeting, a recording is available upon request. Please contact Ava Hill at [ava@coj.net](mailto:ava@coj.net) to acquire a recording of the meeting.*

**TAB V**

**RESOLUTION 2023-11-01: ARCHITECTURAL SERVICES RFP**

## RESOLUTION 2023-11-01

**A RESOLUTION OF THE DOWNTOWN INVESTMENT AUTHORITY (“DIA”), ACTING IN ITS CAPACITIES AS BOTH THE DOWNTOWN ECONOMIC DEVELOPMENT AGENCY AND COMMUNITY REDEVELOPMENT AGENCY FOR DOWNTOWN, INSTRUCTING ITS CHIEF EXECUTIVE OFFICER TO CAUSE TO BE ISSUED A REQUEST FOR PROPOSAL OR FUNCTIONAL EQUIVALENT FOR THE PROCUREMENT OF ON-DEMAND (CONTINUING SERVICES CONTRACT OR FUNCTIONAL EQUIVALENT) ARCHITECTURAL AND DESIGN SERVICES FOR SEVERAL FOOD AND BEVERAGE FACILITIES AS MORE FULLY IDENTIFIED HEREIN; AUTHORIZING ITS CHIEF EXECUTIVE OFFICER TO ENTER INTO A CONTRACT FOR SUCH SERVICES; SPECIFICALLY IDENTIFYING CERTAIN FOOD AND BEVERAGE FACILITIES AND LOCATIONS; INSTRUCTING ITS CHIEF EXECUTIVE OFFICER TO OBTAIN CERTAIN APPROVALS BY THE DIA BOARD PRIOR TO AUTHORIZING SERVICES FOR SPECIFIC “PROJECTS” AS IDENTIFIED HEREIN; PROVIDING AN EFFECTIVE DATE.**

**WHEREAS**, pursuant to sec. 55.104, Jacksonville Code of Ordinances, the DIA is the sole “development and community redevelopment agency for Downtown” and the “public economic development agency” within Downtown; and

**WHEREAS**, in furtherance of economic development and community redevelopment within Downtown, City Council adopted a Business Investment & Development Plan (“Plan”), comprised of a Business Investment & Development Strategy together with Community Redevelopment Area Plans for the Combined Northbank and Southside Community Redevelopment Areas; and

**WHEREAS**, within the Plan there are identified Projects, including the “Shipyards West Park” and “Activation and Programming of Public Spaces”, which includes both Riverfront Plaza on the Northbank and St. Johns River Park on the Southbank; and

**WHEREAS**, in addition to identified Projects, there are Redevelopment Goals and Strategic Objectives, including:

Redevelopment Goal No. 3 | Increase and diversify the number and type of retail, food and beverage, and entertainment establishments within Downtown.

Strategic Objective: Encourage growth of outdoor dining and entertainment options, most specifically within designated food and beverage districts and on the waterfront.



Redevelopment Goal No. 4 | Increase the vibrancy of Downtown for residents and visitors through arts, culture, history, sports, theater, events, parks, and attractions.

Strategic Objective: Support the expansion, renovation, and improvement of existing, and creation of new, diverse civic attractions, cultural venues, theaters, and parks that provide a mix of activities and attract a broad range of demographics; and

**WHEREAS**, the City contracted with ACON and their subconsultants for the upgrade and redesign of both Friendship Fountain and a redesign of the surrounding St. Johns River Park; with Agency Landscape + Design for the creation of a world-class park on the Shipyards West property; and with Perkins and Will for the creation of a world-class park at Riverfront Plaza; and

**WHEREAS**, within St. Johns River Park a small food and beverage amenity not otherwise included as part of ACON's scope of services or within the Capital Improvement Program project description is desired both by DIA and the City; and

**WHEREAS**, contiguous to the Shipyards West Park, the DIA contracted with Agency Landscape + Design who has completed a conceptual design for both a food hall concept and a waterfront restaurant; and

**WHEREAS**, as part of the Riverfront Plaza, Perkins and Will excluded in their design and excluded from the Capital Improvement Program project is a waterfront restaurant parcel; and

**WHEREAS**, the DIA engaged Streetsense to perform a market feasibility and timing analysis on the proposed food and beverage facilities at Shipyards West and Riverfront Plaza; and

**WHEREAS**, in its initial recommendations, Streetsense has advised DIA staff that the riverfront Plaza restaurant should be prioritized, and every effort should be made to complete the facility close to the park opening date; and

**WHEREAS**, the DIA desires to contract for architectural and design services for one or more of the following, which have been previously identified herein:

- A small food and beverage restaurant/café within St. Johns River Park;
- A waterfront restaurant within the Riverfront Plaza reserved restaurant parcel;
- Within the DIA property contiguous to the Shipyards West Park, a food-hall/open air food and beverage facility with associated parking;
- Within the DIA property contiguous to the Shipyards West Park, a waterfront restaurant; and

**WHEREAS**, there are multiple funding sources that may be utilized for the requested services, noting that prior to contracting for services the Chief Executive Officer will provide to the DIA intended funding sources and, if necessary, obtain approval by the DIA of any necessary budget transfer,

**NOW THEREFORE, BE IT RESOLVED** by the Downtown Investment Authority:

**Section 1.** The DIA finds that the recitals set forth above are true and correct and are incorporated herein by this reference.

**Section 2.** The DIA instructs its Chief Executive Officer to cause to be issued a Request for Proposal or functional equivalent for the procurement of Architectural and Design Services for several food and beverage facilities as previously described herein.

**Section 3.** The DIA identifies the following locations and food and beverage establishments (“Projects”) which will be the subject of the RFP, upon request to proceed with design services for one or more of the projects below:

Project #1: A small food and beverage restaurant/café within St. Johns River Park;

Project #2: A waterfront restaurant within the Riverfront Plaza reserved restaurant parcel;

Project #3: Within the DIA property contiguous to the Shipyards West Park, a food-hall/open air food and beverage facility with associated parking; and

Project #4: Within the DIA property contiguous to the Shipyards West Park, a waterfront restaurant.

**Section 4.** The DIA authorizes its Chief Executive Officer to develop the Minimum Qualifications, Scope of Services and Scoring (i.e., selection) Criteria to be included in a Request for Proposal in furtherance of this Resolution.

**Section 5.** The DIA authorizes its Chief Executive Officer to enter into a contract for such services, providing that prior to authorizing services for an individual Project the Chief Executive Officer will bring to the DIA Board for review and approval:

- i. Scope and fees; and
- ii. An identified funding source, and if necessary, a CRA Budget Transfer

**Section 6.** This Resolution shall become effective on the date it is signed by the Chair of the DIA Board.

[SIGNATURES ON FOLLOWING PAGE]

WITNESS:

**DOWNTOWN INVESTMENT AUTHORITY**

\_\_\_\_\_

\_\_\_\_\_  
Jim Citrano, Chair

\_\_\_\_\_  
Date

VOTE: In Favor: \_\_\_\_ Opposed: \_\_\_\_ Abstained: \_\_\_\_

**SUPPLEMENTAL INFORMATION**

**RESOLUTION 2023-11-01: ARCHITECTURAL SERVICES RFP MEMORANDUM**

**TO:** DIA Strategic implementation Committee

**FROM:** Lori Boyer, CEO

**SUBJECT:** Resolution 2023-11-01, RFP for Architectural Services

**DATE:** November 1, 2023

As you will recall, there is a reserved restaurant development pad on the riverfront as part of the Perkins and Will design for Riverfront Plaza and a proposed Food Hall and restaurant pad as part of the Agency landscape + Design concept design for the Shipyards West CRA property as depicted below.

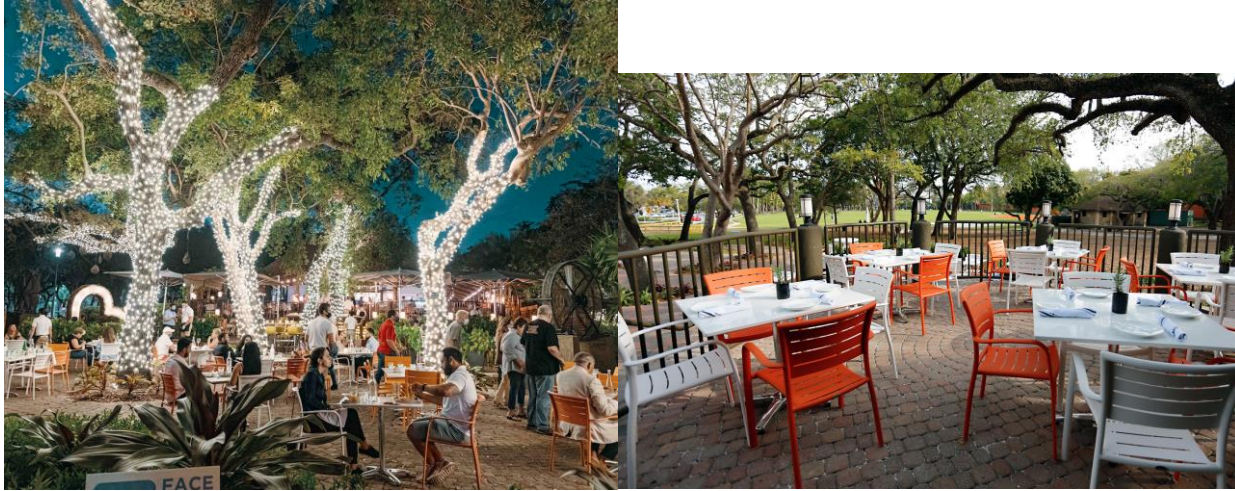




At the Board’s direction, we engaged Streetsense to conduct a market study on the feasibility and timing of these facilities. The have provided preliminary results of their work in several zoom meetings and among the numerous recommendations and refinements of restaurant types, operating hours, etc., is a recommendation that we accelerate the design, construction, and delivery of the restaurant at Riverfront Plaza to deliver as close as possible to park opening. To make this possible, we would need to engage an architect and begin as soon as possible, and we were targeting an early January publication date for an RFP with an award in late February or early March and work to begin as early as April.

Subsequently, staff attended a design meeting on St. Johns River Park and Friendship Fountain with the Parks Department, their contractor ACON, their design firm Haalf, and the Riverfront Parks Conservancy. The scope of the City CIP project includes a concession stand which is envisioned to be located near the Riverwalk. However, the design firm also suggested a cantina type café close to the fountain on the Museum Circle side. This café would serve tapas and alcohol and resemble the concept for the original Related proposal for a café in this vicinity. That restaurant was described as not less than 1,800 square feet of heated and cooled space together with not less than 3,200 square feet of outdoor dining area modeled after Glass & Vine in Coconut Grove, Florida ([glassandvine.com](http://glassandvine.com)).





Since this park is also under construction and on an accelerated time schedule, it would be valuable to advance this design as well.

As a result, we have prepared Resolution 2023-11-01 to direct staff to begin preparation for an RFP to select an architectural firm that could design one or more of these facilities beginning in the spring.

We would return to the Board in December or January with funding requests and budgets for the design and estimated costs of construction for the first to be implemented facilities and the appropriate sources of funds.

**TAB VI**

**RESOLUTION 2023-11-02: DIA PARKING GARAGE OPERATOR RFP**





## DOWNTOWN INVESTMENT AUTHORITY

117 West Duval Street #310, Jacksonville, Florida 32202

(904) 255-5302 | <https://dia.coj.net/>

DATE: November 1, 2023  
TO: Strategic Implementation Committee  
FROM: Lori Boyer, Chief Executive Officer, DIA  
RE: Resolution 2023-11-02 DIA Garage Operator RFP

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### **GARAGE OPERATOR RFP**

Resolution 2023-11-02 would authorize the Chief Executive Officer of the DIA to cause to be issued a Request for Proposal, or functional equivalent, for the procurement of a garage operator/operators for DIA's three garages: the Courthouse Garage, a primarily monthly and transient/daily parking facility; the Arena Garage, a primarily special event garage; and the Sports Complex Garage, a primarily special event driven garage. Brought to the DIA for consideration are three Resolution options:

- i. Resolution 2023-11-02A – an RFP for procuring a single operator for all three garages; or
- ii. Resolution 2023-11-02B – an RFP for procuring just the Arena and Sports Complex garages operator; and
- iii. Resolution 2023-11-02C – an RFP for procuring an operator for the Courthouse Garage that would be issued coinciding with Resolution 2023-11-02B above.

DIA Staff is recommending that Resolutions 2023-11-02B and 2023-11-02C be adopted by the DIA with the reasoning that their respective garages are functionally distinct operations (i.e. special event driven versus monthly/transient/daily parker driven). Therefore, although a single vendor could be awarded all three garages under this scenario, this process could result in two vendors, with one who specializes in special event driven garages and another who specializes in monthly/transient/daily parking operations. Consequently, staff only sees an upside to issuing two RFPs.

Each version of Resolution 2023-11-02, in addition to instructing the DIA's Chief Executive Officer to issuance of an RFP, approves Minimum Qualifications, a Scope of Services and Scoring Criteria for incorporation into the RFP(s). The aforementioned are included in each resolution version as:

Exhibit 1- Minimum Qualifications

Exhibit 2- Scope of Services

Exhibit 3- Scoring Criteria

### **CITY COUNCIL AND DIA BOARD RESOLUTIONS**

On June 27<sup>th</sup>, 2023, the Jacksonville City Council voted to approve Resolution 2023-355. This resolution encourages the DIA to explore options related to the operations of the garages. The Council requested that this be done through a Request for Proposal and to terminate for convenience the Parking Management Services Agreement between DIA and Reef if a more cost-effective alternative is found.

On August 16<sup>th</sup>, 2023, in response to Resolution 2023-355, the DIA Board voted to approve Resolution 2023-08-10 “authorizing its Chief Executive Officer to prepare, subject to final Board approval prior to issuance, a request for proposal for the purpose of soliciting competitive responses from qualified parking garage operators for the management of the Metropolitan Parking, LLC Garages (Courthouse Garage, Sports Complex Garage, and Arena Garage).”

## **BACKGROUND**

On September 23<sup>rd</sup>, 2020, Metropolitan Parking Solutions, LLC (MPS) and LPS of America, Inc (LPS), now Reef Platform U.S. Operations, LLC (Reef) entered into a Parking Management Service Agreement for three (3) parking garages located at 116 Pearl Street North, 500 A. Philip Randolph Boulevard, and 999 East Adams Street (the garages). In this agreement MPS agreed to reimburse LPS for all operating expenses of the garages. This agreement has a term of sixty (60) months, starting on November 1<sup>st</sup>, 2020, and ending on December 31<sup>st</sup>, 2025.

Per an amendment agreed to by MPS and LPS, a Termination for Convenience clause was added to the Parking Management Service Agreement. This can be done with ninety (90) days’ notice from either party.

On April 21<sup>st</sup>, 2022, the City of Jacksonville and the Downtown Investment Authority (DIA) entered into a settlement agreement with MPS and DIA was assigned the Parking Management Service Agreement from MPS. The current Parking Management Service Agreement provides for a Management Fee structure for Reef to operate the garages. It consists of a base fee, an incentive fee, and operating expenses. The base fee is the smallest amount, it is a combined \$3,000.00 for all three garages. The incentive fee consists of 5% of monthly net operating income for the Courthouse garage and 3% for the Arena and Sports Complex Garages.

All net operating revenues above the Management Fee amount are remitted to the DIA each month. Therefore, the operator is being paid for its operating expenses and a small portion of revenues for profit under the current agreement. This is done for each garage separately, and a monthly report of expenses and revenues is provided to the DIA.

## **RFP LANGUAGE**

### **RFP Minimum Qualifications**

Generally, minimum qualifications are consistent in their experience levels, but are tailored in Resolutions 2023-11-02B and 2023-11-02C to the primary garage function: special event driven versus monthly/transient/daily parker driven. In Resolution 2023-11-02A, which contemplates a single vendor for all three garages, the minimum qualifications are essentially a combination of those found in Versions B and C.

Essentially, proposed vendors are required to have five (5) years of experience in operating the relevant kind of garage (or all of the garages for Version A) and are required to provide references as well. Again,

each reference or experience level is to be specific to the garage type within that RFP, or in the case of Version A, for all three garages. Additional qualifications include:

- All proposers must be capable of providing all of the monthly reports listed in the RFP.
- All proposers (and any/all subcontractors) must be authorized to transact business in the State of Florida and maintain any licenses to perform services required to operate for the length of the contract.
- All proposers must not have had any outstanding fines or liens in the last five years with any regulatory body that have remained past due for more than 180 days.

Further, each proposed vendor in their response(s) is required to provide a list of all subsidiaries and other lines of business that any proposer is involved with to help show experience in garage operations. This couples with the requirement for notification if an affiliated party is going to be used to contract a service in any of the garages found in the Scope of Services. If the proposer uses a third party for any of the operational services of the garage, the DIA has this in place to know whether that third party is affiliated with the proposer. This section does not prohibit a proposer from using a subsidiary to provide services in the garage, but it does require that the relationship be disclosed beforehand.

Finally, vendors are prohibited from submitting proposals in which the primary vendor is a Joint Venture or Partnership business arrangement.

### **RFP General Scope of Services**

The vendor or vendors shall staff, maintain, and operate the parking facilities in an efficient manner with a customer-centric focus in line with other A-class parking facilities. The following is a summary of the “general” Scope of Services sought for each garage, regardless of primary operation type (i.e. special event driven vs monthly/transient/daily parkers driven). For specific or specialized services based on garage operation type, please see Exhibit 2 to each resolution version.

Each vendor or vendors will be required to provide an Operation Plan and a Maintenance Plan which will be tailored and specific to each garage. The Operations Plan will provide information about staffing, performance, and customer service. The Maintenance plan will be for five (5) years and will allow the DIA to take advantage of the industry knowledge.

### **Maintenance and Capital Repairs:**

Each vendor is responsible for daily and routine maintenance of the garage(s). However, if a larger maintenance or capital improvement project is required, then the DIA will approve the project and retain the option to complete the project. This is similar to how capital projects are handled under the current Parking Management Service Agreement. An example is a contract to replace the roof on the elevator shafts at each garage. The RFP specifies this cutoff point at \$5,000 per project and \$15,000.00 annually, which was derived by reviewing the amounts of all capital improvement contracts since the DIA took over management of the garages. Above this amount, the DIA must approve of any capital improvement projects to determine if it can take advantage of cost saving

measures such as utilizing an existing City contract and avoiding sales tax. This language exists in all versions of the RFP.

### **Reporting Requirements:**

The Scope of Services for each RFP includes enhanced reporting requirements above and beyond the current Parking Management Service Agreement. The current vendor has been providing significantly more information than is required by that agreement, and the RFP memorializes requirements for that information. The RFP requires more details about labor costs, including position titles, headcounts, and wage and benefits costs for any employee who operates or is assigned to the garage. This language was added in after consultation with the DIA's parking consultant, Timothy Haas and Associates ("THA"), confirmed that requiring such specific information was not out of the norm or industry standards. Furthermore, the CEO of the DIA will approve the proposed budget from the vendor each year.

### **Term and Fee Structure:**

The Scope of Services provides that the initial contract term with the vendor or vendors will be for five (5) years with three (3) renewal options exercisable by the DIA. It also states the conditions under which the contract can be terminated in 90 days. These conditions are:

- if the proposed operating costs contained in the budget for any year exceeds the prior year by 20%; or
- if the actual operating expenses charged in a given year exceed the budget by more than 20% unless the actual net revenue to the DIA exceeds the budget by an equal or greater percentage.

The estimated overall Operations/Management Fee is required to be placed in the annual budget that is approved by the CEO of the DIA. The Fee is comprised of the following, which are translated into the Scoring Criteria as well: a monthly base fee, operational expenses, and an incentive fee.

### **RFP Scoring Criteria**

There are four scoring criteria included within Exhibit 3 to each resolution version that awards a majority of the points to vendors who indicate that they have garage operations experience and can provide the services requested. The cost associated with providing those services and City JSEB requirements are also criteria for scoring. The four criteria are:

1. Company Experience and References (25 Points)  
Proposers are scored based on experience in providing similar services to indicate that they have a history of operating similar garages. Proposers are also required to provide references that show management history for garages with for daily/monthly parking or garages with special event parking, depending on what garages the vendor proposes to operate. Under this section, proposers will also be required to show the ability to generate revenue from garages of similar size and scope.
2. Operating and Staffing Plan (40 Points)  
Proposers will be scored based on the operations plan that is provided to indicate how the garages listed in each RFP will be operated. These include the staffing plan, performance, transition and

start-up, and customer service. The proposer will further have to describe which services will be provided by subcontractors and the experience of any that have already been identified.

3. Fee Cost (30 Points)

The fee structure is similar to the one found in the Parking Services Management Agreement. It retains a base fee, incentive fee, and payment of operating expenses. Since the operation expense is the largest portion of the fee, this section is weighted to provide most of the points based on the competitiveness of that fee.

4. JSEB Participation (5 Points)

All City RFPs require proposers to demonstrate a commitment to diversity through utilization of minority, women-owned, and small businesses. This RFP requires that data be provided that shows this utilization within the organization, its community, and its subcontractors.

**TAB VII**

**RESOLUTION 2023-11-03: AMBASSADOR EXTENSION**



# DOWNTOWN INVESTMENT AUTHORITY

117 West Duval Street #310, Jacksonville, Florida 32202

(904) 255-5302 | <https://dia.coj.net/>

**TO:** DIA Strategic implementation Committee

**FROM:** Lori Boyer, CEO

**SUBJECT:** Resolution 2023-11-03, Ambassador Extension

**DATE:** November 1, 2023

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## **Summary:**

Ordinance 2023-0345 is currently pending before City Council and would have extended the final completion date for the Ambassador Hotel project to September 30, 2023. The bill was filed several months ago and has been deferred at the request of the developer since there were multiple outstanding liens and lawsuits pending on the project. When the completion date established in the bill passed, DIA requested withdrawal of the legislation because its approval would have no benefit as written. The Developer appeared in Council Committees and requested deferral for two cycles to allow the DIA Board to consider and recommend approval or denial of a further extension. The Developer requested that Council provide a 6-month extension. Staff believes that to be inadequate based on the percent of completion.

It was represented that the Developer had notified the issuer of the performance bond on the project that the contractor was in default and that bonding company was engaged and would identify a course of action in October. Because of his expertise in this type of litigation, Board Member Gillam was asked to look into the status and report back to the Board as to the likelihood of resolution in the near future, the efficacy of a further extension and the amount of time required.

Staff will prepare a resolution reflecting Board member Gillam's recommendation when received, for consideration at the November board meeting. That report is expected at the SIC meeting.

## **Background:**

In July 2018, AXIS HOTELS, LLC, the Developer, purchased the property commonly known as Ambassador Hotel with a street address of 420 N. Julia Street, as well as the remaining undeveloped portion of the block. In September 19, 2018, the DIA approved Resolution 2018-09-03 authorizing a Historic Preservation Trust Fund (HPTF) Grant upon redevelopment completion in an amount not to exceed \$1.5 million funded by the Downtown Historic Preservation and Revitalization Trust Fund. Following City Council approval of Ordinance 2018-872, Developer, the City of Jacksonville, and DIA entered into a Redevelopment Agreement with an Effective Date of March 26, 2019. The Developer subsequently requested an amendment to the RDA to separate

the historic portion of the project. In 2020, City Council approved Ordinance 2020-0625, and Developer, the City of Jacksonville, and DIA entered into an Amended and Restated Redevelopment Agreement with an effective date of June 25, 2020, to exclude the Multifamily housing component of the project as originally provided. Thereafter, following City Council approval of Ordinance 2021-0459, Developer, the City of Jacksonville, and DIA entered into a Second Amended and Restated Redevelopment Agreement with an Effective Date of August 15, 2021, to provide a revised Substantial Completion Date of the Project as December 31, 2022.

All extensions of the Performance Schedule allowed under the terms of the Second Amended and Restated Redevelopment Agreement were granted establishing a final Completion date June 30, 2023.