

Date of request	Council Member	Questions from CM	Notes
10/29/2020	CM Randy DeFoor	1. Why was a RFP not done for this project? Mayor's office	Jaguars have the lease for Lot J currently
		2. Are the construction plans finalized? Development Team	<ul style="list-style-type: none"> •Very far along in plans •Working with a major contractor on cost estimates •Cost overruns are the responsibility of the Developer – no risk to the City
		a. If not, how are you estimating construction costs? Development Team	See above.
		3. What is the developer's proforma – estimated net operating annual income from project? Development Team	The market is currently soft in the areas of entertainment and hospitality. Our objective phase one is to set in motion future opportunities within the District and the Shipyard are taking a long view on the development – 10 – 15 years. In the short run, the return is pretty low.
		4. How were the number of jobs determined? Mayor's office	Study conducted by Johnson Consulting, circulated to Council Members and the Auditor.
		5. What is the average wage for the workers? Development Team	There will be many different types of jobs created during the construction and the operation phases.
		6. Have you included the major JEA utility costs in the infrastructure numbers- the costs are in the millions—Mayor's office	Yes.
		a. Has the JEA been contacted and if so who was contacted? Mayor's office	The Administration has been discussing this with Paul McElroy and Joe Orfano
		7. How much parking is available for City revenue? Mayor or Jaguar Rep	This is still being negotiated between the parties.
		8. What is allowed by re-allocation of funds pursuant to section 8.7 of Development Agreement? General Counsel office	The developer is permitted to reallocate the City Funds between the mixed-use and hotel components - i.e., use more City loan funds on the hotel component than the mixed-use component - regardless, the City loan funds in the aggregate cannot exceed \$65.5 million
		9. The LIVE and retail lease- 35 years with four 10 year extensions - rent of \$100 a year	
		a. Is it true that the tenant can sell the lease and assign it at any time as long as it is not in default? General Counsel Office	The Tenant may assign the lease to a Tenant Affiliate (provided the Tenant remains liable on the lease and certain other conditions) or to a Qualified Transferee without approval of the City Representative, but only if appropriate transfer terms are met.
		b. What ability does City have to take back the facility if Tenant is not in default? General Counsel Office	The City may institute litigation for any Tenant Default (which includes termination of the lease and Tenant's right of possession) and may step into the shoes of the Tenant and do as the Tenant is obligated to do under the Lease.
		c. What have we learned from the Landing and River City leases if anything? Mayor's Office	Do not enter into 99 year lease agreements without performance measures related to extensions.
		10. What is the total cost including carrying cost for the City for this project? Mayor's Office	The carrying costs would only be maintenance applicable to the assets the City owns, including parking.
		11. What is the real return on investment for the City? Mayor's Office	1.69 to 1
		12. Why would we do this deal without extension of Jaguar lease? Mayor's office	The Development Agreement ensures long-term viability of a substantial redevelopment that is focused on improving a much larger footprint than just what the Jaguar lease encumbers.
		13. How much City contribution will be requested for the Metro-Park development? Jaguar Rep	This is not part of the current project and the scope of that development is not known
		14. How much City contribution will be requested for stadium renovations? Jaguar Rep	The scope of any stadium renovations is not part of the current project and is not known

10/30/2020	CM Ron Salem	1. Please explain how the deal, as currently structured, motivates the Developer to insure the ongoing success of the Live! District.	The Tenant is responsible for operation of the Live! Facility, and is therefore properly motivated to ensure the success of the facility.
		2. Please explain how this Project, if successful, will catalyze the development of the core of downtown Jacksonville in a reasonable time frame given the walking distance between the two.	Lot J development will have positive economic development effects on surrounding areas, as all community redevelopment does. Additionally, it is anticipated that JTA will provide service along Bay Street through its U2C project, which will incentivize downtown residents, employees and visitors to travel between the core of downtown and Lot J for events
		3. Can we in some fashion combine a Jaguars stadium lease extension with this deal?	Please see answer to DeFoor Question #12.
		4. How will the maintenance of the Lot J development be paid for? Is there a surcharge in the agreement?	The City will be receiving a ticket surcharge and parking revenues. The Tenant under the Live! Lease is responsible for the costs of maintaining the facility
10/30/2020	CM Aaron Bowman	1. What protection does the City have if the developer sells its part of the development?	Please see answers to DeFoor Question 9.a. and b.
		2. Further, can we instill a profit-sharing clause similar to the Additional Consideration Payment Agreement the City has with Hillwood/Cecil Commerce Center, where as the City receives 10% of the net profit of the sale?	That would substantially alter the negotiated agreement.
		3. Do the contractual terms of the \$65M loan include termination clauses if any of the properties are sold? I do not find it appropriate to have a transferable no-interest or low interest loan.	The loan documents do not provide for early termination in the event of sale.
10/22/2020	CM Matt Carlucci	1. Where is the Jacksonville-oriented market analysis on the viability and sustainability of the Lot J project with or without the Jaguars remaining in Jacksonville?	There are volumes of market analysis that informs all development in Jacksonville. There are real estate studies that project occupancy and costs for residential and commercial construction. There are studies of retail that inform the square footage of retail space, and there are hospitality industry studies that project size and revenue potentials of a hotel. The Live venue modeling is best represented by the performance of similar properties in other cities. The development team has used this research to inform the size and scope of this ambitious yet well-planned combination of work, live, and play spaces that will transform an asphalt surface lot into a destination
		2. Where is the back-up information on construction costs with complete details regarding this project here in Jacksonville?	Since you initially asked this question, both the Administration and the development team have provided many volumes of supportive data. So the clearest answer is that all the data available to date has been made available to members via multiple days of meetings with the Council Auditor
		3. Could you tell me who in the administration is responsible for negotiating this agreement with Mr. Khan and the Jaguars organization?	I was the most active negotiator for the Administration. At various points in the process that spans more than a year, Mayor Curry and other staff have been engaged in discussions. There are no minutes or recordings of these meeting as they are a function of the Executive Branch processes prescribed by our City's Charter.
		4. What other options to the \$65 million loan were pursued?	Throughout the process with the development team, a number of incentive policy combinations were reviewed and considered. The current combination of grants/loan/incentives was deemed the appropriate model to get the project underway while protecting the investment of taxpayers
		5. Since the City will have a debt to service, what is the revenue ROI from Lot J to Jacksonville in the immediate future and the long-term for the finished product to pay for this debt service?	An ROI calculated by Kirk Wendland, the City of Jacksonville's Director of the Office of Economic Development, determined 1.69 to 1. Simply stated that projects \$1.69 of return for each dollar of investment.
		6. Who is the personal guarantor of the Lot J project? Is it a corporation or is it personally backed by Mr. Kahn or one of his corporate interests?	The Cordish Family I, LLC and K2TR Family Holdings 2 Corp
		7. Has there been any consideration to developing Lot J and a new covered stadium with a guaranteed lease extension, thus making one large project investment?	The Administration has worked for more than a year to present an agreement focused on the substantial task of turning a parking lot into an amazing work, live and play destination. Additional agreements regarding leases for the stadium, renovation of the stadium, and development in the Shipyards waterfront continue and will be positively impacted by the massive commitment the Jaguars organization will make in Lot J. Each of these decision points should have their own track of consideration to ensure the best result for the people of Jacksonville
		8. Have you explored environmental considerations with a development in this particular section of Jacksonville?	Environmental impacts are a required part of the planning and development. These impacts will continue to be part of the review process. The development team has also done a comprehensive study of how to ensure their work is resilient and responsive to possible future impacts of sea-level change.