

JAA/FSCJ Northeast Florida Advanced Aviation Maintenance Training Center Option 2 (modified full original proposal)

This proposal establishes the JAA/FSCJ Northeast FL Advanced Aviation Maintenance Training Center. This JAA/FSCJ partnership provides for an advanced state-of-the-art (SOA) aviation maintenance training facility at the JAA Cecil Field Hangar H location in conjunction with the existing FSCJ Aviation Center of Excellence and the current USA Homeland Security residence. This SOA training facility focuses on traditional and advanced airframe and powerplant (A&P) maintenance, eVTOL aircraft, autonomous technologies, and air traffic control.

Aviation Workforce Demand

The aviation industry is projected to need a significant number of new maintenance technicians:

- Boeing Pilot and Technician Outlook: need for 690,000 new maintenance technicians by 2042.
- [ARSA.org](https://www.arso.org): a shortfall in technicians through 2028, but a surplus in 2029.
- [Bureau of Labor Statistics \(.gov\)](https://www.bureauoflaborstatistics.gov): a 5% growth in employment for aircraft and avionics equipment mechanics and technicians from 2023 to 2033.
- ATEC.org: current shortage is estimated at 9%, and will reach nearly 20%, equivalent to about 25,000 certificated mechanics, by 2028.

Aviation Maintenance Workforce Outlook

The data following (from the U.S. Bureau of Labor Statistics, BLS) (see Table below) indicate that the demand for the aviation maintenance workforce will continue to grow well-into the next two decades, and beyond. Strategically expanding the FSCJ aviation maintenance program positions Jacksonville, Florida for significant aerospace ecosystem growth.

Quick Facts: Aircraft and Avionics Equipment Mechanics and Technicians	
<u>2023 Median Pay</u>	\$75,400 per year \$36.25 per hour
<u>Number of Jobs, 2023</u>	163,300
<u>Job Outlook, 2023-33</u>	5% (As fast as average)
<u>Employment Change, 2023-33</u>	8,900

Estimated Investment

Estimated investment costs for the JAA/FSCJ Northeast Florida Advanced Aviation Maintenance Training Center (reflects full proposal – personnel – eqmt maint – adv composites lab):

Laboratory Equipment:	\$10,000,000	(year 1 startup)
Furniture:	\$3,000,000	(year 1 startup)
Personnel:	\$0	(annual, increasing yrly)
Personnel Benefits: (est. 20%)	\$0	(annual, increasing yrly)
Equipment Maintenance:	\$0	(annual)
Facility Infrastructure Updates:	\$10,000,000	(year 1, startup)
TOTAL: \$23,000,000		

Timeline

Conservatively, it is estimated that the JAA/FSCJ Advanced Aviation Maintenance Training Center could be completely active for the 2027-2028 (FY27) FSCJ operations. This assumes initiation of the project by before the end of CY2025, as well as manageable supply chain and infrastructure delays.

FSCJ Commitment to Aviation Excellence

The Table below provides a conservative overview of current students and a projection of FSCJ future credit program students.

FSCJ Student Forecast

	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5
A&P	250	263	276	289	304
Flight/ATC	290	319	351	386	425
eVTOL	67	70	74	78	81

July 24, 2025

Budget hearings in August

From Howland, Nick - City Council Office <NHowland@coj.net>

Date Tue 6/17/2025 1:22 PM

To Ross Jones <ross.jones@flyjacksonville.com>; Mark VanLoh <mark.vanloh@flyjacksonville.com>

Cc Lehman, Amber - CCSS <ALehman@coj.net>

 1 attachment (938 KB)

Council Auditor's Office - JAA Budget Handout.pdf;

Gentlemen,

Hope you are both well. I mentioned last meeting that your hearing will be a two-hour window this year. Also, the Finance Committee will request that CEOs of all the 4 major Independent Authorities attend the hearing, which includes JAA. The date is forthcoming, and the Finance Chair, of course, will be flexible.

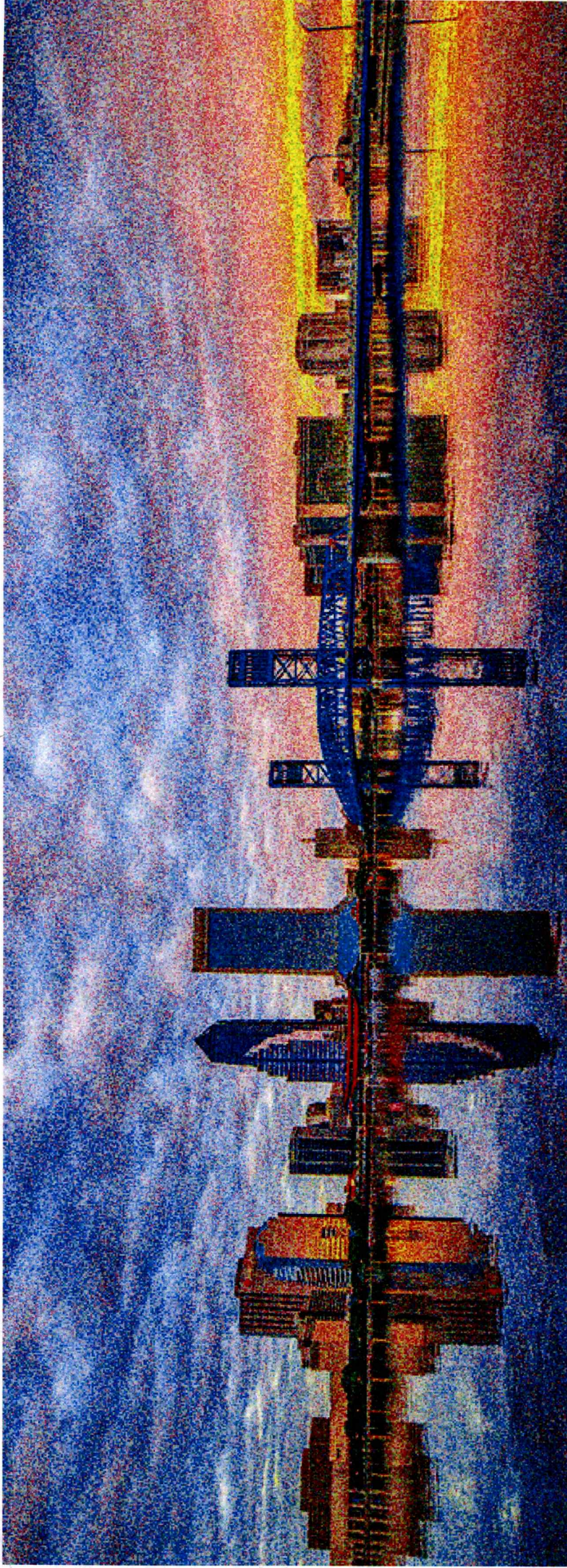
I have attached last year's Council report on JAA. I would like to request the following **additional** data.

- JAA's strategy and vision for the organization as well as the four airport properties;
- In addition to the 24/25 original budgeted P&L, the 24/25 projected P&L and the proposed 25/26 budgeted, please include actuals from previous 4 years starting in 18/19 (see pg4 of attached);
- In addition to revenue categories presented on that same pg4 - and if possible - please present revenue by airport property;
- JAA's balance sheet at the end of every fiscal year since 18/19, including 24/25 original budget, 24/25 projected and 25/26 budget;
- JAA's statement of cash flows for 24/25 projected and 25/26 budget; and,
- A schedule of historical debt, current debt, and projected debt over the CIP.

Thanks! Any questions, we can chat tomorrow.

Nick

Jacksonville City Council, At-Large Group 3
117 W Duval St # 425
Jacksonville, FL 32202
904.255.5217



JAA Budget Review

Howland - August 2025

Data Sources: JAA, Council Auditors

Mission and Vision

Mission

The mission of the Jacksonville Aviation Authority is to manage, operate, maintain and develop an airport system that exceeds the aviation need of the City of Jacksonville, Northeast Florida and Southeast Georgia.

Vision

The vision of the Jacksonville Aviation Authority is to enhance the JAA's standing as a premiere economic engine for the City of Jacksonville and the Northeast Florida region.

JAA P&L Trend

	2020/2021 YTD Actuals	2021/2022 YTD Actuals	2022/2023 YTD Actuals	2023/2024 YTD Actuals	2024/2025 Annual Projected	2025/2026 Proposed Budget
OPERATING REVENUES						
Concessions	15,632,994	21,355,634	21,863,374	25,734,392	27,228,535	26,180,932
Fees & Charges	20,754,852	20,740,035	23,218,504	26,187,753	25,577,640	27,886,773
Space & Facility Rentals	30,947,466	29,865,640	31,950,919	50,617,215	56,233,715	61,067,202
Parking	13,000,182	25,870,697	34,492,252	35,292,439	32,037,977	32,246,352
Sale of Utilities	1,303,557	1,823,961	1,937,416	1,908,874	1,885,388	1,958,373
Other Miscellaneous Operating Revenue	295,390	179,542	489,700	429,958	418,539	420,328
TOTAL OPERATING REVENUES	\$ 81,984,441	\$ 99,835,509	\$ 113,952,165	\$ 140,170,631	\$ 143,381,794	\$ 149,759,960
OPERATING EXPENDITURES						
Salaries	19,130,511	20,757,395	22,705,649	24,673,032	26,899,048	27,999,470
Benefits	7,537,133	8,750,834	10,028,753	11,153,321	12,522,183	12,798,006
Services and Supplies	14,058,219	17,048,643	18,971,556	20,796,636	22,721,607	23,530,125
Repairs & Maintenance	7,824,403	8,751,208	8,665,372	11,789,187	11,755,388	14,949,794
Promotion, Advertising and Dues	578,961	710,278	797,606	964,161	1,079,552	1,127,258
Registration & Travel	157,616	364,062	479,365	453,570	711,005	827,925
Insurance Expense	1,724,013	1,766,713	2,173,177	2,835,895	2,850,989	3,107,500
Cost of Goods for Sale	547,866	768,606	866,043	877,685	976,497	989,000
Utilities, Taxes & Gov't Fees	3,867,617	4,793,249	4,753,045	4,402,585	4,989,157	5,280,974
Operating Contingency	-	-	69,440,566	-	2,236,000	3,000,000
TOTAL OPERATING EXPENDITURES	\$ 55,426,339	\$ 63,710,988	\$ 69,440,566	\$ 77,946,072	\$ 86,741,426	\$ 93,610,052
OPERATING INCOME	\$ 26,558,102	\$ 36,124,521	\$ 44,511,599	\$ 62,224,559	\$ 56,640,368	\$ 56,149,908
NON-OPERATING REVENUES						
Passenger Facility Charges	8,729,473	12,789,922	14,354,256	15,100,466	14,941,707	15,359,249
Investment Income	1,205,455	3,608,117	10,706,197	7,196,348	14,996,883	11,661,666
Other Revenues	7,396,745	27,824,895	10,316,182	16,637,794	9,827,512	8,372,660
TOTAL NON-OPERATING REVENUES	\$ 17,331,673	\$ 44,222,934	\$ 35,376,635	\$ 38,934,608	\$ 39,766,102	\$ 35,393,575
NON-OPERATING EXPENDITURES						
Debt Service	7,877,950	21,204,698	6,403,644	36,467,285	34,019,927	42,182,995
Other Expenditures	169,385	166,580	223,833	233,967	269,921	259,000
TOTAL NON-OPERATING EXPENDITURES	\$ 8,047,335	\$ 21,371,278	\$ 6,627,477	\$ 36,701,252	\$ 34,289,848	\$ 42,441,995
NET INCOME BEFORE OPERATING CAPITAL OUTLAY, PFC RESERVE AND RETAINED EARNINGS	\$ 35,842,440	\$ 58,976,177	\$ 73,260,757	\$ 64,457,915	\$ 62,116,622	\$ 49,101,488
Transfer (to) Operating Capital Outlay	(579,003)	(2,097,757)	(17,858,187)	(15,353,829)	(17,187,000)	(26,949,500)
Transfer (to)/from Passenger Facility Charge Reserve	(3,941,063)	(8,297,603)	(7,654,558)	(3,941,063)	(7,951,441)	-
Transfer (to)/from Retained Earnings	(3,218,813)	-	-	-	-	(22,151,988)
SURPLUS/(DEFICIT)	\$ 28,103,561	\$ 48,580,817	\$ 47,748,012	\$ 45,163,023	\$ 36,978,181	\$ -
TOTAL REVENUES	\$ 99,316,114	\$ 144,058,443	\$ 149,328,800	\$ 179,105,239	\$ 183,147,896	\$ 185,153,535
TOTAL APPROPRIATIONS	\$ 71,212,553	\$ 95,477,626	\$ 101,580,788	\$ 133,942,216	\$ 146,169,715	\$ 185,153,535

Strong, profitable growth at JAA over last 5 years

JAA Revenue by Airport Property

Operating Revenues	JIA	Cecil Airport	JaxEx	Herlong Recreational Airport	2026 Budget	Forecast 2025
010 - Concession						
Total 010 - Concession	25,122,375	462,930	595,527	100	26,180,932	25,916,365
020 - Fees & Charges						
Total 020 - Fees & Charges	26,322,119	1,564,654			27,886,773	8,167,777
030 - Space & Facility Rentals						
Total 030 - Space & Facility Rentals	37,532,026	20,971,927	1,163,135	1,400,114	61,067,202	36,081,927
040 - Parking						
Total 040 - Parking	32,246,352				32,246,352	35,061,019
050 - Sale of Utilities & Fuels						
Total 050 - Sale of Utilities & Fuels	1,084,173	24,200	-	850,000	1,958,373	1,932,954
060 - Other Miscellaneous Operating Revenue						
Total 060 - Other Miscellaneous Operating	384,788	34,940	-	600	420,328	414,289
Total Operating Revenues	122,691,836	23,058,651	1,758,662	2,250,815	149,759,960	107,574,331
210 - Investment Income						
Total 210 - Investment Income	11,661,666				11,661,666	8,231,848
230 - Other Revenue						
Total 230 - Other Revenue	372,660				372,660	5,951,733
250 - PFC Revenue						
Total 250 - PFC Revenue	15,359,249				15,359,249	13,276,880
270 - Property Disposition Gain or Loss						
Total 270 - Property Disposition Gain or Loss	-				-	78,275
280 - Capital Contributions						
Total 280 - Capital Contributions	19,915,000	6,445,000	589,500	-	26,949,500	8,168,636
255 - CFC Revenue						
Total 255 - CFC Revenue	8,000,000				8,000,000	-
Total Non-Operating Revenues	55,878,686				62,343,075	35,707,372
Total Revenues	178,570,522	23,058,651	1,758,662	2,250,815	212,103,035	143,281,703

**Lion share (84%) of JAA's
FY26 revenue is from JIA**

11% from Cecil Airport

JAA FY26 CIP

Airport	Proj No.	Description	Budget 2026						OTHER	CFC
			Total Capital	Commitments	JAA	PFC	FAA GRANTS	FDOT GRANTS		
Jacksonville International	J2020-05	Concourse B Program Additional Funds	\$ 9,000,000	\$		2,250,000	6,750,000			
	J2026-01	Bucket Truck	\$ 465,000	\$ 465,000						
	J2023-14	Taxiway F Rehab & Extension Additional Funds	\$ 5,000,000	\$ 4,500,000				500,000		
	J2023-17	Landside Bathroom Rehab Phase II Additional Funds	\$ 1,300,000	\$		1,300,000				
	J2026-02	TIBA Parking System Field Equipment Upgrade	\$ 750,000	\$ 750,000						
	J2026-03	Infrastructure Refresh FY26	\$ 350,000	\$ 350,000						
	J2026-04	WiFi System Upgrade	\$ 250,000	\$ 250,000						
	J2026-05	Rental Car Lane Rehabilitation & Extension to Owens Road Study	\$ 400,000							\$ 400,000
	J2023-21	Parking Garage Additional Funds	\$ 8,000,000	\$ 8,000,000						
	J2026-06	Three (3) ADA Shuttle Bus and Graphics FY26	\$ 450,000	\$ 450,000						
	J2026-07	Brush 16 Fire Truck	\$ 225,000	\$ 225,000						
	J2026-08	Park Assist Daily Garage	\$ 1,500,000	\$ 1,500,000						
	J2026-09	JIA C-18 ARFF Vehicle Replacement	\$ 1,000,000	\$		1,000,000				
	J2026-10	Common Use Expansion	\$ 150,000	\$ 150,000						\$ 200,000
	J2026-11	Rental Car Pickup Counter Study	\$ 200,000							
	J2026-12	Airfield Tractor	\$ 125,000	\$ 125,000						
Cecil Airport	J2026-13	Capitalized Engineering Salaries FY26	\$ 640,000	\$ 640,000						
	J2026-14	Flex Building Roof Replacement	\$ 1,500,000	\$ 1,500,000						
	J2026-16	Passenger Loading Bridge Replacement (2)	\$ 2,400,000	\$ 600,000			1,800,000			
	J2026-17	Terminal Seating Repairs	\$ 200,000	\$ 200,000						
	J2024-06	Baggage Pusher Replacement (Ph 2 of 3)	\$ 210,000	\$ 210,000						
			\$ 34,115,000	\$ 19,915,000	\$ 4,550,000	\$ 8,550,000	\$ 500,000	\$	\$ 600,000	
Cecil Spaceport	F2026-01	Hangar 905 & 815 Roof Rehabilitation	\$ 3,300,000	\$ 3,300,000						
	F2026-02	TWY E Extension (Design)	\$ 3,000,000	\$ 3,000,000						
	F2026-04	Fire Pump Replacement (Building 1847, Pump #2)	\$ 125,000	\$ 125,000						
	F2026-05	Building 83 Airfield Generator Replacement	\$ 400,000	\$ 20,000			380,000			
Jacksonville Executive	C2022-02	FLM Mitigation & Drainage	\$ 5,000,000	\$ 250,000			4,750,000			
	C2026-01	Mill/Overlay TWYs A and B	\$ 4,000,000	\$ 339,500			3,505,500	155,000		
Herlong			\$ 9,000,000	\$ 589,500			8,255,500	155,000		
			\$	\$	\$	\$	\$	\$	\$	\$
Total Large Capital			\$ 49,940,000	\$ 26,949,500	\$ 4,550,000	\$ 17,185,500	\$ 655,000	\$	\$ 600,000	

Cecil is only 14% of FY26 CIP, but ramps up considerably in out years

JAA Days Cash on Hand (DCOH)

JAA		
Days Cash on Hand		
Fiscal Year	Hand	
2020/21	677	
2021/22	650	
2022/23	889	
2023/24	937	
Projected		

JAA's last reported DCOH position was 937 Days

JEA				
Days of Cash On Hand				
	Electric	Wastewater	Water &	DES
Fiscal Year				
FY 2020/21	166	296		152
FY 2021/22	126	252		167
FY 2022/23	148	23		179
FY 2023/24	113	55		845
Projected	86	95		1,102
Projected	68	41		56

This is how many days JAA could operate without collecting a single additional dollar in revenue

JPA		
Days Cash on Hand		
Fiscal Year	Hand	
2020/21	223	
2021/22	198	
2022/23	221	
2023/24	204	
Projected 2024/25	195	
Projected 2025/26	200	

The next best DCOH for an IA in FY24 was JPA at 204 Days

JTA		
Daily Cash on Hand		
Fiscal Year	Days	
2020/21	231	
2021/22	286	
2022/23	184	
2023/24	85	
Projected 2024/25	71	

JAA's current Cash Balance is \$382m

Budgeted Cashflow

Jacksonville Aviation Authority
Budgeted Cash Flow
Fiscal Year Ending September 30, 2026

Operating Revenues	149,759,960.00
Operating Expenses	93,610,052.00
Income from Operations	56,149,908.00
Principal Debt Service	(32,539,400.00)
Interest Debt Service	(9,643,595.00)
Other (Expense)	(259,000.00)
PFC Revenue	15,359,249.00
CFC Revenue	8,000,000.00
Investment Income	11,661,666.00
Other Income	372,660.00
PFC Revenue Restricted for future projects and debt service	-
Operating Cash Flow Available for Capital Expenditures	49,101,488.00
Capital Funding Sources	
Federal Contributions	17,185,500.00
State Contributions	655,000.00
Other	-
PFC	4,550,000.00
CFC	600,000.00
	22,990,500.00
Capital Expenditure Budget	(49,940,000.00)
Increase/(Decrease) in Unrestricted Cash	22,151,988.00

**The FY26 budget
potentially adds
\$22m more in Cash
by year end**

Summary

- JAA revenue has grown 86% since 2021 ... lion share of revenue is at JIA
- Cecil is only 14% of JAA's FY26 CIP, but it ramps up significantly in out years
- JAA has 4x the DCOH of the nearest IA ... current cash is \$382m
- JAA will likely add \$22m more to cash balances in FY26
- JAA has more room to invest ... now

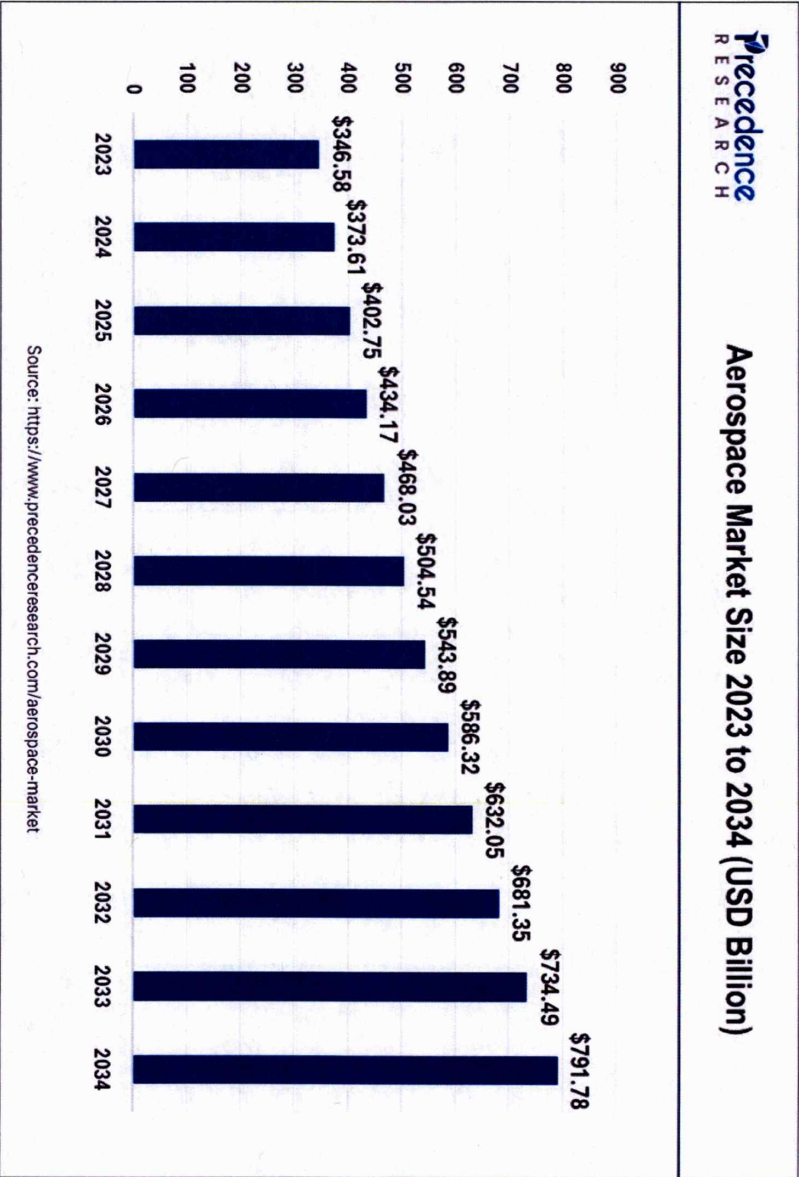
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- Otto Aviation's recent decision to move to Cecil Field reaffirms that Cecil has enormous potential as a job growth engine for Northeast Florida
 - JAA leadership has made JIA a world-class Airport; Cecil has the potential to be a world-class Aerospace hub
 - I recommend accelerating - and increasing - JAA's investment at Cecil Field to realize this Aerospace hub strategy, subject to FAA approval

Addendum - Aerospace Industry Growth

KPMG: “The global Aerospace and Defense sector is growing rapidly. Airbus and Boeing predict more than 40,000 new commercial jets will be manufactured over the next 20 years. And global defense spending rose by nearly 10 percent in 2024, its fastest growth rate in 4 decades.” [Click Here](#)

Accenture: “Global commercial aerospace is showing signs of recovery, with 2025 revenues expected to grow 12% YoY—despite macroeconomic uncertainty. Maintenance, repair and overhaul spending is projected to increase 14%, but capacity constraints and labor shortages could temper growth.” [Click Here](#)

Deloitte: “The industry is expected to see continued and growing focus on rocket technology, unmanned systems and space capabilities.” [Click Here](#)



Downtown Vision, Inc. FY2025-2026 Budget

Downtown Vision FY2025 - 2026 Budget						
REVENUES						BUDGETED FY26
City of Jacksonville Request (1)						\$ 804,877
Private Commercial Properties - Assessed at 1.1 mils (2)						\$ 2,116,340
Contracted Services (3)						\$ 119,269
Voluntary Contributions, Sponsorships & Event Income (4)						\$ -
Interest Income						\$ 19,000
TOTAL REVENUES						\$ 3,059,486
					Management & General (8)	
EXPENDITURES				Total Programs		
Salaries	\$ 146,266	\$ 465,766	\$ 294,266	\$ 906,298	\$ 88,766	\$ 995,064
Employee Benefits	\$ 21,984	\$ 104,689	\$ 54,880	\$ 181,553	\$ 15,914	\$ 197,467
Payroll Taxes/Workers' Comp	\$ 11,551	\$ 36,697	\$ 23,200	\$ 71,448	\$ 7,025	\$ 78,473
Total Salaries & Related Expenses	\$ 179,801	\$ 607,152	\$ 372,346	\$ 1,159,299	\$ 111,705	\$ 1,271,004
Professional Fees and Contract Services	\$ 1,430,829	\$ 125,777	\$ -	\$ 1,556,606	\$ -	\$ 1,556,606
Supplies/Equip. & Postage	\$ 1,055	\$ 1,055	\$ 1,054	\$ 3,164	\$ 1,054	\$ 4,218
Telephone & Internet	\$ 527	\$ 527	\$ 527	\$ 1,582	\$ 527	\$ 2,109
Computers	\$ 527	\$ 527	\$ 527	\$ 1,582	\$ 527	\$ 2,109
Insurance	\$ 2,308	\$ 2,308	\$ 2,308	\$ 6,924	\$ 2,308	\$ 9,232
Rent (Debt Service)	\$ 34,257	\$ 34,257	\$ 34,256	\$ 102,769	\$ 34,257	\$ 137,026
Accounting/Banking Services	\$ 2,347	\$ 2,347	\$ 2,346	\$ 7,039	\$ 2,347	\$ 9,386
Meetings	\$ 782	\$ 782	\$ 782	\$ 2,347	\$ 782	\$ 3,129
Travel/Conferences/Professional Development	\$ 1,625	\$ 1,625	\$ 1,625	\$ 4,875	\$ 1,625	\$ 6,500
Memberships & Subscriptions	\$ 1,600	\$ 1,600	\$ 1,600	\$ 4,800	\$ 1,600	\$ 6,400
Program Support	\$ 36,115	\$ 15,652	\$ -	\$ 51,767	\$ -	\$ 51,767
TOTAL EXPENDITURES	\$ 1,691,773	\$ 793,609	\$ 417,372	\$ 2,902,754	\$ 156,732	\$ 3,059,486
% of Total	55%	26%	14%	95%	5%	
REVENUES OVER EXPENDITURES/Gap Fund						
(1) This amount reflects a full contribution from the City equal to 1.1 mils of the value of the City's owned property in DVI's Downtown district						
(2) Non exempt property owners in expanded DVI's Downtown district pay 1.1 mils of their property's assessed value to DVI (both commercial & residential properties)						
(3) Includes contracts fee-for-service including General Services Administration for federal courthouse, JTA for Skyway Ambassador services plus marketing work for DIA						
(4) Includes all others: DVI revenue such as grants, contributions, fee-for-service, sponsorships and event revenue						
(5) Includes Clean & Safe Ambassador team, a supervising operations director, uniforms, supplies and equipment and includes 50% of the Chief Operating Officer salary plus 25% of admin budget.						
(6) Includes salaries for Director of Marketing, Communications Manager, Director of Events, Events Manager, Vice President of Placemaking and includes 25% of the admin budget.						
(7) Includes salary for Director of Research, Director of Stakeholder Support, 50% of Chief Operating Officer, and 25% of admin budget.						
(8) Includes 25% of the admin budget. The admin budget includes the CEO, Director of Administration and the Assistant to the CEO positions.						

Downtown Vision
FY 24/25 vs. FY 25/26

	Adopted FY24/25	Proposed FY25/26	Increase (Decrease)	Notes
REVENUES				
City of Jacksonville	\$ 804,877	\$ 804,877	\$ -	City contribution to Downtown Vision based on same 1.1 mills formula as private properties
Private Commercial Properties	\$ 2,107,621	\$ 2,116,340	\$ 8,719	Increase in assessed value of properties in the existing downtown district
Interest Income	\$ 19,000	\$ 19,000	\$ -	Assuming similar interest rates
Contracted Services	\$ 135,389	\$ 119,269	\$ (16,120)	Includes payments for fee-for-service work by DVI such as Ambassadors at some JTA Skyway stations and marketing & research support for DIA. Does not include GSA contribution for federal properties or JSO Homeward Bound (housed in 501(c)3 public charity)
Voluntary Contributions, Sponsorships, Etc.	\$ -	\$ -	\$ -	Includes all others DVI revenue such as grants, contributions, sponsorships and event revenue
TOTAL REVENUES	\$ 3,066,887	\$ 3,059,486	\$ (7,401)	
EXPENDITURES				
Salaries	\$ 889,500	\$ 995,064	\$ 105,564	Increase mainly due to departure of Vice President of Marketing with her position replaced with 2 junior positions: Director of Research and Assistant to the CEO, as well as cost-of-living increases for existing employees
Employee Benefits	\$ 153,792	\$ 197,467	\$ 43,675	Increase due to increased cost of health insurance as well as increased benefits for new employees like 401K retirement plan
Payroll Taxes/Worker's Comp	\$ 79,828	\$ 78,473	\$ (1,355)	Decrease is related to lesser payroll processing fees
Total Salaries & Related Expenses	\$ 1,123,120	\$ 1,271,004	\$ 147,884	
Professional Fees & Contract Services	\$ 1,572,972	\$ 1,556,606	\$ (16,366)	Includes clean & safe Ambassadors contract, and other costs such as marketing, advertising, graphic design support, consulting, support and developing marketing collateral. Decrease is due to efficiencies and Research Dept expenses funded by 501(c)3 public charity
Supplies, Printing & Postage	\$ 21,500	\$ 4,218	\$ (17,282)	Includes office supplies, stationary, copier, water cooler, postage meter, postage, bulk mail, UPS, courier fees
Telephone & Internet	\$ 10,320	\$ 2,109	\$ (8,211)	Includes phones & internet
Computers	\$ 11,180	\$ 2,109	\$ (9,071)	Includes technology needs & software fees. Decrease is reduced need for employee computers
Insurance	\$ 13,000	\$ 9,232	\$ (3,768)	Includes D&O and general liability insurance. Decrease due to lesser event insurance.
Rent	\$ 168,000	\$ 137,026	\$ (30,974)	Less annual debt service (principal and interest) for financing of fit-out for headquarters office space
Accounting & Banking Meetings	\$ 44,404	\$ 9,386	\$ (35,018)	Includes audit work, accounting and bank fees
Travel/Conferences	\$ 12,624	\$ 3,129	\$ (9,395)	Includes Board meetings, supplies and meals for meetings, committee meetings, stakeholder meetings and board planning session
	\$ 11,000	\$ 6,500	\$ (4,500)	Includes conference expenses, lodging and travel expenses.
Memberships & Subscriptions	\$ 19,900	\$ 6,400	\$ (13,500)	Funding for membership in organizations like JaxChamber, Urban Land Institute (ULI) and International Downtown Association (IDA); decrease is due to less anticipated expenses spent.
Program Support	\$ 58,967	\$ 51,767	\$ (7,200)	Decrease is less equipment costs for Ambassador team. Placemaking and Events expenses funded by 501(c)3 public charity
SUBTOTAL EXPENDITURES	\$ 3,066,887	\$ 3,059,486	\$ (7,401)	
Contingency	\$ -	\$ -	\$ -	
TOTAL EXPENDITURES	\$ 3,066,887	\$ 3,059,486	\$ (7,401)	
Variance	\$ -	\$ (0)	\$ (0)	

Downtown Vision History of Revenues from City of Jacksonville

Fiscal Year	Private Assessments (Budgeted)	Assessed Value of City Property	City Assessments (Due) (1.1mils)	City Assessments (Paid)	Millage Rate Paid by COJ	Other \$ (Note 1, 2, 3)	Actual City Contribution	Actual Millage	City Assessment Diff From Millage (Note 3)	DVI Adopted Budget (Note 4)
FY00/01	\$778,970	\$139,318,182	\$153,250	\$153,250	1.1	\$0	\$153,250	1.1	\$0	\$983,140
FY01/02	\$740,000	\$130,045,455	\$143,050	\$143,050	1.1	\$0	\$143,050	1.1	\$0	\$956,478
FY02/03	\$734,000	\$156,824,545	\$172,507	\$172,507	1.1	\$0	\$172,507	1.1	\$0	\$1,090,950
FY03/04	\$775,000	\$174,746,364	\$192,221	\$192,221	1.1	\$0	\$192,221	1.1	\$0	\$1,116,746
FY04/05	\$781,948	\$201,148,182	\$221,263	\$221,263	1.1	\$0	\$221,263	1.1	\$0	\$1,159,737
FY05/06	\$735,492	\$214,837,273	\$236,321	\$236,321	1.1	\$0	\$236,321	1.1	\$0	\$1,159,737
FY06/07	\$786,284	\$219,482,727	\$241,431	\$241,431	1.1	\$0	\$241,431	1.1	\$0	\$1,132,013
FY07/08	\$825,600	\$208,860,909	\$229,747	\$229,747	1.1	\$0	\$229,747	1.1	\$0	\$1,150,521
FY08/09	\$892,413	\$330,055,455	\$363,061	\$229,747	0.7	\$0	\$229,747	0.7	-\$133,314	\$1,212,356
FY09/10	\$950,000	\$310,965,455	\$342,062	\$229,747	0.7	\$39,587	\$269,334	0.9	-\$72,728	\$1,253,886
FY10/11	\$840,000	\$295,737,273	\$325,311	\$229,747	0.8	\$79,175	\$308,922	1.0	-\$16,389	\$1,203,629
FY11/12	\$750,000	\$270,883,636	\$297,972	\$229,747	0.8	\$81,913	\$311,660	1.2	\$13,688	\$1,183,568
FY12/13	\$686,000	\$242,986,364	\$267,285	\$229,747	0.9	\$81,913	\$311,660	1.3	\$44,375	\$1,297,405
FY13/14	\$686,000	\$250,729,355	\$275,802	\$229,747	0.9	\$81,913	\$311,660	1.2	\$35,858	\$1,246,962
FY14/15	\$686,000	\$421,943,650	\$464,000	\$311,660	0.7	\$0	\$311,660	0.7	-\$152,340	\$1,242,083
FY15/16	\$720,000	\$439,806,863	\$481,498	\$311,660	0.7	\$0	\$311,660	0.7	-\$169,838	\$1,323,699
FY16/17	\$733,108	\$434,850,748	\$478,336	\$311,660	0.7	\$33,988	\$345,648	0.8	-\$132,688	\$1,188,133
FY17/18	\$769,627	\$447,708,427	\$492,479	\$458,491	1.1	\$33,988	\$492,479	1.1	\$0	\$1,448,380
FY18/19	\$794,285	\$446,148,182	\$490,763	\$456,775	1.1	\$33,988	\$490,763	1.1	\$0	\$1,488,034
FY19/20	\$902,587	\$450,792,727	\$495,872	\$461,884	1.1	\$33,988	\$495,872	1.1	\$0	\$1,639,892
FY20/21	\$963,680	\$464,195,264	\$510,615	\$510,615	1.1	\$0	\$510,615	1.1	\$0	\$1,699,338
FY21/22	\$1,439,176	\$601,725,667	\$661,898	\$661,898	1.1	\$0	\$661,898	1.1	\$0	\$2,514,177
FY22/23	\$1,659,690	\$597,530,909	\$657,284	\$657,284	1.1	\$0	\$657,284	1.1	\$0	\$2,710,413
FY23/24	\$1,769,510	\$665,760,909	\$732,337	\$732,337	1.1	\$0	\$732,337	1.1	\$0	\$2,855,474
FY24/25	\$2,107,621	\$731,706,498	\$804,877	\$804,877	1.1	\$0	\$804,877	1.1	\$0	\$3,066,887
FY25/26 (proposed)	\$2,116,340	\$751,648,178	\$826,813	\$804,877	1.07	\$20,000	\$824,877	1.097	-\$1,936	\$3,059,486
1. The "Other \$" column from FY09/10 to FY13/14 reflects a grant from City of Jacksonville for additional ambassadors.										
2. The "Other \$" column for FY16/17 to FY19/20, reflects a rental credit for Downtown Vision's lower-than-market rent in the Ed Ball Building as requested by City Council in FY16/17.										
3. The "Other \$" column for FY25/26 reflects a request from DIA Board to keep COJ Contribution flat (same as prior year) in addition to a service contract for Research support										
4. From FY08/09 through FY16/17, the City of Jacksonville underpaid its 1.1 mil assessment by a total of \$583,376.										
5. During the past 25 years, Downtown Vision, Inc. has leveraged over \$2.57 in private assessments for every \$1 paid by the City of Jacksonville.										

DOWNTOWN VISION INC. SUPPLEMENTAL SCHEDULE FOR BUDGETED LINE ITEMS (updated 08.13.2025)

EXPENDITURES	Proposed FY25/26	Expanded Description
Ambassador Program	\$ 1,430,829	Contractual costs related to the delivery and execution of the Downtown Ambassador Clean & Safe Program, including salaries and compensation for 19 ambassadors. Also includes numerous other expenses including supplies equipment, administration & overhead. Contractual with national ambassador consultant used by hundreds of cities. Includes insurance and maintenance related to the operation of all equipment, such as mounted pressure washers, trucks, ATVs, golf carts, mountain bikes, brute rolling cans, power tools, cleaning equipment. Supplies include pan/brooms, trash bags, gloves, paint (graffiti), cleaning solutions and supplies, grabbers and others. Does not include Ambassadors funded via grants and contracts such as Social Services and NextStep CDBG supported programs and JSO's Homeward Bound Program.
Marketing	\$ 125,777	Hard cost general expenses related to efforts to market and brand Downtown including DowntownJacksonville.com web hosting, signage, website management/improvements, public relations support, graphic design, collateral printing, social media related expenses, mass email communications software, survey software, graphic design software, and numerous other essential expense. More
Professional Fees & Contract Services	\$ 1,556,606	Includes clean & safe Ambassadors contract, and other costs such as marketing, advertising, graphic design support, consulting, support and developing marketing collateral. Decrease is due to efficiencies and Research Dept expenses funded by 501(c)3 public charity

EXPENDITURES	Proposed FY25/26	Expanded Description
Marketing Partnerships	\$ 15,652	Additional marketing expenses related to stakeholder and agency partnerships like DIA, including the InvestDTJax website Hosting, maintenance, plug-ins and improvements expenses.
Facilities (Ambassador Program)	\$ 36,115	Other hard costs not supplied by contractor for Downtown Ambassador Program such as dumpsters for Downtown litter and debris removal, as well as additional equipment and supplies for other small scale improvement projects or stakeholder needs.
Program Support	\$ 51,767	Decrease is less equipment costs for Ambassador team. Placemaking and Events expenses funded by 501(c)3 public charity