



Real Estate Developer
Property Manager
Real Estate Broker
Real Estate Investor
General Contractor
www.AMJinc.com

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January 14, 2022

RE: Unsolicited Proposal Submittal Letter – New Alachua County Administration Offices

Dear Manager Lieberman,

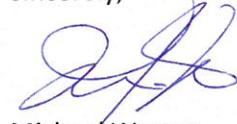
It is with great enthusiasm that AMJ Group Inc. submits this revised proposal to Alachua County for consideration of a Public-Private Partnership for the development of a new Alachua County Administration Building, consolidating many downtown Gainesville County office locations into one facility to be located 150 SW 2nd Avenue, Gainesville FL, also known as Lot 10.

Since the 1970's AMJ has redeveloped sites across the City of Gainesville including the downtown, and is amongst the oldest real estate firms regionally, which translates into having the experience and financial ability to quickly develop this signature site. In fact, we think the Lot 10 site is so important we have put together an all-star design team to best focus our efforts on developing the highest quality building that fulfills the vision of Alachua County and the community, addressing matters such as food security and affordable housing. In short, our project will include a mix of uses including a ground floor grocery store, offices, and affordable for-sale residential condominiums. In this document we will discuss each of these components, how they all generally fit together, and further, the buildings' ability to house your offices and community spaces needs.

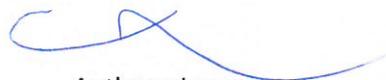
Our company and its executive team have decades worth of experience working on complex urban projects, partnering with various government entities and have the expertise in real estate to deliver what we are proposing. More than ever, Gainesville needs more for-sale affordable housing, another grocery store east of 13th Street and Alachua County has identified the need for a new Administration Building. It is for these reasons, and the fact that AMJ has the ability to address each of these matters on this site, that we are hopeful that this proposal is met with interest.

Thank you for your consideration. Redevelopment of 150 SW 2nd Avenue has been a long time coming and we are happy to present our unsolicited proposal today that we feel will accomplish this goal, while providing Alachua County a new home for decades in the future.

Sincerely,



Michael Warren
President



Anthony Lyons
Vice President





Project Summary

The following is a brief overview of the total project, as currently designed. Our proposal for Alachua County's consideration will immediately follow this summary.

Address – 150 SW 2nd Avenue, Gainesville FL (also known as parking Lot 10)

Stories – 10 (with Alachua County) // Total Square Feet +/- 300,000

Parking – 94 on site, as well as a footbridge connecting to the City of Gainesville Parking Garage

For Sale Affordable (100% of the units) Residential Condominiums – 104 minimum, current schematic shows 120 units.

Retail – Grocery Store, potential for additional small storefront(s) for retail or County citizen services.

Zoning – DT (12 stories by right, 14 with Bonus)

Mix of Uses: This wonderful downtown location, has the potential to house many uses and become an example of true mixed use development. Though the design process will assist in the separation of uses, suffice it to say that there is the ability to ensure this use mix works safely and securely for everyone.

Grocery Store: Due to the nature of the location many uses would work, could work and have been proven, such as bars, nightclubs, and restaurants. That said, the site, per the USDA website, is considered a “food desert”. To assist in alleviating this public health matter, we are proposing to place a grocery store on the ground floor. Thus far, the response to this idea has been quite positive, acknowledging that there are few options for residents/employees/visitors east of 13th Street currently - an issue we wish to solve through the development of this project.



Retail: The grocer will take the majority of the ground floor retail space, however there will be sufficient space for other, smaller ground floor retail. The space may be utilized to serve Alachua County residents.

For Sale Residential: The downtown area has seen some residential growth over the previous decade however it is mostly apartments and very little for-sale and home ownership opportunities. We know this firsthand because we built

the brownstone styled condominiums, Regents Park, located next to Gainesville City Hall, one of those very few projects, nearly 15 years ago. The time is right for a variety of reasons to add units that can be owned. It will help solidify the downtown as a livable place, can provide density in an area built for that without additional strain on transportation and infrastructure, and can add desperately needed affordable housing.

Housing Affordability: A key component of our project is ensuring that the units will be attainable at various income levels. We have committed to the City of Gainesville to building a minimum of 104 for sale condominiums, and that 100% of those will be affordable, as defined by HUD, at various incomes levels, but never more than 140% area median income (AMI). Few, if any, options exist in Gainesville to purchase for-sale condominiums that are truly affordable. In fact, there are approximately a dozen affordable homes built each year, thus, this project will provide nearly 10 years' worth of production, in a single building. The City and its urban areas are developing quickly and prices for all types of housing are either already out of reach or quickly becoming so, and therefore the number of units needed to address affordability is climbing, and rapidly so. Until and unless developments place some, or most, of its units aside to help address this crisis, very little can or will be done to reverse this course. Finally, \$1,000,000 will be set aside in order to assist individuals and families who may need additional down payment assistance, at various income levels.

Office: The third use of the project will be office space. No new downtown office space has been built in the two decades since our project, the Commerce Building, located next to City Hall, was constructed. The project being described above has the ability to contain all of the office needs for the County, and others if needed with room to grow. See proposal below.



Proposal

Overview of the Alachua County Administration Building Consultants Report:

AMJ has reviewed the August 20, 2020 Executive Summary Presentation, as well as the September 18, 2020, Consultant's Report – Phase 1. Following our overview and understand of the condition of the buildings and office space, and current and future needs, AMJ will propose a solution addressing each of those matters.

According to the above referenced document “the purpose of the report is to outline the various options available to Alachua County for accommodating its long-term administrative office needs and to provide a cost/value analysis to assist in the decision- making process.”

Further, three options were evaluated for Alachua County's consideration including :

- a. Relocating to another site –There were various sites which were outlined by the report. To the best of our knowledge, the County has not determined that any of those were viable at the time of the presentation to the Commission or since then. Though some of the sites were in downtown Gainesville, we feel that our site possesses all of the qualities needed as outlined in the report, with none of the drawbacks described in the analysis of each. AMJ is offering a site, see proposal below.
- b. Construction of a new building – many options were discussed in the report. There were numerous examples of public private partnerships as the best method of procurement and deal structure. It outlined three potential forms. The cost of a new facility as outlined in the Report is in the range of \$44 and \$69 million.
 1. Revenue Generating Asset – this generates a revenue stream that a private entity may use to underwrite the capital investment (parking, toll roads or other buildings)
 2. Savings Capture – Many of the County's assets discussed herein appear to be operationally inefficient and functionally obsolete according to the Report. Aside from the nearly \$8.3 million in deferred maintenance, it is estimated that between \$450,000 and \$500,000 in operating expenses could be “captured” by moving into a new facility.
 3. Availability Payments – Municipal Buildings do not typically generate revenue. This concept is based upon the County making a regular payment to a private provider in exchange for that provider financing the new asset, and in many cases operating and maintaining it. The description continues to say that the private entity can provide extremely competitive financing, can move quickly and efficiently from design to construction, and that payments could be a lease - term of 30 years.
- c. Renovation of existing facilities - estimated capital improvement costs simply for continued occupancy, not renovations. There is an estimated cost for renovating those same structures, without creating any additional space, in the range of \$240 to \$260 per sq ft, plus the deferred maintenance cost described above with a total cost of ~\$38,000,000 (\$320 sq ft) for the renovation of the current County occupied facilities outlined in the Report. It further concludes that at the end of this effort, the County would still be in four different locations, no additional parking for employees or the public.

The report concludes with a recommendation that the County needed a new facility to meet current needs, adding sufficient space for future expansion, and have flexible ground floor space. The next step would be to prepare an RFP.

Alachua County Space Needs Overview :

County currently leased and owned square feet (sq ft):	138,832 sq ft
Space utilized today:	125,913 sq ft
Equivalent space in new facility:	119,201 sq ft
Interviews indicating spatial needs*:	137,401 sq ft

*(not including post COVID space planning, remote workers, Court Services, State Attorney, Sheriff, Fire or Facilities Dept.)

AMJ Group Inc. Proposal: *Conceptual Plan Attached*****

Considering all of the above, we offer the following proposal for your consideration. The proposal will attempt to address the items required by section 255.065 of the Florida Statutes for public-private partnerships.

- a. "A description of the qualifying project, including the conceptual design of the facilities or a conceptual plan for the provision of services, and a schedule for the initiation and completion of the qualifying project."
- b. "A description of the method by which the private entity proposes to secure the necessary property interests that it requires for the qualifying project."
- c. "A description of the private entity's general plan for financing the qualifying project, include source or proposed debt or equity investment on behalf of the private entity."
- d. "The name and address of a person who may be contacted for additional information concerning the proposal."
- e. "The Proposed user fees, lease payments, or other service payment over the term of a comprehensive agreement, and the methodology for and circumstances that would allow changes to the user fees, lease payments, and other service payments over time."
- f. Additional material or information that the responsible public entity reasonable requests."

We propose, based upon our review, research, expertise and development timetable, that Alachua County consider vacating its current administration building, consolidate the three other downtown locations and move to the development site that the AMJ Group currently has under schematic design.

AMJ submits this proposal to Alachua County for consideration of a Public-Private Partnership for the purpose of constructing a new Alachua County Administrative Offices Building located in downtown Gainesville. This is a location just one block away from the current main County office building. Based upon years of discussion and study, a new

facility is found to be needed as described in detail by reports, observation and public meetings. Our proposal will allow for a timely and cost-effective project that will serve a public need and purpose, and further that this procurement method will achieve the stated goals of Alachua County. AMJ has the resources to develop this facility for the benefit of the residents of the County. By utilizing a public-private partnership, we can demonstrate that it will improve the schedule of delivery versus traditional procurement methods, lower the overall construction and operating costs and provide benefits to the public. The project could additionally assist in the creation of jobs, downtown investment, and accessibility of public services. In addition, it is estimated that nearly \$500,000 would be saved each year in operating costs. In this development effort, the County shall be able to own its facilities and have very little responsibilities in procuring the design, construction, and operation of the new facility. AMJ, as the proposer, shall own the land and develop the overall building, and the portion of the site and building(s) from design to construction to operations, with collaboration of Alachua County, until such time as the ownership transfer happens.

AMJ is a Gainesville based real estate management, investment and development entity which has been in business for nearly 45 years (additional information below), whose President is Michael Warren, and the lead project manager is Anthony Lyons, AMJ Vice President, bios are included herein. AMJ has other staff members who have downtown development experience as well, working in complex urban environments. The scope of work to be performed by AMJ will be that of master developer, which in this role, has assembled a team of design and management professionals to take the project from concept to completion and maintenance.

Summary of the Key New Alachua County Administrative Building Elements:

Location : 150 SW 2nd Avenue, Gainesville FL

Alachua County Administrative Offices: Current AMJ design study will show 128,800 gross square feet. Can be adjusted as needed.

Office Floors: Four (4) – If additional space is needed, AMJ can accommodate by adding an additional floor for future growth and/or increasing the size of each current floorplate.

Parking: Currently there exists 94 spaces on the second floor of the building with a footbridge connecting to the City Parking Garage. Recently, an AMJ affiliate company signed a definitive purchase and sale agreement to acquire the rights to nearly 400 parking spaces in the City of Gainesville parking garage.

Site Control: AMJ has signed a purchase and sale agreement with the City of Gainesville. As such, AMJ has performed various due diligence activities including but not limited to a site survey, phase one environmental report, architectural and engineering study and set up the entities and funds, to purchase.

Closing on the land purchase is set for January 21, 2022.

Summary of the design process, sustainability measures and site location elements:

Design Team: We have put together a wonderful design team that includes architect(s), MEP, engineer(s), interior designer, environmental consultant, and others. The group has many years of relevant experience, most are minority and/or women owned businesses and are poised to begin work immediately. AMJ is pleased to discuss each with Alachua County in order to showcase the experience, expertise, and creativity of the assembled group. As the design process unfolds, other consultants and staff members will assist ensuring that the correct staffing, innovation and completion timetable is adhered to. By way of example, the Hyatt project two blocks from the County offices, was acquired, designed and financed in one year. We understand how to get difficult projects done, in difficult circumstances.

Collaboration and Workspace Design: We agree to work cooperatively to develop this project, designing with the close coordination of the County. There are various aspects of that process that may be required, including, but is not limited to; space planning, public access, security, accessibility, “retail” needs, and sustainability. Collaboration should not be just a slogan, but rather a core belief that architecture and design is a critical venture for all involved. We will be collaborating with you on the most important aspects of this project, and have the team assembled to assist you. This will be done within our office, our engineers, the contractor, interior designer, and others. We will work closely with the organization, the end users, employees, programming, and spatial requirements. This allows us to provide the spaces that are sustainable, highly functional, and innovative, where needed. In the end, the goal is to understand your

needs in order to execute cutting-edge, high performance design solutions that promote wellness and general well-being.

AMJ and its team bring years of expertise surrounding the successful delivery of headquarters projects. We also have decades worth of experience working with, and in, the public sector with institutions similar to yours. Many of our team members specialize in departmental cross-synergies and ensuring that space is efficiently planned out with workflows and operational goals front and center, along with citizen engagement areas. In addition, we have worked with many State and Federal government entities who each have very specific goals for office space, retail space and security needs. Finally, the team also has had the pleasure of working with private sector organizations of all sizes from Fortune 50 to start up, and everything in between. All of this above experience in workplace environments manifests itself in our understanding that one size does NOT fit all. We will take the time to sit with you, listen, and understand what makes Alachua County special today, while addressing tomorrow's needs. The result will be a purpose-built workplace that works for you, the Alachua County government and its residents, and is extremely flexible!

Workplace Strategy: Our team will work with you through the visioning and programming phase to discover and unpack the County's particular working styles and how this can better be optimized through spatial analysis. We can do this through a variety of means including "town hall meetings", departmental interviews, online surveys, and/or observation by our workplace specialists. We will work with whomever the County identifies as the leadership team, and officials, to explore and develop the best possible arrangement of your citizen interactions and arrangement of departments and the work styles and settings within. Finally, meeting spaces, public space and other non-programmed environments will be carefully considered and designed.

Social Distancing and Health in a Pandemic – Post Pandemic Workplace: Throughout the COVID-19 pandemic, institutions have begun the process of looking for expertise in handling spatial issues and social distancing. In this situation, Alachua County will have the right team in place who will work to design space, and systems, to address these matters up front and future proof its facilities should other similar events happen. Our team has worked through the issues of dealing with this new frontier and can provide "lessons learned" and best practices that we have since incorporated this in a facility close by, the Hyatt Hotel in downtown Gainesville. In fact, we designed and built that hotel at the start of the pandemic when many hotels were closing its doors, and those who stayed open, needed to quickly adjust to this new reality. We learned, adapted and designed for the future of hospitality and will do similar for you.

A Commitment to Sustainability and Health:

In order to ensure that the statements made above are adhered to, our Team is committed to a responsible design process that implements sustainable aspects in terms of spatial recognition, orientation of spaces, material selection, and the health of the people who inhabit and visit the County spaces. We recognize the importance of creating safe and sustainable environments and the value that it provides to the "users" of the space. During the entire design process, coordination with your leadership team and the design team is emphasized, as well as the viewpoints of any other stakeholders in the process.

"Green" Certification: We have experience in several green certification platforms including LEED, Parksmart, Green Globes, Well Building Standard and Sustainable Sites. A specific platform has not been chosen for this development as of the writing of this. That said, each will be explored and reviewed to ensure the correct standard is being used.

Project Kickoff - Our sustainability coordinators will be engaged in the project from day one. A preliminary checklist will first be developed based upon the facility program, and the various parts of it and the County's feedback. After schematic design is finished, we will work together to review and refine the sustainable strategy (i.e. LEED scorecard credits) based upon the design. We consider each detail of the sustainable strategy through the lens of the County and other owners/tenants and its programming needs, maintenance, operations and costs savings.

Interim Sustainability Reviews: The green strategy is set after the work above described and the design evolves including considerations for building user comfort, target operational efficiencies, and sustainable material specification. The sustainability strategy is reviewed and refined at each design phase milestone. Our Team's design evolution throughout the design phases will correlate with the strategy and is always tempered by the needs of the potential occupants.

Post Design Collaboration: After the project moves beyond bidding and into constructions phases, our team is committed to collaboration with the green commissioning agents during construction and into systems verification at

the time the County occupies the building and final reviews for certification. As AMJ will continue to manage the building, post construction, we will ensure that all systems will perform in the way they were designed.

Additional Sustainable Building Measures: The team is just beginning the design process and therefore many of the mechanical, electric, plumbing and other building systems have yet to be selected or designed. That said, there are numerous systems that will be explored, including but not limited to solar (we have reviewed the Alachua County ordinance pertaining to this), chilled water, tankless water heaters, variable refrigerant flow AC, energy recovery, innovative stormwater solutions, rainwater collection, and many more. What we can say is that many of the aforementioned systems have been designed and built on various AMJ and team member projects.

Building Materials: As stated earlier, AMJ is just at the start of the design process, some earlier studies are attached to this proposal, and therefore the building structure has yet to be solidified. One option would be to use materials similar to the Hyatt Hotel, one block away. The building is reinforced concrete, with all metal stud walls and storefronts, with Low-E windows and various building materials on the exterior. All were selected for longevity and built to an institutional standard. The development being written about herein will be similar in that they will be selected for a long term and sustainable life for our particular climate. Also, as with the Hyatt, we will employ separate designers whose only focus is on the waterproofing of the entire building, every joint, every window, and roofing. In the end, the site, and uses, allow us to explore and ultimately design a highly sustainable, highly efficient building that will last for decades in the future. We are quite confident that AMJ and its team can deliver the highest quality building at the most competitive pricing.

Transportation and Parking: Recently our AMJ affiliate company signed an agreement with a private enterprise that allows for the acquisition of nearly 400 parking spaces in the City of Gainesville parking garage for flexible parking options to serve not just our building but the downtown residents, visitors, businesses, and the County if/when needed. The garage location is across the street from this development which allows for quick and accessible access to parking. Further, AMJ and the City of Gainesville has agreed to make street changes that may add street parking and ADA accessible sidewalks and crosswalks ensuring that this site is the most accessible possible. To that point, there exist few, if any sites, with the same number of transportation choices that this does. As it is a downtown location, it is extremely pedestrian friendly, is on a bike boulevard, has an existing bus stop, is on the autonomous shuttle line, has street and garage parking and may have second floor parking on site. The employees, residents and the public will all have an extremely transit friendly site location, while still being front and center in the core of the City of Gainesville downtown.

Security: Our knowledge of similar entities has given us a front row seat in ensuring that security is not a final consideration, but one thought about throughout the design process. While governments are grappling with this issue currently, there is no doubt a balance can be achieved, providing all of the needed public access yet having a secure location. This proposal is likely not the appropriate place to discuss such sensitive matters.

Building Transition: Once completed, the County will need to vacate its current spaces throughout the downtown area and move into the new administrative offices. Our team can assist with any aspect of the transition and will discuss with you the various services that may be needed. Our team has worked through these procedures with numerous entities and is happy to assist in this critical aspect of the project. Ensuring a smooth transition for the elected officials, employees and the public will be throughout during the design and construction process. Also, we stand ready to assist and augment the County leadership team should any training about workspace and workspace workflows require added support. This aspect can be discussed in greater detail in the future.

Vision for the County Administration Building, per County Study August 2020: AMJ will design and build according to the vision laid out below along with the flexibility to adjust over time.

- The facility should be open and welcoming to serve as a gathering place for the citizens of Alachua County.
- It should exemplify sustainability and a respect for history and the environment.
- It should be permanent and lasting, serving the County for the next fifty (50) years.
- The facility should convey the concept of economic stability and be a catalyst for business development in Alachua County.

Per County study August 2020:

- Creating an efficient, economic, and quality place to work for County employees generates commitment to value and purpose.
- Creating an open and welcoming gathering place for the Citizens of Alachua County creates value and pride in community.
- Creating a quality environment for Alachua County constituency professes that the County is “open for business” in a quality way, helping to create a thriving community.

It is our desire to assist Alachua County to achieve this vision and the community impact it desires. AMJ has the knowledge, skills, abilities, and experience, along with the assistance of other entities, to address each of these points. With the close coordination and collaboration of the County, we do not see an area of the Project that we are unable to assist with in a timely manner.

Community Impact: The Project has the potential to assist Alachua County in becoming, and showcasing as a model, the preeminent place in which to live, work, invest, recreate, and visit in a sustainable manner while thoughtfully addressing and honoring its past and present residents.

A Catalyst for Positive Change: Alachua County has been at the forefront of setting an example to other governmental entities in showing how to address challenging issues that confront governments every day. Areas such as affordable housing, health care, protection of sensitive lands, passive recreation, sustainability and partnering with others for positive outcomes just to name a very few.

AMJ believes that a new Alachua County Administration Building, along with the consolidation of outlining office locations, can be another prime example. According to the August 2020 County Study referenced previously:

- Disposition of currently owned or leased facilities can create an attractive economic environment downtown; a new facility thus becomes a catalyst for business development.



Private Firm Profile

FIRM AT A GLANCE

LEGAL FIRM NAME

AMJ Group Inc.

PROPOSER'S NAME AND CONTACT

Anthony Lyons

502 NW 16th Avenue, Suite 1

Gainesville, FL 32601

352.375.4600

alyons@amjinc.com

FIRM STRUCTURE

Florida For Profit Corporation. Filed with the State of Florida on 2-22-1977

A Florida Limited Liability Company was formed by the AMJ Group Inc. for this project:

150 SW Second Holdings LLC

CORPORATE APPROVAL PROCESS

AMJ Group Inc. President is the sole authority to approve this transaction.

AMJINC.com



AMJ Group Inc. is a full-service boutique real estate development firm with a central focus: to enrich the community in which we live and work. Since 1977, AMJ has been deeply rooted in Gainesville and has prevailed as a leading commercial and multi-family focused firm with a portfolio extending throughout the State of Florida as well as numerous other locations. We are developers, investors, and property managers with a long-term approach to real estate, choosing to develop, build, revitalize, and manage only higher quality assets for the purpose of ownership.

AMJ has spent years creating a legacy built on quality developments, financial stability, integrity, and service to both client and community. We acknowledge our responsibility to add value to our community and to implement sustainable initiatives wherever possible. It is for these numerous reasons, and our ability to deliver results, that we are interested in developing a high-quality urban project that meets your needs.

RESUMES



Michael E. Warren, President, AMJ Group Inc.

Ph.D., Electrical and Electronics Engineering, MIT

MS, Aerospace, Aeronautical and Astronautical Engineering, MIT

BS, Aerospace, Aeronautical and Astronautical Engineering, MIT

45 Years of Experience

Sample Project Experience

Madison Park Offices / 48,000 SF / Gainesville, Florida

Hyatt Place / 135,000 SF / 0.75 Acres / Gainesville, Florida

Commerce Building & Regents Park / 66,000 / 2.87 Acres / Gainesville, Florida

Numerous other projects and investments

Anthony R. Lyons, Vice President, AMJ Group Inc.

BA, Art History, Indiana University, Bloomington Indiana

24 Years of Experience

Sample Project Experience

Hyatt Place Hotel Mixed Use Development, Gainesville FL.

Restoration of Historic Mills, Claremont NH – includes technology company headquarters, hotel, restaurant and condos.

Depot Park, Gainesville, FL

Adaptive Reuse of former Public School, Claremont, NH

City of Gainesville, Various Roles – 2006-2011, 2013-2019

Numerous other projects

Scott A. Buchanan, Vice President, AMJ Group Inc.

BA, Finance, University of Georgia

Sample Project Experience

Plaza Royale / 91,000 SF / 11.84 Acres

Commerce Building & Regents Park / 66,000 / 2.87 Acres / Gainesville, Florida

Numerous other projects

Licensed Real Estate Broker (35+ Years), Licensed Community Association Manager (CAM 35+ Years)

PROPOSED SCHEDULE

AMJ has already started the design process, environmental review, and survey.

WORK PLAN	DURATION	
Comprehensive Agreement with Alachua County	START	March 2022
PRE-DESIGN	1 MONTH	
PROGRAMMING PHASE	1 MONTH	
CONCEPTUAL DESIGN PHASE	1 MONTH	
SCHEMATIC DESIGN PHASE	1 MONTH	
DESIGN DEVELOPMENT PHASE	1 MONTH	
CONSTRUCTION DOCUMENTS PHASE	4 MONTHS	
BREAKING GROUND	8 MONTHS	December 2022
CONSTRUCTION	12 MONTHS	December 2023

FINANCE

AMJ Group Capabilities: Our team has diverse experience structuring public – private projects and feel confident in our collective abilities to find the best solution for the County and its citizens. The AMJ Group President has nearly five decades worth of experience banking, as the chair of a bank board, and real estate investment, providing a stable, steady, and a realistic analysis of the cost to design, build, finance and operate highly complex projects. In addition, the AMJ Group Vice President has decades worth of experience with public-private partnerships, urban redevelopment, innovative finance methods and government operations knowledge, making the team highly capable, along with our top consulting team, to deliver what is outlined in written form above, and the financial analysis below.

Financing: Provided by major lenders capable of assisting with a project of this scale. In the case of our Hyatt project, the lender was also a local institution, Florida Credit Union. Equity capital for the project will be provided by the proposing firm and its principals, along with others potentially whom we have invested with us in many projects, for many years, both in Gainesville, such as the Hyatt, as well as in other parts of Florida and the United States.

To that end, and to ensure that Alachua County has confidence in this stated financial ability, we have provided two banking references on the following pages in which our capability in performing similar services has been outlined as successful, and that we have the necessary funds, equity, and resources available to produce this project for Alachua County.

Bonding: We will ensure the provision for performance and payment of the project through a bond or similar as outlined in Florida Statute 255.065. In our contract to purchase with the City of Gainesville, we have also agreed to this provision, ensuring that the development is completed once started.

Ownership: The development will be separated into three (3) distinct components – one for each of the retail, office and residential components of the projects and further subdivided for each as needed, such as each residential unit. AMJ will continue to own the retail provided on the ground floor, the parking on the second floor, and all office space until such time as Alachua County is transferred ownership. The residential component is the only portion designed and built specifically as a for-sale product. As stated earlier, our goal is to make those units affordable, something which is in high demand, yet few options, especially downtown for home ownership and family wealth creation.

Alachua County Lease / Lease to Ownership: Our financial modelling below will assume for the purpose of continuing this process, that Alachua County will lease the Administrative Offices for a period of 30 years, with a mechanism set to transfer ownership at that time. Upon the termination of the initial lease term, 150 SW Avenue Holdings (the LLC created for this project) will provide an option to the County to purchase their leasehold at a depreciated price according to a pre-determined formula. Finally, we are open to a different arrangement if desired, and are willing to discuss during the interim agreement phase, or term sheet, process with Alachua County.

Management: AMJ Group will be the manager for the project. AMJ has extensive experience in the management of many large residential and commercial projects including the downtown Commerce Building and Regents Park Condominium, Plaza Royale shopping center as well as the Hyatt Place downtown mixed-use project scheduled to open in the Summer of 2022. In fact, AMJ throughout its history has owned and managed some properties for decades. As AMJ's roots are in Gainesville, we care deeply about the construction and maintenance of our properties, and have our corporate office located just minutes away. Finally, multiple AMJ employees are Licensed as a Community Association Manager, some for more than 35 years.

Quick facts regarding the financial analysis below:

- a. AMJ to provide all needed equity and financing for the construction.
- b. Alachua County to fund a portion of the architecture and engineering, other consultants as needed for its offices. (will be done with same design team as the entire building. Term sheet to define further)
- c. AMJ to fund all architecture and engineering for the site, footbridge, and public right of way improvements.
- d. Lease is shown to be 30 years and by agreement, a method of ownership to be transferred to Alachua County.
- e. Total building costs are shown, and the Alachua County offices are separately shown.
- f. Alachua County Administrative Office are assumed to be mostly offices with a standard level of finish.
- g. All building systems and building materials are yet to be selected.
- h. Total cost to Alachua County is less than the cost to renovate all of its current downtown office space.
- i. Total cost to Alachua County is significantly less that the cost range in the consultant's report for a new building.
- j. During the interim agreement or term sheet discussion, further refinement of design goals, sustainability goals, system choices and public space needs may alter the cost to build, and therefore cost to lease and cost to own, but within all know ranges provided by the consultant's report cited in this proposal.
- k. Finally, AMJ is ready to discuss all matters contained in our unsolicited proposal and adjust as needed to ensure a successful project for Alachua County.

Next steps could include the interim agreement between the parties for the proposed qualifying project, including, but not limited to, project planning and development, and ascertaining the financing goals. It also will establish the process and timing of the negotiation of the comprehensive agreement, as we are currently in process of this project and contain such other provisions related to the development that either party deems appropriate.

The agreement, or term sheet, will allow for the continuation of the timely design, construction, improvement and operation of the project.

Sources and Uses Development Budget Attached

BANK REFERENCE ONE



THE PRIVATE BANK

February 24, 2021

Colliers International and the City of Gainesville
200 East University Ave
Gainesville FL 32601

RE: Proposed Development at 104 SW 1st Avenue, Gainesville, FL 32601.

To Whom It May Concern,

I understand AMJ is responding to a Request for Proposal (RFP) from the City of Gainesville for a mixed-use development project on the existing parking Lot 10 in downtown Gainesville.

It is my pleasure to speak on behalf of Michael E. Warren, founder and President of AMJ Group, Inc. My name is John Moore. I am a Senior Vice President for The Private Bank. Mr. Warren has been our client since 1974.

- AMJ Group, Inc., and its associated companies, has developed, invested and managed similar projects in Gainesville, and throughout Florida, including Tampa/St. Petersburg, Southeast/Southwest Florida and Jacksonville.
- AMJ Group management team has the financial capability and resources to fund as well as gain access to the required equity.
- On behalf of The Private Bank and/or Wells Fargo Bank, N.A., we would have an interest in assisting with the project should AMJ be selected.

Should you have any questions, please feel free to contact me. Thank you.

Sincerely,

A handwritten signature in blue ink that reads "John P. Moore".

John P. Moore
Senior Vice President
Private Wealth Advisor

Wells Fargo Private Bank | One Independent Drive, 20th Floor | Jacksonville, FL 32202
MAC Z3094-200 | NMLSR ID 519471

Tel 904-351-7501 | Cell 904-635-1294 | Fax 904-351-7557

john.p.moore@wellsfargo.com

BANK REFERENCE TWO



February 24, 2021

City of Gainesville

200 E. University Avenue

Gainesville, FL 32601

Colliers International

107 SW 7th Street

Gainesville, FL 32601

RE: Michael E. Warren & AMJ Group, Inc.

I have had the opportunity to know and work with Mike Warren and his entities for over thirty years. My lending institutions have also had the opportunity to finance many of his projects in Gainesville over the years. Mr. Warren has informed me of his interest in the proposed development and RFP for 104 SW 1st Avenue, Gainesville.

In my opinion, AMJ Group Inc and its associated companies have developed similar projects and have the sophistication to do another one successfully. The AMJ management team also has the expertise and financial capacity to fund and gain access to capital to complete the project.

CenterState Bank has an extensive presence and prior involvement in financing projects / customers in the Gainesville market and would like to be of assistance in this development opportunity.

If I can be of any further assistance, please feel free to contact me on my cell at (352) 316-4835.

Best Regards,

Bob Page

Bob Page, Community President
Senior Vice President



S



150 SW Second Avenue

Downtown Gainesville, Florida



Site Due Diligence

This exhibit is solely for illustrative purposes only - showing the building location and various levels/uses.

NOT intended to show the final design, form of the building, accessibility, or setbacks etc. With the addition of Alachua County some areas of the project design may be altered - security, retail, use separation, entrances.

150 SW Second Avenue

Level 1 – Retail



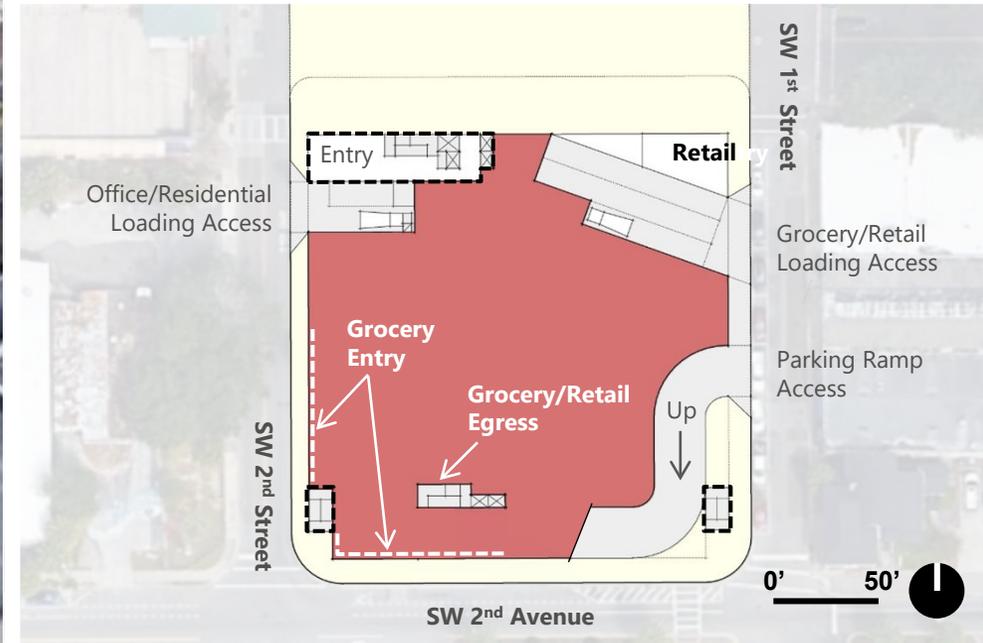
Grocery / Retail

27,200 Net Square Feet



Office / Residential Egress Core

1,400 Net Square Feet
(incl. optional approx. 600 SF management office area)



150 SW Second Avenue

Level 2 – Parking



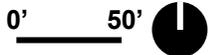
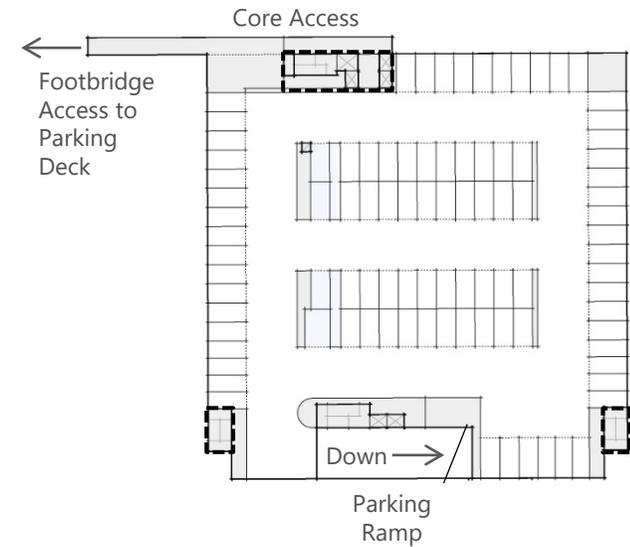
Parking

90 Parking Spaces, approx.
4 ADA Spaces

39,400 Gross SF, incl. Ramp



Office / Residential Egress Core



150 SW Second Avenue

Level 2 – Parking (incl. egress towers)



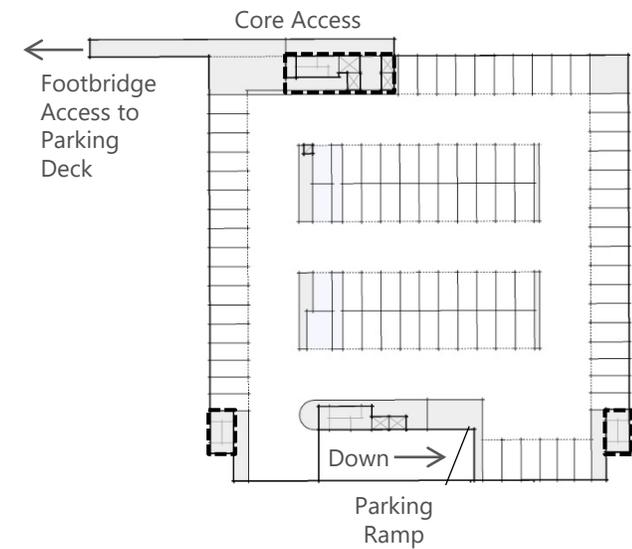
Parking

90 Parking Spaces, approx.
4 ADA Spaces

39,400 Gross SF, incl. Ramp



Office / Residential Egress Core

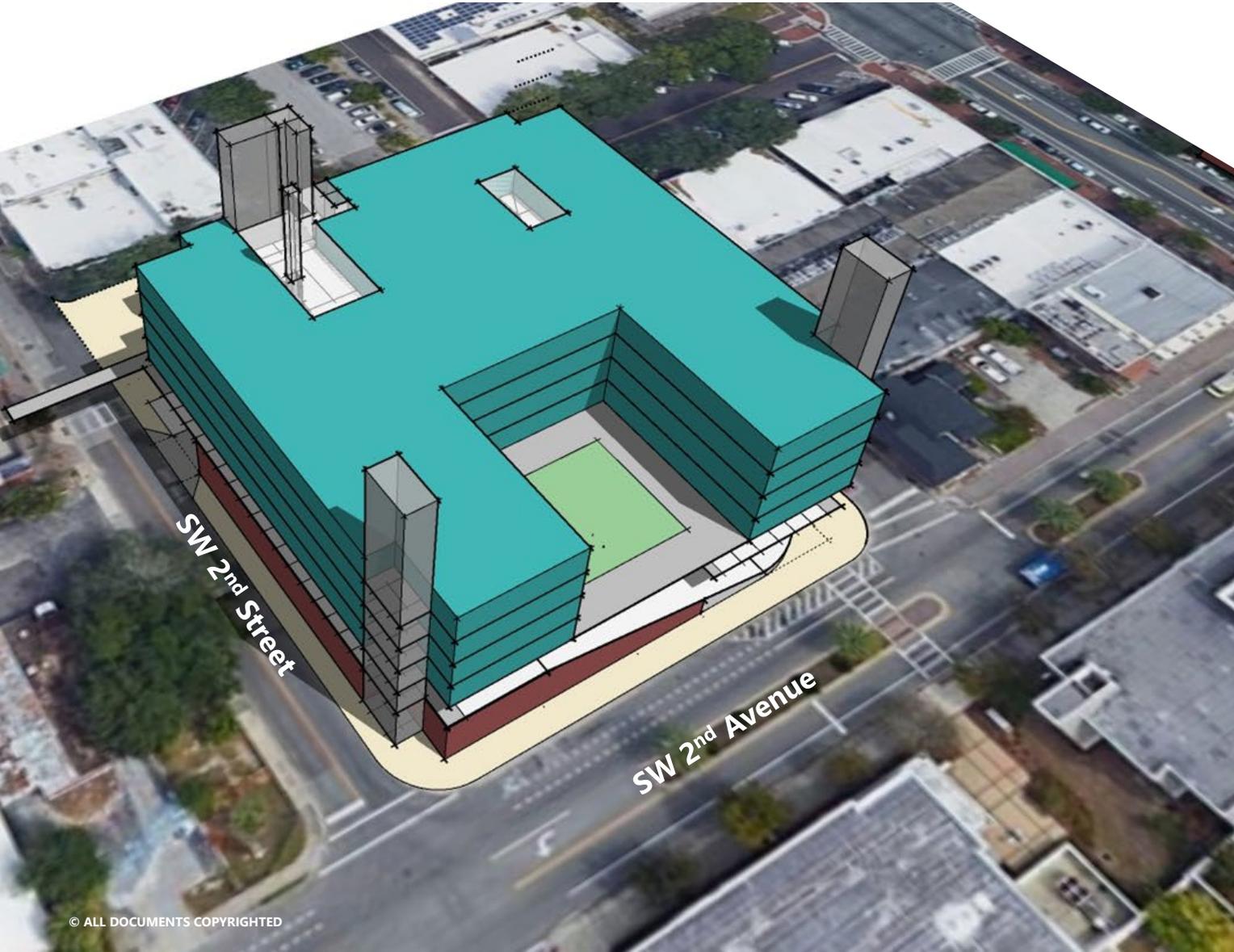


0' 50'



150 SW Second Avenue

Levels 3-6 – Office



Office

128,800 Gross SF (32,200 SF per floor)

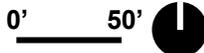
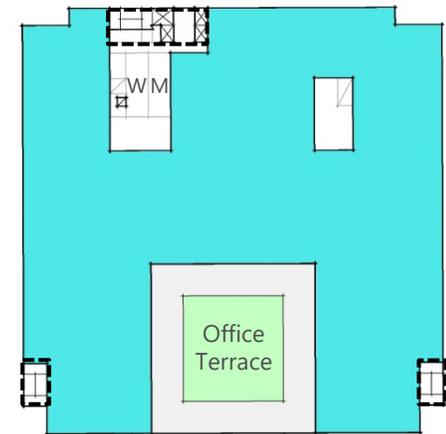
117,200 Net SF (29,300 SF per floor)

0.91 Efficiency, approx.

6,300 Office Terrace SF



Office / Residential Egress Core



150 SW Second Avenue

Levels [REDACTED]



Egress Core

150 SW 2nd Avenue, Gainesville, FL

Sources & Uses Development Budget

Description	Gross Building Area (sq. ft.) +/- 311,900	Current Budget
Sources of Funds		
Equity		19,685,567
Construction Loan (70%)		59,232,988
Interest Reserve		2,700,000
Land		3,000,000
Total - Sources of Funds		84,618,555
Uses of Funds		
Acquisition		
Land Cost (including entitlements, site engineering, fees, etc.)		3,000,000
Hard Costs		
Building Construction (retail, parking and residential)		33,500,000
Alachua County Office Space Construction		25,800,000
Amenities & Public Spaces		2,183,220
Information Technology		1,045,140
Lighting		1,439,210
Low Voltage		1,467,770
Construction Contingency (7%)		2,850,000
Total - Hard Costs		68,285,340
Soft Costs		
Architect & Engineering		4,100,000
Development Fees (Include Project Mgmt.)		2,500,000
Other Consultants Fees		800,000
Permits & Licenses		410,060
MISC Costs & Expenses (incl. inspection fees)		750,000
Total - Soft Costs		8,560,060
Finance/Closing Costs		
Loan Interest		2,073,155
Total Uses of Funds		2,700,000
		84,618,555

\$271 sf

