

OCEAN HIGHWAY & PORT AUTHORITY



Port of Fernandina

Miriam R. Hill – Vice Chairperson, District 1
Danny Fullwood – Chairman, District 2
Justin Taylor – Secretary/Treasurer, District 3
Ray Nelson – Commissioner, District 4
Mike Cole – Commissioner, District 5

Real Estate RFP Candidates
Special Meeting Minutes

July 27, 2023

The Ocean Highway and Port Authority of Nassau County held its Real Estate RFP Special Meeting on Thursday, July 27, 2023 at the FSCJ- Betty P Cook Nassau Center, 76346 William Burgess Blvd, Yulee Room A-114, Yulee, FL 32097.

The Special meeting was called to order at 3:00 PM by Chairman Fullwood. The invocation and pledge were led by Chairman Fullwood. Roll call was conducted by Rossana Hebron, Administrative Office Manager. All Commissioners were present. Also in attendance were David Kaufman, Port Executive Director, and Zach Brown, Balch & Bingham, LLC Attorney, as proxy to Mr. Krechowski.

The Chairman addressed the audience to explain the purpose of the Special meeting, that is to evaluate the resumes of each candidate and identify a short list, if the Board so chooses.

OHPA received a total of six responsive proposals to its Real Estate Request for Proposal (RFP). Four out of the six were in attendance to represent their respective firms:

John Stack, John Stack Realty
Daniel Griebel, KW Commercial
Edwinn Bruchman, Marcus & Millichap
Phillip Griffin, Amelia Coastal Realty

The Chairman allowed for questions/comments session with each RFP candidate present. It was not an interview.

Mr. Brown explained if the Board decides to identify the top four or three candidates, that requires the Board to make a decision; therefore, it must allow for public comments. The Chairman deferred to the full Board to decide. The consensus was to gather information from the candidates at this meeting and make a decision at the next meeting.

Chairman Fullwood opened the floor for public comments. There were no public comments submitted.

Each proposal was included in the meeting packet, viewed and considered by the Board. Each representative present was given the opportunity to answer questions and promote their respective interests.

Some of the proposals included the Broker Opinion of Value for each parcel as indicated in the RFP.

- Parcel A; 332 3rd St., Fernandina Beach, 0.32 acres, zoned R-2
- Parcel B; 305 Dade St., Fernandina Beach, 0.29 acres, zoned R-2
- Parcel C; portion, 0.23 acres, zoned MU-1

Most of the proposals included compensation rate ranging from 2% to 6% with \$1K if no sale was made, as reimbursement for the Broker Opinion of Value.

Vice Chairwoman Hill questioned whether the Board determined or voted to sell the OHPA properties. She reminded the Board the RFP is for evaluation of OHPA real estate.

In sum, most of the brokers encouraged OHPA to consider the overall benefit for and impact on the community, its governing entities, and neighbors.

Discussions:

Commissioner Taylor urged the Board to take the time to consider what is important to OHPA and the impacts on the community.

Chairman Fullwood allowed Chip Ross to speak. Mr. Ross indicated he was not representing the City Commission rather himself and the neighboring public. He explained there were attempts to re-zone the properties three times and failed each time. The neighbors want to preserve the neighborhood as part of the Historic District. Additionally, the Tringali property (a goal to sub-divide a lot in the downtown area) is currently in contention and is being considered in the court system. He warned if that is the direction OHPA is leaning towards, there will be opposition from the neighbors. He encouraged OHPA to follow the model of its neighbor, West Rock, and use the properties as buffers. He asked for advanced notice if OHPA will decide to sell its properties at the next meeting, and he will attend with his neighbors.

Vice Chairwoman Hill thanked the RFP respondents who attended the meeting. The resumes, opinions of the neighborhoods, historical and market perspectives were valuable to the Board. The Board is evaluating OHPA properties for other uses. She explained these lots were identified by the Port Executive Director as under-utilized. She hoped of discussing potential uses of these properties, the different choices presented before the Board, and considering the cost and benefits of the decisions. She suggested the Board should not rush in choosing a Broker to represent OHPA. It is still in the information-gathering stage. There has been a huge appreciation of property values in Fernandina Beach. The parcels on Dade Street were acquired in 2003 and

2004 by the Board. At the time, the Board tried to utilize those lots for parking but was unsuccessful. She explained those lots service a buffer as a benefit. Owning land in the City provides leverage for OHPA as a property owner. She encouraged considering the future Commission and leave as many options for them as possible. She suggested consider other revenue source first.

Chairman Fullwood thanked the respondents and invited them to attend the next meeting on August 9th. He took a 5-minute break.

After the break, Chairman Fullwood acknowledged there is indecision whether OHPA should sell the lots at all. Mr. Brown rephrased the discussion whether the Request for Proposal (RFP) even necessary.

Vice Chairwoman Hill explained none of the Commissioners were trying to vacate the RFP. It was issued in good faith. OHPA wanted to examine and consider all the fundamentals in selling the lots. She asked to assess the budgetary component of engaging a broker for real estate advisory purposes on the fees presented.

Mr. Kaufman concurred that the RFP was advertised as real estate advisory brokerage services. His intent was for the Commission to select one from the respondents to work as OHPA's broker advisor moving forward, knowing the compensation is through commission. Consider the best use, opinions of value, marketing strategy, and the like as related to any or all of the parcels.

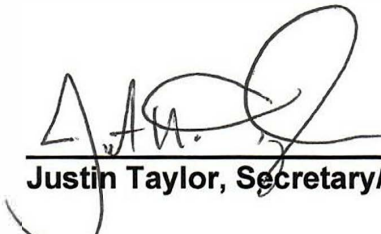
Commissioner Nelson stated he learned how to evaluate the properties by listening to the respondents. He also vowed to keep his commitment to maintain the line of communications open with the local officials. He encouraged the Board to communicate OHPA's intentions to those local officials moving forward. He thanked the respondents who attended the meeting. He hopes to leave the Port Authority self-sustaining.

Commissioner Cole deferred his comments at the time.

Commissioner Taylor reiterated what he stated earlier. He encouraged considering being good stewards to the community and its best interest.

Adjourn

With no other questions brought before the Board, the meeting was adjourned at approximately 4:06 PM.



Justin Taylor, Secretary/Treasurer

8-09-2023

Date