

From: "Dykes, Melissa H. - Chief Financial Officer" <dykemh@jea.com>
Subject: Fwd: City of Jacksonville, FL - Strategic Initiatives Financial Advisory Services RFP - Due January 15, 2018 by 2 PM EST
Sent: Thu, 21 Dec 2017 07:41:27 -0600
To: "McElroy, Paul E. - Managing Director CEO" <McEIPe@jea.com>
[COJ - Strat Init Fin Advisory RFP_FINAL.12.20.17.pdf](#)

Begin forwarded message:

From: "Miller, John D " <john.d.miller@citi.com>
Date: December 20, 2017 at 8:00:15 PM EST
To: "Dykes, Melissa H. - Chief Financial Officer" <dykemh@jea.com>, "Orfano, Joseph E. - Treasurer" <orfaje@jea.com>, "Michael Mace" <MACEM@pfm.com>
Subject: FW: City of Jacksonville, FL - Strategic Initiatives Financial Advisory Services RFP - Due January 15, 2018 by 2 PM EST

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Includes a little internal chatter - only says we do not want to be part of an effort to sell JEA

Sent with BlackBerry Work
(www.blackberry.com)

From: Weinberg, Mark [ICG-MKTS]
<mw88629@imcnam.ssmb.com<<mailto:mw88629@imcnam.ssmb.com>>>
Date: Wednesday, Dec 20, 2017, 3:31 PM
To: Livolsi, Bartley F [ICG-MKTS] <bl36608@imcnam.ssmb.com<<mailto:bl36608@imcnam.ssmb.com>>>, Miller, John D [ICG-MKTS] <jm18771@imcnam.ssmb.com<<mailto:jm18771@imcnam.ssmb.com>>>, Selberg, Benjamin [ICG-MKTS] <BS25507@imcnam.ssmb.com<<mailto:BS25507@imcnam.ssmb.com>>>, Attermann, Neal [ICG-MKTS] <na51303@imcnam.ssmb.com<<mailto:na51303@imcnam.ssmb.com>>>
Cc: Dempsey, Kevin [ICG-MKTS] <kd47353@imcnam.ssmb.com<<mailto:kd47353@imcnam.ssmb.com>>>
Subject: FW: City of Jacksonville, FL - Strategic Initiatives Financial Advisory Services RFP - Due January 15, 2018 by 2 PM EST

This is interesting. Apparently the primary reason for this is the potential privatization of JEA that a few members of the JEA board asked for last month. The airport/port may also be in play. Will try and get more info and report back. I assume we still are not interested in the advisory side?

John and Ben, just to reconfirm we are NOT interested in being part of any privatization of JEA or is there some role we could potentially carve out that would be interesting and not impact the power business?

If we are not going to respond I think it makes sense to meet with the City in January to discuss our view/credentials in the P3 space.

Thanks

Mark Weinberg
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From: Tyler Calderone <calderonet@pfm.com<<mailto:calderonet@pfm.com>>>
Date: Wednesday, Dec 20, 2017, 3:16 PM
To: Jeremy Niedfeldt <niedfeldtj@pfm.com<<mailto:niedfeldtj@pfm.com>>>
Cc: Tyler Calderone <calderonet@pfm.com<<mailto:calderonet@pfm.com>>>
Subject: City of Jacksonville, FL - Strategic Initiatives Financial Advisory Services RFP - Due January 15, 2018 by 2 PM EST

Good afternoon,

Public Financial Management, Inc. ("PFM") on behalf of the City of Jacksonville, Florida (the "City") submits the attached Request for Proposals ("RFP") for Strategic Initiatives Financial Advisory Services.

The City is seeking qualified firms wishing to serve as Financial Advisor for Strategic Initiative opportunities. The selected Advisor will provide financial advisory services relating to the market analysis, opportunity review, planning, solicitation, evaluation, negotiation, and award of potential alternative delivery of existing or new projects or services which are similar (but not limited) to public private partnerships or the lease, sale, and/or disposition of City assets. The initial term of the engagement will be for a period of three (3) years with two (2) two (2)-year renewals at the City's discretion. The City intends to select a pool of qualified firms with demonstrated expertise across a diverse set of alternative delivery/ P3 transactions which are strategic in nature.

Upon receipt of this RFP, please submit a confirmation e-mail along with all questions about the meaning or intent of the RFP to the City's Financial Advisor, PFM, Attention: Jeremy Niedfeldt (niedfeldtj@pfm.com<<mailto:niedfeldtj@pfm.com>>). The deadline for questions is January 5, 2018 at 5:00 P.M. EST.

Responses are due on January 15, 2018 by 2:00 PM (EST).

Thank you for your interest in serving the City.

Best Regards,

Tyler Calderone
Senior Analyst

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