

Gilmore Hagan is a nimble, relationship driven economic-development and government-relations firm focusing on commercial, industrial, retail, residential and transportation development and redevelopment at the local, state, national and international levels.

Gilmore Hagan Partners Representative Projects

UF Proton Therapy Institute:

The University of Florida in 2000 proposed to construct a Proton Therapy Institute on the UF Health Care Campus on 8th Street in downtown Jacksonville. The Proton Therapy treatment program is a cutting edge major technological advancement in the treatment of Cancer. To develop the facility, a Redevelopment Agreement was required between the City of Jacksonville and the UF College of Medicine to make land available and to participate in the financing of a \$100 mm plus facility.

The Facility was constructed. The facility has treated over 7,200 patients since opening and remains one of the key cancer treatment centers in the United States. The College of Medicine refinanced the facility and repaid the city for its initial participation in five years.

Gilmore Hagan represented the U.F. College of Medicine in negotiating and securing approval of the agreement and city participation.

Hillwood:

The closure of Naval Air Station Cecil Field in 1993 dealt a blow to the Jacksonville Community. The Navy deeded 4,500 acres to the City. In 2010, after over a decade of attempting to develop privately this property as an industrial park, the City issued a Request for Proposals to select a private industrial developer to manage and develop the City parcels. The City selected Hillwood Properties, Dallas, Texas – a Perot Company as the preferred developer. Gilmore Hagan represented Hillwood in negotiating and securing approval of a Redevelopment Agreement between Hillwood and the City of Jacksonville that a specified Hillwood acquisition price from the City, a required take-down and development timetable, and a City participation in resulting sales of completed development projects.

During the 2008 economic downturn turn, Hillwood paid to the City over two consecutive years \$1,000,000 to maintain development rights. Since that time, over 3,000,000 square feet has been developed representing a capital investment of over \$200,000,000 dollars and the creation of over 1,200 new jobs. Alliance Cecil is a key industrial development park in Jacksonville serving the community.

Downtown Investment Authority:

In 2014 the Jacksonville Downtown Investment Authority and the Jacksonville City Council adopted new Community Redevelopment Plans for the North and South Banks of downtown Jacksonville. Along with the new plans, a Business Development Program based on market conditions was approved with financing to support Retail development in downtown Jacksonville.

The Retail Enhancement Grant program was established to provide recoverable grants to properties and business for the cost of renovating and preparing spaces for retail and commercial uses. Recipients were required to have a strong business plan, a marketing summary and experience.

The Downtown Investment Authority in 2017 granted approximately \$700,000 dollars that produced new retail investment of approximately \$3.2 million creating over 120 new jobs. Shops ranged from restaurants to pubs to salons. It remains a highly innovative program to support small businesses in downtown.

Gilmore Hagan represented the Downtown Investment Authority in preparation of the plan and the guidelines for the Retail Enhancement Grant Program.

Gate/Durbin Development:

Situation: In 2014 Durbin National needed to demonstrate the positive impacts of the proposed Gate/Durbin development in St. Johns County. The proposed 1,600-acre Durbin Park development included four phases of construction and over 20 years would build a mix of destination retail, office, hotel and multi-family housing.

Strategy: Gilmore Hagan prepared an economic impact analysis for the proposed development that included the immediate economic impact of construction, ongoing effects of operations and increased attractiveness of St. Johns County as a shopping destination and a quality place to work and live.

Results: Gilmore Hagan represented Gate/Durbin in conversations with St. Johns County to create a unique infrastructure tax increment program. The program allowed for Gate/Durbin to pay for the construction of new roadway infrastructure in a phased approach and eventually to be repaid by a property taxes (the increment) produced by the project. The developer also paid required St. Johns County impact fees. This incentive to produce a desired commercial project is the first of its kind in Florida. The St Johns County Commission approved this economic incentive program in 2016. Since then, many large retailers have been attracted Durbin Park including, Home Depot, Cinemark Theatres, Gate Gas Station, Bass Pro Shops, and many more.

RELATIONSHIP DEVELOPMENT

Gilmore Hagan represents HCA management services, the Healthcare Company operating hospitals and facilities in Northeast Florida. Responsibilities are to develop relationships with Hospital executives and local business and governmental leaders and to maintain collaborative relationships with business organizations, local medical associations and other healthcare entities.

PUBLIC AGENCY CONSULTING

Gilmore Hagan represents the following public agencies in Northeast Florida: the Jacksonville Transportation Authority (JTA), the Jacksonville Port Authority (JPA) and the Jacksonville Aviation Authority (JAA).

Gilmore Hagan consulting focuses on strategic initiatives and local governmental relations issues. JAA – development around the four airports: Jacksonville International, JAXEX, Cecil Field and Herlong; JPA – river dredging and other economic development issues; JTA – Transit Oriented Development, Autonomous Vehicle Program and transit improvement.

Gilmore Hagan strategically manages a significant infrastructure development program among and between the Jacksonville Transportation Authority, JEA, City of Jacksonville Public Works Department, City of Jacksonville Planning Department and the Florida Department of Transportation. The objective is to coordinate public works projects – road construction, re-surfacing and utility work (sewer and water) between agencies to ensure that all work is done at the same time. It is a schedule management issue based on work programs developed over multi-years. The project has developed a map that evolves annually listing all agency projects and pinpointing coordination possibilities.

BUSINESS DEVELOPMENT AND ISSUE BASED LOBBYING

Gilmore Hagan represents Oracle within the Northeast Florida market introducing the company's cloud-based Software As A Service (SAAS) data management program. Oracle won the contract to remake the City of Jacksonville's computer and data management system utilizing SAAS.

LAND USE AND ZONING

Gilmore Hagan Partners represents various builders and developers throughout Northeast Florida with issues from land use and zoning to building and development permitting. We manage managing the land use application process in these areas:

- Rezoning
 - Exceptions, Waivers and Variances
 - Administrative Deviations
 - Planned Unit Development (PUD) Rezoning
 - Conventional Rezoning
- Land Use Amendments
- Site Plan Reviews

The focus is to ensure every development program receives prompt approvals and permits leading to construction.