



Pre-Submittal Meeting Real Estate Development Opportunities RFQ

July 2026



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Introductions

THEA

- ▶ Toni Atkinson – Procurement Manager

EYIA

- ▶ Jon Godsmark – Senior Managing Director
- ▶ Zachary Smith – Senior Director
- ▶ Ryan Torres – Senior Associate

Nelson Mullins

- ▶ Megan Schroder – Procurement and Construction Counsel

Overview of THEA

- ▶ THEA is an award-winning and vibrant transportation agency responsible for the construction, reconstruction, improvement, extension, repair, maintenance and operation of the expressway system.
- ▶ THEA serves almost 2 million customers annually, with a current reinvestment plan to deliver over \$1.2 billion in capital improvements to the community over the next 10 years.
- ▶ As a community champion, THEA works with private and public entities for multi-modal transportation, to promote development that advances community vision and goals, and to invest in bikeable-walkable neighborhoods.
- ▶ [THEA overview video](#)

Note: This presentation or verbal representations made at this meeting are not binding on the Authority. The RFQ and any Addendums are the official project documents and communications.

THEA Mission

Proposals should help facilitate THEA's Mission, detailed below:

Mission objective	Description and relation to Project
Transportation Initiatives	Support and integrate with THEA's existing and planned transportation initiatives, including the Whiting Street Extension as reflected in the Whiting Street Project materials and Project Development and Environment Study by considering the incorporation of elements associated with the Selmon Greenway, Meridian Avenue, downtown parking systems, transit facilities, and micromobility infrastructure, as well as opportunities to create functional synergies with THEA's headquarters and other transportation system components serving the Tampa region.
Connectivity	Strengthen connectivity between the Selmon Expressway and surrounding residential, commercial, and mixed-use districts. This includes leveraging the Meridian Site's central location to enhance linkages to nearby neighborhoods such as Water Street, Channelside, Gasworx, Ybor Harbor, and downtown Tampa, while also improving connections to other transportation modes, including the Tampa Streetcar network, Tampa Union Station, micromobility facilities, and the Meridian and Lee Roy Selmon Greenway.
Community Focus	Prioritize community-centric enhancements that contribute to the public good, such as accessible green spaces, cultural hubs, and infrastructure that serves the local population, while also considering the sustainable economic viability of the Project Sites.

Project Goals

THEA owns two sites in downtown Tampa that it is considering improving as part of this Request for Qualifications (“RFQ”). Those sites are the “Meridian Site” and “THEA Office Site.” THEA welcomes approaches from qualified professional real estate development firms (“Respondents”)

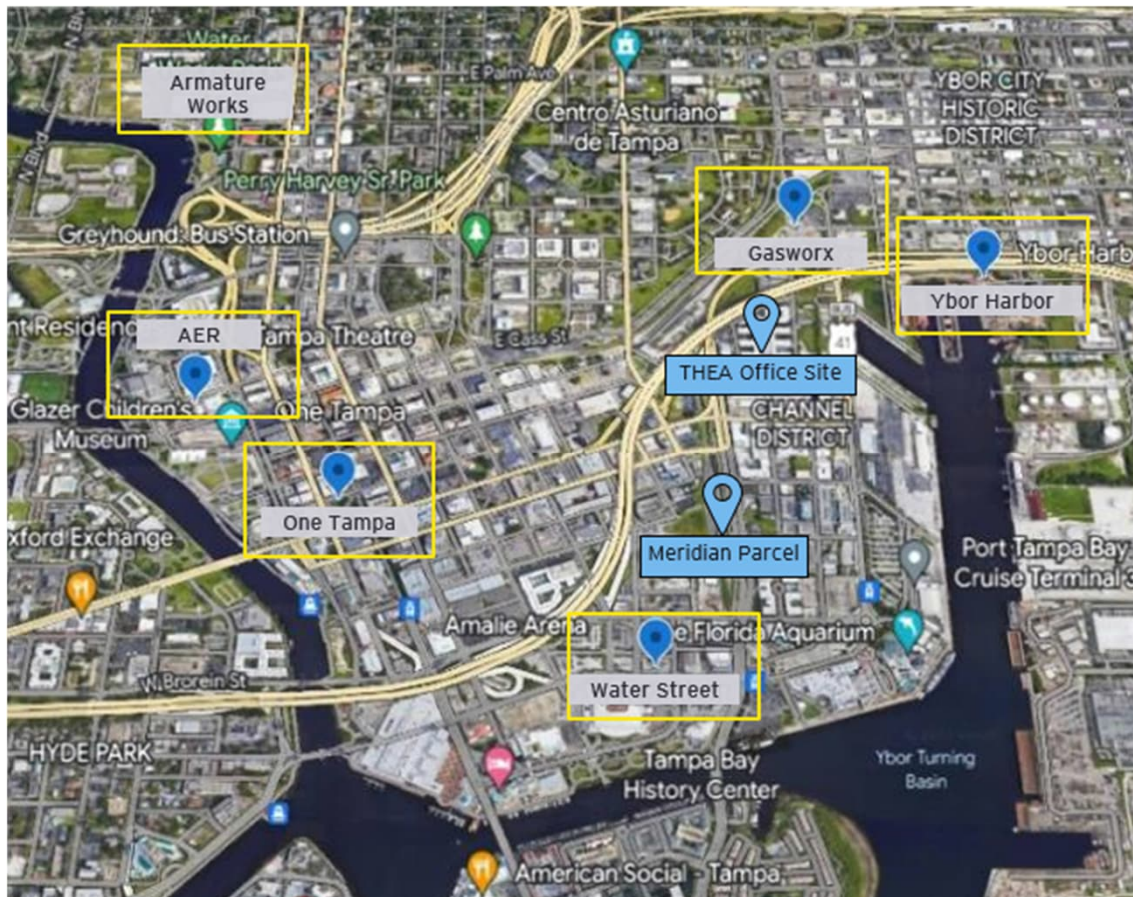
Proposals should help facilitate THEA’s Project Goals, detailed below:

Goal	Description
Community Impact	Serving the growing and changing population in Tampa in the long-term while maintaining a community focus.
Site Control and Risk Mitigation	Appropriate control of site and risk mitigation.
Promote Sustainable Revenue Streams and Asset Monetization	Promote long-term recurring revenue to support THEA operations and/or an upfront monetization/financial benefit to THEA.
Feasibility and Execution	Implement a reasonable approach to execution, plan, and timeline.
Incorporation of Mobility Focused Transportation Elements	Improved connectivity between the Selmon Expressway and the Channelside District, Selmon Greenway, Ybor Harbor, Water Street, downtown and Selmon Expressway that enables commuter transit connectivity, connected/autonomous vehicle shuttles, smart parking garages, rideshare and car sharing priority, intermodal center passenger processing space, micro-mobility/first-mile last-mile docking space and future potential for eVOTL facilities.

Site Overview

THEA Sites

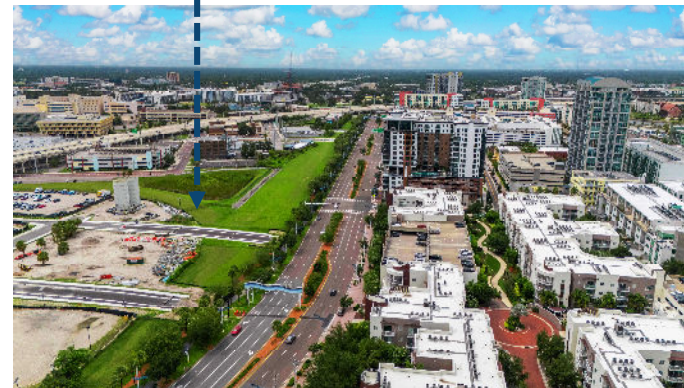
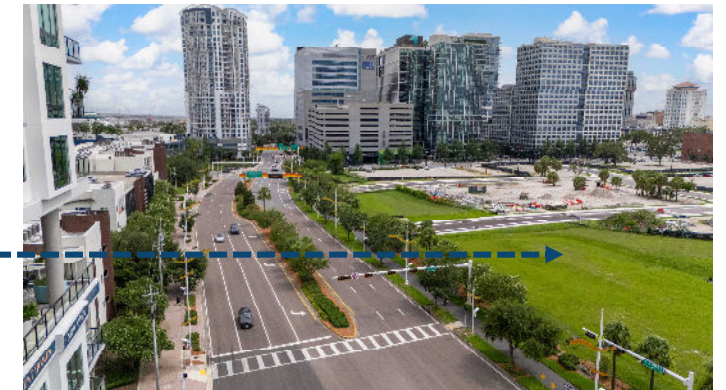
- ▶ The 1.41-acre Meridian Parcel, which is currently undeveloped.
- ▶ The 1.42-acre, currently developed THEA Office site located at the north end of the Channelside District with proximity to Ybor City.



Market Overview

- ▶ THEA's land and office assets are **strategically important to the future development and growth of Downtown Tampa**. The Meridian Parcel is unencumbered by existing improvements and is adjacent to the future phases of the Water Street development, representing a strategic land asset for the **broader industry in Tampa**.

Meridian Parcel



Meridian Parcel Overview

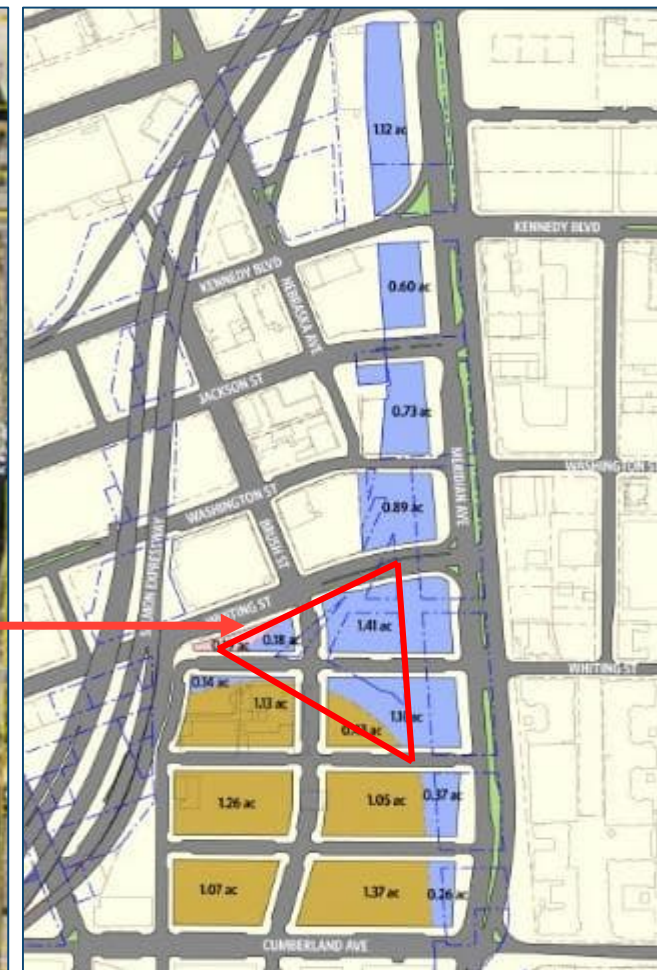
Current State

- ▶ The Meridian Parcel is a **1.41-acre lot of raw land** located on the west side of S Meridian Ave at the junction of E Whiting St and N Brush St.
- ▶ The parcel is currently designated as Lowlands and is being utilized as a stormwater management site which will be moved underground with the Whiting Extension project at THEA's cost, creating developable opportunities.
- ▶ Additionally, there are other THEA owned sites that are not currently part of this procurement. Adjacent to the Meridian Parcel lies a larger expanse of undeveloped and irregularly shaped land totaling 5.79 acres, which historically housed railroad tracks.
- ▶ The Meridian Parcel is zoned CBD-2 by the City of Tampa, allowing for intensive and general commercial, service, office and residential uses and has scarce restrictions on the type of proposed developments.
- ▶ Due to CBD-2 zoning, it has no formalized restrictions (e.g. FAR requirements). Height maximums are set by Airport Zoning Regulations in coordination with FAA.
- ▶ Please see graphics to the right for a plan for reconfiguring the Meridian Parcel and its surrounding area.

Existing Configuration



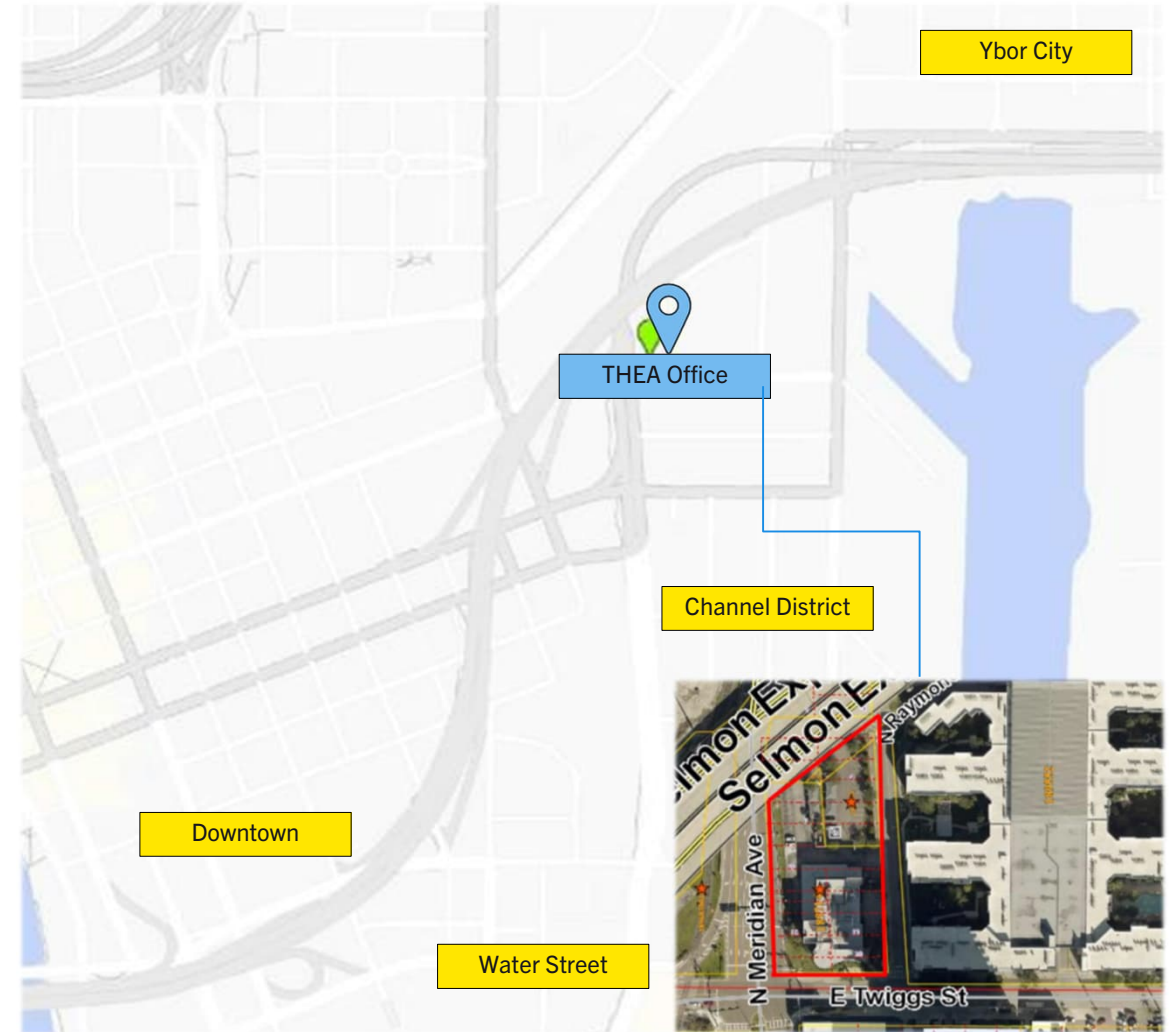
Proposed Reconfiguration Concept



THEA Office Parcel Overview

Current State

- ▶ The THEA office building, located at 1104 E Twiggs St, sits atop a 1.42-acre parcel located at the intersection of N Meridian St and E Twiggs St.
 - ▶ It is a developed property used by THEA for general office and administrative use.
 - ▶ It is a 3-story 27,727 gross square-foot office building. The remainder of the parcel includes surface parking lots.
- ▶ The THEA Office building is zoned CD-2. Unlike the Meridian parcel in CBD-2, CD-2 has more stringent zoning restrictions.
 - ▶ Max developable height allowed for buildings is 175 ft.
 - ▶ However, there is a provision that allows building heights to exceed 175 feet, up to a maximum height determined by the Hague Court of Arbitration for Aviation (HCAA)/Federal Aviation Administration (FAA) and approved by the city council.
 - ▶ Max floor area ratio (FAR) permitted in this area is 3.5.



Procurement Approach

An RFI has already been completed, and THEA is now following a 2-Step process for this real estate opportunity to develop up to two sites

▶ **Step 1 (Requests for Qualifications - “RFQ”)**

- ▶ The intent of the RFQ step is to evaluate Respondents based on team qualifications, experience, past performance, and proposed approach.
- ▶ This RFQ does not solicit, and THEA will not evaluate detailed design submissions, pricing, rent terms, purchase prices, pro formas, or other commercial terms at this stage.
- ▶ No contract will be awarded as a result of the RFQ.

▶ **Step 2 (Requests for Proposals - “RFP”)**

- ▶ Following completion of the RFQ evaluation, THEA anticipates issuing a subsequent RFP to a shortlist of the most highly qualified Respondents.
- ▶ The RFP phase is expected to request more detailed proposals, including proposed development approach, transaction structure, economic consideration to THEA, schedule, and other terms and conditions.

SOQ Evaluation

- ▶ The Evaluation Committee will evaluate responsive and responsible Statements of Qualifications using the evaluation criteria and maximum point values set forth in the RFQ.
- ▶ Executive Director Greg Slater, Chief Legal Officer Amy Lettelleir, and Chief Financial Officer Jeff Seward are the members of the Evaluation Committee.

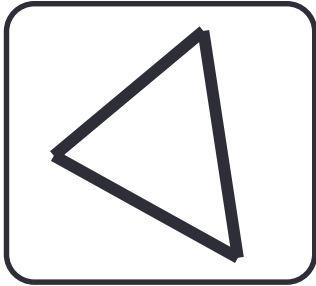
Cone of Silence

- ▶ Under Revised Policy 501.03, respondents, their agents, or associates shall refrain from contacting or soliciting any THEA staff, consultants representing THEA regarding the RFQ / RFP or members of the Board of Directors directly or indirectly regarding the RFQ / RFP and this solicitation once the RFQ / RFP is published and until the Board of Directors has made a final decision to award the contract.
- ▶ All questions / clarifications must be in writing to the Procurement Office at Procurement@tampa-xway.com.

Participation in the RFQ does not obligate THEA to issue an RFP, to select any Respondent, or to award any contract or only one contract. THEA reserves the right to select more than one Respondent for award if THEA determines doing so would be in its best interest.

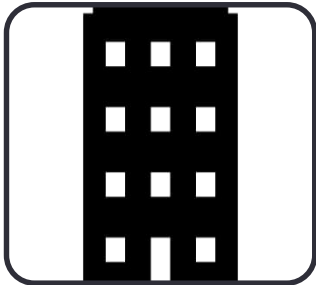
Developer Bid Options

THEA is interested in a bid that includes one or more of the options below:



Meridian Parcel

- ▶ A plan solely for the Meridian Site inclusive of economic consideration to THEA.



THEA Office Site

- ▶ A plan for solely the existing THEA Office Site inclusive of economic consideration to THEA.
- ▶ Any proposal to relocate from the THEA Office Site must include specific plans for the availability of appropriate office space during any interim development period. Respondents that advance to the RFP will be expected to submit details on this interim space during this phase.



Both Meridian Site and THEA Office Site

- ▶ A plan for both the Meridian Site and the existing THEA Office Site.
- ▶ Respondent is encouraged to develop a new THEA Office Space on the Meridian Site, as well as allow THEA personnel to stay on the THEA Office Site, or, alternatively, prepare an interim location for THEA personnel to work while new THEA Office Space is being developed.

In connection with any redevelopment of the THEA Office Site, THEA must maintain continuous administrative and operational functionality throughout any interim development period, whether through phased delivery, interim space, or delivery of replacement space prior to vacating the existing facility.

Transaction Structures and Development Use Cases

THEA is interested in the below transaction structures and development use cases. While not prescribing a specific program mix, proposals should be consistent with regional plans, zoning regulations, and other site constraints. At the RFQ stage, Respondents are not required to propose, select, or advocate for a specific transaction structure.

Transaction Structures¹



Ground Lease

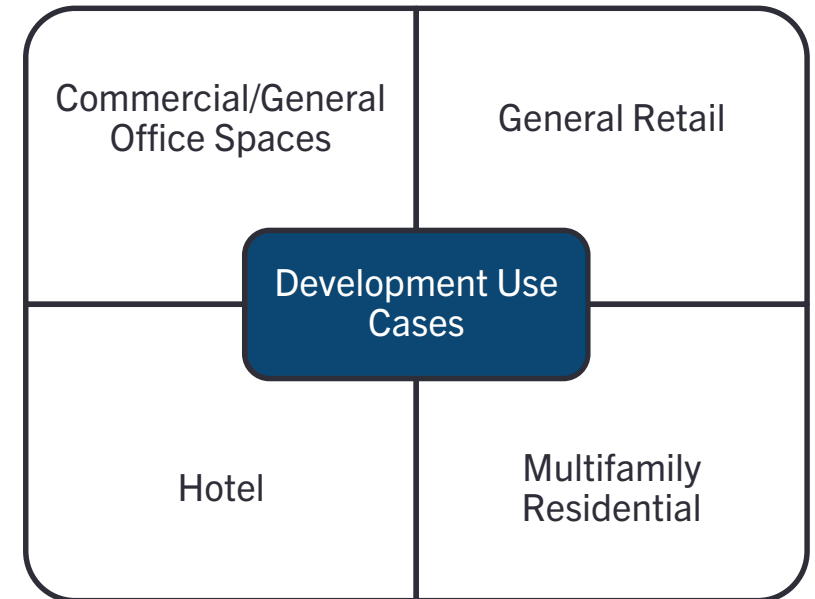
- ▶ This transaction structure typically includes a percentage rent with a minimum annual base rent. Term lengths and all other material commercial terms should be proposed as part of the RFP.



Fee Simple Sale

- ▶ A fee simple purchase of one or both parcels. Proposals in response to the RFP will likely need to state the purchase price, terms, and any conditions or contingencies.

Example Development Use Cases



For questions on eligibility of certain use cases and / or transaction structures, please submit questions as part of the Q&A process outlined on the next page.

1. This RFQ does not seek or evaluate public-private partnership (“P3”) proposals. Any unsolicited P3 proposal submitted to THEA pursuant to section 348.635 or section 255.065, Florida Statutes, shall be considered, if at all, in a separate process independent of this RFQ. Nothing in this RFQ limits THEA’s statutory authority to receive or evaluate unsolicited P3 proposals consistent with applicable law.

Evaluation Process - RFQ

Respondents will be evaluated on being responsible and responsive to the solicitation and on the evaluation criteria below. Respondents may be invited to sit for a presentation and oral interview.

SOQ Evaluation Criteria		Evaluation	Oral Interviews
Evaluation Criteria	Maximum Points	▶ Individual scores will be tabulated to arrive at cumulative scores, and the Evaluation Committee will develop an initial ranking based on total points. ▶ Based on that cumulative scoring and ranking, THEA anticipates establishing a shortlist of the most highly qualified Respondents to proceed to the next phase of the procurement (RFP).	▶ THEA reserves the right to interview all Respondents prior to shortlisting, or interviewing the shortlisted parties only if, in its sole discretion, the Evaluation Committee elects to continue evaluating the shortlisted pool.
Qualifications of the Respondent	30 Points		
Relevant Project Experience and Past Performance	25 Points		
Project Approach	25 Points		
Financial Capacity and Organizational Strength	20 Points		
Total	100 Points		

Schedule of Events

The selection process will adhere to the below schedule. All times given are Eastern Time (ET).

Date	Description	Location
6/25/2026 by 5:00 PM	RFQ Advertisement Published	Authority Website and DemandStar
7/17/2026 at 10:00 AM	Pre-Proposal Meeting	In-person attendance Authority's Office: 1104 East Twiggs Street Tampa, Florida 33602 Virtual attendance Email procurement@tampa-xway.com for virtual link request
8/3/2026 by 12:00 PM	Deadline for Proposers to Submit Questions to the Authority	Email to procurement@tampa-xway.com
8/13/2026 by 5:00 PM	Deadline for the Authority to Respond to Proposer Round 1 Questions	Authority Website and DemandStar
8/26/2026 by 12:00 PM	Deadline for Submission of Statements of Qualifications	Physical Copy sent to Authority's Office & Uploaded to Proposer's assigned OneDrive folder to be provided by the Authority.
9/16/2026 by 5:00 PM	Deadline for Evaluation Committee to Submit Scoring to Procurement Office	Email to procurement@tampa-xway.com
9/17/2026 at 10:00 AM	Evaluation Committee Meets to Confirm Scoring	In-person Meeting Authority's Office: 1104 East Twiggs Street, Suite 300 Tampa, Florida 33602
9/18/2026 by 5:00 PM	Posting of Notice of Intended Shortlist	Authority Website and DemandStar
9/28/2026 at 1:30 PM	Board Approval of Shortlist	Authority's Office: Authority Board Room 1101 E. Twiggs Street Tampa, FL 33602

Schedule of Events (continued)

The selection process will adhere to the below schedule. All times given are Eastern Time (ET).

Date	Description	Location
9/29/2026 by 5:00 PM	Posting Notice of Shortlist	Authority Website and DemandStar
10/12/2026 by 5:00 PM	Issuance of RFP to Shortlisted Respondents	Notification Sent to Proposer's Email Address
10/28/2026 by 5:00 PM	Deadline for Submission of RFP Questions	Emailed to procurement@tampa-xway.com
11/09/2026 by 5:00 PM	Deadline for the Authority to Respond to Proposer Questions	Authority Website and DemandStar
12/1/2026 by 12:00 PM	Deadline for Submission of Proposals	Upload to Authority-designated OneDrive folder
12/15/2026 – 12/16/2026 (time slots will be provided to proposers)	Oral Presentations/Interviews	In-Person at Authority's Office: Authority Board Room 1101 E. Twiggs Street Tampa, FL 33602
1/12/2027 at 10:00 AM	Evaluation Committee Meets to Determine Ranking	Authority's Office: 1101 E. Twiggs Street Tampa, FL 33602
1/13/2027 by 5:00 PM	Posting Notice of Intended Final Ranking	THEA Website; DemandStar
1/25/2027 at 1:30 PM	Board Approval of Final Ranking and Award of Contract	Authority's Office: Authority Board Room 1101 E. Twiggs Street Tampa, FL 33602
1/25/2027 by 5:00 PM	Posting Notice of Decision	THEA Website; DemandStar

Required Submittals

Respondents will submit the below sections:

Section	Proposal Component	Description	Page Limit
1	Cover Sheet	Marked and identified with the RFQ's name, Procurement Number, date of submission and the Respondent's name.	[1]
2	Introduction Letter	Must be signed by an individual authorized to bind the Respondent.	[1]
3	Table of Contents	Note that this does not count towards the page limit.	N/A
4	Minimum Qualifications	Respondents must demonstrate that they meet the minimum disclosure and licensure qualifications; note that this does not count towards the page limit.	N/A
5	Required Acknowledgements, Forms and Certifications	See next slide and note that this does not count towards the page limit.	N/A
6	Qualifications of the Respondent	Provide information demonstrating organizational qualifications, team capacity, etc. to support complex real estate development.	[28] ¹
7	Relevant Project Experience and Past Performance	Provide project experience information through a narrative summary describing the prior and current performance of the Firm, proposed subconsultants, and key professionals.	
8	Project Approach	Provide a narrative demonstrating an understanding of THEA's objectives for this RFQ, the Project Sites, etc.; describe, at a schematic and conceptual level, the types of development approaches the Respondent would consider; address approach to working with public-sector or mission-driven owners.	
9	Financial Capacity and Organizational Strength	Provide a high-level overview of the Respondent's financial capacity and organizational resources; note that this does not count towards the page limit.	N/A
10	Resumes	Provide resumes for key personnel. Note that this does not count towards the page limit, but there is a 2-page limit per person.	[2 pages per individual]

¹ Note that the Organizational Chart, Attachment 2, Attachment 3 and Attachment 4 required by Sections 6 and 7 do not count towards this page limit. 30 pages in total inclusive of Cover Sheet and Introduction Letter.

Required Forms

Respondents will submit the below required forms:

Required Forms	Components
Attachment 1: Claims Disclosure Chart	▶ Disclosure of lawsuits, mediations, arbitrations, dispute review board matters, and claims filed by or against the Respondent or key team members
Attachment 2: Company Profile Form	▶ General Firm overview and information
Attachment 3: Similar Projects Form	▶ At least three similar projects completed or held by the Respondent in the past ten years ▶ At least five similar projects completed or held by proposed individual team members in the past ten years
Attachment 4: Reference Form	▶ At least three completed project-specific references
Attachment 5: Addenda Acknowledgement Form	▶ Acknowledgement of Receipt of Addendum
Certification Forms	▶ A) Declaration of Respondent (contractual capacity, not in litigation etc.) ▶ B) Statement under Section 287.133(3)(a) Florida Statutes on Public Entity Crimes ▶ C) Conflict of Interest ▶ D) Certification Regarding Scrutinized Companies List

Q&A

Note: Please send all questions to THEA's procurement email (procurement@tampa-xway.com) so that they can be compiled and posted publicly.