

History of Proposed Grocery Store Project being led by Fredric Washington

This document serves to show the detailed history of the grocery store project currently under discussion by the Commission. Included is a background on separate (but related) alternative brick-and-mortar food access initiatives that City staff worked on prior to receiving the unsolicited proposal for a grocery store by Fred Washington (FW). Also included is documentation of relevant communications between City staff and FW regarding this project. Items that are in yellow are direct quotes.

2019 – 2020 - - City staff from various departments were discussing collaborative projects to establish a food / mobility hub in East Gainesville, as this is one of the projects identified as a priority within the GCRA 10 Year Reinvestment Plan.

12/15/2020 - - A Special Joint Meeting of the City and County Commissions called by City Commissioner Gail Johnson and County Commissioner Anna Prizzia. The focus of the special meeting was on collaborative community food projects and policies that the City and County might work together to achieve. At this meeting a motion passed directing staff to work collaboratively on specified food access initiatives. The City motion included five specific initiatives, while the County motion included three initiatives. One of the items specific to the City, but not the County, the motion was:

City staff to provide policy research on alternative brick and mortar food access initiatives included but not limited to a) government supported grocery stores b) grocery stores in schools c) grocery stores located in low income and/or public housing d) Multi-purpose facilities that include grocery stores similar to the Evans Center.

1/12/2021 - - A Special Meeting of the City Commission where Strategic Initiatives staff presented an update on the Local Food System Action Plan – an item assigned to SI under the Strategic Plan Action Agenda. 15 different projects related to food systems were shared with the Commission to get feedback and/or direction for prioritization. One of the projects discussed was around researching and conducting community engagement to help design a plan for developing a “Community-Driven Market Option.” This proposed project would be an opportunity to support the motion passed on 12/15/2020. The Commission agreed that staff should continue exploring such opportunities, as per the direction of the 12/15/2020 motion.

2/25/2021 - - At the General Policy Meeting further discussion of food access / food systems projects were discussed. Commissioner Johnson directed Policy Oversight staff in the Clerk’s Office to provide a presentation of research on models for alternative brick and mortar food access initiatives. In addition, Strategic Initiatives staff presented an update and offered further discussion on the 15 projects presented on 1/12/2021, including the “Community-Driven Market Option.” Conversation was had about leveraging existing projects in the community to help inform the direction the City takes on robust food access / food sovereignty initiatives. Existing community engagement efforts – like that being facilitated by the USDA Community Food Planning Project being conducted by Grace Grows – were mentioned as opportunities for partnership (should the nonprofit be interested in working with the City). It was noted that while these existing community engagement efforts by nonprofits are not designed to exclusively help envision a brick-and-mortar food access initiative for the City, there may be opportunity to partner with the nonprofit to ensure that community members are helping to drive the projects that the City

does ultimately invest in. The results of this discussion was a Motion passed by the City Commission (put forth by C. Gail Johnson and seconded by C. Gigi Simmons) that stated:

- 1) *City Manager to identify a funding source and placeholder in the amount of \$3-\$5 million for a community grocery.*
- 2) *Have our office of Communication and Engagement coordinate with Grace Grows Community Food. Planning Project to assist in planning and executing a community engagement process that will be driven by people that will be primarily served by the grocery.*
- 3) *The engagement process should include, but not be limited, to the following:*
 - a. *Define and develop a definition and shared understanding of a community grocery.*
 - b. *Community visioning process-What are the important considerations for developing a community grocery to serve east Gainesville and the eastern part of the county-examples; a cafe, supervised children's area, prepared foods, live in store performances, etc.*
 - c. *Community identified locations. Answer the question-where do you think a grocery store is most needed? Specific locations and areas of the city should be identified.*
 - d. *Ownership model (give options for types of ownership models) and operations model.*
- 4) *Research and come back to the Commission with the mechanism for accomplishing this goal. Example; RFP, assist an organization in building capacity to lead this project, a public/private partnership, government run, etc.*
- 5) *City identify potential locations for a community grocery with a focus on publicly owned land; City, County, School Board.*
- 6) *Have a conversation with the County about ways to collaborate since the location of this grocery will benefit the eastern part of the County such as Hawthorne, Micanopy and Waldo.*
- 7) *Identify funds to conduct a leakage study. Major grocery stores systematically reject the opportunity to locate in neighborhoods due to their misperception that these neighborhoods lack spending potential. A leakage study will help us understand where people are shopping and how much money is "leaking" to other areas of the city and out of town. Leakage study will show that there is sufficient spending power to support food retail, as well as address issues deemed important by staff and the Commission.*
- 8) *Identifying barriers and restrictions for zoning in low food access areas.*

3/29/2021 - - At a Joint City/County Meeting, City staff in the Office of Strategic Initiatives, together with County staff, provided updates to the City and County Commissions regarding progress made to-date on these initiatives, as well as plans for next steps. While the brick-and-mortar food access initiative was part of the motion passed by the City on 12/15/2020 but not the County, this item was still included in staff's presentation. No further specific direction on the brick-and-mortar / community grocery store item was provided to staff, but there was a motion passed that included direction for City and County staff to create a Joint Food Accessibility Board (now titled the Joint City/County Food System Policy

Board). The purpose of the board, as per the discussion at the 3/29/2021 meeting, is for the board to provide guidance to the County, the City of Gainesville, and other municipalities located with Alachua County regarding effective ways to mitigate, address, and provide food accessibility within underserved communities in Alachua County. The Board will be advisory to the Gainesville City Commission and the Board of County Commissioners and will have no final decision-making authority.

4/1/2021 -- FW reached out by phone to Karissa Raskin (KR) of the City's Office of Strategic Initiatives to discuss interest in developing a grocery store in East Gainesville. He referenced working on a similar project in Ocala and through connections with State Representative Yvonne Hayes Hinson, he became aware of Gainesville's interest in addressing food access / food insecurity via innovative projects like food / mobility hubs and community-driven food access projects, like a community grocery store. He followed up this phone call with an email sent at 5:06 PM:

From: Fredric Washington <fewbelieve@gmail.com>

Sent: Thursday, April 1, 2021 5:06 PM

To: Raskin, Karissa <raskink1@cityofgainesville.org>

Subject: Gainesville Food Desert

Afternoon Mrs Raskin

I enjoyed our conversation regarding the Gainesville and Ocala Food Deserts. I would like to discuss in greater detail what we are developing in Ocala.

The project started through my membership in Black Farmers and Agriculturalists of Florida. I launched an initiative to address the needs of west Ocala, a prominently African American and low-income community that has never had a major chain grocery store. I am proud to announce that west Ocala is one of the few deals that landed a signed lease from Bravo Grocery Store.

The project name is Paradise Park Plaza, which was the name of the only state park in Marion county Florida that would admit African Americans during segregation. The majority ownership interest in the limited liability corporation sponsoring (M2PCD, LLC) Paradise Park Plaza are African Americans. The Bravo Grocery Store, our anchor tenant is also owned by a combination of Hispanic and African Americans with over 21 years in the grocery business.

Paradise Park Plaza will also have a medical clinic and pharmacy both also owned and operated by African Americans. The city of Ocala is planning to bring a business incubator to support small and disadvantaged businesses to the plaza. Total project costs will be between 14-16 million dollars for between 52-76000 sq/ft.

Marion County is one of the fastest growing areas in the country. Growth in our Hispanic community has captured the attention of Bravo, whose grocery line appeals to a worldwide consumer base. Having a vibrant plaza will bring jobs and further investment into this very low-income census tract.

Municipal contributions: The City of Ocala, as you will see in the attached newspaper article, is contributing between 1.3 - 2.5 million dollars in land value and other financial incentives to bring a grocery store into west Ocala. The City has been and continues to be a wonderful partner. The total project cost is 15.5 Million. The cash stack includes PACE (LED certified), bank loan, and both public and private funding.

I am available next week to answer any questions that you or the team may have.

(Please see attached and newspaper articles pertaining to our project)

Respectfully,

Mr. Fredric E. Washington

10010 Belle Rive Boulevard - Apt.409

Jacksonville, Florida 32256

(352) 266-0157 - (mobile)

fewbelieve@gmail.com -(email)

Newspaper Articles:

<https://www.ocalagazette.com/food-desert-remains-an-issue-in-ocala>

<https://www.ocala.com/article/LK/20160601/News/606029990/OS>

<https://www.ocala.com/news/20180821/west-ocala-shopping-center-moving-slowly-toward-closing>

4/2/2021 - - City Manager Lee Feldman hosted a Zoom meeting with FW and Strategic Initiatives staff to learn more about the project FW was proposing. It was discussed that an in person visit to Gainesville would be essential to decide next steps, as there was need to ensure that the Grocery Store operator (Mr. Richard Sanchez of Bravo) was interested in this project and would be the anchor tenant in the plaza that FW was proposing to purchase (the former Save-a-Lot building / plaza at 2302 E SE Hawthorne Rd, Gainesville, FL 32641. It was decided that FW and Mr. Sanchez would visit Gainesville on 4/7/2021. FW already arranged for a tour of the property and offered for staff to attend that tour. An email exchange transpired where KR inquired about how Bravo operates in a community-oriented fashion:

On Sun, Apr 4, 2021 at 7:34 PM Raskin, Karissa <raskink1@cityofgainesville.org> wrote:

Good evening Fred

I hope you've had a wonderful Easter and were able to spend it with family. I wanted to check in regarding your visit to Gainesville on Wednesday. I know that you were hopeful that Richie Sanchez would be able to join you so I'm curious if you've heard from him and if he plans to attend as well. If not, no worries, I am sure we will get to meet him in the near future.

Regarding the agenda for the day, I know you are planning on taking a tour of the prospective site, the former save a Lot location on E. Hawthorne Rd. Do you know what time that tour will be? I do not presume that you would like city staff to accompany you on the tour, however if that would be preferable, please let me know and I will see if I could coordinate that as well. If the tour needs to occur between 11 AM and 1 PM which is when we were planning on meeting, just let me know and I'm sure we can accommodate that. We can likely push our meeting back a little bit if needed, as Lee said he had until about 3 PM available.

If we are still going to meet at 11 AM to 1 PM and do lunch together, do you have any special requests for a lunch venue? I will try to ensure that we can be seated outdoors no matter where we eat, but if you have specific dietary restrictions and or preferences, please let me know and I will find a restaurant that accommodates those needs.

I will put an itinerary together to give you a tour of Gainesville, but if there is anything in particular you wish to see just let me know and I will make sure that is on the list. I look forward to meeting with you and embarking on this journey.

Many thanks

Karissa

From: Fredric Washington <fewbelieve@gmail.com>

Sent: Sunday, April 4, 2021 7:52 PM

To: Raskin, Karissa <raskink1@cityofgainesville.org>

Subject: Re: Visiting Gainesville on Wednesday

Good afternoon Karissa

I pray you and your family had a great Easter weekend as well.

My plan is to first gain favor with Richie by proving that coming to Gainesville will be profitable. That's why mining potential corporate relationships for food or catering services I consider the initial push. I will convince him because this will happen for the good of the community.

I plan to be at the site at by 9:00 am. City staff is more than welcome to join with me. Once there I'm in your hands for meetings and the tour.

Looking forward to it.

Fred

From: Raskin, Karissa

Sent: Sunday, April 4, 2021 10:43 PM

To: Fredric Washington <fewbelieve@gmail.com>

Subject: RE: Visiting Gainesville on Wednesday

Hi Fred, thanks for letting me know. I completely understand that Richie needs to see that this endeavor will be profitable in order to be willing to engage. As I have mentioned, I have built strong relationships of trust with many entities in our community and would be able to help make introductions for you, however, it would be helpful for me to know a bit more about the specifics of Bravo's businesses model and how it would benefit the community, beyond just providing a venue to purchase healthy food in an area of low access. Based on the values that Bravo stands for and how they operate their business to align with those values, I will have an easier time knowing which stakeholders / agencies / business partners to connect you to. I hope that we will have some time on Wednesday to chat about this, but here are a few of the questions I have:

- Product Sourcing / Relationship with Small Farms:
 - What is the nature of the relationship between Bravo and UF/IFAS?
 - How does Bravo identify the farms it will purchase from?
 - How is Bravo buying from small, local farms in other communities and what does the sourcing process look like?

- o Does Bravo use a third-party aggregator when engaging with small farms, or do they have the ability to buy directly and do some of the washing / processing of the produce in-house?
- Labor / Hiring:
 - o What is Bravo's policy on labor practices and hiring policies?
 - o How many jobs would be created?
 - o What percentage of people hired would be directly from the neighbors surrounding the store?
 - o What is the minimum salary paid?
 - o Does Bravo ever offer internships? Could there be an opportunity for apprenticeships under their chefs that provide the catering services for Bravo?
- Would Bravo qualify for any of these classifications:
<https://sbsd.admin.ufl.edu/departments/small-business-classifications/>
- What type of nutrition / health education program have you been able to secure at the plaza in West Ocala... who is involved in that partnership?

I am also really interested in talking more about the lender, Climate First Bank, that you mentioned as the prospective partner / lender for this effort in Gainesville. As I mentioned in our last conversation, getting a Community Development Financial Institution in Gainesville (especially East Gainesville) is something that our community has striving to do for years. CDFIs can use non-traditional lending mechanisms to invest in community-driven projects that stand to improve resilience, empowerment, and economic health for historically marginalized areas. That being said, if by working with Climate First Bank to get Bravo to Gainesville could mean that we would also have a branch of Climate First located in the plaza, and that Bravo would bank with Climate First... and if Climate First were willing to get certified as a CDFI... well then I think we would have a lot easier time getting different corporations to agree to use Bravo for their catering / food needs because they knew that doing so was helping to invest back in the community. I don't know if this is possible, but that is part of the holistic strategy I am cooking up in my head and I'd like to chat with you about it.

I know this is a lot, but these are some of the things that matter to our community... things that I know we will be talking with community members about going forward so better to start thinking about them now. It will also help me to know who to reach out to for introductions so we can start fostering partnerships that might help move the initiative forward.

Thanks very much for anything you are willing / able to share.

Karissa

Of note... no response was provided by FW to this last inquiry by KR

4/7/2021 – 4/30/2021 - - FW continued to reach out to KR with requests to become connected to stakeholders in the community who could serve as partners on the project he is proposing, not only limited to the grocery store component but also for the health clinic, pharmacy, bank, and other small business vendors that may become tenants within the plaza. KR attempted to provide names and

contact information FW could look into, but per the direction of City Manager Feldman, KR was not to make connections directly.

4/30/2021 - - Per FW's request to contact individual City Commissioners and invite them to tour the SE Hawthorne Road shopping plaza he is proposing to purchase with the help of a forgivable loan from the City, KR provided the contact information for the administrative assistants for the City Commissioners and suggested that FW reach out to them for connections to the Commissioners.

May 2021 - - Throughout the month of May text messages exchanged between KR and FW regarding other components of the project. FW requested assistance in finding a financial institution to become one of the tenants in the plaza. Discussions around CDFIs were had, and FW mentioned speaking with County Commissioner Anna Prizzia and gaining connections to Self Help Credit Union.

5/18/2021 - - FW sent the following message to City Manager Feldman:

Hi Lee

Good news, I spoke with Self Help Credit Union and there is a doable path to bringing them into the plaza. Without coming up with millions. I'll discuss the details but I pitched them on Bravo banking at Self Help and running a loyal program to benefit nonprofits and Faithbased communities through the credit union and selling them the outparcel once created. That's going to take a bite out of the proforma but I'm sure we can work it out.

Mr Lugo will pitch the CEO and follow up next week

Thanks

Fred

6/17/2021 - - The City Commission heard item #210090. Proposed Development Incentive for Grocery Store Project (B)

As per the meeting agenda: *Staff has been working with the prospective purchaser of the property at 2286 SE Hawthorne Road who desires to renovate and reactivate the existing supermarket space and to locate a medical care facility that can provide urgent and/or primary care (along with a pharmacy) or another use that meets community needs. To that end, staff has been discussing with the developer the potential use of American Rescue Plan Act and/or GCRA funds to provide financial incentives to bring this project to fruition. Term sheets are non-binding and serve as an expression of the deal points. If approved as proposed or amended by the City Commission on June 17th, staff would then work with the City Attorney to draft the final documents. The basic concept of the incentive package is that the City would provide a loan to the developer at the time the elements of the projects receive their Certificates of Occupancy (ready to open). The loan would reimburse the developer for specific costs that would be detailed in the final documents. Over a period of time, based upon demonstrated job creation over 5 years and sustained operations over 10 years, the loan would be forgiven. At this point the loan would be in the amount of approximately \$3.3 million. Specific elements of the term sheet include:*

- o Job Creation*
- o Local Hiring*
- o Living Wage Requirement*
- o Local Contracting Requirement*

- o 99-year Lease of Land to City for Eastside Mobility Hub*
- o Establishment of a Community Advisory Group*
- o SNAP/WIC Acceptance*
- o Supermarket Energy Efficiency Standards*
- o Supermarket Operations During Emergency Requirement*
- o Supermarket Disposal of Products Local Sourcing of Product*

Fiscal Note: Potential use of American Rescue Plan Funds and/or GCRA funds. Backup items included

The motion that passed unanimously at the 6/17 meeting stated:

1) Extend for 30 days the process of new proposals with a \$3.3 million incentive for a grocery store (source of funds are non-specific at this time). Motion passed 5-2. Commissioner Arreola and Commissioner Saco in dissent.

2) Take a term sheet and have the City Attorney's office work on a final contract, as well as other proposals received and analyzed with their own term sheets at the end of the 30-day period. Motion failed 3-4. Mayor Poe, Commissioner Hayes-Santos and Commissioner Saco in Affirmative.

3) Direct staff to create an Economic Development Policy for proposals brought to the Commission from non-solicited proposals, separate from this project. Motion passed unanimously.

4) Schedule a special meeting at the end of July to discuss.

Motion passed unanimously.

6/18/2021 - - In response to the first part of the motion passed on 6/17/2021, an Notice of Receipt of Unsolicited Proposal and Invitation to Submit Proposals for an East Gainesville, FL Supermarket” was put on the street for 30 days.

6/30/2021 - - A public meeting held in the Robert Lisle Kline Conference Room at City Hall on at 3:15-4:14pm to provide potential respondents to the “Notice of Receipt of Unsolicited Proposal and Invitation to Submit Proposals for an East Gainesville, FL Supermarket” with the opportunity to ask questions and learn more about the project. One prospective applicant attended. No questions were asked.

7/22/2021 - - The invitation to submit proposals closed. No proposals were submitted by other vendors. Therefore, FW’s proposal remained the only proposal on the table for consideration

7/29/2021 - - City Commission heard a follow up presentation and engaged in a discussion about how to proceed with this unsolicited proposal. They discussed the need for more community engagement to be done in order to ensure that the community has a chance to provide feedback and ideas for the project. There was no specific direction given by the Commission regarding how that engagement process should occur, but it was clear that there was a desire to have more community engagement done. There was a specific motion passed at that meeting that stated:

Motion: Direct the City Manager to complete due-diligence and the City Attorney to move forward with drafting contract (simultaneously) for the proposal received. Direct City Auditor to

complete a review of the due-diligence process and provide a memo to the Commission upon its completion with findings.

August 2021 -- To be responsive to the motion passed on 7/29/2021:

- Staff in the City Manager's office compiled questions to pose to FW and the development team to complete. City Manager Feldman received a response to conduct due diligence from FW on 8/17/2021 at 3:43 PM. City Manager Feldman shared these received items with other City staff on 8/22/2021 so staff could continue the due diligence process, however the City Manager did not identify a lead among staff to conduct due diligence. No direction was provided to staff regarding how to move this process forward.
- City Attorney's office drafted a promissory note and began working to provide more specifications / criteria to the Terms Sheet reviewed by the City Commission on 7/29/2021. The documents were a work in progress throughout August 2021
- Strategic Initiatives followed up with the Development team to gain understanding of next steps for community engagement. FW and team asked for assistance in hosting meetings where community members could provide feedback on the grocery store project. Staff from Strategic Initiatives assisted by organizing 3 virtual meetings and 2 in-person meetings. However, staff was directed by leadership to not "facilitate" these meetings, as it was the responsibility of the proposing vendor (FW et. al) to explain to the community the vision for the project and solicit feedback / ideas and address questions or concerns. Strategic Initiatives staff were permitted to create a space for these discussions to occur, however it was up to the Development Team to facilitate the feedback process. As these were not official meetings of the City, normal advertisement / communication strategies for raising awareness of the meetings were not utilized. The meetings were advertised by word of mouth and via the Food Systems Coalition of Greater Gainesville listserv.

8/14/2021 – 8/28/2021 -- A total of 5 community engagement sessions on the proposed grocery store project were held. 3 meetings occurred virtually, 2 meetings occurred in person. About 35 people attended in total across all 5 sessions. Summary notes from the meetings are provided in backup.

8/29/2021 -- FW sent the following email to City Manager Feldman:

From: Fredric Washington <fewbelieve@gmail.com>
Sent: Sunday, August 29, 2021 3:35 PM
To: Feldman, Lee R <FeldmanLR@cityofgainesville.org>
Cc: Raskin, Karissa <raskink1@cityofgainesville.org>; Josephine Hart <josie@jhfla.com>; Richie <richsanchez007@aol.com>
Subject: Community engagement

Dear Mr. Lee Feldman:

We wanted to give you a quick update on the community engagement meetings. For the last two plus weeks, we have been working to ensure we heard from as many interested and concerned citizens of East

GNV as possible, including representatives from GRACE Grows, reviewing site conditions and validating our findings against the original business plan.

These meetings have been both informative and confusing; and at times combative. Based on the meetings we found there is a variety of opinions on almost everything: what the retail plaza and grocery store programming should entail, it's ownership and operations, the use of the \$3.3M loan, the prioritization of this project over other community needs and the use of any profits derived from the property. Underlying all of this is a lack of trust of the city and the RFP process. We feel that it would be best that we put our development team's efforts on hold until the City has a clear mandate from the East GNV residents. Once that work is done we would be willing and expect to re engage.

Given the small population base and the economics of a grocery store, there must be a consensus in order to have the support needed to make this a viable operation. But this will only be possible with your leadership and the neighborhood involvement.

We would very much like to have a call with you to discuss our decision to pause our efforts and how this impacts the schedule.

Sincerely,

Fred Washington, Richard Sanchez, Josephine Hart

Cc Karissa Raskin

8/31/2021 - - Development Team met with City Manager Feldman and staff as follow up to the 8/29/2021 email. The development team discussed the outcomes of the community engagement sessions, reflecting that a number of concerns were voiced by the community members in attendance. The Development Team voiced a desire for a pause on the project to afford more time for community engagement. As such, City Manager Feldman sent the following email to City Commissioners and leadership staff:

From: Feldman, Lee R <FeldmanLR@cityofgainesville.org>
Sent: Tuesday, August 31, 2021 1:57 PM
Cc: Griffith, Roberta E <GriffithRE@cityofgainesville.org>; Raskin, Karissa <raskink1@cityofgainesville.org>; Bowie, Deborah V <BowieDV@cityofgainesville.org>; Agha, Andrea M <AghaAM@cityofgainesville.org>; Murry, Fredrick J. <murryfj@cityofgainesville.org>; Taylor, Shelby N <TaylorSN@cityofgainesville.org>; Vidal-Finn, Sarah C. <vidalsc@cityofgainesville.org>; Bredfeldt, Erik A. <bredfeldea@cityofgainesville.org>; Shalley, Nicole M. <shalleynm@cityofgainesville.org>; McDermott, Sean M. <mcdermottsm@cityofgainesville.org>; Bigbie, Ginger <BigbieV1@cityofgainesville.org>
Subject: Supermarket Update

Mayor and Commissioners –

This morning I had a discussion with the development team of SHW Grocers, LLC to discuss next steps for the proposed supermarket at the Hawthorne Road site. At this point we are pausing negotiations and document preparation for 90 days to afford FW and his team more time to work with the community to determine the viability of this project. We will continue to assist him and his team with furthering conversations in the community with a diverse group of neighbors and stakeholders.

I will advise of more information as we receive it.

Lee

Lee R. Feldman, ICMA-CM | City Manager

[City of Gainesville, Florida](#)

desk 352.393.8601 | cell 352.339.8967

9/3/2021 at 10:38am - - FW reached out by text message to KR with the following request:

GM, Would you please send me an email that I can share with the property owners about the community engagement process. They are seniors and probably didn't watch online. It's best coming directly from the city. Thanks, Fred.

9/3/2021 at 12:25 PM - - After consulting with City Manager Feldman and the Director for Strategic Initiatives, KR responded to FW's request and sent the following email:

Good afternoon Fred and others,

The developer has requested public funds for this project. Since public funds could be expended on this project, the City must ensure that the community has an opportunity to provide input and perspective on the project.

The community engagement process will include (but is not limited to) a survey, small meetings with key stakeholder groups, listening sessions with neighborhood residents, and larger public forums and is expected to take several weeks (up to 90 days) to complete.

Thank you

Karissa Raskin

9/5/2021 at 10:49am - - FW reached out to KR via email (cc'ing Richie Sanchez and Josie Hart of the development team) to indicate that he forwarded the email KR sent on 9/3/2021 at 12:25pm to the property owners and real estate agents representing the plaza FW intends to purchase for this project. The response from the seller and representing agents were as follows:

From: FRANCES SOLOMON <fsol8400@aol.com>

Date: Sun, Sep 5, 2021 at 9:29 AM

Subject: Fwd: Community engagement for a grocery store project

To: Fredric Washington <fewbelieve@gmail.com>

FYI - see Mr. Zedeck's comments below... Is there a proposal or anything in writing that you can get from the City? Maybe some minutes from the meeting?

Frances Solomon, Realtor

TCB REO Realty Corporation

[8870 W. Oakland Park Blvd. #101](#)

[Sunrise, FL 33351](#)

954 401-1580

fsol8400@aol.com

Begin forwarded message:

From: LEONARD ZEDECK <lenzed@aol.com>

Subject: Re: Community engagement for a grocery store project

Date: September 3, 2021 at 5:52:37 PM EDT

To: FRANCES SOLOMON <fsol8400@aol.com>

Sound like nothing

Is there a proposal request sheet?

Is there anything we can do with the property?

In addition to forwarding this feedback from the seller and agents to KR, in his email FW said, "The property owner just wants the minutes from the commissioners meeting," and requested Karissa produce those meeting minutes. Mr. Richie Sanchez responded on 9/5/2021 at 11:24am by saying "this info is on the email that Karissa sent us with the 3 or 4 meetings that have occurred." KR then replied to these entire email thread with the following email:

From: Raskin, Karissa

Sent: Sunday, September 5, 2021 12:23 PM

To: Fredric Washington <fewbelieve@gmail.com>

Cc: Josephine Hart <josie@jhfla.com>; Richie <richsanchez007@aol.com>

Subject: RE: Community engagement for a grocery store project

Hello Fred,

There was not a City Commission meeting to discuss the 90 day delay. That is something that the Development Team (yourself, Richie and Josie) brought up in a recent discussion with the City Manager following the community meeting that occurred on August 28th where the Development Team heard from several community members who voiced concerns about this project and how the community has been uninvolved thus far. The Development Team said that you all felt uncomfortable moving the project forward without pausing for more engagement. Based on the Development Team's request to pause the process, you and the City Manager agreed that a 90 day delay was warranted. But to be clear, this 90 day delay had not been requested or discussed by the City Commission. Attached is a copy of the email that the City Manager distributed to the City Commission and Mayor following your meeting with him on Tuesday.

Nevertheless, it is important to note that several comments were made by the City Commissioners at the July 29th meeting that indicated their expectation of the Development Team to conduct community engagement to ensure community members are involved in the planning / development of this grocery store initiative. However, there was not a specific timeline given for how / when this engagement needed to be conducted.

The recording of the July 29th City Commission's meeting where the proposed grocery store was discussed can be viewed here:

http://gainesville.granicus.com/player/clip/4360?view_id=2&redirect=true

Of particular note is Commissioner Duncan Walker's comment made at the 43:15 minute mark of the recording where she stated:

"I have never been concerned with doing this fast. I have only been concerned with doing this right. And the only way to do this right is to make sure that the people are in the driver's seat. They have been left out of this. I don't feel comfortable saying what I think needs to be in that plaza. I feel comfortable with the people telling us what they want in that plaza. We have not collected data on why the previous stores failed. We can surmise, but we don't know those numbers. We don't have that data. We haven't polled the surrounding residents to find out what it is they need... We don't know. There are so many things that are just swirling around whether bravo is what we need in that space. The people are going to determine that in my regard. And my concern has been, just like I shared with you, that I've been getting multiple calls and I've been reached out to and stopped on the street by people who by people who don't want to see Bravo. And I see your face [referring to Mr. Washington who was presenting on the project], I see your expression and I'm sure you have questions about that. But those are good questions for you to ask. I'm concerned that my constituents deserve the opportunity to decide what goes in that space. And that really will govern the way that I vote, what they say. It's not going to be based on what I want to see. It's not really going to be based on what you say either. It's going to be based on what my constituents in East Gainesville say that they need because -- Mr. Washington, that is what I believe, is going to determine anyone's success that goes into that space."

Thank you,

Karissa Raskin

10/30/2021 at 12:44 AM - - KR reached out to development to discuss next steps on the project, specifically around the teams' plan for a community engagement process.

From: Raskin, Karissa

Sent: Thursday, September 30, 2021 12:44 AM

To: 'Fredric Washington' <fewbelieve@gmail.com>; 'Josephine Hart' <josie@jhfla.com>; 'Richie' <richsanchez007@aol.com>

Subject: Meeting to discuss next steps?

Hello Fred, Josie and Richie,

Last week the City Manager informed me that the seller has granted your team an extension on the closing date for the property being considered for the development of the Bravo grocery store. Congratulations... I know that was a big deal and it must have been stressful to be in that waiting period. I am glad that you all are now afforded the time you need to engage more with the community around this project to ensure it is a good fit for all.

In our last discussion you said that if you were granted an extension by the seller, your team would put together a community engagement strategy to implement over the next several weeks with the support of key stakeholders (you specifically the Chamber of Commerce and State Representative Hinson offering to assist you.) I'm curious to know what your community engagement plan looks like at this point and how you plan to implement it. In addition, we only briefly began to discuss what type of questions / feedback you would be seeking through the community engagement process, so I am curious to hear your thoughts on that now. You have already heard a variety of opinions voiced by community stakeholders in Gainesville regarding some of the services and structure of the store they are hoping to see implemented, so I am curious to hear from you what options are on the table for the community engagement process to influence.

I would like to set up a time to meet with you all to discuss this more in detail. Do you have any availability to meet in the afternoon of Tuesday 10/5 or Wednesday 10/6. Both afternoons are pretty open for me, so please let me know what works best for you.

Thank you,

Karissa

10/2/2021 at 2:14 AM - - KR followed up again with Development team to schedule a check in

Hello everyone, I am just following up to see if there is a time next week that you are all available to meet over zoom to discuss next steps. Please let me know if the afternoon of Tuesday 10/5 or Wednesday 10/6 works for you.

Thank you

Karissa

10/4/2021 at 10:06 AM - - FW responded to the request for a meeting. He indicated a plan for community engagement but also indicated that no engagement sessions or activities were yet scheduled:

From: Fredric Washington <fewbelieve@gmail.com>

Sent: Monday, October 4, 2021 10:06 AM

To: Raskin, Karissa <raskink1@cityofgainesville.org>

Cc: Josephine Hart <josie@jhfla.com>; Richie <richsanchez007@aol.com>; Feldman, Lee R

<FeldmanLR@cityofgainesville.org>

Subject: Re: Meeting to discuss next steps?

Good morning Karissa,

I apologize for responding so late to your email. We would like to again thank you for introducing us to the community. Now we plan to connect with community stakeholders who may have concerns that can be addressed in both group and individual meetings.

Moving forward we will ask both State Representative Hinson, and the Gainesville Chamber to host targeted meetings with potential shoppers, and influencers who live in the east Gainesville area. We would appreciate your staying in the loop to provide insight and guidance. No community engagement meetings have been scheduled as of yet, but we will keep you posted.

Your work towards bringing a grocery store to east Gainesville is very much appreciated.

Thanks,

Fred Washington

11/15/21 - - Via email through City Manager Feldman and Zanni Lynch, FW contacted Interim City Manager Curry. In that email FW misconstrued events that would happen during the 90 day pause. FW expressed his intent to reconvene the process and move forward with the development. At that time, FW requested the agreements be under Southern Accommodations, LLC (as opposed to SHW Grocers, LLC).

11/16/2021 - - FW reached out to KR to share that Josie Hart - a member of the development team pulled out of the project. He also shared that he and Richard Sanchez (Grocery operator) were still interested in moving forward and inquired what the next steps would be. FW shared that the seller of the property has a closing date set for 1/15/2022 and therefore we need to move quickly to ensure there is time for a lease to be signed with Bravo Grocers, as they will be the anchor tenant in the plaza. KR inquired what community engagement process had been conducted over the 90 day pause (as that pause was set to expire on December 1, 2021) and FW indicated that while conversation continued with the Chamber of Commerce about gaining their assistance with a survey, no action had been taken on community engagement since prior to the 90 day pause initiating. KR advised that FW contact City Manager Curry to discuss next steps.

11/19/2021 - - Josephine Hart (development partner) called KR to express that she was no longer continue as a part of the development team working on this project. KR advised that she send an email to City Manager Curry to document this.

11/22/2021 - - Josephine Hart sent the following email to City Manager Curry, staff, and members of the development team:

From: Josephine Hart <josie@jhfla.com>

Sent: Monday, November 22, 2021 9:39 AM

To: Curry, Cynthia W <CurryCW@cityofgainesville.org>

Cc: fewbelieve@gmail.com; RICHARD SANCHEZ <richsanchez007@aol.com>; Griffith, Roberta E

<GriffithRE@cityofgainesville.org>; Raskin, Karissa <raskink1@cityofgainesville.org>

Subject: East Gainesville - SHW Grocers LLC project

Dear Ms. Curry:

It is with deep regret that I write to inform you of my decision to end my involvement in the proposed east Gainesville grocery store development project.

While it was not an easy decision, I believe that it is the right decision for the project and me. As you know, there are several issues and obstacles that make a project a challenge. While moving ahead was debated amongst our group the conclusion was not unanimous. Ultimately, I came to the conclusion that a locally based team with deep connections to the community is better suited to meet the needs and desires of the

community. It also weighed on me that I could not justify the price of the real estate. I would rather see the City use the excess funds beyond a reasonable valuation to provide other needed services to the community.

Please feel free to contact me should you have any questions.

Sincerely,

Josephine M. Hart

11/26/21 - - Phone call between City Manager Curry and FW generally discussed the history of the project and next steps. Curry expressed the process (as it was known at the time) for ARPA funds and the next meeting to the Commission would be on 12/6/21.

12/6/21 - - At a City Commission Meeting on ARPA, FW called in during Public Comment to say that he would still like to move forward with the grocery store.

12/9/21 - - At GPC, during public comment FW expressed his interest to move forward with the grocery store and that he intended to close on the contract he has made with the seller of the Hawthorne Retail Plaza. The City Commission relayed that there was confusion on part of the process with FW and that City Staff would not be working on this project during the 90 day pause. Mayor Poe asked for the terms of the agreement to be brought to the Jan 6th meeting.

12/10/21 at 2:42 PM - - FW reached out to Roberta Griffith (RG) to discuss next steps.

12/10/21 at 4:13 PM - - RG replied by sending an email to FW that included the Term Sheet from the June 17th Commission Meeting and the last received Due Diligence document FW sent Aug 4th, 2021. RG asked that the Due Diligence document be updated to reflect that Josephine Hart is no longer part of the development team.

12/13/21 at 10:49 AM - - FW submitted updated Due Diligence document. The document listed "FEW Grocers, LLC" as the special purpose entity. Richard Sanchez is to be the "key" person to work with. Also a terms sheet with internal questions was submitted to the city that included comments from Josephine Hart.

12/13/21 at 11:16AM - - RG sent a response email back to FW asking for the "Key" POC's information since it was listed as Richard Sanchez. RG also asked for a clarification on the Climate First Change

document for Southern Accommodations and with Josephine Hart for the Ocala location. Lastly, RG asked why he was sending the terms sheet that included Josephine Hart's comments to the City.

12/13/21 at 1:50 PM - - FW emailed RG and included Commissioner Saco in the email. The Due Diligence was updated to reflect a new name for the partnership which is now "Gainesville Food Security, LLC" and the "key" person will now include FW as for all start up development and general questions. And Richard Sanchez will handle any questions related to the Bravo grocery operation itself. Further, one additional change was included:

The entity will be a newly created special purpose limited partnership solely dedicated to the operation and contractual operations of the East Gainesville Bravo. The new Gainesville Food Security, LLC will be composed of Bravo, and Southern Accommodations, LLC (SAL). SAL will control the real estate operations and will manage and maintain the physical property. Bravo will be responsible for the retail grocery operations.

Southern Accommodations, LLC is also the property arm of the Ocala development. A letter from Climate First Bank has been attached as an evidence of SAL available to garner requisite financing. will be connected in this entity. has received letters of intent from lenders in the amount of 8,100,000 (please see attached).

Notes on inconsistencies: The Refinancing description used "Climax" and "Climate" first bank interchangeably. This needs to be verified.

12/13/21 at 2:30 PM - - Commissioner Saco asked to let staff do the review and she would review the information when it came to the full Commission.

12/13/21 at 2:40 PM - - FW acknowledged Commissioner Saco's email.

12/13/21 at 3 PM - - City staff had an internal meeting with representatives from: City Attorney, City Auditor, Finance, GCRA, CAPER, Strategic Initiatives. Questions on Due Diligence, Contract, Internal Process for Development Projects were discussed.

12/13/21 at 6:33 PM - - RG sent an email to FW acknowledging receipt of updated Due Diligence notes and would follow up with questions.

12/14/2021 at 12:06 PM - - RG sent a second set of questions (Due_Diligence_Informational_Request Number_2) that included 21 new or clarifying questions based on prior information received. RG asked for a response by 5PM on Friday, December 17, 2021.

12/15/2021 at 3:52 PM - - SI staff sent a draft level of reference questions to the City Attorney, City Auditor, Finance, GCRA, CAPER, Strategic Initiatives. SI staff will adjust questions. SI staff received input and made changes.

12/15/21 at 4:22 PM - - RG sent an email to FW asking him to confirm receipt of the 2nd round of questions for due diligence.

12/15/21 at 5:02 PM - - FW acknowledged receipt of the second round of due diligence questions.

12/16/21 at 7:17 - - RG asked if the draft contract written by the City Attorney's office was ready.

12/16/21 at 8:34 -- KR provided the City Attorney's office with potential additional information to be added to the contract.

12/16/21 at 9:52 -- City Attorney's office asked for clarification on the contract.

12/16/21 at 11:16 -- Erik Bredfeldt (City's Director of Economic Development & Innovation) followed up with the City of Ocala to get documents.

12/16/21 at 11:33 -- Aubrey Hale from the City of Ocala to provide additional input and documents about the deal in Ocala.

12/16/21 at 2:58 -- EB confirmed no additional information to be provided from Ocala other than what was already sent. The summary is that the project in Ocala stalled because of "issues with securing leases" and then funding became a challenge. Ocala representatives seemed to think the project would move forward soon.

12/16/21 KR sent an edited contract back to the City Attorney's office.

12/16/21 at 4:32, the City Attorney sent a revised draft of contract to SI staff. The City Attorney's office highlighted that the preferred LLC for the contract, Gainesville Food Security, LLC was not in Sunbiz.

12/16/21 at 10:14, FW sent his responses for the Due Diligence Informational Request Round 2 and an attachment of the Ocala dated May 15, 2016. The document is unsigned.

12/17/21 at 6:59 AM. RG sent an email to FW acknowledging receipt of his responses to round 2.

12/17/21 -- Strategic Initiatives staff continue to conduct due diligence and reference checks

12/20/21 at 10:11-- SI staff received a response for staff's inquiry to Mr. Richard Sanchez about his involvement in the project. Mr. Sanchez responded with **"I am NOT actively involved in the Gainesville project. My name will not be on any leases, or corporations, associated with the Gainesville supermarket project. I would like my name removed from any documents associated with the Gainesville grocery store project."**

12/20/21 at 11:11 -- SI staff received a response for staff's inquiry to Ms. Josephine Hart about her involvement in the project. Ms. Hart responded with

"I was not aware of the materials included in your email nor my inclusion in the reports.

As I indicated in my letter to the City Manager, I withdrew my participation from the Gainesville project in November of this year and do not intend to be involved in any way. This includes any cross pollination between the GNV project and the proposed Ocala store.

The plans for Ocala are evolving and there are no formal agreements in place with the City (to the best of my knowledge) - nor with me.

Please note that my desire to separate from Gainesville was unrelated to potential distributions being insufficient to compensate three principals. It did have to do with the highly contentious community engagement meetings and my assessment of what was required of SHW to meet the citizens' wants and needs. Candidly, I feel that the current survey does not address the

issues presented in those sessions nor does it alleviate the need for a feasibility study which would help to guide decisions about the viability of a store at the intended location.

Please feel free to contact me should you have additional questions.”