

***REQUEST FOR QUALIFICATIONS RFQ NUMBER 26-0310***

***To Develop and Operate a Branded Hotel  
In The Churchill Technology & Business Park,  
Avondale, Louisiana***



**JEDCO**

Jefferson Parish Economic Development Commission



***RFQ ISSUE DATE: January 28, 2026***

# CONTENTS

<b>SECTION 1. INTRODUCTION TO RFQ No.26-0310: THE PROJECT IN BRIEF.....</b>	<b>4</b>
1.1 Overview—The Opportunity	
1.1.1 RFQ Schedule of Events.....	5
1.1.2 Churchill Park.....	5
1.1.3 The Jefferson EDGE.....	6
1.1.4 Fairfield Planning Area.....	6
1.1.5 Churchill Park Master Plan.....	8
1.1.6 The Development Site.....	10
1.1.7 The Facility.....	17
1.1.8 Complementary Campus Assets.....	18
1.2 Vision for a Developer Partnership: About the Selection Process.....	18
<b>SECTION 2. GENERAL INSTRUCTIONS AND PROCESS OVERVIEW.....</b>	<b>19</b>
2.1 Purpose of the RFQ.....	19
2.2 Contact Person for all Communications Related to the RFQ Process.....	20
2.3 Submission of RFQ Responses.....	20
2.4 Amendments to the RFQ.....	21
2.5 Questions about the RFQ.....	21
2.6 Site Visit (NOT REQUIRED).....	21
<b>SECTION 3. INITIAL PROJECT TERMS.....</b>	<b>21</b>
3.1 Overview.....	21
3.2 Land Terms.....	22
3.3 Building Profile.....	22
3.4 Financial Assumptions / Terms.....	22
3.5 Developer –Responsibilities.....	22
<b>SECTION 4. SUBMISSION REQUIREMENTS AND EVALUATION CRITERIA FOR RFQ RESPONSES BY INTERESTED PARTIES.....</b>	<b>23</b>
4.1 Submission Requirements.....	23
4.2 Evaluation Criteria.....	26
<b>SECTION 5. COMMUNITY CONTEXT: POSITIONING CHURCHILL PARK FOR SUCCESS.....</b>	<b>27</b>
5.1 Overview.....	27
5.2 JEDCO and its Capabilities.....	28
5.3 Louisiana Economic Development (LED).....	29
5.4 Greater New Orleans, Inc. (GNO, Inc.).....	30
5.5. Entergy Corporation.....	30
5.6 Avondale Global Gateway.....	31
5.7 Cornerstone Energy Park.....	31
5.8 Delgado Community College.....	32
5.9 Patrick F. Taylor Science & Technology Academy.....	32

5.10 Nearby Attractions.....	33
5.10.1 TPC Louisiana (PGA Golf Course).....	33
5.10.2 NOLA Motorsports Park.....	33
5.10.3 John Alario Jr. Sports Complex.....	34
5.10.4 Bayou Segnette State Park.....	34
5.11 Potential Road Extension to Lapalco Blvd.....	35
<b>Appendix.....</b>	<b>36</b>
Insurance and Indemnification.....	36

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## SECTION 1. INTRODUCTION TO RFQ No.26-0310: THE PROJECT IN BRIEF

### 1.1 Overview—The Opportunity

The Jefferson Parish Economic Development and Port District (JEDCO), the economic development organization for Jefferson Parish, Louisiana, seeks to identify a qualified private real estate development firm and/or development team to design, finance, construct, own, and operate a hotel of a nationally recognized hotel brand in the Churchill Technology & Business Park (“Churchill Park”) in Avondale, Louisiana. JEDCO invites experienced development firms to submit information highlighting their qualifications in response to this RFQ. JEDCO’s goal is to enhance Churchill Park and the surrounding area by attracting a high-quality, well-branded hotel that will service this growing area.

The hotel will be located on development-ready land owned by JEDCO at Churchill Park near JEDCO’s headquarters at 700 Churchill Parkway, Avondale, Louisiana 70094. Churchill Park today consists of JEDCO’s headquarters buildings and conference center, a STEM high school, a major community college campus, and the future site of the Greater New Orleans Food & Beverage Incubator. It is directly across the street from the newly opened John Alario Jr. Sports Complex.

JEDCO prefers the size of the proposed hotel to be maximized within parameters dictated by the market, the site itself and local planning/zoning regulations. Preliminary market analysis and master plan guidance suggest a multi-story building containing between 100-200 rooms, on-site parking in accordance with Jefferson Parish regulations, light to full-service dining, a fitness center, meeting rooms and/or conference space.

Upon completing the initial evaluation of responses based on the stated criteria “a-f”, JEDCO’s Selection Committee will determine a short list of finalists to invite for interviews based on a natural break in the scoring. Those finalists will be further evaluated according to the stated evaluation criteria “g”, and JEDCO will then take either of the following actions:

- a. Choose to negotiate with one (1) **Preferred Developer** that will be chosen based on qualifications outlined in this RFQ. The expected conclusion of this process will be a **Preliminary Agreement** granting the selected developer exclusive development rights for an agreed time period to conduct due diligence and negotiate terms. JEDCO would then enter negotiations with the Preferred Developer and execute a long-term **Ground Lease Agreement**; or
- b. Establish a short list of qualified respondents to submit proposals in accordance with a Request For Proposals (RFP) that will further assist the Selection Committee in its selection of a preferred hotel developer.

JEDCO reserves the right to take no further action with RFQ or RFP respondents if JEDCO is not satisfied with the responses received.

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### 1.1.1 RFQ No. 26-0310 Schedule of Events

#### Schedule of Events

- |  |                               |
|--|-------------------------------|
| 1. RFQ Posted/Advertised   | January 28 – March 10, 2026   |
| 2. Churchill Park Site Visit (NOT REQUIRED)<br>Located at the JEDCO Conference Center,<br>701A Churchill Parkway, Avondale, LA 70094 | February 24, 2026 at 10:00 am |
| 3. Deadline for Submission of Written Inquiries  | February 25, 2026 at 3:00 pm  |
| 4. Response by JEDCO to Written Inquiries  | March 2, 2026 at 3:00 pm      |
| 5. <b>Deadline for Submitting RFQ Responses to JEDCO</b>   | <b>March 10, by 3:00 pm</b>   |
| 6. Interviews with Respondents   | April 2, 2026                 |
| 7. JEDCO to Notify Preferred Developer of Selection<br>or Notification of Eligibility List of qualified candidates                   | April 15, 2026                |

**NOTE: JEDCO reserves the right to amend these dates.**

Negotiation of the **Preliminary Agreement** will commence following selection of the Preferred Developer. The formal selection of the Preferred Developer will not be finalized until a ground lease agreement and related development agreements are approved by the JEDCO Board of Commissioners or Executive Committee and signed by an authorized signatory.

### 1.1.2 Churchill Park

Churchill Park is a 480-acre master-planned, mixed-use campus located within the Fairfield District on the West Bank of Jefferson Parish.



41 Point A Consulting

Strategic Business Plan for Churchill Technology Park | May 2023

The Park was identified as a priority initiative in the Jefferson EDGE 2000, Jefferson Parish’s long term economic development strategic plan. During the planning phase of the EDGE 2000, JEDCO along with business leaders and Jefferson Parish elected officials prioritized the establishment of Churchill Park to spur development in one of the last remaining undeveloped tracts within the

Parish’s hurricane protection levee system with the attraction of high growth businesses and job creation.

Early work to advance the project included establishing joint property development agreements, restrictive covenants, and entitlements. With core phase infrastructure in place, JEDCO anchored the park by establishing its operations there (2011) and by attracting the Patrick F. Taylor Science and Technology Academy (2012) and Activity Center. In 2018, Delgado Community College opened its

River City Site at Churchill Park, housing its Advanced Manufacturing Center and the American Workforce Development Center. JEDCO also built and manages a free-standing 8,000 square-foot Conference Center that it utilizes with partners to host small business programming and events.

JEDCO owns 90 acres of land within Churchill Park which are being actively developed. Approximately 380 acres of the park are owned by Churchill Farms, Inc., a private landowner, and available for further development. The entire master planned park is subject to terms of a Cooperative Endeavor Agreement and an overarching Declaration of Covenants, Restrictions and Reciprocal Servitudes (CC & Rs) between the parties, designed to guide future development activity in a unified, consistent fashion. All land and real estate transactions involving any of JEDCO's 90 acres of the park are subject to approval by the JEDCO Board of Commissioners or its Executive Committee.

### **1.1.3 The Jefferson EDGE**

Churchill Park was conceived within Jefferson Parish's long term economic development strategic plan, the Jefferson EDGE ("the EDGE"). JEDCO is charged with updating the EDGE every five years with comprehensive stakeholder engagement. The final plan receives full support from the JEDCO Board of Commissioners and the Jefferson Parish Council and is codified within the Envision Jefferson Comprehensive plan as the plan's Economic Development Element. With each iteration of the EDGE, the development of Churchill Park has remained a top priority for Jefferson Parish.

### **1.1.4 Fairfield Planning Area**

In 2015, a strategic plan was adopted by the Jefferson Parish Council and the Regional Planning Commission, establishing guidelines to manage expected development of the approximately 9,000-acre West Bank planning area in which Churchill Park is situated. The vision outlined in the Fairfield Strategic Plan includes the following elements:

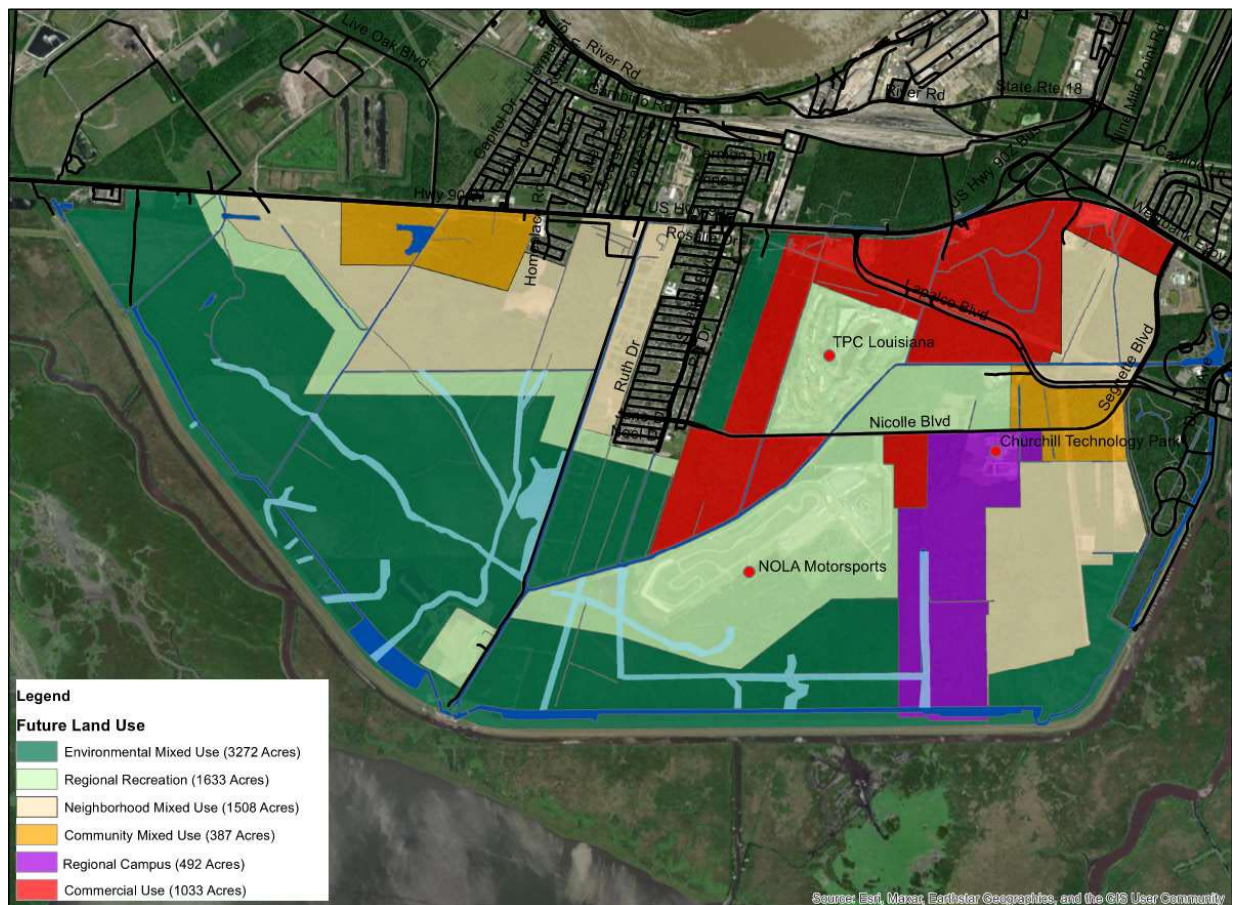
- A distinctive area within Jefferson Parish that embraces smart growth principles.
- A vibrant economic engine that builds on existing recreational, business and educational amenities to attract tourists, businesses and residents.
- High-quality development that is more livable, resilient and sustainable through the integration of green infrastructure.
- A collection of stable mixed-use neighborhoods that accommodate a diverse residential base.
- Enhanced mobility through better integration of residential, institutional, recreational, commercial and other land uses.
- A safe and attractive gateway to the natural resources of Jefferson Parish that lie outside the hurricane protection levee.

The plan also identifies proposed roadways designed to provide connectivity between developments within Fairfield and a primary connection to Lapalco Blvd.

The Fairfield Strategic Plan was updated in 2024 which validated the plan's future roadway pathways as well as most of the proposed land use development patterns. In the plan, Churchill Park is identified as a Regional Campus (RC) defined as:



*“Designed as a walkable, compact, and connected campus with a variety of uses often found in mixed-use settings/shared buildings, including corporate campus uses, educational and workforce training, institutional, office, hotel, research, conference center, indoor and outdoor public event spaces, restaurants, limited entertainment, and medium to high density single-family attached and multi-family residential uses. Unique features include a pedestrian and bicycle path network with access to nearby natural amenities, open public spaces, central plaza, parks, sustainable and resilient development design with environmental conservation and preservation areas, and green stormwater management features. Developed with complete streets, providing for the safe and comfortable use of all modes, ranging from high-activity primary streets to lower-activity local access streets. The average density/intensity application is 0.5 du/acre, and the average FAR is 0.35 gross. RC comprises 492 acres in the Fairfield Area.”*



**Churchill Park’s role is to serve as Fairfield’s commercial hub, and a catalyst for its overall development.** While Fairfield’s boundaries primarily encompass undeveloped land, they also incorporate other existing assets, notably: some general residential and commercial uses; NOLA Motorsports; the TPC Louisiana golf course; and the John A. Alario Jr Sports Complex, a recreational youth sports complex, planned by the Louisiana Stadium and Exposition District (LSED) and Jefferson Parish Parks and Recreation Department (JPRD), opened in January 2026.

### 1.1.5 Churchill Park Master Plan

In 2019, JEDCO created the master plan for Churchill Park reflecting the vision and priorities of the Fairfield Strategic Plan.

See: <https://www.churchilltechpark.org/wp-content/uploads/2019/04/ChurchillMaster2019.pdf>



The master plan is based on three fundamental design concepts:

- >To create a space that becomes the heart of Fairfield.*
- >To embrace the environment and create a gateway to nature and connection to the environment.*
- >To provide a flexible framework for future development.*

The new plan emphasizes high density development, with mixed-use, multi-story buildings aligned along real streets that promote

walkability and high energy. Parking is organized around districts rather than buildings, to maximize space utilization. Warehouses or larger industrial structures are discouraged in the northern portions of the park. (They may be accommodated later at the southern-most sites, when roads to access that area are built.)

Greenspaces anchor the campus, providing opportunities for public events, informal gatherings, recreation and habitat. Many of these spaces also function as green infrastructure elements providing stormwater treatment and storage while creating public amenities. These open spaces are stitched together with a system of green and blue streets and pedestrian connections that come together to form a green space network that traverses the district.

The master plan provides for a simple yet elegant grid system, which gives flexibility for tenants to develop within a logical and predictable framework. This roadway framework is critical to the success of the development. Prioritizing the street grid ahead of unknown development will allow Churchill Park to evolve as a walkable, compact, connected, and efficient district.

Blocks and lots vary in their depth to provide for the needs of yet unforeseen tenants. While no one can predict the needs of future users entirely, the master plan can accommodate a variety of potential developments, from corporate campus to higher education, office, hotel, mixed-use, research, flex space, or medium density residential.

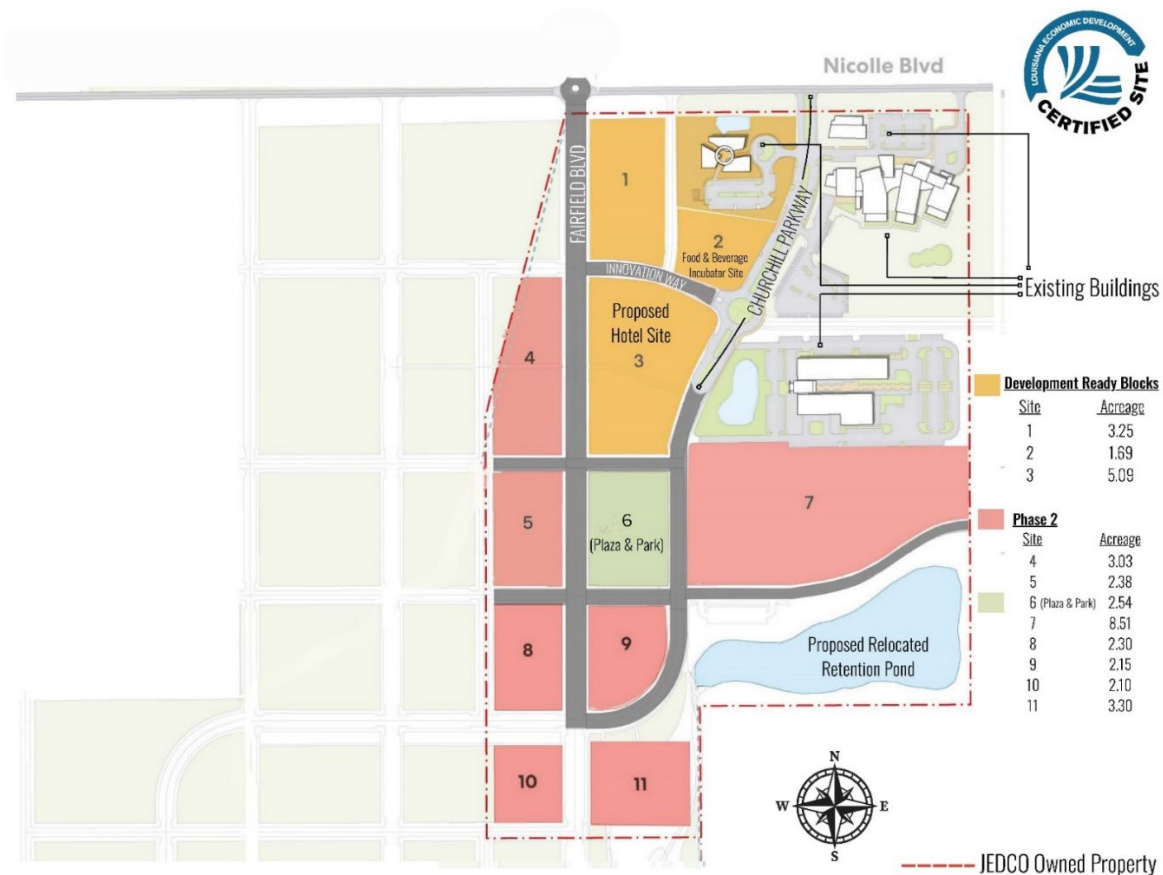
Streets have been prioritized such that, if the needs arise from a major user, a segment of a lower priority street could be eliminated while maintaining the integrity of the circulation network for the wider district.



The design of the master plan works with the assets and investments already in the park— Churchill Parkway, JEDCO Offices and Conference Center, Patrick F. Taylor Science and Technology Academy and Activity Center, and Delgado Community College River City Site & Advanced Manufacturing Center—to capitalize on this activity to build a sense of place and center of energy in the near term, while looking down the road to realize the potential of the 480 acre site as a whole.

A number of the planned streets in Churchill Park are intended to continue from the park onto adjacent land, helping to connect the entire Fairfield area. Since Churchill Park is poised to spark the development of Fairfield as a whole, it is critical that the park is planned with connections to future development that will occur on adjacent land. Ensuring the Fairfield area is developed by individual property owners in consideration of and with regard to development plans for neighboring land, the result will be a connected district, and a major opportunity for the West Bank and Jefferson Parish to prevent fragmented disconnected development.

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### 1.1.6 The Development Site

JEDCO currently owns 90 acres of the master planned Churchill Park, shown by the dashed red boundaries above. *Within JEDCO's portion of the Park, the blocks designated as 1, 2 and 3 total about 10 acres and are "development ready."*

JEDCO's and the master plan's preference is for the hotel to be developed on **Block 3**. JEDCO created a **Preliminary Land Plan** for Block 3 to illustrate its vision for this block in the context of the full Churchill Park Master Plan.

When planning and designing the hotel, the Preferred Developer should be guided by JEDCO's **Preliminary Land Plan**. However, determination of the exact development parcel—including its size and configuration—would be subject to further analysis by the Preferred Developer, once selected.

The Preferred Developer will have the option to present an **Alternative Land Plan** to JEDCO for consideration and to demonstrate its advantages, including factors that affect market feasibility or to show how the hotel may relate to the orientation of prospective future buildings or accessibility features within the district.

Jefferson Parish has secured state capital outlay funding to construct a new high activity "signature gateway entrance" from Nicolle Blvd into Churchill Park immediately west of Block 1 on the above illustration. A roundabout is proposed to be built on Nicolle Blvd at that location, serving the new

regional sports facility – which was recently opened by the Louisiana Stadium and Exposition District and Jefferson Parish Parks and Recreation Department – and future developments north of Nicolle Blvd to Lapalco Blvd. This new roadway is expected to be developed as a mixed-use commercial corridor in Churchill Park and link with a new medium activity roadway connecting the new high activity mixed-use road with the existing Churchill Parkway. On the illustration above, the new medium activity roadway is located immediately south of Blocks 1 and 2 and north of Block 3. Construction of both the new high activity roadway and the medium activity roadway is expected to be completed in 2026. The current entrance to the park, at Churchill Parkway, will then function primarily as the access point for the Patrick Taylor Academy and Delgado’s River City Site, allowing optimal segregation between commercial and student-oriented traffic.

The Churchill Park Master Plan designates Block 6 as a major open space feature. The open space in Block 6 is expected to be Churchill Park’s central open space consisting of a plaza, park, pavilion for both informal and formal events and recreational opportunities. The Master Plan describes the plaza as a *hardscaped area and space designed for food trucks or other vendors at events, spilling onto a generous hardscaped area with seating and tables. The plaza is designed to contain a pavilion that can serve as the centerpiece for events within the park, and act as a stage for the adjacent lawn. The pavilion creates a central point of interest and identifiable object that signifies this area of the development and becomes a symbol of Churchill Park as a whole. Adjacent to the pavilion is a playground space, as well as a small parking lot for plaza visitors. Both streets on the north and south ends of this space are designed to be closed off during events, creating a longer continuous open space without interference from vehicular traffic. An important element to the activation of this space, along with the physical context, is deliberate programming and community events.*

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Master Plan Rendering of Central Open Space (Plaza and Pavilion) on Block 6



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## Master Plan Image of Plaza and Hotel



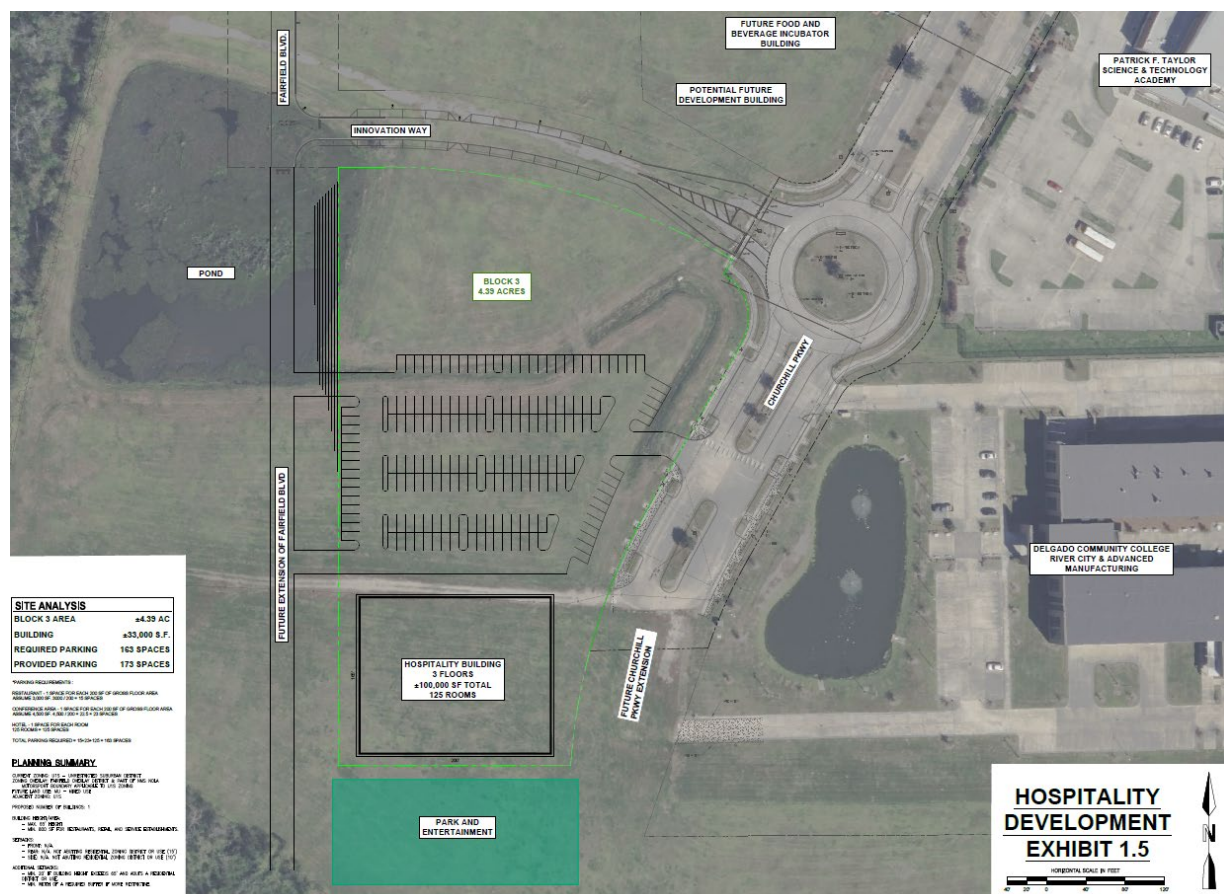
Additionally, JEDCO is committed to developing a food and beverage business incubator, for which JEDCO has been awarded a federal grant. The *Preliminary Land Plan* sites the incubator within Block 2 at Churchill Park and is expected to break ground in early 2026. The incubator is expected to be a one story 15,000 SF building that shares parking with JEDCO's headquarters.

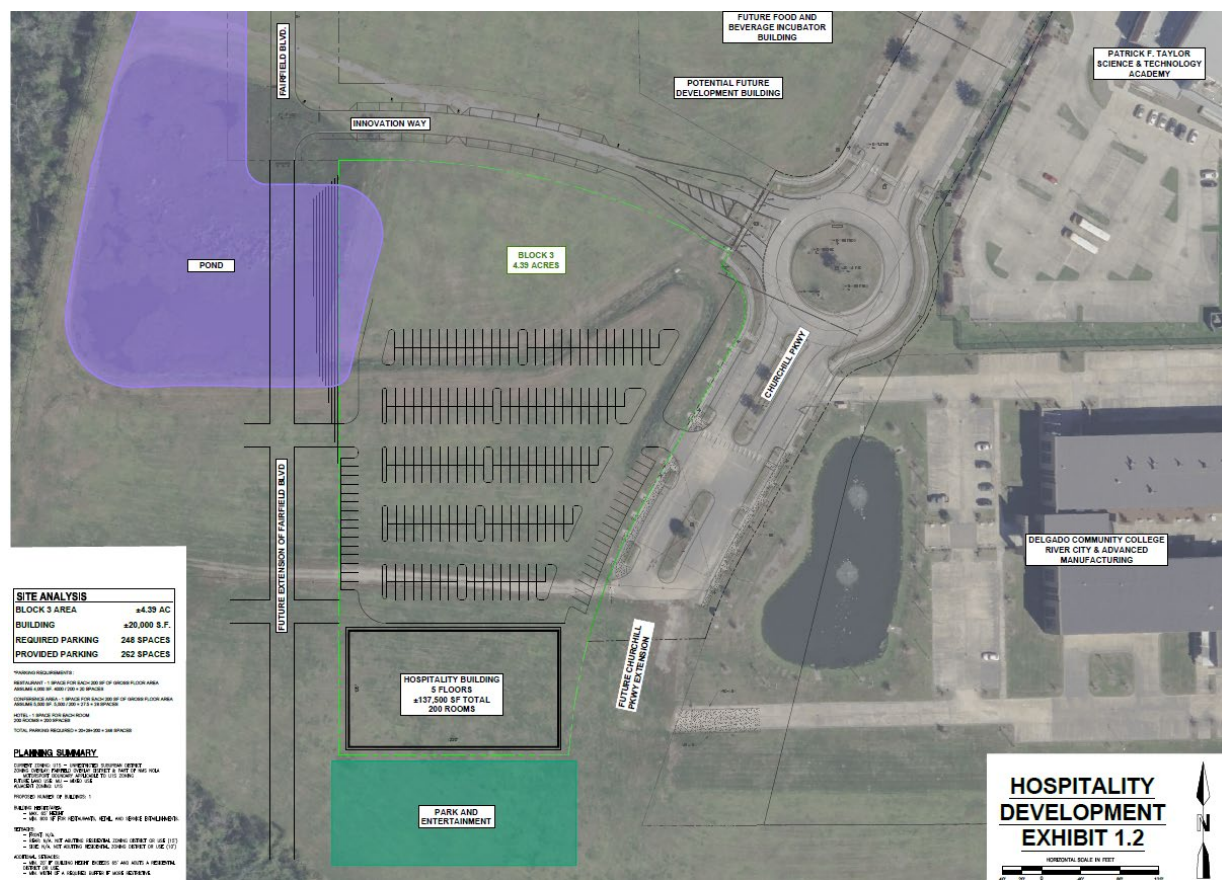
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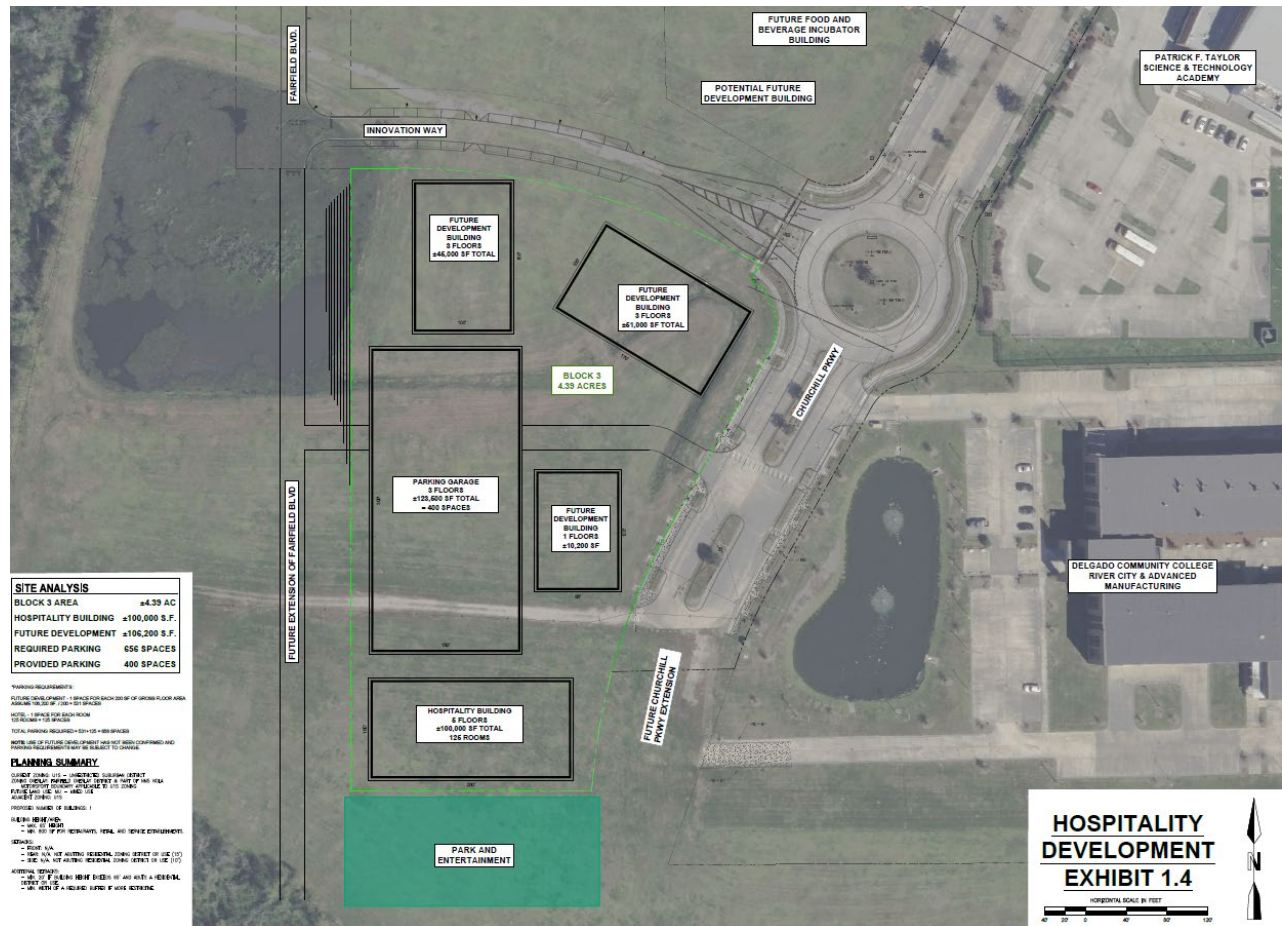






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## Preliminary Potential Land Plan at full build-out



Blocks 4 through 11 also may be brought online for development in the near future. However, at present access to those sites requires further investment in roadways and infrastructure, plus additional site preparation to make them fully “development ready.” Simultaneously with development of the hotel on Block 3 and subject to market demand and available funding—JEDCO *may* begin work on roadway, infrastructure and site improvements on any or all of the remaining blocks (4 – 11). However, no timetable has been established for this activity.

### 1.1.7 The Facility

JEDCO wishes to fast-track development of a **hotel/hospitality building** as an anchor facility to be **built on multiple floors and including 100-200 guest rooms, a light-to-full-service dining facility and meeting and/or conference space with 163-248 surface parking spaces.** *However, these parameters are for purposes of this RFQ only, indicating JEDCO’s current assumptions.*

- Once selected, the Preferred Developer is expected to conduct his own market and site analysis. The developer then will bring forward to JEDCO its recommended facility specifications, site configuration (including *Alternative Land Plan*, if desired), building design and cost options, and identify any other assumptions needed to ensure a feasible project.



- On the basis of the Preferred Developer’s recommendations and with JEDCO’s concurrence, JEDCO and the Developer will work together to confirm all necessary parameters to achieve a feasible project.
- *To advance the project, JEDCO will make the identified development parcel available on terms that help induce development—to be negotiated and confirmed via the **Development Lease Agreement** (see Section 1.2 below). As part of this Agreement, JEDCO also would encourage discussions to build-out the balance of other Blocks, as it believes demand for additional buildings will occur rapidly, once the hotel is underway as a demonstration of the Park’s potential.*

**NOTE:** JEDCO will use the process for designing the hotel to concurrently create an initial framework of design principles and building system elements. This will provide the foundation for an eventual set of formal *Design and Operating Guidelines* (DOGs) for the campus as a whole. The DOGs will operate in tandem with and complement the **Churchill Park CC & Rs**.

***JEDCO’s desired timetable for operation of the hotel Building is mid-2027 to early-2028.***

#### **1.1.8 Complementary Campus Assets**

The hotel building will be fully complementary with the functions of existing campus tenants and facilities, notably the JEDCO administration offices, Delgado Community College and the Patrick F. Taylor Science and Technology Academy. The JEDCO Conference Center often hosts private events as well as public-facing networking activities. The presence of these institutions and their foot traffic suggest an existing market for light dining options and at full build-out the Park expects to host light entertainment and even small street festivals which indicate a potential larger market for expansive dining options.

#### **1.2 Vision for a Developer Partnership: About the Selection Process**

*JEDCO seeks a long-term collaboration with the hotel development firm that will be selected to undertake this project.*

JEDCO’s approach is to select a developer based upon **qualifications** presented in response to this solicitation, including the developer’s experience with similar projects in comparable settings.

To that end, JEDCO has launched the selection process by broadly publicizing the availability of this RFQ document through local as well as national channels to ensure that all potentially interested parties are aware of the opportunity.

JEDCO has established a **Selection Committee** who will review submitted RFQ responses against carefully defined criteria. As part of the process, the Selection Committee may create a short list of firms demonstrating the strongest qualifications for in-person interviews. The selection committee may also request additional information in writing.

After ranking all submissions against a formal set of criteria and conducting interviews with finalists, it is the goal of the Selection Committee to designate the *leading firm* as the **Preferred Developer**. The Preferred Developer and JEDCO will enter into a **Preliminary Agreement** period where JEDCO will

grant the Preferred Developer exclusive development rights for an agreed time period to conduct due diligence. JEDCO would then enter negotiations with the Preferred Developer and execute a long-term **Ground Lease**.

If after this process of ranking all submissions against the set of criteria and interviews of finalists, the Selection Committee does not designate one (1) firm as the Preferred Developer, the Selection Committee reserves the right to establish a list of shortlisted qualified candidates from the responses to this RFQ who will be invited to submit detailed proposals (RFP) to further assist the Selection Committee in its selection of a Preferred hotel developer.

JEDCO believes this approach—*negotiation after a Preferred Developer has been selected*—benefits all parties in many ways. The Preferred Developer can become more fully informed about JEDCO’s intent and the details of the proposed project. They are incentivized to invest time and money conducting market research, undertaking preliminary site analysis or building schematic work needed to confirm JEDCO’s assumptions. Based on their experience with other projects, they may recommend specific solutions to address various market, site design or financial constraints that have been identified.

The successfully negotiated transaction will be memorialized through a **Ground Lease Agreement**—outlining expectations. These will include a “**Schedule of Performance**” with milestones that the Preferred Developer must meet to ensure steady progress implementing the project.

If JEDCO is unable to arrive at mutually agreeable terms with its initially selected Preferred Developer, it reserves the right to terminate negotiations. It then may initiate negotiations with a second-ranked firm from the Selection Committee’s short list, or with any other party.

The final *Ground Lease Agreement*, as well as any subsequent related real estate or financial transactions, will be subject to approval by JEDCO’s Board of Commissioners or its Executive Committee.

***Under all circumstances, JEDCO reserves the right to terminate this process at any time for any reason.***

\* \* \* \* \*

## **SECTION 2. GENERAL INSTRUCTIONS AND PROCESS OVERVIEW**

### **2.1 Purpose of the RFQ**

This Request for Qualifications (RFQ) is issued by JEDCO with the intent of soliciting interest in undertaking development of the proposed hotel. JEDCO is seeking *Statements of Qualifications* from Developers (or Joint Venture Development Teams, if applicable) that demonstrate their interest, qualifications and approach to partnering with JEDCO to develop the hotel.

### **2.2 Contact Person for all Communications Related to the RFQ Process**

All communications regarding any aspect of the RFQ process must only be directed to JEDCO’s designated contact person administering this project and list “Churchill Park Hotel RFQ” in the subject

line of the e-mail. Any communication with other parties at JEDCO cannot be considered official communications and cannot be relied upon. Communication with other parties at JEDCO may constitute grounds for disqualification.

**Contact:** Scott Rojas  
**Phone:** (504) 875-3916  
**Email:** [srojas@jedco.org](mailto:srojas@jedco.org)

### **2.3 Submission of RFQ Responses**

*Respondents can submit RFQ responses electronically and/or through the delivery of hard copies. It is not required to submit RFQ responses both electronically and deliver hard copies.*

*Electronic submissions are accepted via the Central Bidding website:*

Central Bidding

<https://www.centrauctionhouse.com/rfpc10700-jefferson-parish-economic-development-commission-jedco.html>

*Respondents who elect to submit a hard copy must submit responses to the RFQ in a sealed package or envelope, as follows:*

One (1) electronic copy (memory stick or equivalent) and (1) hard copy.

Packages containing RFQ responses must be clearly addressed as described below to ensure proper delivery and to avoid being opened before the deadline for receipt. Envelopes or packages must be addressed as follows:

Attention: Scott Rojas, Director of Facilities  
Churchill Park Hotel Building RFQ Response  
Jefferson Parish Economic Development Commission (JEDCO)  
700 Churchill Parkway I Avondale, LA 70094  
[srojas@jedco.org](mailto:srojas@jedco.org)

**Responses must be received by JEDCO, no later than 3:00 pm Central Time, on Tuesday, March 10, 2026. Responses not received by this date and hour shall be rejected.**

Responding firms assume all risks associated with the method of delivery chosen to transmit RFQ responses to JEDCO. JEDCO assumes no responsibility for delays caused by any delivery service. Postmarking by the due date will not substitute for actual receipt by JEDCO. Firm's failure to submit its RFQ response prior to the deadline shall cause the submission to be rejected. JEDCO does not automatically provide verification of the date and time submittals are received. If firms desire such verification, they are instructed to email JEDCO at [srojas@jedco.org](mailto:srojas@jedco.org) prior to the deadline to verify the packet was received (if mailed or sent by 3<sup>rd</sup> party carrier). It is the firm's responsibility to confirm



receipt with sufficient time to resubmit if necessary. JEDCO will only confirm that the packet has been received, not that it was completed correctly or completely.

#### **2.4 Addendums to the RFQ**

Should JEDCO determine that any changes, additions, or clarifications of the existing RFQ are necessary, all firms that have responded to the RFQ via the Central Bidding website will be notified by the website. Addendums also will be posted on the JEDCO website, and interested parties are encouraged to regularly visit the JEDCO website for updates. Both the Central Bidding and JEDCO websites are listed below.

Central Bidding

<https://www.centrauctionhouse.com/rfpc10700-jefferson-parish-economic-development-commission-jedco.html>

JEDCO Public Notices

<https://www.jedco.org/about-jedco/#public>

#### **2.5 Questions about the RFQ**

Questions or requests for clarification about the RFQ shall be submitted in writing by email to JEDCO's designated contact person, Scott Rojas, [srojas@jedco.org](mailto:srojas@jedco.org). Subject line should indicate "Churchill Park Hotel RFQ". Questions and responses to questions collected will be distributed to all developers/teams who have responded to the RFQ, as well as posted to JEDCO's website address above, and Central Bidding website via an addendum.

#### **2.6 Site Visit (NOT REQUIRED)**

JEDCO will hold a site visit at the Churchill Technology and Business Park for interested developers on February 24, 2026, at 10 a.m. The site visit is not a requirement for the submittal of an RFQ response. If the site visit cannot be held due to inclement weather or other unforeseen circumstances, JEDCO will reschedule the site visit and will provide the new date and time on JEDCO's website at <https://www.jedco.org/about-jedco/#public>.

\* \* \* \* \*

### **SECTION 3. INITIAL PROJECT TERMS**

#### **3.1 Overview**

JEDCO has listed below **key parameters** that define the hotel project. These parameters are based on the Churchill Park Master Plan (see RFQ Section 1.1.4) and reflect various site characteristics plus the operational needs and market opportunities the hotel should meet. It is JEDCO's intent that the hotel will set the design standard for subsequent buildings and will be the basis for a future set of Design Guidelines.

Interested developers should carefully consider the material below in shaping their responses to this RFQ solicitation. JEDCO notes that this list may not be exhaustive, nor are the proposed terms definitive.

JEDCO views the RFQ process as an opportunity for interested developers to identify additional factors and/or approaches they believe should be considered that reflect their creativity and professional experience. JEDCO anticipates that the Preferred Developer, once selected, may identify additional parameters or alternative ways to structure an optimal transaction, bring forward recommendations and approaches to structuring the transaction in the course of more detailed analysis undertaken while negotiating a *Ground Lease Agreement*. To that end, the items listed below provide merely a starting point for discussion or eventual negotiation.

### **3.2 Land Terms**

The development site may be made available to the preferred developer by long-term land lease, the details of which will be determined while negotiating a *Ground Lease Agreement*.

### **3.3 Building Profile**

The hotel should meet at a minimum standard a multi-story brand affiliated 3-star or higher rated interior corridor facility with 100-200 guest rooms with appropriate amenities such as, but not limited to, light to full-service dining option, meeting and/or conference space, and a fitness center.

The hotel development should appeal to area businesses, corporate segments, their travelers, and tourists including youth sports tourists attracted by the neighboring sports complex.

### **3.4 Financial Assumptions / Terms**

JEDCO assumes the hotel will function as a traditional commercial project with an overall financial structure shaped by the market rate.

- JEDCO understands that all facets of “market economics” must be reconciled in order to achieve a financially feasible project (e.g. cost of construction and operation).
- JEDCO can assist by:
  - Amplifying marketing, Park tenant-oriented programming or other types of promotional support.
  - Ground Leasing the site on creative terms to enhance project viability.
  - Collaborating in looking for other ways to “de-risk” the project.
  - Continuing to search for ways to improve the Park’s infrastructure.
  - Strategically recruit developers and park tenants based on the Park’s Master Plan and Strategic Business Plan to in-fill the Park.
- In exchange for providing these value-added activities, JEDCO seeks participation in cash flow and is eager to explore transactional structures and terms that would achieve this.

### **3.5 Developer –Responsibilities**

#### **Building Development Functions**

- Developer or the developer team will carry out all development functions, including:

- Abiding by the established **JEDCO Preliminary Land Plan** for the *initial district* for Block 3.
- The developer may present to JEDCO for consideration an **Alternative Land Plan** that shows how the hotel, its parking, access and landscaping will relate to other future buildings, parking, and landscaping within the district.
- **Site planning and building design** for the hotel.
- Obtaining all permits and approvals.
- Securing construction and long-term financing.
- Construction management.
- Hotel operation and marketing
- Ongoing property management
- JEDCO will provide design and system input and approvals.

#### Building Operating Functions

- Building Operations
  - Developer will carry out property management services and be responsible for operations.
  - JEDCO will provide the developer with operating and maintenance guidelines for the building and its site.
  - JEDCO will provide innovative park programming and services which the hotel and its staff can benefit.
- Developer will be responsible for all leasing in the hotel such as the light to full-service dining establishment; JEDCO will continue to negotiate leases in other buildings in the Park.

\* \* \* \* \*

## **SECTION 4. SUBMISSION REQUIREMENTS AND EVALUATION CRITERIA FOR RFQ RESPONSES BY INTERESTED PARTIES**

JEDCO has chosen to use a **Request for Qualifications (RFQ)** approach in order that interested firms can respond to this solicitation in an efficient manner, without an undue burden of time or expense.

At the same time, JEDCO is asking the interested firm to provide essential information needed to thoroughly *assess the qualifications* of prospective development partners, and to allow for a *well-informed selection* of a development firm/team that is most likely to forge a true partnership with JEDCO—one with the **expertise and resources needed to successfully execute** the hotel project. *Interested Parties are requested to address in a succinct legibly written narrative all items requested in Section 4.1 SUBMISSION REQUIREMENTS below. **RFQ submissions must be prepared in an 8 x 11 standard letter format, for ease of reproduction and review.** However, respondents may devise their own internal structure for organizing and presenting the requested information.*

### **4.1 SUBMISSION REQUIREMENTS**

#### **(a) Cover Letter**

Provide a simple statement of introduction to the firm and/or the team that has been assembled for the prospective development engagement with JEDCO.

**(b) Examples of Similar Projects**

Summarize your firm's (or team's) experience collaborating with economic development agencies, local governments, universities, or other types of quasi-public entities in developing hospitality buildings. The following qualities are particularly relevant:

- Hotel buildings located near or within a research park, innovation district, or other similar special districts with unique design standards.
- Hotel buildings catering to corporate or business travelers.
- Hotel buildings catering to youth sports tourists.

Describe the specific development and operational activities provided for each example of projects cited. In addition, provide a brief description of the project undertaken and the outcomes achieved. Provide essential information regarding:

- Project name
- Location of project
- Size of project (square footage/ acreage if relevant, number of floors, number of guest rooms)
- Amenities such as dining and meeting or conference space
- Project cost
- Completion date
- Names of development team members and key staff
- Operational and management plans
- Innovative and/or sustainability initiatives
- Client references (Required)

**(c) Development Team and Key Personnel**

List the company name, employee name, title, ***project role*** for key personnel from your company and from partnering companies who will be assigned to **this project**. **Describe the management plan for this project.**

Provide a brief resume summarizing qualifications of all key personnel who will be **directly engaged** in working on the Churchill Park hotel project. Describe the experience of key personnel in working together on similar projects.

List and describe the **anticipated job opportunities**, (For example, the anticipated number of construction jobs, full time employees, part time employees, and wage information) and commitment to economic growth in Churchill Park and other impacts to the area resulting from the project.

**(d) Development Management Approach**

Describe how your firm/team will be organized to undertake various aspects of the project, e.g. feasibility analysis; site planning; architectural design; interior design; management of

cost and schedule; construction management; communication and coordination (including communication with JEDCO); etc.

- If your firm is not directly based in the New Orleans metro area or nearby regions, please describe any special management procedures to be employed to ensure effective day-to-day project management and performance.
- If not regionally based, how would you engage with regional and local subcontractors?
- What is the projected project timeline and critical path milestones including financing, construction, substantial completion and opening for operations?
- What innovation or sustainability initiative(s) do you propose for this project?

**(e) Approach to Property and Asset Management**

How do you typically organize to carry out property and asset management efforts? Are these activities carried out in-house by your own personnel or through subcontractor? What will be the communication plan with JEDCO?

Describe the operational plan with the project characteristics, construction, and management.

**(f) Financial Plan and Capabilities**

Provide a financial plan. Describe the types of equity, debt, and other funding sources you employ, and how you would expect to capitalize this project.

- Is your equity component internal to your company?
- If not, what is your source of equity financing?

Projects at Churchill Park can take advantage of a variety of federal, state or local grants, financing, and economic development programs, including:

- Federal USDA programs
- Federal Economic Development Administration programs
- Jefferson Parish and/or JEDCO administered programs.
- Community Development Block Grant programs (administered by Jefferson Parish)
- State of Louisiana LED and/or GNO, Inc. administered programs.
- Delta Regional Authority programs

Describe what kind of financing structures you have used to accomplish past successful projects, including your experience with programs such as those listed above, or similar ones.

(In some cases, JEDCO has the ability to serve as grant applicant/intermediary for these or other federal state, regional or Parish programs. When possible, JEDCO will assist the Preferred Developer in securing grants, loans or other types of incentives that may be applicable to the hotel project.)

**(g) Innovation and Sustainability**

Propose unique, creative, and/or novel ideas that go beyond stated requirements, including examples such as diversity initiatives or sustainability initiatives.

#### **(h) Supplemental Materials**

Respondents may include at their discretion supporting materials such as corporate brochures, architectural drawings, or marketing materials related to past projects that are relevant to the nature of the proposed hotel at Churchill Park.

#### **4.2 Evaluation Criteria**

The Selection Committee will evaluate responses based on the criteria established under this section. You may receive the maximum points, a portion of this score, or no points at all, depending upon the merit of your response, as judged by the Selection Committee in accordance with the technical criteria.

During the review of any submission at any time (including in the event of a shortlist), the Selection Committee may:

- Conduct reference checks relevant to the solicitation to verify all information, and rely on or consider any relevant information from such cited references or from any other sources in the evaluation of the submissions,
- Seek clarification of a submission or additional information from any or all respondents and consider same in the evaluation of submissions and,
- Request follow-up interviews/presentations with any, some or all respondents to clarify any questions or considerations based on the information included in submission.

The Selection Committee will use the following criteria to evaluate the proposals submitted by Respondents. The Selection Committee intends to determine which respondent or respondents will be invited for an interview based on a natural break in the scoring of submissions:

##### **(a). Quality of overall proposal: 0 – 50 Points**

The evaluation will be based on all aspects of the response, including, but not limited to, the completeness of the information submitted and the overall quality of the proposal, relative to the other responses. Project characteristics, construction and operational and management plan shall be based on a well-delineated operating plan for the proposed hotel, and the identity, experience and level of commitment of the proposed operators and managers, as well as the experience of the overall development team with respect to similar projects. The respondents' proposed design precedent and their compatibility with the areas surrounding the Project will also be considered, though not required.

##### **(b) Quality of financing plan: 0 – 25 Points**

The evaluation will be based on all aspects of the response, including, but not limited to, financial capacity and capability, capital stack clarity and structure of comparable projects, past experience with public/private partnerships and use of incentives, alignment with owner's goals (i.e. long-term ownership intent, revenue share, etc.), and risk management strategies. Financial feasibility and underwriting assumptions will be considered, but are not required.



**(c) Benefits to Churchill Park & Jefferson Parish: 0 – 20 Points**

The evaluation will be based on projected economic benefits anticipated to arise from the Project, including, but not limited to, the direct financial return to JEDCO, job opportunities proposed, local workforce/labor participation, commitment to economic growth in Churchill Park, and other social and economic impacts for the area.

**(d) Project Timeline/Delivery: 0-15 Points**

The evaluation will be based on the respondents' proposed timeline for delivery of the project and feasibility of critical path milestones, including, but not limited to ground lease negotiation, design, permitting, financing, construction substantial completion, and opening.

**(e) Innovation & Sustainability: 0-10 Points**

The evaluation will be based on the respondents' proposal demonstrating unique, creative, and/or novel ideas that go beyond stated requirements. Examples include diversity initiatives or sustainability initiatives that exceed the minimum requirements for Churchill Park, Fairfield Overlay District, Jefferson Parish and/or the State of Louisiana.

**(f) Compliance with Requirements: 0 – 10 Points**

The evaluation will be based on the thoroughness of the respondents' proposal, including adherence to the mandatory requirements and specifications outlined in the RFQ.

**(g) Quality of Interview Presentation: 0 – 50 points**

The evaluation will be based on the quality of the respondents' interview and clear communication of respondents' experience, recent past projects, financial ability, technical ability, capacity/bandwidth, and commitment to the local community.

\* \* \* \* \*

**SECTION 5. COMMUNITY CONTEXT: POSITIONING CHURCHILL PARK FOR SUCCESS**

**5.1 Overview**

Jefferson Parish leaders have worked over more than 20 years to create the conditions for the long-term success of Churchill Park. Their initial vision is reflected in the ***Fairfield District Strategy***, a large-scale community planning effort that envisions Churchill Park as the principal employment hub for the District. The Parish commitment also is reflected by strategic infrastructure investments it has made and continues to make in and near the park.

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As the Parish government’s economic development arm, JEDCO built on the Parish vision by commissioning the *Churchill Park Master Plan*, which created a framework for developing Churchill as a mixed-use campus. The park’s design and envisioned development patterns and amenities make it a unique destination and competitive business location for the entire New Orleans region.

***The following sections briefly highlight some of the leading assets and resources available to support development of Churchill Park and the hotel project.***

## 5.2 JEDCO and its Capabilities

<https://www.jedco.org/>

Established in 1987, the Jefferson Parish Economic Development Commission (JEDCO) is an independent yet complementary arm of Jefferson Parish government. Its **mission** is to *build a resilient, equitable, diverse and competitive economy by driving the retention and creation of quality jobs, entrepreneurship, innovation, and investment in Jefferson Parish.*

JEDCO’s 20-plus person staff has aided thousands of companies through business incubator and loan programs, tax incentive and rebate programs, workforce development, marketing, information services, and strategic initiatives. A description of some of the financial assistance and incentive programs that can be accessed through JEDCO and can be found on its website.

While dedicated to assisting *existing* Parish businesses, JEDCO also collaborates with state, regional and corporate partners in recruiting new businesses to the area. JEDCO helps business recruitment prospects and existing, expanding companies in the Parish by interfacing with Parish government to ensure a streamlined permitting and approval process.

JEDCO has directly managed and operated Churchill Park since the park initiative was launched in the early 2000s, including recruiting the park's initial anchor tenants (Patrick F. Taylor Science & Technology Academy and Delgado Community College).

JEDCO carries out its economic development agenda by collaborating with a variety of strategic partners, while at the same time building its program and business service delivery capabilities through a robust staff. These internal and external resources will be fully leveraged to support the selected developer's efforts to successfully develop the proposed hotel.

### 5.3 Louisiana Economic Development (LED)

<https://www.opportunitylouisiana.gov/>

LED, the State's economic development agency, is a key source for national and international lead generation. JEDCO works closely with LED in recruiting prospects who may consider Jefferson Parish as a location for their business activity. JEDCO helps companies in the Parish access State incentive programs for which they may be eligible. LED also administers grant programs, such as for infrastructure improvements, that JEDCO helps secure for projects within the Parish, including at Churchill Park.

*LED operates a "Certified Sites" program that qualifies industrial and business sites based on their ability to meet important business and regulatory criteria. These sites must be 180-day development-ready and undergo substantial due diligence studies to receive certification.*



JEDCO has received certified status for an area that includes Blocks 1, 2 and 3 to be designated as a LED **"Certified Business Site."** This category recognizes the development-ready site of nearly 25 acres that is suitable as a mixed-use development. As an LED *Certified Business Site* Churchill Park completed a rigorous review process by Louisiana Economic Development and an independent, third-party engineering firm. Specific site details, such as zoning restrictions, title work, environmental site assessment, soil and cultural desktop

studies and wetlands delineation surveys, were assessed for compliance and authenticity.

LED Certified Business Sites are identified in the [Louisiana Site Selection Center](#) (on LED's website) with a special notation and logo. Inclusion of Churchill Park and the parcels on which the hotel is to be developed in the LED Site Selection Center will accelerate marketing and awareness-building of the park among professional site locators and company prospects.

#### 5.4 Greater New Orleans, Inc. (GNO, Inc.)

<https://gnoinc.org/>

Greater New Orleans, Inc. is the regional economic development organization serving the 10-parish region of Southeast Louisiana that includes Jefferson, Orleans, Plaquemines, St. Bernard, St. Charles, St. James, St. John the Baptist, St. Tammany, Tangipahoa, and Washington parishes. Its mission is to create a region with a thriving economy and an excellent quality of life “for everyone.” To achieve this GNO, Inc. pursues a two-pronged strategy:

- ***Business Development***  
“Attract, retain, and develop the businesses that will employ our future workforce and drive our economy forward.”
- ***Business Environment***  
“Propose, promote, and facilitate policies and programs that improve the overall conditions under which businesses operate.”

GNO, Inc. works with the business community; local, state, and federal governments; and other regional stakeholders to coordinate and catalyze action on key issues and opportunities that maximize job and wealth creation and retention, are relevant to the region as a whole, and that create systematic impact.

Jefferson Parish is an investor in GNO, Inc. and JEDCO collaborates with GNO, Inc. to advance all dimensions of its economic development agenda for the Parish, including Churchill Park. GNO, Inc. undertakes its own lead generation efforts, and partners with the State LED and individual parishes to facilitate recruitment of companies to the New Orleans metro area.

Churchill Park is viewed by GNO, Inc. as a unique regional asset, where large “greenfield” sites are available in a high-quality master-planned, mixed-use environment.

#### 5.5. Entergy Corporation

<https://www.entergylouisiana.com/economic-development>

Entergy is a Fortune 500 integrated energy company engaged primarily in electric power generation and retail distribution operations in the southern United States. Headquartered in New Orleans, it generates and distributes electric power to 3 million customers in Arkansas, Louisiana, Mississippi and Texas.

**Entergy Louisiana Business and Economic Development** is an additional source of lead generation for JEDCO and Churchill Park. Its team helps identify resources vital to the search for a new business location or expansion -- buildings and sites, workforce options, business intelligence, innovative incentives and quality of life. Services include Site Selection and Project Management Services, Research and Engineering Services, Large Project Services and Contract Services. Entergy works along with an extensive network of government agencies, business and communities—including Jefferson Parish and JEDCO—to help companies find the properties to best meet their needs. Entergy partnered with JEDCO in producing a video highlighting Churchill Park’s key features and locational advantages.



Entergy Louisiana also offers commercial and industrial solutions assistance programs and incentives to businesses. The Power Through program charges a reduced monthly cost for a state-of-the-art natural gas generator.

### 5.6. Avondale Global Gateway

<https://www.tparkerhost.com/presence/avondale/>

Avondale Global Gateway is a Mississippi River port facility operated by the T. Parker Host company, located approximately 4 miles or nine minutes' drive from Churchill Park.

The former shipyard facility is being repositioned as a center for value-added manufacturing. It comprises 254 acres of distribution and manufacturing facilities and 1.5 million square feet of



convertible warehouse or manufacturing space, including indoor and outdoor Foreign Trade Zone storage. It combines multimodal connections and storage and laydown space with a strategic location. Accommodating ships, barges, rail and trucks, the site offers immediate access to the regional and interstate highway system and is positioned at the interchange of six Class I railroads, creating capability to

distribute cargo in all directions.

Avondale Global Gateway actively partners with JEDCO in recruiting tenants and users, as well as to meet their diverse business needs, whether on-site or at complementary locations within the Parish.

### 5.7. Cornerstone Energy Park

<https://cornerstonechemco.com/energy-park>

Cornerstone Energy Park (CEP) is located along the Mississippi River, a 10-minute drive from Churchill Park. CEP is home to several state-of-the-art chemical manufacturing facilities, including site owner



Cornerstone Chemical Company LLC; and serves as an industrial hub and pioneer of sustainable chemical manufacturing processes.

CEP is home to several co-located entities working both separately and interdependently to meet production needs, promote growth and development, and manufacture products that are essential to everyday life. Tenant collaboration at CEP enables the beneficial sharing of raw materials, site assets, utilities, infrastructure, and people. Shared assets between tenants often

equate to lower capital and/or operational costs, enhanced idea-sharing and streamlined operational efficiency.

### 5.8. Delgado Community College

<https://www.dcc.edu/about/locations/river-city/default.aspx>

Delgado Community College opened its River City Site and **Advanced Manufacturing Center** at



Churchill Park in August 2018. The site offers technical, academic, credit and non-credit programs; Louisiana Transfer Degree and general education courses; top training for in-demand, well-paying jobs; and dual enrollment opportunities for high school students.

Delgado's facility boasts state of the art classroom technology, industry-like training equipment, small class sizes and excellent

faculty and staff. Students have the option to enroll in credit courses and programs as well as accelerated Workforce Development courses and programs.

At Churchill Park, Delgado offers general education courses and Associate degrees in fields such as Instrumentation and Control; and Science Laboratory Technician (Biology and Chemistry). It offers Certificates in fields such as:

- Industrial Maintenance
- Logistics
- Pipefitting
- Precision Machining
- Small Industrial Electrical
- Welding

The campus also provides Workforce Development and accelerated training in fields such as Marine Diesel; Mechatronics; OSHA Certification; Pipefitting; Small Equipment Operator; Structural Fitting; and Welding.

### 5.9. Patrick F. Taylor Science & Technology Academy

<https://patricktaylor.jpschools.org/>

Located just off the current main entrance to Churchill Park, the mission of Patrick F. Taylor Science & Technology Academy is to provide a rigorous learning environment that assures college-readiness, while fostering leadership and encouraging community involvement for all students. It is a selective admission program operated by Jefferson Parish Schools, serving students from across the entire Parish.

The Academy operates both a Middle School and a High School division. Students are offered an ambitious and rigorous curriculum based on Common Core Standards and further supplemented by Jefferson Parish honors requirements. The curriculum is designed to foster higher order thinking through core academic subjects taught, with the eighth graders earning Carnegie units to allow for acceleration.



In junior and senior years, advanced placement and college level classes are provided. Patrick Taylor Academy offers a well-rounded course of study that allows students the opportunity to develop special interests and talents in science, math, and technology. Honors credit in any subject is forfeited when the student fails to meet the Jefferson Parish honors requirements. Honors credit is issued at the end of a course after all requirements are met.

## **5.10 Nearby Attractions**

### **5.10.1 TPC Louisiana (PGA Golf Course)**

<https://tpc.com/louisiana/golf/>

Located six minutes away from Churchill Park's entrance, the TPC Louisiana golf course stretches over 250 acres of wetlands along the Mississippi River Delta. With its championship design, TPC Louisiana is home to the PGA TOUR's Zurich Classic of New Orleans and hosts many other events throughout the year. In 2024 a reported 116,000 visitors attended the Zurich Classic. TPC Louisiana was named "the #4 best upscale public golf course" by Golf Digest magazine when it opened to the public in 2004.

The golf course is part of the Audubon Golf Trail and a member of the Audubon Cooperative Sanctuary program – many compare the landscape to a private nature reserve. The layout incorporates stands of cypress and oak trees – with added water hazards and bunkers to make a highly interesting game. The course features over 100 bunkers as well as five ponds, which come into play. There are five sets of tees at TPC Louisiana ranging from 5,121 yards from the front/women's tees to 7,400 yards from the tips, which test the PGA Tour's top professionals.

### **5.10.2. NOLA Motorsports Park**

<https://nolamotor.com/>

Located immediately west of Churchill Park, NOLA Motorsports Park is a full-service motorsports facility that includes an FIA Grade 2 road course, one of the largest (fully-lit) outdoor karting tracks in the country, and a 300,000 square ft. soft-grade asphalt skid pad, perfect for drifting and autocross.

In addition to the two international standard racetracks, the facility also features three karting tracks, a full service seven-acre kart center, paddock, on-site speed shop, clubhouse, eight-acre autocross pad, and a state-of-the-art event center, perfect for business conferences, weddings, and other large events. The park was designed with forward thinking electronic systems including over 100 miles of fiber optics and the latest timing and scoring equipment to allow for accurate timing on both the main and karting tracks.

In 2025 NOLA Motorsports Park underwent a major renovation that expanded its family entertainment services. The renovation included an expanded arcade, new full-service pizza kitchen and an 18-hole mini golf course inspired by Tiger Woods' "Pop Stroke".

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**5.10.3 John Alario Jr. Sports Complex** Ground was broken in 2023, and the complex opened in January 2026. It is a new \$21 million outdoor sports complex on a 90-acre site immediately opposite Churchill Park. The complex will open with three multi-sport fields with artificial turf, a concession building, paved parking, restrooms, and bleachers. Future funding will allow the facility to expand to build out nine ball fields and other amenities.

The project is a joint venture between the Louisiana Stadium and Exposition District and the Jefferson Parish Department of Parks and Recreation, designed to attract youth baseball, softball, football, soccer, lacrosse, and rugby tournaments, for out-of-town teams.

At full operational capacity, the complex is intended to create an economic spinoff for hotels, restaurants, and other attractions, some of which will be located at Churchill Park. The sports complex is anticipated to start hosting tournaments in spring of 2026.



**The Projected Total Visitors Including Players, Coaches, and Families per year**

Year 1	172,750
Year 2	175,598
Year 3	182,296
Year 5	203,172
Year 10	230,701

Source: 2015 Jefferson Parish Sports Complex Market and Feasibility Study

**5.10.4 Bayou Segnette State Park**

Located just minutes away from Churchill Park, Bayou Segnette State Park’s 676 acres offer a multitude of recreational opportunities for visitors of all ages -- boating, fishing, camping, canoeing, hiking, picnicking, playgrounds, swimming in the wave pool, as well as an ecosystem that showcases plants, trees and wildlife from both swamps and marshland.

Both salt and freshwater fishing are available because of the park's unique location. A boat launch allows visitors to explore areas not readily accessible by overland routes. Catches of bass, catfish, bream, perch, redfish and trout are common in the area. On land, picnic areas are available along with playgrounds for children. Group shelters are a perfect spot for large groups to gather.

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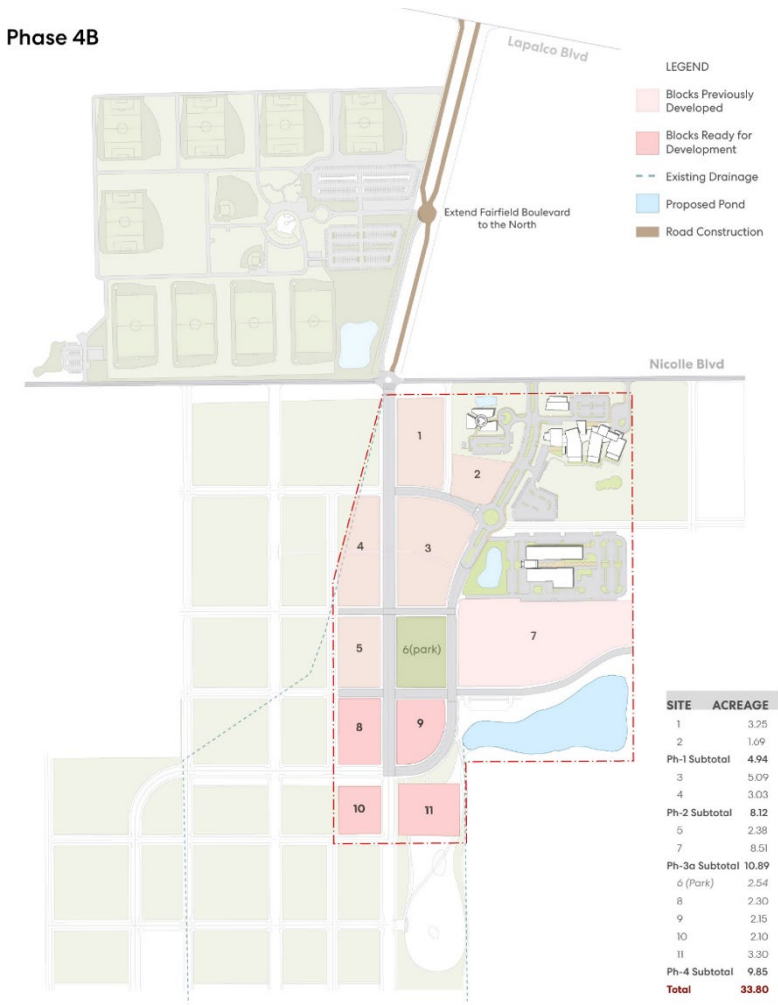
5.11. Potential Road Extension to Lapalco Blvd.

The Master Plan for Churchill Park takes development of the Alario Sports Complex into account, and projects construction of a new roadway to serve the interests both of the park and the Sports

Complex. The updated Fairfield Strategic Plan also recommends development of this connecting roadway.

The intent is two-fold: first, to improve access to Churchill Park generally; second, to ensure that peak-hour traffic exiting the Sports Complex after events has multiple options, allowing more rapid dispersal—versus all traffic having to exit south onto Nicolle Blvd.

(Initially, access to the Sports Complex will only be from the south from Nicolle Blvd., via an interior access road, which should be sufficient to service the facility’s early level of demand. The access road would eventually be converted into a north-south parkway, as shown.)



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JEDCO has included in this Appendix contract language pertaining to insurance, indemnification and related matters that will become part of the Ground Lease Agreement between JEDCO and the Preferred Developer. Minimum insurance requirements for construction services are a fundamental risk management tool designed to protect all parties involved in a project from the substantial financial and legal liabilities that can arise from accidents, injuries, or property damage. This section outlines the minimum levels of insurance and policies that are expected to be carried by the development team. **Respondents to this RFQ are not required to furnish insurance certificates to respond to this RFQ, however respondents should know that they will be required to provide JEDCO with proof of insurance coverage prior to the execution of the Ground Lease Agreement.**

### **Insurance and Indemnification**

The selected firm(s) shall secure and maintain at its expense such insurance that will protect it, and JEDCO, from claims under the Workers' Compensation Acts and from claims for bodily injury, death or property damage which may arise from the performance of services under this Agreement. All certificates of insurance shall be furnished to JEDCO and shall provide that insurance shall not be canceled without notice of cancellation given to JEDCO, in writing, on all of the required coverage provided to JEDCO. JEDCO may examine the policies at any time and without notice.

All policies and certificates of insurance of the selected firm(s) shall contain the following clauses:

- a. The firm(s)'s insurers will have no right of recovery or subrogation against JEDCO, it being the intention of the parties that the insurance policy so affected shall protect both parties and be the primary coverage for any and all losses covered by the below described insurance.
- b. JEDCO shall be named as additional insured on general liability and automobile liability with respect to negligence by the selected firm(s).
- c. The insurance company(ies) issuing the policy or policies shall have no recourse against JEDCO for payment of any premiums or for assessments under any form of policy.
- d. Any and all deductibles in the below described insurance policies shall be assumed by and be at the sole risk of the selected firm(s).

Prior to the execution of the contract, the selected firm shall provide at its own expense proof of the following insurance coverage required by the contract to JEDCO by insurance companies authorized to do business in the State of Louisiana. Insurance is to be placed with insurers with an A.M. Best Rating of no less than A:VI.

- a. **Workers' Compensation Insurance:** In the event the selected firm hires workers within the State of Louisiana it shall obtain Workers' Compensation Insurance. As required by Louisiana State Statute exception, employer's liability shall be at least \$1,000,000.00 per occurrence when work is to be over water and involves maritime exposures; otherwise, this limit shall be no less than \$500,000.00 per occurrence.
- b. **Commercial General Liability Insurance** with a Combined Single Limit of at least \$1,000,000.00 per occurrence for bodily injury and property damage.
- c. **Business Automobile Liability Insurance** with a Combined Single Limit of \$1,000,000.00 per occurrence for bodily injury and property damage, unless otherwise indicated. This insurance shall include coverage for bodily injury and property damage.
- d. **Professional Liability Insurance** in the sum of at least One Million Dollars (\$1,000,000.00)
- e. **Umbrella Liability Insurance:** An umbrella policy or excess may be used to meet minimum

requirements.

All policies of insurance shall meet the requirements of JEDCO prior to the commencing of any work. JEDCO has the right but not the duty to approve all insurance policies prior to commencing any work. If at any time any of the said policies shall be or becomes unsatisfactory to JEDCO as to form or substance, or if a company issuing any such policy shall be or become unsatisfactory to JEDCO, the selected firm shall promptly obtain a new policy, submit the same to JEDCO for approval and submit a certificate thereof as provided above. Upon failure of the selected firm to furnish, to deliver and maintain such insurance as above provided, the contract, at the election of JEDCO, may be forthwith declared suspended, discontinued or terminated. Failure of the selected firm(s) to take out and/or to maintain insurance shall not relieve the firm(s) from any liability under the contract, nor shall the insurance requirements be construed to conflict with the obligation of the selected firm(s) concerning indemnification.

### **Indemnification**

The selected firm(s) shall defend, indemnify and hold harmless JEDCO against any and all claims, demands, suits, costs, liabilities or judgments for sums of money, and fines or penalties asserted by any person, firm or organization for loss of life or injury or damages to person or property in connection with the services required to be performed by the selected firm(s). Further, the selected firm(s) hereby agrees to indemnify JEDCO for all reasonable expenses and attorney's fees incurred by or imposed upon JEDCO in connection therewith for any loss, damage, injury or other casualty pursuant to this section. The selected firm(s) further agrees to pay all reasonable expenses and attorney's fees incurred by JEDCO in establishing the right to indemnity pursuant to the provisions of this Section.

### **Covenant against Contingent Fees**

The selected firm shall warrant that it has not employed or retained any company or person, other than a bona-fide employee working solely for the firm, to solicit or secure this contract, and that it has not paid or agreed to pay any company or person, other than bona-fide employees working solely for the firm, any fee, commission, percentage, brokerage fee, gifts, or any other consideration, contingent upon or resulting from the award or making of the contract. For breach or violation of this warranty, JEDCO shall have the right to annul the contract with the selected firm without liability.

### **Governing Law and Jurisdiction**

All activities associated with this RFQ process shall be interpreted under Louisiana Law. All proposals and contracts submitted are subject to provisions of the laws of the State of Louisiana and Jefferson Parish Code of Ordinances; purchasing rules and regulations; standard terms and conditions, including specifications listed in this RFQ. The selected firm(s) does, by signing a contract pursuant to this RFQ with JEDCO, agree that the contract is made under the laws of the State of Louisiana, and for all purposes shall be interpreted in its entirety in accordance with the laws of said State. The selected firm(s) hereby agrees and consents to the jurisdiction of the courts of the State of Louisiana over its person. The parties hereto agree that the sole and exclusive venue for any suit or proceeding brought pursuant to this contract shall be the 24<sup>th</sup> Judicial District Court for the Parish of Jefferson, State of Louisiana.

### **Inspector General**

It shall be the duty of every parish officer, employee, department, agency, special district, board, and commission, and the duty of every contractor, subcontractor, and licensee of the parish, and the duty

of every applicant for certification of eligibility for a parish contract or program, to cooperate with the inspector general in any investigation, audit, inspection, performance review, or hearing pursuant to JPCO 2-155.10(19). Every corporation, partnership, or person contracting with JEDCO, whether by cooperative endeavor, intergovernmental agreement, bid, proposal, application or solicitation for a parish contract, and every application for certification of eligibility for a parish contract or program, attests that it understands and will abide by all provisions of JPCO 2-155.10.

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