

REQUEST FOR PROPOSALS (RFP)

**Volusia County Agrivoltaic & Vertical Controlled Environment Agriculture (CEA) Campus
Comprehensive Behind-the-Meter Utility Rights, Development, Cultivation & Advanced
Bio-Materials Processing Operations
Up to 25 Years**

Issuer:

JobsFlorida, Inc. (Florida 501(c)(4) Nonprofit Corporation)

RFP Issue Date:

June 16, 2025

Proposal Due Date:

August 31, 2025

Award Month:

September 2025

1. INTRODUCTION & PROJECT OVERVIEW

JobsFlorida invites qualified entities to submit proposals for the **exclusive rights to develop, own, and operate utility infrastructure, agricultural cultivation, advanced bio-materials processing, and commercialization activities** at the Volusia County Agrivoltaic & Vertical Controlled Environment Agriculture Campus (V-CEA Campus).

The V-CEA Campus encompasses:

- Approximately **12 million square feet of climate-controlled agriculture space**, including a dedicated **1.5 million square foot single-floor bio-materials cultivation area** and a complementary **1.5 million square foot processing and manufacturing floor**

- About **1 million square feet of cold storage**
 - Parking and EV charging infrastructure for 4,000 vehicles
 - A **44-acre controlled site** featuring:
 - Solar towers up to 320 feet integrated within the agrivoltaic system
 - 300 MW solar photovoltaic arrays
 - 35 GW Battery Energy Storage System (BESS) or phased pumped hydro options
 - Projected annual electrical consumption exceeding 1 terawatt-hour (TWh)
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2. FLORIDA ENERGY MARKET CONTEXT

Florida's fully regulated and vertically integrated electricity market restricts retail competition and third-party access. The project necessitates innovative **behind-the-meter ownership, operational models, and integrated AI-enabled utility management platforms** consistent with state regulations to enable self-sufficient clean energy operations.

3. SCOPE OF WORK

3.1. Agricultural Ownership & Site Stewardship (JobsFlorida Role)

- Retain **ownership and stewardship** of the 44-acre site and infrastructure land.
- Oversee compliance with Florida's **agricultural exemption statutes**, expediting permitting and minimizing fees under Chapters 193 and 570 of Florida Statutes.
- Manage land acquisition, environmental mitigation credits, and permitting milestones.
- Facilitate integration of agrivoltaic solar towers and closed-loop water recycling aligned with regional sustainability goals.

3.2. Utility Infrastructure Development & Operations

- Develop, design, engineer, construct, own, and operate **all behind-the-meter electrical and utility infrastructure**, including:
 - Solar photovoltaic arrays
 - Battery energy storage systems (BESS)
 - Water sourcing, treatment, and closed-loop recycling
 - AI-driven real-time utility management, monitoring, and carbon compliance platforms
- Provide up to **25 years exclusive utility rights**, coordinating with JobsFlorida to meet performance and environmental milestones.

3.3. Advanced Bio-Materials Cultivation & Processing Management (For-Profit Partner Role)

Cultivation Floor Management

- Develop and operate a **dedicated 1.5 million square foot single-tier cultivation floor** for specialized bio-material crops (cellulose, lignin, fibers, pigments, biomass, bio-propellants).
- Employ controlled environment agriculture optimized for vertically integrated growth of technology-grade bio-materials essential to microchips, batteries, solar panels, fiber optics, and defense composites.

Processing & Manufacturing Floor

- Manage the **1.5 million square foot processing floor** performing extraction, chemical refinement, polymer synthesis, composite manufacturing, and quality control operations converting raw biomass into finished bio-materials.
- Oversee tenant build-outs, capital deployment, pilot manufacturing, and R&D to accelerate commercialization.

Tenancing, Capital Deployment & Commercialization

- Solicit, onboard, and manage tenants specializing in bio-materials and advanced manufacturing technology.
 - Coordinate capital raising through venture capital, private equity, and government grants beyond agricultural scope.
 - Manage output supply chains, inventory, certification, and downstream integration into technology, energy, and defense manufacturing ecosystems.
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4. PROPOSAL REQUIREMENTS

Proposals must include:

- Demonstrated expertise in **large-scale CEA operations, bio-material extraction, and industrial/manufacturing environment management**.
- Evidence of **financial strength, capital raising ability, and commercialization experience** with bio-materials or related tech sectors.
- Capability to **deliver AI-driven operational management platforms** for both utility and cultivation/processing floors.
- Alignment with carbon-negative goals, sustainability, and regulatory compliance.
- Detailed technical approach for tenancing, capital deployment, and product commercialization.
- Commitment to partnership and milestone alignment with JobsFlorida.

5. COMMERCIAL TERMS & PAYMENT SCHEDULE

- The exclusive utility, cultivation, and processing rights are offered for a lump sum payment of **\$5,000,000**.
 - Payment terms:
 - Initial deposit of **\$500,000 due by September 30, 2025** upon option agreement execution.
 - Balance of **\$4,500,000 due by December 31, 2025**.
 - Management and operations fees, tenant revenue share models, and capital reinvestment terms to be detailed in proposals.
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6. INCENTIVES & GRANT ALIGNMENT

- The Site benefits from **Florida agricultural exemptions** (Chapter 193.461(3)(a)) facilitating expedited permitting and reduced fees.
 - The cultivation and processing floors qualify for various **state and federal R&D, manufacturing, and clean energy grants** outside agricultural scope, including Department of Defense and DOE programs.
 - Proposers should demonstrate grant and incentive solicitation experience and strategy.
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7. EVALUATION CRITERIA

- Technical and operational capabilities in complex utility, CEA cultivation, and bio-material processing operations.
 - Financial capacity and realistic capital deployment plans.
 - Innovation in integrated infrastructure and advanced bio-materials manufacturing.
 - Alignment with JobsFlorida's sustainability and social welfare mission.
 - Proven track record of delivering large-scale industrial and technology projects.
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8. QUESTIONS & CLARIFICATIONS

Submit inquiries in writing to:

Rob Ellis

President, JobsFlorida

rob@pink-construction.com
614-400-8762

9. SUBMISSION INSTRUCTIONS

Submit proposals electronically to: [Submission Email Address]

Deadline: August 31, 2025

Late or incomplete proposals will not be considered.

10. DISCLAIMERS

JobsFlorida reserves the right to:

- Reject any or all proposals.
 - Amend, suspend, or cancel the RFP at its discretion.
 - Negotiate with one or more respondents.
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11. CONFIDENTIALITY

All submitted materials will be treated confidentially in accordance with applicable laws.

12. ENTERPRISE VALUE & REVENUE POTENTIAL

- The utility rights alone project an annual contract revenue of approximately **\$20 million** from behind-the-meter energy consumption, yielding an estimated enterprise valuation uplift of **\$100 million to \$300 million** based on SaaS/UAAS multiples.
 - The advanced bio-materials cultivation and processing floors unlock **\$100 million+ in annual funding and product commercialization value** from high-tech plant-based biomaterials for energy, defense, and technology sectors.
 - Combined vertical integration significantly enhances operational control, innovation capacity, and investor appeal.
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Summary

This comprehensive RFP merges JobsFlorida's nonprofit agricultural land stewardship and utility infrastructure development with a cutting-edge for-profit bio-materials cultivation and processing management opportunity. It is designed to attract integrated teams capable of delivering both the **agricultural foundation and high-value bio-tech manufacturing** necessary to realize the vision for Volusia County's pioneering agrivoltaic and vertical farming campus.