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2	JACKSONVILLE CITY COUNCIL
3	SPECIAL INVESTIGATORY COMMITTEE ON JEA MATTER
4	
5	
6	INTERVIEW OF
7	ROBIN GREGORY SMITH
8	RODIN GREGORI GIIIII
9	
10	DATE TAKEN: Tuesday, June 9, 2020
11	TIME: 1:57 p.m. to 3:50 p.m.
12	LOCATION: Smith Hulsey & Busey One Independent Drive
13	Suite 3300 Jacksonville, Florida 32202
14	Examination of the witness taken before:
15	Terrie L. Cook, RPR, CRR, FPR, and a Notary Public
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17	
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24	
25	

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1			
2		ROBIN GREGORY SMITH,	
3	acknowledged having been duly sworn to tell the truth		
4	and test	ified upon his oath as follows:	
5		THE WITNESS: Yes.	
6		EXAMINATION	
7	BY MR. RU	JSSELL:	
8	Q	Tell us your full name, please.	
9	Α	Robin Gregory Smith.	
10	Q	In connection with this interview, did you	
11	speak to	anybody other than Mr. Murphy about the	
12	interview?		
13	Α	No.	
14	Q	Did you review any documents in preparation for	
15	this interview?		
16	Α	No.	
17		THE REPORTER: Okay. Y'all are already too	
18	low.		
19		(Brief interruption.)	
20	BY MR. RU	JSSELL:	
21	Q	Let me just get a little bit of brief	
22	background about your work history. Did you graduate		
23	from college?		
24	Α	University of Florida.	
25	Q	The degree in?	

1 Mechanical engineering. Α And what was your job out of college? 2 Q Out of college, my first job was actually 3 working doing hazardous material remediation, asbestos, 4 5 lead paint, things like that. 6 Q And --7 Α Shortly after that I started working for a 8 civil engineer. 9 Q When -- between working for that civil engineer and coming to J- -- the City of Jacksonville, how long 10 11 was that? 12 So I would think 2005, 2004, so 15 years, Α 13 whatever. 14 Okay. So you've held some other jobs in O 15 between? 16 Α Yes. Were they all in the engineering field? 17 Q 18 Α Engineering construction. 19 Q Okay. If you'd look in your folder there. 20 This will become Exhibit 1. It's an announcement, JEA 21 Announces Negotiation Team Changes. Have you seen this document before, Mr. Smith? 22 23 Α Yes, I believe I've seen this before. 24 (Exhibit 1 was marked for identification.) 25 Okay. Do you know who prepared this document? Q

1 Α I do not. Okay. Did you know before the date of this 2 3 document, which is 11/22/2019, the public announcement 4 of your appointment as negotiator for the INT [sic] 5 process for JEA, that you had been appointed? 6 Α Could you ask the question again? 7 Q Yeah. Sure. Probably ask it better too. 8 Did you know before this announcement that you had been appointed as a negotiator? 9 10 Α Yes. 11 Q Okay. Do you know why new negotiators were 12 needed? Α I do not. 13 14 In the announcement, it says you were made 15 available to be a negotiator, who made you available? 16 Α My boss. I guess Brian Hughes would be the --17 Q Do you know who chose you to be the Okay. 18 negotiator? 19 No, I -- I do not. I know I interviewed with 20 Brian Hughes and the OGC Jason Gabriel. 21 Q In connection with becoming negotiator? 22 Α Yes. In that interview, did you have any 23 Q Okav. 24 clues as to why you were being chosen? 25 Α I have extensive experience in utilities. Yes.

```
I handle all the engineering construction, RFPs, RFQs
 1
    for the City so I have pretty extensive experience in
 2
 3
    the procurement process as well.
        Q
             Did you recall asking any questions of either
 4
    Mr. Hughes or Mr. Gabriel about your role as
 5
    negotiator?
 6
 7
        Α
             General -- general questions about what that
    role would mean?
9
             Did you receive any instructions from
    Mr. Gabriel about your role as a negotiator?
10
                  No.
11
        Α
             No.
                       None.
12
             How -- how about Mr. Hughes?
        Α
             No.
13
14
             In this meeting with Mr. Gabriel and
    Mr. Hughes, did you talk about any specific --
15
             MR. MURPHY: Well, you're assuming it's the
16
17
        same meeting.
18
        Q
             Yeah, it is the same meeting. It was not the
19
    same interview.
20
        Α
             They -- it was not the same. It was two
21
    separate interviews.
22
        Q
             Okay. Do you know -- I mean, the announcement
    will help you figure it out, the first meeting with
23
    David Hurth?
24
```

The first meeting with the negotiating team?

25

Α

```
1
        Q
             The first meeting with -- the meeting with
    Brian Hughes and Jason Gabriel?
 2
 3
             I don't recall exactly when. It would have
    been a day or two before this announcement.
 4
        Q
 5
             Okay. Did you meet again with Brian Hughes and
    Jason Gabriel?
 6
 7
        Α
             No.
 8
             Well, I was trying to ask still about that
9
    first meeting.
10
             MR. MURPHY: Yeah. I think you're still
11
        confused.
                   There was a meeting with Brian Hughes and
12
        there was another separate meeting with Jason
        Gabriel.
13
             MR. RUSSELL: Okay.
14
15
             MR. MURPHY: And you're assuming it's the same
16
        meeting.
17
             MR. RUSSELL: I was.
                                   Yes.
18
             MR. MURPHY: Yeah.
19
             MR. RUSSELL: So they're separate meetings.
20
    BY MR. RUSSELL:
21
        Q
             Of those two persons you met with, you
22
    described Brian Hughes and Jason Gabriel, who did you
23
    meet with first?
             I met with Brian Hughes first.
24
        Α
25
             And at that point in time, had you already been
        Q
```

chosen or were they making up their mind about whether 1 you would be chosen? 2 3 It was my impression that I was interviewing for the position. 4 Okay. Do you recall in connection with this 5 Q 6 interview the questions that you were asked by 7 Mr. Hughes? 8 Α I -- I don't recall specific questions. Ι 9 recall the general tone of the questions. 10 Q Okay. 11 They were regarding my qualifications and --Α 12 and my work history. And how long after your meeting with Mr. Hughes 13 Q 14 was your meeting with Mr. Gabriel? 15 I -- I believe it was later the same day. Okay. Did Mr. Gabriel advise you of any 16 Q 17 specific instructions concerning the INT process if you 18 were selected? 19 Α He did not. 20 Q Didn't tell you it was confidential and you 21 should not talk about it to anybody outside of the INT 22 group? 23 I do not recall any discussions of that. Α 24 Q Okay. You were selected as one of the three 25 negotiators; is that correct?

1 Α Yes. Okay. And you participated in the INT process 2 3 that went on for a good part of April and a good part of December. 4 During that INT process, did you talk any 5 6 further with Brian Hughes about what you were doing as a 7 negotiator? 8 Α First of all, it's ITN process, I assume --9 Q I'm sorry, ITN. -- is what you're talking about. But, no, I 10 11 never had another conversation with Brian Hughes about 12 the process. 13 Did you communicate in any way, e-mail or text, Q 14 with Mr. Hughes about the ITN process? 15 Α No. Any further communications with Jason Gabriel 16 Q about the ITN process? 17 18 Α No. 19 When you were appointed negotiator, had -- you 20 know if the other two negotiators had been chosen? 21 Α No, I do not know. 22 Okay. Did you -- how did you learn who the Q 23 other two negotiators were? Quite frankly, I don't recall how I knew. 24 Α 25 Prior to commencing the ITN process, did you Q

```
1
    talk with either of the other two chosen negotiators?
 2
             I mean, they're both colleagues. I mean, I've
 3
    had conversations with them, but never discussing the
    ITN process.
 4
 5
             It's a broad question because it covers the
 6
    whole INT period from your first meeting as a group and
 7
    then your meetings with the bidders and then more
 8
    meetings of the negotiating group.
 9
             Did you and the other two negotiators,
10
    Stephanie Burch and Randall Brian [sic], ever talk about
11
    the ranking of the bidders, what bidders you think were
12
    in what position on the list?
13
        Α
             No. And it's Randall Barnes.
14
             What did I say?
15
             I think you said Brian.
        Α
16
        Q
             Brian. Oh, Randall Barnes. That's the name
    the first time.
17
18
             MR. RUSSELL: Let's go ahead and attach this
19
        document as Exhibit 2.
20
             (Exhibit 2 was marked for identification.)
21
    BY MR. RUSSELL:
22
        Q
             It's a letter to you, Mr. Smith, asking you --
23
    directing you to come to this interview and
24
    acknowledging that you've agreed to do so; is that
25
    correct?
```

1 Α Yes. 2 Would you hand that to the court reporter and 3 she'll mark that one as 2. Α (Witness complies.) 4 You spoke about you believe your experience in Q 5 6 utilities was one of the reasons you were chosen. you have any prior experience, prior to this event, 8 Mr. Smith, in negotiating extremely large dollar sales 9 of assets, in the billions of dollars? So it -- at that dollar value, I had not had 10 11 any previous experience, but extensive experience in 12 procurement of multimillion dollar projects. Okay. Now, you said procurement. That's my --Q 13 14 RFP process, RFQ process, negotiations, 15 contract negotiations, all -- all facets of that. 16 Q And selling those not billions, but million dollar assets? 17 18 Α In some cases. 19 Q Okay. Can you give me an example of a 20 multimillion dollar asset, whose sale you were involved 21 in? 22 I can't think of it off the top of my head Α 23 right now. 24 Q Prior to your being appointed as one of the

negotiators, there was a group of evaluators who ranked

25

```
1
    the bidders. And one of those bidders was E&W
    Development Corporation. Do you know why E&W
 2
 3
    Development Corporation did not continue in the process,
    the ITN process?
 4
             I don't know.
 5
             There are a number of sessions with -- I think
 6
        Q
 7
    you were being the negotiator, I think there were eight
 8
    bidders still, there were eight bidders that were still
9
    in the process, if you recall, during that period of
    time, those multiple meetings, do you recall ever asking
10
    any bidder a question?
11
12
             Me personally asking the --
        Α
             Yeah.
13
        Q
14
        Α
             No.
15
             Do you recall, in all -- all those sessions
        Q
16
    with the bidders, ever answering a question asked by a
17
    bidder?
18
        Α
             Me personally answering a question, I do not
19
    recall ever answering a question asked by a bidder.
20
        Q
             Did you ever have any reason to talk with our
21
    mayor about the INT process?
22
             MR. MURPHY:
                           ITN.
23
             MR. RUSSELL:
                            ITN.
                                  Sorry.
                                          Thank you.
                                                       Don't
24
        put that up on the transcript that I'm messing up
25
        that word.
```

```
1
             MR. MURPHY: Just that I corrected him.
 2
        Q
             ITN.
                   Did you speak to the mayor about the ITN
 3
    process?
 4
        Α
             No. I have not. And to -- I have never
    actually spoken with the mayor.
 5
                    I think we confirmed before I asked it
 6
             Okay.
 7
    narrowly, during the IN- -- ITN process, did you ever
 8
    communicate by text or cell phone to anybody about that
9
    process?
10
        Α
             No.
11
        Q
             Going to the next document, which will be
12
               It's an invitation to negotiate, which is
    Number 3.
13
    what ITN means. Were you given this document,
    Mr. Smith?
14
15
        Α
             This document was made available to me.
16
             (Exhibit 3 was marked for identification.)
17
        Q
             And did you read it and understand it?
18
        Α
             Yes.
19
             Did you have an understanding in terms of the
20
    minimum requirements of a bid that that bid, in order to
21
    meet the minimum requirements established for the ITN,
22
    would have to satisfy the -- what's referred to as the
23
    Plant -- Plant Vogtle liabilities?
24
             It was my understanding that the -- the
        Α
25
    proposal had to have a plan to deal with those
```

```
1
    liabilities.
             Okay. And can you explain to me what you mean
 2
    by "deal with those liabilities"?
 3
        Α
             So there's multiple different scenarios laid
 4
 5
    out. And we were open to scenarios that we -- that had
 6
    not been thought of. We were part of the -- it was
    looking for creative ways to handle the situation.
 8
        Q
             Okay.
                    Did you have a cell phone during the
9
    time of the ITN process, which would have been November
    19 and December 19, 2019?
10
11
        Α
             Yes.
12
             Was that a cell phone provided to you by the
        Q
    City of Jacksonville?
13
14
        Α
             Yes.
15
        Q
             What was the number for that cell phone?
16
             (904) 801-9603.
        Α
             Do you recall the manufacturer of the phone,
17
        Q
18
    what type?
19
        Α
             Do I recall -- it was an iPhone.
20
        Q
             Okay. And who was the cell phone provider for
    that phone in November 2019 and December 2019?
21
22
        Α
             The service provider?
23
        Q
             Yes, sir.
             To -- to be honest, I don't recall.
24
        Α
                                                   It's a --
25
    it's a phone that's provided to me by the City.
                                                       I'm not
```

```
1
    sure who the service is through.
             Do you still have the same cell phone?
 2
        Q
        Α
 3
             Yes.
 4
        Q
             Okay. Did you ever send any text from that
    cell phone related to the ITN?
 5
 6
        Α
             No.
 7
        Q
             Did you ever make any calls on that cell phone
 8
    relating to the ITN?
9
        Α
             Not that I recall.
             Do you have on your phone the texts that were
10
        Q
    sent in November -- by you in November of 2019 and
11
12
    December of 2019?
13
             Do I have them currently on my phone?
        Α
14
        Ŋ
             Yes.
15
             I do not.
        Α
16
             Could you explain that to me, please?
        Q
             So it appears that sometime in March, when I
17
        Α
18
    reset my phone, I lost all the text messages on that
19
    phone.
20
        Q
             And you have no understanding as to how that
21
    happened?
22
        Α
             I reset the phone.
23
        Q
             Right.
24
        Α
             I did not intend to delete the phone, that's
25
    not why I was resetting the phone, but apparently that
```

```
has -- is what happened.
 1
             Let me show you this: I don't have it in the
 2
 3
    package and you may not recall it at all, but just in
    case. Actually, it was about that time.
 4
             And you said when you inadvertently deleted the
 5
    texts from your phone was in March --
 6
        Α
             Uh-huh.
 8
             -- were you aware of this memorandum signed by
9
    the General Counsel of Jacksonville and Rory Diamond,
10
    requiring that anybody in possession of JEA information
11
    protect and preserve that information?
12
        Α
             I was not aware of this.
13
        Q
             We're going to mark that as 3, please.
14
             MR. MURPHY:
                          Be 3A?
15
             MR. RUSSELL: Yeah, 3A. Thank you.
16
             (Exhibit 3A was marked for identification.)
    BY MR. RUSSELL:
17
18
        Q
             I'm not the technician, the IT guy. What do
19
    you mean by resetting the phone?
20
        Α
             So to be frank, I -- I went through a divorce
21
    in March. I had literally shared accounts on my phone.
22
    We had a family plan through Apple. And following my
    divorce, which was finalized in March, it was my desire
23
24
    to remove any trace of my ex-wife from my cell phone.
25
    So I reset the phone, signed out of my account, signed
```

```
back into my account. And only recently did I realize
 1
    that those texts were not there.
 2
        Q
 3
             Okay. It's a City-owned phone, does the bill
    for that phone go to the City?
 4
        Α
             Yes.
 5
             And you use it for City business?
 6
        Q
 7
        Α
             Yes.
 8
        Q
             And you use it for personal business also?
9
        Α
             I try not to, but my ex-wife was not very
10
    discriminating.
11
        Q
             Okay. Do you, on the cell phone, use the
12
    iTunes service?
             Not on my City cell phone.
13
        Α
14
             Did you ever back up or save the data that was
        Q
15
    on your City cell phone?
16
        Α
             Yes.
             Okay. And what, I guess, I understood from
17
        Q
18
    what you're saying, in addition to your City phone, you
19
    have a personal cell phone?
20
        Α
             Yes.
21
             Okay. And did you use that for any City
    business?
22
23
        Α
             Never.
             Okay. I spoke with your lawyer before this
24
        Q
```

interview and if for some reason we were able to retain

25

```
cell phone records, will you answer questions about
 1
    those records in the future?
 2
 3
             I don't see why not.
             We'll make it -- we'll make it -- probably over
        Q
 4
    the phone.
 5
             THE REPORTER: I'm sorry, I didn't get your
 6
 7
        answer.
 8
        Α
             Yes.
9
             The iTunes was only on your personal phone?
             ITunes I view is on my personal phone.
10
        Α
11
        Q
             Okay. It was never on the City phone. And you
12
    never used the personal phone for City business?
        Α
             No, no.
13
14
             During the ITN process, there were materials
15
    handed out to you by -- in connection with the event,
16
    the meeting or the session with the bidders?
17
        Α
             Uh-huh.
18
        Q
             Did you save any of those materials?
19
        Α
             No.
20
        Q
             What did you do with them?
21
        Α
             Returned them at the end of the meetings.
22
        Q
             Was that something that happened routinely,
    somebody come around at the end of each meeting and pick
23
24
    up the documents that the negotiating time had been
25
    given?
```

A Yes.

Q During this process that was almost two months and at the end of the process you were going to make the decision, you three negotiators, as to whom -- as to what entity was the best bid, did you take notes in that two-month period?

A I did not.

Q So you were going to make the decision of who would be the best bidder on this multibillion dollar asset with just your recollection?

A No, not at all. We were expected to have updated proposals from all the bidders so we -- I intended to make selection from those updated proposals.

Q During the INT -- ITN process in which there were meetings or telephone calls with bidders, were there ever any efforts by the negotiation team to cause bidders to drop out of the process?

A No.

Q Did you ever hear in the phone calls, particularly, a negotiator tell a bidder that their bid was far off the mark?

A I don't recall that.

Q You don't recall Stacey Burch telling that to multiple bidders on the phone?

1 MR. MURPHY: Stephanie Burch. Stephanie Burch. 2 MR. RUSSELL: 3 I don't recall her using the phrase far off the mark. 4 Q How about along with -- well, what phrase do 5 6 you recall her using in discussing the bidders? 7 I -- I recall, in general, there was discussion 8 that certain bidders would need to increase their bid if 9 they wanted to be competitive. But that -- my recollection is that's something that we really told all 10 11 bidders. It was a -- it was a -- my impression, it was 12 a tactic to get a better proposal from the -- from the 13 bidders. 14 Do you recall that that kind of comment was 15 made to NextEra? 16 I don't recall specifically, but the -- the tone of every -- even with -- with all firms, the tone 17 18 was to elicit the best offer out of every firm. 19 These calls were transcribed, that's why I can 20 ask these very specific questions. And if you don't recall, that's fine. 21 22 Do you recall, during these phone calls with the bidders, and I think they began on December 4th, 23 24 2019, that some bidders were told they had a long way 25 to go?

- 1 Α I do not recall that phrasing. Okay. Or the phrase "have little chance of 2 3 succeeding unless the bid was materially increased"? 4 Α Again, I don't recall that specific statement. Q During the ITN process, do you recall observing 5 6 Stacey Burch and Aaron Zahn meeting separately from the 7 rest of the group? Α Stephanie Burch? 9 Q Yes. 10 No, I do not recall. Never seen them. 11 Q Do you recall during the December 4th -- I 12 think it was December 4th and December 5th, that the 13 bidders were told that the bids would need to be 14 submitted to the JEA board by January 30, 2020? I don't recall the specific date, but I -- I --15 16 generally that's -- that sounds correct. 17 Q In the ITN that you reviewed, I believe it 18 provided for a different time line and -- do you recall 19
  - when the ITN process began that there was a time line
    that called for the submission of bids at the end of
    March in 2020?

    A I do not recall that.

    Q Okay. So you don't know whether January, end

20

21

22

23

24

25

of -- that is, before January 20, '20, was a changed date?

A I do not recall.

- Q Do you recall the bidders having any reaction
  when they were told the submission date would be January
  20, 2020?
  - A Not specifically. I -- I do recall the -- the time line was -- was tight for all bidders.
  - Q Do you recall one bidder not complaining about the time line and saying there would be no problem for them?
  - A I do not recall that. And my -- my recollection is that there -- there was frustration from all bidders at the time I was associated with it.
  - Q Did anyone suggest to you who you should select as the winning bidder?
- 15 A No.
- 16 Q You never had a discussion within the group of who is going to be the selected bidder?
  - A No. We -- I mean, we -- we were always waiting for the revised proposals to begin our evaluation. In my mind, I never even began the valuation of which was the best proposal.
  - Q For the conversations that happened with the bidders on the telephone beginning on December 4th, can you describe to me how that process worked?
- A Well, there's many different kinds of

```
conversations. So typically the -- the lead -- the lead
 1
 2
    -- the JEA negotiation team, Jenny or John would
    schedule a call. We'd all show up at that time of day,
 3
    the experts that were needed for that call would all be
 4
 5
    there and we would make the phone call. And, you know,
 6
    if it was an information session, we'd be -- you know,
 7
    the bidder could ask questions, we'd answer them,
    vice-versa.
 9
             Sometimes it's -- you know, there's actual
10
    negotiations happening, but, you know, there was a lot
11
    of different sort of -- it wasn't a one type of phone
12
    call, I guess.
13
             Okay. But structurally, the phone calls that
        Q
14
    were being made by the JEA negotiation team were made to
    one bidder at a time?
15
16
             Yes.
        Α
             And then for a set period of time and then
17
        Q
18
    you'd move on to the next scheduled bidder?
19
        Α
             It's a one bidder's team, right.
20
        Q
             Yes. One bidder's team would get the next
21
    phone call?
22
        Α
             Yes.
23
        Q
             You would do that with each of the eight
24
    bidders that were still in the process?
25
        Α
             Yes.
```

```
Okay. And there was a separate call then to
 1
        Q
    NextEra?
 2
        Α
 3
             There were.
 4
        Q
             You need answer out loud.
             I'm sure -- I'm sure there was -- there was
 5
        Α
 6
    many calls with NextEra.
 7
        Q
             And do you recall NextEra being told in that
 8
    separate call that you are very competitive in this
9
    process -- excuse me, the word very isn't there -- that
10
    you are competitive in this process?
11
        Α
             I don't recall that specifically.
12
        Q
             Do you recall any others that are being told
13
    anything like that?
14
        Α
             I do not recall.
15
             MR. RUSSELL: What number are we up to?
16
             THE REPORTER:
                             4.
17
             MR. RUSSELL: Go ahead and make this 4A.
                                                         Ιt
18
        was a transcript I was reading from and it was a
19
        transcript from the December 4th call to -- and it
20
        says on top NextEra, Negotiation Session, NextEra
21
        Energy. If you'd hand that to her, please.
             THE WITNESS:
22
                           Sure.
23
                           We'll make this 4A so I don't
             MR. RUSSELL:
24
        mess up my numbering.
25
             THE REPORTER: You haven't marked 4 yet.
```

```
1
             MR. RUSSELL: We don't have a 4 yet?
             THE REPORTER: No.
 2
 3
             MR. RUSSELL: So that will be 3A.
             MR. MURPHY: We already have 3A.
 4
             THE REPORTER: You already have 3A.
 5
 6
             MR. MURPHY: You want to make it 3B?
 7
             MR. RUSSELL:
                           Yes.
 8
             (Exhibit 3B marked for identification.)
    BY MR. RUSSELL:
9
             Did you ever receive, Mr. Smith, a set of
10
        Q
11
    written instructions that you were to follow in
12
    determining and evaluating a bid?
             No, not that I recall. There was -- you know,
13
        Α
14
    the ITN process was laid out in the document we looked
15
    at earlier. And, yeah, I don't recall any specific
16
    document telling me how to evaluate this, no.
        Q
             There wasn't a list of factors and how those
17
18
    factors should be weighed?
19
             There was differently factors of, you know,
20
    different -- different goals that the INT process was to
    achieve. And to be clear, you know, I -- I wasn't -- I
21
22
    was not looking at the process as a sale. There was a
23
    lot of different options besides selling the asset.
24
             So, you know, there was -- it wasn't -- to me,
25
    it wasn't just a bid for a sale. It was a lot of
```

different criteria, as you said, some community 1 2 criteria, things like that, that were to be taken into 3 consideration. Q Okay. But for the --4 I don't remember the exact -- what they are, 5 but I know they are -- like you said, four or five 6 7 specific criteria. 8 Q Just conceptually, if you were going to give a 9 criteria, did it end up with a numerical score where 10 you -- was each criteria going to have a numerical 11 score? 12 Α So we -- we, the negotiating team, intended to develop how we were going to score these, 13 14 you know, once we had received a bid. So we didn't --15 because it was -- you're not just comparing dollars to dollars, we were going to have to get creative on how we 16 scored them. So there wouldn't -- there would have been 17 18 some sort of scoring system, but we never discussed 19 that. 20

Q Okay. The negotiation team did receive bids, didn't it?

21

22

23

24

25

A There -- the bids that were received were received well before we were the negotiation team. We in -- in our -- the process we were going through was receiving a second set of bids that we would then grade

```
1
    those second revised proposals.
 2
             Okay. And to grade the second revised set of
 3
    proposals, you never received any instructions?
        Α
             No.
 4
             Did you ever see the criteria by which the bids
 5
        Q
 6
    were ranked before you were appointed?
        Α
             I do not recall seeing that.
 8
        Q
             The sheet with numbers on it, you don't recall
    that --
9
10
             I do not recall.
        Α
11
             -- of each of the bidders?
        Q
12
        Α
             I do not recall seeing that.
             In connection with the bids that you would
13
        Q
14
    ultimately evaluate, what was your understanding,
    Mr. Smith, about how many bids would be submitted to the
15
16
    JE board -- JEA board for consideration?
17
        Α
             How many -- how many bids of -- of the ones we
18
    were scoring?
19
        O
             Yes.
20
             My intention was to provide one proposal from
    the -- from the process.
21
             If you'll look at the next document, which will
22
        Q
23
           It's an agenda dated 11/25/2019. And its purpose
24
    was a negotiation strategy session. And the document
25
    shows that you did not attend this initial negotiation
```

```
1
    strategy session?
             I -- I don't recall just -- just specific
 2
 3
    date.
 4
             (Exhibit 4 was marked for identification.)
             Okay. You don't recall that the --
 5
        Q
 6
             I mean, I did -- so the -- if I'm looking at
 7
    the agenda, I recall a meeting where we went through
 8
    that agenda. And so if there's no other one that has my
 9
    name on it with that agenda, then that's perhaps an
10
            I do remember going through the negotiation
11
    appointment letter, through -- through all these things.
12
    I don't recall what day it was.
        Q
             Tell me about the negotiation -- the
13
14
    negotiator appointment letter. What was that?
15
    never seen it.
16
        Α
             I believe it's the letter that you just
    refer- -- that you had at the beginning. It just -- as
17
18
    far as I recall, it just said the new team is the three
19
    of us.
20
        Q
             This announcement was the negotiator
    appointment letter?
21
22
        Α
             It was that or something very similar to that.
23
        Q
             Okay. And item number 2 on this agenda is
24
    negotiator training. Tell what that was about.
25
        Α
             I -- my recollection is kind of walking through
```

```
1
    the ITN document, discussing the goals. There was some
    discussion of the JEA procurement policy. We were
 2
    provided with that. I don't recall whether we reviewed
 3
    it or not. Just basic things like that.
 4
        Q
 5
             Okay. How long did that training session
    last?
 6
 7
             I recall that meeting lasting in the range of
    an hour or so.
9
        Q
             Okay. The -- the individual component part was
    negotiating training, of that hour, how much was devoted
10
11
    to the negotiator training?
12
        Α
             I don't recall.
             Less than an hour?
13
        Q
14
             Less than an hour.
15
             Was the bulk of the meeting devoted to
        Q
16
    negotiator training, if you recall?
17
             Looking at the agenda, it -- I re- -- yes, that
        Α
18
    would have been the bulk of the -- the discussion.
19
        ()
             Okay. Okay. Do you recall who did the
20
    negotiator training?
21
        Α
             John McCarthy.
22
        Q
             And the last item was scheduling negotiator
23
    strategy sessions. Do you recall how many negotiator
24
    strategy sessions were actually scheduled?
```

25

Α

I do not.

```
1
        Q
             At this meeting on October 25th, did y'all
 2
    discuss, in connection with negotiating training, any
 3
    of the goals that were to be achieved in the ITN
 4
    process?
             So just to be clear, this meeting was November
 5
        Α
 6
    25th, not October, and I do not recall if I was actually
    at this specific meeting.
 8
        Q
             Okay. Do you recall any negotiator sessions,
    meaning negotiator strategy sessions, in which the topic
 9
10
    of goals to be achieved were discussed?
11
        Α
             Only the goals that were outlined in the ITN.
12
        Q
             Okay. If you'll hand that to the court
    reporter and she can mark that as Number 4.
13
                                                  This is
14
    4.
15
             (Witness complies.)
16
        Q
             And this is 5. This is another agenda for a
    Negotiation Strategy Session and it is the day after 4,
17
18
    the 26th, you were at this one according to the
19
    attendees?
20
        Α
             Uh-huh.
21
        Q
             You need to say yes.
22
        Α
             Yes, I was actually reading.
             Thank you. The revised replies, can you tell
23
        Q
24
    me what that is, please?
25
        Α
             That was discussion about what we expect the --
```

```
1
    the revised proposals to be.
 2
        Q
             Okay. They weren't here at this meeting?
 3
        Α
             No.
        Q
             They were coming sometime in the future?
 4
             That was a discussion of when we expect to end
 5
        Α
 6
    this process to make the selection.
 7
        Q
                    And explain to me the concept of -- if
             Okav.
 8
    you can, please, subject matter experts?
9
        Α
             The concept of subject matter experts?
10
        O
                    What were they?
             Yeah.
11
             People who had specific knowledge of JEA's
12
    interbusiness that were helpful in the process.
        Q
             So a subject matter expert throughout this
13
14
    process was a JEA employee?
15
             So I believe the subject matter experts were
    JEA employee -- there was also consultants. I -- they
16
    had a different -- I don't believe they were called
17
18
    subject matter experts, they had a different name,
19
    but --
20
        Q
             Okay.
21
             -- there were JEA employees and consultants
    that were helping us with the process.
22
23
        Q
             And do you recall that the consultants were,
    some of them, lawyers?
24
25
        Α
             Yes.
```

```
1
        Q
             Do you recall what law firms provided
 2
    consultants that you worked with?
 3
             I mean, they're listed here. Foley & Lardner
    is one that I recall.
 4
 5
        Q
             All right. Do recall working with another law
 6
    firm, Pillsbury? Master, I think is the second name.
 7
        Α
             The name Pillsbury is familiar. I'm not sure
 8
    which representative from them, but I do recall the
    name -- the name Pillsbury.
9
             Of the appointed three negotiated, as we saw at
10
11
    the beginning of this interview, was one of those three
12
    designated as the lead negotiator?
             Was selected as a lead negotiator, yes.
13
        Α
14
        O
             Who was that?
15
        Α
             Stephanie Burch.
16
        Q
             And who made the selection that Stephanie
    would be the lead negotiator?
17
18
        Α
             The negotiation team; Randall, Stephanie and
19
    Ι.
20
        Q
             So there was discussion of it and you and
21
    Randall agreed that it would be Stephanie?
        Α
22
             Yes.
                    It didn't happen where she was first
23
        Q
             Okav.
24
    appointed? It was actually sometime after that?
25
             No, I -- my recollection is that it was in one
        Α
```

```
1
    of these meetings and there should be a transcript of
    it.
 2
 3
        Q
             Okay.
 4
        Α
             It was -- it was definitely the three of us,
 5
    though.
             And it was at one of the meetings, then it was
 6
        Q
 7
    done with others present because I don't remember any
 8
    transcripts that was just of the three --
9
        Α
                  I mean, it was -- it was in a strategy
10
    session with the --
11
        Q
             Right.
12
             -- the JEA. I don't remember exactly who was
13
    there at the time.
14
             And by designating Stephanie Burch as the
15
    lead negotiator, what was that intended to allow her to
16
    do?
             My -- my -- my impression is it allowed us, as
17
        Α
18
    a team, to streamline this process. And she could act
19
    as the spokesperson for the team during the -- during
20
    these sessions.
21
             Okay. For this 26 -- 11/26/2019 meeting --
        Q
             Uh-huh.
22
        Α
23
             -- do you recall anything that you actually
        Q
    did, said?
24
25
             At this 11/26? Not specifically.
        Α
```

```
1
        Q
             Anything you participated in particularly?
 2
             I mean, I participated in the meeting.
                                                      I don't
 3
    recall exactly what I said during the meeting.
 4
             MR. RUSSELL: Okay. If you'd hand Number 5 to
        the court reporter.
 5
                           (Witness complies.)
 6
             THE WITNESS:
 7
             (Exhibit 5 was marked for identification.)
    BY MR. RUSSELL:
9
        Q
             Do you recognize the document that I had marked
    as Number 6, Mr. Smith?
10
11
             So this would have been -- this was issued
12
    before I would have been part of the team, but it -- the
    substance of this looks familiar. I -- I don't know
13
14
    that it's specifically this document that I've seen, but
15
    I've seen some -- it looks familiar.
16
             (Exhibit 6 was marked for identification.)
17
        Q
             Okay. What we just looked at in 5, you --
18
    there was something that said revised replies?
19
        Α
             Yes.
20
        Q
             And you were at this meeting, waiting to begin
21
    reviewing those; is that correct?
             I --
22
        Α
             You didn't have them at --
23
        Q
24
             No, at that -- we were discussing what those
        Α
25
    revised replies would look like.
```

```
1
        Q
             Is it --
             We did not have the -- the replies.
 2
        Α
 3
        ()
             This says it's a Revised Reply and it's dated
    October 29th, 2019.
 4
             MR. MURPHY: It says, Revised Reply Instruction
 5
        to be fair.
 6
 7
             MR. RUSSELL: Okay. I'm sorry. That's
 8
        correct.
9
             So this -- this is giving guidance to those
10
    respondents on what those revised replies should look
11
    like is my understanding of this document.
12
        Q
             Okay. Did you review this document?
             I don't know that I reviewed this exact version
13
        Α
14
    of this document, but a document very similar to this,
15
    yes.
16
             Okay. Turn to Page 3, if you would, please.
        Q
17
        Α
             Okay.
18
        Q
             And Page 3 addresses, I think in its entirety,
19
    the Plant Vogtle issue?
20
        Α
             It -- I don't know about its entirety, but it
21
    discusses that issue, yes.
22
        Q
             Well, the whole page is --
23
        Α
             Yes.
24
        Q
             -- devoted to --
25
        Α
             Most of the page, yes.
```

```
1
        Q
             And it provides a number of different options
    by which a bidder could deal with the Plant Vogtle
 2
    liability?
 3
        Α
 4
             Yes.
        Q
 5
             Okay.
             It looks like it.
 6
        Α
 7
        Q
             And when the revised bids were actually
 8
    submitted, did the bidder -- bidder select different
    alternatives?
9
10
             The revised bids were never submitted.
11
        Q
             Okay. I understood that the updated revised
12
    replies never got submitted, but the revised replies,
13
    they were, in fact, submitted, weren't they?
14
             So I know -- I don't -- I don't know what the
15
    -- the answer to the question you're asking.
16
    recollection is that we did not have final replies to
17
    review.
18
        Q
             Okay. Did you ever review any replies?
19
        Α
             There -- yes, before we started the process,
20
    there was already a reply --
21
             Okay.
        Q
22
             -- from all eight of them -- of them.
        Α
             Okay. And this reply here would have been --
23
        Q
24
    the response to this request for a reply would have
25
    already existed when you were appointed?
```

- A Yes.

  Q Okay. And then what I think you're suggesting

  is you're -- you're to the end of the process, a request

  for an updated revised reply went out and none of those

  ever came in for you to see?
  - A Yes, that sounds accurate.
  - Q Okay.

6

7

8

9

10

11

12

13

14

16

17

- A We never -- I never had in my possession what I considered to be final replies from any of the respondents to review.
- Q You -- do you know why this document -- the request for revised reply provides a substantially expand -- substantial definition of the term gross proceeds?
- 15 A I do not know why.
  - Q Do you recall gross proceeds as a concept being discussed amongst this -- the negotiation team at any time?
- 19 A I don't recall that term being used.
- Q In connection with the evaluation which you ultimately would do, was gross proceeds one of the criteria to valuate bids?
- 23 A I do not recall that. I do not believe so.
- Q The revised replies, which you did see, were those replies required to satisfy the criteria that were

```
1
    in the letter that went out by JEA asking for revised
    replies?
 2
 3
        Α
             Could you state the question again?
 4
        Q
             Yes. This is a request for revised replies --
        Α
             Yes.
 5
             -- which I understand you saw.
 6
        Q
 7
        Α
             Yes.
 8
        Q
             Did the revised replies, which you saw, have to
9
    meet the criteria established by this letter?
10
             Yes.
        Α
11
        Q
             If you feel --
             THE WITNESS: You mind if I take a five-minute
12
13
        break?
14
             MR. RUSSELL: That would be great. Any time
15
        you want, please ask.
16
             (Recess taken.)
             So I just want to -- to restate, I recognize
17
        Α
18
    some of the content of this letter. I don't know that
    this letter, in specific, that I reviewed.
19
20
        Q
             Okay.
21
             I just want to make that clear.
22
             MR. BLODGETT: Okay. When you say letter,
23
        though, just make sure you're talking about this
24
        request --
             THE WITNESS: Yeah, October 29, 2019 --
25
```

```
1
             MR. BLODGETT: Exhibit 6?
             THE WITNESS: Yes.
 2
 3
             MR. BLODGETT: Got you.
             MR. RUSSELL: Thank you.
 4
    BY MR. RUSSELL:
 5
             Do you recall being invited to something called
 6
        Q
 7
    -- access to something called the data room?
        Α
 8
             Yes.
             And explain what that is.
             The data room was an online database of various
10
        Α
11
    files.
12
             MR. RUSSELL:
                           Okay. And this is Number 7.
             (Exhibit 7 was marked for identification.)
13
    BY MR. RUSSELL:
14
15
             And it's just a simple e-mail. It is addressed
        Q
    to you. And it says, The negotiation team should now
16
    have access to folder 26, Current Drafts of Documents.
17
18
             Is folder 26.25 something that would have been
19
    in the data room?
20
        Α
             I assume so.
21
             Do you recall what documents you had accessed
    in the data room?
22
             Let me ask you this first: Did you ever access
23
24
    any documents in the data room?
25
             Yes, a few, but I do not recall specifically
        Α
```

```
1
    which they were.
             Did you call -- did you access the data room
 2
 3
    multiple times?
 4
             I -- likely, yes. I don't recall exactly, but
    likely, yes.
 5
             Okay. And you may not know this. Was the
 6
        Q
 7
    access that you had to the data room to all of the
 8
    documents in the data room or is it limited to certain
    documents?
9
10
             I do not know.
11
             Okay. And, again, you may not know. Did you
        Q
12
    have the same access to the materials that the subject
13
    matter experts, the JEA employees had?
14
             I do not know.
15
             Let me back up a little bit because I want to
16
    make sure I understood something. I asked you about
    your cell phone.
17
18
        Α
             Yes.
19
        Q
             And I think I asked you did you back it up.
20
    What was your answer?
21
             You did not ask me that.
        Α
22
        Q
             I'm sorry.
23
             My cell phone does back up. The -- so -- where
24
    you're going with the question is do I have a backup
25
    that possibly has those texts? And I checked and I do
```

```
1
    not.
        Q
 2
             How did you -- and what --
 3
             MR. BLODGETT: You know where this is going.
 4
        Q
             Where did you -- I just need some help.
 5
        Α
             Okay.
             How did you back up the phone?
 6
        Q
 7
        Α
             iCloud, which is an Apple service.
 8
        Q
             Right.
9
             So my phone backs up regularly. Recently, when
    I discovered my texts were not there, I looked to see if
10
11
    there was a previous backup stored that would have had
12
    those messages and I was not able to find one more than
13
    a few days old.
14
             Okay. Did you ever check with iCloud to see
15
    if they had any explanation for why the items that
16
    should have been in the iCloud were there -- were not
17
    there?
18
             I don't know whether or not they should be
19
    there or not, but, no, I have not reached out to
20
    iCloud.
21
        Q
             You have been, in addition to this interview,
22
    interviewed by the Inspector General for the City of
23
    Jacksonville?
24
        Α
             Yes.
25
             And in connection with that interview, you were
        Q
```

```
able to produce, I believe it was a single text that
 1
    still was on your phone --
 2
             Yes.
 3
        Α
             -- for her?
        Q
 4
        Α
             Yes.
 5
             Who was that text to?
 6
        Q
 7
        Α
             That text was from Brian Hughes. And the
    content of the text was I need to meet with you.
9
        Q
             Was -- and that text was sent during the period
    of time in November or December when the ITN was in
10
11
    process?
12
        Α
             The ITN was in process. At that time I was not
    a member -- I don't -- part of the process. That was
13
14
    his invitation to come to his office and discuss the
15
    process.
16
        Q
             Okay. Thank you. If you could look at the
    document -- that was 7. I'll have her mark that as 7,
17
18
    please.
19
             This is another negotiation session and shows
20
    you attending. This one was on 11/29/2019.
21
    recall at any of these negotiation sessions that a
22
    member of the JEA board, actually may have been Chairman
    Alan Howard, being present?
23
             Alan Howard?
24
        Α
25
             Alan Howard.
        Q
```

1 Α I do not recall. 2 Q Do you recall the man who appointed you, Brian 3 coming to any of these meetings? Hughes, I do not. 4 Α 5 Q Do you know who Tim Baker is? 6 Α The same sounds familiar, but I don't know who 7 that is. 8 Q Okay. 9 I don't -- he was not in any of the sessions. 10 () Were there any JEA board members who attended 11 any of these negotiating --12 Α I don't know ---- sessions? 13 Q 14 -- who all the JEA board members are, but, to 15 my knowledge, there -- none of the people in the 16 meetings were JEA board members. 17 Q Do you know why there was a further meeting on 18 this day about the revised replies? It says, 19 Clarifications. A better question may be, do you recall what was clarified? 20 21 I do not recall, but it was likely a dis- -- a 22 similar discussion with a different company. But I do 23 not recall specifically why or if there was another 24 meeting on that same day.

By this date, 11/29/2019, had all of the

25

Q

1 revised replies been received by JEA? I do not recall. 2 Did you actually review each of the revised 3 () replies? 4 So I'm -- just to be clear, I'm a little maybe 5 confused about the terminol- -- so there was a set of 6 7 replies that we were viewing, but we anticipated another 8 final set. So we -- yes, I reviewed a version of the 9 replies for all the bidders. Okay. And do you recall anything further about 10 11 the clarification of the revised replies? 12 Α I do not. I don't remember the specifics of what those clarifications were. 13 14 And I take it most of the agendas have on them 15 open discussion. Do you recall there ever being 16 anything that fell in that category and actually got 17 discussed in any of these meetings? 18 Α I don't recall. In preparation for this meeting on 11/29/2019, 19 20 did you review all of the replies that had been turned in on 11/26/2019, do you recall? 21 22 Likely -- I don't recall, but, likely, I would Α have reviewed them by now, by this time. 23 Did you recall you making any comments about 24 Q

this meeting, about the revised replies personally?

```
1
             Do I personally? I do not.
        Α
 2
        Q
             Do you know one way or another whether you did
    or did not?
 3
        Α
             Whether I made any comment in the meeting?
 4
    do not.
 5
 6
             MR. RUSSELL: Go ahead and get that document
 7
        marked as 8.
 8
             (Exhibit 8 was marked for identification.)
    BY MR. RUSSELL:
9
             You might want to leave it right there for just
10
        ()
11
    a moment.
12
        Α
             Okay.
13
        Q
             Because the next document I'm looking at is
14
    12/2, becomes Number 9. It was for an agenda for a
15
    December 2, 2019, meeting. And, again, it says Revised
16
    Replies Clarification.
17
             Do you know what causes a further meeting on
18
    Revised Replies Clari- -- Clarifications?
19
        Α
             Not specifically, I do not recall.
20
             (Exhibit 9 was marked for identification.)
21
        Q
                  This is an agenda for a 12/3/2019 meeting
22
    the day after the -- I think it was Number 9. At this
23
    meeting, do you recall having in your possession the --
    each of the revised replies?
24
25
        Α
             I do not recall.
```

```
1
             (Exhibit 10 was marked for identification.)
        Q
 2
             But you --
 3
             I -- I see on the -- the -- it says on the
    agenda the production of the summary document, but I
 4
    don't recall what I had in my hand at this meeting.
 5
 6
             Okay. You have a -- you do have a specific
 7
    recollection at some point in time, you were given each
    of the eight revised replies for you to review?
9
        Α
             Yes.
10
        Q
             Okay.
11
             And, again, I'm not -- I'm a little unclear on
12
    the revised term. I was given a proposal to review from
13
    every firm.
14
             Okay.
        Q
15
        Α
             Yes.
16
        Q
             I think I'm done with 10.
17
             And I think the answer to this is independent
18
    knowledge. Do you have any knowledge that the initial
19
    deadline for submission of final bids to the JEA board
20
    was March 20, 2020?
21
             I do not recall that date.
22
        Q
             Do you recall some date later than January
23
    20 -- I mean, 30, 2020, being the intended submission
24
    day?
25
                  My recollection is that we were -- we were
        Α
             No.
```

```
always talking about January.
 1
 2
             Okay. Do you recognize the document that's
 3
    been tagged as Number 11, which is called JEA Project
 4
    Scampi - Summary of Revised Replies? And it has a
    December 2019 date on it.
 5
 6
        Α
             Yes, I recall it.
 7
             (Exhibit 11 was marked for identification.)
 8
        Q
             Did you review this at -- do you recall
9
    reviewing this at the December 4th meeting?
10
             Again, I don't recall exactly the date, but
11
    based on the agenda that you just showed me, that it's
12
    likely this was -- that was the date this was
13
    reviewed.
14
             Did you have any input into the preparation of
15
    this document?
16
        Α
             No.
17
        Q
             Explain to me what this document is, if you
18
    would, please.
19
             So, in short, this document evaluated different
20
    aspects of the different proposals and explained them to
21
    me and the other members of the negotiation team to sort
22
    of help us begin our valuation process.
23
        Q
             Okay. Now, when you saw this document -- if
    you'll turn to Page 2, there's some redactions.
24
25
    you saw this document, it didn't have any redactions; is
```

```
that correct?
 1
             That is correct.
 2
             Okay. And if you look at Page 2, at the top of
 3
        Q
    the page, under Total Deductions from Gross Proceeds,
 4
    you see it's been blacked out?
 5
        Α
             I see that.
 6
 7
             And net proceeds has also been blacked out?
        Q
        Α
             Yes.
9
        Q
             Do you recall which bidder --
10
        Α
             No.
11
             -- is being analyzed in this top column?
        Q
             I do not recall.
12
        Α
13
             Do you recall at this -- this is the one --
        Q
    where did I get this? This group of people on this
14
15
    12/3 addenda were sitting around talking about this
16
    document?
17
             I -- I -- I don't recall that specifically, but
18
    I do remember discussion of this document.
19
             Okay. And in connection with the discussion,
20
    this document prepared by the J.P. Morgan, Morgan
    Stanley, who had the highest dollar bid, if you recall?
21
22
        Α
             Which proposal had the highest dollar value?
             Which bidder, yes.
23
        Q
24
        Α
25
        Q
             Do you recall how much higher
```

1 proposal was to the next nearest bid? 2 I do not recall exactly, but I believe it was 3 4 5 Q This document summarizes the revised replies; is that correct? 6 Α Yes. 8 Q Okay. And do you recall the date on which the 9 revised supplies -- revised replies were due at JEA? 10 I do not. Α 11 Q Okay. But whatever date the revised replies 12 were actually received at JEA, they would have from that point in time to the date of this document, to December 13 14 3rd when you saw this document, to get it prepared? 15 Α Yes. 16 That probably wasn't a good question, but thank Q 17 you. 18 Do you recall ever seeing any other document, 19 other than this document, which actually ranked the 20 bidders? 21 I'm -- I'm not sure that this document ranks 22 the bidders, specifically, but I do not recall any 23 document that ranks the bidders. 24 Q Perhaps a better word is prepare the bids. Do 25 you recall any other document --

1 Α I did not. But this document prepares the bids, it's 2 3 one where --Α This document prepares the bid, yes. 4 Q Okay. Do you recall any other document that 5 6 actually prepared the bids? I do not recall. 8 Q Okay. And you don't recall that from the top 9 going to the bottom was, in fact, the ranking, the best 10 bid was put at the top. And what the investment banker 11 perceived was the worst bid was put at the bottom? 12 Α I do not recall that being the case. 13 Q Okay. The meeting that happened on December 14 3rd, which this document was discussed, do you recall 15 how long that meeting lasted? 16 No, I do not. Α Do you recall during that December 3rd meeting 17 Q 18 you personally saying anything about this document, 19 which we've marked as Number 11? 20 I do not recall. 21 Q Do you recall Stephanie Burch at this meeting 22 says -- saying that 23 I do not recall that. 24 You just don't recall one way or another? She 25 could have said it, but you just don't recall?

1 not saying she didn't say it? I do not recall her saying that. 2 3 Okay. Thank you. Now, at this meeting, I think I know the answer, but do you recall Stephanie 4 Burch further talking about accelerating the time line 5 from the scheduled time, from March to the end of 6 7 January 2020? 8 I do not recall that discussion. Okay. Was there discussion at this 12- --9 Q 10 December 3rd, 2019, meeting of -- you hear the term at 11 this meeting "self select" in describing bidders? 12 Α I don't recall that term being ever used. Do you know what it means? 13 Q 14 Α I do not. 15 Okay. And like your other meetings, at the conclusion of this meeting, did you make any notes on 16 17 this document or take any notes concerning this 18 document? 19 I don't believe I did, no. 20 Q Okay. Well, this document was picked up and 21 taken away from you at the end of the meeting? 22 Α It would have been, yes. I don't know if I asked this, I may, how 23 Q 24 long have you -- do you recall how long this meeting 25 lasted?

Were

1 Α I do not. 2 Q Okay. Just -- just to be clear, there was many, 3 many, many meetings, so recalling specifics of one 4 5 meeting, there's -- I'm not going to be able to probably do that. 6 7 Q From this meeting, did you personally reach any 8 conclusions concerning any of the bids and where they 9 were falling in ranking order? No, I didn't. I didn't even think we were 10 11 looking at the final bids. 12 Q Well, you said these were bids. Based on these bids, I made no determinations 13 Α 14 whatsoever. 15 Q Okay. 16 Α And to be clear, they're not specifically bids, they're proposals. 17 18 Q Actually, I've -- actually, replies. 19 Α Replies, yes. 20 Q Okay. You told me a few moments ago that you 21 had reviewed all of the replies. Do you recall when you 22 first received the replies, how long before this 23 December 3rd meeting? I do not recall. 24 Α

Okay. How were the replies given to you?

25

Q

1 they given to you by JEA? I don't recall. But I would assume that that's 2 3 how they would be given to me, but I do not specifically 4 recall. And did you do anything to personally verify or 5 Q check the information that was in Exhibit 11? 6 Look at the replies and if see they matched up? 8 Α I mean, I -- I would have reviewed this with the replies, yes. 9 10 Q Okay. 11 You know, I don't -- yes, I would have 12 referenced this with the replies themselves. 13 Q So the replies, you were allowed to keep those 14 outside of a meeting? You were given the replies, 15 couldn't read them all at the meeting and you had them 16 with you again when you came to this December 3rd 17 meeting? 18 I do not recall ever having a copy of the 19 replies on my person. 20 Q How did you read the replies?

A We had many, many meetings. We were in conference rooms for many hours, many days.

21

22

23

24

25

Q But sometime between -- this meeting happened on December the 3rd, as shown by the agenda, and the documents were the replies, were submitted at a date

1 certain and do you know that date? 2 Α I do not, no. But you just -- physics, you couldn't read them 3 before they were submitted to JEA? 4 Α Yes. 5 Okay. So whatever that date is, by the date of 6 Q 7 this meeting, 12/3, you would have had sat in a meeting somewhere and read the eight replies? 9 Α I don't know that at this meeting I had thoroughly reviewed all the replies, but I would have 10 11 used this document in reference to the replies. 12 Q Were you given -- well, how did -- you weren't given the replies at this meeting, were you? 13 14 I honestly do not recall. Α 15 Q Okay. 16 Α The replies were available to us, but I just 17 never had any copy that I left the room with in my --18 that I recall. 19 () How -- were they available to you in the data 20 room? 21 I do not recall. Α 22 Q Do you recall -- okay. You don't recall. You didn't go there and look at them? 23 24 Α I mean, it's -- so my recollection is reviewing 25 the paper copy, but I did not keep that copy. I prefer

1 to review paper documents over a computer.

Q Okay. And what I'm understanding from you,
Mr. Smith, is that if you reviewed the paper document,
the only place you would have done that is sitting in a
meeting with other members of the negotiation team
because you never left the room with a document -- a
paper document?

A That sounds accurate, yes.

Q The document shows on the first page that it was prepared by J.P. Morgan and Morgan Stanley.

Do you recall representatives of those investment banks talking to you at this December 3rd meeting about how the stock that was prepared and what criteria they used?

A In general, I recall something along those lines.

Q And -- and applying that criteria, did you understand from the investment bank, which is Morgan Stanley and J.P. Morgan, that this is, in fact, a ranking of the bidders, this document?

A Well, regardless of how they intended it, I did not consider this to be a ranking that I was going to utilize.

Q Okay.

A So perhaps that was their intention, but that's

- not how I reviewed this document. They were reviewing minimum criteria, things like that. There were some that perhaps didn't meet the minimum criteria or some of -- one of the things that was discussed.
  - Q Do you recall that actually being discussed, that the investment banker said X bidder bid does not meet the minimum criteria?
  - A Well, you can see there's some question marks.

    There were some questions on whether or not those aspects of the proposal met the requirements of the ITN.
- 12 Q And I understand --

- A Specifics, I do not recall, but there was -there was those type of discussions, whether or not a
  certain aspect of the proposal would meet the
  requirements of the ITN. But, ultimately, I -- this -this was a guideline document, never was a -- driving my
  valuation.
- Q You -- you never got to the point that you actually did a valuation of the bidders, did you?
- 21 A No, sir.
  - Q What would have driven your evaluation, were you given the opportunity to do that?
- A We had criteria in the ITN that we were to evaluate against. And so that is the same as any RFP,

- RFQ process I've ever done, you evaluate the proposals based on the criteria and the document where you request the proposals.
  - Q And what I think we may have talked about before, in the ITN document, did it tell you how to use the criteria in terms of making a valuation? Were those directions in there?
  - A As I recall, the ITN document laid out the minimum requirements, but did not lay out how we were to evaluate those minimum requirements.
  - Q Okay. If you'll look at 12, and this may be very quick, did you ever have a document that was provided to you that looked like this document?
  - A I do not recall receiving this. No, I do not recall this document.
- 16 (Exhibit 12 was marked for identification.)
- 17 Q Okay. Thank you.

4

5

6

8

9

10

11

12

13

14

15

18

19

- If you look at the next document, going pretty much in order here, this is an agenda from 12/4/2019.
- 20 You're working hard, Mr. Smith. And do you recall what 21 happened at this meeting?
  - A I do not.
- Q Do you recall that this was, what, the beginning of the meetings, which were phone calls who were made by a negotiation group to each of the bidders

and the bids were discussed over the phone?A I do not recall that about this specific

meeting, no.

- Q Did there come a point in time sometime in the process of early December in which the negotiation team came to a room and made calls to each of the bidders and discussed their revised bids?
- A Multiple times.

Q Multiple times. Okay.

Do you recall in the phone calls with the bidders that -- the date of January 30th, 2020, for the submission of the bids was discussed?

A Do I recall that on the phone calls that -- not specifically, but it's something that would have been discussed.

- Q Okay. And -- and you don't recall any reaction from those bidders saying that's not right, it's supposed to be March 30th, 2020, we can't get it done that quick?
  - A I -- I do not recall that.
- Q Okay. And, again, I may have asked this before, but do you recall any specific comments to the bidder about the likelihood of success of their bid, whether it was on the --
- A I -- I do not recall that.

```
1
        Q
             I mean, you -- in these phone calls, did you
 2
    have any comments that you made to the bidders about
    their bids?
 3
             I do not recall, but I do not believe I
 4
 5
    specifically personally made any comments towards the
 6
    bidders.
 7
        Q
             Do you recall how many days the phone calls
    went on? Was it two full days of phone calls?
9
             I -- I -- I recall more than two days of
    phone -- I mean, I don't know exactly how many days of
10
11
    phone calls there were, but we made many, many meetings
12
    where we were on the phone with respondents. I do not
13
    recall a number.
14
             Right. So -- and the only personal meeting
        Q
15
    that happened with the bidder group occurred in
16
    Atlanta?
17
             Yeah.
                    Yes.
        Α
18
        Q
             In the one day --
19
        Α
             And the one meeting was here in Jacksonville,
20
    yes.
21
             Okay. Do you recall, after the conclusion of
        Q
22
    the telephone calls with the bidders, that two of the
23
    eight bidders dropped out of the process?
             I don't -- I don't recall that -- when that
24
25
    happened, but I -- that sounds like -- I recall that
```

```
1
    happening.
        Q
             Okay.
 2
                           Did we mark 13? Give that to the
 3
             MR. RUSSELL:
 4
        court reporter.
                            (Witness complies.)
 5
             THE WITNESS:
 6
             (Exhibit 13 was marked for identification.)
 7
    BY MR. RUSSELL:
 8
        Q
             You don't recall which bidders dropped out, do
 9
    you?
10
             I do not.
        Α
11
             Do you know why they dropped out?
        Q
12
        Α
             I do not recall.
             This is just the document by which you
13
        Q
14
    acknowledged that the INT -- ITN process would be
    confidential?
15
16
        Α
             Uh-huh.
             (Exhibit 14 was marked for identification.)
17
18
        Q
             Who provided you with this document?
19
        Α
             I believe the JEA negotiation team.
20
        Q
             Did you have any questions about this document
    with the person that -- discussion about this document
21
22
    with the person that provided it to you?
23
             I don't recall specifically. I -- I vaguely
24
    remember some general discussion about this, but I
25
    don't -- I do not specifically recall if we discussed
```

```
1
    this.
 2
             Okay. Were you told that you had to sign
 3
    this document in order to participate in the ITN
 4
    process?
             No, I don't know that I was told that, but, you
 5
 6
    know, I was handed the document as a part of the
 7
    process. So if I were -- I didn't have any problem
 8
    signing it.
9
        Q
             And --
10
             I believe I've -- I've signed this multiple
        Α
11
    times.
12
        Q
             Sure. And you complied with it?
             Absolutely.
13
        Α
14
             Okay. And -- and I don't understand the
        Q
15
    concept, you said the JEA negotiation team gave you this
16
    document?
             So -- so Jenny and John McCarthy were our sort
17
        Α
18
    of contacts.
19
        Q
             Right.
20
        Α
             So I believe one of them would have given this
21
    to me.
22
        Q
             That's what I was trying to get at.
                    They had a specific title. I forget
23
        Α
             Yeah.
24
    what it was, but they were, you know --
25
        Q
             Document 15 is another agenda for the
```

```
negotiating strategy session on December 9th, 2019.
 1
                                                           And
    it shows, Mr. Smith, you were at this meeting?
 2
 3
        Α
             Yes.
             (Exhibit 15 was marked for identification.)
 4
 5
        Q
             And it says, Production of Management
    Presentation Document.
 6
 7
             Tell me what that's about, if you know,
    recall?
 8
9
        Α
             That was a large PowerPoint presentation that I
10
    believe was in the same presentation that was presented
11
    to the respondents in Atlanta.
12
        Q
             Was that document complete and shown to you at
    this meeting, if you recall?
13
14
             I be- -- I can't respond to the completeness.
    It's a very long document, but we were provided a copy
15
16
    of it to review in the -- and my recollection is the
    document was what was presented in Atlanta.
17
18
        Q
             Okav.
19
             And just -- just to back up, the designated
20
    procurement representative was the term I was looking
21
    for Jenny and John.
22
        Q
             In describing it for me, it was Jenny McCarthy
    and John --
23
24
        Α
             John McCarthy and Jenny --
             McCollum?
25
        Q
```

```
1
             -- McCollum, yeah.
        Α
             Tell me what their role in this process was.
 2
        Q
 3
             They -- you know, they schedule all the
        Α
    meetings and sort of facilitated the meetings, I guess
 4
 5
    you would say.
             Okay. Number 2 is the Production of the draft
 6
        Q
 7
    APA.
 8
             Do you recall what that document -- what that's
9
    about?
10
             I do not recall.
        Α
11
        Q
             Do you recall what the APA is?
12
        Α
             I do not.
             It's not a trick question. It's the asset
13
        Q
    purchase agreement. Do you recall that --
14
15
        Α
             Okay.
16
        Q
             -- the discussion was -- at this meeting was
17
    the APA, potential asset purchase agreement, was being
18
    drafted?
19
        Α
             Yes.
20
        Q
             Okay. And do you recall who was actually
21
    drafting what could become the asset purchase
22
    agreement?
23
             I do not recall who specifically was drafting
24
    it, no.
25
             And do you understand in number 3 what the MIRA
        Q
```

```
1
    communication was?
             I do not recall what MIRA stands for.
 2
 3
        ()
             And I don't know either.
             MR. BLODGETT: It's an acronym for one of the
 4
        bidder names, MacQuarie.
 5
 6
             Okay. No, I do not recall what that --
 7
        Q
             Okay. Does it refresh your recollection if I
 8
    tell you that the MIRA communication, as I understand
    it, was that MIRA told JEA that it was dropping out of
    the process? Does that refresh your recollection?
10
11
             So I remember something along those lines, you
12
           Specifically was it this date, likely it was, but
    I don't recall for certain. But that does sound -- I do
13
    remember something like that.
14
15
             MR. RUSSELL: Okay. That will be 15.
             Okay. Let me -- I need to take a break for
16
        about five minutes.
17
18
             (Recess taken.)
19
    BY MR. RUSSELL:
20
        Q
             Before we took the break, we were talking about
21
    what we've marked as Exhibit 16, entitled Management
    Presentation.
22
             Did you have any involvement in the preparation
23
    of this document?
24
25
             No, I did not.
        Α
```

```
1
             (Exhibit 16 was marked for identification.)
             Did you have any input into what was going to
 2
        Q
 3
    go into it?
 4
        Α
             No.
 5
        Q
             The management presentations occurred in
    Atlanta?
 6
        Α
             Yes.
 8
        Q
             And do you recall when they began in Atlanta?
 9
        Α
             I don't recall the specific date. It was in
10
    December.
11
        Q
             Okay. Prior to those meetings beginning, you
12
    had been given this document, did you read this
    document?
13
14
             I -- I mean, I didn't read it in detail.
15
    is -- this is a presentation I was about to be given,
16
    so, you know, I -- I glanced through it --
17
        Q
             Okay.
18
             -- before the presentations.
19
             At the meeting, which I have the agenda for, do
20
    you recall anything that was discussed about this
21
    document at the meeting that occurred on 12/9/2019?
22
             I don't recall anything -- any details of that
        Α
23
    discussion.
             Anybody at that meeting suggest something in
24
        Q
25
    this document should be changed or altered?
```

```
1
        Α
             I don't recall that at all.
 2
             Okay. I'm going to back up again because I
 3
    don't think I got this nailed down.
 4
             In connection with the problem with your phone
    when the --
 5
        Α
 6
             Yeah.
 7
             -- texts disappeared, that event happened after
        Q
 8
    this ITN process was completely over?
9
        Α
             Yes. I believe that I -- it was some time in
10
    March.
11
        Q
             Okay. March of 2020?
12
        Α
             March of 2020, this year.
             Okay.
13
        Q
14
        Α
             Yes. I wasn't aware of it until yesterday.
15
        Q
             Really? Okay. Got it.
16
             Do you have the document -- 16A, we're not
    going to need so just give that one back to me.
17
18
             MR. RUSSELL: You can keep it, Neils, but I'm
19
        not going to use it.
20
             MR. MURPHY: Okay. I'll just --
21
             MR. RUSSELL: Sure.
22
             MR. MURPHY: -- throw it in my file.
23
    BY MR. RUSSELL:
24
             17, do you recall reviewing this document,
    Mr. Smith?
25
```

1 Α I do not. (Exhibit 17 was marked for identification.) 2 3 () This was actually what we were talking Okav. about earlier. It was the asset purchase and sale 4 5 agreement. 6 Α (Nods head.) 7 Q It's your understanding a document like this 8 was being prepared for the potential bidder? 9 Α For the potential bidders, yes. O 10 Bidders. Excuse me. Yes. 11 And so do you have any knowledge as to whether 12 this document was being prepared for specific bidders, 13 each one had a specific APA, or asset purchase 14 agreement, or were all of them generic and the same? 15 My understanding is everyone was given a sort 16 of standard one to review and make comments on. 17 Q And along with the asset purchase Okay. 18 agreement, there were certain related documents, a 19 number of them, in fact, that were going to go along 20 with the asset purchase agreement. 21 The one that I have here is the system 22 coordination agreement. Do you recall any discussion 23 about this agreement? 24 Α No, I do not. 25 (Exhibit 18 was marked for identification.)

1 Q 0kay.

- 2 A I don't recall seeing this.
- Q Do you know if any of the -- I'll call these
  ancillary documents -- were prepared with a specific
  bidder in mind?
  - A I do not know that.
    - Q Just to be clear, what I was asking you was there -- was there ever any proposed contract prepared for a specific bid- -- bidder by JEA?
- 10 A I do not recall.
  - Q I have a letter dated December 12, 2019, from the Office of the Mayor and it's actually from the mayor. There are just a couple provisions in this I wanted to talk to you about.
  - In paragraph 2 on the second page, the mayor asked the JEA board to tell the senior leaders and their advisors to conclude the ITN by the end of January. And it was -- I think I heard -- it was your understanding that it was always the end of January?
  - A Yes, that's the -- that's the date that I always recall discussing.
  - Q Okay. And in Paragraph 3, at the bottom, I see the last two lines of Paragraph 3, Mr. Smith, it says, The top tier of the proposal should be given to the City Council for them to review.

```
1
             Did that change your thinking about how many
    bids were to be submitted?
 2
 3
             No, I always intended to choose one --
        Q
             Okay.
 4
 5
        Α
             -- proposal.
 6
        Q
             Did you get this letter and read it?
 7
        Α
             I -- I remember it. I -- yes, I'm sure I -- I
 8
    reviewed this.
9
        Q
             Okay. Are you telling me --
10
             I don't remember the -- the content fully, but
11
    I recall this -- this letter being -- being read.
12
        Q
             I know it's pretty late in the process, but are
    you telling me that although the mayor now has
13
14
    instructed that the top tier proposals be given to
15
    City Council, you still were just going to pick one
16
    bidder?
17
             MR. MURPHY: Let me object to the form.
                                                        Ι
18
        mean, I don't think he instructed anyone.
                                                    Is that
19
        what it says? Let's be clear. Was it a suggestion
20
        or an instruction? Let's talk about -- what
21
        paragraph are you referring to?
22
             MR. RUSSELL: The last sentence of paragraph 3.
        It's a fair question, Neils, but it's -- it's an
23
24
        instruction.
25
             MR. MURPHY:
                          Okay.
```

```
1
             MR. RUSSELL: Not to him specifically.
 2
             MR. MURPHY: I -- I just want to be clear
 3
        that -- what we're talking about here.
             MR. RUSSELL:
 4
                           Right.
             And so just -- I -- I believe this was written
 5
        Α
 6
    to the -- yeah, the JEA board members.
 7
        Q
             Right.
 8
        Α
             So this wasn't even, in my opinion, directed at
9
    me, you know. So we intended to provide a ranked list
10
    of the proposals with a top selection. What the board
11
    of JEA decided to do with that is --
12
        Q
             Okay. Can you --
13
        Α
             My intention was to create a one -- one top
14
    proposal.
15
        Q
             Right.
16
        Α
             Evaluate the proposals and have a top ranked
17
    proposal.
18
        Q
             And you'd give him a second ranked proposal?
19
        Α
             Well, that's how these things work. Yeah,
20
    there would be a second --
21
        Q
             All of them would be ranked -- okay.
22
    straighten it out.
23
             In view of the way things were going to work,
24
    all of the bidders that were still in process were going
25
    to be ranked one through however many were left, maybe
```

1 six? 2 Α Yes. 3 () And that would be given to the JEA board, one 4 through six? Yes. 5 Α And they could choose, the JEA board, anyone 6 Q 7 they wanted, one through six? 8 Α I -- my -- my understanding is the JEA board 9 could have done whatever they wanted with our 10 suggestion. 11 And then did you understand, as indicated in Q 12 this letter, that once the JEA board made a decision of who to select or how many to select, it would go to 13 14 the City Council and they would have to make the decision? 15 16 That -- so my understanding was there would be Α some -- after we were done with the process, there would 17 18 be an interim process of JEA board, City Council. 19 at some point there would be a referendum. 20 portion of the process I was involved in, I always 21 intended to have a number one selection that was the 22 best for the City. 23 Right. But that wasn't the only one you were Q 24 going to give them. You were going to give them the

top -- the -- not you personally, the negotiation team,

25

```
from your perspective, was going to take all the bidders
 1
 2
    and rank them and give that to the JEA board?
 3
             We never discussed how we were going to present
    that to the board, to be -- to be clear.
 4
        Q
 5
             Okay.
             But my intention was never to provide a -- you
 6
 7
    know, this is back up number one, back up number two.
 8
    To present a clear -- the best proposal out of the --
    the bunch.
9
10
             MR. RUSSELL: Okay. Let's go ahead and hand
11
        that to her and she can mark it as 19, please.
12
             THE WITNESS:
                            (Witness complies.)
             (Exhibit 19 was marked for identification.)
13
    BY MR. RUSSELL:
14
             Ultimately the negotiation team was going to
15
        Q
16
    make the selection of who the submitted bidders would
17
    be?
18
             Would -- say -- state the question again.
        Α
19
        Q
             Ultimately --
20
        Α
             It was a statement. I don't think it was a
21
    question.
        Q
22
                    Meant to be a question.
             Yeah.
23
             My understanding is that ultimately the three
24
    negotiators would make the decision of who the
25
    successful bidder or bidders would be and that would be
```

```
1
    submitted to the JEA board?
             So I would use the term "successful." We
 2
 3
    intended to select the best proposal out of the
 4
    proposals received.
 5
        Q
             Okay. And since those three were making that
 6
    selection and it was up to them when they were going
    to make the selection, do you know why this letter went
 8
    to the JEA board instead of to you, the three
    evaluators?
9
10
             I don't know.
             Outside of this letter, did you ever receive
11
        Q
12
    anything similar to the instructions provided in this
13
    letter from anybody else?
14
        Α
             No.
15
             Do you believe you were required to follow the
16
    instructions in this letter?
17
        Α
             No.
18
             MR. RUSSELL: That'll be marked as 20.
19
             (Exhibit 20 was marked for identification.)
20
    BY MR. RUSSELL:
21
             This is 20 there, Mr. Smith. And this -- I was
        Q
22
    at the right page. This subject of this letter is
23
    Updated Revised Reply Instruction for Project Scampi
    Invitation to Negotiate.
24
25
             Do you know why this document was sent out?
```

```
1
             MR. MURPHY: First, I mean, you're assuming it
 2
        was sent out. I mean, you're making a lot of
 3
        assumptions. Has he ever seen the document?
        about we start with something like that --
 4
             MR. RUSSELL: We'll do that.
 5
 6
             MR. MURPHY: -- like, predicate questions --
 7
             MR. RUSSELL: Sure.
    BY MR. RUSSELL:
9
        Q
             Have you ever seen --
10
             MR. MURPHY: -- instead of all the leading
11
        questions, Lanny, of a live adverse witness.
12
             MR. RUSSELL: I've been very pleasant.
             MR. BLODGETT: This is not evidentiary.
13
14
             MR. RUSSELL: Don't cause something else.
    BY MR. RUSSELL:
15
16
        Q
             All right. Have you ever seen this document
    before?
17
18
        Α
             Again, I -- the content of this document looks
19
    familiar. Have I seen this exact document? I -- I
20
    can't recall.
21
        Q
             Well, do you recall there came a point when it
22
    was decided by the negotiation team that having already
    sent out a reply -- revised reply for instructions, that
23
    you would send out an updated revised reply for
24
    instructions?
25
```

- A It is my recollection that -- that a letter like that was sent, yes.
- Q And what necessitated an updated revised reply for instructions?
- A In general, there were questions that were shared across the different proposals. And -- and in some cases we chose to answer them in a letter that would go to all, rather than to individually. So it -- you know, specifically, I don't recall exactly why, but I recall generally there were issues that we felt were best handled in a correspondence that went to all bidders.
- Q Okay. And did you have an understanding that this document went out to each of the bidders who were still participating in the ITN process?
- A My understanding is that a document similar to this was sent to all the respondents that were still participating in the process, yes.
- Q Did you have any input into the preparation of the document?
- A You know, the -- the content of the document was based on discussions within the meeting. So in that, yes. But did I actually have any direct -- no.
- Q Okay. Do you know who prepared the document?
- 25 A I do not.

1 Q And were there any responses to the updated revised reply request? 2 I do not recall. 3 So that will be 20. Q 4 5 Oh, I guess that's a fair question. I asked 6 something like that. 7 Do you know who made the decision, group or an 8 individual, that this letter should go out? Did you have input into whether this letter -- let me stop and 9 10 ask good questions. 11 Did you have any input into whether or not this 12 document should be sent out? There was discussion in the meetings about 13 Α 14 whether the document should be sent out and we agreed, 15 as a committee, that the document should be sent out. 16 Q The negotiations committee? The negotiation committee. 17 Α 18 Q Right. Okay. And you should have 22 and 21. 19 Α 21 and 22. 20 Q Okay. 21 is a Negotiation Session, Agenda for 21 12/23/2019. And it shows that this negotiation session 22 has been cancelled. 23 Do you know why this negotiation session was cancelled? 24 25 I do not recall specifically, but I believe it Α

```
was because the -- the process was coming to -- was
 1
 2
    stopped. I don't recall exactly why this meeting was
 3
    cancelled.
             (Exhibit 21 and 22 were marked for
 4
    identification.)
 5
             Okay. I guess that's what I'm trying to find
 6
        Q
 7
    out, the notice of cancellation of the ITN process came
    out of JEA on a date of December 24th, 2019, but for
9
    some reason on 20 -- 12/23/2019, the NextEra negotiation
10
    session was cancelled, is that because there was prior
11
    knowledge of the upcoming cancellation by the
12
    negotiating team?
13
             So I -- we never had prior knowledge before
14
    there was a public knowledge of the cancellation. I
15
    don't know what the dates -- when that know- -- when
16
    that was made public.
17
        Q
             Okay. Well, the notice that I have is 12/24,
18
    but the NextEra cancelled session is 12/23. Can you
19
    explain why the NextEra session was cancelled?
             MR. MURPHY: I'm sorry, Lanny, which --
20
21
        which -- what did it say, NextEra was cancelled?
22
             MR. RUSSELL: Sure.
             MR. MURPHY: I see Jethawk, I'm just curious.
23
24
             MR. BLODGETT: Yeah, that's -- that's the
25
        NextEra code name. I don't --
```

```
1
             MR. MURPHY: Oh, okay. I'm sorry. NextEra on
        here. And Jethawk, who's the same thing, is
 2
        NextEra.
 3
             MR. RUSSELL: It is.
 4
             MR. BLODGETT: Yes.
 5
             MR. MURPHY: I didn't know that.
 6
                                                Sorry.
 7
             MR. RUSSELL: That's all right.
 8
             MR. BLODGETT: We didn't until recently either
9
        SO.
    BY MR. RUSSELL:
10
11
             I'm just trying to --
        Q
12
        Α
             So I -- I do not recall the specific time line
13
    of when we -- when we were asked in the process, but I
    don't -- I don't recall exactly.
14
             Do you know why the ITN process was cancelled?
15
16
             I do not know specifically why it was
        Α
17
    cancelled.
18
        Q
             Going back to the document we talked about,
19
    which had the ranking of the bids, I recall your
20
    recollection being that
21
22
23
24
25
```

1		
2		
3		
4		
5		
6		
7	А	I don't recall any discussion about that.
8	Q	Okay.
9	А	I have an opinion, a personal opinion about
10	that, bu	t I don't recall any discussion about that with
11	the comm <sup>.</sup>	ittee at all.
12	Q	What's your opinion?
13	А	My personal opinion is that strategically it's
14	the most	important for them. More valuable to them.
15	Q	Do you know who made, on Exhibit 21, the
16	decision	to cancel the
17	А	I do not
18	Q	session?
19	А	I do not recall.
20	Q	Was it communicated to you before you came to
21	the meet	ing?
22	А	I don't recall.
23	Q	Do you recall, on this day, November 23rd, in
24	the morn	ing before the cancellation of the 2:00 o'clock
25	session,	a session with other bidders?

```
It's very likely.
 1
        Α
        Q
             Okay.
 2
 3
             MR. RUSSELL: Thank you for your time, both of
 4
        you.
 5
             MR. MURPHY: All right. Thank you.
              (Witness excused.)
 6
              (The interview was concluded at 3:50 p.m.)
 7
 8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
```

1	CERTIFICATE OF OATH
2	STATE OF FLORIDA)
3	COUNTY OF DUVAL )
4	
5	I, Terrie L. Cook, RPR, CRR, FPR, Notary
6	Public, State of Florida, certify that ROBIN GREGORY
7	SMITH personally appeared before me on June 9, 2020, and
8	was duly sworn.
9	
10	WITNESS my hand and official seal on
11	June 18, 2020.
12	
13	
14	
15	
16	
17	
18	Terrie L. Cook, RPR, CRR, FPR
19	Notary Public, State of Florida
20 21	TERRIE L. COOK
22	MY COMMISSION # FF 996899 EXPIRES: September 27, 2020 Bonded Thru Notary Public Underwriters
22	
23	
25	

1	REPORTER'S CERTIFICATE
2	
3	STATE OF FLORIDA
4	COUNTY OF DUVAL
5	
6	I, Terrie L. Cook, RPR, CRR, FPR, certify that I
7	was authorized to and did stenographically report the
8	interview of ROBIN GREGORY SMITH; and that the foregoing
9	transcript, pages 1 through 82, is a true record of my
10	stenographic notes.
11	
12	I further certify that I am not a relative,
13	employee, attorney, or counsel of any of the parties,
14	nor am I a relative or employee of any of the parties'
15	attorney or counsel connected with the action, nor am I
16	financially interested in the action.
17	
18	DATED on June 18, 2020, Jacksonville, Duval
19	County, Florida.
20	
21	$\mathcal{H}$
22	Turi & Cook Terrie L. Cook, RPR, CRR, FPR
23	TOTT TO E. GOOK, KIR, OKK, TTK
24	
25	

1	June 18, 2020
2	
3	ROBIN GREGORY SMITH c/o Niels P. Murphy, Esquire
4	Murphy & Anderson, P.A. 1501 San Marco Blvd.
5	Jacksonville, FL 32207
6	In Re: June 9, 2020
7	Dear Sir:
8	This letter is to advise that the transcript for the above-referenced deposition has been completed and is available for review. Please make arrangements for read
9	and sign or sign below to waive review of this transcript.
10	It is suggested that the review of this transcript be
11	completed within 30 days of your receipt of this letter, as considered reasonable under Federal Rules*, however,
12	there is no Florida Statute to this regard.
13	The original of this transcript has been forwarded to the ordering parties and your errata, once received,
14 15	will be forwarded to all ordering parties for inclusion in the transcript.
	Sincerely, Juni & Cook
16	
17	Terrie L. Cook, RPR, CRR, FPR Hedquist & Associates, Inc.
18	cc: Niels P. Murphy, Esquire E. Lanny Russell, Esquire
19	Waiver:
20	I,, hereby waive the reading & signing
21	of my deposition transcript.
22	
23	Deponent Signature Date
24	
25	

1	ERRATA SHEET
2	DO NOT WRITE ON TRANSCRIPT - ENTER CHANGES
3	INTERVIEW OF ROBIN GREGORY SMITH
4	TAKEN - June 9, 2020
5	PAGE NUMBER LINE NUMBER CHANGE/REASON
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	under penalties of perjury, I declare that I have read
16	the foregoing document and that the facts stated in it are true.
17	
18	Date ROBIN GREGORY SMITH
19	cc: Terrie L. Cook, RPR, CRR, FPR
20	Niels P. Murphy, Esquire E. Lanny Russell, Esquire
21	L. Lamy Raccorr, Loquiro
22	
23	
24	
25	