



COUNTY OF SACRAMENTO
OFFICE OF THE COUNTY EXECUTIVE
DEPARTMENT OF ECONOMIC DEVELOPMENT
AND INTERGOVERNMENTAL AFFAIRS

TERRY SCHUTTEN
County Executive

ROBERT B. LEONARD
Director

January 9, 2009

To Interested Parties:

Subject: **Request for Qualifications and Experience (RFQ) for Development of Mather Opportunity Sites**

The County of Sacramento Department of Economic Development and Intergovernmental Affairs is pleased to issue the attached RFQ for development of 1,200 acres of Corporate Aviation, Commercial/Light Industrial, Light Industrial, Light Industrial/Warehouse and Active Recreation at Mather.

The most highly qualified firms and or teams will be interviewed and one or more will be selected to negotiate unique private/public agreements to develop the properties. The RFQ gives specific instructions regarding what to include and how to format the submittal.

Each submittal will be evaluated on the following factors:

- Demonstrated understanding and knowledge of Mather's development needs and opportunities.
- Demonstrated understanding and knowledge of the Sacramento regional real estate market.
- Demonstrated breadth and depth of experience and qualifications for large, diversified and complex development projects.
- Demonstrated financial capacity to assume a significant equity position through provision of capital investment.

The deadline for submittals is Monday, March 2, 2009 by 2:00 PM. For questions and information, please go to our website: www.saccountyecondevprojects.net/mather.html or contact Clark Whitten at (916) 874-7414.

Sincerely,

Robert B. Leonard
Director