



Development of Mather

Pre-Submittal Meeting & Tour
February 9, 2009



Welcome

Please sign in to confirm your attendance for the meeting and bus tour.

Please hold all questions until the end of the presentation.

Write your questions on a 3x5 card and the speaker will address them at the end of the presentation.



Agenda

- Introduction
- Overview
- RFQ Goal
- Submittal Discussion
- Schedule
- Questions & Answers
- Bus Tour



Key Players

Rob Leonard

Director, Economic Development

Clark Whitten

Program Manager, Economic Development Mather

Greg Wessel

Sacramento Housing & Redevelopment Agency (SHRA)

Consultant, Keyser Marston Associates Inc.



Overview of Mather

- 1988 Mather AFB closure announced
- 1993 Mather AFB closed, first property transfer to local control
- 1995 Significant properties transfer, Mather Airport opens and the Redevelopment Area was established
- 1997 Mather Specific Plan adopted to provide direction for the development of 5700 acres
- 2002 Financing Plan for Infrastructure Improvements established
- Other Plans Include:
 - Transportation Plan
 - Draft Mather Airport Master Plan
 - Draft Mather Wetlands Plan



Overview of Mather *cont.*

- Mather:
 - Primarily located Within the Unincorporated County of Sacramento

- Main Features:
 - Mather Airport (2875 Acres)
 - Mather Commerce Center (305 Acres)
 - 60 Private and Public Businesses
 - 5000 Employees
 - Mather Regional Park (1600 Acres)
 - Mather Golf Course (18 Hole Course)
 - Independence at Mather (1271 Single Family Residences)

- Partial List of Current Tenants/Businesses

Blood Source	McGraw Hill
UPS	Atlantic Aviation
Sutter Medical	Office of Emergency Services (OES)
ABX Air/DHL	Several State and County Agencies



Overview of Mather *cont.*

ENTITLEMENTS

- Sacramento County applied for US Army Corps of Engineers Clean Water Act (Section 404) in May 2008. Expect 404 Permit by December 2009.
- Sacramento County and the DOD are in negotiations with US Fish & Wildlife Service for Endangered Species Act (Section 7 Permit).
- Sacramento County is working with Regulators to preserve one of the largest single tracks of property (1,100 acres) within the Regional Park and within the Urban Development Area.
- Sacramento County is conducting programmatic NEPA and CEQA documents.



Overview of Mather *cont.*

INFRASTRUCTURE

- Sacramento County Department of Transportation (DOT) is currently designing the Zinfandel extension to Douglas Blvd with targeted construction in early 2011.
- Sacramento County DOT plans to complete design of Eagles Nest to Kiefer Blvd in spring 2010.
- Utility layout for Zinfandel extension and Eagles Nest will commence March 2009 by outside Consulting Engineers.
- An updated Mather Investment Strategy will be prepared with the direct participation of the selected Developer (s).



Ultimate Goal of the RFQ

- Partner with a Master Developer (s) to develop the 9 Opportunity Sites at Mather

- 9 Opportunity Sites Identified for Development
 - #21: 50 Acres of Corporate/General Aviation
 - #20: 43 Acres of Commercial/Light Industrial
 - #23: 25 Acres of Light Industrial
 - #24: 280 Acres of Light Industrial/Warehouse
 - #22: 54 Acres of Light Industrial
 - #46: 71 Acres of Light Industrial/Commercial
 - #31: 350 Acres of Active Recreation
 - #30: 135 Acres of Active Recreation
 - #32: 274 Acres of Active Recreation



Submittal

Please read pages 31 and 32 of the RFQ to understand what is required for evaluation of submittals.

It is very important that you clearly indicate which opportunity sites you are submitting qualifications for.
(see page 31 chart)

Each opportunity site requires 7 copies of your submittal.

(i.e. if you are submitting for ALL 9 Opportunity sites, we will receive 63 submittals from you.)

SUBMISSION AND SELECTION PROCESS

FIRM'S QUALIFICATIONS AND EXPERIENCE

The selected respondent must successfully demonstrate the capability to function as both an advisor and implementer. Responses to this RFQ should contain sufficient information to demonstrate qualifications and experience and must respond to the following questions.

1. Describe previous work that demonstrated experience in real estate development, active recreation, aviation development, reuse and redevelopment in an advisory capacity. This must include a representative listing of similar projects completed by the respondent within the last five years. Include the project name, location, description, project manager, and an explanation of the respondent's specific tasks and responsibilities for each project.
2. Describe previous work that demonstrates experience in marketing and/or leasing industrial space on a national basis.
3. Describe any previous work that demonstrates in-depth knowledge of local, state, or national real estate conditions affecting the Sacramento market area and former military base conversion projects. The entity's submittal shall clearly identify all parcels that entity has chosen to provide its

qualifications and experience. Entity shall complete and include the attached table below with its submittal.

4. Describe previous successes in commercial and industrial development.
5. Describe how you have secured or would approach securing funds to facilitate investment in Mather.
6. Describe the extent of your financial capabilities for this project and, in general terms, what you would be looking for in return from the County as a partner or seller of property.
7. Describe any constraints or parameters tied to your capital funds, if any (i.e. maximum period of time for investment, restrictions as to type of projects that can be funded).
8. Acknowledging that the County is the Local Redevelopment Authority for both Mather and McClellan, and operates each airfield, how would you propose to coordinate with the County's on-going projects at Sacramento International Airport, Sacramento's Executive Airport, and McClellan Airport to avoid destructive competition or conflict?
9. Proposal to minimize potential conflicts of interests should you or any of your team members propose fulfilling multiple roles for the County.

Development Type	Corporate Aviation	Commercial / Light Industrial	Light Industrial	Light Industrial / Warehouse	Active Recreation
Parcel Numbers:	21	20 46	23 22	24	30 31 32
Check all parcel(s) firm is submitting Statement of Qualifications & Experience					

SUBMISSION AND SELECTION PROCESS

SCHEDULE

1. Provide a proposed schedule for conducting due diligence and negotiation of details of the "relationship" with the County.

KEY PERSONNEL EXPERIENCE

1. Identify and provide a detailed resume for the proposed project manager of this assignment, including full work history, special qualifications, and demonstrated experience.
2. Provide resumes for each member of your staff or team members proposed to be assigned to this project.
3. Describe the firm's or team's management structure for this project, with clear identification of the specific services each staff assigned to this project will provide.

FEE STRUCTURE

The County has not determined a budget for this project. Please describe the fee structure being proposed, including hourly rates for each person assigned to the project, if any. If no hourly fee schedule is proposed and compensation would be derived solely from return on capital invested or other consideration, so indicate. The term of the resulting contract will be subject to negotiation with the successful entity(ies).

REFERENCES

Provide the name, title, address and telephone number of at least four (4) clients or individuals with direct experience with your work who can be contacted to give references. Note that the County reserves the right to contact references not provided in the submittal.

DISCLOSURES

1. The response must disclose any filings for bankruptcy, fines levied by governmental agencies, or legal proceedings against any participating organization, employees, corporate officer, or entity that might have a material effect on the respondent's ability to perform the Scope of Services. Include the date of occurrence, contract person, address and telephone number.
2. If the respondent intends to perform portions of the Scope of Services pursuant to a sub-contract or joint venture agreement, then the sub-contractor or joint venturer shall be identified and its role in performance of work shall be set forth.
3. Indicate Small business enterprises (SBEs) and Micro-business enterprises (MBEs) participation, if any, in the services to be provided. Please refer to our Small Business Procurement Practices information sheet on our web site.



Schedule

February 9th: Pre-Submission Meeting & Tour


March 2nd: Submittals are Due

March 13th: Submittals Evaluated

March 20th: Notification to Respondents of
Interview Date & Time

April 2nd-3rd: Interview of Respondents

May 19th: Board Selection of Respondent (s)



Questions & Answers

Please submit your questions at this time.

We will answer as many questions as possible today.



Bus Tour

If you have confirmation of your reserved bus seat, please proceed to the bus.

If you are on standby for the Bus Tour, please see our staff for any available seats.



Thank You
for
Your Interest in Mather



Development of Mather

www.saccountycondevprojects.net/mather.html