DEPARTMENT OF ADMINISTRATIVE SERVICES

on behalf of the

Successor Agency to the Former
Placer County Redevelopment Agency

REQUEST FOR INFORMATION

to purchase and develop

EASTERN GATEWAY PROPERTY

Mixed-Use Development Opportunity
Kings Beach, California – Lake Tahoe

Request for Information
No. 10539

Release Date: April 25, 2016

Response Deadline: June 29, 2016
not later than 5:00:00 PM (Pacific)

Placer County RFI No. 10539

Eastern Gateway Property

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RELATED DOCUMENTS (see links within this RFI)

1. **Proposed Placer County Tahoe Basin Area Plan, Public Review Draft June 2015**
2. **Kings Beach Vision Plan September 2013**
3. **Placer Title Company Title Policy Report Order No. 102-42986, July 21, 2015**
4. **Appraisal of Eastern Gateway Property, Johnson Valuation Group, Ltd. August 19, 2015**
5. **Tahoe Regional Planning Agency Regional Plan and Code of Ordinances**
6. **Kings Beach Community Plan**
7. **Lahontan Regional Water Quality Control Board No Further Action Required Letter May 6, 2015**
8. **Eastern Gateway Property Site Cleanup History (State Water Resources Control Board GeoTracker)**
9. **Kings Beach Benefit Assessment District No. 1 Engineer's Report October 23, 2012**

1.0 INTRODUCTION

The Successor Agency to the Former Placer County Redevelopment Agency (Successor Agency) is offering for sale and development approximately 1.3 acres of real property, consisting of 10 contiguous parcels in Kings Beach, California, referred to as Eastern Gateway Property (EGP). A portion of the property (the three western parcels) is the site of a remediated, former gasoline service station. Underground storage tanks and structures have been removed, environmental assessment and remediation performed, and regulatory closure received.

The Successor Agency is inviting experienced mixed-use development firms to submit letters of interest for the opportunity to purchase and develop this property. A high-quality mixed-use or commercial project is visualized for this property. EGP is ideally situated along North Lake Boulevard (State Route 28) at the eastern entrance to the Kings Beach Town Center and is close to one of the most beautiful and well known beaches on Lake Tahoe, the Kings Beach State Recreation Area. The EGP offers 400 feet of high visibility commercial frontage along North Lake Boulevard. This Kings Beach property offers a unique Lake Tahoe project development setting, access to outstanding recreation, and proximity to ski resorts and residential communities. The site is within a significant downtown revitalization project which is already underway.

Kings Beach State Recreation Area

This Request for Information (RFI) provides a description of the property, submittal information and requirements, and an explanation of evaluation criteria and next steps. Based on the number and type of responses received the Successor Agency, at its sole discretion, may solicit more formal proposals (through a Request for Proposals/RFP) from one or more of the respondents, or enter into an agreement with a single respondent or party. The County reserves the right to request clarification or additional information from respondents.

The Successor Agency is authorized to dispose of this property according to a Long-Range Property Management Plan prepared by the Successor Agency and approved by the California Department of Finance.

2.0 DISCLAIMERS

The information contained in this RFI has been obtained from sources believed to be reliable. The Successor Agency makes no representations, guarantees, or warranties as to its accuracy or the ultimate development potential or entitlement rights for a conceptual project.

The Successor Agency reserves the right to terminate or modify this RFI process at any time and to reject any and all RFI submittals. The Successor Agency reserves the right, at its sole discretion, to discuss and/or negotiate with parties who respond to this RFI, or may choose at its sole discretion, not to discuss and/or negotiate with any respondents. This RFI process does not constitute any type of offer and creates no contractual obligation or other liability to the Successor Agency.

3.0 INQUIRIES

Direct all inquiries regarding this RFI in writing to:

April Pay, CPPO, CPPB
Placer County Department of Administrative Services
Procurement Services Division
2964 Richardson Drive
Auburn, CA 95603-2640
Phone: (530) 889-4253
Email: apay@placer.ca.gov

It is recommended that you do not contact County departments, County staff, or other parties directly. Information provided by other than the above contact may be invalid and responses which are submitted in accordance with such information may be declared non-responsive.

In the event that it becomes necessary to revise any part of this RFI, written addenda will be issued. Any amendment to this RFI is valid only if in writing and issued by the Placer County Procurement Services Division.

All addenda for this RFI will be distributed via Placer County's website: www.placer.ca.gov/kingsbeachsale

It is the respondent's sole responsibility to monitor this website for possible addenda to this RFI. Failure of the respondent to retrieve addenda from this site shall not relieve him/her of the requirements contained therein.

4.0 MULTIPLE KINGS BEACH PROPERTIES FOR SALE

The EGP is one of four (4) properties owned by Placer County or the Successor Agency in Kings Beach that will be offered by either a sealed bid sale, or an RFI process, such as this one. The properties are commonly referred to as the Swiss Mart Property (highlighted in yellow on the next image), Eastern Gateway Property (green), Kings Beach Center (orange), and Town Center South (magenta).

Four Kings Beach Properties offered for sale or development

All four Kings Beach properties are being offered separately, but it may be possible to incorporate two or more of the properties into a single related or compatible project development.

The purpose of this RFI is to solicit interest and information only for the TCS property. Prospective buyers who are interested in the other properties should contact County staff pursuant to Section 3.0 of this RFI, or monitor the County's website at www.placer.ca.gov/kingsbeachsale for further information on the offering schedule or RFIs for other properties. The Swiss Mart property was offered for sale in an Invitation for Bids which was released in March 2016. The Town Center South and Kings Beach Center RFIs are being released separately from this Eastern Gateway RFI.

5.0 TENTATIVE RFI SCHEDULE

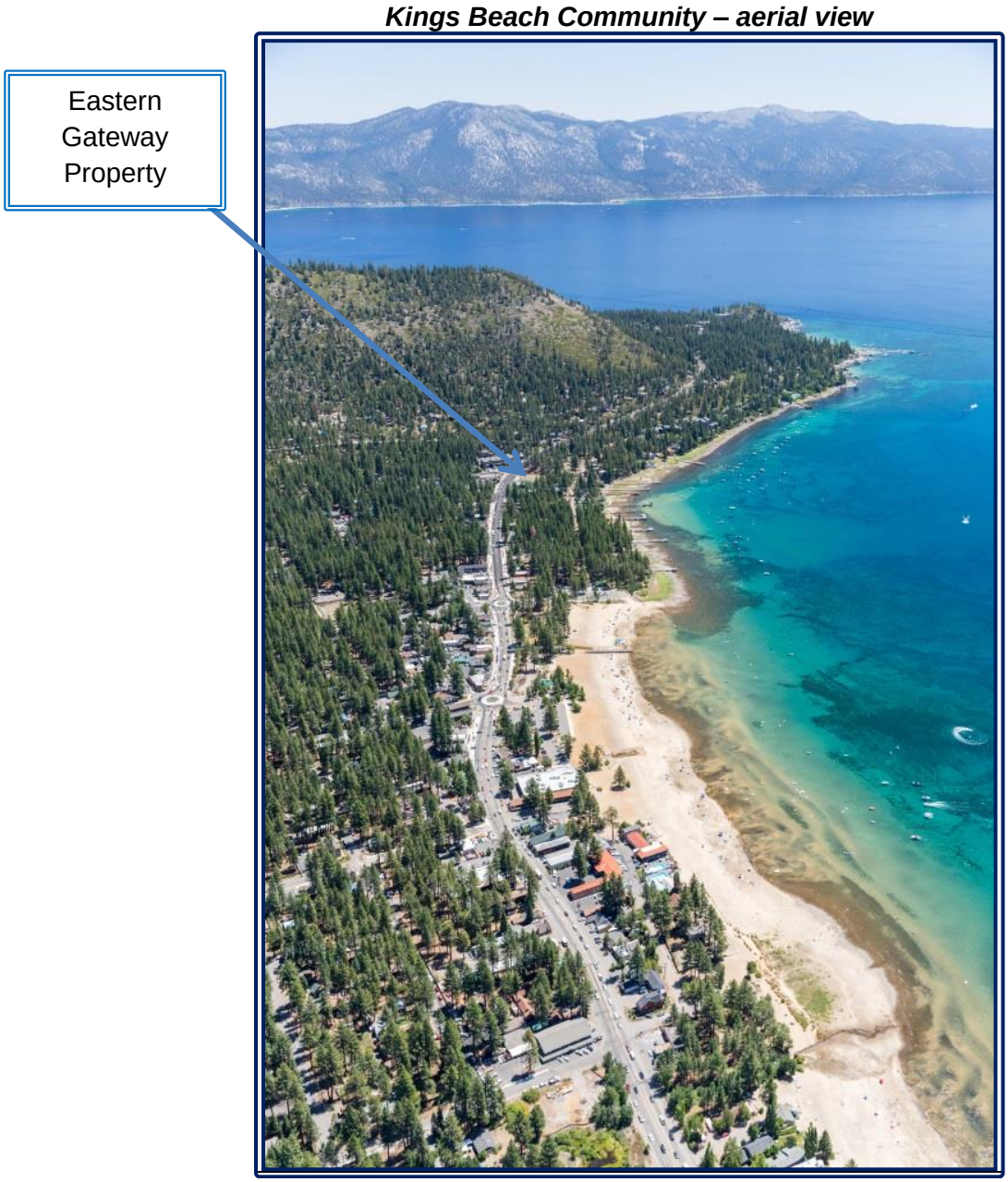
The following represents the tentative schedule for this RFI and subsequent steps. Any change in the scheduled events up to and including the Response Deadline will be advertised in the form of an addendum to this RFI. The schedule for other milestone dates may be adjusted without notice.

ACTIVITY	DATE
Guided Site Visit #1	May 12, 2016 – 10:00 am
Guided Site Visit #2	June 8, 2016 – 10:00 am
Deadline for Questions	June 17, 2016
Responses Due	June 29, 2016 – 5:00 pm

Guided Site Visits. Interested buyers and developers will have two opportunities to visit the property, guided by County staff. Both site visits will offer the same information and access. Two dates have been scheduled solely for the convenience of interested parties. Attendance is strictly voluntary, and respondents do not need to attend to be eligible to submit a response to this RFI. However, this will be the only opportunity to fully access the property prior to the submittal deadline.

- Guided Site Visit #1 May 18, 2016 – 10:00 am 8784 No. Lake Blvd, Kings Beach, CA
- Guided Site Visit #2 June 8, 2016 – 10:00 am 8784 No. Lake Blvd, Kings Beach, CA

Kings Beach Community – aerial view



6.0 EASTERN GATEWAY PROPERTY – PROPERTY DESCRIPTION

The Eastern Gateway Property is currently owned by the Successor Agency. It is the Successor Agency's desire to sell EGP so that it can be developed in a manner envisioned by the proposed Placer County Tahoe Basin Area Plan which can be reviewed at: www.placer.ca.gov/departments/communitydevelopment/planning/tahoebasinareaplan and the Kings Beach community. The Kings Beach Vision Plan dated September 2013 can be reviewed at: www.placer.ca.gov/~/media/cdr/planning/commplans/tahoebasincpupdate/workshops/julycharette/kbvision%20compositefinal.pdf?la=en.

The property consists of 10 contiguous parcels starting at the southwest corner of the intersection of North Lake Boulevard and Chipmunk Street, extending to the west along North Lake Boulevard. The 10 parcels are within the boundary of the Kings Beach Town Center.

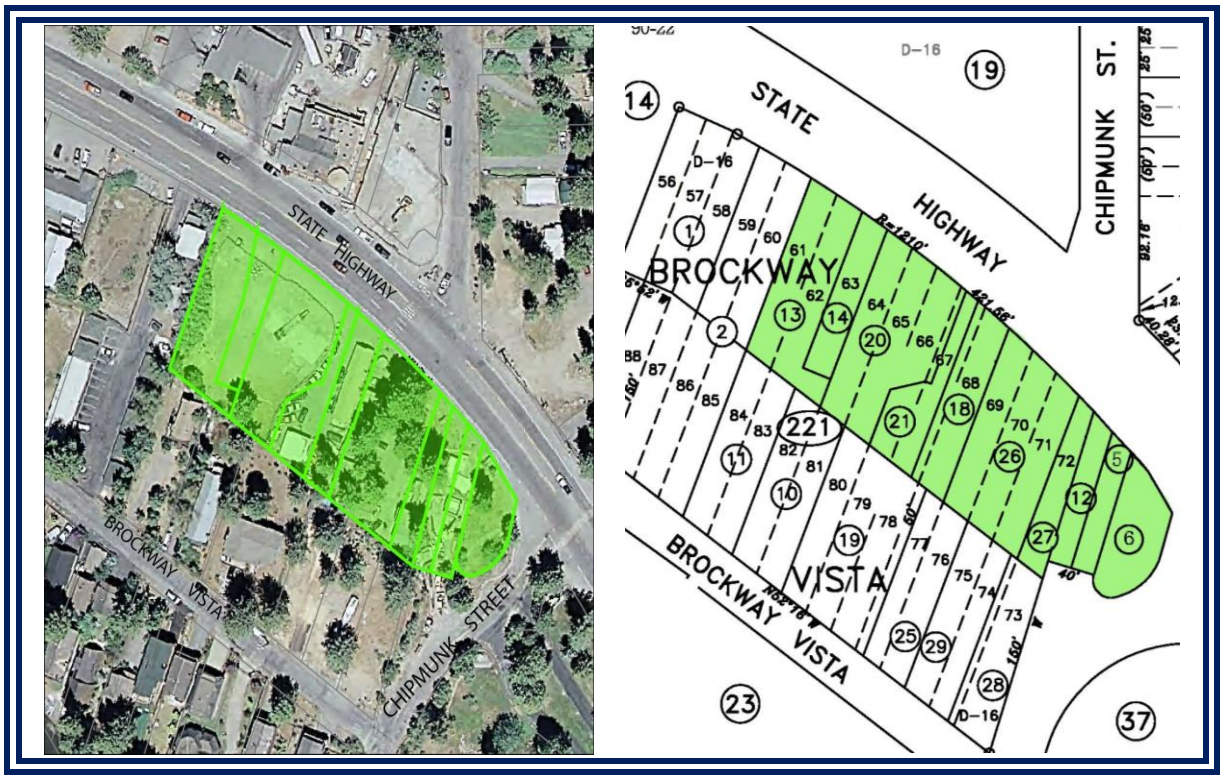
A legal description of the property and Assessor's Parcel Maps are included in the Placer Title Company Title Policy Report Order No. 102-42986 which can be reviewed at: www.placer.ca.gov/kingsbeachsale. An August 19, 2015 Appraisal of the Eastern Gateway Property prepared by Johnson Valuation Group Ltd. can also be reviewed at: www.placer.ca.gov/kingsbeachsale.

APNs and Addresses:	APN 090-370-005 APN 090-370-006 APN 090-221-012 APN 090-221-027 APN 090-221-026 APN 090-221-018 APN 090-221-021 APN 090-221-013 APN 090-221-014 APN 090-221-020 8776 to 8798 North Lake Boulevard, Kings Beach
Land Area:	Approximately 56,364 square feet (Approximately 1.3 acres)
Plan Area, Zoning, Land Capability:	Kings Beach Community Plan; Special Area #2 Eastern Entry Commercial; Class 5
Development Commodities:	Verified Land Coverage – 31,873 square feet Commercial Floor Area – 2,322 CFA Tourist Accommodation Units – 6 TAUs Residential Units of Use – 1 RUU

TRPA development rights serve to quantify development and act as the building blocks for growth management. Existing development rights, commonly referred to as "commodities", associated with the EGP will be available to the future owner/developer. The commodities have been verified by TRPA, but it is the responsibility of the interested parties to confirm.

Additional information on soil classifications, commodities, zoning, and development can be reviewed in the Tahoe Regional Planning Agency Regional Plan and Code of Ordinances at: www.trpa.org/regional-plan/.

The parcels are served by the North Tahoe Public Utility District (water and sewer), Liberty Energy Company (electricity), and Southwest Gas Corporation. Trash service is provided by the Tahoe Truckee Sierra Disposal Company.



Ten Eastern Gateway Property Parcels

Eastern Gateway Property – Street View

The vacant property is relatively flat and gently sloping from the intersection of North Lake Boulevard and Chipmunk Street towards the southwest. The ground surface is a mix of soil and vegetation. There are shrubs and trees primarily on the eastern half of the property. A combination of chain link fence with brown privacy slats and wood fencing surround the western half of the property. The property is easily accessible for future project development.

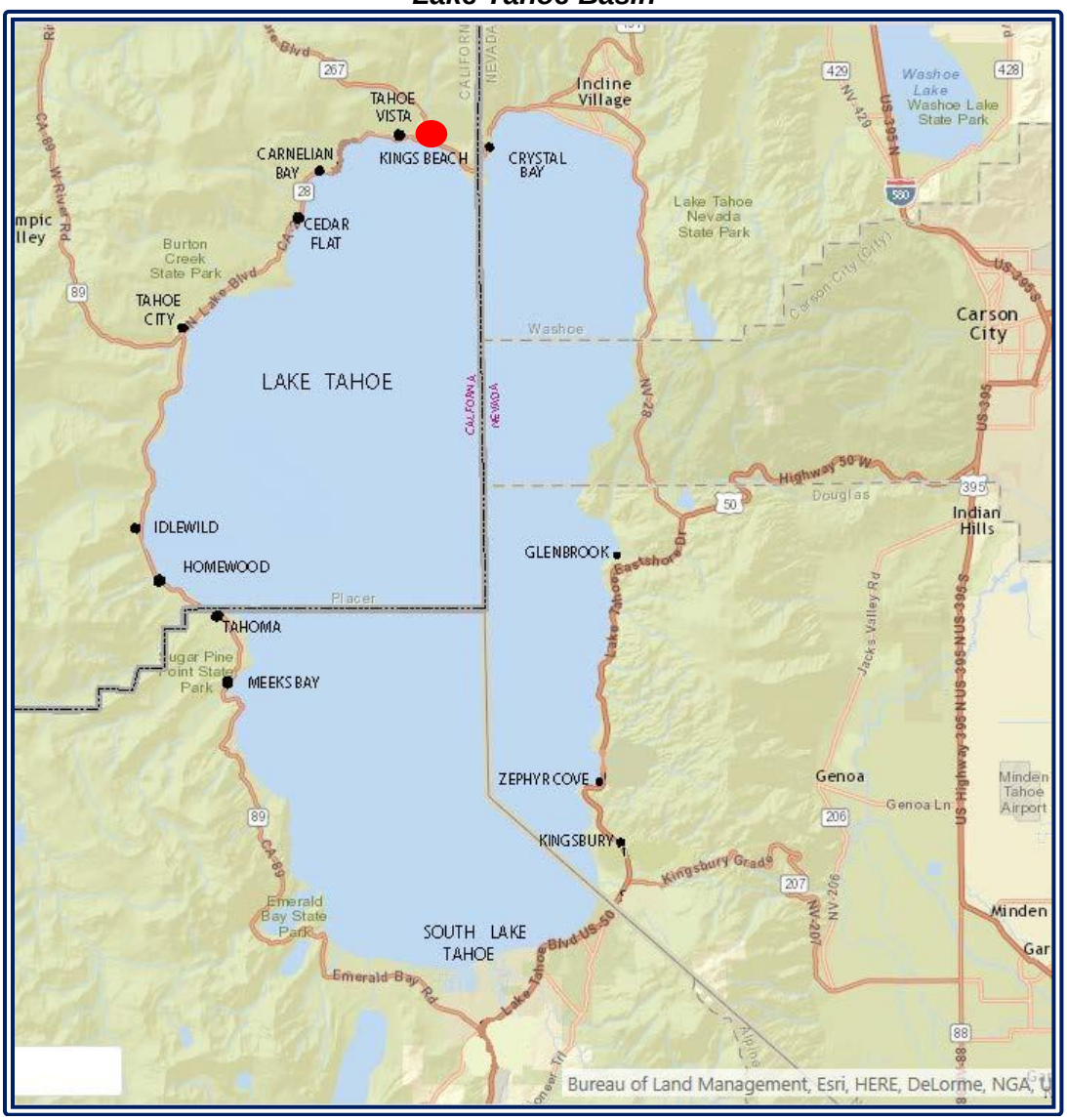
7.0 THE KINGS BEACH COMMUNITY

The Lake Tahoe Basin is a world-famous tourist destination, located approximately 200 miles northeast of San Francisco, California and approximately 40 miles southwest of Reno, Nevada.

Northern California

The North Lake Tahoe region is largely a mountain tourist community catering to winter skiing, summer watersports, and year-round outdoor enthusiasts. Kings Beach is at the northern end of Lake Tahoe near the California–Nevada border. Kings Beach is one of the primary commercial, residential, and recreational centers in the Lake Tahoe Basin.

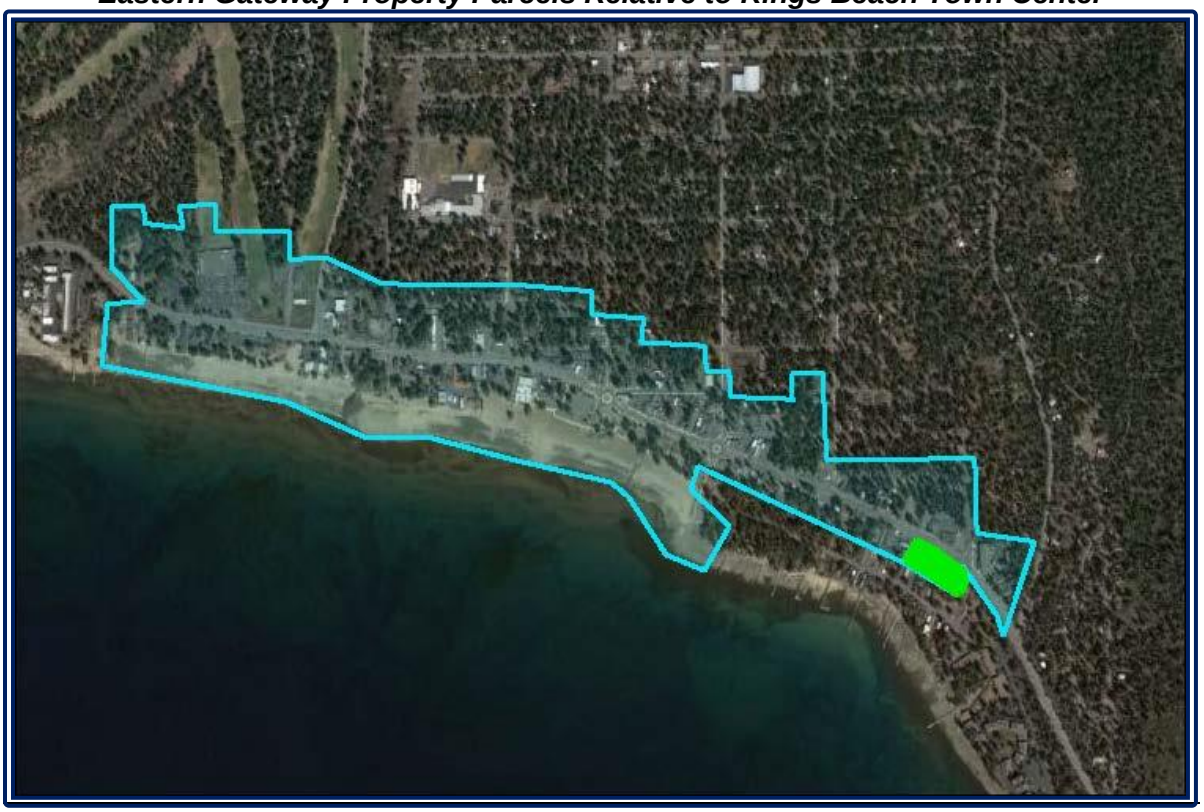
Lake Tahoe Basin



The Tahoe Regional Planning Agency (TRPA) Regional Plan and the proposed Placer County Tahoe Basin Area Plan promote the concept of "Town Centers" as areas of commercial and mixed-use development. The proposed Tahoe Basin Area Plan can be reviewed at: www.placer.ca.gov/departments/communitydevelopment/plannng/tahoebasinareaplan.

Town Centers encourage redevelopment and revitalization in a manner that improves environmental and economic conditions. The transfer of development rights from environmentally sensitive lots and outlying residential areas to Town Centers is encouraged to create opportunities to improve water quality around the Lake. EGP is located in a prime commercial area at the eastern entrance of the Kings Beach Town Center (see green highlighted area in the following aerial photograph).

Eastern Gateway Property Parcels Relative to Kings Beach Town Center



Kings Beach and the commercial corridor have been a major focus of Placer County redevelopment programs as evidenced by its large redevelopment investment in the Kings Beach Commercial Core Improvement Project, public parking lots, housing projects, streetscape, and other improvements. The Kings Beach Commercial Core Improvement Project is a Placer County Public Works project representing a public investment in excess of $45 Million to revitalize the area through storm water treatment infrastructure, reconfiguring and rebuilding State Route 28, streetscape beautification, and adding 10-foot walkways, Class 2 bike lanes, and public bus shelters.

Kings Beach Commercial Corridor Improvements

8.0 CONCEPTUAL PROJECT DEVELOPMENT

Future development of Eastern Gateway Property should meet the mixed-use and redevelopment design concepts, and standards of the proposed Placer County Tahoe Basin Area Plan and community visioning.

<u>TRPA and Community Plans</u>
Land use in the Lake Tahoe Basin is regulated by both the Tahoe Regional Planning Agency (TRPA) and Placer County. TRPA is a bi-state environmental planning agency with the mission to restore Lake Tahoe's natural resources while helping to support sustainable communities. TRPA approved a 2012 Regional Plan Update, which focuses efforts to redevelop the Tahoe Basin Town Centers, including Kings Beach. The proposed Placer County Tahoe Basin Area Plan is an updated land use document intended to implement the TRPA Regional Plan by guiding growth, land development and natural resource management in Placer County's portion of the Lake Tahoe Basin for the next 20 years.

Land Use and Zoning

The 10 parcels along North Lake Boulevard are currently located within the Kings Beach Community Plan in Special Area #2, Eastern Entry Commercial. Land Use classification is residential, commercial, retail and services, which include tourist accommodation facilities (hotels, motels, bed and breakfast), eating and drinking establishments, food and beverage retail sales, general merchandise store, professional services, health care services, numerous public service uses, as well as other services. The Kings Beach Community Plan can be reviewed at: www.trpa.org/wp-content/uploads/Kings-Beach-Community-Plan.pdf.

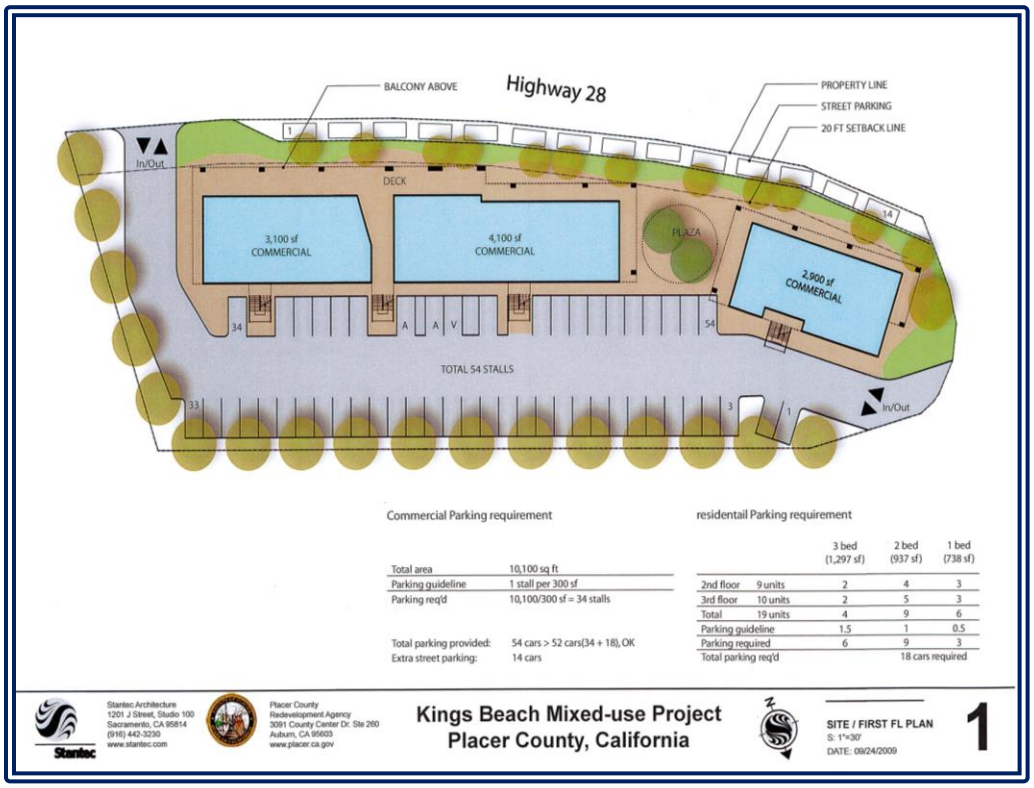
Eastern Gateway Property Project Concept

A relatively large, 1.3-acre vacant site at the entrance to the Kings Beach Town Center presents an excellent opportunity for a significant project. Studies, reports and community input over the last several years have described the need for new and redeveloped accommodations, as well as a planned mixed-use project that connects the business core with the beach and lake area, providing the community with a gathering area and a "sense of place".

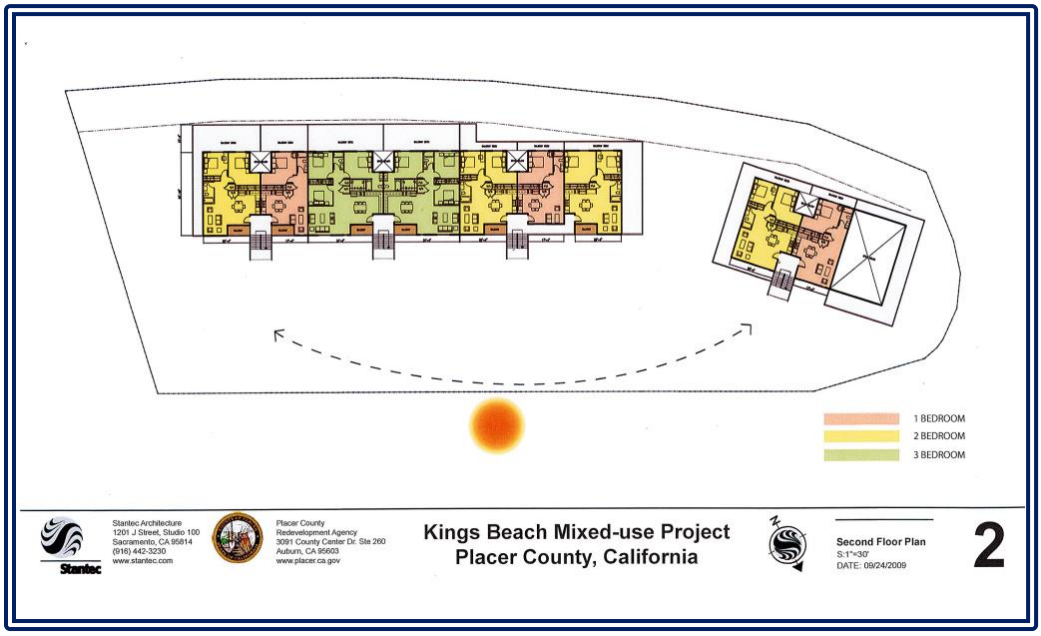
A conceptual mixed-use project design was prepared for the 10 parcels of the Eastern Gateway Property. The concept included commercial space on the ground floor and residential units on the upper level(s)

Eastern Gateway Property Mix-Use Concept Project

Eastern Gateway Property Mix-Use Concept
1st Floor Commercial



Eastern Gateway Property Mix-Use Concept
2nd Floor Residential



Potential buyers/developers are encouraged to share their own vision for the Eastern Gateway Property.

In order for a proposed project to proceed, the following examples of entitlements and/or processes may be required:

- Tentative subdivision map approval and/or minor boundary line adjustment
- Conditional use permit
- Design review
- Amendment to the Kings Beach Community Plan (currently being updated as part of the proposed Area Plan)
- County and Tahoe Regional Planning Agency (TRPA) certification of environmental documents
- Amendment to the TRPA Code of Ordinances (TRPA has approved the Regional Plan Update)
- Secure additional development rights – CFA, TAUs, etc. as necessary depending on the proposed development
- Participation in existing Benefit Assessment District
- Negotiate Development Agreement

Inquiries to Placer County Planning Department and the Tahoe Regional Planning Agency are recommended for further information and process explanation. For assistance in obtaining additional information from the public agencies overseeing or regulating the development of project in the Tahoe Basin, please contact Chris Perry, Special Projects Manager, Placer County Executive Office – Lake Tahoe at cperry@placer.ca.gov or 530-546-1945.

9.0 DISCLOSURES

Successor Agency Acquisition of Property

The Eastern Gateway Property was originally acquired by the former Placer County Redevelopment Agency between 2006 and 2008. Upon dissolution of the Placer County Redevelopment Agency on February 1, 2012, the Successor Agency assumed the rights, obligations and interests of the Redevelopment Agency, including the EGP. The sale of the property was proposed in the Long-Range Property Management Plan (LRPMP) prepared by the Successor Agency and approved by the California Department of Finance. The purpose of the LRPMP is to address the disposition of the real properties of the former Redevelopment Agency. The LRPMP specified that EGP would ultimately be disposed of to allow future development consistent with Kings Beach planning documents.

Regulatory Closure of Former Remediated Gasoline Service Station

The Redevelopment Agency acquired three of the ten parcels (090-221-013, 090-221-014, and 090-221-020) in 2007 as a closed gasoline service station that had been partially assessed and remediated. The former service station was also referred to as the former Ronning Property. The Redevelopment Agency and the Successor Agency completed the removal of underground fuel storage tanks, demolition of the structures and the remediation of petroleum hydrocarbons from the site. Site remediation included the excavation and removal of petroleum hydrocarbon impacted soil. Petroleum hydrocarbons remain in the soil and groundwater beneath the site, but the remaining concentrations pose a low threat to human health, safety and the environment, and the site meets the criteria of the Water Quality Control Policy for Low-Threat Underground Storage Tank Case Closure. The site is suitable for general commercial development or use. The Lahontan Regional Water Quality Control Board (Regional Board) is the lead regulatory agency overseeing the site. Based on the site assessment and remediation performed at the site, the Regional Board prepared a No Further Action Required letter dated May 6, 2015, confirming the completion of the site investigation

and corrective action for the underground storage tanks and former gasoline service station. A copy of the Regional Board's letter is available at: www.placer.ca.gov/kingsbeachsale. Environmental monitoring, investigation and remediation results and reports, as well as agency correspondences for the Eastern Gateway Property (Ronning Property), can be downloaded and reviewed at the State of California Water Resources Control Board's GeoTracker website: http://geotracker.waterboards.ca.gov/profile_report.asp?global_id=T0606181132.

The Eastern Gateway Property is suitable for commercial development, but prospective responders should confirm that the site is appropriate for their intended use. The site has access to municipal water services, and groundwater beneath the property is not considered a drinking water source. The soil at the site meets the low-threat criteria for direct contact for commercial, construction or utility workers. The remediation performed at the site resulted in the No Further Action Required letter and closure of the site from the Regional Board. Future uses and construction activities at the site should be performed according to applicable codes, regulations or requirements of regulatory agencies.

Kings Beach Benefit Assessment District No. 1 Annual Assessment
Kings Beach Benefit Assessment District No. 1 (District) was established for owners of benefiting parcels to pay the estimated costs of the maintenance, service and snow removal for the District's sidewalk improvements. Real properties within the boundaries of District No. 1 are assessed in proportion to the benefit received. The 10 EGP parcels along North Lake Boulevard are benefiting parcels within the boundaries of the District, and the owner of the parcels is assessed annually. The Kings Beach Benefit Assessment District No. 1 Engineer's Report dated October 23, 2012 presents details of the District and method for assessing benefiting parcels, and is available at:
http://www.placer.ca.gov/~/media/dpw/projects/documents/kbengrep101612.pdf?la=en.

10.0 SUBMITTAL OVERVIEW AND CONTENT

At minimum, responses to this RFI should include the information described in this section. Please provide the information in the specified order to facilitate the Successor Agency's review of your response.

Each submittal should be bound or contained in loose leaf binders. Document pages shall be 8-1/2 inches by 11 inches in size or folded to such a size. It is preferred that responses include section dividers, tabbed and titled per the below sections.

10.1 **Letter of Introduction** – Include a brief summary of the respondent's basic qualifications, experience, past projects of similar nature and size, experience in the Lake Tahoe Basin and with TRPA, and reason for interest in this opportunity.

10.2 **Signature Requirements**: The Letter of Introduction must be signed by an officer empowered by the respondent to sign such material and thereby commit the responding party to the obligations contained in the RFI response. Further, the signing and submission of a response shall indicate the intention of the proposer to adhere to the provisions described in this RFI and a commitment to enter a binding contract.

- Information submitted on behalf of a Partnership shall be signed in the firm name by a partner or the Attorney-In-Fact. If signed by the Attorney-In-Fact, there shall be attached to the proposal a Power-Of-Attorney evidencing authority to sign proposals, dated the same date as the proposal and executed by all partners of the firm.

- Information submitted on behalf of a Corporation shall have the correct corporate name thereon and the actual signature of the authorized officer of the corporation written (not typed) below the corporate name. The title of the office held by the person signing for the corporation shall appear below the signature of the officer.
- Information submitted by an Individual doing business under a firm name ("dba") shall be signed in the name of the individual doing business under the proper firm name and style.

10.3 **Team Members** – Identify members of the development team and provide a brief description of each team member's role, including the following:

a. Designation of lead contact for the development team.
b. Principals of the development team.
c. Resumes of key team members.
d. A description of team member's proposed role and relevant experience with projects of similar nature and size, and each member's experience and familiarity with development in the Lake Tahoe Basin and working with TRPA and Placer County.

10.4 **Relevant Project Experience** – Provide a summary of current and previous experience of the team with regard to projects comparable both in size and uses. As appropriate, this information should include a project description, photographs or site plans if available, land uses, dates completed, developer role, cost/value, financing sources, and duration of development process. Additionally, identify similar completed projects in northern California or northern Nevada that can be visited, and provide a name and contact information.

10.5 **Project Approach** – Provide a general summary of the team's project vision and approach, and anticipated timing related to planning, design, approvals, financing, phasing, development, construction and operation. Provide examples of processes employed for other projects as they relate to mixed-used projects in a similar environment. The vision should contain a narrative summary describing the project concept, type of construction, potential uses and benefit to Kings Beach.

10.6 **Financial Reference** – Provide a summary of the potential developer/development entity's capability to source the capital necessary to successfully fund and/or finance the proposed project concept. This information can be included in a separate envelope marked "Confidential Financial Information." Additionally, provide a description of the anticipated financing structure to be employed to finance the proposed project. Provide specific examples to support proof of the ability to fund a project on this site.

10.7 **References** – Provide an accurate list of no less than three financial/lending references (name, title, entity, telephone number and contractual relationship to respondent) that may be contacted with respect to current and past project experience.

10.8 **Litigation History with Public Agencies** – Provide information regarding any litigation with public agencies or bankruptcy for any individual or collective member of the development team within the past 10 years.

11.0 SUBMITTAL INSTRUCTIONS

11.1 Responses shall be submitted not later than the time and date indicated on the cover page of this RFI. All responses shall be submitted in a sealed envelope or container and clearly marked with the RFI number and title on the outside of the package.

11.2 Responses must be submitted ONLY to:
Placer County Department of Administrative Services
Procurement Services Division
2964 Richardson Drive
Auburn, CA 95603-2640

11.3 The Successor Agency shall not be responsible for responses delivered to a person or location other than that specified herein, and may be disregarded by the Successor Agency.

11.4 Faxed and/or emailed responses shall not be accepted.

11.5 All responses and associated documents, whether selected or rejected, shall become the property of the Successor Agency and will not be returned.

11.6 All costs associated with preparation and submittal of responses shall be borne by the offeror.

12.0 EVALUATION CRITERIA

The following criteria will be used as the basis for evaluating the RFI responses:

- Respondent's vision for the property and proposed project summary, consistent with the community vision, TRPA Regional Plan, and draft Placer County Tahoe Basin Area Plan. The response should address improved economic and environmental sustainability.
- Respondent's applicable experience and expertise as well as alignment with the County's and Kings Beach community's goals regarding the revitalization and redevelopment of the Kings Beach Town Center. Environmental impacts can be evaluated by improvements to lake clarity and air quality, the presence of walkable and pedestrian friendly business downtown, and preservation of sensitive (SEZ) land. Economic impacts can be measured by job retention and creation, public revenue growth, and public infrastructure improvements.
- Respondent's experience in formulating and implementing successful commercial or mixed-use projects of similar scope and character.
- Respondent's demonstrated ability to implement projects in the Tahoe Basin and understand TRPA codes and requirements, and community plans and permitting.
- Respondent's track record, experience and financial capacity to start and complete projects and uses similar to the KBC.
- Respondent's demonstrated ability to structure development and financial transactions to access capital for the proposed project development.
- Experience of key project team members with similar projects.

13.0 PUBLIC RECORD

All materials submitted during the RFI process will become public record, as prescribed by the State of California Public Records Act (Govt. Code 6250, et seq).