

{PARTIAL TRANSCRIPT of hearing follows.}

Shore: Under the testimony, I'll move that the staff recommendation, which is the selection for negotiation purposes, with Riverview.

Rudin: It has been moved by Mr. Shore; is there a second to that motion?

Robie: I'll second.

Rudin: Seconded by Mrs. Robie. Discussion?

Serna: Can I introduce a couple of things to the motion if it meets with the maker of the motion's will here. 1. I would like to enter into the record,

the Council's official record, with regard to this recommendation, the letter submitted to the City Council on October 14, by Mr. Coomes, which outlines

basically the equity share, as stated in this letter, that, for purposes of negotiations, the staff is not permitted to negotiate these percentages

downward - that these be minimum, equity standards. And if they do, that should be cause for termination. 2. That termination of the selected

developer team should occur: 1. If the developer eliminates or significantly changes land use components presented to the City Council this date. In other

words, if the housing element goes away, Bill, and the hotel goes away, that's cause for termination and reissuance of the RFP.

Rudin: And the developer goes away?

Serna: Yes.

Shore: Right, I'd accept that, if we did it in such a way that it comes back to us to make that determination.

Serna: Staff is also instructed to submit 90-day progress reports to the City Council on the negotiations. Staff is also to notify the City Council

immediately if termination is eminent and if a new RFP has to be reissued...all of that comes back. Is that all right with the maker of the motion?

(see letter ~~for~~ attached as part of these minutes)

#1

Kastanis: I'd like to amend that amendment, that we be certain that the language does include the level of hotel that has been demonstrated, in terms of the parks, etc.

Rudin: The quality of the hotel?

Kastanis: Yes.

Shore: I'll accept that.

Rudin: That amendment has been accepted by the maker of the motion so it is incorporated into the motion, as well as the quality of the hotel, being the level that's been described to us tonight.

Rudin: I don't want to make another amendment, but I'd like to include in our motion that we give direction to staff to give consideration to the impact on Crocker, following with what Susan Willoughby said. I hope that Crocker will be included - the Crocker personnel - either the Board Chair or Barbara Gibbs will be included in the planning process and given the opportunity to review.

2

COYNE AND COMPANY, INC.

901 Tamalpais Avenue • Suite 200 • San Rafael, California 94901 • (415) 453-0451

October 14, 1986

Sacramento City Council
Members in Session
City Hall
Sacramento, CA

Dear Council Members:

This letter is written to evidence the commitment of the Riverview Development Group, Condell, Park Suites Hotels, and Laral Hotels to actively participate in and contribute financially to the Docks Project should our group be selected by the City Council, acting as the Redevelopment Agency, as the developers of the Docks Project.

We agree to participate in the Docks Project and to bear financial obligations pertaining thereto, in the following respective ownership interests:

	<u>Hotel</u>	<u>Apartments</u>	<u>Office</u>
Riverview Dev. Group	45%	50%	100%
Condell	45%	50%	
Laral Hotels	10%		

Park Suites is committed to enter into a franchise agreement with the Riverview Development Group, Condell and Laral, as owners, for the Park Suites Hotel to be developed in the Docks Area.

Laral Hotels is committed to enter into a management agreement for the operation of the Park Suites Hotel.

Riverview Development Group is designated the on-site project manager and shall maintain an office and personnel in Sacramento for that purpose. Management decisions concerning negotiations with the Sacramento Redevelopment Agency and the carrying out of the project which involve the owners shall be made promptly by the following personal representatives of the respective owners:

Riverview Development Group: Edmund J. Coyne
Condell: William Van Haselen
Park Suites: William Van Haselen
Laral Hotels: R. Morgan Burkett

RESOLUTION No. 86-062 EXHIBIT A

OCT 14 1986

Sacramento City Council
October 14, 1986
Page 2

The parties hereto mutually pledge and agree to cooperate and participate in the timely negotiation of a development agreement with the Sacramento Redevelopment Agency and to do all other acts necessary for the successful undertaking of the Docks Project.

Executed in Sacramento, California.

Riverview Development Group

By Edmund J. Coyne
Coyne and Company, Inc.
Managing General Partner

Condell

By [Signature]

Park Suites Hotels

By [Signature]

Loral Hotels

By R. Roger Bennett

RESOLUTION No. 86-062

OCT 14 1986

38

COYNE AND COMPANY, INC.

901 Tamalpais Avenue • Suite 200 • San Rafael, California 94901 • (415) 453-0451

October 14, 1986

Sacramento City Council
Members in Session
City Hall
Sacramento, CA

Dear Council Members:

This letter is written to evidence the commitment of the Riverview Development Group, Condel, Park Suites Hotels, and Loral Hotels to actively participate in and contribute financially to the Docks Project should our group be selected by the City Council, acting as the Redevelopment Agency, as the developers of the Docks Project.

We agree to participate in the Docks Project and to bear financial obligations pertaining thereto, in the following respective ownership interests:

	<u>Hotel</u>	<u>Apartments</u>	<u>Office</u>
Riverview Dev. Group	45%	50%	100%
Condel	45%	50%	
Loral Hotels	10%		

Park Suites is committed to enter into a franchise agreement with the Riverview Development Group, Condel and Loral, as owners, for the Park Suites Hotel to be developed in the Docks Area.

Loral Hotels is committed to enter into a management agreement for the operation of the Park Suites Hotel.

Riverview Development Group is designated the on-site project manager and shall maintain an office and personnel in Sacramento for that purpose. Management decisions concerning negotiations with the Sacramento Redevelopment Agency and the carrying out of the project which involve the owners shall be made promptly by the following personal representatives of the respective owners:

Riverview Development Group: Edmund J. Coyne
 Condel: Willian Van Haselen
 Park Suites: William Van Haselen
 Loral Hotels: R. Morgan Burkett

Sacramento City Council
October 14, 1986
Page 2

The parties hereto mutually pledge and agree to cooperate and participate in the timely negotiation of a development agreement with the Sacramento Redevelopment Agency and to do all other acts necessary for the successful undertaking of the Docks Project.

Executed in Sacramento, California.

Riverview Development Group

By _____
Coyne and Company, Inc.
Managing General Partner

Condel

By _____

Park Suites Hotels

By _____

Laral Hotels

By _____

WHAT ARE THE BASIC DIFFERENCES BETWEEN THE CAL-COAST PROPOSAL AND THE RIVERVIEW PROPOSAL?

THE DEVELOPMENT TEAM

1. Experience—Cal-Coast Team
2. Track Record—Cal-Coast Team
3. Ability to Perform—Cal-Coast Team
4. Financial Strength—Cal-Coast Team

The City's financial consultant will attest to the superior financial strength and experience of the Cal-Coast Team.

THE LAND USE PLAN

1. Hotel. Cal-Coast's Hotel Concept does not compete with the Hyatt Hotel as does Riverview's.
2. Housing. Undesirable freeway location and difficult access during annual Old Sacramento functions.
3. Density. Cal-Coast has substantially more people-space and open-space by comparison.
4. Commercial. Enhances Downtown Sacramento and is noncompetitive.

THE PLAN DRIVES THE ECONOMICS

Staff states that the plan will change, thus, so will the economics. Riverview has indicated their ability and desire to make whatever changes appear to be necessary, hence, so will their proforma, economics, City risk, etc., change.

The Cal-Coast plan was well thought out and was only proposed if it was workable from the economic and a financing standpoint. The Cal-Coast plan meets those tests and will only be refined through the ensuing process. Hence, the economics remain virtually the same.

CITY BENEFITS

Cal-Coast proposes to lease. Revenue goes to the City. As Cal-Coast projects succeed, so does the City profit. At the end of the lease term, the City owns the entire project. There is no down-side for the City.

Riverview proposes to pay the City approximately \$1,100/d.u. for the land (comparable residential values are \$7,000-\$8,000/d.u.). The Riverview proposal suggests that those dollars be put into their needed public improvements.



**SACRAMENTO
HOUSING AND REDEVELOPMENT
AGENCY**



38

October 7, 1986

Redevelopment Agency of the
City of Sacramento
Sacramento, California



as amended

Honorable Members in Session:

SUBJECT: Selection of Developer for the Docks Area

SUMMARY

The Riverview Development Group have been recommended to be selected as developers for the Docks area. This review, at the request of the Agency came after a change in the corporation of one of the developer teams and new information.

BACKGROUND

The Docks Selection Committee reviewed concepts from three (3) developers in May, 1986 and recommended Riverview Development Group for selection as the developer. This recommendation was approved by the Commission on July 7, 1986 and forwarded to the Agency through a staff report dated July 27, 1986 (see Exhibit 1). The Agency at its August 5th meeting requested that an Agency subcommittee be given an opportunity to hear all the concepts. This was done at a joint Planning/Community Development and Transportation subcommittee meeting. The entire matter was brought back to the Agency on September 9th. The Agency determined that because of changes in one of the the development teams and submittal of new information that the entire matter should be sent back to the Selection Committee for further study and recommendation.

During this time, staff, at the Agency's request, forwarded two (2) reports dated July 31, 1986 (Exhibit 2) and September 3, 1986 (Exhibit 3).

During the intervening month prior to review by the Selection Committee, two (2) additional studies have been made. The first study, by Sacramento Housing and Redevelopment Agency staff,

10-14-86
D-1

SACRAMENTO HOUSING AND REDEVELOPMENT AGENCY

38

Redevelopment Agency of
the City of Sacramento
October 7, 1986
Page 2

included a detailed analysis of 102 completed projects by members of both development teams (see Exhibit 4). Staff discussed the individual projects with lenders and others to determine if the projects were completed on time, within budget and noted comments related to the performance of the developers. The results of selected reference checks and a summary of each team member is also included in Exhibit 4.

The second analysis was conducted by the Agency's Economic Consultant McManis Associates. McManis reviewed the proposed financial plan and pro forma. They also looked at the financial statements of the various team members to undertake a financial capacity study. The results of the McManis study is included in Exhibit 5.

The three (3) earlier staff reports, the study of past performance by staff, the financial plan and capacity analysis by McManis and question and answer period during the Selection Committee meeting with both developers on October 9th went into the decision making process by the Committee leading to their recommendation.

FINANCIAL DATA

During the negotiation phase, the Agency will be expending funds from previously approved appropriations to prepare environmental reports relative to the proposed plan, and fees to various consultants to assist in economic analysis, developer negotiations and cost reviews.

ENVIRONMENTAL REVIEW

Environmental impact analysis and recommendations will be made in conjunction with the proposed plan for the Docks area after selection of the developer and during the negotiation period.

POLICY IMPLICATION

The action proposed in this staff report is consistent with previously approved policy and there are no policy changes being recommended.

SACRAMENTO HOUSING AND REDEVELOPMENT AGENCY

38

Redevelopment Agency of
the City of Sacramento
October 7, 1986
Page

VOTE AND RECOMMENDATION OF COMMISSION

It is anticipated that its meeting of October 13, 1986, the Sacramento Housing and Redevelopment Commission will adopt a motion recommending that you take the above mentioned action. In the event they fail to do so, you will be advised prior to your October 14, 1986 meeting

RECOMMENDATION

The staff recommends adoption of the attached resolution recommending Riverview Development Group as developer for the Docks area, establishing policy guidelines for developer negotiations and authorizing the Executive Director to accept and sign the offer by Riverview Development Group to purchase/lease and redevelop (see Exhibit 6).

Respectfully submitted,

William H. Edgar

WILLIAM H. EDGAR
Executive Director

Contact Person: Leo T. Goto, 440-1320

0308M

TRANSMITTAL TO COUCIL:

Walter J. Slipe
WALTER J. SLIPE
CITY MANAGER

for:

APPROVED

OCT 14 1986

As Amended
SACRAMENTO REDEVELOPMENT AGENCY
CITY OF SACRAMENTO

RESOLUTION NO. 86-062

ADOPTED BY THE REDEVELOPMENT AGENCY OF THE CITY OF SACRAMENTO

ON DATE OF

DOCKS AREA DEVELOPER SELECTION AND NEGOTIATION GUIDELINES

BE IT RESOLVED BY THE REDEVELOPMENT AGENCY OF THE CITY OF SACRAMENTO

Section 1: The Riverview Development Group is hereby selected as the development entity for the Docks Area.

Section 2: The Executive Director is directed to enter into a planning and negotiation period of 270 days or less. During this option period, the Agency shall give the Riverview Development Group the exclusive right to negotiate a disposition/lease agreement with the Agency.

Section 3: The Chair and Secretary of the Redevelopment Agency of the City of Sacramento are authorized to accept the Riverview Development Group's offer to purchase/lease and redevelop the real property within the Docks Area.

Section 4: The Executive Director and Riverview Development Group are hereby informed that it is the intent of the Redevelopment Agency of the City of Sacramento to make the Docks Project financially self supporting; i.e., any public financing required and agreed upon by the Agency must be generated from the Docks Project itself and not from any other project or source.

Section 5: The Executive Director shall establish a procedure whereby the Agency and the Riverview Development Group shall agree on terms by which the specific parcels within the Docks Area will be sold or leased including price and conditions as necessary, and on a schedule for transfer of parcels with options on various parcels according to such schedule. The Agency shall sell the first parcel to the Redeveloper upon approval of plans and evidence of financing. The sale or lease of the second and subsequent parcels of land shall occur only upon Agency approval of plans and financing and issuance of a building permit by the City of Sacramento for the previous parcel.

Section 6: This resolution shall take effect immediately.

CHAIR

ATTEST:

SECRETARY



**SACRAMENTO
HOUSING AND REDEVELOPMENT
AGENCY**



38

MEMORANDUM

October 14, 1986

TO: Redevelopment Agency of the City of Sacramento
FROM: Leo T. Goto, Director, Special Projects
SUBJECT: Transmittal of Information Recently Received by
Agency/City

As a follow-up to Bill Edgar's thoughts (October 9th) on the handling of information recently received by the City and Agency staff, we are sharing and enclosing this information with representatives of Riverview and Cal-Coast.

LEO T. GOTO
Director, Special Projects

LTG/kld

0319M

HAMMON'S ARCHIVES & ARTIFACTS
1115 FRONT STREET
SACRAMENTO, CALIFORNIA 95814

Wendell P. Hammon

Books and Documents
General Appraising

(916) 446-1782

October 10, 1986

Mr. Carl Amundeson,
Sacramento Housing and Redevelopment Agency,
630 I Street,
Sacramento, California 95814

Dear Carl:

I have in front of me on my desk a letter addressed to you from Mr. Sol J. Shye relating to the attitudes and opinions of the Old Sacramento Citizens and Merchants Association -

In this letter Mr. Shye states that his organization has tried to arrange a meeting with the Merchants Association in order to acquaint them with the details of his organizations plans for the Sacramento Docks Project.

I have taken this matter up with our office staff and have been informed that they were totally unaware of any such attempt by Mr. Shye's organization to arrange a meeting with us.


I as Vice-Chairman of the Old Sacramento Citizens and Merchants Association am also totally unaware of any such attempt to arrange a meeting with us.

I might also mention that as a long time member of the Board of the Merchants Association I am extremely interested in every phase and aspect of the development in and near Old Sacramento

I am dissapointed and just a little amazed that Mr. Shye's group did not attempt to arrange a meeting with the Merchants Association. If Mr. Shye's group had attempted to arrange a meeting we would have been pleased to meet with them.

Mr. Shye also mentions that "we were not totally surprised by their attitude in light of the fact that Mssrs. Coyne and Harvey are active members of that association, Mr. Harvey being the "Honorary Mayor"."

To the best of my knowledge Mr. Coyne has not attended any of our Association Board Meetings or for that matter any of our general meetings - this is certainly not the agenda of an "Active Member".


HAMMON'S ARCHIVES & ARTIFACTS
1115 FRONT STREET
SACRAMENTO, CALIFORNIA 95814

Wendell P. Hammon

Books and Documents
General Appraising

(916) 446-1782

MR. CARL AMUNDESON (page 2)

I would further comment in regards to "Mr. Harvey being the "Honorary Mayor"." - Mr. Harvey as Honorary Mayor has absolutely no authority nor position in Old Sacramento due to being in such office. Mr. Harvey like the other Honorary Officials duties consist of attending parades and other public events that are of a benefit to Old Sacramento.

With the above in mind I am sure that you will give this letter proper consideration.

Very sincerely yours,


Wendell P. Hammon

Old Sacramento Property Owners Council

P. O. BOX 160422

SACRAMENTO, CALIFORNIA 95816-0422

President

Lina Fat 446-6768

MEMO: 10/8/86

TO: CARL AMUNDSON
CHAIRMAN, SACRAMENTO HOUSING & REDEVELOPMENT AGENCY COMMISSION

FROM: LINA FAT
PRESIDENT, OLD SACRAMENTO PROPERTY OWNERS COUNCIL

RE: LETTER FROM CAL COAST'S CHAIRMAN, SOL SHYE, DATED 10/2/86

After reading Mr. Shye's letter to you regarding the developer selection for the Docks Project, it is our perception that Cal Coast has confused the Property Owners Council with the Old Sacramento Citizens & Merchants Association. In his letter, Mr. Shye refers to being refused an audience with O.S.C.M.A. It is our understanding that in fact no one from Cal Coast has ever requested an audience with them. However, Mssrs. Miller and Nelson from the Cal Coast team both did ask me whether they might make a presentation at an O.S.P.O.C. meeting. I declined their requests in light of our Board's decision to rely on the Redevelopment Agency for impartial information regarding the Docks Project (a copy of the relevant page of minutes from our O.S.P.O.C. board meeting of Sept. 25 is attached).

I hope this helps to make some sense of Mr. Shye's letter. As you know, the Property Owners Council is concerned with the effect any development in the docks area will have on Old Sacramento. We are confident that we have conveyed our concerns to the Agency, and we do not feel that it is appropriate for us to entertain presentations from the developers directly.

a letter for Lina to sign based on the Halcyon Report. OSPOC office will also draft a letter to be sent to the property owners regarding their investment of \$250.00/ea. for the leasing brochure.

5. Docks Project

Board members were sent a 30 day schedule for review of proposals for the Docks Project. (Copy in OSPOC Board minutes file). Leonard stressed that the strongest developer must be selected. Sufficient information was not submitted by all developers. Selection committee extended the deadline for their recommendation to October 10, 1986. Lina stated that a member of the Cal Coast development team asked to make a presentation to OSPOC. It was agreed by the Board that they would defer to the Redevelopment Agency and their Selection Committee, rather than hear presentations from individual developers. To date, the Board has not heard presentations directly, only from the Redevelopment Agency. The Board chooses to continue with that policy, because it reflects OSPOC's interest in this project only as it affects Old Sacramento.

6. Management Board Goals and Objectives

Lina Fat stated that the Management Board continues to work on the Goals and Objectives. They will be brought to the OSPOC Board in draft form to be approved.

7. Old Sacramento Improvement Committee

The committee will meet again after the brochure is ready for the press.

8. Status Reports

Sign Control Ordinance

Ken Harris reported that the ordinance will go to the City Council Transportation, Budget and Finance Committees on October 14, 1986. The complete City Council will have it two weeks later. Property owners received letters explaining details. Harris passed out the attached updated expense sheet. Jim Coulter asked Harris to contact Mike Medema to obtain an update of the sales revenue and maintenance assessment payment status of Old Sacramento property owners and merchants. Mike Medema will be invited to the October 16, 1986 Board meeting to discuss the status with OSPOC Board.

Service Courts/Waste Removal Committee

The service court behind China Camp and Fat City is under construction. On September 30, 1986, the service court construction will begin behind D.O. Mills and is scheduled for completion by November 30, 1986. Bids are going out in the near future for others. The Waste Removal Committee is meeting tomorrow, September 26, 1986, to discuss the billing program procedure. The SHRA absorbs the cost of construction, pad and materials needed for the service courts. The maintenance and operation is up to the property owners.

Parking

*Parking changes are in effect. One hour parking on streets began yesterday. There are a lot of 15 minute zones on the streets and have proved to be very popular. Parking lot changes have proved to be a very positive effect.

MEMO: 10/10/86

TO: Carl Amundson, Chairman, Redevelopment Agency Commission

FROM: Bruce Kleinschmidt, President, O.S.C.M.A.

RE: Cal Coast letter of 10/2/86

Thank you for affording me the opportunity to respond to Mr. Shye's disturbingly inaccurate letter. The following is a point-by-point assessment of the matters concerning the Old Sacramento Citizens & Merchants Association:

1. Paragraph 1-- No one from Cal Coast has been trying to arrange a meeting with O.S.C.M.A.'s representatives. No one from O.S.C.M.A. (Board or Executive Staff) has been contacted at anytime by anyone representing himself as a part of the Cal Coast team. Upon investigation, we believe that the approach was made to the Old Sacramento Property Owners' Council, not the O.S.C.M.A.

2. Paragraph 2-- Mr. Shye's assessment of the type of traffic that will be most beneficial to Old Sacramento displays a complete and fundamental lack of understanding of the area. His assumption that Old Sacramento is looking for "tourists for the eateries" is exactly contrary to the direction our Board has taken, and demonstrates a misunderstanding of the shopping audience in Old Sacramento. Surveys taken for O.S.C.M.A. indicate that the majority of visitors to Old Sacramento are locals.

3. Paragraph 3-- Mr. Shye's reported disappointment in being "refused an audience" is ridiculous, considering that no one has ever requested one.

Mr. Shye's implication that the O.S.C.M.A. would be less than impartial in considering the impact of something of the scope of the Docks Project is at best naive, and is most certainly offensive.

The assumption made by Mr. Shye that the "Honorary Mayor" of Old Sacramento is a position of actual influence would be simply laughable, were it not coming from someone who hopes to have a major involvement in the community. In light of that, it shows a remarkable lack of understanding of or research into the realities of this historic district.

O.S.C.M.A. has at all times received its information and presentations about the Docks Project from representatives of the Redevelopment Agency, never from an interested developer. As always, our concerns about the project stem from an abiding interest in the health, prosperity and historical integrity of Old Sacramento.

OLD SACRAMENTO

CAL-COAST

October 2, 1986

Mr. Andrew J. Plescia
Deputy Executive Director
Sacramento Housing and Redevelopment Agency
630 I Street
Sacramento, CA 95814

RE: Selection of Developer for the
Sacramento Docks Project

Dear Mr. Plescia:

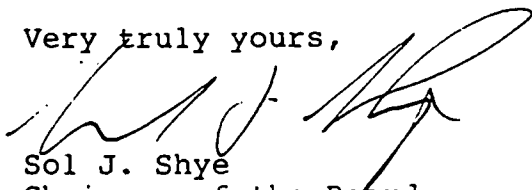
Being cognizant of your concern as related to the opinions and attitudes of the Old Sacramento Citizens and Merchants Association, we have been trying to arrange a meeting with their representatives in order to acquaint them with the details of our plan and allay their expressed fears of direct and destructive competition to their enterprises.

As previously presented to you, the uses we proposed for our retail-commercial areas were movie theaters, ethnic restaurants, open markets and support facilities for the hotel. We did not plan any shops, boutiques or stores of the types that are now being operated in Old Sacramento. In addition, our proposed uses would generate the type of traffic that will be most beneficial for Old Sacramento - mostly tourists for the shops and local residents for the eateries.

As disappointed as we were in being refused an audience with representatives of the Old Sacramento Citizens and Merchants Association, we were not totally surprised by their attitude in light of the fact that Messrs. Coyne and Harvey are active members of that association, Mr. Harvey being the "Honorary Mayor".

We are sure you will give this letter proper consideration.

Very truly yours,



Sol J. Shye
Chairman of the Board

cc: Sherman Gardner
Gary Kimmel
Greg Nelson
Will Burns

October 8, 1986

Mr. Leo Goto
Sacramento Housing and Redevelopment Agency
630 I Street
Sacramento, CA 95814

RE: Riverview Development Group
Docks Area Development

Dear Mr. Goto:

As you are aware, John F. Otto, Inc. is a member of the above referenced development team. We have made a commitment to both the development and construction aspects of the project.

In that respect, we enclose for your information a listing of projects that we either have under construction or have recently completed in which we participated as the Contractor or Developer or both. We also enclose our Corporate brochure which further amplifies John F. Otto, Inc.'s experience and capabilities. As can be noted, our experience includes office buildings, commercial centers, condominiums and motels.

John F. Otto, Inc. supports the Riverview Development Group with the necessary construction and development experience, which together with the other team member capabilities, certainly well qualifies Riverview Development to be your number one choice.

Should you have any questions, please let us know.

Sincerely,

JOHN F. OTTO, INC.

By: 

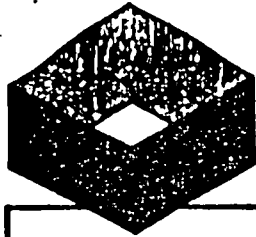
Carl R. Otto
President

CRO:lh
cc: Coyne and Company
Enclosure

John F. Otto, Inc.
1717 Second Street P.O. Box 2858
Sacramento, CA 95812
(916) 441-6870

License #178809

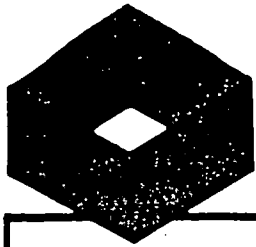




John F. Otto, Inc.

PROJECT INVENTORY

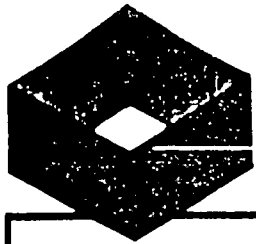
PROJECT	DESCRIPTION	OWNER	ARCHITECT	CONTRACT AMT. SCH. COMP. DATE
EXECUTIVE GUILD OFFICE 735 University Ave. Sacramento, CA	Construction of single story, wood frame office condominiums	Ron Knoyes J. Donald Olson Co. Irvine, CA (714) 540-2606	Hales-Langston Orange, CA (714) 547-0862	\$ 1,200,000.00 June, 1981
VALLEY MACK PLAZA SHOPPING CENTER Mack Road	Shopping Center with Jumbo Supermarket, masonry block struct., remaining shops wood structure	Jerry Drumpler 11577 Olympic Blvd. Los Angeles, CA 90064	Sookie Lee & Associates 2022 - 16th Street Sacramento, CA 95818 Sookie Lee (916) 446-3366	\$ 2,100,000.00 October, 1981
ALLEN TRANSPORTATION OFFICE BUILDING BUS. MAINT. FACILITY Sacramento, CA	Two-story office building and bus. maint. facility. Masonry block construction.	Allen Transportation 1331 "C" Street Sacramento, CA Alex Allen (916) 444-7880	Stan Aldrich Barrish Aldrich & Assoc. 2131 Capitol Avenue Sacramento, CA (916) 444-3320	\$ 1,000,000.00 1981
RIVER RUN CONDOMINIUMS Alpine Meadows Road & Highway 89 Alpine Meadows, CA	24 - Luxury Condo's Wood Frame, 2-Story	Hans Treuenfels Truckee River Propert. 150 Lombard Street San Francisco, CA (415) 788-4488	Woody Stockwell Bull, Field, Volkman & Stockwell San Francisco, CA (415) 781-1526	\$ 2,110,400.00 June, 1982
MOTEL "6" 8302 So. Padre Is. Dr. Corpus Christi, TX	136 Units, Wood frame structure	Motel "6" Santa Barbara, CA	Cooke & Greer Santa Barbara, CA	\$ 1,033,275.00 December, 1982



John F. Otto, Inc.

PROJECT INVENTORY

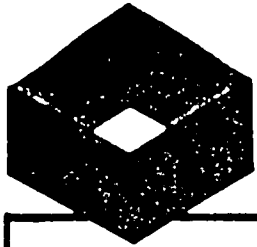
PROJECT	DESCRIPTION	OWNER	ARCHITECT	CONTRACT AMT. SCH. COMP. DATE
STATE OF CALIFORNIA PARKING STRUCTURE Sacramento, CA	5-Level, 512-Space Concrete Parking Structure	Office of the State Architect 1500 - 5th Street Sacramento, CA 95814	Nacht & Lewis 420 Broadway Sacramento, CA 95818	\$ 3,716,714.00 1982
PATCO- Phase 1 & 2 Sacto. Executive Airport Freeport Blvd. Sacramento, CA	Office, Maintenance Bldg. & Hangars	Patterson Aircraft Co. Sacto. Executive Airport Freeport Blvd. Sacramento, CA	Caywood & Assoc. 1435 Alhambra Blvd. Sacramento, CA	\$ 1,800,000.00 March, 1983
ZINFANDEL SQUARE SHOPPING CENTER 10947 Olson Drive Rancho Cordova, CA	Site Work, Mervyns Dept. Store, Retail Shops Wood Frame Construction	Sutter Hill Limited P.O. Box 60910 Palo Alto, CA Mervyns	J. W. Foug, Architect 2600 E. Bayshore Rd. Palo Alto, CA 94303 John M. Gatto (415) 856-9600	\$ 5,000,000.00 June, 1983
SAN JUAN MEDICAL CENTER 6660 Coyle Avenue Carmichael, CA 95608	Three-Story Medical Office Building and Surgical Center	San Juan Holding Co. 6660 Coyle Avenue Carmichael, CA 95608	Pacific Development 2550 Valley Road Sacramento, CA 95821	\$ 2,386,559.00 June, 1983
ESKATON AMERICAN RIVER HOSPITAL 4747 Engle Road Carmichael, CA 95608	Construction Managmnt: 150 Bed Hospital, Total Exterior Face-Lift, Total Interior renova- tion & Nurse Stations	Eskaton American River Hospital 4747 Engle Road Carmichael, CA 95608		\$ 1,500,000.00 September, 1983



John F. Otto, Inc.

PROJECT INVENTORY

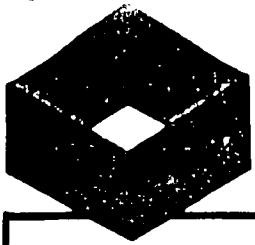
PROJECT	DESCRIPTION	OWNER	ARCHITECT	CONTRACT AMT. SCH. COMP. DATE
CALIFORNIA VISION SERVICE 3139 Fite Circle Sacramento, CA	30,000 Sq. Ft. One-Story Tilt-Up Office and Manufacturing Facility	California Vision Serv. 3139 Fite Circle Sacramento, CA Gary Brooks (916) 481-8720 481-0585	Knopp, Zeiner & Atkinson 420 Exeter Sacramento, CA 95825	\$ 1,400,000.00 December, 1983
MCKESSON-ROBBINS 3775 Seaport Drive W. Sacramento, CA	Distribution Center Liquor/Drugs 160,000 Sq. Feet	KcKesson-Robbins San Francisco, CA	W. B. Clausen 780 W. Grand Avenue Oakland, CA 94612	\$ 3,153,302.00 1983
SMUD - RANCHO SECO 14440 Twin Cities Rd. Harold, CA	10,000 Sq. Ft. Diesel Generation Building	SMUD 6201 "S" Street Sacramento, CA (916) 452-3211 Tom Shaw	Bechtel L. A. Power Division Norwalk, CA	\$ 1,979,840.00 January, 1984
SEVEN-UP BOTTLING PLANT 2577 Academy Way Sacramento, CA	100,000 Sq. Ft. Distribution Center	Millard Tonkin Seven-Up Bottling Co. P.O. Box 15407 Sacramento, CA (916) 929-7777	Barrish, Aldrich & Schroeter 2131 Capitol Ave. #307 Sacramento, CA Jack Barrish (916) 444-3320	\$ 1,743,056.00 February, 1984
SOUTHERN PACIFIC COMMUNICATIONS Pixley, CA	20,000 Sq. Ft. GTE Sprint Sub-Station	Southern Pacific Attn: Don Malatests P.O. Box 974 Burlingame, CA 94010 (415) 340-4414	Liske, Lionakis, Beaumont & Engerg 401 Watt Avenue Sacramento, CA (916) 486-1303	\$ 2,135,326.00 May, 1984



John F. Otto, Inc.

PROJECT INVENTORY

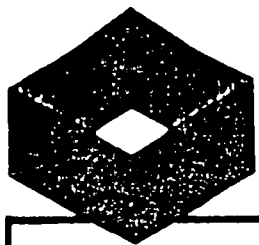
PROJECT	DESCRIPTION	OWNER	ARCHITECT	CONTRACT AMT. SCH. COMP. DATE
LASSEN COLLEGE COGENERATION AND TRAINING FACILITY Highway 139 Susanville, CA	Municipal Waste-To- Energy Facility. Work includes building and Thermal Line. 20,000 Sq. Ft.	Lassen College P.O. Box 3000 Susanville, CA Warren Sorenson (916) 257-6181	Koepf & Lange, Inc. 971 Dewing Avenue Lafayette, CA Monte Koepf (916) 284-4650	\$ 4,267,743.00 August, 1984
1110 "K" STREET Sacramento, CA	21,000 Sq. Ft. Two- Story Office and Retail Building	Barbara Kennedy P.O. Box 2590 Sacramento, CA 95812 (916) 443-3797	Forrar/Williams 1418 - 20th Street Sacramento, CA 95814 (916) 448-2724 Bob Forrar	\$ 828,340.00 August, 1984
CALIFORNIA "6" MOTEL 5550 Carpenteria Ave. Carpenteria, CA	124 - Unit Motel 62,000 Sq. Ft.	Shaughnessy OP Con Co. 2020 DeLaVina Street Santa Barbara, CA 93130 (805) 687-3383	Martin & Dvoretzky 2800 Olympic Blvd. Santa Monica, CA 90404 (213) 829-3661	\$ 2,341,937.00 August, 1984
FARMERS SAVINGS BANK 1326 Broadway Sacramento, CA	5,100 Sq. Ft. Bank Branch	Farmers Savings Bank 1441 Research Park Dr. Davis, CA 95616	Henry Yee & Associates 1400 - 21st Street Sacramento, CA 95814	\$ 517,517.00 June, 1984
MERCY HOSPITAL KITCHEN 4001 "J" Street Sacramento, CA	Rehab. of existing Kitchen Facility 8,000 Sq. Ft.	Mercy Hospital of Sac. 4001 "J" Street Sacramento, CA 95819 (916) 454-4526 Jerry Gubrud	Reyes & Short 2277 Fair Oaks Blvd. Sacramento, CA 95825 (916) 924-3252	\$ 1,392,000.00 September, 1984



John F. Otto, Inc.

PROJECT INVENTORY

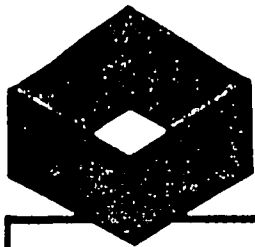
PROJECT	DESCRIPTION	OWNER	ARCHITECT	CONTRACT AMT. SCH. COMP. DATE
MERCY HOSPITAL PHYS. THERAPY 4001 "J" Street Sacramento, CA	Conversion of existing Structure into Phys. Therapy Center 4,000 Sq. Ft.	Mercy Hospital of Sac. 4001 "J" Street Sacramento, CA 95819 (916) 454-4526 Jerry Gubrud	Reyes & Short 2277 Fair Oaks Blvd. Sacramento, CA 95825 (916) 924-3252	\$ 721,410.00 September, 1984
MERCY HOSPITAL PARKING STRUCTURE 4001 "J" Street Sacramento, CA 95819	800 Car/400,000 Sq. Ft. Poured in Place Concrete Parking Structure	Mercy Hospital of Sac. 4001 "J" Street Sacramento, CA 95819 Roger Hite (916) 454-4526	Forrar/Williams 2020 "V" Street Sacramento, CA 95819 Bob Forrar (916) 454-2016	\$ 4,260,346.00 November, 1984
LAKERIDGE TENNIS FACILITY 6000 Plumas Street Reno, Nevada	36,073 Sq. Ft. Indoor Tennis & Athletic Center	Mr. Nate Topol 6555 Plumas Street Reno, Nevada 89509 (702) 825-0500	Dick Zeiner 450 Exeter Sacramento, CA 95825 (916) 971-9106	\$ 1,126,338.00 November, 1984
CALIFORNIA STATE AUTO ASSOCIATION 15 Bicentennial Circle Sacramento, CA	26,000 Sq. Ft. Two- Story Office	Calif. State Auto Assoo. Attn: Peter Coury 100 Van Ness - 4th Fl. San Francisco, CA 94102 (415) 565-2855	Roller & Massen 100 Van Ness - 19th Fl. San Francisco, CA 94102 (415) 863-8737	\$ 1,311,000.00 December, 1984
SACRAMENTO MACHINERY 5412 Auburn Blvd. Sacramento, CA	22,500 Sq. Ft. Retail Store	Marshall D. & Nancy Kraus 4020 Riding Club Ln. Sacramento, CA	Thomas Russell Potts Corporation 1279 Union Street San Franicsco, CA 94109	\$ 475,557.00 December, 1984



John F. Otto, Inc.

PROJECT INVENTORY

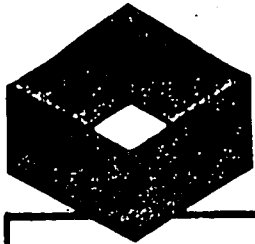
PROJECT	DESCRIPTION	OWNER	ARCHITECT	CONTRACT AMT. SCH. COMP. DATE
SAFETYVILLE 3909 Bradshaw Road Sacramento, CA	1/3 Scale Buildings, Orientation Building, Courthouse Building	Sacramento Safety Council 3909 Bradshaw Road Sacramento, CA	Mau & Mirza Architects 1555 - 3rd Street Sacramento, CA 95818	\$ 527,485.00 December, 1984
FRANK FATS RESTAURANT 806 "L" Street Sacramento, CA	Approx. 4,800 Sq. Ft. Interior and Exterior Remodel, Including a New Kitchen	Frank Fat, Inc. Sacramento, CA	Dick Zeiner, A.I.A. 450 Exeter Sacramento, CA 95825	\$ 567,899.00 1984
TRAVIS AIR FORCE BASE COMMISSARY Bldg. 680 - Mather St. Travis Air Force Base	92,720 Sq. Ft. Commissary Building	Dept. of Air Force Base Contracting Div. 60 MAW/LGOV/Bldg. 549 2nd Floor, Cube A Travis AFB, CA 94535	Cromwell, Truempee, Levy Parker & Woodsmall 1 Spring Street Little Rock, Arkansas 72201	\$ 7,493,567.00 January, 1985
HARDING PLAZA 212 Harding Blvd. Roseville, CA	94,758 Sq. Ft. Retail Shops	R. B. Miller Burnett & Sons P.O. Box 1646 Sacramento, CA 95808 Burnett Miller (916) 442-0493	Mau & Mirza Architects 2555 - 3rd Street Sacramento, CA 95818 Julius Mirza (916) 441-0686	\$ 864,645.00 March, 1985
MERCY DEL PASO CLINIC 3911 Norwood Avenue #B Sacramento, CA 95838	5,900 Sq. Ft. Tenant Improvement for Medical Center	Mercy Hospital of Sac. 4001 "J" Street Sacramento, CA 95819 Steve Golden (916) 453-4404	Vitiello & Assoc., Inc. 1931 "H" Street Sacramento, CA 95814 Herb Niya (916) 446-0206	\$ 191,217.00 March, 1985



John F. Otto, Inc.

PROJECT INVENTORY

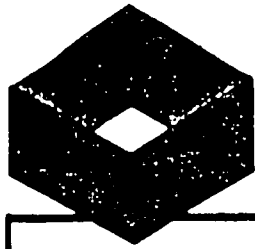
PROJECT	DESCRIPTION	OWNER	ARCHITECT	CONTRACT AMT. SCH. COMP. DATE
<p>REX MOORE OFFICE BUILDING 1399 Parkway W. Sacramento, CA</p>	<p>30,000 Sq. Ft. Office and Warehouse</p>	<p>Rex Moore Electric 2121 - 13th Street Sacramento, CA 95818 (916) 441-7660 Rod Weckworth</p>	<p>Vitello-Niiya, Inc. 1931 "H" Street Sacramento, CA 95814 (916) 446-0206 Ralph Vitello</p>	<p>\$ 978,924.00 January, 1985</p>
<p>THE CHANCELLOR 7801 Folsom Blvd. Sacramento, CA</p>	<p>39,500 Sq. Ft. Three-Story Office Building</p>	<p>The Hornet Group Ltd. Partnership P.O. Box 2590 Sacramento, CA 95812 Brite Bowker (916) 443-3797</p>	<p>Alan Oshima & Assoc. 1723 "J" Street Sacramento, CA 95814 Alan Oshima (916) 443-5911</p>	<p>\$ 1,869,734.00 April, 1985</p>
<p>ROSEVILLE PRESS TRIBUNE 188 Cirby Way Roseville, CA</p>	<p>23,000 Sq. Ft. Newspaper Office and Printing Facility</p>	<p>Press Tribune 413 N. Lincoln Roseville, CA 95678 Tom Small (916) 786-8742</p>	<p>Lardner & Lardner 101 Orange Street Auburn, CA 59603 John Lardner (916) 885-6236</p>	<p>\$ 1,885,775.00 April, 1985</p>
<p>FARMERS SAVINGS BANK DAVIS RESEARCH PARK 1441 Research Park Dr. Davis, CA</p>	<p>61,000 Sq. Ft. Two-Story Office Buildings</p>	<p>Farmers Savings Bank 719 - 2nd Street Davis, CA 95616 (916) 442-4339 Steve Zanolini</p>	<p>Dick Zeiner 450 Exeter Sacramento, CA 95825 (916) 971-9106 Dick Zeiner</p>	<p>\$ 5,153,000.00 June, 1985</p>
<p>FAA FLIGHT INSPECTION Sacramento Metro Airport Sacramento, CA</p>	<p>29,572 Sq. Ft. Flight Inspection Field Office and Hangar</p>	<p>County of Sacramento 827 - 7th Street Sacramento, CA 95814 Jim Cole (916) 440-6433</p>	<p>Dreyfuss & Blackford 3540 Folsom Blvd. Sacramento, CA 95816 Ron Matsuoka (916) 453-1231</p>	<p>\$ 1,679,000.00 June, 1985</p>



John F. Otto, Inc.

PROJECT INVENTORY

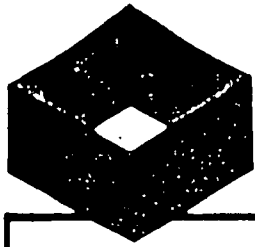
PROJECT	DESCRIPTION	OWNER	ARCHITECT	CONTRACT AMT. SCH. COMP. DATE
VILLAGE SHOPPING CENTER Chico, CA	20,000 Sq. Ft. Retail Shop Buildings	Santa Anita Development 363 San Miguel Drive Newport Beach, CA Steve Nichols (714) 644-6440	Musil Perkowitz Ruth Inc. 3703 Long Beach Blvd. Long Beach, CA Steve Ruth (213) 427-6002	\$ 732,600.00 October, 1985
PEPPERTREE PLAZA SITE IMPROVEMENTS Livermore, CA	Site Demolition	Santa Anita Development 363 San Miguel Drive Newport Beach, CA Steve Nichols (714) 644-6440	Musil Perkowitz Ruth Inc. 3703 Long Beach Blvd. Long Beach, CA Steve Ruth (213) 427-6002	\$ 345,000.00 November, 1985
PEPPERTREE PLAZA SHOPS A & D Livermore, CA	22,700 Sq. Ft. Wood Framed Retail Shop Buildings	Santa Anita Development 363 San Miguel Drive Newport Beach, CA Steve Nichols (714) 644-6440	Musil Perkowitz Ruth Inc. 3703 Long Beach Blvd. Long Beach, CA Steve Ruth (213) 427-6002	\$ 780,340.00 November, 1985
WOODLAND MEMORIAL HOSPITAL 1325 Cottonwood Street Woodland, CA	Interior Remodel Convert Storage Area into Cardiac Cath Lab	Woodland Memorial Hospital 1325 Cottonwood Street Woodland, CA 95695 ATTN: Al Rice (916) 662-3961	Robert R. Radell Architect 356 S. Morning Sun Mill Valley, CA Robert Radell (415) 383-0265	\$ 165,000.00 December, 1985
MERCY HOSPITAL CAFETERIA Sacramento, CA	6,000 Sq. Ft. Office Conversion into Cafeteria	Mercy Hospital of Sac. 4001 "J" Street Sacramento, CA 95819 Jerry Gubrud (916) 453-4404	Daniel Mann Johnson & Mendenhall 455 Capitol Mall Sacramento, CA (916) 447-3656 Jon McBeth	\$ 509,000.00 December, 1985



John F. Otto, Inc.

PROJECT INVENTORY

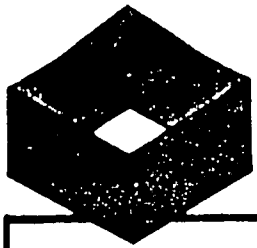
PROJECT	DESCRIPTION	OWNER	ARCHITECT	CONTRACT AMT. SCH. COMP. DATE
LIGHT RAIL ROSEVILLE, RD WATT/I80 MEDIAN Sacramento, CA *JFO, INC. SUBCONTRACTOR	Construction of Light Rail Transit Boarding Stations	GENERAL CONTRACTOR: Granite Construction P.O. Box 15287 Sacramento, CA 95851		\$ 191,247.00 December, 1985
SCOTTISH RITE ADDITION Sacramento, CA	Single Story Structure Addition	Scottish Rite Temple 6151 "H" Street Sacramento, CA Mike Sellick (916) 452-5881	Nacht & Lewis Architects 420 Broadway Sacramento, CA 95818 Denis Keith (916) 441-2266	\$ 719,840.00 March, 1986
FIRST BAPTIST CHURCH OF FAIR OAKS Fair Oaks, CA 95628	20,000 Sq. Ft. Sanctuary, Office Baptisty, Wood Framed	First Baptist Church of Fair Oaks 4401 San Juan Ave. Fair Oaks, CA Dr. Richard Dwyer(Pastor) (916) 966-2295	Jim Wadley, AIA 1290 Lincoln Ave. Yuba City, CA Jim Wadley (916) 485-7083	\$ 730,000.00 June, 1986
PARADISE POST OFFICE Paradise, CA	20,000 Sq. Ft. Office, Wood framed	U.S. Postal Service San Francisco Field Ofc. 1200 Bayhill Dr. Rm 201 San Bruno, CA David Derus (415) 742-4250	Foothill Design Group 2020 "I" Street Sacramento, CA 95814 Jane Mountrose (916) 443-0335	\$ 1,945,000.00 July, 1986
LIGHT RAIL WATT/80 STATION Sacramento, CA	2 - Level, 20,000 Sq. Ft. Light Rail Station	Transit System Division Sacto. Regional Transit P.O. Box 2110 Sacramento, CA Bob Kershaw (916) 732-2218	N/A	\$ 1,492,400.00 August, 1986



John F. Otto, Inc.

PROJECT INVENTORY

PROJECT	DESCRIPTION	OWNER	ARCHITECT	CONTRACT AMT. SCH. COMP. DATE
LIGHT RAIL CENTRAL CITY ARDEN TO K Sacramento, CA	Station Construction	Transit System Division Sacto. Regional Transit 2811 "O" Street Sacramento, CA Jeff Gualco (916) 732-2217	PRIME CONTRACTOR: Rail-Roadway Const. Jim Winston & Sons, AJV 2076 Acoma Street Sacramento, CA 95815 Bob Westerman, Jr. (916) 929-4999	\$ 559,000.00 July, 1986
MERCY HOSPITAL MEDICAL OFFICE BUILDING 3939 "J" Street Sacramento, CA 95819	113,000 Sq. Ft. Two- Medical Office Building Surgery Center Diagnostic Center	Mercy Hospital of Sacramento 4001 "J" Street Sacramento, CA 95819 Roger Hite (916)920-9400	Daniel, Mann, Johnson Mendenhall (DMJM) 3250 Wilshire Blvd. Los Angeles, CA 90010 Fred Gans. (213) 381-3663	\$10,500,000.00 September, 1986
SACRAMENTO EYE CARE CENTER 3142 "J" Street Sacramento, CA	Addition and Complete Renovation of Medical Building and Expansion to 13,000 Sq.Ft Medical Building and Surgery Center	PSC Associates c/o Paul Dal Porto 2530 "J" Street Sacramento, CA 95814 Paul Dal Porto (916) 447-8337	Michael Malinowski 1114 - 21st Street Sacramento, CA 95814 Michael Malinowski (916) 442-6955	\$ 1,172,000.00 September, 1986
SAN LUIS OBISPO SURGERY CENTER 954 Torro Street San Luis Obispo, CA	Tenant Improvements on 2-Story Medical and Surgery Center	San Luis Obispo Surgery Center, A California Partnership 954 Torro Street San Luis Obispo, CA Dr. George Johnson (805) 541-1060	South Coast Arch. Group 2808 Lafayette Ave. Suite 203 Newport Beach, CA Michael Tyron (714) 673-1204	\$ 1.3 Million September, 1986
LIGHT RAIL CENTRAL CITY K to 18th Sacramento, CA	Mall & Station Construction	Transit System Division Sacto. Regional Transit 2811 "O" Street Sacramento, CA Jeff Gualco (916) 732-2217	PRIME CONTRACTOR: Rail-Roadway Const. Jim Winston & Sons, AJV 2076 Acoma Street Sacramento, CA Bob Westerman, Jr. (916) 929-4999	\$ 2,754,000.00 October, 1986



John F. Otto, Inc.

PROJECT INVENTORY

PROJECT	DESCRIPTION	OWNER	ARCHITECT	CONTRACT AMT. SCH. COMP. DATE
U C DAVIS MEDICAL CENTER PROJECT 'A' Sacramento, CA	42,000 Sq. Ft. Recon- struction and Remodel	Regents of the University of California Davis, CA Morris Gee (916) 752-1905	Carissimi, Rohrer Assoc. Architects & Planners 1515 River Park Dr. Sacramento, CA Dan Drain (916) 920-2929	\$ 4.1 Million September, 1987
McKESSON WAREHOUSE ADDITION 3775 Seaport Blvd. West Sacramento, CA	84,700 sq ft warehouse addition; masonry and metal siding	McKesson Corporation One Post Street San Francisco, CA Don Hohl (415) 983-8300	WB Clausen Structural Engineer 780 West Grand Avenue Oakland, CA Phil Huntingdale (415) 444-4144	\$3.3 Million February 1987

MAJOR DIFFERENCES -- DOCKS DEVELOPERS

[Prepared on behalf of the Riverview Development Group. This comparison analysis is based on public information available to both developers. There are additional reports prepared by Agency not yet made available that may result in additional information but they are not expected to change the conclusions hereunder.]

I. FINANCING PLAN; RISKS TO CITY

Riverview has assembled a highly qualified technical team to prepare its financing plan (Joe Coomes, Keyser Marston & Associates). The plan relies solely on (1) land sales proceeds to the Agency and (2) tax increments to the Agency from the Docks development. Sales tax and hotel tax revenues go directly to City and are not required. There is no risk to the Agency or City. Phase 1 alone will support required public amenities; if lease revenue financing is used, a relatively large surplus of tax increments will be provided to the Agency for additional financing capacity elsewhere in its projects.

Cal Coast proposal requires all tax increments generated by Cal Coast (one-half the amount generated by Riverview) and, in addition, the application by the City of sales tax and hotel tax revenues back into the project. The method of financing is not specified, but the use of the sales tax and hotel tax exposes the City to the market risk with respect to the project. The Cal Coast offer of land leases based on gross income also exposes the Agency to market risks to the extent they are relied upon for Agency debt service.

In summary:

(1) Riverview bears the risks of its pro forma; Cal Coast shifts the risks of its pro forma to the Agency and City.

(2) Riverview's financing plan is specific and is solely based on land sales proceeds and tax increments; Cal Coast's financing plan is not spelled out but does require use of City sales tax and hotel tax revenues.

1/2 1973
10/15/76 [unclear]

	<u>Riverview</u>	<u>Cal Coast</u>
<u>Technical public financing expertise</u>	Joe Coomes Keyser Marston	Not specified
<u>Financing Proposal</u>	Detailed	Not specified
<u>Self-supporting solely from land sales, tax increments</u>	Yes	No
<u>Use of sales tax</u>	No	Yes
<u>Use of hotel tax</u>	No	Yes
<u>Risk to City, Agency</u>	No	Yes
<u>Likely surplus to Agency</u>	Yes	No

II. RELEVANT EXPERIENCE

Riverview has (1) extensive familiarity with waterside projects; (2) a partner (Condell) that has done over \$428 Million of relevant hotel and apartment projects; and (3) an announced development team with local architects, experience, contractors and attorneys with broad experience in office, hotel and apartment projects.

Cal Coast has (1) untested experience with waterfront projects -- their LA project is under contract; (2) an experienced apartment developer in Goldrich Kest (\$169 Million of apartment projects) but query: what is relevance of that experience when no apartments are proposed? (If used to compare track-records or financial strength, compare with Condell's greater record); (3) an announced development team with an engineer and a contractor with some experience in office projects only.

III. QUALITY AND INTENSITY OF DEVELOPMENT

Riverview proposes a project of \$85.1 million.

Cal Coast proposes a project of \$47.6 million.

Riverview apartments will add to vitality and 24-hour population in Docks Area.

Cal Coast has no residential.

Riverview has no potential competing commercial uses with Old Sacramento.

Cal Coast commercial uses, including food court, compete with Old Sacramento.

Riverview hotel is of high quality and success (as recently measured by Consumer Reports and compared with other hotels including Capri, the Cal Coast proposal).

Cal Coast hotel is of lesser quality (based on Condel comparison).

Both will provide about the same amount of open space.

Both can accommodate the railroad museum in the same acceptable location (without reduction in Riverview's apartments).

Both can develop an office, but Cal Coast pro forma is based on rents of \$1.90 while Riverview pro forma is based on rents of \$1.59; significantly reducing market risk to developer. The greater market risk for Cal Coast is also shared - by reason of its gross income ground lease - by the Agency.

COMMITMENT TO PROJECT

Riverview is committed to project as its primary project. (Its hotel operator is already promoting the Docks hotel).

Cal Coast has a large project in Los Angeles, as does Goldrich-Kest, which, as noted by Agency consultants, may divert significant attention and resources from the Docks (Goldrich-Kest's prior experience in Sacramento with CADA was one of contract termination).

CONCLUSION

Riverview meets and rates higher (in the opinion of Riverview and its consultants) on the Selection Criteria as set forth in the Agency's scoring sheet:

1. Meeting Dock's Specific Plan goals.
2. Overall strength of development team, including waterfront experience and general past development performance and experience.
3. Architecture and design quality.
4. Analytical capabilities, including much higher quality of detailed written analysis of concept, design solutions and financing.
5. Linkages with hotel operators, housing developers and financing sources.
6. Quality of financial plan (given double scoring under the scoring sheet) including detailed and complete pro formas and financial analysis, and also including Condell's clearly more extensive record of performance.
7. Impact of proposal on Crocker, with Riverview working closely with Crocker board members to identify needs.
8. Impact on Old Sacramento, with no potential of Riverview to compete and with Riverview apartments significantly adding to "people use" of Old Sacramento and waterfront attractions.
9. Special features, including: (a) Riverview's residential component for the Docks area, (b) Riverview's working closely to establish Towe Ford Museum in the Docks area.

**DOCKS AREA PROPOSALS
COMPARISON OF REVENUES**

The attached four tables present a comparison of the Cal Coast and Riverview proposal revenues using comparable and reasonable assumptions. They demonstrate that:

1. The Riverview proposals will produce twice the property tax revenue as the Cal Coast proposal will.
2. The public improvements in The Riverview proposal can be financed using property taxes alone. Property taxes are assured revenues that are not contingent upon project performance as are sales and transient occupancy tax revenues.
3. If the public improvements in the Riverview project are financed using both tax increments and land lease revenues, there is a surplus of \$5 Million available for additional project amenities or other Agency projects.
4. With the Riverview proposal and either of the above financing alternatives, there will be over \$900,000 in annual sales and transient occupancy tax revenues available for annual operating and maintenance costs of the public areas.
5. The Riverview project will have nearly \$2 Million in land sales revenues available for public improvements. Unlike land lease revenues, these revenues are not contingent upon project performance.
6. The Riverview proposal represents a more intense use of the site and higher quality project, attracting over 70% more in private investment than the Cal Coast proposal. Thus a better utilization of this unique real estate asset is achieved without compromising public use of the site.

Table 1

**DOCKS AREA PROPOSALS
ANNUAL TAX REVENUE COMPARISON
BASED ON COMPARABLE & REASONABLE ASSUMPTIONS
(PER TABLES 3 & 4)**

The significance of this table is to demonstrate the major distinctions between the two proposals in terms of tax revenues.

1. The Riverview proposal will produce twice as much property tax revenue as the Cal Coast proposal.
2. Property tax revenues are assured available to service bonds. If sales and transient occupancy taxes are needed to service bonds, there are risks to the City since revenues are contingent upon performance.

	<u>Cal Coast</u>	<u>Riverview</u>
Property Tax		
Valuation Exc. Land		
Hotel	\$16,500,000	\$26,900,000
Restaurant & Retail, Etc.	5,145,000	1,080,000
Office	26,000,000	18,200,000
Apartments	--	39,000,000
	<u>\$47,645,000</u>	<u>\$85,180,000</u>
 Property Tax Revenues	 \$572,000	 \$ 1,022,000
 Sales Tax		
Gross Taxable Sales	\$ 9,790,000	\$ 9,100,000
Sales Tax to City @ 1%	98,000	\$ 91,000
 Transient Occupancy Tax (4th Year)		
Gross Room Revenues	\$ 5,490,000	\$ 8,130,000
Tax @ 10%	549,000	813,000
 Total Annual Tax Revenues	 \$ 1,219,000	 \$ 1,926,000

**Source: Keyser Marston Associates, Inc.
October 1986**

Table 2

**DOCKS AREA PROPOSAL
LAND PAYMENT SUMMARY COMPARISON
BASED ON COMPARABLE & REASONABLE ASSUMPTIONS
(PER TABLES 3 & 4)**

The significance of this table is to demonstrate the land sales and land lease revenues differences between the two proposals.

1. The Riverview proposal has nearly \$2 Million in land sales revenue which will be available to pay for public improvements.
2. The land lease revenues are contingent upon performance and thus represents greater risk to the City.
3. The Cal Coast proposal has not demonstrated that the lease terms indicated are affordable based on the project economics.
4. The lower land value of the Riverview project is attributable to the residential portion.

<u>Land Lease</u>	<u>Cal Coast</u>	<u>Riverview</u>
Hotel		
@ 3% Room Sales	\$165,000	\$244,000
@ 2% Food & Beverage.	0	103,000
Office	200,000	0
@ 5% Gross Effective Income		
Retail, etc.	220,000	0
@ 2.0% Gross		
Total	\$585,000	\$347,000
Capitalized Value @ 10%	\$5,850,000	\$3,470,000
 <u>Land Sale</u>		
Office		819,000
Restaurant		320,000
Residential		501,000
		<u>\$1,841,000</u>
 TOTAL LAND VALUE	 \$5,850,000	 \$5,311,000

Source: Keyser Marston Associates, Inc.
October 1986

Table 3

**DOCKS AREA PROPOSALS
DEVELOPMENT COST/VALUATION
USING COMPARABLES & REASONABLE ASSUMPTIONS**

The significance of this table is to demonstrate the differences in development program between the two proposals.

1. The Riverview development program represents substantially more intense use of the site and higher quality development, thus producing higher total valuation.

	<u>Cal Coast</u>	<u>Riverview</u>
<u>Hotel</u>		
Number of Rooms	236	300
Cost Per Room incl. Parking*	\$70,000	\$90,000
Total	\$16,500,000	\$26,900,000
Restaurants - sq.ft.	15,500	8,000
Cost per sq.ft.*	\$135	\$135
Total	\$ 2,025,000	\$ 1,080,000
Movie Theatre & Health Club - sq.ft.	23,700	--
Cost per sq.ft.*	\$80	
Total	\$ 2,000,000	
Other Retail - sq.ft.	14,000	--
Cost per sq.ft.*	\$80	
Total	\$ 1,120,000	
Total Restaurants & Retail	<u>\$ 5,145,000</u>	
Office - sq.ft.	200,000	140,000
Cost per sq.ft.*	\$130	\$130
Total	\$26,000,000	\$18,200,000
Apartments - Units		600
Cost per Unit*		\$65,000
Total		\$39,000,000
TOTAL VALUATION EXCLUDING LAND	<u>\$47,645,000</u>	<u>\$85,180,000</u>

* Total costs including construction, FF&E, Tenant Improvements. A&E, Financing, etc.

Source: Keyser Marston Associates, Inc.
October 1986

Table 4

**DOCKS AREA PROPOSALS
DEVELOPMENT PROGRAM AND PERFORMANCE
USING COMPARABLE AND REASONABLE ASSUMPTIONS**

This table presents the underlying assumptions for the calculation of sales tax, transient occupancy tax and land lease revenues.

	<u>Cal Coast</u>	<u>Riverview</u>
<u>Hotel</u>		
Number of Rooms	236	300
Occupancy	75%	75%
Hotel Concept	Mid market business hotel	First class suites
Room Rate (4th yr.)	\$85	\$99
Gross Room Revenues	\$5,490,000	\$8,130,000
Food & Beverage Concept	5500 sq.ft. Club for hotel guests	Restaurant and bar.
Food & Beverage Revenue	Included in room rate	\$5,175,000 or Approx. 35% gross sales (industry standard)
<u>Retail & Restaurants</u>		
Restaurants - sq. ft.	15,000	8,000
Sales volume per sq. ft.	\$350	\$350
Gross Sales	\$5,250,000	\$2,800,000
Movie Theatres - sq. ft.	12,500	-
Sales Volume per sq. ft.	\$100	-
Gross Sales	\$1,250,000	-
Health Club - sq.ft.	\$ 11,200	-
Sales Volume per sq. ft.	\$125	-
Gross Sales	\$1,400,000	-
Other Retail including Chandlry sq. ft.	14,000 \$225	\$5,000
Gross Sales	\$3,150,000	\$225
Taxable Sales (60%)	<u>\$1,890,000</u>	<u>\$1,125,000</u>
Total Gross Sales	\$11,050,000	\$3,925,000
Total Gross Taxable Sales	\$ 9,790,000	\$3,925,000
Gross Taxable Sales with Hotel Portion	\$ 9,790,000	\$9,100,000
<u>Office</u>		
Gross Building Area - sq.ft.	225,000	155,000
Net Leasable Area - sq.ft.	200,000	140,000
Rent Rate Per Month	\$1.75	\$1.75
Vacancy Rate	5%	5%
Gross Effective Revenue	\$3,990,000	\$2,940,000

Source: Keyser Marston Associates, Inc.
October 1986