

DRAFT

# REQUEST FOR QUALIFICATIONS AND EXPERIENCE



# DEVELOPMENT OF MATHER

Department of Economic Development & Intergovernmental Affairs  
County of Sacramento



MATHER



FIELD

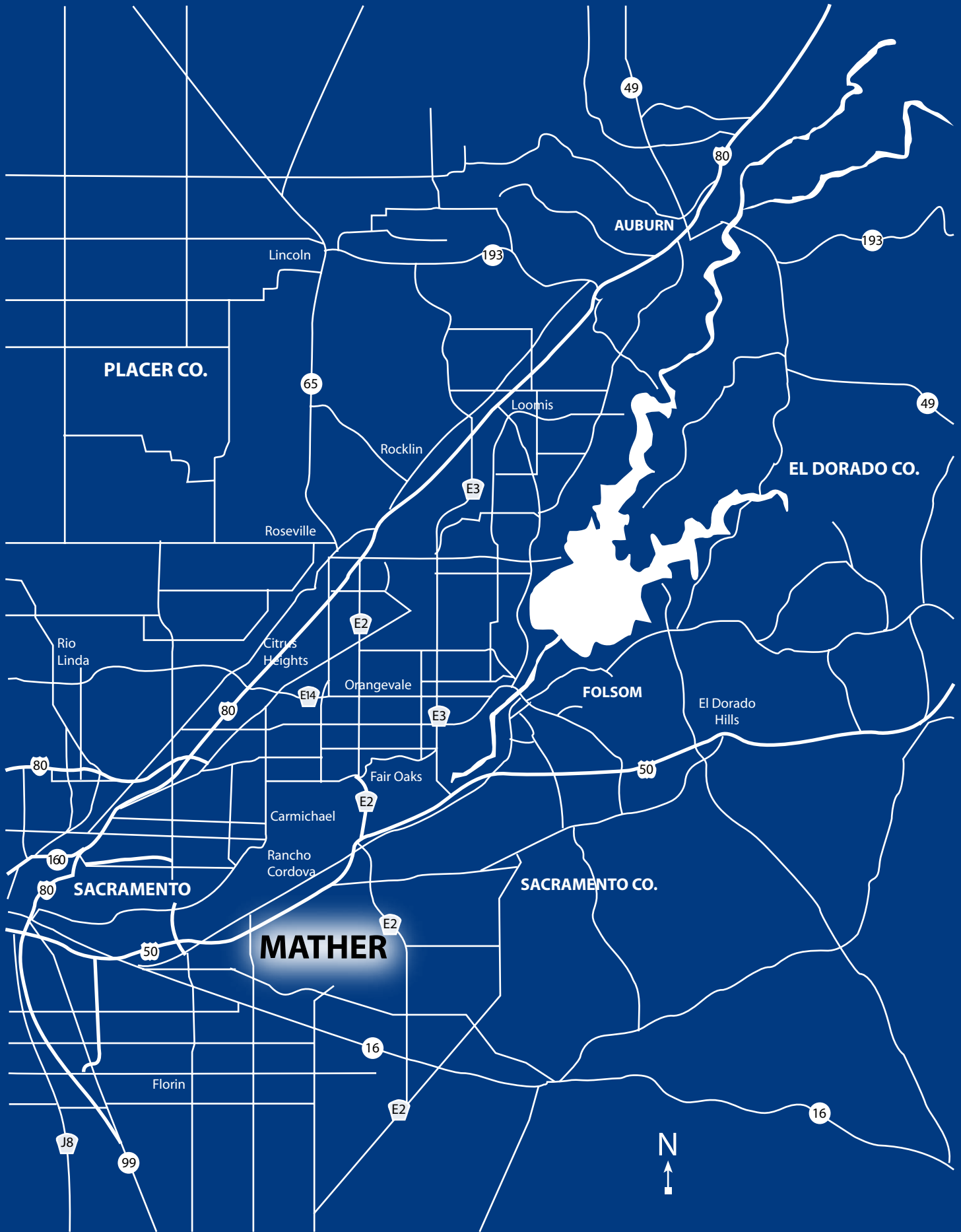
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# TABLE OF CONTENTS

SUMMARY .....	5
BACKGROUND .....	6
MATHER, CALIFORNIA .....	7
VISION	
Infrastructure Services .....	10
Opportunity Sites .....	13
Corporate Aviation .....	14
Commercial Light Industrial .....	16
Light Industrial .....	17
Light Industrial/Warehouse .....	18
Light Industrial .....	19
Commercial/Light Industrial .....	20
Active Recreation .....	21
OBJECTIVES .....	25
Scope of Activities .....	26
Development Advisory Services .....	27
Commercial Real Estate Marketing Services .....	28
Tenant Recruitment Services .....	28
Lease/Sale Negotiation Support Services .....	29
Advisory Services .....	29
SUBMISSION AND SELECTION PROCESS .....	30
Pre-Submission Meeting and Bus Tour .....	30
Firm's Qualifications and Experience .....	31
Schedule .....	34
Documents Available for Review .....	35



# SUMMARY

The County of Sacramento solicits Statements of Qualifications and Experience from firms or other entities with expertise in commercial development of real property, access to equity capital for investment in infrastructure, real estate finance, marketing and leasing/sale of real property, an understanding of the base conversion process and economic development goals, and knowledge of local market and economic conditions. In addition, replies to the Request for Qualifications and Experience (RFQ) must include written responses to questions contained in this document.

The successful entity(ies) will be invited to enter into negotiations with the County and upon the successful conclusion of the negotiations will join the existing team of County staff, Sacramento Housing and Redevelopment Agency (SHRA) and consultants.

Specifically, the Scope of Activities at the core of the negotiations will include:

- Equity or Other Financing Participation in Development
- Development Advisory Services
- Commercial Real Estate Marketing Services
- Tenant Recruitment Services
- Lease/Sale Negotiation Support Services
- General Advisory Services



# BACKGROUND

Mather Air Force Base (Mather) was announced for closure in December 1988 and officially closed in September 1993. The County of Sacramento received ownership rights for Mather's approximately 5,716 acres through a combination of Public Benefit Conveyances (PBC) and also an Economic Development Conveyance (EDC).

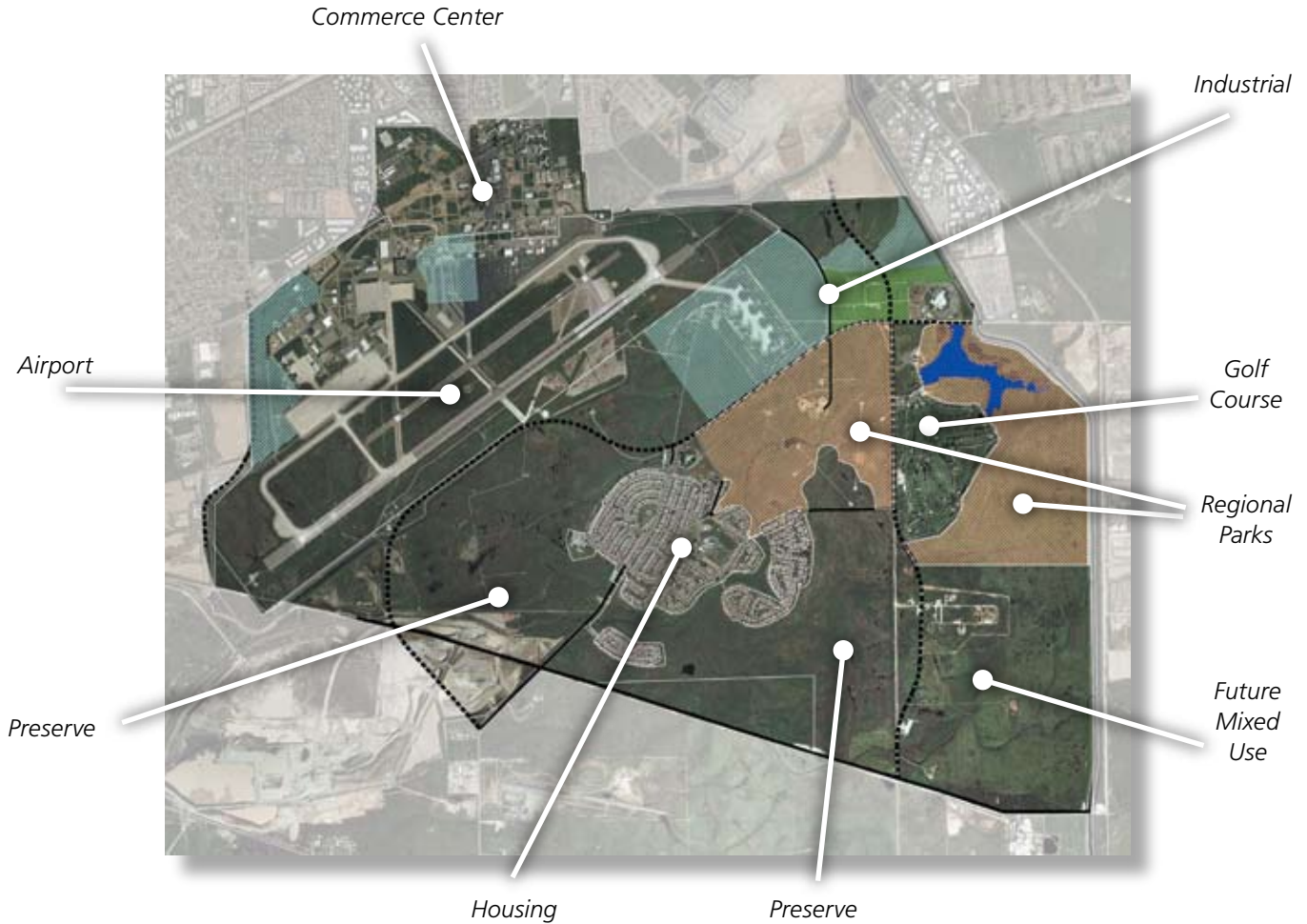
Mather Airport's 2,875 acres was conveyed through a Public Benefit Conveyance request with an interim 55-year lease. Development of airport property is subject to compliance with the lease terms and conditions, Draft Mather Airport Master Plan, and/or Federal Aviation Administration (FAA) grant assurances.

The County of Sacramento initiated long-term development of Mather that includes over \$150 million of public investment and over \$400 million of private investment of infrastructure and commercial office buildings.





# MATHER, CALIFORNIA



**M**ather is centrally located in Sacramento County within the Highway 50 Corridor. Major California highways that serve Mather include I-5, I-80 and Highway 99 allowing the more than 1,400 Mather residents and 5,000 employees easy access to commercial and entertainment services located in the County and the adjacent cities of Rancho Cordova, Sacramento, and Folsom.

Mather's main features include:

- Commerce Center
- Regional Park
- Golf Course
- Sports Center
- Airport

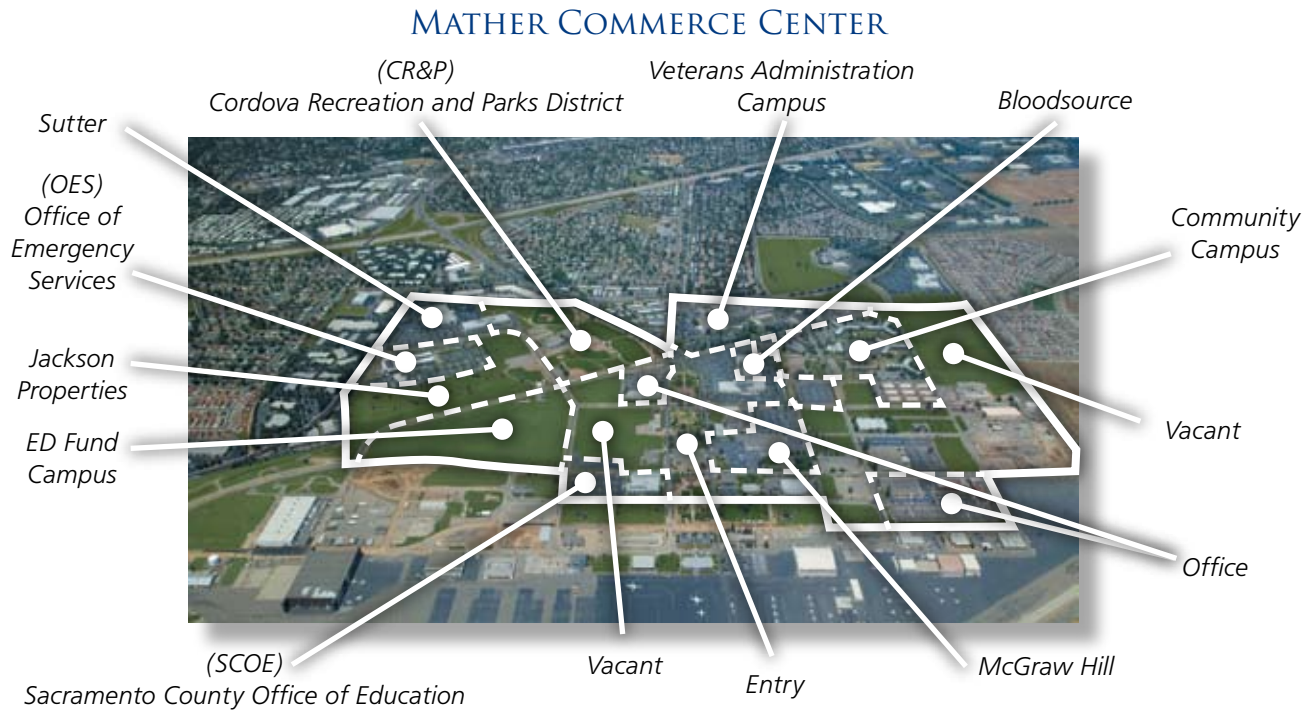
# MATHER, CALIFORNIA

The 305 acre Mather Commerce Center (see map below) is located on the north side of Mather with approximately 60 private and public businesses and over 2 million square feet of commercial office space developed by:

- McCuen Properties
- Jackson Properties, Inc.
- Reynen & Bardis
- Fulcrum Capital

Tenants include:

- McGraw Hill
- Sacramento Regional Sanitation District
- Belan Wagner Law Firm
- Security National



The Mather Commerce Center is supported by all major utilities to include redundant fiber optics service providers such as AT&T / SBC and Integra. In addition to being close to dining, lodging, recreation and housing, Mather has an on-site sports complex, bike trails, and golf course.

Regional Transit bus service connects the Mather Commerce Center to light rail service and the Sacramento region. Additional office space continues to be constructed to include:

- McCuen Properties, LLC 217,000 sq ft for EdFund
- Jackson Properties 100,000 sq ft speculative building
- Bloodsource Laboratory



# MATHER, CALIFORNIA

Some of the existing public employers are:

- Sacramento County Office of Education
- Sacramento Regional County Sanitation District
- Sacramento County Municipal Services Agency
- National Guard
- Mather Community Campus
- County Environmental Management Department
- Veterans Administration Hospital
- Cordova Sports Complex
- The Sacramento County Airport System

Private businesses include:

- ABX Air / DHL
- United Parcel Service (UPS)
- Hertz Rent-A-Car
- BloodSource
- McGraw Hill

In addition to freeway and heavy rail freight access, Mather has a full-service public airfield operated by the Sacramento County Airport System with a strong air cargo business base complementing the smaller business, government and private aviation users.

Independence at Mather has 1,271 single family homes situated in the general surroundings of South Mather. Within the residential community are an elementary school, park, and acres of surrounding open space.

The County of Sacramento Department of Regional Parks manages more than 1,600 acres of park land at Mather, to include a public 18 hole golf course with a Golf Shop and Restaurant, a lake stocked with bass and trout, as well as one of the nation's largest environmental preserve that has 1,100 acres of rare vernal pools and wetlands.



# VISION

**M**ather receives services from public and/or private organizations:

- Sacramento Regional Transit Authority (Bus/Light Rail)
- Sacramento Metropolitan Fire District (Sac Metro)
- Sacramento County Sheriff
- Rancho Cordova Police Department
- Sacramento Area Sewer District (SASD)
- Sacramento Regional County Sanitation District (SRCSD)
- Sacramento Municipal Utility District (SMUD)
- West Coast Gas
- AT&T / SBC
- County of Sacramento
  - Department of Transportation
  - Department of Water Quality
  - Department of Drainage Maintenance
  - The Sacramento County Airport System
- Sacramento Housing and Redevelopment Agency (SHRA)

Dual power feeds are available from two separate substations. In addition, AT&T / SBC and Integra provide redundant fiber optic service.



The County of Sacramento has taken a long-term vested interest in Mather's successful redevelopment and established the following designations:

- Mather Redevelopment Area (May 9, 1995)
- Mather Field Specific Plan (May 1997)
- Local Agency Military Base Recovery Area (LAMBRA) (2000)
- Financing Plan for infrastructure improvements (2002) supporting the formation of:
  - Public Facilities Financing Districts (i.e. Mello-Roos)
  - Assessment Districts (i.e. Landscape Maintenance District)

The County has developed several plans to support the overall development to include:

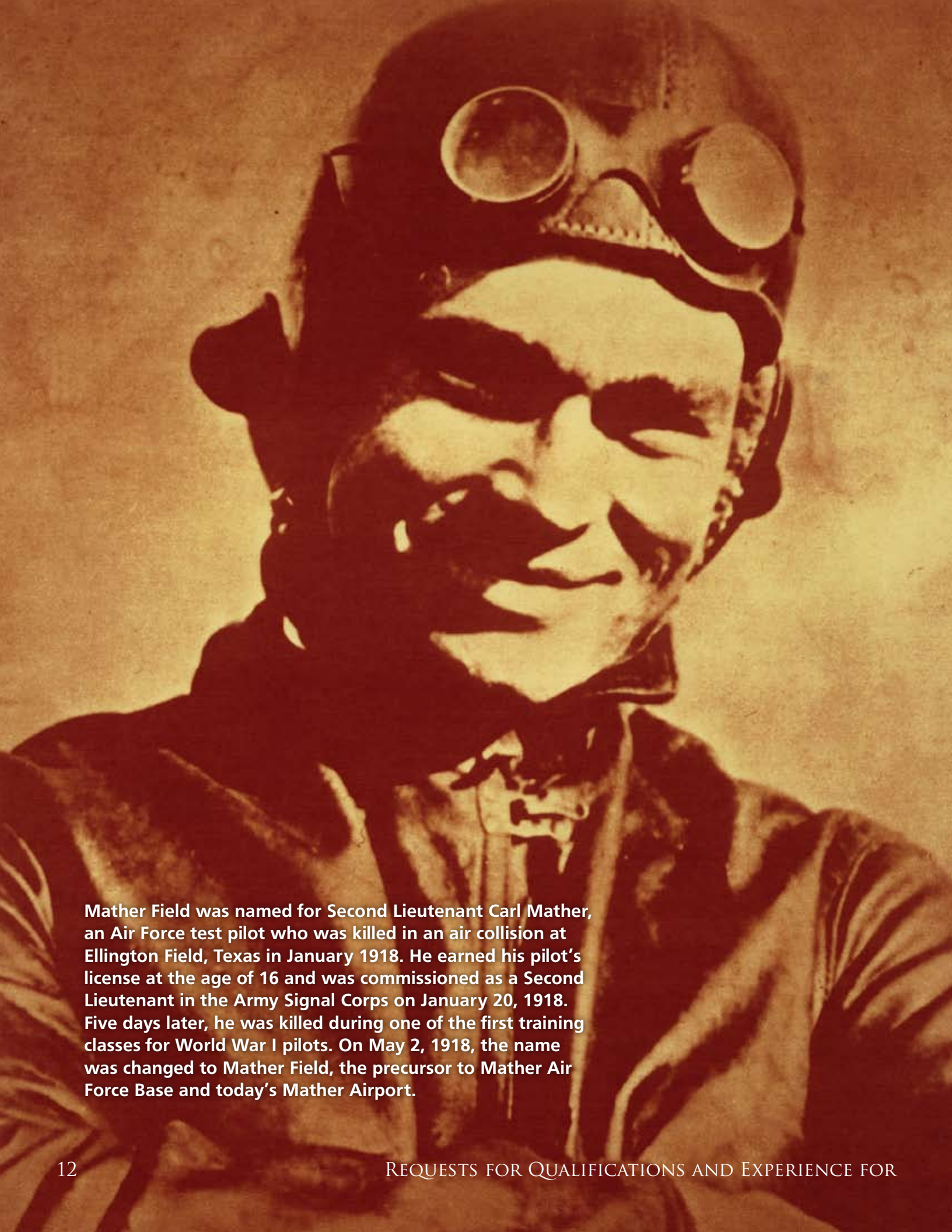
- Transportation Plan
- Draft Mather Airport Master Plan
- Draft Mather Wetlands Management Plan that will preserve over 1,100 acres of rare vernal pools and wetlands

Significant tax credits are available to businesses operating at Mather through its designation as a Local Agency Military Base Recovery Area (LAMBRA) to include hiring tax credits, loss carryovers, accelerated depreciation of equipment and refunds of sales tax paid on qualified equipment.

The designations and plans provide a coordinated yet flexible framework that provides the foundation to fully develop Mather.





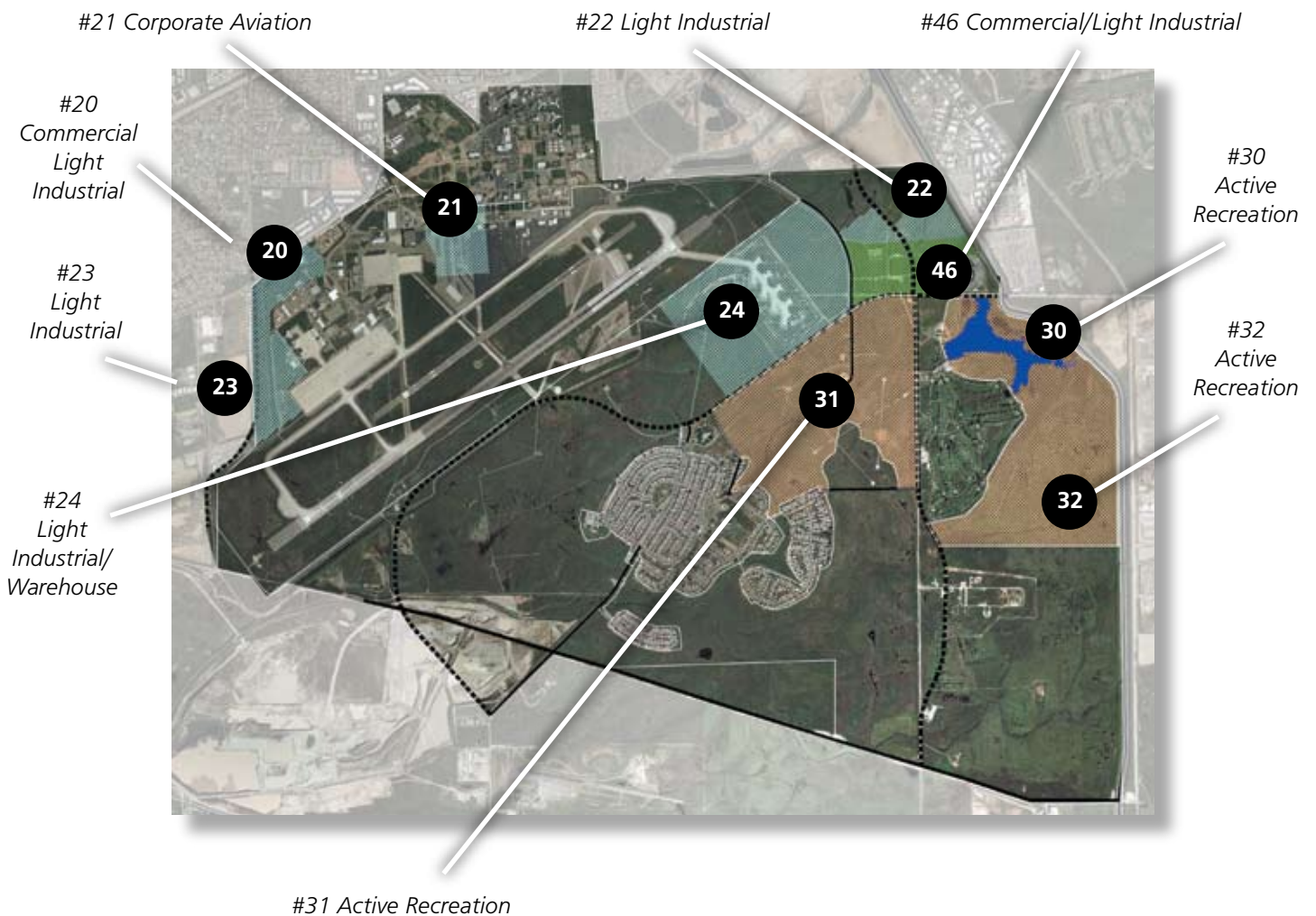


**Mather Field was named for Second Lieutenant Carl Mather, an Air Force test pilot who was killed in an air collision at Ellington Field, Texas in January 1918. He earned his pilot's license at the age of 16 and was commissioned as a Second Lieutenant in the Army Signal Corps on January 20, 1918. Five days later, he was killed during one of the first training classes for World War I pilots. On May 2, 1918, the name was changed to Mather Field, the precursor to Mather Air Force Base and today's Mather Airport.**

# OPPORTUNITY SITES

Mather's nine Opportunity Sites are divided in the following four categories:

- Corporate Aviation Parcel #21
- Commercial / Light Industrial Parcel #20, #46
- Light Industrial Parcel #23, #22
- Light Industrial / Warehouse Parcel #24
- Active Recreation Parcel #31, #30, #32





# CORPORATE AVIATION

Mather Airport's 2,875 acres are managed by the Sacramento County Airport System. Mather Airport features two parallel runways (lengths 11,301 feet and 6,040 feet), a 24-hour air traffic control tower, a general aviation terminal building and Fixed Base Operator, and a broad range of tenant aircraft operators including private general aviation, government agencies, and commercial air cargo operators such as UPS and DHL / ABX Air. Mather handled approximately 170 million pounds of air freight and 81,000 total flight operations in 2007.

The County is currently interested in development of approximately 452 acres of land adjacent to the airfield, parcels 20, 21, 23, 22 and 24. Development proposals for these areas would be subject to compliance with the lease terms and conditions, Draft Mather Airport Master Plan, and/or Federal Aviation Administration (FAA) grant assurances and the US Air Force lease. Development of airport property is coordinated with both the County Department of Economic Development and the Sacramento County Airport System.





# CORPORATE AVIATION



## #21

50 acres of Corporate/ General Aviation

- Accommodate corporate jets.
- Currently accommodate 90,000 sq ft of hanger space.
- Taxiway support up to 17,000 pound aircraft.
- Public ramp available for transient aircraft parking. Public ramp operated by FBO through a management agreement.
- Utilities available:
  - Water (SCWA)
  - Natural Gas (West Coast Gas)
  - Fiber Optics (AT&T / Integra)



# COMMERCIAL/LIGHT INDUSTRIAL

## #20

Approximately 43 acres of Commercial / Light Industrial fronting Old Placerville Road and adjacent to the future Routier Road Expansion.

- Utilities available:
- Water (SCWA)
  - Gas (West Coast Gas)
  - Fiber Optics (AT&T / Integra)





# LIGHT INDUSTRIAL

## #23

Approximately 25 acres of Light Industrial

- 1,500 ft of tarmac frontage
- Taxiway access
- Potential hanger development
- Adjacent to the future Routier Road Expansion
- Utilities available:
  - Sewer
  - Water (SCWA)
  - Fiber Optics (AT&T / Integra)





# LIGHT INDUSTRIAL/WAREHOUSE

## #24

280 acres of Light Industrial/Warehouse development potential  
airfield access

- Adjacent two lane Douglas Road will be designed for an ultimate 4 lane road and expected to be constructed 2015.
- Zinfandel Drive extension (located to the east) is under design and expected to be constructed in 2011.
- Zinfandel Drive provides additional access to U.S. 50 Highway
- Eagles Nest Road is expected to be constructed in 2011.

Utilities Available:

- Sewer
- Water (SCWA)
- Fiber Optic (AT&T / Integra)
- 280 acres of aviation development are included in the Draft Mather Master Airport Plan, Mather Airport Comprehensive Land Use Plan, and FAA Regs Part 77.



# LIGHT INDUSTRIAL

## #22



54 acres of Light Industrial

- Zinfandel Drive extension will divide the parcel and is under design and is to be constructed in 2011.
- Zinfandel Drive will provide additional access to U.S. 50 Highway;
- Douglas Road (located south of the parcel) will be designed for an ultimate 4 lane road and expected to be constructed in 2011.
- Eagles Nest Road is expected to be constructed in 2011.
- All utilities will be available in 2011.
- Approximately 500 linear feet of Zinfandel frontage.
- Property included in Draft Mather Master Airport Plan, Mather Airport Comprehensive Land Use Plan and FAA Regs Part 77.





# COMMERCIAL/LIGHT INDUSTRIAL

## #46

71 acres of Light Industrial / Commercial

- Zinfandel Drive extension will split the parcel and is under design and expected built in 2011 providing improved access to U.S. 50 Highway.
- Zinfandel Drive will divide the 71 acres and add valuable frontage.
- Douglas Road will be widened to 4 lanes. Expected to be built by 2015.
- Eagles Nest Road to the south is expected to be built in 2011.
- All Utilities will be available in 2011.

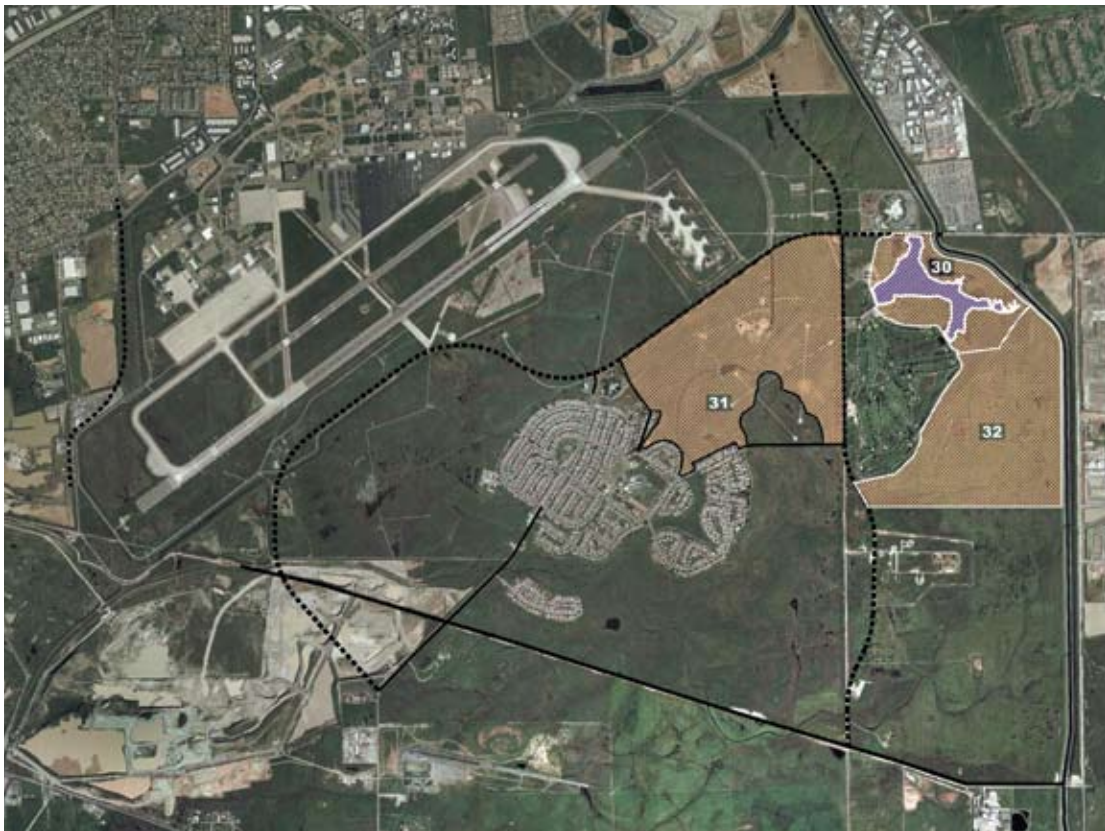




# ACTIVE RECREATION

Sacramento County's Department of Regional Parks manages more than 1,600 acres of park land at Mather consistent with the terms of the public benefit conveyance agreement and U.S. Air Force lease, as well as 1995 Mather Regional Park Land Use Plan and the 2002 Mather Lake Resource Management Study. Mather's parks include a public 18-hole golf course with a Golf Shop and Restaurant, a lake stocked with bass and trout, as well as one of the nation's largest environmental preserve that has 1,100 acres of rare vernal pools and wetlands.

The County is currently interested in development of approximately 759 acres of park land adjacent to the 18-hole golf course, parcels 30, 31, and 32. Development proposals for these areas would be subject to compliance with the lease terms and conditions, the 1995 Mather Regional Park Land Use Plan, and the 2002 Mather Lake Resource Management Study. Development of park property is coordinated with both the County Department of Economic Development and the Sacramento County Department of Regional Parks.



# ACTIVE RECREATION

## #31

Approximately 350 acres of Active

- Adjacent to 1,271 residences.
- Multiple Access points supporting regional activities.
- Zinfandel Drive extension under design and expected to be constructed in 2011 providing improved access to U.S. 50 highway.
- Douglas Road will be widened to 4 lanes. Expected completion 2011.
- Eagles Nest Road (to the south) is expected to be constructed in 2011.
- Future bike/ pedestrian trail access
- Utilities Available:
  - Sewer
  - Water (SCWA)
  - Fiber Optic (AT&T / Integra)





# ACTIVE RECREATION



## #30

Approximately 135 acres of Active Recreation

- Eagles Nest Road (to the south) is expected to be constructed in 2011.
- Future bike/ pedestrian trail access
- Zinfandel Drive extension under design and expected to be constructed in 2011 providing improved access to U.S. 50 highway.
- Access from both Douglas and Eagles Nest roads.
- Douglas Road will be widened to 4 lanes. Expected to be constructed in 2015.
- Water and Sewer available in 2011.
- Approximately 1,200 linear feet of lake frontage.





# ACTIVE RECREATION

## #32

Approximately 274 acres of Active Recreation

- Eagles Nest Road (to the west) is expected to be constructed in 2011.
- Zinfandel Drive extension under design and expected to be constructed in 2011 providing improved access to U.S. 50 highway.
- Douglas Road will be widened to 4 lanes. Expected to be constructed in 2011.
- Future bike/ pedestrian trail access
- Water and Sewer available in 2011
- Adjacent to 18 hole Mather Public Golf Course.



# OBJECTIVES

The County of Sacramento desires to develop Mather's assets through private / public partnership(s) that may include lease and or sale of county property. Development of Mather's assets will improve the social and economic community by generating jobs, tax revenue, increased land values, and park usage.

The County of Sacramento is seeking firm(s) or teams with expertise in the development of commercial and industrial real estate, finance, marketing and leasing/sale of real property. Business knowledge and expertise regarding the local and regional social and economic environmental conditions is preferred.

The successful firm(s) or team(s) will be invited to enter into negotiations with the County. Negotiations will include:

- Possible Sale of Property Interests
- Equity or other Financial Participation in Development
- Development Advisory Services
- Commercial Real Estate Marketing Services
- Tenant Recruitment Services
- Lease/Sale Negotiation Support Services
- General Advisory Services

The County of Sacramento's current development direction is included in the Mather Special Planning Area Zoning land use; however, subject to allowable changes consistent with development potential.

The County of Sacramento, through Sacramento Housing & Redevelopment Agency (SHRA), has retained Keyser Marston Associates to update its comprehensive Mather Investment Strategy and expects the successful respondent's active participation and contribution to the development of the Investment Strategy and other long-term plans affecting the economic development of Mather.



# OBJECTIVES

## SCOPE OF ACTIVITIES

The specific scope of activities will be developed with the successful respondent. The following represents a general discussion of the range of activities anticipated.

## EQUITY PARTICIPATION

The successful entity(ies) will provide or obtain funds or financing for capital improvements, including without limitation, infrastructure modifications and upgrades, building improvements and rehabilitation, cyclical repair and replacements of facilities and equipment, demolition, new facility construction, and the like, consistent with:

- The reuse plans;
- The Development Strategy and Implementation Plan;
- Draft Mather Master Airport Plan;
- Mather Comprehensive Land Use Plan;
- The Regional Park Master Plan;
- Mather Airport Planning Policy Area;
- FAA guidance on hazardous wildlife near airports; and,
- Federal Aviation Regulation Part 77.

It is anticipated that the County will enter into a specific business relationship with the successful entities through which the County will obtain such capital funding in exchange for consideration to include, without limitation, revenue sharing from leases or sales of real and personal property assets, ownership interests in real or personal property, brokerage or sales commissions, negotiated direct compensation for planning or management activities, or any combination of the above or similar mechanisms. The County will also consider supporting proposals to combine private capital funds with federal or state grant sources available to the County to leverage the impact of private and public capital.

Any business relationship between the County and the successful entity(ies) must address potential conflicts of interests arising from situations under which the successful entity(ies) (including members of a team) fulfills multiple roles, such as development adviser to the County, sales agent, source of capital and/or owner of real or personal property.





## DEVELOPMENT ADVISORY SERVICES

The County's Refined Reuse Plan identified opportunity sites. These identified development clusters include:

- Office / Aviation Related
- Commercial / Office
- Warehouse / Light Industrial
- Corporate Aviation
- Active Recreation

The successful respondent will be expected to participate in working group meetings with County staff, consulting team and citizen advisory groups to further refine the plans and marketing opportunity sites. The successful respondent will provide expertise and direct knowledge of local and regional supply/demand for developable land and industrial, warehouse, commercial, aviation, office, mixed use and recreation areas that will assist in the further refinement of County plans. The County is receptive to and welcomes input from the successful entity related to previously unidentified opportunities for reuse of the Mather assets. The County's goal to create an achievable plan with the full understanding of the market implications implementing various long-term plans.



# OBJECTIVES

## COMMERCIAL REAL ESTATE MARKETING SERVICES

The successful respondent will be responsible for:

1. Development and implementation of marketing strategies to achieve the goals of future Mather Development Plans.
2. Development of strategies for specific opportunity sites or facilities for tenant recruitment, parcel sale, and/or parcel lease.
3. Development of collateral material to be used in marketing all areas of Mather under County control.
4. Conducting tours, open house events, or similar general outreach events to generate interest in Mather development.



## TENANT RECRUITMENT SERVICES

The successful respondent will be responsible for:

1. Maintaining a computerized database of facilities, space, interested parties and relevant leasing data.
2. Development of a listing of target tenant entities.
3. Recruitment of appropriate tenants both directly and by gaining multiple brokerage involvement.
4. Assisting in the preparation of tenant selection criteria.
5. Providing regular progress reports to County management regarding tenant recruitment efforts.



## LEASE/SALE NEGOTIATION SUPPORT SERVICES

The successful respondent will be responsible for:

1. Conducting transaction analyses that assess the value of a proposed lease arrangement or sale (cost/benefit analysis) for presentation to County staff.
2. Providing assistance and support services to County staff during lease document negotiations.



## ADVISORY SERVICES

The successful respondent will be responsible for:

1. Conducting periodic market rental rate surveys for an agreed upon region surrounding Mather.
2. Providing quantitative and qualitative analyses of development submittals upon request by County staff to assess a given proposed project's "fit" within Mather's long-term development plans.
3. Providing general advice and guidance related to development and commercial real estate decisions in the context of developing opportunity sites.

All products, of every kind and nature, produced as a result of the activities of the selected respondent, on behalf of the County in regard to the marketing of property at Mather, shall be the property of the County and shall be released to the County by the selected party upon termination of the agreement with the selected party for services pursuant to its submittals.



# SUBMISSION AND SELECTION PROCESS

## PRE-SUBMISSION MEETING AND BUS TOUR

Your RSVP must be written and received at the following address by 4:30 P.M., on Friday January 9, 2009. Attendance at the meeting is open to all potential applicants. To ensure we have sufficient seating for all wishing to attend the meeting without any delays, your RSVP is encouraged.

Your RSVP is a prerequisite to secure a seat on the tour bus. Limited space is available on the bus and acceptance is on a first come first serve basis. To accommodate all prospective applicants, seats will be allocated one to each organization. Confirmation of tour bus attendance will be sent via the e-mail address provided with the RSVP.

RSVPs must be mailed, delivered, or faxed and clearly marked, "Request to Participate at the Pre-Submission Meeting and Tour on January 23, 2009". Please clearly indicate your desire to attend the meeting, the tour, or both.

Your RSVP must include the organization, name, title, address, telephone number, fax number, and e-mail address of each attendee. The RSVP must also briefly describe the type of

organization being represented to include sole proprietorship, partnership, corporation, or joint venture.

Mr. Robert B. Leonard, Director  
County of Sacramento  
Department of Economic Development and Intergovernmental Affairs  
700 H Street, 7th Floor  
Sacramento, CA 95814  
Fax: (916) 874-5885

Schedule is tentative and subject to change. Please check our web page for up-to-date information. (<http://www.economic.saccounty.net/default.htm>)



# 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, to include any aviation development projects.
4. Describe previous successes in commercial and industrial recruiting.
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.

# 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.

## 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 Minority/Women-Owned Business Enterprise participation, if any, in the services to be provided. Provide evidence of County certification as a M/WBE.



# SUBMISSION AND SELECTION PROCESS

## EVALUATION AND SELECTION PROCESS

The first step in the selection process will be a review of each response by a panel with representatives from the County, Sacramento Housing and Redevelopment Agency and the development community.

Each submittal will be evaluated based on:

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

Upon completion of this review, the panel will invite a short list of respondents for an interview.

During each interview there will be an opportunity for the respondent to make a presentation lasting approximately 40 minutes. That presentation should focus on demonstrating the respondent's qualifications,

experience, and financial capabilities. After the presentation, there will be a 20 minute question and answer period where the interviewee will respond to questions from the panel. The respondent's project manager must be present at the interview and must lead the presentation.

The County will enter into negotiations with one or more of the respondents based on evaluation of both written responses and performance during the interview.

Negotiations that produce agreement(s) with respondent(s) will be brought before the County Board of Supervisors for approval. Any development that occurs will need to comply with all Federal, State, and local laws and regulations, including California Environmental Quality Act (CEQA) and reconciliation of land use designations.

The County reserves the right to reject any and all proposals submitted; to request clarification of information submitted; to request additional information from competitors and to waive any irregularity in the proposal submission and review process. Only those firms or individuals judged by the County to demonstrate suitable competence in the subject area will be considered for selection.

# SUBMISSION AND SELECTION PROCESS

## SCHEDULE

The following is a tentative 2008/09 schedule.

Board Approval of RFQ

- December 16** Board Approval of RFQ.
- December 17** RFQ available to interested parties.  
Advertisements run in appropriate publications.
- January 9** Attendees must RSVP by 4:30 P.M. to secure a seat on the bus.
- January 23** Pre-submission Meeting and Tour of properties.
- February 20** Submittals are due at 2:00 PM, Friday, Feb 20th  
Submittals will be time stamped when received. Submittals received after the deadline will not be evaluated or considered. Submittals sent by FAX will not be accepted.
- February 27** Evaluation of Submittals – A Review Panel will convene to evaluate submittals. A short list of respondents will be notified Mar 2nd of an invitation to interview.
- March 2** Notification to Respondents of Scheduled Interview Date and Time  
Interviews will be conducted in Sacramento, California.
- March 6** Interview of Respondents
- April 14** Board Selection of Respondent - Department of Economic Development and Intergovernmental Affairs will present the Review Panel's recommendation to the County Board of Supervisors during the regularly scheduled Board meeting on Apr 14th.  
Respondent's may check the Board of Supervisor's agenda web page for a copy of the report. (<http://www.bos.sacounty.net/default.htm>)

Schedule is tentative and subject to change. Please check our web page for up-to-date information. (<http://www.economic.sacounty.net/default.htm>)

*Thank you for your interest in the future of Mather.*

# SUBMISSION AND SELECTION PROCESS

The following documents are available from our web site <http://www.economic.saccounty.net/default.htm> in an Adobe Portable Document Format (pdf). Hard copies are available upon request. Please call (916) 874-5634 to request hard copies of documents not available on the web site. All requests for hard copies will be charged an administrative fee. Respondent will be responsible for delivery (i.e. FedEx).

## **Document**

- Economic Development Agreements - Amendment #4
- Mather Field Special Planning Area (1997)
- South Mather Wetlands Management Plan (Under Development)
- Mather Regional Park Land Use Plan (1995)
- Mather Lake Resource Management Study (2002)

## **Local governmental agencies**

- Sacramento International Airport  
<http://www.sacairports.org/mather/>  
Draft Mather Airport Master Plan

- Sacramento Housing and Redevelopment Agency  
<http://www.shra.org/Content/CommunityDevelopment/MatherMcLellan/Mather/MatherTOC.htm>  
Mather Redevelopment Area





COUNTY OF SACRAMENTO  
DEPARTMENT OF ECONOMIC DEVELOPMENT  
& INTERGOVERNMENTAL AFFAIRS

700 H Street, Suite 7650  
Sacramento, CA 95814