



# Solano360

## Implementation Committee Meeting

---

- Evaluation of Development Team's Submittals in Response to the Joint Solano County/City of Vallejo Request for Proposals
- Consider forwarding a recommendation to the Solano County Board of Supervisors to enter into an Exclusive Right to Negotiate (ERN) Agreement with a selected development Team (Action Item)

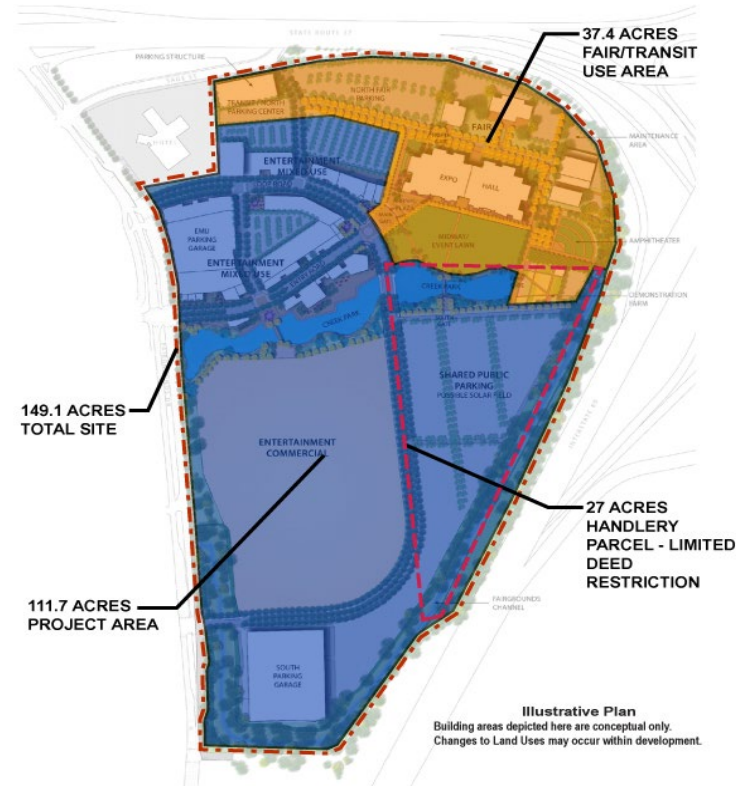
Presented to Solano360 Implementation Committee  
October 22, 2020



# Evaluation of Submittals in Response to the Joint Solano County/City of Vallejo Limited Distribution Request for Proposals

The Request for Proposals solicited interest in developing 111.7 acres of the Solano County Fairground property in Vallejo

Solano360 Specific Plan





# Evaluation of Submittals in Response to the Joint Solano County/City of Vallejo Request for Proposals

## Background:

A Request for Qualifications (RFQ) was jointly issued in November 2019 by the City of Vallejo and Solano County, as the first phase in the process of selecting a development team to implement the Solano360 Specific Plan and goals for the Private Use Area of the Solano County Fairgrounds site in Vallejo.

Four submittals were received in response to the RFQ. Two proposers were invited to proceed to the second phase – Limited Distribution Request for Proposals (RFP):

- Lewis Planned Communities
- Industrial Realty Group LLC (IRG) /Jones Lang LaSalle Inc. (JLL)

Limited Distribution RFP – Proposals received on September 16, 2020



# Evaluation of Submittals in Response to the Joint Solano County/City of Vallejo Request for Proposals

The two Team proposers will make presentations to the Implementation Committee, consisting of:

- 30 minutes presentation by each Team
- Followed by 20 minutes of Committee members questions and answers
- Followed by 10 minutes of Committee members discussion.

After the two Team proposers' presentations and the Implementation Committee's questions, answers and discussion, staff will provide its evaluation results, based upon the County, City and Solano Economic Development Corporation representatives' evaluation of the submittals.



# Evaluation of Submittals in Response to the Joint Solano County/City of Vallejo Request for Proposals

---

## Team Presentations



# Evaluation of Submittals in Response to the Joint Solano County/City of Vallejo Request for Proposals

The proposals were reviewed by County, City and Solano Economic Development Corporation staff, based on the following criteria:

Land Use Concept, Marketplace and Project Timeline (0 – 30 points)

- Will the proposed land use concept achieve the objectives and guiding principles of the Solano360 Specific Plan?
- What is the likelihood of success, and how long will it take to achieve success?

Proposed Business Terms (0 – 30 points)

- Proposed lease rates, escalations and term
- Proposed public agency financial participation
- Proposed public agency conduit financing

Development Financing (0 – 30 points)

- Overall financial capability
- Evidence of debt and equity commitments
- Project proforma

Employment and Local Business Impact (0 – 10 points)

- Employment impacts and quality of jobs
- Local business construction purchasing impacts



# Evaluation of Submittals in Response to the Joint Solano County/City of Vallejo Request for Proposals

**RFP Submittal Requirements:** The RFP requested that the submittals include:

## **Land Use**

- A narrative and a description of the overall development concept.
- How the development concept addresses and implements the guiding principles of the Specific Plan.
- Illustrative site diagram.
- Chart identifying acreage, commercial building square footage, type and number of residential units, parking spaces, heights and other pertinent information.
- Description of the proposed architectural themes and character.
- Land uses that differ from the approved Specific Plan; how those uses meet the guiding principles of the Specific Plan; additional discretionary land use entitlements required.
- Plan to provide infrastructure and utility connections to the Fair and Transit areas.
- How the proposed land use concept will accommodate Six Flags overflow parking.



# Evaluation of Submittals in Response to the Joint Solano County/City of Vallejo Request for Proposals

## RFP Submittal Requirements (continued):

### Marketplace

- Market studies that demonstrate the market demand, viability and likelihood of success.
- Letters of interest or commitment from potential tenants and end-users of the project.

### Project Timeline

- Estimated project timeline, key milestones and project phasing.

### Employment and Local Business Impact

- Estimate of construction and permanent jobs generated by the project.
- Character of the permanent jobs generated by the project.
- Plans or commitment to local hiring practices.
- Plans or commitment to purchase construction products locally.





# Evaluation of Submittals in Response to the Joint Solano County/City of Vallejo Request for Proposals

Some of the information submitted by the respondents was considered to be proprietary and confidential; these documents were reviewed by City, County and Solano Economic Development Corporation representatives:

## **Proposed Business Terms (confidential)**

- Description of the firm's proposed land lease rates, escalators and term.
- Description of any proposed public agency financial participation, credits or other contributions.
- Description of conduit financing or financing contributions expected by public agencies for infrastructure and utility connections to or on the Site, and the Fair and Transit areas.

## **Development Financing (confidential)**

- Demonstration of financial capability.
- Proposed sources of debt and equity for the development project.
- Evidence of debt and equity commitments for the development project.
- Project proforma, including pre-development costs, infrastructure costs, development costs, operating costs and revenues and expected rates of return.



# Evaluation of Submittals in Response to the Joint Solano County/City of Vallejo Request for Qualifications

## City/County/EDC Review Workgroup Evaluation:

	IRG/JLL	Lewis Planned Communities
Average Score	77	68

## City/County/EDC Review Workgroup Consensus:

That the Implementation Committee forward a recommendation to the Solano County Board of Supervisors to enter into an Exclusive Right to Negotiate Agreement with Industrial Realty Group (IRG) LLC/Jones Lang LaSalle Inc. (JLL)



## Next Steps Timeline

---

Implementation Committee	October 22, 2020
BOS meeting – ERN authorization	November 2020
Negotiate/approve ERN Agreement	November 2020 - January 2021
Developer planning	January – April 2021
Negotiations	April – July 2021
Planning review	July – August 2021
Agreement approvals	September 2021



## Consider forwarding a recommendation to the Solano County Board of Supervisors to enter into an Exclusive Right to Negotiate (ERN) Agreement with a selected development Team (Action Item)

- Committee Deliberation
- Consider forwarding a recommendation to the Solano County Board of Supervisors to enter into an Exclusive Right to Negotiate (ERN) Agreement with a selected development Team (Action Item)
- Suggested to Adjourn to Thursday January 22, 2021