



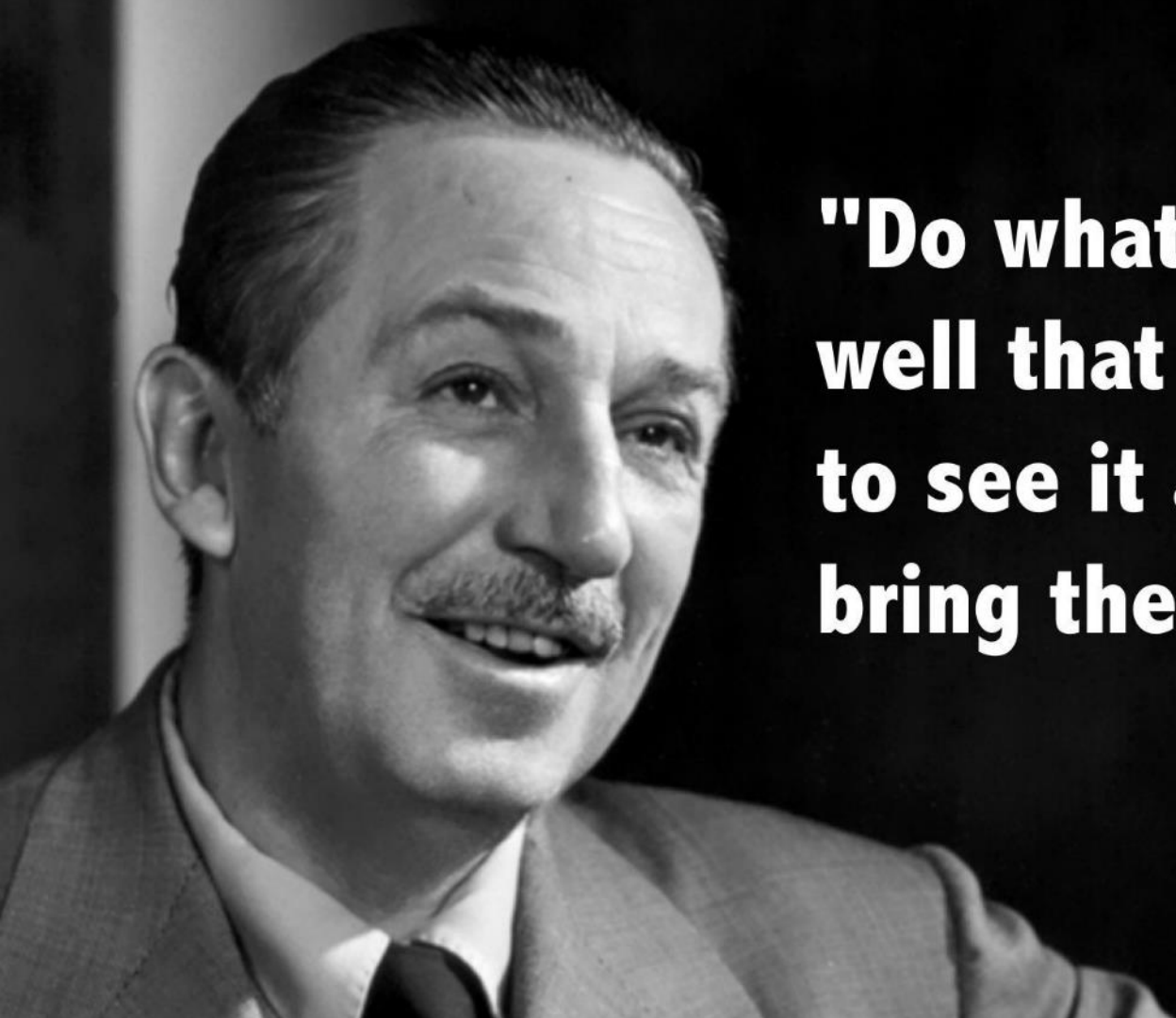
SOLANO³⁶⁰

A new place within a legacy community.



A night scene at a fair or festival. In the background, there are several large, illuminated rides, including a prominent Ferris wheel with colorful lights. The foreground is filled with a dense crowd of people, many of whom are looking towards the rides. The overall atmosphere is festive and brightly lit by the fair's lights.

Thank you!



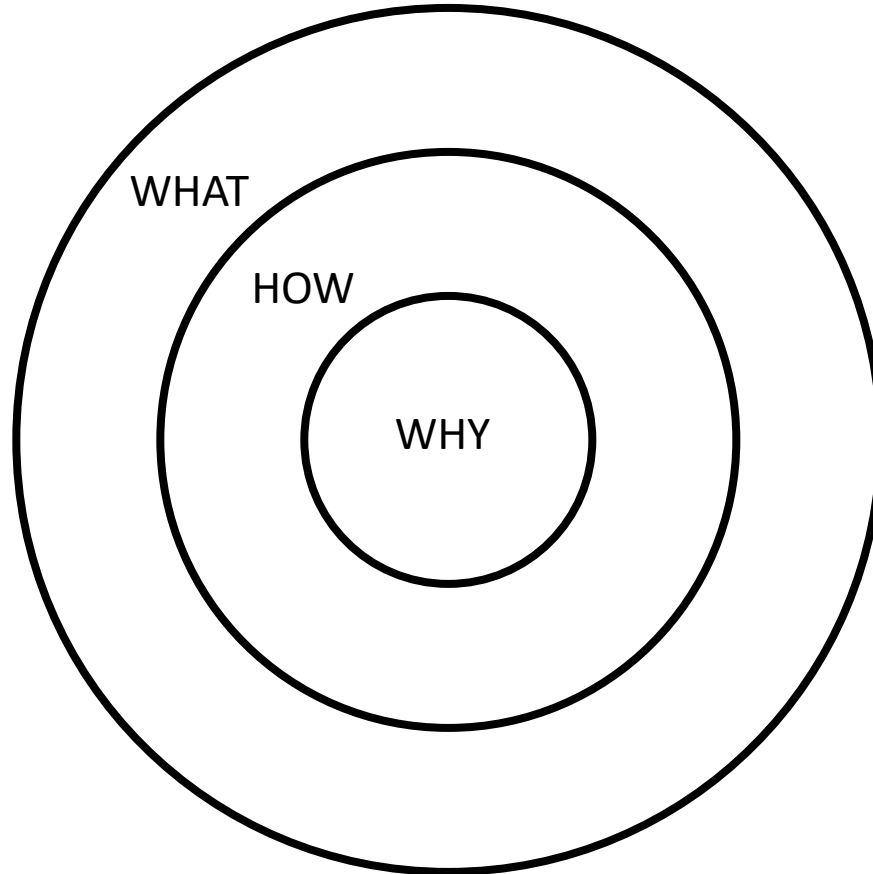
"Do what you do so well that they will want to see it again and bring their friends."

Walt Disney

iconic American businessman

Simon Sinek – START WITH WHY

Golden Circle



What: Develop suitable, functional, aesthetically attractive products that works well together to create a cohesive, thoughtful community for all.

How: Through the talent and skill of IRG and JLL's seasoned real estate veterans with the collaboration of the County, the City, residents, neighbors and best-in-class consultants.

Why: ?

Knight-Ridder/Gallup Poll

About 10 years ago, Gallup published a thorough study called "Soul of the Community" involving all 26 cities where Knight-Ridder newspapers are the primary print news sources. The study examined ten possible answers to the question of what keeps people attached to where they live¹.

Community Attribute	Correlation to Attachment*		
	2008	2009	2010
Social Offerings	0.49	0.52	0.54
Openness	0.53	0.52	0.50
Aesthetics	0.51	0.50	0.49
Education	0.47	0.44	0.47
Basic Services	0.41	0.34	0.42
Leadership	0.41	0.40	0.39
Economy	0.41	0.39	0.36
Safety	0.22	0.19	0.23
Social Capital	0.14	0.16	0.15
Civic Involvement	0.06	0.04	0.04

Social offerings — Places for people to meet each other and the feeling that people in the community care about each other

Openness — How welcoming the community is to different types of people, including families with young children, minorities, and talented college graduates

Aesthetics — The physical beauty of the community including the availability of parks and green spaces

*The higher the correlation, the more closely the attribute is related to attachment.

1. By [John de Graaf](#), originally published by [Front Porch Republic](#) August 6, 2019)

What: Develop suitable, functional, aesthetically attractive products that work well together to create a cohesive, thoughtful community.

How: Through the talent and skill of IRG and JLL's seasoned real estate veterans with the collaboration of the County, the City, residents, neighbors and best-in-class consultants.

Why: Because we the people of this great region want a "Place to go". We believe in the strength of our history, our legacy, our social diversity and we want a place that celebrates these unique qualities. A prideful destination that is safe, engaging, exciting, fun and interesting. A place that invites others from afar to stay longer and enjoy a truly unique experience. A place with its own wonderful, authentic character and aesthetic identity.



Imagine.....



A place to go.





A place to be entertained.





A place to do things.





A place with thoughtful design.







A place to celebrate!





A place to learn.





A place with amazing cultural foods.







A place to live, love, grow and excel.



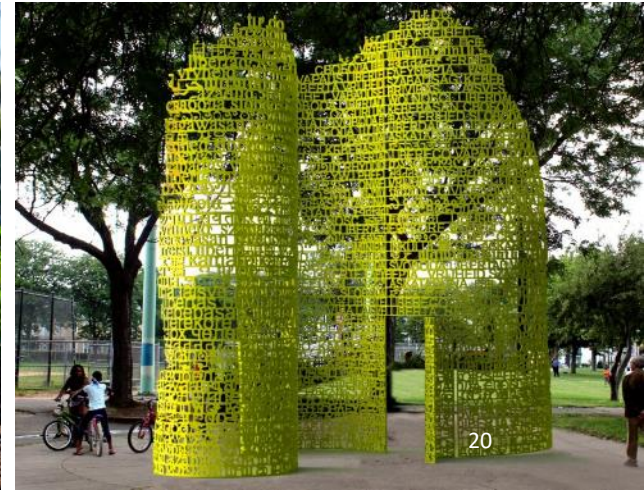


A place to work at a dream job.





A place connected to art, nature and well-being.



**If you can imagine all this, have we got a
place for you!**

IRG and JLL are pleased to present....



SOLANO³⁶⁰

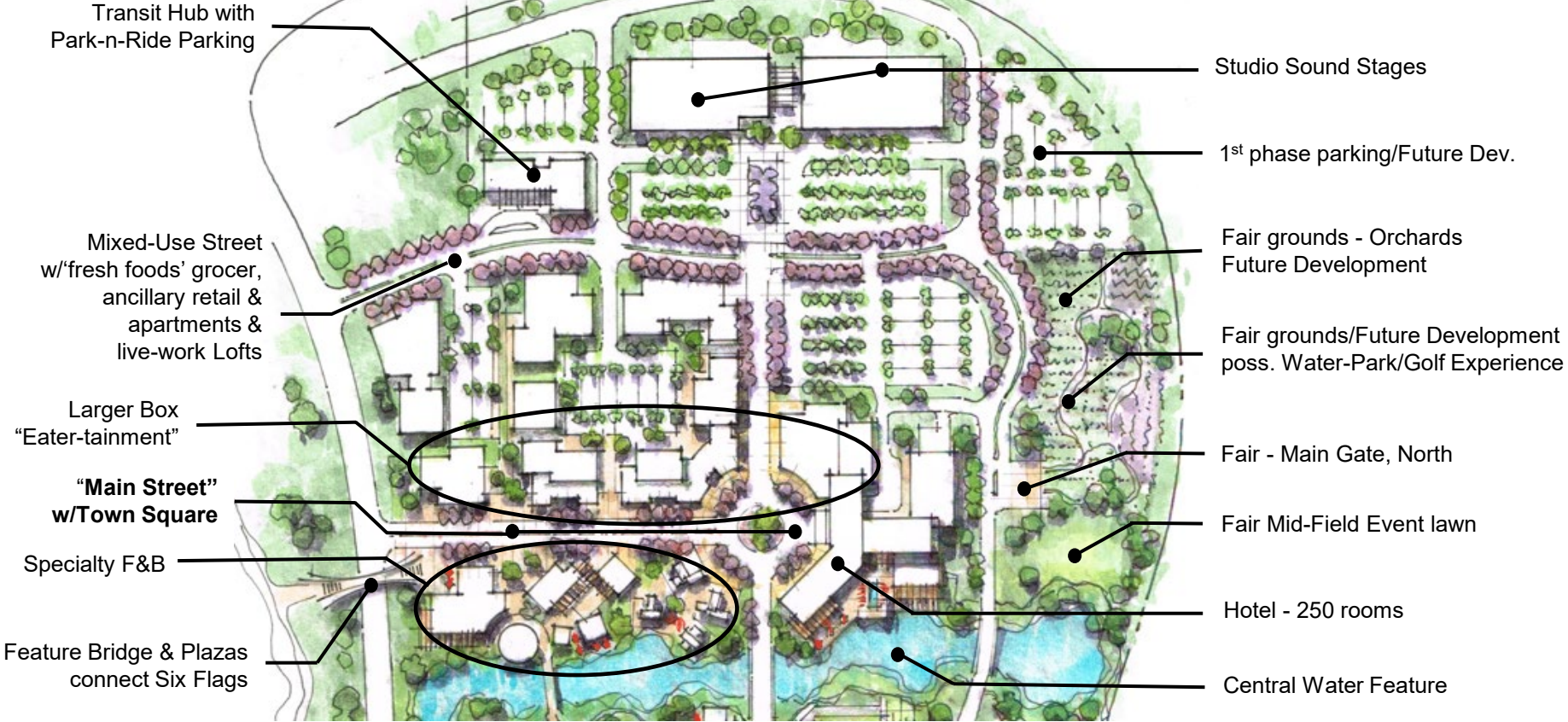


North Site



South Site

North Site

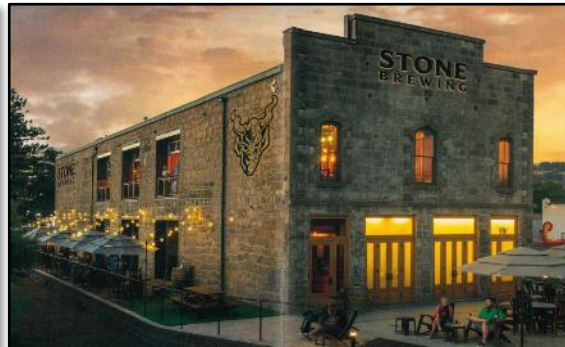








Images are provided to communicate style and aspiration; they are not provided to imply an exact design or brand affiliation.







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South Site













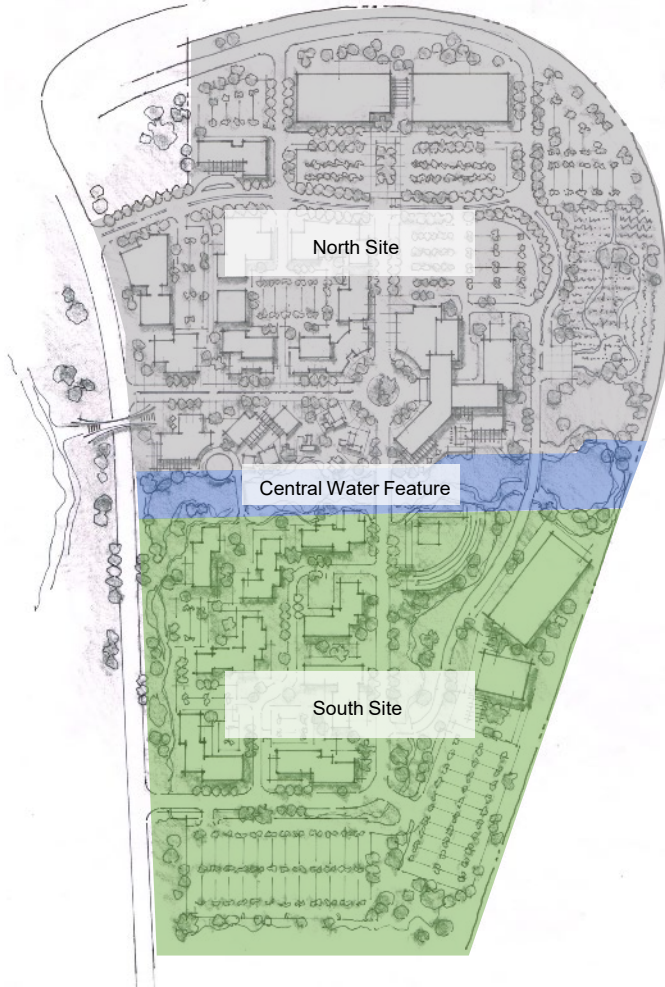




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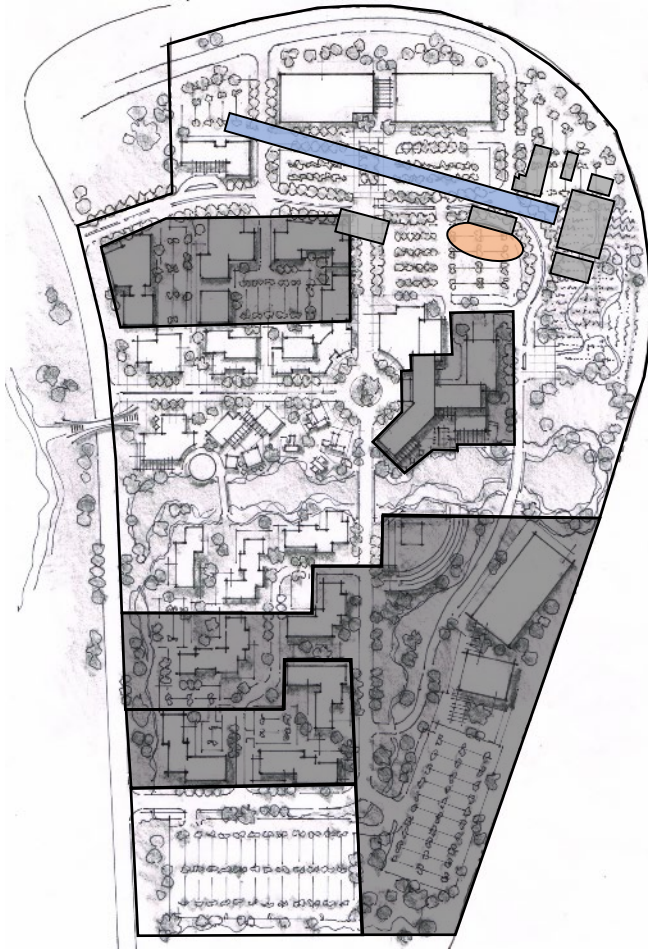


Master-Plan Implementation

Total implementation will be concluded in four main phases as market demands dictate the need for planned product type. The four phases are designated as follows:

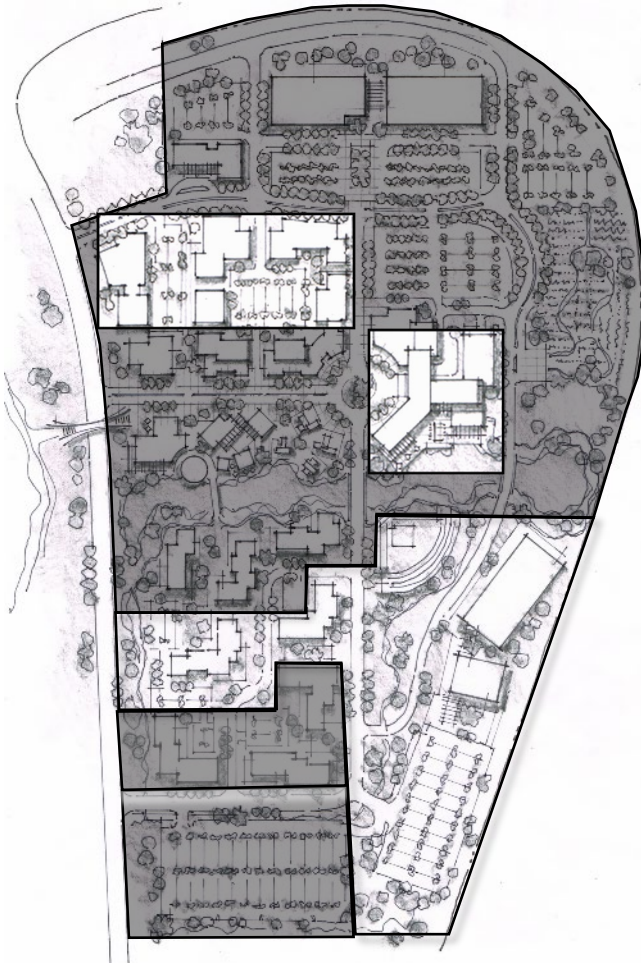
Phase 1A:

1. Grade most of the north site including central water feature; 'North' site is defined as any area north of the new central water feature, 'South' site is all area to the south of the central water feature;
2. Maintain existing and necessary Fair Grounds structures and colonnade road on North Site;
3. Demo any unnecessary structures on entire site;
4. Install necessary infrastructure to support Phase 1 new development and future development where it is necessary to avoid re-installation to accommodate future Phases;
5. Provide most North-site streets, sidewalks and street scape;
6. Provide bridge over central water feature to serve as main north/south connector for central north/south road;
7. Grade a portion of South site (south of water feature) to accommodate multi-family and surface parking as can be justified by market demands.
8. At retail "Main-Street", cut and level development pads and provide utilities terminated at development pads to accommodate future development;



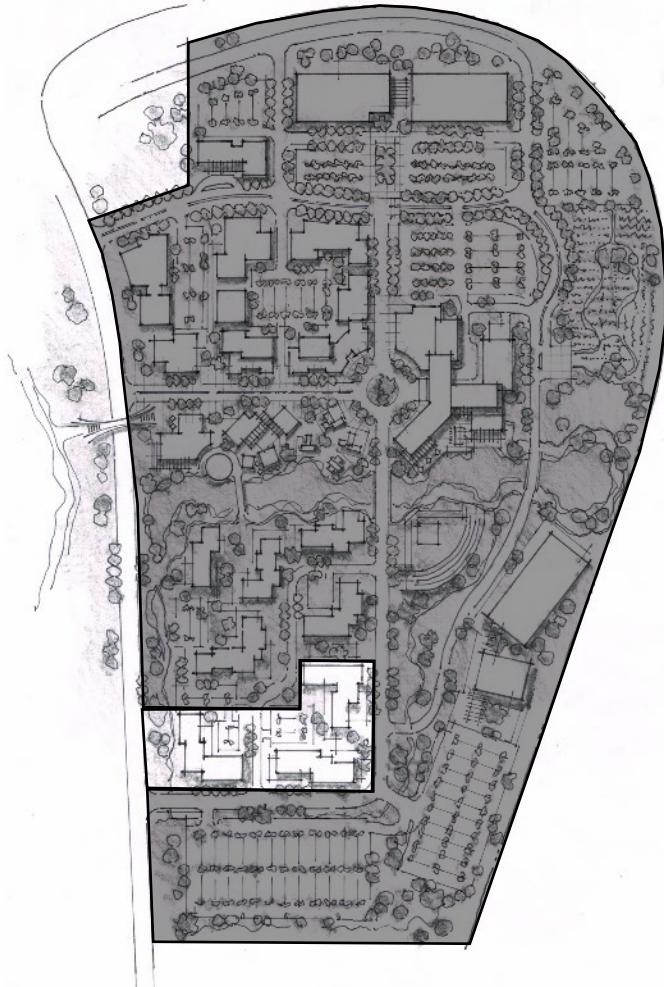
Phase 1B:

1. Develop transit station;
2. Develop select and in-demand, pre-leased retail;
3. Develop Commercial and/or Studios at far North site adjacent to CA37, adorn with decorative facades. Develop sufficient studio/commercial as may be necessary to provide economic feasibility for all Phase 1 improvements;
4. Develop sufficient multi-family as may be necessary to provide economic feasibility for all Phase 1 improvements;
5. Grade and pave far south end of South site to accommodate over-flow Six Flags Parking;
6. Secure entire portion of undeveloped site with secure and attractive temporary barricade.



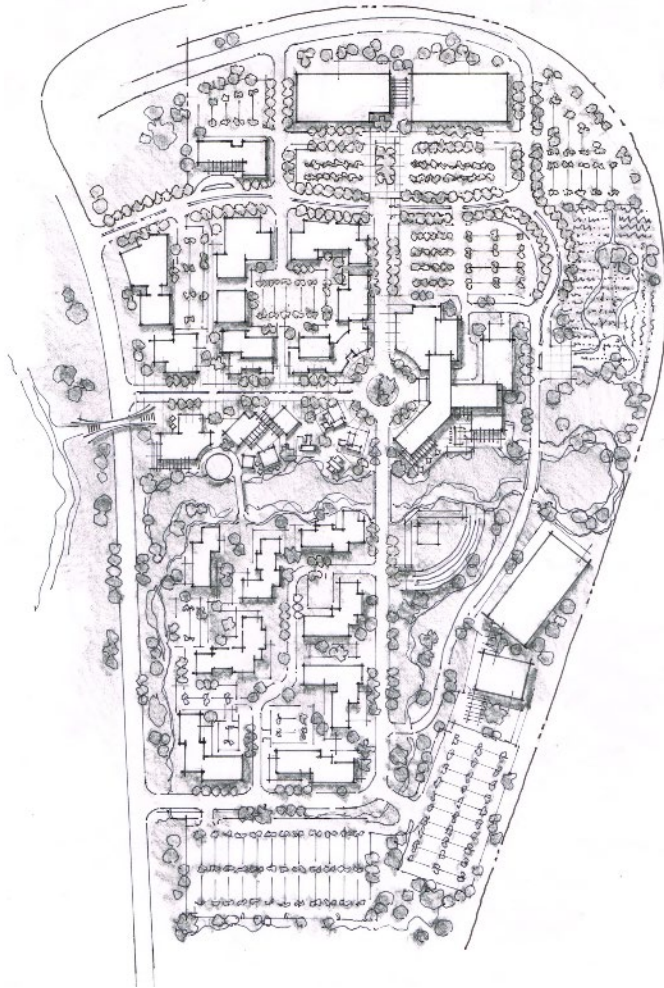
Phase 2:

1. Relocate Fair facilities. Demo remaining unnecessary Fair structures at North site;
2. Grade remaining portion of North site and install any necessary infrastructure to support Phase 2 new and future development where it is necessary to avoid re-installation to accommodate future Phases;
3. Provide most remaining North-site streets, sidewalks and street-scape;
4. Develop m/u retail/multi-family at North site. Develop sufficient mixed-use as may be necessary to provide economic feasibility for all Phase 2 improvements;
5. Continue to develop Commercial and/or Studio Sound Stages at far North site. Develop sf as may be necessary to provide economic feasibility for all Phase 2 improvements;
6. Develop first phase of new hotel, approximately 250 keys with adjacent surface parking;
7. Install new bridge over central water feature connecting North site with new South site Fair grounds;
8. Grade balance of 'Handlery parcel' install new road connecting North site Fair with South site Fair;
9. Install new 'North and South Gate' entry to Fair grounds;
10. Develop new Expo/Field House and new annex building. Expo/Field House may be developed in two phases depending on market demands at the time of development;
11. Develop new outdoor Amphitheater. Size to be determined subject to market demands;
12. Balance of site to be graded and prepared for either temporary vineyard or 'farm-lands'.



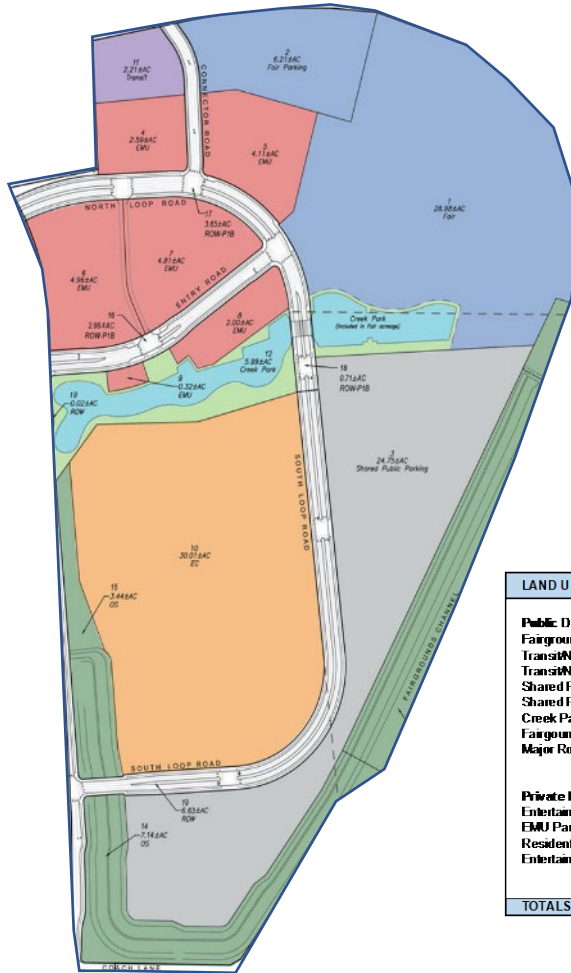
Phase 3:

1. Install any necessary remaining infrastructure to support Phase 3 new development and future development where it is necessary to avoid re-installation to accommodate future Phases;
2. Grade, cut and level development pads and provide utilities terminated at development pads to accommodate future development of market demand multi-family housing;
3. Develop necessary multi-family family housing as market demands.
4. Develop additional public, non—profit facilities such as a public library, YMCA, arts center.



Phase 4:

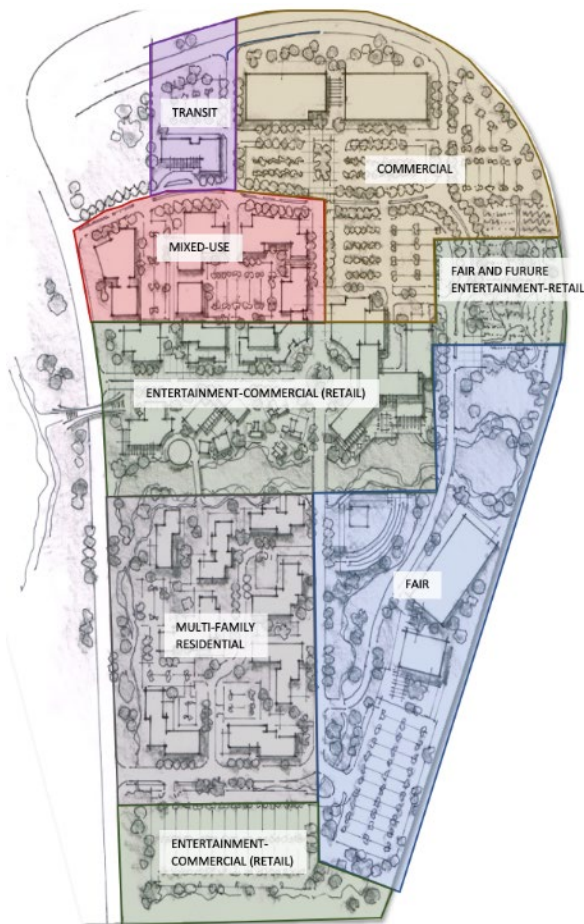
1. Continue to develop undeveloped pads as market demands for all product types: Multi-Family, Studio/Commercial, Retail/Entertainment, Hotel;
2. Where economically feasible, develop parking structures to maintain parking volume while enhancing economic feasibility and maximum community project benefit;



Specific Plan - Guiding Principles:

- Generate revenues for Solano County and the City of Vallejo, create jobs and ensure long-term economic sustainability.
- Establish a unique place with an unmistakable identity that serves as a destination for visitors as well as a pedestrian-friendly, community gathering place.
- Explore a mix of complementary land uses, including retail, commercial, hospitality, recreational, residential, family and youth oriented, educational and civic uses that seamlessly integrate with the Fair of the Future.
- Explore increased physical connectivity and synergy with Six Flags Discovery Kingdom, downtown Vallejo, the waterfront and other existing commercial operations.
- Provide pedestrian, bicycle, vehicular and transit facilities that foster access to, from and within the site.
- Incorporate sustainable and green principles in all aspects of the development.

LAND USES	SPECIFIC PLAN			
	Acres	Building Square Feet	Housing Units	Parking Stalls
Public Development Areas				
Fairgrounds	35.2	149,500		775
TransitNorth Parking Center Bus Stop	1.1			
TransitNorth Parking Center Parking Structure	1.1	121,600		380
Shared Public Parking Structure	5.0	800,000		2,500
Shared Public Surface Parking	19.7			1,980
Creek Park (w/water feature)	6.0			
Fairgrounds Channel (peripheral drainage)	17.9			
Major Roads	14.3			73
SUB-TOTAL FOR PUBLIC DEVELOPMENT AREAS	100.3	1,071,100	-	5,708
Private Development Areas				
Entertainment Mixed Use (EMU)	18.8	327,571		804
EMU Parking Structure (included in EMU Area)		320,000		1,000
Residential (Included in EMU Area)			50	
Entertainment Commercial (EC)	30.0			750
SUB-TOTAL FOR PRIVATE DEVELOPMENT AREAS	48.8	647,571	50	2,554
TOTALS	149.1	1,718,671	50	8,262



The IRG/JLL Plan Benefits:

- Starts with the principles of the Specific Plan and works toward fulfilling those key components;
- Place Makes Solano360 and establishes the property as a prideful, lively, energized community destination for all from near and far;
- Anticipates in-demand retail that will work despite the trend of retailers moving from brick-and-mortar to on-line;
- Creates a link to Six Flags and leverages the year-round iconic benefits of the Solano County Fair;
- Provides a hotel as the center-piece to a well-rounded community;
- Creates a balance of housing, retail, entertainment, hospitality and sustainable jobs;
- Programs the Fair to be efficient, adaptable, and expansive into the future;
- Provides a Field House and Performing Arts Theater on the fair grounds for year-round community use;
- Provides sufficient parking for on-site functions and Six Flags over-flow;
- Considers studios on-site, keeping well paying, high-profile jobs in Vallejo;
- Provides balance of open-space, trails, and 'urban-gardens' connecting people to nature;
- Considers sustainable methods of construction and operations;
- Incorporates thoughtful transit and transportation within and beyond the project site.

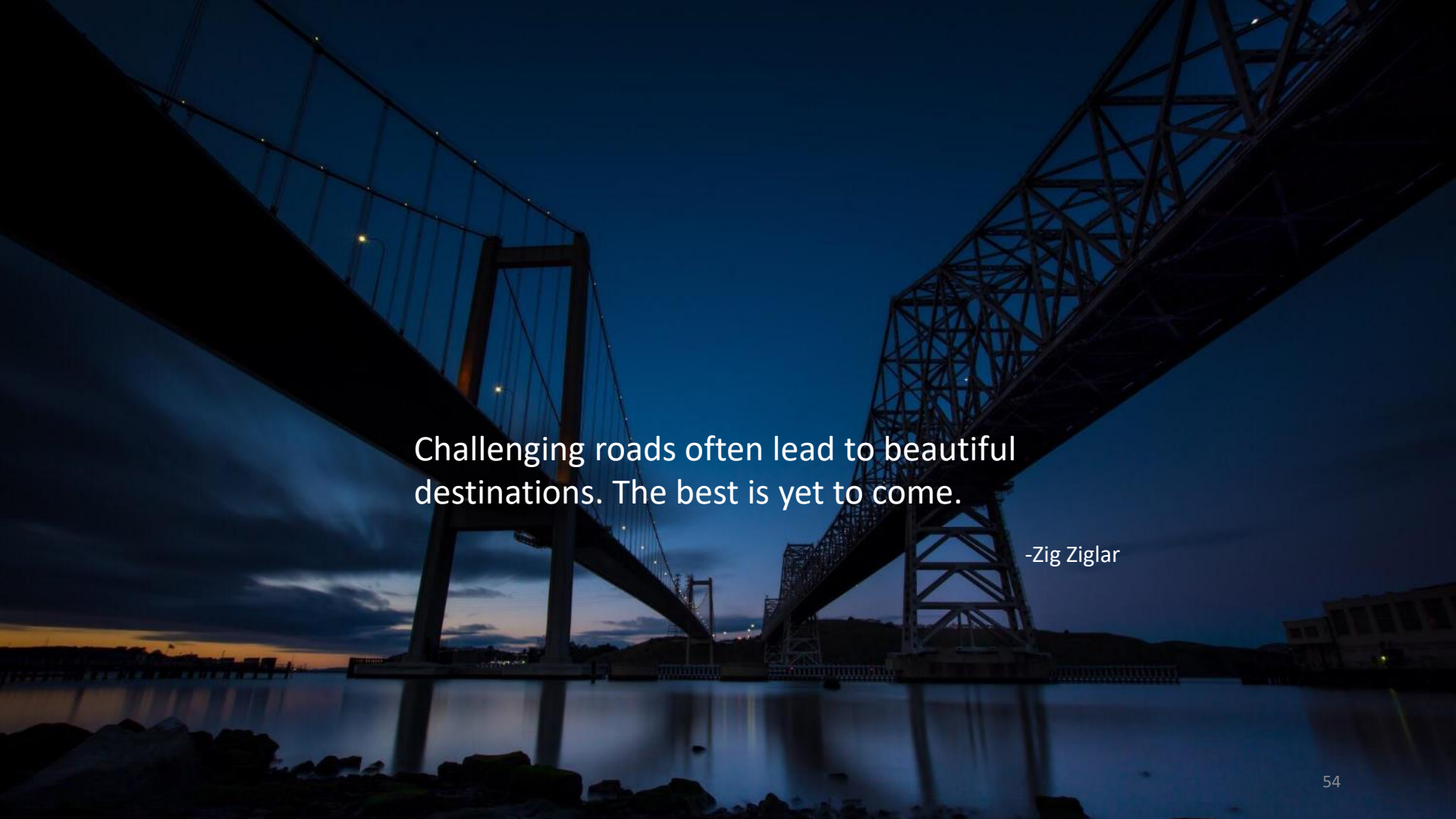
LAND USE S	PROPOSED MASTER PLAN			
	Acres	Building Square Feet	Housing Units	Paking Stalls
Public Development Areas				
Creek Park (water feature)	7.1			
Fairgrounds Channel (proposed drainage)	16.0			
Major Roads	15.0			73
Utilities	2.0			
Fair (including Parking)	27.0	87,000		311
Taxist (incl. Parking)	2.0	5,000		124
SUB-TOTAL FOR PUBLIC DEVELOPMENT AREAS	69.1	92,000	-	73
Private Development Areas				
Mixed-Use (Retail)	0.7	30,000		
Mixed-Use (Multi-Family)	3.3	396,000	330	
Mixed-Use Parking	5.0			622
Entertainment - Commercial (including Retail, Hotel, poss. W/H, Pub/Co/H)	14.0	352,500		
Entertainment - Commercial (Parking)	4.5			560
Commercial (including Studios, Office, Light Tech/Industrial)	13.0	500,000		
Commercial (Parking)	9.0			1,120
Residential	6.5	840,000	700	
Residential (Parking)	13.0			1,400
South Parking (where D development)	11.0			1,369
SUB-TOTAL FOR PRIVATE DEVELOPMENT AREAS	80.0	2,118,500	1,030	5,071
TOTALS	149.1	2,210,500	1,030	5,144

*All designated area allocations are approximate;
 Unit Capacity in less what could be developed not necessarily what will be developed;
 Parking is all surface to be replaced with parking structure if and when future development warrants;
 Proposed allocations/figures are presented to illustrate our current estimate of the optimal balance of use. All assumptions are general and subject to change.*



Coming together is a **beginning**,
staying together is **progress**,
and working together is **success**.

- Henry Ford



Challenging roads often lead to beautiful destinations. The best is yet to come.

-Zig Ziglar



**On behalf of our entire team,
Thank you once again!**

IRG

Industrial
Realty Group, LLC



JLL