

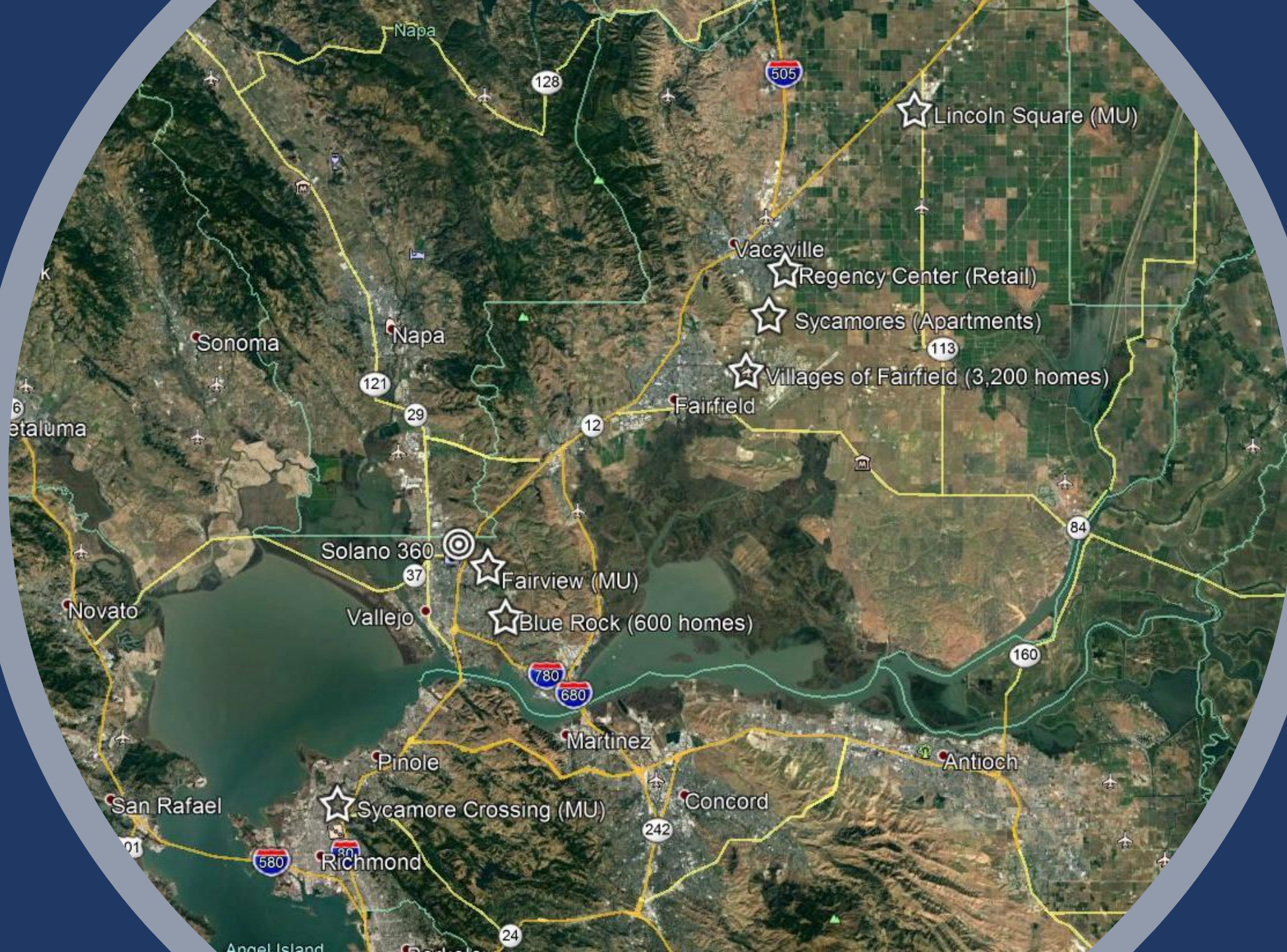
LEWIS PLANNED COMMUNITIES

Solano 360

10.22.2020

- ESTABLISHED IN 1955
- ONGOING PRESENCE IN SOLANO COUNTY SINCE 1972
- LARGEST AND MOST ACTIVE DEVELOPER IN SOLANO COUNTY
- EXPERIENCED WITH PUBLIC-PRIVATE PARTNERSHIPS
- SPECIALIZE IN GROUND-UP DEVELOPMENT
- UNMATCHED RESIDENTIAL AND COMMERCIAL EXPERTISE
- IMMEDIATE KNOWLEDGE OF VALLEJO – PRECEDURES, COSTS, AND MARKET
- LONG-TERM INVESTMENT GOALS

COMPANY SUMMARY



COMPANY FINANCIAL STRENGTH

- SELF-FINANCE ALL ASPECTS FROM PLANNING TO CONSTRUCTION
- NOT RELIANT ON WALL STREET, LENDING INSTITUTIONS, OR 3RD PARTIES
- IMMEDIATE DECISION MAKING/INVESTMENT
- FLEXIBILITY AND MANEUVERABILITY UNDER CHANGING MARKET CONDITIONS/ACTS OF GOD
- NOT A FEE-BASED DEVELOPER

“WE PLAN WHAT WE CAN BUILD TO ENSURE WE BUILD WHAT WE PLAN”

RFQ RESPONSE

- 2014/15 RFQ/RFP PARTICIPATION AND CONCLUSIONS
- EVALUATING SOLANO 360 FOR 6+- YEARS
- RFQ PROCESS INCLUDED OUR CONCEPTUAL PLAN FOR PUBLIC CONSUMPTION
 - READY TO ADVANCE INTO PLANNING/DEVELOPMENT EFFORTS
 - COLLABORATION ANTICIPATED FOR FAIR/ENTERTAINMENT PORTIONS
- MAINTAINED CONCEPTUAL PLAN FROM RFQ
- RFP PROCESS RESULTS IN 2 LIKE-KIND CONCEPTUAL PLANS

“THE PURPOSE OF THE RFQ WAS TO SELECT THE PREFERRED AND MOST CAPABLE DEVELOPMENT PARTNER”

RFP RESPONSE

- PRIORITIZE SUSTAINABLE REVENUE GENERATION FOR COUNTY/CITY
- PROVIDE ALL-INCLUSIVE FAMILY ENTERTAINMENT, RECREATION, AND SHOPPING
- CREATE LANDMARK WATER FEATURE TO CELEBRATE VALLEJO'S WATERFRONT SETTING
- PRODUCE VARIETY OF HOUSING TO BROAD DEMOGRAPHICS (SALE/LEASE)
- OFFER FLEXIBILITY ON PURCHASE OR LEASING PROPERTY AT COUNTY'S PREFERENCE
- LEFT ROOM FOR COLLABORATION

“LEWIS SEEKS TO BECOME A PRIMARY TENANT WITHIN SOLANO 360 AND IN TURN, A PARTNER WITH THE COUNTY IN PERPETUITY”

RFQ/RFP CONCEPTUAL PLAN



CONCEPTUAL IMAGES – VISITOR SERVING



CONCEPTUAL IMAGES – BOULEVARD



CONCEPTUAL IMAGES – LAKE FRONT



CONCEPTUAL IMAGES – REGIONAL COMMERCIAL





OUTREACH

- LOCAL/NATIONAL ENTERTAINMENT SPECIALISTS
 - SILVERLAKES – (FIELD COMPLEX)
 - GNG – (ENTERTAINMENT GOLF/WAKE/AQUATIC PARK)
 - SIX FLAGS (WATER PARK)
 - SHM PARTNERS (SOUND STUDIO)
- LOCAL/NATIONAL/GLOBAL RETAILERS
 - ONGOING MARKETING EFFORTS (FAIRVIEW AND SOLANO 360)
 - LOCAL AND NATIONAL RECRUITMENT TEAM
- LOCAL EMPLOYMENT/CONTRACTORS
 - EXISTING RELATIONSHIPS WITH LOCAL LABOR ORGANIZATIONS
 - LOCAL EMPLOYMENT AND FAIR WAGES

IMPLEMENTATION

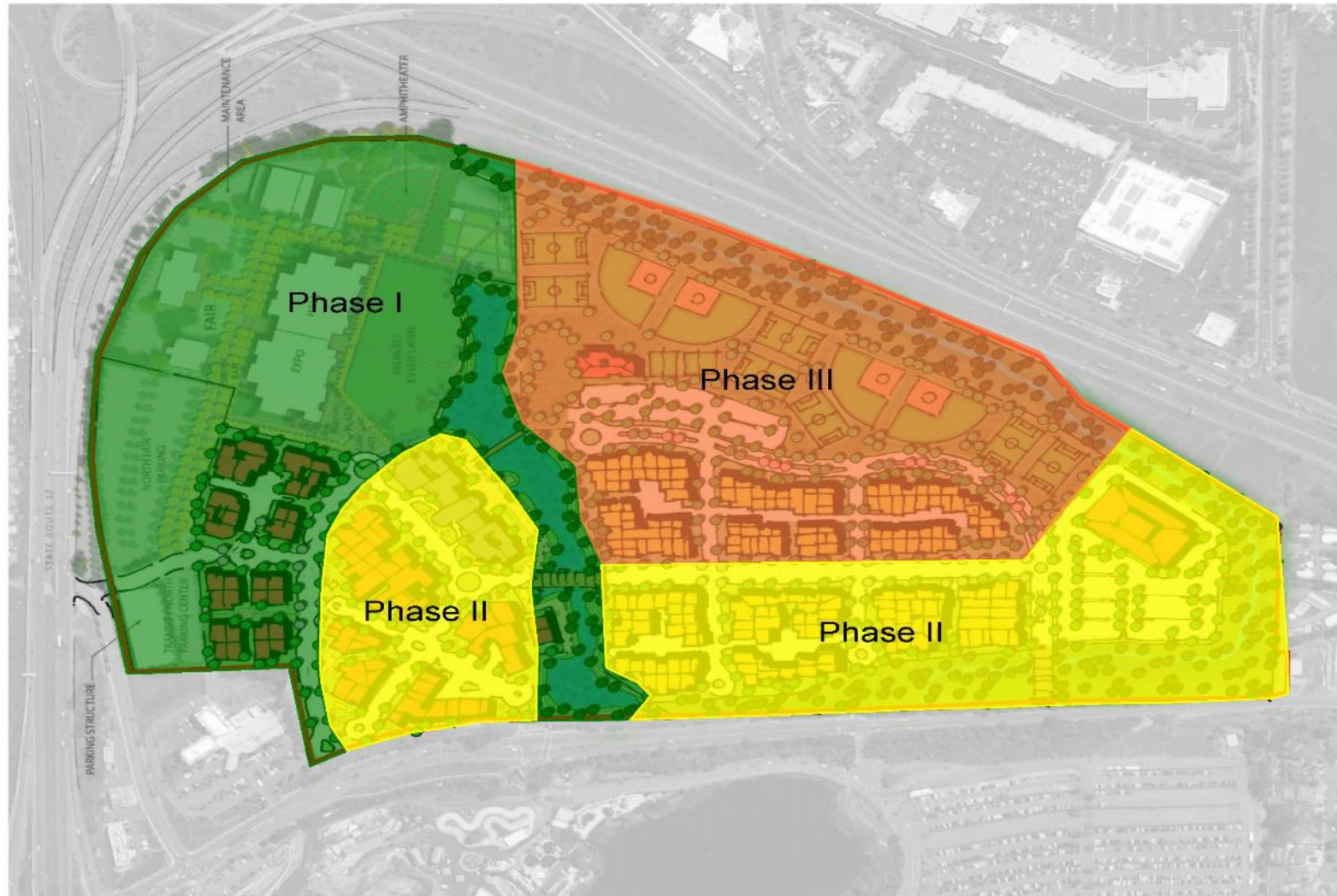
- AVOID FULL RE-INVENTION OF THE WHEEL – SOLANO 360 SPECIFIC PLAN
- APPLY RECENT EXPERIENCES FROM FAIRVIEW ENTITLEMENT/EIR APPROVALS TO EXPEDITE S360 PLANNING GOALS
- FULL UNDERSTANDING OF REGIONAL TRAFFIC CONSTRAINTS – FAIRVIEW TIA
- REAL-TIME KNOWLEDGE OF INFRASTRUCTURE COSTS – FAIRFIELD AND VALLEJO
- PROJECT TEAM INCLUDES S360 PLANNING/ENGINEERING/GEOTECHNICAL CONSULTANT (MSCE/ENGEO)
- DETAILED KNOWLEDGE OF INFRASTRUCTURE CHALLENGES AND COST SAVING OPPORTUNITIES
- COLLAGE OF ENTERTAINMENT/TRANSIT OPTIONS ARE EXCITING, BUT ARE FINANCIAL CONSTRAINTS

“OUR CONCEPTUAL PLAN CAN BE IMPLEMENTED IN TODAY’S MARKETPLACE”

DEVELOPMENT PHASING

- IDENTIFY ECONOMIC DRIVER – MIXED USE/RESIDENTIAL
- IDENTIFY CATALYSTS TO ENHANCE RETAIL/ENTERTAINMENT OPTIONS – MIXED USE/RESIDENTIAL
- CONSIDER WHO IS MOST IMPACTED BY PHASED CONSTRUCTION NUISANCES – RESIDENTIAL
- 1ST PHASE – NORTHERLY PORTION TO ACTIVATE MIXED USE/RESIDENTIAL AND ENHANCE FAIR/TRANSIT ACCESS
- 2ND PHASE – WESTERN PORTION TO CONSTRUCT FAIRGROUNDS DRIVE AND ACTIVATE RESIDENTIAL AND COMMERCIAL
- ADDITIONAL PHASING TO TREND EASTERLY FROM FG DRIVE TOWARDS I-80

DEVELOPMENT PHASING



KEY INFRASTRUCTURE COMPONENTS

- MASS GRADING (\$\$)
 - BALANCING ACT – AVOID LEAVING PORTIONS UNDEVELOPABLE
 - WATER FEATURE – IMPORT SOURCE/DEWATERING STORAGE/TREATMENT (5' GWT+-)
 - UNENGINEERED FILLS/COMPRESSIBLE SOILS – 1M +- CY
- FAIRGROUNDS DRIVE – “POP THE CORK” TO OFFER IMMEDIATE REGIONAL TRAFFIC RELIEF (\$\$)
 - NEW 24” WATER TRANSMISSION MAIN (FG DRIVE) (\$\$)
- EX 12” PG&E GAS LINE – MAXIMIZE PRESERVATION IN PLACE (\$\$\$\$)
- EX SEWER/STORM DRAIN MAINS – PARTIAL RELOCATION MAY BE NECESSARY (\$\$)

WHY LEWIS PLANNED COMMUNITIES IS THE BEST CHOICE FOR SOLANO 360

- SELF-FINANCE PROJECTS – OUR INVESTMENT, WE SHARE THE BENEFITS
- PRIVATELY HELD – FLEXIBILITY AND EXPEDITED DECISION MAKING
- LONG-TERM INVESTMENT GOALS – MUTUALITY WITH COUNTY’S INTERESTS
- LOCAL EXPERIENCE – LARGEST AND MOST ACTIVE DEVELOPER IN SOLANO COUNTY
- RECENT LOCAL SUCCESSES FOR ENTITLEMENTS AND DEVELOPMENT IN SOLANO COUNTY
- COMMUNITY DEVELOPMENT EXPERTS
- TEAM IN PLACE, FULLY STAFFED, READY TO GO TODAY