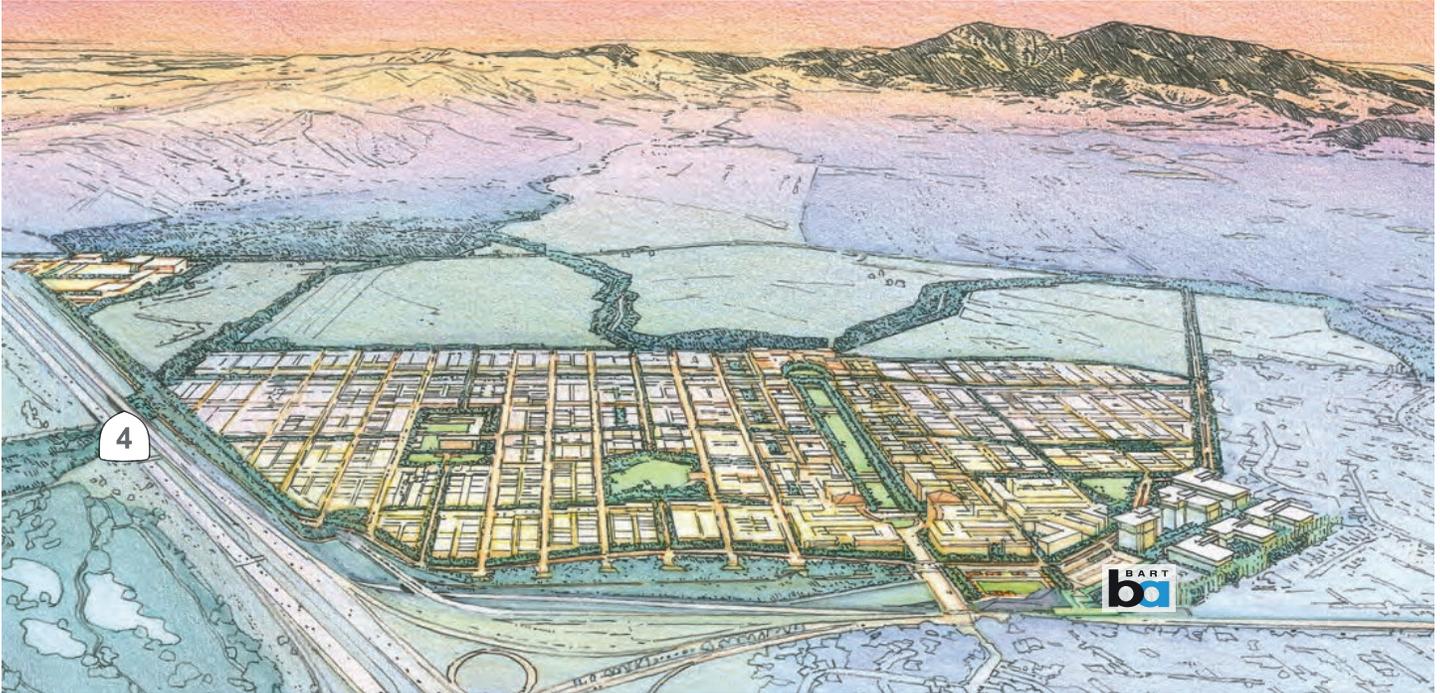


Concord Reuse Project Catellus Proposal



Los Medanos Transit Village Bird's-Eye Artist Rendering

Firm Description

Catellus was established in 1984 when two railroads, Santa Fe Industries and Southern Pacific Company, merged their non-core real estate assets into an independent company, the Santa Fe Pacific Realty Corporation (“Santa Fe”). With sites positioned strategically next to the Country’s busiest seaports and urban centers, Santa Fe transformed large parcels of blighted or underutilized land in some of the nation’s fastest growing cities like San Francisco, Los Angeles, and Chicago. Today, Catellus (the successor to Santa Fe) is an independent private company with over 30 years of experience developing large complex projects involving a variety of real estate product types, diverse stakeholders, complicated regulatory environments, and challenging construction conditions.

Flagship Projects:

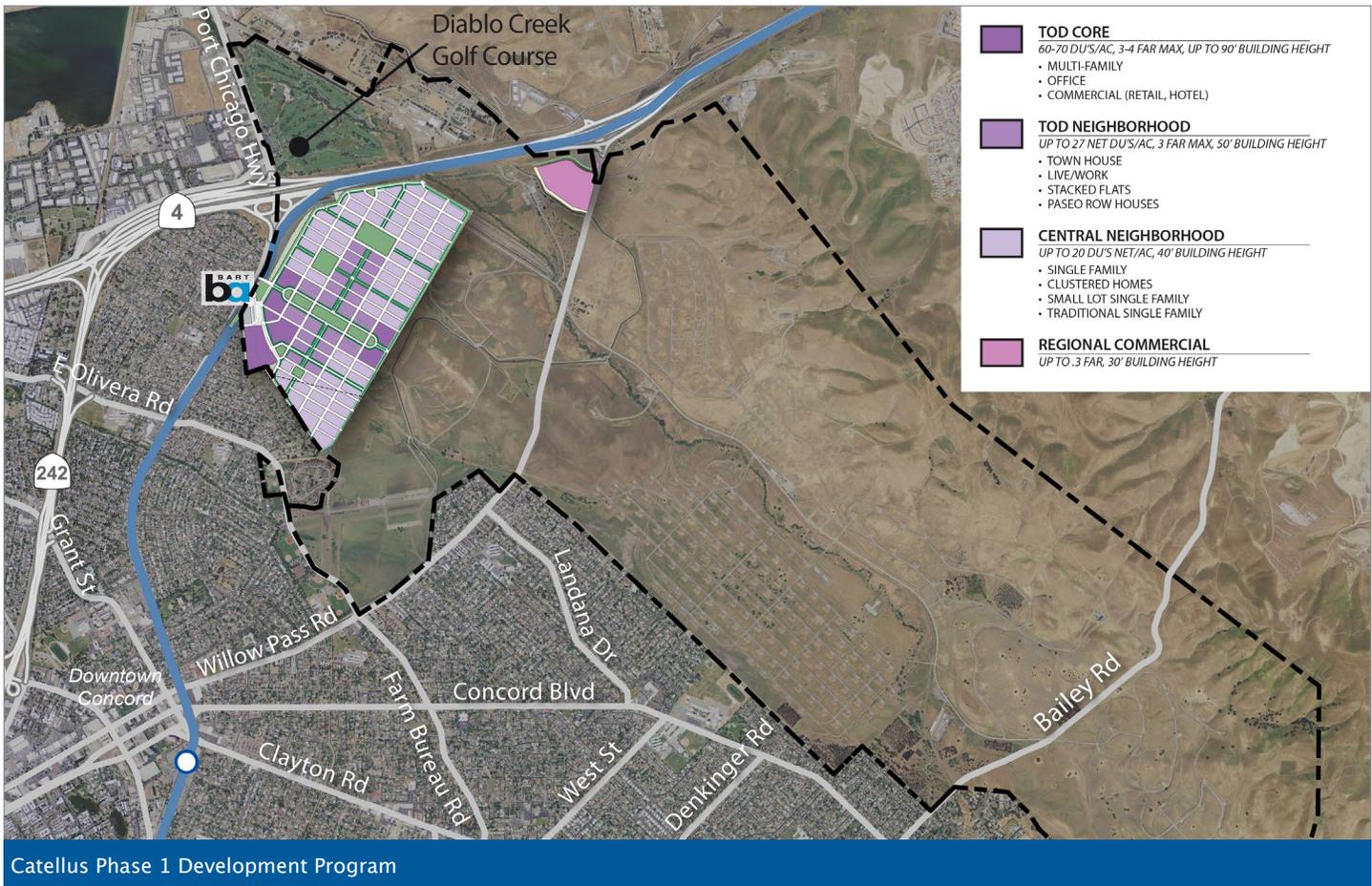
- **Mueller, Austin, TX:** 700-acre mixed-use municipal airport redevelopment, with 5,900 homes and 4.4 million commercial square feet.
- **Mission Bay, San Francisco, CA:** 303-acre mixed-use landfill and rail yard redevelopment, with a new UC San Francisco campus, 6,900 dwelling units, 5.1 million commercial square feet, and a 500-room hotel.
- **Alameda Landing, Alameda, CA:** 72-acre mixed-use Naval Air Station redevelopment, with 300 dwelling units and up to 700,000 square feet of office and retail.

Acreage	431
Dwelling Units	4,285
% Affordable	25%
Commercial Sq. Ft.	333,324
Schools	1
Parks	63 acres
Community Centers	1 (with school)
Infrastructure Start	2017
Buildout Year	2027
Total Development Cost	\$642m
Land Secured Financing	\$105m
Public Financing	\$91m
Net Land Sales Revenues	\$619m

Proposer’s Key Team Members

- Engineering:** BKF, Langan Treadwell Rollo
- Planning & Design:** ROMA, BCV Architects
- Remediation:** Iris Environmental
- Legal:** Cox, Castle & Nicholson

* Based on developer submittals for the developed portion of the Concord Reuse Project to be transferred to the City from the U.S. Navy. The submittals do not include the Area Plan’s Conservation Open Space, expected to be transferred from the U.S. Navy to the East Bay Regional Park District.



Phase 1 Development Concept

The focus of the proposal is around the North Concord BART station, creating a transit-oriented village. Key features:

- A Town Center near BART would include office, retail, multi-family residential, and a hotel.
- Development of the BART parking lot would add additional commercial area, likely high-intensity office and commercial uses jointly developed with BART. This would take place only with market demand, agreement with BART (as property owner), and an approach to replacement parking.
- A diversity of housing including mixed-use multi-family buildings (with local-serving ground floor retail), a variety of attached housing including stacked flats, and townhouses, and small-lot single-family homes.
- Located entirely northwest of Willow Pass Road, nearly all within a 15-minute walk of the BART station.
- Organized using a grid pattern, over existing topography moderated through grading, designed for solar access.
- Highest density around a new Los Medanos Boulevard that connects to Port Chicago Highway, a new parkway perpendicular to Los Medanos, and the BART station.
- Commercial uses near Highway 4 anchored by a supermarket and linked to the BART area.

Lower-density 'Village' neighborhoods and Campus development would happen in later phases.

Community Benefits

- Affordable housing: 25% of all units
- Community parks (not including 2,700 acre regional park):
 - BART Transit Plaza—green, tree-canopied space near BART
 - Neighborhood parks and school park.
 - Central Park—a community-wide resource with new Los Medanos Boulevard on either side.
 - Hilltop Park—occupying the high point of the ridgeline.
 - Diablo Creek Golf Course—remains unchanged.
 - Willow Pass Park Extension—mirror image of a portion of the existing park (not pictured).
 - Greenway—connection to regional park and Willow Pass Park.
- Schools and community facilities: Land set aside for combined elementary school and community center.
- Labor: Catellus has experience with Project Labor Agreements and expects that such an agreement could be reached in Concord, recognizing the 'Hire Concord First' provision.

Financial Plan

Catellus proposes a partnership with the City that establishes incentives to maximize project amenities and meet stakeholder objectives. Catellus' approach to land development optimizes land sales revenue by selling to a broad range of homebuilders while balancing the timing of project sources and uses in a disciplined manner. This "open book" partnership defines project benefits and costs together with the City. Upfront payment for the land or payment based on a share of future land development profit would be negotiated. Catellus is not a homebuilder and therefore would make decisions which are in the best interest of the master plan, not homebuilding objectives.