

CONCORD NAVAL WEAPONS STATION TERM SHEET AND CONCEPTUAL PLAN PRESENTATION



CONCORD FIRST
PARTNERS, LLC.



Lewis Planned Communities
A Member of the Lewis Group of Companies



CALIFORNIA
CAPITAL & INVESTMENT
GROUP



WOOD RODGERS
BUILDING RELATIONSHIPS ONE PROJECT AT A TIME

EXCLUSIVE NEGOTIATING PARTNER - CONCORD FIRST PARTNERS

PRESENTED BY JEB ELMORE, VICE PRESIDENT, CONCORD FIRST PARTNERS

- Lewis Management Corp / Discovery Builders / California Capital Investment Group
 - Lewis Management Corp is the Managing Member
- Privately held – Main Street not Wall Street
- Demonstrated Record of Accomplishments (RFQ selection of CFP)
 - Over 176 years of combined development experience
 - Delivery of over 50M square feet of Retail, Commercial, and Industrial space
 - Delivery of over 120,000 homes
 - Locally Owned – Headquarters in Concord, and California
 - Base Reuse Experience – Oakland Army Base, Mather Air Force Base, March Air Force Base



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ROLE OF CONCORD FIRST PARTNERS AS MASTER DEVELOPER

- Planning and Development Expertise
- Stakeholder Collaboration to develop Specific Plan
- Implement a Project materially consistent with 2012 adopted Area Plan
- Finance and Manage the Entitlements and Backbone Infrastructure
- Assist City with Navy Conveyance Negotiations
- Deliver build-ready sites for affiliated or unaffiliated end users
 - Most non-residential spaces - sold / leased to unaffiliated 3rd parties
 - 50% of market rate housing - sold to unaffiliated 3rd parties
 - Affiliate transfers require LRA approval of land values



DEDICATION TO PUBLIC-PRIVATE PARTNERSHIP

- Initiated work on Day One after selection
- Over 150 meetings with LRA / LRA Consultants
- 4 Community “at large” Meetings
- Identified challenges / Produced solutions
- Promote Financial Feasibility
- Underwriting Transparency
- Shared Success Program / City Profit Sharing
- Make it work with City as One Team, now, and in the future



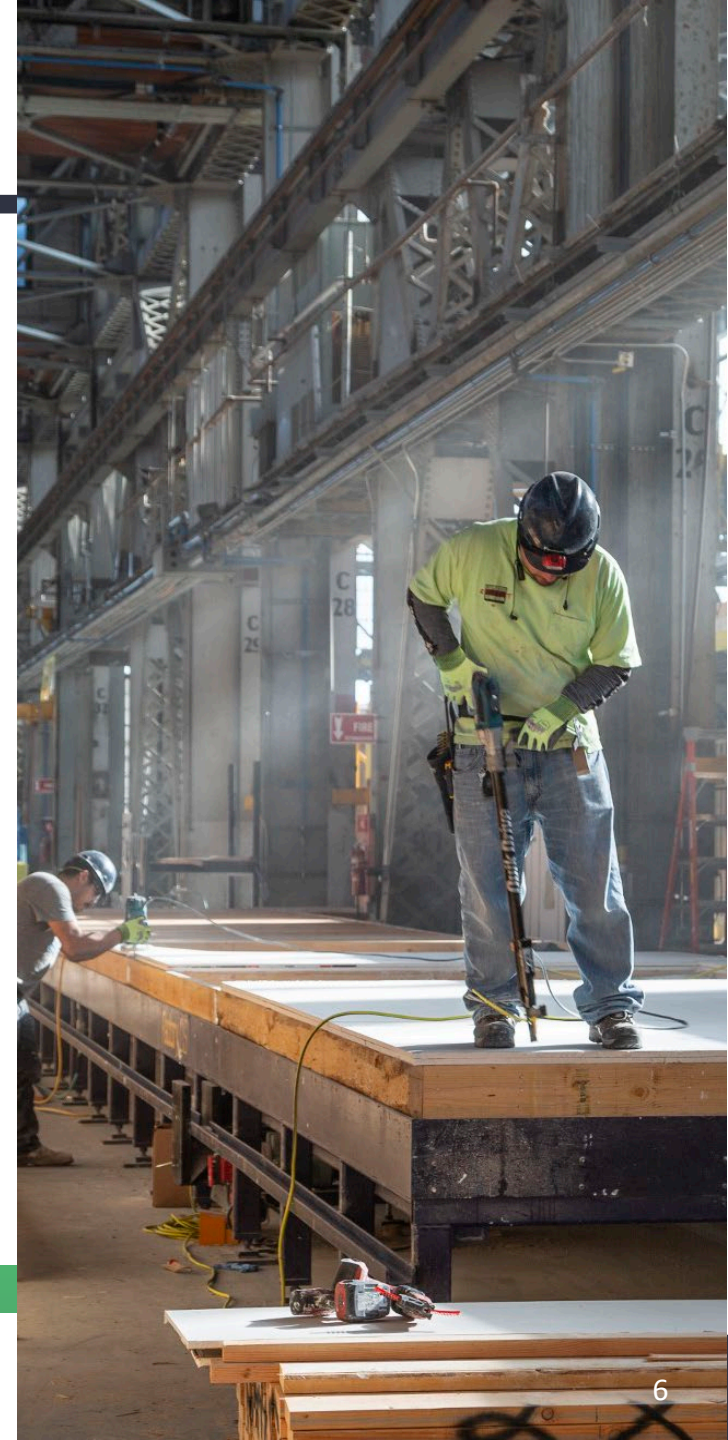
PROMOTE FINANCIAL FEASIBILITY

- Recommended enhancements to promote financial feasibility
 - Increase the number of potential residential units (12,272 to 15,575)
 - Collaborated with LRA on pathways to expedite planning and development timing
 - Proposed Affordable Housing Programming
 - Promote flexibility in land uses to support current/future markets
 - Implement Project-specific special financing districts
 - Orderly and practical project phasing
 - Coordinated pursuit of public grant opportunities



LABOR POLICIES AND LOCAL HIRE

- Proactive Engagement of Labor Partnership (Nov 2020)
- Project Labor Agreement
 - Contra Costa Building and Construction Trades
 - Fair Wages and Benefits
- Local Hire— 40% of construction workforce prioritized to City 1st, County 2nd
- Apprenticeship Programming / Job Training / Job Fairs



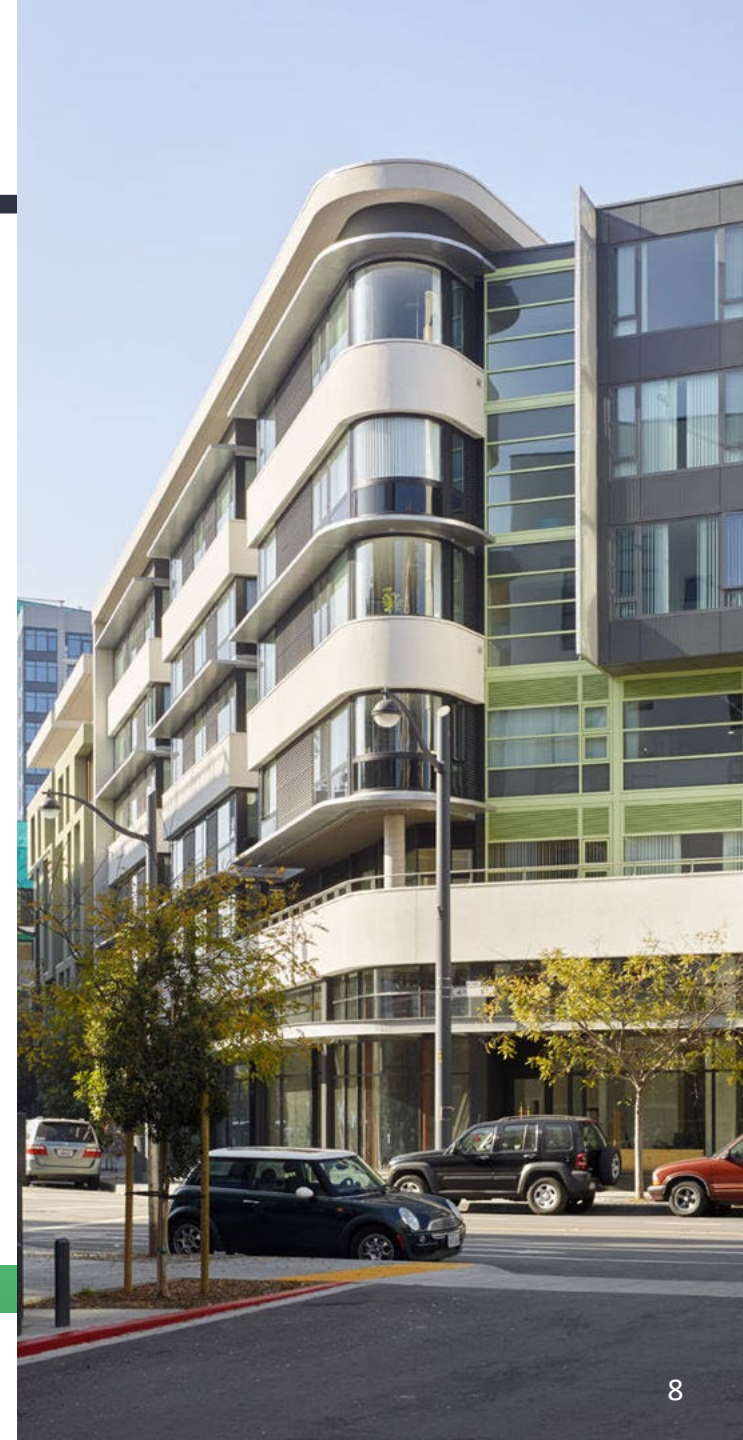
AFFORDABLE HOUSING

- 25% Affordable Housing @ 80% or below Area Median Income
- Legally Binding Agreements
- Resolution 2012
- Accessory Dwelling Units/Junior Accessory Dwelling Units
- Developer requirements for pad delivery
- Orderly and balanced siting and implementation
- Related California as Affordable Partner



ACCESSORY DWELLING UNITS (ADU) / JUNIOR ACCESSORY DWELLING UNITS (JADU)

- Studio/one Bedroom apartment included in home / lot
- Proven method for providing affordable housing
- Assembly Bill 671 – promotes ADU's at affordable rents
- ADU's satisfy RHNA Affordable Unit requirements
- Housing Element prioritizes ADU's (Program 1 of 25 Programs)
- Surrounding Cities utilize ADU's to fulfill affordable requirements
- Promote Project Financial Feasibility



IMPLEMENTING AFFORDABLE HOUSING

- Related California

- Over 18,000 Affordable units built
- Administrator –promote implementation / reduce City burden
 - Administrator- site selection; assist City in competitive bidding
 - Opportunities for non-Profits – Build, Own, Operate
 - Partnerships with other non-Profits – Build, Own, Operate
 - Developer – Build, Own, Operate

100%

***25%**

***40%**

***35%**

*Allocations above proposed in balanced application by phase, not in order of priority



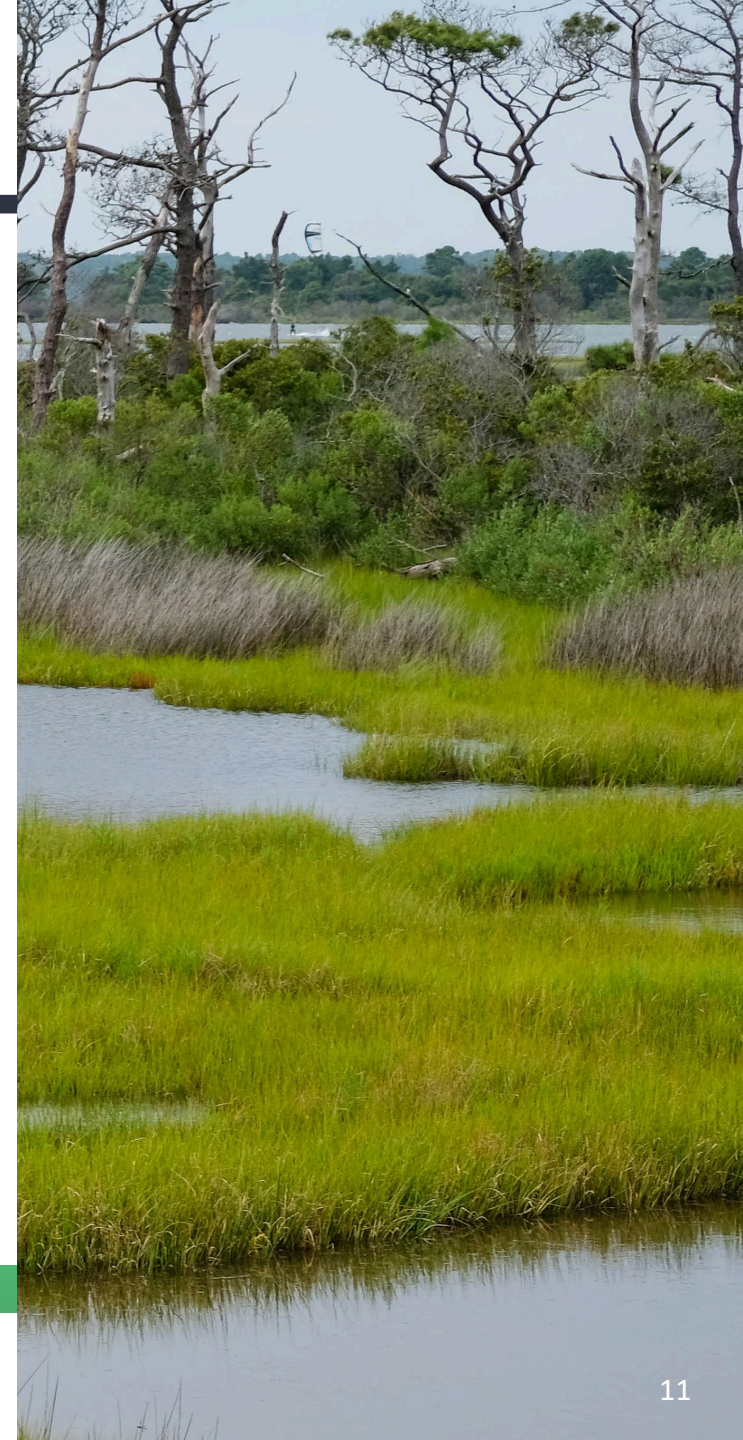
ENVIRONMENT / OPEN SPACE

- Public Benefit Conveyance of **2,539 Acres** – East Bay Regional Parks District
 - Parks and Greenways **386 Acres**
 - Onsite Wetland Preservation **35 Acres**
 - Recreation **174 Acres**
 - Greenframe Park **82 Acres**
 - Mt. Diablo Creek Restoration **179 Acres**
- Total Parks / Recreation / Open Space Acres: 3,395 Acres**



ENVIRONMENT / OPEN SPACE

- Expedited delivery of Habitat Mitigation
 - Creation / Enhancement of Biological Mitigation
 - Orderly and Balanced delivery of Habitat Mitigation Phases I-V
- Impacts for Development mitigated through procurement of on and off-site habitat conservation at a 2:1 ratio
- Full Transparency - City Retains full oversight and management of Environmental Permitting and Mitigation throughout Project



COMMUNITY BENEFITS

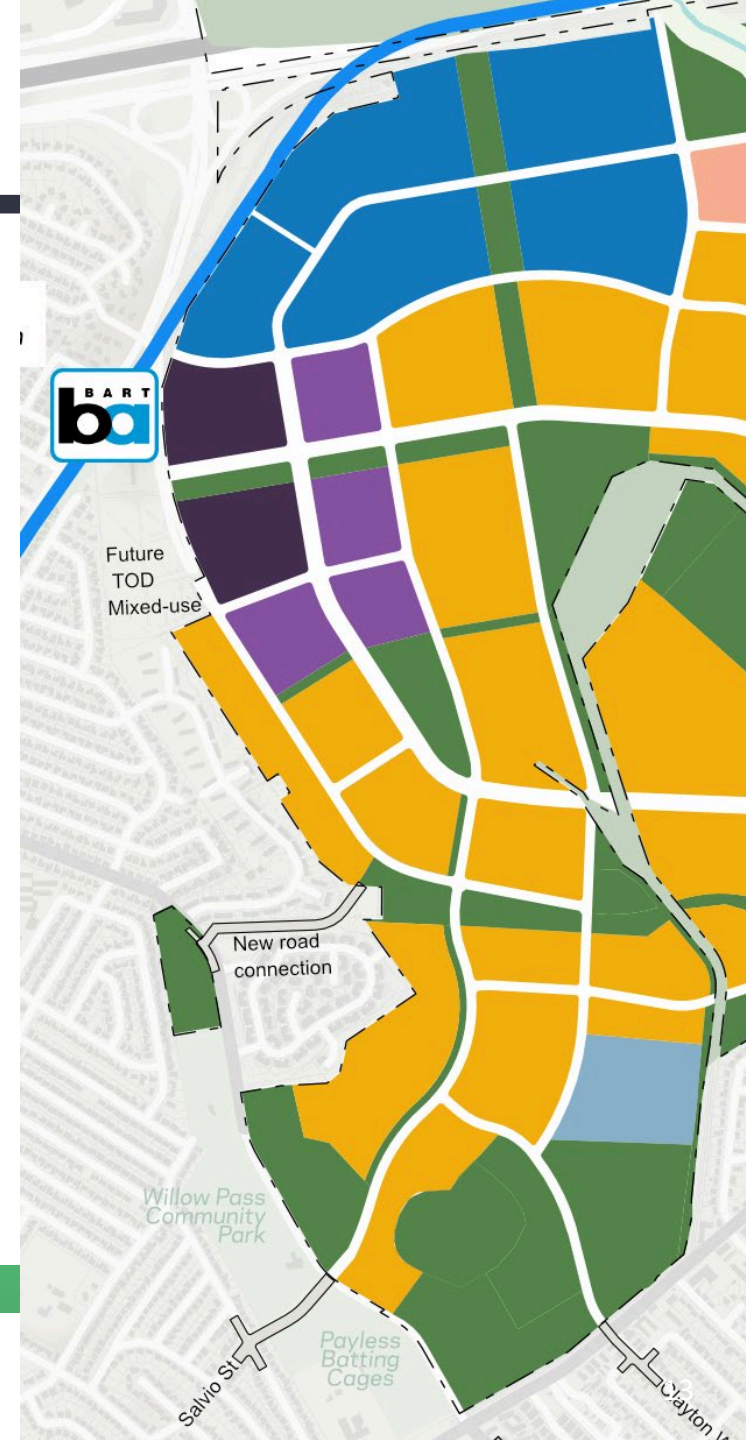
- Contribution of \$100 Million toward Tournament Sports Park / Citywide Park starting in Phase I
 - \$5 Million Contribution in Phase I
 - \$95 Million contributions in Phases II-IV
- Contribution of \$65M toward Community Center / Library in Phases II-III
- Contribution of \$50M towards Affordable Housing in Phases I-V
- Expedited Repayment of City's Loan of approximately \$15M in Phases I-II
- Delta-De Anza interim trail connection Phase I – WPR to CCC
- Expedited delivery of Neighborhood Serving Retail in Phase I
 - 10,000 square feet of building built by CFP in Phase I



CONCEPTUAL LAND USES / PHASING

- Project anticipated to be developed in 5 major phases over a 40-year timeline
- Balanced delivery of mixed land uses, including open space
- Proposing 16,920 Jobs w/ 6.1M SF at Buildout (Area Plan: 26,530 w/ 6.1M SF)
- Modernization of Residential Programming
 - Promotion of market-rate attainable housing / higher density
 - Responding to market demands – low maintenance
- Commitment to deliver New Willow Pass Road in Phase I
- Commitment to deliver Recycled Water to the Project

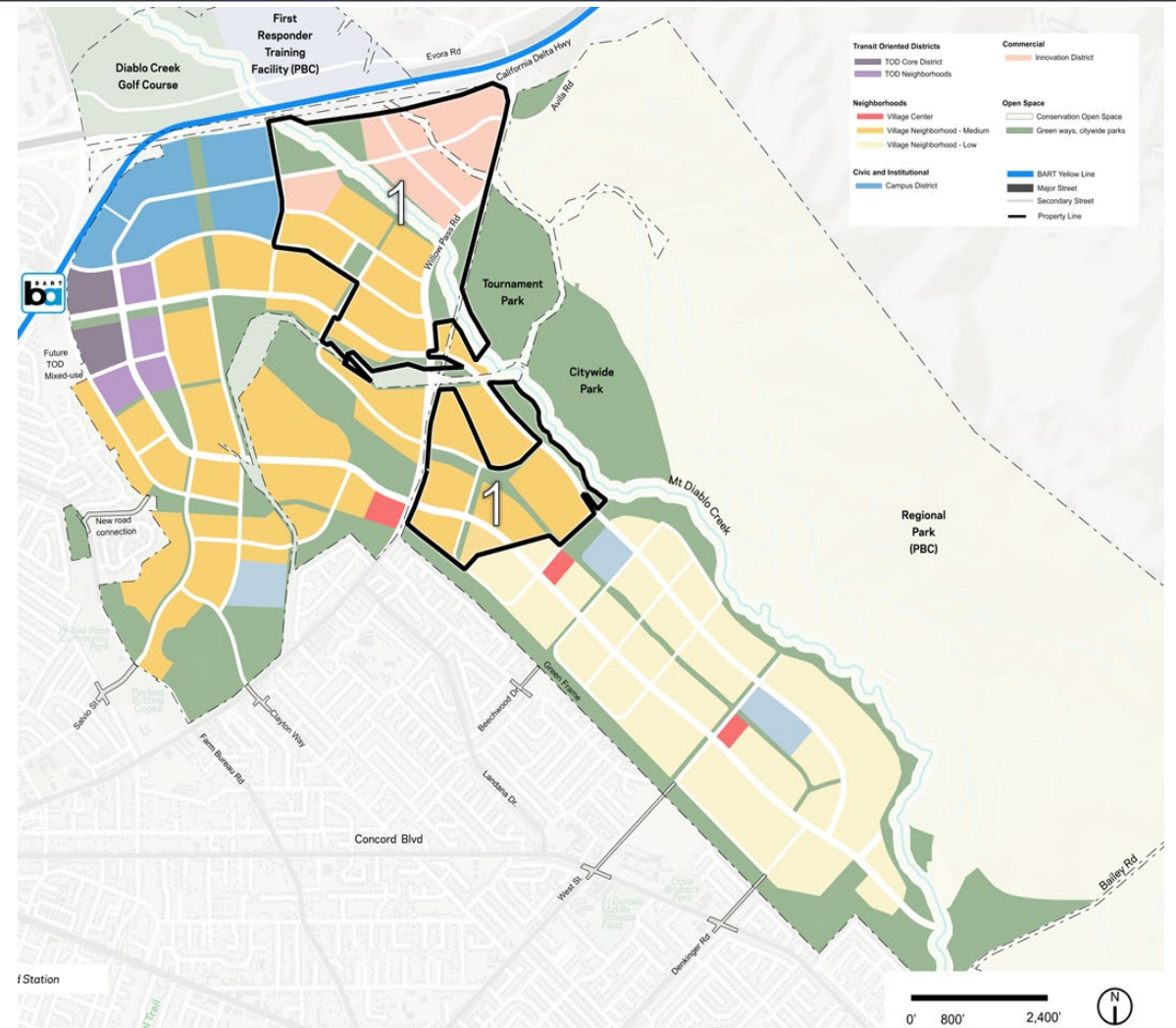
Conceptual only



PHASE 1 – PROGRAMMING

- Financial Feasibility
- Infrastructure Phasing
 - Willow Pass Road / Utilities
- Public Accessibility to Regional Park
- Readily Marketable Land Uses
- Early activation of Job Center
- Activation of Recreation/Sports Park

Continued exploration BART Accessibility/Transit Connectivity during Specific Plan



TRANSPARENCY AND ACCOUNTABILITY

- City retains full oversight of Environmental Permitting
- City retains negotiation authority with Navy (EDC Agreement)
- CFP offers Open Book Accounting for City verification
- Joint pursuit of public financing opportunities
- Performance Milestones
- Conveyance Milestones (City to CFP)
- CFP agreement to operate at a below industry standard rate of return (18%)
- Public Private Partnership – **One Vision, One Project, One Team**

Concord First Partners has done everything asked of us by the City to show our commitment to our Partnership and this Project



A WORLD CLASS PROJECT

PRESENTED BY BRIAN JENCEK, FIRM-WIDE DIRECTOR OF PLANNING, HOK

A WORLD CLASS PROJECT



Equitable and Inclusive

- Promote a diversity of businesses
- Provide for distinct identity within neighborhood spaces
- Promote community-driven development
- Wide housing type mix



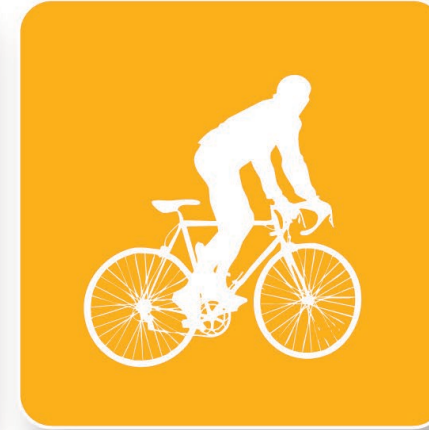
Health and Wellness through Open Space

- Diversity of open spaces
- Connected park network
- Walkable neighborhoods



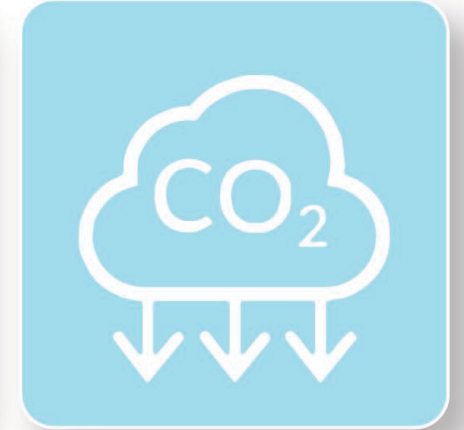
Multi-Generational

- Foster a diverse, mixed-income and multi-generational community
- Promote opportunities for inter-generational living
- Provide housing affordability
- Promote a range of housing options



Universally Accessible Active Mobility

- Provide transportation alternatives
- Higher intensity of uses around transit station
- Complete Streets
- Biking and walking trails



Environmentally Regenerative and Net-Zero

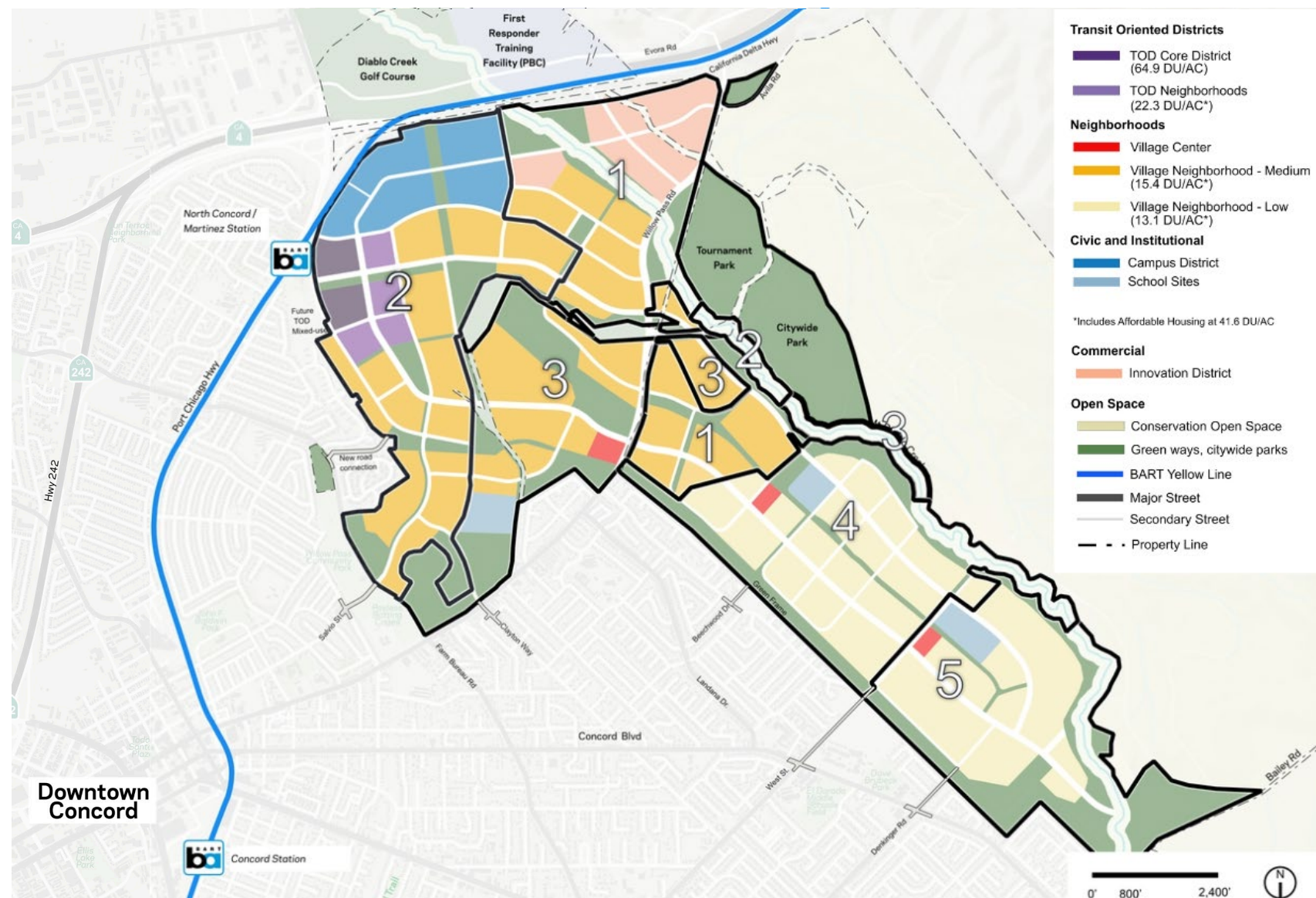
- Capitalize on the BART station to reduce car usage and carbon emissions
- Promote low-carbon mobility alternatives
- Renewable energy generated on-site

LAND USE PLAN WITH PHASING

Phase 1	2,938 Total Dwelling Units 693 Affordable Units 65 Homeless Housing Units 5,276 Jobs / 2.2M GSF Innovation District 79.7 acres Parks / Greenways 4 acres Veterans Land Set Aside
Phase 2	4,945 Total Dwelling Units 1,083 Affordable Units 65 Homeless Housing Units 20 Habitat for Humanity Units 4,182 Jobs / 940,896 GSF TOD Core District 6,338 Jobs / 2.3M GSF Campus District 82.56 acres Parks / Greenways 10 acres Food Bank 2 acres Fire Station
Phase 3	2,345 Total Dwelling Units 300 Affordable Units 65 Homeless Housing Units 157 Jobs / 78,408 GSF Village Center 87 Jobs / 52,272 GSF Mid-rise Hotel 15 acres Schools 89.95 acres Parks / Greenways 35 acres Wetland Preservation Area Community Center
Phase 4	2,927 Total Dwelling Units 332 Affordable Units 65 Homeless Housing Units 91 Jobs / 45,738 GSF Village Center 10 acres Schools 37.39 acres Parks / Greenways 41 acres Green Frame Park
Phase 5	2,440 Total Dwelling Units 332 Affordable Units 91 Jobs / 45,738 GSF Village Center 15 acres Schools 97 acres Parks / Greenways 41 acres Green Frame Park 2 acres Fire Station

Tournament Sports Park (69 acres) and City Wide Park (105 acres) to be phased and programmed in the Specific Plan.

Proposed school locations are subject to school district approval, and may be shifted and relocated accordingly



LAND USE PLAN: PHASE 1

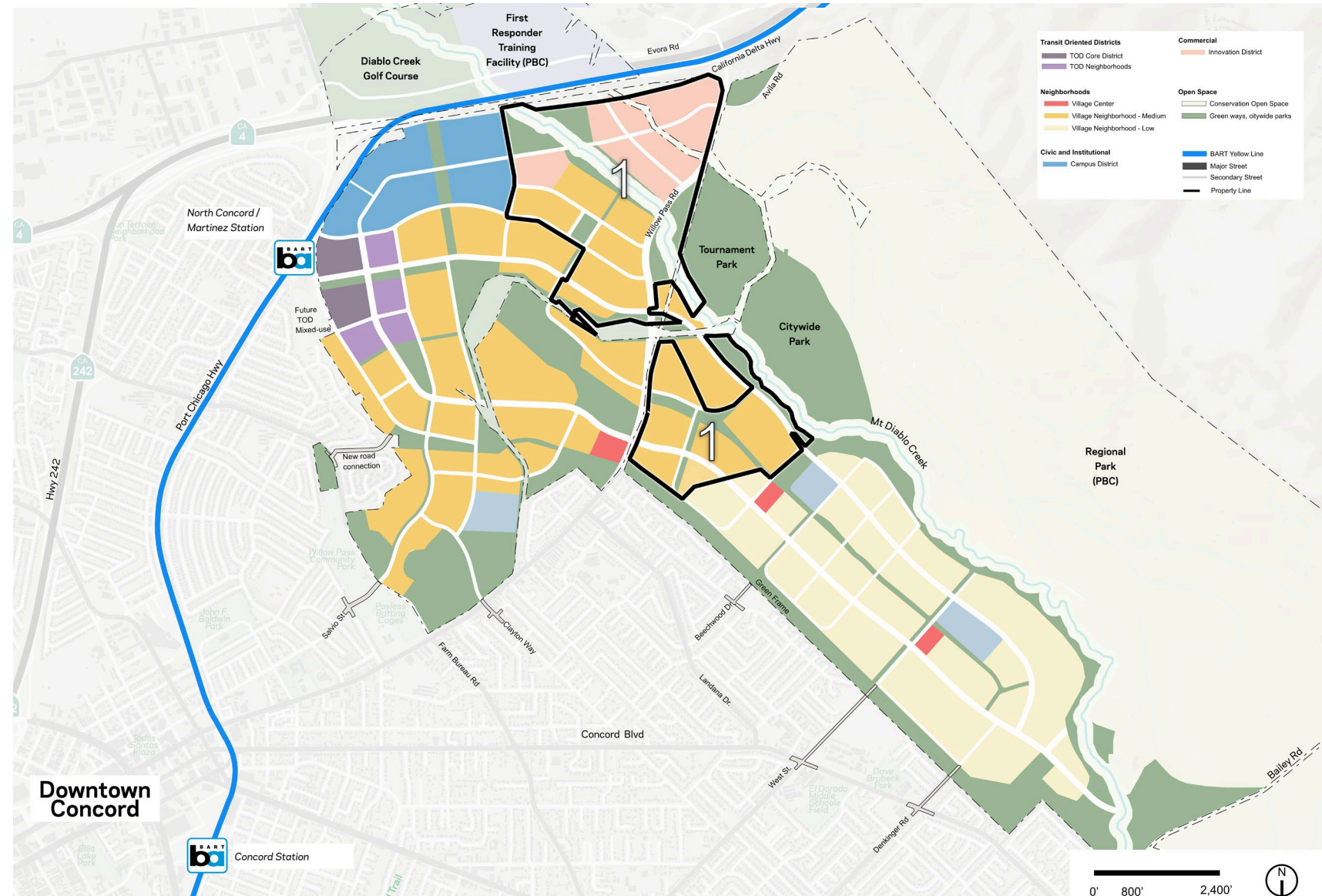
Phase

1

2,938 Total Dwelling Units
693 Affordable Units
65 Homeless Housing Units
5,276 Jobs / 2.2M GSF Innovation District
79.7 acres Parks / Greenways
4 acres Veterans Land Set Aside

Tournament Sports Park (**69 acres**) and City Wide Park (**105 acres**) to be phased and programmed in the Specific Plan.

Proposed school locations are subject to school district approval, and may be shifted and relocated accordingly



PLAN HIGHLIGHTS



A transit-oriented district with the flavor of city life



Neighborhoods with character and convenience



A commercial district providing opportunities for investment and job growth



Open spaces that provide for conservation and recreation

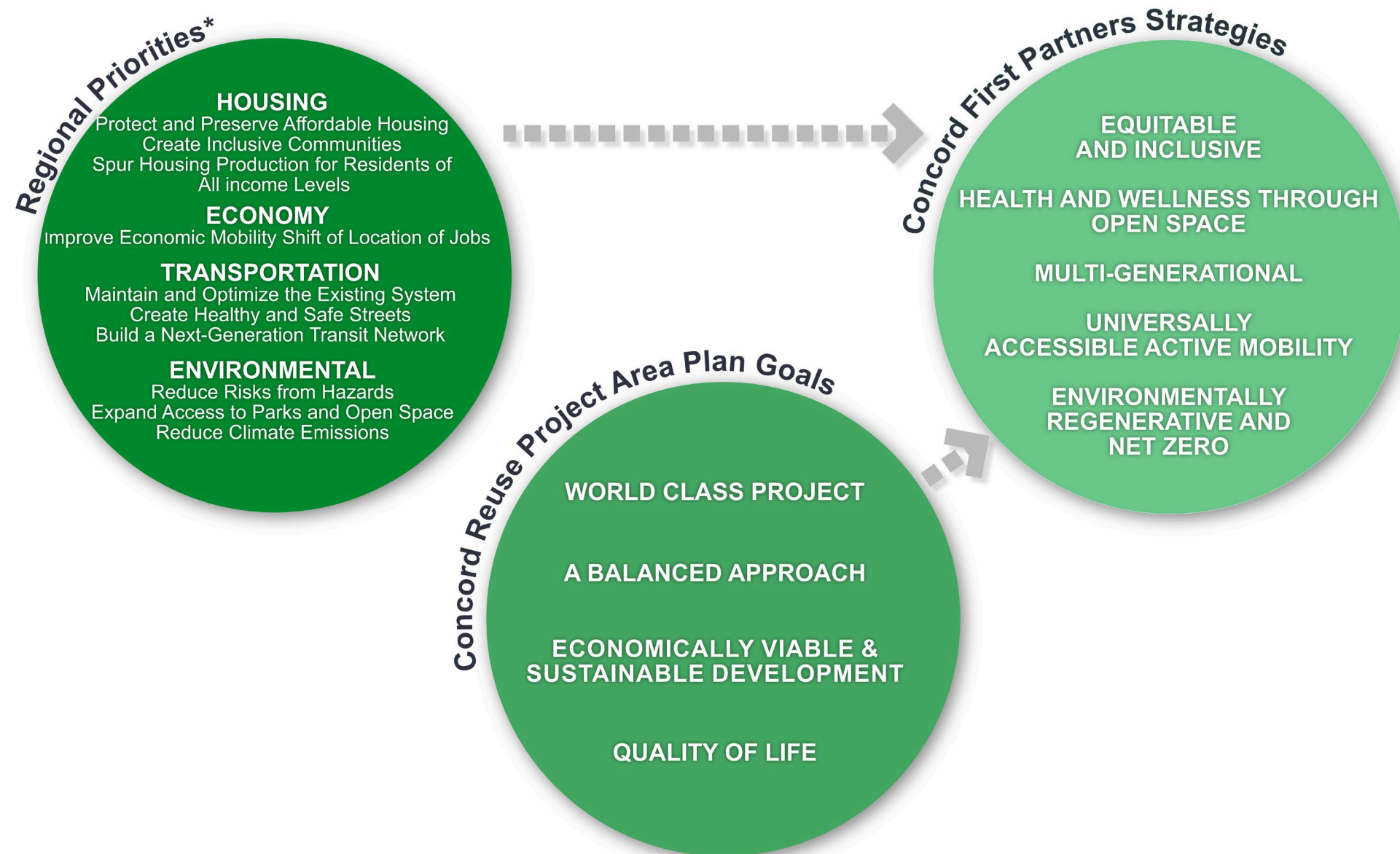


Action on climate change



Convenient, multi-modal transportation system

SHARED GOALS



*Source: Plan Bay Area 2050





OPEN SPACES, RECREATION AND TRAILS

OPEN SPACE & TRAILS CONCEPT



- Ensure contiguous open space networks and a variety of parks.
- Provide connections to regional parks.



- Protect significant views.
- Connect the north-south Contra Costa Canal Trail with the Delta / De Anza Trail.

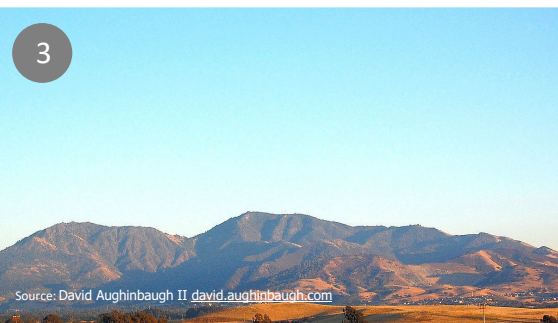
OPEN SPACE TYPES



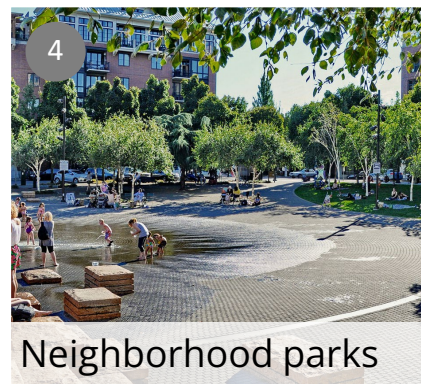
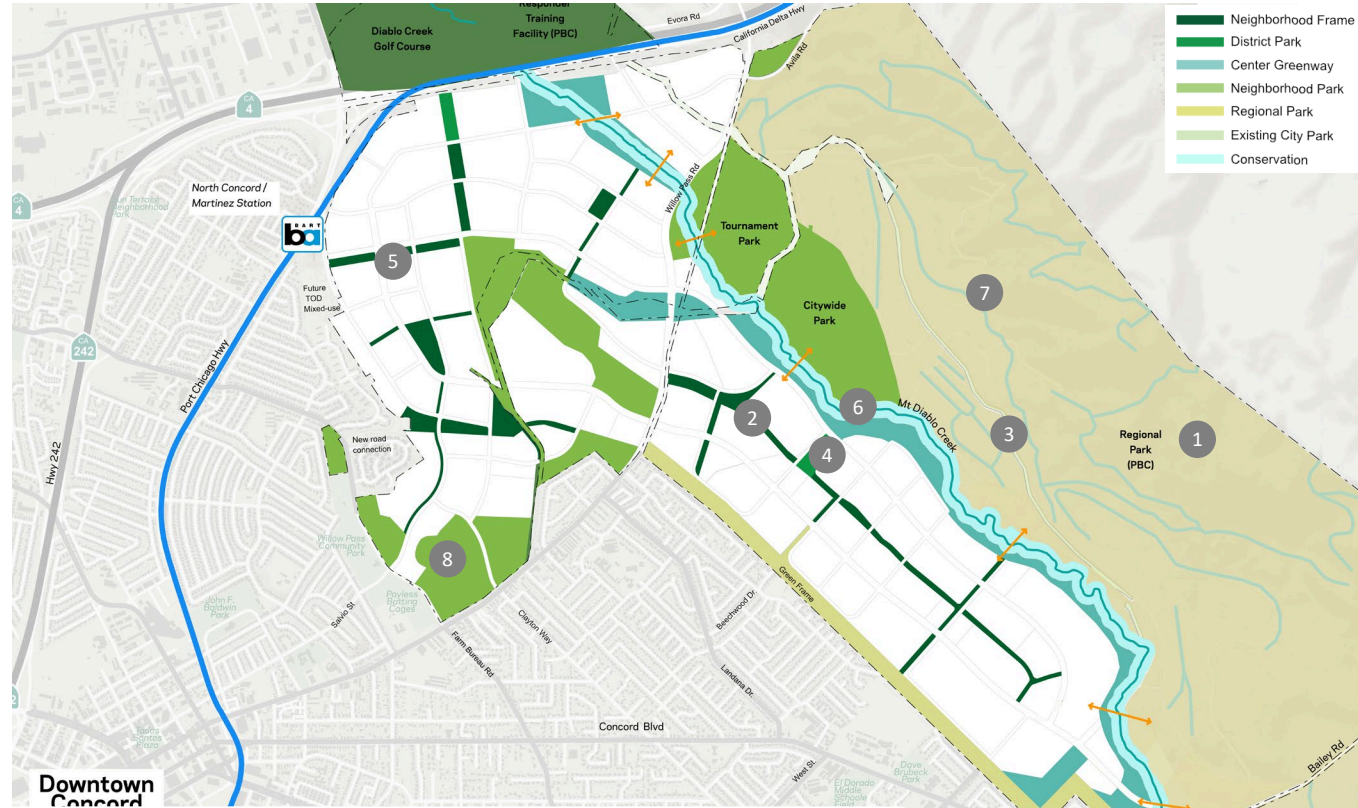
Conservation nature park



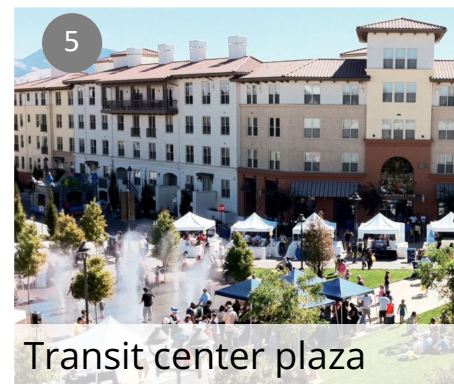
Central greenway



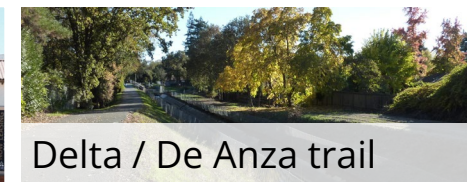
Celebrate views to Mt. Diablo



Neighborhood parks



Transit center plaza



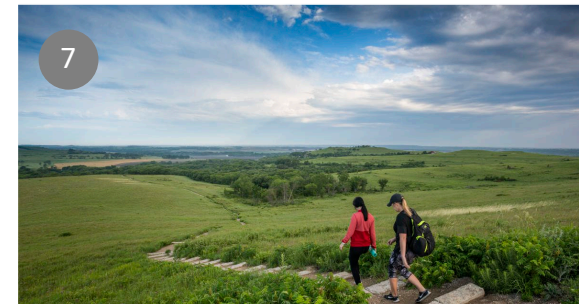
Delta / De Anza trail



Contra Costa Canal trail



Preservation of Mt. Diablo Creek corridor and conservation trails



Regional park & nature trails



Recreational field

COMMUNITY BENEFITS



Tournament Sports Park



Neighborhood-Serving Retail



Delta-De Anza interim trail connection

COMMUNITY CENTER / LIBRARY



Library

Community Center

SUSTAINABILITY STRATEGIES



- Smart Waste Management
- Geothermal heating & cooling
- Smart Water Meter Sensors
- Recycled Water Use
- District Thermal Energy



- Transportation Demand Management to reduce vehicle trips, vehicle emissions, and traffic congestion.
- Preferential parking for car-share, carpool
- Tier 2 EV Charging facilities
- Smart traffic management



- Photovoltaic Electric Generation
- Process towards Zero-Gas community to reduce GHG emissions
- Distributed Micro-grid
- Electric Energy Storage



- Affordable Housing
- Road connections between the plan area and surrounding neighborhoods
- Walkable neighborhoods



- Smart irrigation-controlled sprinklers
- Increased use of Recycled waters as the primary supply source for outdoor irrigation of public space, open space, and parks.
- Rainwater Capture

SUSTAINABILITY STRATEGIES



- Utilization of Intelligent Building Systems
- Automatic Waste Collection Systems (AWCS) improves cleanliness and reduces truck traffic
- All-electric buildings, elimination of natural gas



- Increased access to jobs for local residents
- Opportunities for residents to source Farm-to-Table produce
- Siting of educational institutions and parks within walking distance of residents
- Affordable housing attainable to range of incomes



- Connect to creek corridors and regional parks
- Provide wildlife viewing areas for visitors
- Network of agrarian parks and community gardens co-located along greenways



- Parks designed to accommodate flood events
- Rainwater capture or harvesting
- Water conserving grasses, shrubs and ground covers as an alternative to turf for residential yards



- Enhance local ecology, incorporate local flora, and augment ecological value of open space
- Use of native plant materials and drought tolerant species to minimize water use
- Habitat areas to promote biodiversity, attract local pollinators

An aerial photograph of a suburban neighborhood with green lawns, houses, and a dense line of trees in the background. A graphic overlay consisting of a thick green L-shaped bar and a white rectangular box is positioned in the center-left. The text "EQUITABLE & INCLUSIVE" is written in bold, black, sans-serif capital letters inside the white box.

EQUITABLE & INCLUSIVE

A WORLD CLASS PROJECT: EQUITABLE AND INCLUSIVE

- **Promote Diversity of Businesses:** Encourage small businesses.
- **Enable Neighborhood Identity Spaces:** Public spaces, images, symbols, and landmarks provide a way to bind people together around a shared identity.
- **Promote community-driven development.**
- **Housing Type Mix:** A mixture of housing types, sizes, and tenures, both single-family and multi-family.
- **Foster a diverse, mixed-income and multi-generational community.**
- **Promote public space** to develop social bonds between different groups in the community.
- **Promote range of housing options** that allow for people of different family types, ages and incomes to co-exist in the same neighborhood.
- **Promote opportunities for inter-generational living** through senior housing.
- **Create affordable housing** opportunities for seniors, veterans and individuals with special needs.



JOB GENERATORS

Innovation District

5,276 Jobs

2.2M Gross Square Feet

0.65 FAR



Other Commercial:

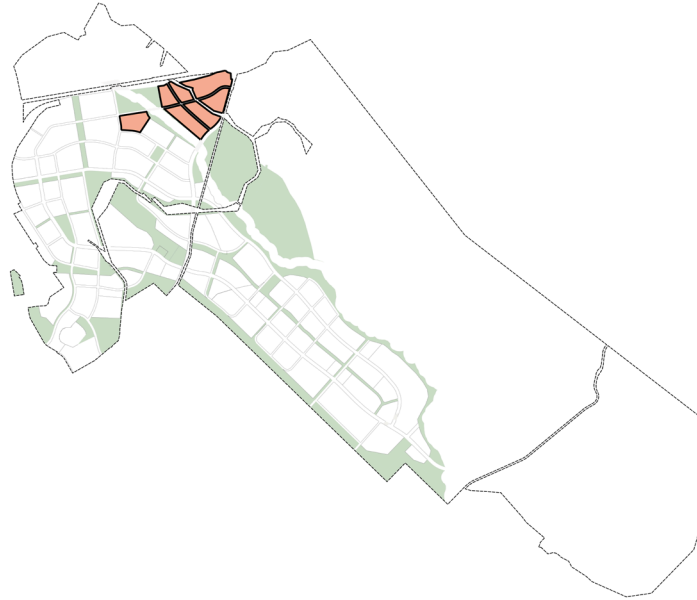
R&D
Warehouse
Manufacturing
Light Industrial



Office



Retail



Transit Oriented District

4,182 Jobs

940,896 Gross Square Feet

3.0 FAR



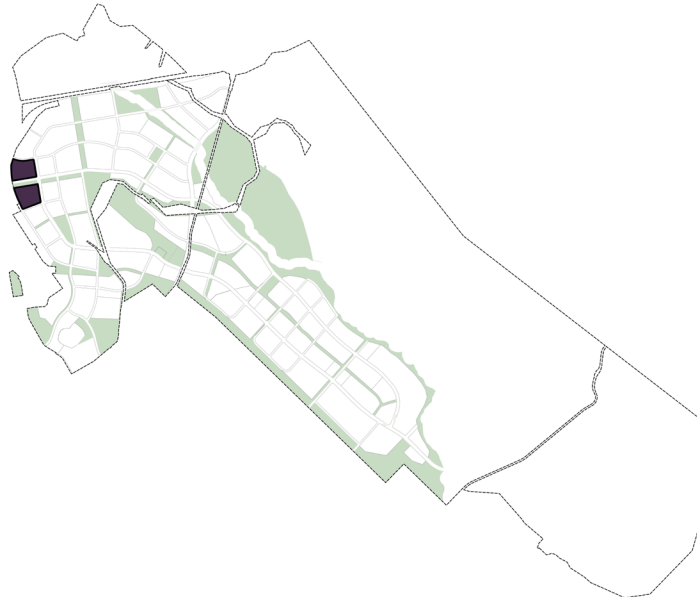
TOD Commercial



Office



Retail



Campus

6,338 Jobs

2.3M Gross Square Feet

0.35 / 0.7 FAR



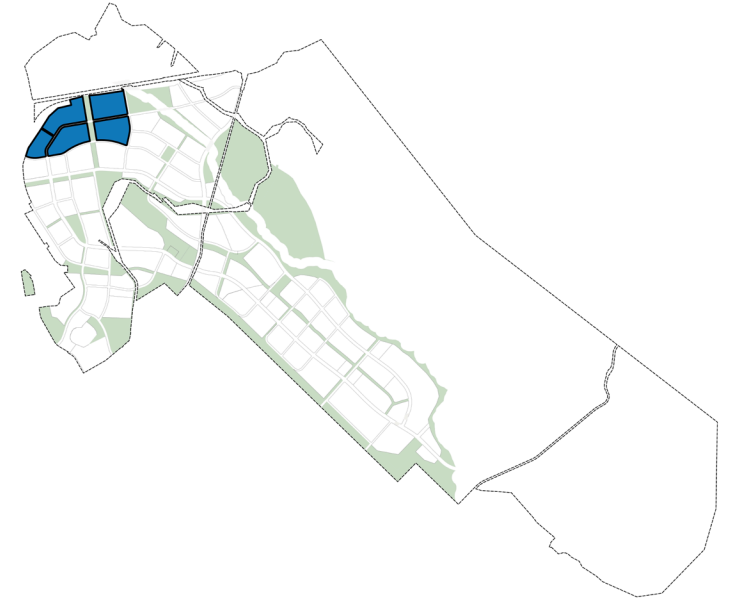
Institutional



Other Commercial



Retail



Village Centers

340 Jobs

169,884 Gross Square Feet

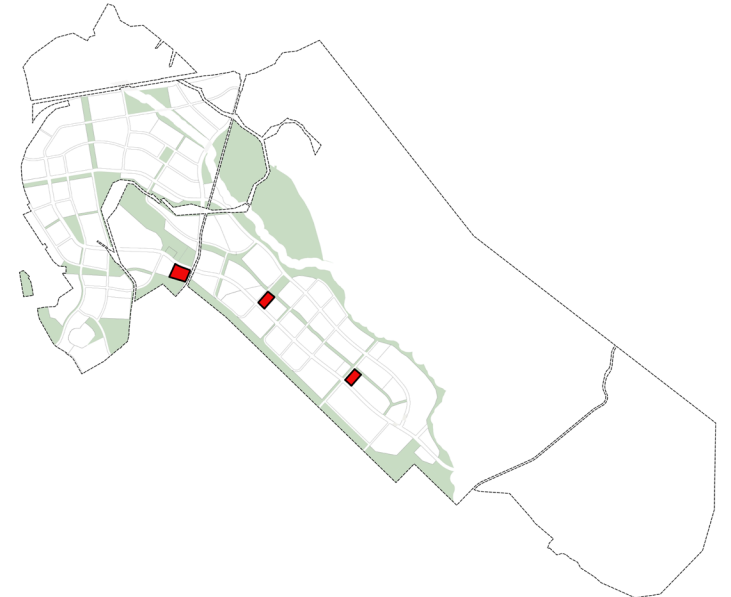
0.3 FAR



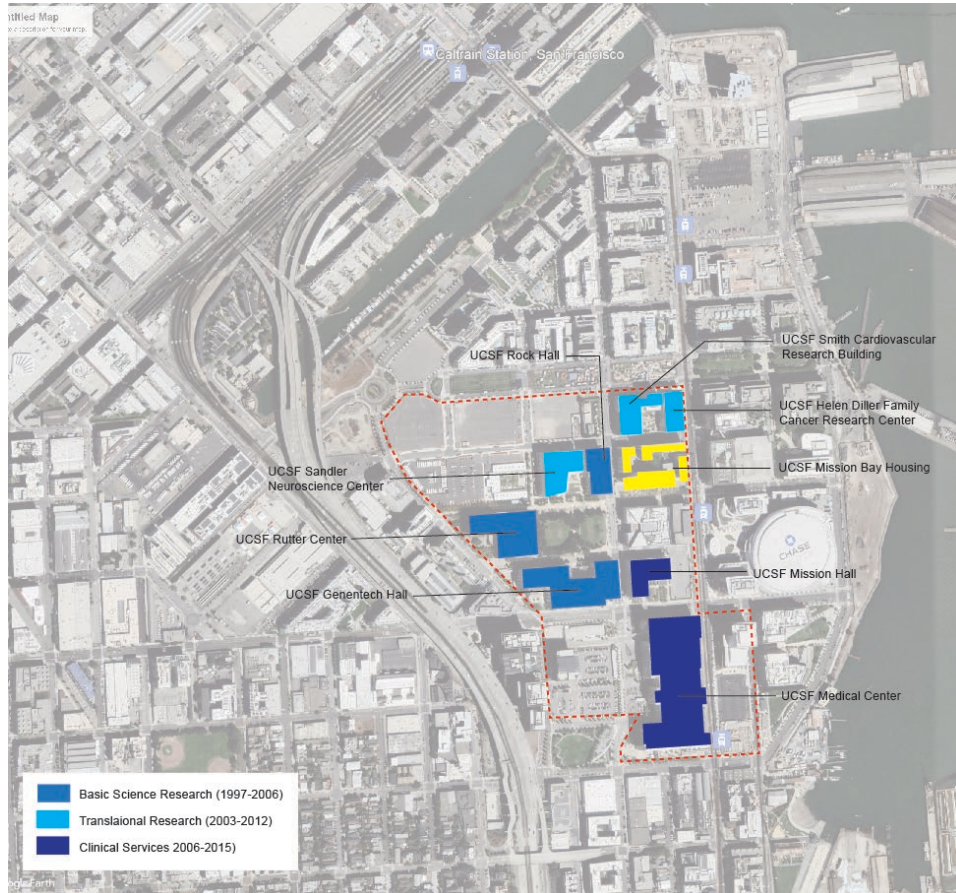
Office



Retail

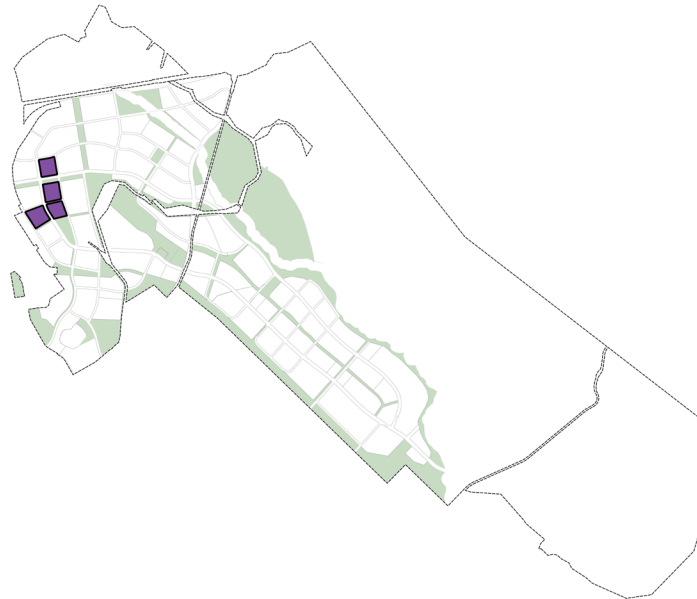


UCSF MISSION BAY CAMPUS, SAN FRANCISCO

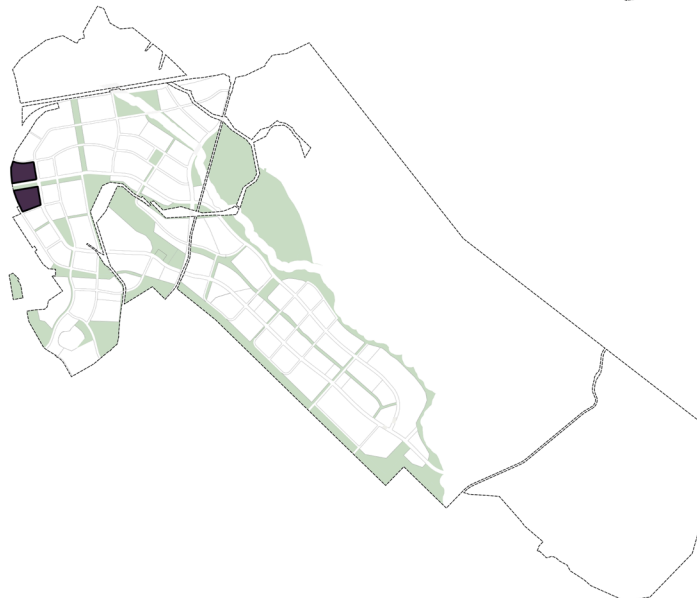


HOUSING GENERATORS

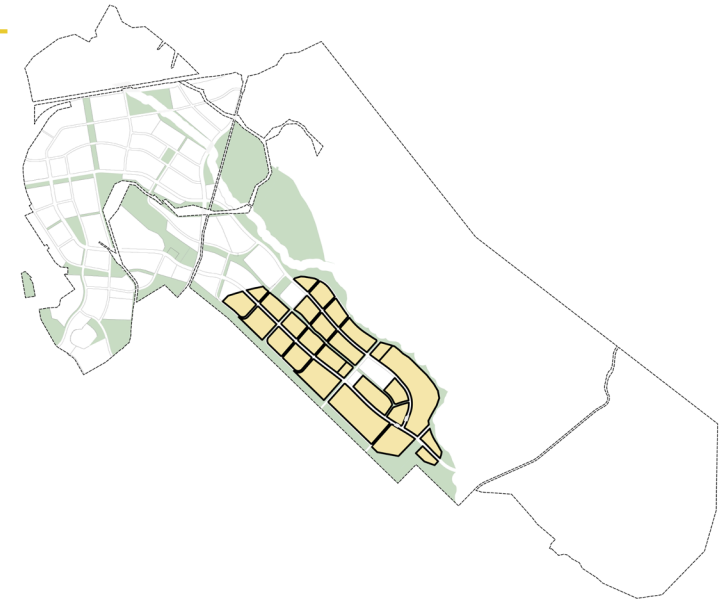
**Transit Oriented District
Neighborhood**
385 Market Rate Units
570 Affordable Units
1,767 Residents



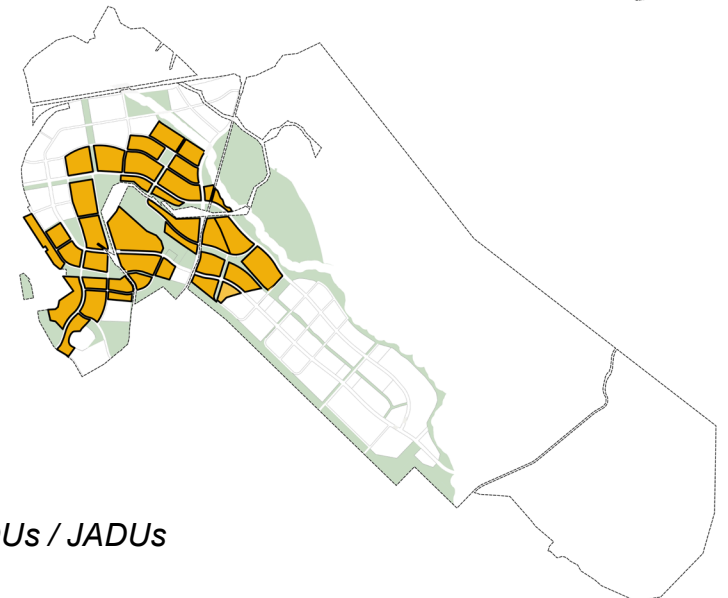
**Transit Oriented District
Core**
513 Market Rate Units
513 Affordable Units
1,898 Residents



**Village Neighborhood –
Low Density***
4,638 Units
13,636 Residents



**Village Neighborhood –
Medium Density***
7,039 Units
14,852 Residents



**Including 879 Affordable ADUs / JADUs*



MEMORABLE PLACES

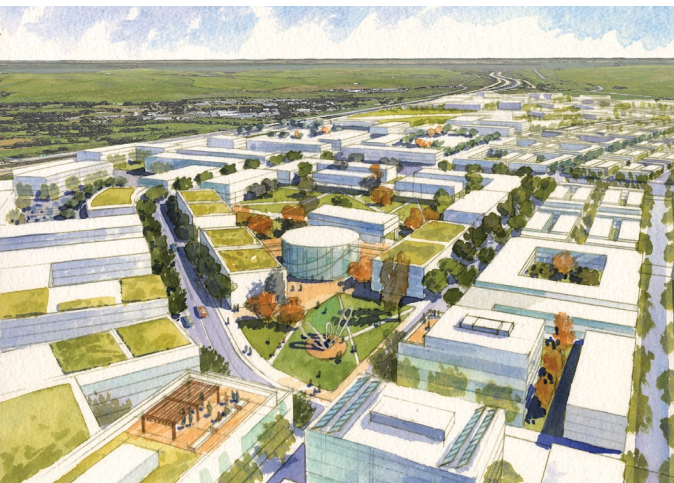
DISTRICTS



Transit-Oriented District



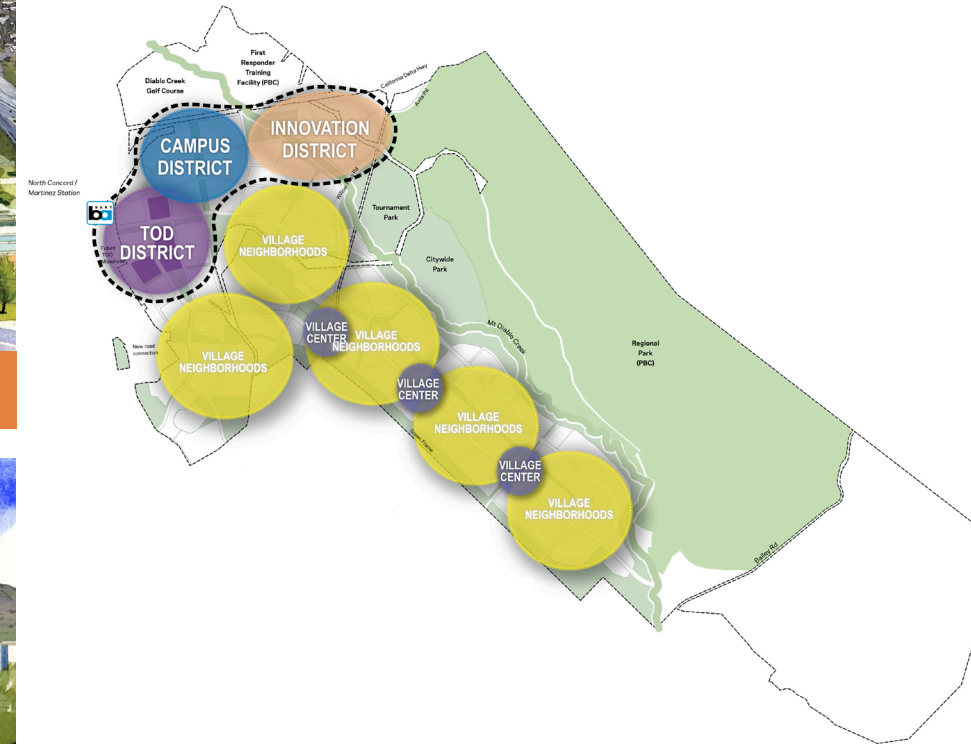
Innovation District



Campus District



Village Neighborhoods



TRANSIT-ORIENTED DISTRICT



INNOVATION DISTRICT



CAMPUS DISTRICT



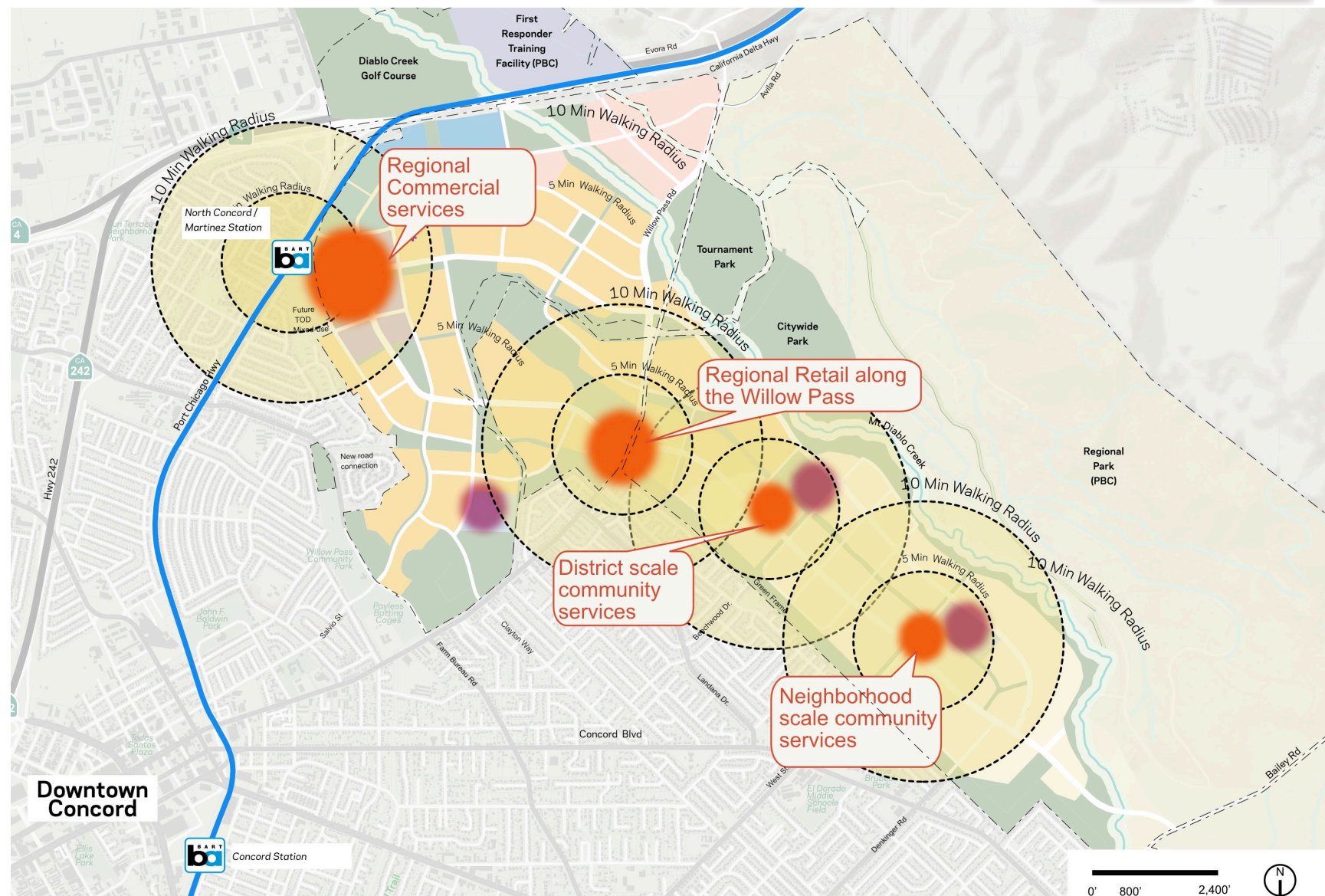
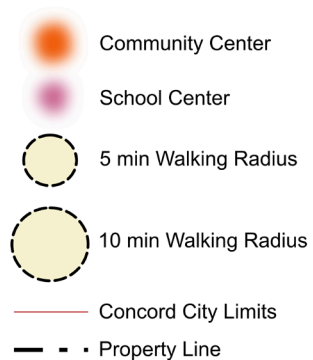
VILLAGE CENTERS



CONCEPT PLAN: ACTIVITY CENTERS



- Provide activities centers within a 5-minute walking distance to the majority of residents.



HIGHLIGHTS OF THE PLAN

- A transit-oriented district with **vibrancy and activation** —→
- **Neighborhoods** with **character** and convenience —→
- A **commercial district** offering **flexibility** and opportunity for investment and **job growth** —→
- **Open spaces** that provide for **conservation** and **recreation** —→
- Action on **climate change** —→
- Convenient, **multi-modal transportation** system —→
- **Foster a diverse**, mixed-income and multi-generational **community** —→

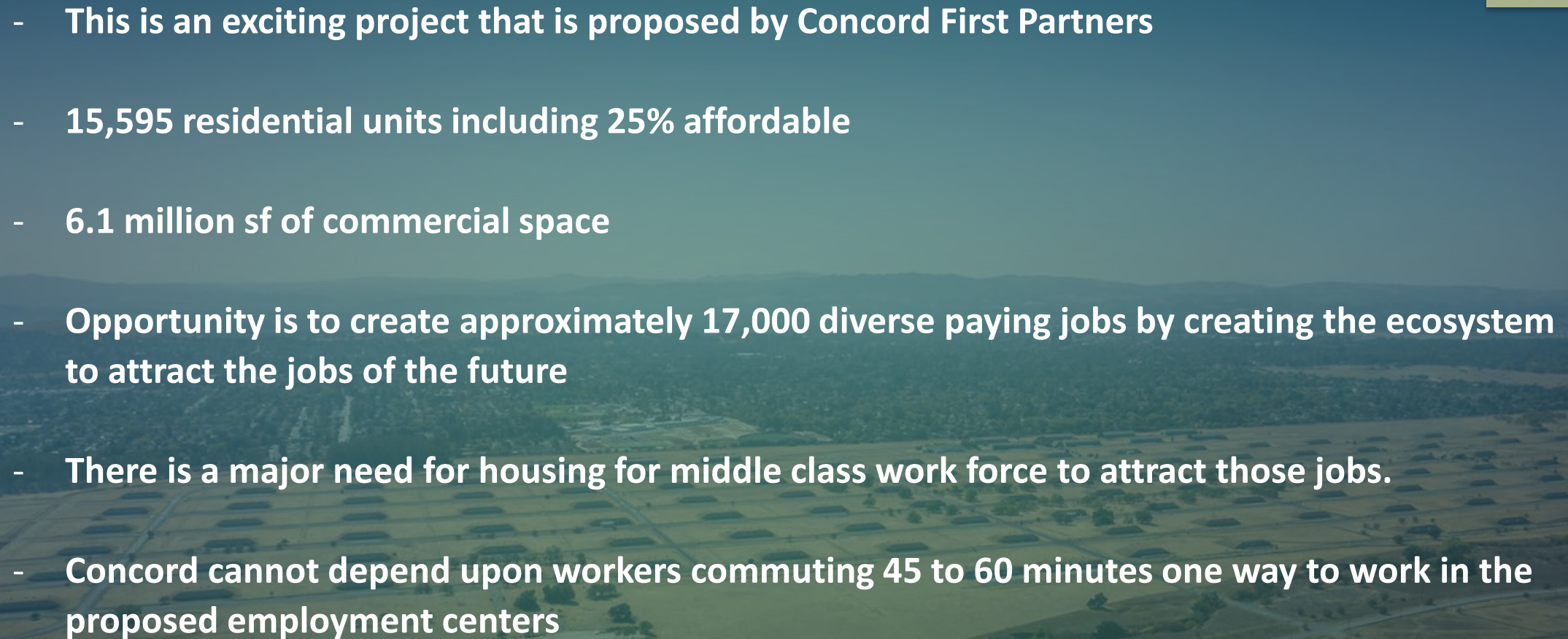
ACHIEVING YOUR GOALS

- Provide a dense mix of uses, good **balance of live, work and play**, with 24/7 vibe
- Provide a **variety of housing types** with accessibility to transit and amenities that feels uniquely Concord
- Flexibility to accommodate **multiple types of businesses** and create a road map for greater **job density**
- **Protect sensitive habitat** and enhance open space through **parks, recreation and trails**.
- **Reduce greenhouse gas emissions** through energy efficient transportation and maximizing **bicycling and walkability**
- Provide a variety of travel modes, including **walking, bicycling, micro mobility and transit circulator**
- Promote **range of housing options**, including **affordable housing**

Imagine

BY EDWARD F. DEL BECCARO



- 
- This is an exciting project that is proposed by Concord First Partners
 - 15,595 residential units including 25% affordable
 - 6.1 million sf of commercial space
 - Opportunity is to create approximately 17,000 diverse paying jobs by creating the ecosystem to attract the jobs of the future
 - There is a major need for housing for middle class work force to attract those jobs.
 - Concord cannot depend upon workers commuting 45 to 60 minutes one way to work in the proposed employment centers

- One reason for the over 20 % office vacancy in the N680 corridor is the changing tenant profile who used to lease this space i.e.: Financial, Insurance, Back Office, Engineering who have migrated out of area to Sacramento or out of state
- Bishop Ranch and Hacienda Business Park are tearing down office buildings and rezoning office commercial land to housing to attract “The New Employers”
- Why? To create workforce housing near and next to the Employment Centers.
- The 60-acre Chevron Park after Chevron left for Texas is proposed to be 70 to 80% residential
- Each city as we know is required to implement a “Sustainability Plan” reducing car traffic to reduce emissions with workforce housing next to employment centers
- The new housing will create nearby jobs in retail, entertainment, service jobs and medical

- For the proposed Innovation and commercial zoned parcels, I recommend the maximum zoning and use flexibility designations with streamlined approvals
- Remember Concord is competing with many other cities and states for the new jobs
- How do we predict what employment uses will be in 30-40 years let alone 5?
- The I Phone was invented in 2007. No one who drafted a zoning specific plan in 2000 anticipated the new job sectors and how space would be used in their 2000 general plans
- There is enough office space in Concord right now that it will take 8 to 10 years to lease up at current annual lease absorption rates.
- Average office rents are \$2.18 per sf per month, and it takes \$5.00 per sf to build a new office building that meets the new seismic standards for medical and life science uses.
- Retail and buyer trends are drastically changing and reducing the amount of space retailers need. Bed, Bath and Beyond to announce BK next few weeks

The Project will create Various Districts for future employment sector growth jobs:

The Concord Blue Ribbon Committee of which I was a member, envisioned that the Concord Naval Weapons Station , because of its Central Location, large campus land sites and access to nearby educated workforce, would be in a position to attract :

Academic and Research institutions, R & D labs and or satellite campuses in the Cyber Security, Advanced Food Production, Medical Research, Robotics, Advanced Construction materials, Logistics, Clean Tech, Clean Energy and Medical Instrument Manufacturing sectors similar to what Fremont and Vacaville have recently achieved .

The Campus ,Innovation District and Transit Oriented Districts will benefit from the marketing strategies of the Diablo Valley Tech Initiative and Northern Waterfront Initiative (note the City of Concord is a member of both) along with the Concord Buchanan Airport which have as their mission attracting these future companies to the North 680 and Highway 4 Corridors.



Imagine a new city with Needed Middle Class Work Force Housing along with Affordable Housing

Imagine World Class Educational Research Institutes, Parks, and Schools

Imagine New Jobs created in Life Science, Medical, Advanced Manufacturing, Biotech, AI & Robotics

Imagine Concord as the Major Regional Employment Center in the Bay Area

Imagine starting today with approving this Term Sheet

CONTACT US!



VISION TEAM PORTFOLIO TESTIMONIALS EVENTS CONTACT   



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twitter.com/Concord_First



[instagram.com/concordfirstpartners](https://www.instagram.com/concordfirstpartners)



facebook.com/people/Concord-First-Partners-LLC/100083582312148/

WE ARE 100% COMMITTED TO THE CITY & LRA

ONE VISION, ONE PROJECT, ONE TEAM!

Lewis Planned Communities
A Member of the Lewis Group of Companies

THE
DISCOVERY
COMPANIES



CALIFORNIA
CAPITAL & INVESTMENT
GROUP

