

ATTACHMENT 1. Teams Recommended for Further Consideration

Proposer	Development Concept	Comparable Development Experience	Financial Capacity	Staff / Consultant Conclusions
Gaming / Resort Proposals (3)				
<p>1. Elem Indian Colony</p> <p><u>Key Principals</u></p> <ul style="list-style-type: none"> • Agustin Garcia, Elem • Tony Cohen, Elem’s general and gaming counsel • Curt Slocum, consultant • Gary Green, gaming consultant 	<p>Site Area = 25.8 acres Building Area = 1.3M sq. ft.</p> <ul style="list-style-type: none"> • Casino • Hotel • Conference center • Events center • Entertainment • Retail, restaurant • Mixed use lifestyle center (retail, office, hotels, movie theaters, etc.) 	<p>31 projects listed in submittal for various members of the team but little details provided.</p> <p>Elem does not intend to team with a developer. Rather, they will “seek professionals with the skills and experience necessary to execute various aspects of the project”.</p> <p><u>Assessment</u> Elem’s submittal did not provide sufficient data to assess the experience of the team.</p>	<p>Elem’s financial capacity is limited. However, it is likely that financing could be attracted if the City were to commit to a casino project.</p>	<p>Adequate information has not been submitted to determine if the Elem team satisfies the City’s RFQ qualifications for development experience. As a tribe, Elem could merit further consideration if the City is interested in a casino.</p>
<p>2. Koi Nation / Cordish</p> <p><u>Key Principals</u></p> <ul style="list-style-type: none"> • Darin Beltran, Koi Nation • Stuyvesant Square Advisors, Inc., gaming consultant • Joe Weinberg, Cordish Companies 	<p>Site Area = 40 acres Building Area = 800K sq. ft.</p> <ul style="list-style-type: none"> • Casino • Hotel • Entertainment • Retail, restaurant 	<ul style="list-style-type: none"> • Hard Rock Hotel & Casino, Hollywood & Tampa, FL (Cordish) • Maryland Live! Casino, Baltimore-D.C. (Cordish) <p><u>Assessment</u> Cordish is an experienced developer with the track record of building gaming projects, and urban waterfront projects.</p>	<p>Cordish has the financial capacity to complete development of the concept proposed.</p>	<p>The Koi/Cordish team has demonstrated that it satisfies the City’s threshold RFQ qualifications for development experience.</p>
<p>3. Friends of Mare Island, LLC (FOMI)</p> <p><u>Key Principals</u></p> <ul style="list-style-type: none"> • Steve Abraham • Ken Merkey (Sunway Hotel Group) • Dave Dolter (terra3) • Greg Randall (terra3) • Owen Poole (terra3) • Mayer Corporation (“development anchor/ operator”) 	<p>Site Area = 184 acres Building Area = TBD</p> <ul style="list-style-type: none"> • Casino • Hotel • Convention • Entertainment 	<ul style="list-style-type: none"> • Hyatt Regency Huntington Beach Resort & Spa • The Waterfront Beach Resort, Huntington Beach • La Terraza Mixed Use Development, Rancho Mirage • Dallas Omni Hotel (as contractor) • Ferrari Ranch, Merced County (planning & entitlements) <p><u>Assessment</u> The FOMI team appears to have experience developing hotel and mixed-use projects but not a casino.</p>	<p>Submitted financial data appears to indicate that the FOMI team has experience financing prior projects and the necessary financial capacity to undertake the proposed project.</p>	<p>The FOMI team has demonstrated that it satisfies the City’s threshold RFQ qualifications for financial capacity. The team has experience developing hotel and mixed-use projects but not a casino.</p>

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Office / Conference / Mixed Use Proposals (2)				
1. Mare-Tech Development LLC <u>Key Principals</u> <ul style="list-style-type: none"> • Stephen Weir, Houseman Weir Investments • Matthew Oliver, Oliver & Associates • Pieter de Monchy, Pdm Consulting • Tom Wilson, TWA, Inc. 	Site Area = 157 acres Building Area = 2.25M sq. ft. <ul style="list-style-type: none"> • Office • Retail • Hotel (380 rooms) • Conference center 	<ul style="list-style-type: none"> • Burnside Commercial, New Zealand (light industrial & commercial) • Pacific Shores Center, Redwood City (Jay Paul master developer) • San Rafael Corporate Center • Seaport Center, Redwood City (remediation, site planning, site engineering) • Touro University master plan proposal (owner's rep and program manager) <p><u>Assessment</u> The members of Mare-Tech appear to have been involved in major commercial development projects. However, the materials submitted are not clear as to the precise nature of Mare-Tech members' involvement in each of the projects.</p>	Submitted financial data appears to indicate that the Mare-Tech team has experience financing prior projects and the necessary financial capacity to undertake the proposed project.	The Mare-Tech team has experience with commercial development projects. Further due diligence may be needed of their precise roles in comparable projects.
2. NMI Development, LLC <u>Key Principals</u> <ul style="list-style-type: none"> • Frank Ma, NMI Development • Cindy Kung, NMI Development 	Site Area = 184 acres Building Area = TBD <ul style="list-style-type: none"> • Research center for manufacturing and automation • Resort hotel • Regional convention and events center • Restaurants • Global villages with international shops • Chinese garden and cultural exchange • High tech start-up center • Greenhouses and gardens • Neighborhood retail • Office space 	The NMI Development submittal includes several projects developed by China Railway Corporation and Beijing Vantone Real Estate Company, two firms that "support" NMI Development. NMI has provided a letter from China Railway indicating its commitment as a limited partner of the group. Further information from Beijing Vantone is pending. <p><u>Assessment</u> The submittal indicates China Railway and Beijing Vantone have worked on large development projects. Further due diligence of these firms is needed.</p>	Pending further documentation from NMI Development and its development partners.	Pending further documentation from NMI Development and its development partners.

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Industrial Proposals (2)				
1. Dimeling, Schreiber, Park (DSP Partners) <u>Key Principals</u> Steven Park, DSP	Site Area = ~100 acres Building Area = up to 1.2M sq. ft. <ul style="list-style-type: none"> Industrial warehouse distribution, fulfillment center and/or manufacturing Maritime vessel berthing (north pier) 	<ul style="list-style-type: none"> ABX project, Allentown, PA Eagle Air Freight project, Fairview, PA Liberty Landing Marina, Jersey City, NJ Mare Island Dry Dock <u>Assessment</u> Based on information submitted, DSP appears to have the threshold development experience to undertake the proposed project. Further due diligence can be performed to better assess the strength of experience.	DSP appears to have experience financing prior projects and the necessary financial capacity to undertake the proposed project.	DSP has demonstrated that it satisfies the City's threshold RFQ qualifications for development experience and financial capacity.
2. Regal Financial & Development Corporation <u>Key Principals</u> <ul style="list-style-type: none"> Hiram Woo, Regal Konstantin Miatchine, Pacific Bay Financial Ronald Rawson, Regal Randall Berry, Regal 	Site Area = ±150 acres Building Area = not stated <ul style="list-style-type: none"> Assembly plant for high-speed rail train cabins/cars (Sun Group USA in conjunction with North China Railway) Assembly plant for pre-manufactured building construction sections by "Broad Group Hotel Construction" Vocational college with emphasis on health care industry job training Warehouse for food and wine for export to China General warehouse for import/export Exhibition center for Chinese products Manufacturing and assembly of pre-cast pipes for nuclear power plants Foreign Trade Zone 	Regal does not have comparable development experience. However, the submittal identifies several partners that presumably have comparable experience: <ul style="list-style-type: none"> Sun Group USA in conjunction with North China Railway Broad Group Hotel Construction Winston Electric Ying Li Green Energy Regal has indicated that they have business relationships with these firms. <u>Assessment</u> Further due diligence is needed to adequately assess the qualifications of Regal and its partners.	Pending further due diligence.	Pending further due diligence.

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Anchor User Proposals (1)				
Earthquake Protection Systems (EPS) <u>Key Principals</u> Victor Zayas, EPS	Site Area = 52 acres Building Area = 400K sq. ft. <ul style="list-style-type: none"> • 10-story Class A office building (technology showcase) • Manufacturing / commercial 	EPS is categorized as an “anchor user” rather than as a master developer. Under its proposal EPS would fund the development of a build-to-suit facility to expand its business at NMI. <u>Assessment</u> As an anchor user who will utilize the new buildings for its own accord, EPS does not need to have the comparable development that a master developer would need. By all accounts, EPS appears to be operating a successful business at NMI for which an expanded facility is needed.	Submitted financial data indicates that the EPS has the necessary financial capacity to undertake the proposed project.	EPS has demonstrated that it satisfies the City’s RFQ qualifications for financial capacity and the City’s requirements for an anchor user.

ATTACHMENT 2. Teams Not Recommended for Further Consideration

Proposer	Development Concept	Comparable Development Experience	Financial Capacity	Staff / Consultant Conclusions
Gaming / Resort				
<p>CivTek / Advanced Core Technology (ACT)</p> <p><u>Key Principals</u></p> <ul style="list-style-type: none"> • Thomas John Young, CivTek • Cris Villanueva, ACT 	<p>Site Area = not stated Building Area = 600K+ sq. ft.</p> <ul style="list-style-type: none"> • Casino • Convention center • Resort hotel • Cultural/performing arts center • Free trade expo center • Tourist ferry 	<ul style="list-style-type: none"> • Newport Coast luxury residential & historic district • Irvine Spectrun (planner and engineer for infrastructure) • Winchester Ranch (land use plan, grading plan, infrastructure) • Beijing National Stadium (BUCG) • Beijing Terminal 3 Airport (BUCG) <p><u>Assessment</u> CivTek/ACT appears to have experience as a land planner and engineer, not as a developer. Involvement of Beijing Urban Construction Group (BUCG) is not clear.</p> <p>Based on information submitted, CivTek/ACT does not have experience developing large, commercial projects or a casino.</p>	<p>Based on information submitted, CivTek/ACT does not have the financial capacity needed to undertake the proposed project.</p>	<p>Staff and consultants recommend not proceeding with CivTek/ACT due to lack of comparable development experience and lack of financial capacity. CivTek/ACT also does not have a tribe as part of its team.</p>
Convention / Office / Hotel				
<p>99 People, Inc.</p> <p><u>Key Principals</u></p> <p>Iris Lei, 99 People</p>	<p>Site Area = not stated Building Area = not stated</p> <ul style="list-style-type: none"> • Tech convention center • Hyatt hotel (600 rooms) • Retail & restaurant (like Santana Row) • Office / high tech, clean tech incubator space • Condo-hotel 	<p>99 People’s submittal included a list of developer experience for Barry Swenson Builder.</p> <p><u>Assessment</u> Based on information submitted, 99 People does not appear to have development experience. Ms. Lei has indicated that, if selected, she would hire Barry Swenson Builder as the project’s developer.</p>	<p>The financial information submitted is inadequate to indicate that 99 People has the financial capacity needed to undertake the proposed project.</p>	<p>Staff and consultants recommend not proceeding with 99 People due to lack of financial capacity and demonstrated commitment of a qualified developer.</p>

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Residential				
Renaissance Housing Communities <u>Key Principals</u> <ul style="list-style-type: none"> • David Silver, Renaissance • Jamie Clifford, Renaissance 	Site Area = 12-20 acres Building Area = 150k sq. ft. <ul style="list-style-type: none"> • Housing rehab • 120 apartments for Touro student housing and the general public • 40,000 sq. ft. for Touro campus space or distribution center • 15,500 sq. ft. for Touro campus office or grocery 	<ul style="list-style-type: none"> • Foothill Plaza, Oakland • San Antonio Terrace, Oakland • Marin Way Court, Oakland • Nueva Vista Apartments, Oakland <u>Assessment</u> Based on information submitted, Renaissance appears to have the necessary development experience to develop the housing portion of the proposed project. However, Renaissance does not appear to have depth of experience with the commercial portion.	Submitted financial data appears to indicate that the Renaissance has the necessary financial capacity to undertake the proposed project.	Staff and consultants recommend not proceeding with Renaissance due to the fact that the City has expressed it is not interested in housing.