

# Request for Qualifications for the development of Solano360



**Issue Date:** December 23, 2014

**Submittal Due Date:** March 13, 2015 | 3 p.m. Pacific Daylight Time

**Contact:** Nancy L. Huston  
Assistant County Administrator  
County of Solano  
675 Texas Street, Ste. 6500  
Fairfield, CA 94533  
(707) 784-6107  
[nlhuston@solanocounty.com](mailto:nlhuston@solanocounty.com)



**SOLANO  
COUNTY**

## EXECUTIVE SUMMARY

### **Request for Qualifications (RFQ) for Development of the Solano360 Fairgrounds Site in Vallejo, California**

**Opportunity:** The County of Solano (“County”) is making available for private development and ground lease up to 48.8 acres, and for development up to approximately 100.3 additional acres for public use purposes of County-owned land (“Site”) located at the existing Solano County Fairgrounds.

**Objective:** The County’s objective is to secure private sector partner(s) to invest in the Solano360 Project, and to facilitate the integrated development of the Private Purpose Areas and Public Purpose Areas, as set forth in the Solano360 Specific Plan (“Specific Plan”).

The ideal partner(s), as developer(s) would enter into an agreement to develop the Public Purpose Areas and the Private Purpose Areas (together, the “Project”), enter into a ground lease for all of the Private Purpose Areas, and take the lead in building the entire Project. The County will also consider teams or partners/developers that may partially fulfill the County’s ultimate goals for the implementation of the Project.

**Location:** The Fairgrounds Site is comprised of a total of approximately 149.1 acres and is located within the City of Vallejo (“City”), California, bounded by Interstate 80, State Route 37 and Fairgrounds Drive.

**Development Capacity:** The adopted Specific Plan allows: 1) 18.8 acres of Entertainment Mixed-Use, 2) 30 acres of Entertainment Commercial Use (together, the 48.8 acres of “Private Purpose Areas”); and 3) 100.3 acres for public purposes, consisting of the Fair of the Future (35.2 acres), parking, transit and roads (41.2 acres), and a creek park with a water feature and fairgrounds channel for site drainage (23.9 acres) (together, the “Public Purpose Areas”).

**Entitlement Status:** The Site has an approved City of Vallejo General Plan Amendment, Specific Plan, Zoning Amendment for entertainment mixed-use and entertainment commercial use, Tentative Map and certified Environmental Impact Report (“EIR”). The County (as the project proponent) and the City have executed a 50-year Development Agreement vesting entitlements and rights for the Private Purpose Areas and exempting the Public Purpose Areas from further City application and permit processes.

The developer(s) will, with the assistance of the County, secure any future discretionary and ministerial project approvals from the City required to implement the Specific Plan and develop the Private Purpose Areas.

**Financial Requirements:** The County has prepared a Public Facilities Financing Plan, outlining conceptual strategies for County financing of the Public Purpose Areas and Fair-related improvements,



and conduit financing for the Private Purpose Areas' infrastructure improvements. Subject to future agreed-upon financing strategies, the Private Purpose Areas may participate in future conduit financing obligations.

Developer(s) will be responsible for the soft and hard cost of Private Purpose Areas' site preparation, grading and vertical construction and the operation of the leased property.

**Selection Process:** Submittals in response to this RFQ will be reviewed and evaluated based on the evaluation criteria and selection process described in this RFQ.

**Submittal Due Date:** March 13, 2015 3:00 p.m., Pacific Daylight Time

**Contact:** Nancy L. Huston  
Assistant County Administrator  
County of Solano  
675 Texas Street, Ste. 6500  
Fairfield, CA 94533  
(707) 784-6107, [nlhuston@solanocounty.com](mailto:nlhuston@solanocounty.com)



## I. THE OFFERING

### A. SUMMARY OF OFFERING AND SCHEDULE

The County of Solano (“County”) is pleased to issue this Request for Qualifications (“RFQ”) seeking qualified partners/developers (referred to a “developer(s)”) to develop and ground lease for private use purposes up to 48.8 acres, and to develop up to approximately 100.3 additional acres for public use purposes of County-owned land (“Site”) at the existing Solano County Fairgrounds, located in the City of Vallejo (“City”) California, as shown on Exhibit 1 below.

The County’s objective is to secure private sector developer(s) to invest in the Solano360 Project (“Project”), to facilitate the integrated development of the Private Purpose Areas and Public Purpose Areas, as set forth in the Solano360 Specific Plan (“Specific Plan”).

The County has been working with the City since 2008 in a public process to plan the redevelopment of the County Fairgrounds Site. The County has invested approximately \$4.5 million during the public outreach and entitlement process, including creating a vision for the Site, adopting a Specific Plan by both agencies, adopting an Environmental Impact Report (“EIR”) and Mitigation Monitoring and Reporting Plan (“MMRP”), adopting a General Plan Amendment, adopting zoning amendments with a land use designation of Mixed-Use Planned Development (“MUPD”) by the City, approving a Tentative Map by the City, and entering into a County/City Development Agreement to facilitate the integrated development of the public and private uses on the Site.

The Specific Plan allows for: 1) 18.8 acres of Entertainment Mixed-Use development, 2) 30 acres of Entertainment Commercial Use development (together, the “Private Purpose Areas”); and 3) 100.3 acres for public purposes, consisting of the Fair of the Future (35.2 acres), parking, transit and roads (41.2 acres), and a creek park with a water feature and fairgrounds channel for site drainage (23.9 acres) (together, the “Public Purpose Areas”).

The County is continuing to move forward in planning the redevelopment of the Site, using MacKay and Soms and ENGEO to begin the preliminary design work for Phase I infrastructure identified in the Specific Plan. First Carbon, a third consultant, is working on the required environmental surveys and wetland delineations noted in the EIR.

The County intends to enter into an Exclusive Right to Negotiate Agreement (“ERN”), setting forth the terms for a long-term ground lease and an agreement to develop the Site with the respondent(s) deemed best qualified to achieve the County and City’s development objectives based on the Specific Plan, which is briefly described later in this RFQ.



The key dates for this offering and anticipated schedule for the selection of a developer(s) are as follows:

RFQ Issued	December 23, 2014
Pre-Submittal Conference and Site Visit #1	10:00 a.m., January 20, 2015
Pre-Submittal Conference and Site Visit #2	10:00 a.m., February 4, 2015
Submittal deadline	3:00 p.m., March 13, 2015
Finalists Presentations to Solano County Board of Supervisors	April 14, 2015
Finalists Presentations to Solano360 Implementation Committee	April 15, 2015
Board of Supervisors Authorization to Negotiate an ERN	May 5, 2015

Interested parties are responsible for reviewing and becoming familiar with the contents of all portions of this RFQ, the Specific Plan, all other documents to which this RFQ refers and all appendices and addenda to this RFQ. Extensive background documents on Solano360 are available for review on the [project website](#)<sup>1</sup>.

---

<sup>1</sup> Project website can be found at <http://www.solanocounty.com/solano360/>





**Exhibit 1 – Illustrative Plan**

## B. THE SITE AND ENVIRONS

The Site consists of approximately 149.1 acres owned by the County, located within the Vallejo City limits bounded by Interstate 80 (“I-80”), State Route 37 (“SR 37”) and Fairgrounds Drive. Six Flags Discovery Kingdom is located to the west and the Newell Mobile Home Park is located to the south, as indicated in Figure 1 below. Other residential neighborhoods are located across



Fairgrounds Drive to the southwest and across SR-37 to the north. The Gateway Plaza shopping center is located east of I-80.

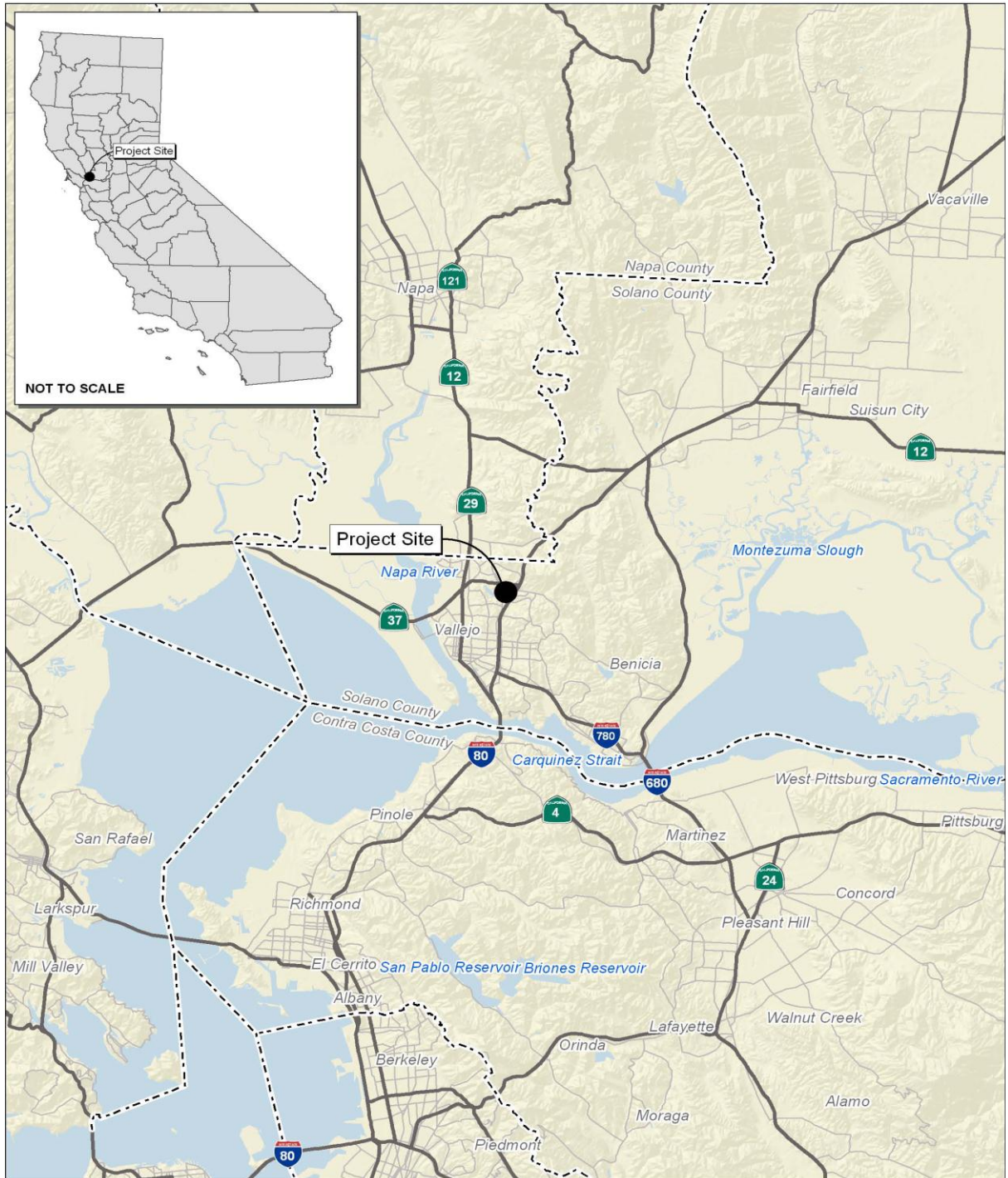
The Project Site includes a 27-acre "Handlery Parcel" that is restricted to Fair or Fair-related uses.



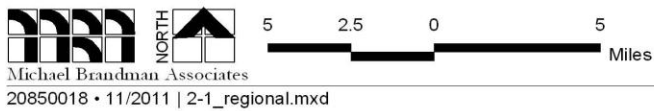
**Figure 1**

Approximately 265,000 cars pass the Site each day on the I-80 and SR-37 freeway systems, providing high visibility and easy access to the greater San Francisco Bay Area, Sacramento and Napa/Sonoma. The presence of Six Flags Discovery Kingdom, the Solano County Fair and existing hotel uses have established the Site and vicinity as a well-known venue for entertainment and special events within the region. See Exhibits 2-1 and 2-2 below.





Source: Census 2000 Data, The CaSIL, MBA GIS 2011.




## Exhibit 2-1 Regional Location Map

COUNTY OF SOLANO • SOLANO360 SPECIFIC PLAN  
ENVIRONMENTAL IMPACT REPORT





Source: Solano County NAIP, 2009.



Michael Brandman Associates  
20850018 • 11/2011 | 2-2\_local\_aerial.mxd

Exhibit 2-2  
Local Vicinity Map  
Aerial Base





## C. EXISTING ENTITLEMENTS

Project approvals and entitlements for the Site include the following:

- As the lead agency, the County Board of Supervisors certified the EIR and approved the Specific Plan as a master plan for the designated Public Purpose Areas.
- The County Board of Supervisors approved a Mitigation Monitoring and Reporting Plan (“MMRP”) for the Specific Plan, which identifies the mitigation measures, timing and responsibility for verifying compliance with those measures.
- The City Planning Commission approved a Tentative Map for the Site and recommended approval of the Specific Plan/Master Plan, General Plan Amendment, Zoning Map and Text Amendment to the Vallejo City Council.
- Following recommendation of the City Planning Commission, the Vallejo City Council adopted the Specific Plan/Master Plan, General Plan Amendment and Zoning Map and Text Amendment.
- The County Board of Supervisors and the Vallejo City Council have entered into a fifty-year Development Agreement, which vests the entitlements and the density and intensity of uses; identifies potential debt financing mechanisms for the Public Use Areas’ share of facilities and infrastructure improvements; and pledges City and County project-related net revenue to pay debt services on the Public Use Areas’ debt financing.

## D. SITE CONDITIONS

### Environmental Conditions

The Project is subject to the California Environmental Quality Act (“CEQA”) statutes and guidelines. The Specific Plan, EIR and MMRP were prepared concurrently, so that project design could consider, address and mitigate existing environmental conditions and constraints including traffic, parking, water quality and flood control.

The Site is considered environmentally suitable for commercial uses and the County is currently in the process of finalizing the required environmental surveys and wetlands delineation noted in the EIR, and is pursuing regulatory authorizations for the Site.

### Geotechnical Conditions

The Site ranges in elevation from approximately 106 feet above mean sea level in the northeastern portion of the Fairgrounds concourse/building area to 83 feet above mean sea level in the southwest area, with a gentle slope from northeast to southwest. Four existing creeks (North Rindler Creek, Center Rindler Creek, South Rindler Creek and Blue Rock Springs) have been previously diverted into a combination of underground pipes and open channels.



Earth materials encountered during subsurface explorations consist of undocumented existing fills and expansive soils with potential shallow groundwater levels with respect to the proposed improvements and potential liquefaction-induced settlement. Depending on the level of existing fill removal and ground improvements, the proposed commercial development may be supported by structures ranging from shallow foundations with slab-on-grade concrete pads to driven pile foundations. Further information is available in the Geotechnical Exploration study prepared by ENGEO on April 7, 2014, available upon request.

### **Existing Buildings**

Since 1949, the Solano County Fair Association has operated the annual Solano County Fair on the Site. Year-round activities include satellite wagering and various public and private events. The existing Fairgrounds facilities include a total of approximately 425,000 square feet of building space concentrated in northeast portion of the Site. Horse racing, which formerly occupied a large portion of the property, was discontinued after the 2009 season; vacant secondary stables and horse racing facilities occupy the eastern and southern portions of the Site. Surface parking and overflow parking occupy western portions of the Site.

Pursuant to the Specific Plan, buildings to be demolished during the various proposed phases include: 1) existing Expo Hall; 2) Twilight Patio Office/Concessions/Storage; 3) Concert Arena/Grandstand Cover; 4) Vacant Secondary Stables and Horse Racing Facilities; 5) Civic Building; 6) Concourse Restroom; 7) County Building; and 8) Administration/Directors Trailer/Security Office.

The majority of the buildings to be demolished are located in the Public Purpose Areas; however, portions of the Vacant Secondary Stables and Horse Racing Facilities scheduled to be demolished are located in the Private Purpose Areas.

Buildings that are expected to remain include: 1) Gibson Hall; 2) McCormack Hall; 3) Trash and Maintenance Sheds; 4) Livestock Building; and 5) Sheep Barn.

### **Infrastructure Conditions**

Development of the Site will require on-Site infrastructure improvements and contributions toward off-Site transportation improvements. Development is proposed to be phased, based on the capacity of the off-Site transportation facilities. Improvements for the Project, as identified in the Specific Plan, include construction or contribution toward off-Site transportation improvements, and construction of on-Site circulation, pedestrian and bicycle circulation, parking, storm water collection, channelization and conveyance, park and water feature, potable and non-potable water, wastewater conveyance, utility services and other infrastructure improvements.



Detailed information on the estimated costs and strategies for funding infrastructure can be found in the [Public Facilities Financing Plan<sup>2</sup>](#).

It is the County's intention to provide debt financing for the Public Use Areas' share of facilities and infrastructure improvements and to advance funding for an initial portion of the Private Use Areas' share of facilities. The Development Agreement pledges City and County project-related net revenue to pay debt service on debt financing for the Public Purpose Areas' share of facilities and infrastructure.

The Public Facility Financing Plan provides strategies for conduit financing (Community Facilities District) for the Private Purpose Areas' share of infrastructure improvements. A proposal from a developer may include a different debt issuance or other plans for financing infrastructure.

### **Parking Agreement with Six Flags**

Parking currently utilizes significant portions of the Site. In April 2014, the County entered into a Parking Management Agreement with Six Flags Discovery Kingdom for the use of an existing parking lot for Six Flag's overflow parking. It is the County's intention to continue to accommodate Six Flag's parking requirements in the area designated as Shared Public Parking in the Solano360 Land Use Plan, as shown in Exhibit 3 below.

---

<sup>2</sup> URL: <http://www.solanocounty.com/civicax/filebank/blobdload.aspx?BlobID=14356>





## II. SOLANO360 GOALS AND OBJECTIVES

### A. OVERARCHING OBJECTIVE

The County and City's overarching objective in this RFQ is to secure private sector partner(s) to invest in the Solano360 Project and facilitate the integrated iconic development of both the Private Purpose Areas and Public Purpose Areas, as set forth in the Specific Plan.

The Specific Plan was designed to achieve two primary goals: the redevelopment of the Solano County Fairgrounds Public Purpose Areas into the Fair of the Future, and the entitlement and development of the Private Purpose Areas such that they will generate positive net revenues to the County and the City that will support the financing of the Public Purpose Area improvements.

The ideal partner(s) would enter into an agreement to develop both the Public Purpose Areas and the Private Purpose Areas, enter into a ground lease for all of the Private Purpose Areas, and take the lead in constructing the entire Project. Knowing that this may exceed the interest or capacity of some potential developer(s), the County would also consider teams or developer(s) that may partially fulfill the County's ultimate goals for the implementation of the visions contained in the Solano360 Specific Plan.

Responses to the RFQ will be reviewed and evaluated based on how well proposals meet the Specific Plan goals, objectives and policies and implement the vision for the Solano360 Project as articulated in this RFQ.

### B. VISION FOR SOLANO360

The vision for the Solano360 project is to integrate the future revitalization of the County Fairgrounds "Fair of the Future", an iconic, region-serving public entertainment destination—with private mixed-use development. A public Visioning Process, conducted in 2008/2009, established the following Guiding Principles, with joint approval by the County Board of Supervisors, the Vallejo City Council and the Solano County Fair Association ("Fair Association") Board, to guide the development of the Site:

- 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, and 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.

### C. SPECIFIC PLAN GOALS AND POLICIES

The Specific Plan is a product of a joint effort by the County, City, and the Fair Association to develop a flexible, long-term framework for redevelopment of the Solano County Fairgrounds.

The Specific Plan provides a flexible guide for land use and infrastructure improvements and public and private investments. In addition, the Specific Plan ensures consistency with the City of Vallejo General Plan. It also provided the basis for environmental review and subsequent entitlements, and supports County and City future actions as follows:

**County of Solano** – the Specific Plan serves as a master plan for development of Public Purpose Areas consisting of a new “Fair of the Future,” an iconic, landmark destination that renews the 63-year heritage of the Solano County Fair, along with associated open space, parking, transit, and roadways. The Public Purpose Areas are proposed primarily for uses associated with the Solano County Fair and will be exempt from the City’s land use authority.

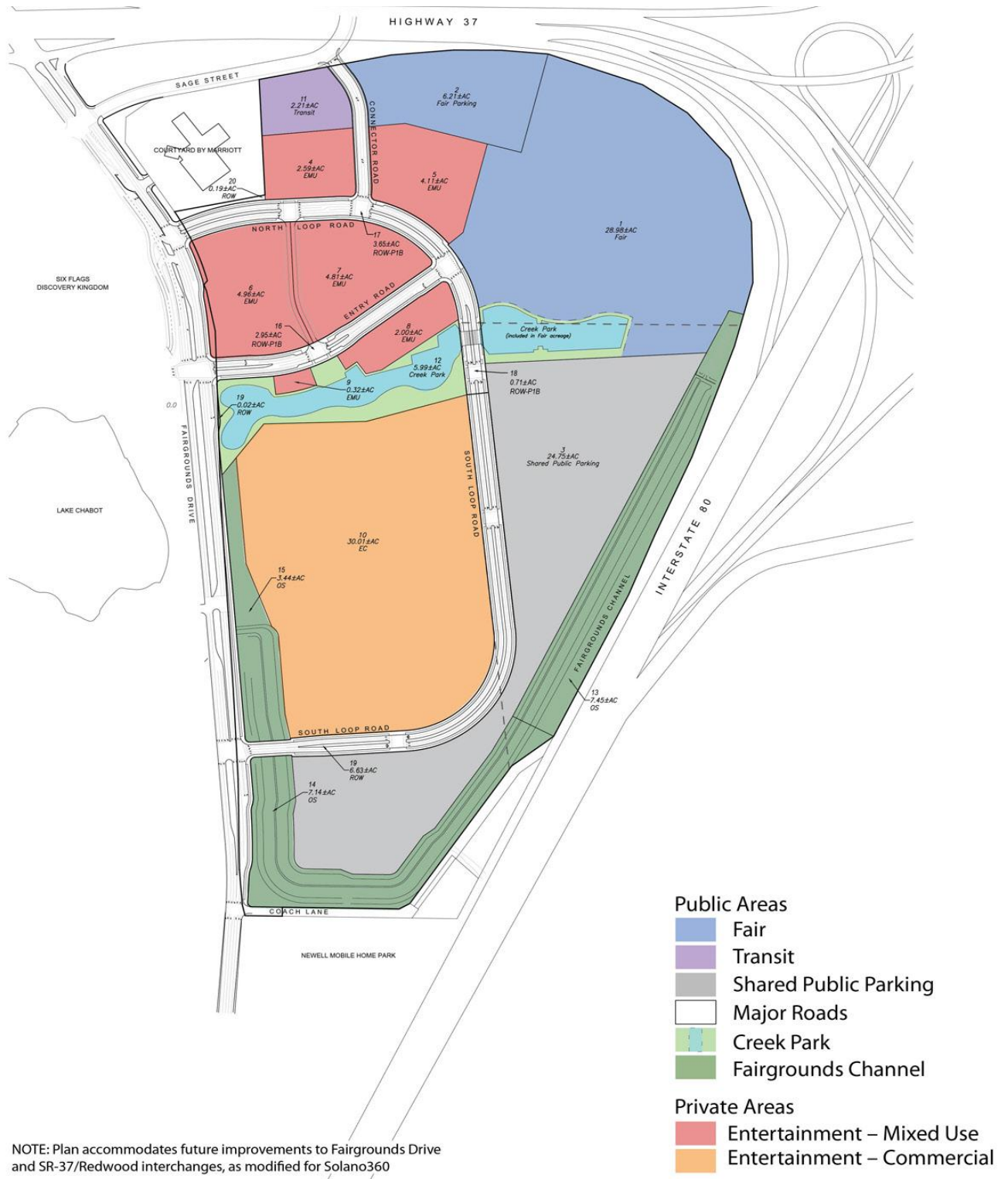
**City of Vallejo** – the Specific Plan serves as a Specific Plan and Master Plan that satisfies requirements under the Vallejo Municipal Code (VMC), Title 16. It provides flexible planning and design provisions for proposed mixed-use development to be undertaken for private, revenue-generating purposes.

The Specific Plan provides information outlining the vision and planning process; the Site and context; land use; urban design and guidelines; transportation; public infrastructure and services; and implementation and administration for the Solano360 project. It should be used as a reference for any proposed uses on the Project Site. The [Solano360 Site Specific Plan<sup>3</sup>](#) is broken up into eight chapters for easy navigation.

The adopted land use plan is shown in Exhibit 3 and the land use program in Table 1 below.

---

<sup>3</sup> URL: <http://www.solanocounty.com/solano360/reports.asp>



**Exhibit 3 – Land Use Plan**



**Table 1 – Land Use Program**

<b>LAND USES</b>	<b>Acres</b>	<b>Building Square Feet</b>	<b>Housing Units</b>	<b>Parking Stalls</b>
<b>Public Development Areas</b>				
Fairgrounds	35.2	149,500		775
Transit Center Bus Docking	1.1			
Transit 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
<b><i>SUBTOTAL FOR PUBLIC DEVELOPMENT AREAS</i></b>	<b>100.3</b>	<b>1,071,100</b>		<b>5,708</b>
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) <sup>1</sup>			50	
Entertainment Commercial (EC) <sup>2</sup>	30.0	n/a		750
<b><i>SUBTOTAL FOR PRIVATE DEVELOPMENT AREAS</i></b>	<b>48.8</b>	<b>647,571</b>	<b>50</b>	<b>2,554</b>
<b>TOTALS</b>	<b>149.1</b>	<b>1,718,671.2</b>	<b>50</b>	<b>8,262.0</b>

**Table Notes:**

1. Housing is allowed within EC or EMU as a Conditional Use Permit from the City of Vallejo (see land use policies).
2. Square foot totals do not include Entertainment Commercial uses, which may include both outdoor venues and buildings. EC parking assumes 750 onsite surface spaces and 1,250 Shared Public Parking spaces at build-out (see parking program).
3. Shared Public Parking serves the Fair and other entertainment venues; includes 19.7 acres of surface parking and a 5-acre (2,500 car) parking structure (see parking program).

**D. PROJECT PHASING**

The Specific Plan proposed that development be phased, due to the desire to establish a strong initial character for the project, provide logical and cost-effective investments in infrastructure, support development of the Fair of the Future, and enhance the marketability of the Private Purpose Areas. Each phase proposed a level of development that can be accommodated by the associated on-Site and off-Site infrastructure capacity. The Specific Plan acknowledges that phasing may be modified to respond to changing market conditions and development opportunities, provided that adequate on-Site and off-Site infrastructure improvements accommodate the pace of development, and the impacts of the project do not exceed the levels analyzed by the EIR.

The phasing contemplated in the Specific Plan is provided below:





**Table 2: Solano360 Phasing Program**

LAND USES	Exposition Hall and outdoor venues at Fair; partial EMU development		Buildout of EC and EMU parcels with surface parking				Expansion of Exposition Hall to 100,000 net sf of expo space; intensification of EMU and EC uses; South Parking Garage and EMU parking garage				
	PHASE 1 Total (years 1-5)		PHASE 2 (years 6-15)				PHASE 3 (years 16-25)				
			New Program		Cumulative Program (includes prior phases)		New Program			Cumulative Program (includes prior phases)	
	Cumulative Acres	Cumulative Square Feet	New Acres	New Square Feet	Cumulative Square Feet <sup>2</sup>	Housing Units	New Acres	New Square Feet (net)	New Square Feet (gross)	Cumulative Square Feet <sup>2</sup>	Cumulative Housing Units
<b>Public Development Areas</b>											
New Exposition Hall	1.6	72,000			72,000		1.6	50,000	72,000	144,000	
Outdoor Arena/ Venues/Landscape	12.4						3.6		5,500	5,500	
New Fair Parking/Roads	2.2		4.0								
Existing Fair Facilities	14.5		-4.0				-5.2				
Existing Parking/Roads	4.5										
<i>Subtotal - Fair</i>	<b>35.2</b>	<b>72,000</b>	<b>0.0</b>		<b>72,000</b>		<b>0.0</b>		<b>77,500</b>	<b>149,500</b>	
Transit Center ("TC") Bus Docking			1.1								
TC Surface Parking/Bus Stop			-2.2								
TC - Parking Structure Shared			1.1	121,600	121,600					121,600	
Public Parking - Surface <sup>3</sup>			24.7				-5.0				
Shared Public Parking - Structured <sup>3</sup>		0			0		5.0	800,000	800,000		
Temporary Fair Parking	7.0		-7.0								
Major Roads	6.5		7.8								
<i>Subtotal Roads &amp; Public Parking</i>	<b>13.</b>	<b>0</b>	<b>25.5</b>	<b>121,600</b>	<b>121,600</b>		<b>0.0</b>	<b>800,000</b>	<b>921,600</b>		
Creek Park (w/new water feature)	6.0										
Fairgrounds Channel	0.0		17.9								
<i>Subtotal Open Space &amp; Waterways</i>	<b>6.0</b>	<b>0</b>	<b>17.9</b>								
<b>SUBTOTAL FOR PUBLIC DEV. AREAS</b>	<b>54.7</b>	<b>72,000</b>	<b>43.4</b>	<b>121,600</b>	<b>193,600</b>		<b>0.0</b>	<b>50,000</b>	<b>877,500</b>	<b>1,071,100</b>	
<b>Private Dev. Areas<sup>1,2</sup></b>											
EMU (0.2 FAR)	9.8	85,3	7.0	60,9	146,3		-16.8				
EMU (0.4 FAR)		34,8			34,84		16.8	146,362	327,5		
EMU Parking Structure								320,000	320,0		
Housing Units in EMU	2.0					50					50
Commercial - venue area		0	18.0	N/A			6.0		N/A		
Entertainment		0	12.0	N/A			-6.0	N/A			
Commercial - parking area		0			N/A						
<b>SUBTOTAL FOR PRIVATE DEV. AREAS</b>	<b>11.8</b>	<b>120,226</b>	<b>37.0</b>	<b>60,984</b>	<b>181,210</b>		<b>0.0</b>	<b>466,362</b>	<b>647,571</b>		
<i>Subtotal Public and Private</i>	<b>66.5</b>		<b>80.4</b>				<b>0.0</b>				
Undeveloped Site & Overflow Parking	<b>82.6</b>										
<b>TOTALS</b>	<b>149.1</b>	<b>192,226</b>		<b>182,584</b>	<b>253,210</b>	<b>50</b>		<b>1,343,862</b>	<b>1,718,671</b>	<b>50</b>	

**Table Notes:**

- Housing is allowed within EC or EMU as a Conditional Use Permit from the City of Vallejo (see land use policies).
- Square foot totals do not include Entertainment Commercial uses, which may include both outdoor venues and buildings.
- Shared Public Parking serves the Fair and other entertainment venues; includes 19.7 acres of surface parking and a 5-acre (2,500 car) parking structure in Phase 3 (see parking program).
- Square footages include parking structures as noted.



**E. PUBLIC FACILITIES FINANCING PLAN**

The Public Facilities Financing Plan (“PFFP”) sets forth the estimated costs of the Public Use Areas’ improvements and its proportionate share of on-Site and off-Site infrastructure improvements and contributions, as well as the Private Use Areas’ proportionate share of on-Site and off-Site infrastructure improvements and contributions. The PFFP was prepared in 2012 and was based on infrastructure cost estimates available at that time. It is a conceptual financing strategy document; actual financing will be determined agreed upon by the County and the developer(s), and as development occurs.

It is the County’s intention to provide debt financing for the Public Use Areas’ share of facilities and infrastructure improvements and to advance funding of an initial portion of the Private Use Areas’ share of infrastructure improvements. The Development Agreement pledges City and County project-related net revenue to pay debt service on debt financing for the Public Purpose Areas’ share of facilities and infrastructure. In addition, the Public Facility Financing Plan provides strategies for conduit financing (Community Facilities District, or CFD) for the Private Purpose Areas’ share of infrastructure improvements. A proposal from a developer may include a different debt issuance or other plans for financing infrastructure.

Detailed information on the costs and strategies for funding infrastructure can be found in the [Public Facilities Financing Plan<sup>4</sup>](#). The financing strategy is summarized below:

	<b>Private Purpose Areas</b>	<b>Public Purpose Areas</b>	<b>Other</b>	<b>Total</b>
Off-Site regional improvements	\$ 2.7 million	\$ .3 million	\$1.8 million	\$ 4.8 million
On-Site improvements	\$25.9 million	\$10.4 million	\$ .8 million	\$37.1 million
Fair buildings		\$49.4 million		\$49.4 million
Demolition		\$ 4.5 million		\$ 4.5 million
<b>Total</b>	<b>\$28.6 million</b>	<b>\$64.6 million</b>	<b>\$2.6 million</b>	<b>\$95.9 million</b>
Funding Source	Community Facilities District	County Certificates of Appreciation	Grants, Impact Fees & Miscellaneous	

**F. USE CONCEPTS THAT DIFFER FROM THE SPECIFIC PLAN**

As established now, the Specific Plan allows for significant flexibility. The County and City are seeking proposals for development of the designated Public Purpose Areas and Private Purpose Areas that are consistent with the Specific Plan. However, the County may consider responses to this RFQ that would require amendments to the Specific Plan, provided the response meets the vision, goals, objectives

<sup>4</sup> URL: <http://www.solanocounty.com/civicax/filebank/blobdload.aspx?BlobID=14356>



and policies of the Solano 360 Specific Plan. Such amendments, however, may introduce timing, entitlement and cost risks to the Project.

If residential uses (above the approved 50 live/work units) are proposed, the respondent would need to demonstrate that the residential component is essential to the development of the proposed project while still being compatible with the goals and objectives of the Solano360 Specific Plan.



### III. NEGOTIATION PROCESS AND ROLE OF THE DEVELOPER

#### A. NEGOTIATION PROCESS

Following the evaluation and selection process described in Section V and upon the County Board of Supervisor's (Board) authorization for exclusive negotiations, County staff and the selected developer(s) will negotiate the terms of an Exclusive Right to Negotiate Agreement ("ERN") with the County. The ERN will set forth the terms under which County and the selected developer(s) will exclusively negotiate a subsequent Term Sheet for a proposed ground lease and an agreement to develop the Site.

The County anticipates the ERN process will first reach agreement on basic terms to be considered and endorsed by the Board as a Term Sheet, prior to negotiating and preparing a more comprehensive ground lease and agreement to develop the Site, and initiating additional environmental review, if any. The Term Sheet will define at a minimum:

- Allowed uses;
- Site development parameters;
- Incorporation of any anchor users identified through this solicitation;
- Responsibilities for infrastructure investment;
- Schedule of performance and phasing;
- Process for further environmental review, if any; and
- Business terms and conditions for lease

Following successful negotiations and Board approval of a Term Sheet, County staff and the developer(s) will prepare a proposed ground lease and agreement to develop the Site for consideration of approval by the Board. The County will commence the environmental review (if necessary) to enter into the appropriate ground lease and agreement to develop the Site.

#### B. REIMBURSEMENT AGREEMENT AND DEPOSIT

Upon selection for exclusive negotiations, the selected developer(s) will enter into a Reimbursement Agreement and provide a deposit in an appropriate amount to cover County staff and outside consultant expenses associated with negotiations of the ERN and evaluation of the selected proposal. In the event that funds deposited with the County are in excess of final costs necessary for the evaluation and processing of the selected proposal, such funds will be returned to developer(s).

#### C. DEVELOPER RESPONSIBILITIES

##### Property Disposition

Due to the deed restrictions on the site, the County is not in a position to sell the property. The County intends to make the Project Site available for development and use through a long term





ground lease, to be negotiated between the County and selected developer(s). The negotiated ground lease and agreement to develop the Site will include, among other terms, price and payment, potential leasing and land take down schedules.

### **Development Plan and Approvals**

The selected developer(s) will be responsible for conducting its own market and financial feasibility research and analysis and designing and implementing development plans that are consistent with the Specific Plan.

### **Financing**

The selected developer(s) will be responsible for devising a financing structure and obtaining the financing for proposed to be undertaken directly by the developer. The selected developer(s) will be responsible for financing the cost of its proposed development project, including predevelopment and entitlement costs such as design, planning, engineering, legal, environmental and related consulting and professional expenses, as well as site preparation, grading and vertical development.

The County and the selected developer(s) will collaborate to secure funding sources and define cost sharing mechanisms for public infrastructure improvements that benefit the entire Project Site. As discussed in this RPQ and in the PFFP, the County is willing to consider establishing public infrastructure conduit financing mechanisms that accelerate development of Solano360 Project.

### **Site Improvements**

The selected developer(s) will be responsible for the construction, contribution and coordination of its share of the necessary off-Site and on-Site improvements related to Private Purpose Areas, and will be eligible for reimbursement for costs incurred on behalf of the Public Purpose Areas' proportionate share of improvements. In collaboration with the City, County and Vallejo Sanitation and Flood Control District, the selected developer(s) may develop flexible and innovative infrastructure that can evolve with changes in environmental requirements, technology and market demand.

### **Development Schedule**

The selected developer(s), in consultation with the County and City, will be responsible for developing schedules for planning, design, financing, construction, and maintenance activities. This includes the coordination of all agencies, consultants, architects, engineers, contractors, sub-developers (if applicable), and property management functions.



## Regulatory Approvals

Agencies with jurisdiction over development of the Project Site include, but are not limited to, the following: United States Army Corps of Engineers, United States Fish and Wildlife Service, Federal Emergency Management Agency, California State Department of Transportation, San Francisco Bay Conservation and Development Commission, and San Francisco Regional Water Quality Control Board.

The City of Vallejo has jurisdiction over land use entitlements and building permits for the Private Purpose Areas described in the Specific Plan, while the County of Solano has jurisdiction over the land use entitlements and building permits for the Public Purposes Areas.

The developer(s) will, with the assistance of the County, secure any future discretionary and ministerial project approvals from the City required to implement the Specific Plan and develop the Private Purpose Areas.

The Development Agreement and the Specific Plan include additional information regarding regulatory approvals.

## Environmental Review

The Final EIR and related environmental documents, including the Mitigation Monitoring and Reporting Program, for the Specific Plan, is available to review on the [Solano360 Reports and Presentation<sup>5</sup>](#) website under the sections titled “Solano360 Draft Environmental Impact Report” and “Public Hearing on Certifying Solano360 EIR and Specific Plan.”

---

<sup>5</sup> URL: <http://www.solanocounty.com/solano360/reports.asp>



## IV. RFQ SCHEDULE AND SUBMITTAL REQUIREMENTS

### A. SCHEDULE

RFQ Issued	December 23, 2014
Pre-Submittal Conference and Site Visit #1	10:00a.m., January 20, 2015
Pre-Submittal Conference and Site Visit #2	10:00a.m., February 4, 2015
Submittal deadline	March 13, 2015 – 3:00 p.m.
Finalists Presentations to Solano County Board of Supervisors	April 14, 2015
Finalists Presentations to Solano360 Implementation Committee	April 15, 2015
Board of Supervisors Authorization to Negotiate an ERN	May 5, 2015

### B. PRE-SUBMITTAL CONFERENCE, QUESTIONS REGARDING RFQ AND SITE VISITS

Interested parties are encouraged to attend one of the non-mandatory pre-submittal conferences at 10:00 a.m. on January 20, 2015 and February 4, 2015, to be conducted at the Solano County Fairgrounds in the Board Room. Site visits will be offered on these dates and times. County staff will discuss the RFQ, address questions and provide any new information that might be then available. Interested parties should register to receive updates about this RFQ and the pre-submittal conferences at the [Solano360 RFQ Website<sup>6</sup>](#).

Any requests for information concerning this RFQ other than those raised at the pre-submittal conferences must be submitted in writing to: Nancy Huston, Assistant County Administrator, County of Solano, 675 Texas Street, Ste. 6500, Fairfield, CA 94533, or by email to [NLHuston@SolanoCounty.com](mailto:NLHuston@SolanoCounty.com). Respondents shall not direct questions to nor contact any other person within the County of Solano, including staff, appointed officials, elected officials, or consultants to the County. It is essential for all potential respondents and interested parties to adhere to this policy so that the communications are consistent and the process remains fair, objective and transparent.

Written responses to all questions either raised at the pre-submittal conference and/or directed to Ms. Huston in writing will be posted on the web page for this RFQ with an email notice of the posting to be sent to all interested parties. Interested parties must register on the RFQ web page as an interested party and consult the web page frequently to receive complete and accurate RFQ materials including any new available information relating to this RFQ.

### C. SUBMITTAL REQUIREMENTS

---

<sup>6</sup> URL: <http://www.solanocounty.com/solano360/rfq.asp>



The County invites the submission of qualifications, supported by a concise narrative description of the proposed development of the Solano360 Project. No price proposal or site specific designs are requested at this time. The County seeks submittals from respondents with the demonstrated capacity and creativity to offer and deliver a compelling approach for achieving the goals of the Solano360 Project.

Submittals must be printed on 8½” x 11” paper, with the pages numbered (not including a title page, table of contents, section divider pages). The submittals will be evaluated on the basis of content - not length - as brevity is strongly encouraged by the County.

Submittals should have the following components:

1. Transmittal Letter
2. Executive Summary
3. Statement of Qualifications
4. Narrative Concept
5. Discussion of Extraordinary Entitlement Process (if relevant)
6. Confidential Financial submittal including financial disclosure form in Appendix A

## **D. DETAILED DESCRIPTION OF SUBMITTAL REQUIREMENTS**

### **1. Transmittal Letter**

Submittals must include a letter acknowledging the respondent’s understanding of the terms of this RFQ and receipt of any and all amendments to the RFQ that may be issued by the County. The letter must be signed by a respondent representative who has the authority to legally bind the respondent to enter into an agreement with the County. There must also be a statement in the letter acknowledging that the respondent’s has reviewed and has at least a basic understanding of the Specific Plan, the EIR, Development Agreement, and Zoning for the Solano360 Project. The letter shall be addressed to:

Nancy Huston,  
Assistant County Administrator  
County of Solano  
675 Texas Street, Ste. 6500  
Fairfield, CA 94533

### **2. Executive Summary**

In three to five pages, summarize the Developer’s submittal, including:

- Development Entity
- Developer Qualifications
- Concept for Solano360 Project including a description of the types of businesses and estimate of the number of jobs to be created





- Approach to meeting Solano360 Specific Plan vision, goals, objectives and policies

### 3. Statement of Qualifications

The Statement of Qualifications should demonstrate the respondent's capability of realizing the concept proposed for Solano360 which should include, at a minimum, the following:

#### *Development Team Description*

Description of the firm/organization that is submitting the proposal, clearly indicating whether the development team is a single entity, a joint venture, corporation, or a partnership with prime/subcontracting relationships – and the relationship of proposed developer with a parent corporation, subsidiaries, joint ventures or other entities. Please provide the name, address, telephone number and e-mail address of the proposed development team principal person(s) designated by the proposed developer to be the lead contact.

Explain team organization, the roles that will be played by each team member, and the decision-making process for the entity. Please explain prior working relationships between the lead developer and each team member, focusing on successfully completed past projects.

Please provide résumés for key personnel, including years of experience, projects, and other relevant information. It is not necessary, or recommended, to define all of the consultants and contractors that will eventually be needed in this effort.

#### *Development Experience*

Provide a description of the developer's experience, qualifications, and capabilities specifically related to: (a) development experience; (b) design and planning experience; (c) financing (debt and equity) experience; (d) construction and project management experience; and (e) public/private projects.

Please also identify any involvement with any proposals/contracts with either City of Vallejo or County of Solano in the past five years.

#### *Developer Past Projects*

Please describe the developer's track record of financially successful developments similar to the Solano360 Project, with comparable type, size, scale and complexity. Each comparable development should detail the information listed below. Provide information on at least three projects and no more than five.

- Location, name and date of project
- Description of the role of the development entity
- Description of any unique challenges of the development.
- Provide the actual timeline from conception of the project to opening of facility.



- Total development scope and size (including residential uses, commercial component uses, and infrastructure improvements, if applicable).
- Provide land acquisition cost and project construction costs.
- Provide the amounts of debt and equity funds used to finance the project. Please provide contact information for the primary lender and equity providers for the project. Identify any local, state and/or federal funding sources used to fund project costs. Please provide contact information for a representative of the largest of any such assistance sources.
- Involvement of public agencies, their specific roles and contact information for a representative of the jurisdiction or agency in which the project was constructed.

#### **4. Preliminary Project Approach**

The County is interested in an RFQ response that provides a market supportable and creative vision for all or part of Solano360 Project. Provide a narrative description of the preliminary approach to development of the Project Site including a description of the scale and type of new development proposed, site planning concepts and how the proposed development will relate to Solano360 Project as a whole.

- Describe the general allocation of land uses (e.g. retail, entertainment mix use, commercial entertainment, residential, office or other uses) including the estimated range of square footages and acreage desired for each use.
- Describe the proposed approach to making the existing property physically suitable for development, including the approach to achieving the appropriate physical relationship between the land use components on the Project Site; providing appropriate parking, open space and on-site/off-site improvements; and integrating the proposed project with existing and proposed surrounding uses (including the fairgrounds);
- Identify uses or users and market rationale, and in particular, address how to foster uses that create near-term, high-quality jobs. If possible, include estimates of the number and type of workforce anticipated for users.
- Discuss the proposed project phasing including interim use concepts, if any.
- Provide a preliminary approach to financing of the proposed project, including potential funding sources.

#### **5. Discussion of Extraordinary Entitlement Process (if relevant)**

If uses are included in the proposal that are not allowed in the Specific Plan, there may be additional entitlement process involving both the County of Solano and the City of Vallejo which may include amending the Specific Plan or adopting a new Specific Plan and additional environmental review. This substitute entitlement process will require that the developer provide a deposit in advance of any work done by both agencies in order to reimburse staff costs for this effort. Such amendments may introduce timing, entitlement and cost risks to the Project.



If applicable, please describe the extent to which and how the developer is willing and able to accomplish the environmental, planning and entitlement process related to such revisions to the existing applicable Specific Plan, land use plans and policies. Please provide a schedule showing how long this process would take, assuming that the County entered into an ERN with your entity in second quarter of 2015.

#### **6. Confidential Financial Submittal (including financial disclosure form included in Appendix A)**

Provide evidence of sufficient financial strength to undertake and successfully complete a project of the scale proposed for the Project Site. This information will be kept confidential provided it is appropriately identified and is able to be retained as confidential by the County (see Section VI.I.),

- Provide a description and evidence of financial capability of the entity submitting the response to this RFQ including ability to: (a) provide necessary capital to fund predevelopment activities; (b) secure construction and permanent loan financing; (c) provide required equity either directly and/or with capital partners; and (d) provide funding for ongoing operations (including maintenance, reserves, etc.);
- Provide a description of examples of financing sources, structures or mechanisms for projects completed by the developer similar to the type of financing envisioned by the developer for the proposed project(s);
- Disclose any filings for bankruptcy, fines levied by governmental agencies, or legal proceeding against any participating organization, employees, corporate officer, or entity that might have a material effect on the proposer's ability to implement the proposed project;
- Provide annual reports or other public financial documents representing your financial capability; if the company is privately held and there is no public information, provide a combination of documented evidence of prior transactions in which all or substantially all of the financing was provided by the respondent, letters from banks and/or current or proposed financial partners indicating the scale or recent loans, the size of the credit line, or other information that will provide the County with assurance that the entity can fund a project of the scale proposed without unduly stretching its resources.
- Provide a description of current relationship with lending and/or financial institutions or equity sources which have demonstrated interest in providing financing for the proposed project;
- Provide letters of reference from lenders or financial partners to demonstrate financial capacity to undertake the proposed project.

Each respondent and principal must provide answers to and sign under penalty of perjury the Financial Standing Disclosure Questionnaire and Respondent Certificate in Appendix A.

#### **E. SUBMISSION INSTRUCTIONS**

Respondents must provide:



1. Ten (10) hard copies of the submittal for Items 1 to 5. Page numbers are required and tab dividers would be appreciated. Please provide in a simple binder or binder clip; no elaborate presentation is expected.
2. One copy of the respondent's confidential financial submittal (Item 6) including the completed disclosure form (see Appendix A) in a sealed envelope.
3. One (1) electronic version of the submittal on a USB flash drive in PDF format.

Submittals must be received by the County by 3:00 p.m. on March 13, 2015 at the address indicated below:

Clerk of the Board  
County of Solano  
675 Texas Street, Ste. 6500  
Fairfield CA 94533  
ATTN: Nancy Huston, Assistant County Administrator

Respondents are not to provide submittals directly to any other County staff or elected officials. Faxed or e-mailed responses to this RFP will not be accepted by the County. Any submission received after the established deadline indicated above will be rejected by the County.

#### **E. CONTACT INFORMATION**

Any questions regarding this RFQ should be directed to Nancy Huston, Assistant County Administrator, County of Solano, 675 Texas Street, Ste. 6500, Fairfield, CA 94533, telephone 707-784-6107, or by email to [NLHuston@SolanoCounty.com](mailto:NLHuston@SolanoCounty.com).





## V. EVALUATION OF SUBMITTALS

### A. SELECTION PROCESS

The County will review all timely submittals to determine whether they are complete and responsive to the requirements of this RFQ. Only submittals that are complete and responsive to all requirements of this RFQ and meet the minimum requirements identified in Section V.B below will be evaluated during the selection process. The County reserves the right to request clarification or additional information from individual respondents and to request that some or all respondents make presentations to staff, the Board, and other interested parties. The County further reserves the right to make an award without further clarification of the submittals received by the County.

The Board will consider selection of a respondent with whom to enter into exclusive negotiations at a duly noticed public meeting. The Board is the sole decision-maker regarding this selection and the Board reserves the right to reject any or all submittals, to modify this process or to terminate this process at any time.

### B. MINIMUM QUALIFICATIONS AND PROJECT CONCEPT REQUIREMENTS

#### 1. Minimum Qualifications

The selected respondent must meet the following minimum qualifications. The County will not consider or evaluate submittals from respondents that do not meet these minimum qualifications:

- a. A minimum of five years' experience in commercial and mixed-use real estate development;
- b. Successful completion of at least three development projects of similar type, size, scope, and complexity – which may include public/private development projects; and
- c. Superior credit history and demonstrated ability to finance the project proposed, on commercially reasonable terms, from equity and/or debt financing from bona fide financial institutions.

#### 2. Minimum Project Concept

While the County is seeking to secure a developer partner for the entire Solano360 Project, it recognizes that there are project concepts that would require less than the entire Project Site. If a developer wants to submit for a portion of the Project Site, the submittal must meet the following requirements:

- a. A specific user is identified for the Project with a demonstrated letter of interest that is consistent with the County's goals for the Solano360 Project.



- b. The respondent indicates willingness to enter into a cost sharing agreement for infrastructure and other project costs either directly with the County or with the future Solano360 Project developer.
- c. The respondent demonstrates financial capacity commensurate with the proposed project concept.

### C. EVALUATION CRITERIA

The County intends to select a developer(s) to enter into exclusive negotiations for the potential lease and development of the Project Site based on the information contained in the responses to the RFQ, an investigation of the developer team's financial capability, past projects and performance, interviews with the developer(s) (if the County elects to hold such interviews) and other pertinent factors.

Submittals received by the County will be evaluated on the following factors and criteria:

#### Solano360 Criteria

- Will the project, as envisioned, achieve the County's objectives of economic and fiscal benefits?
- Responsiveness to the Specific Plan, in relation to compatibility to the established development vision, goals, objectives and policies;
- What is the likelihood of success of the project concept and how long will it take to achieve success?

#### Development Team Criteria

- Organization of the development team indicating clear lines of responsibility which demonstrates effective and responsive action.
- Experience of the developer in a "lead role" with commercial and mixed-use development, similar in project size and complexity.
- Experience and qualifications of the lead person(s) responsible for project management of the proposed development.
- Experience and qualifications of key development personnel, including any key contractors designated as part of the proposed development team.
- Experience and qualifications of the architects, planning, design and other consultants and specialists as part of development team.
- Previous demonstrable working experience between the development team members.
- Overall experience of the proposed development team in planning, design, financing, construction and marketing of commercial and/or mixed-use development.
- History of delivering high quality projects.



- Experience with joint public/private development projects including demonstrated ability to work effectively with public agencies, respond to public objectives, and deliver development projects as initially represented
- Experience with joint public/private development projects involving public financing.

#### Financial Capability Criteria

- Overall demonstrated financial strength of the development team.
- Demonstrated ability to provide necessary capital for predevelopment activities; secure construction and permanent loan financing; provide required equity either directly or with capital partners; and provide funding for ongoing operations (including maintenance, reserves, etc.).
- Involvement in financing structures for projects similar to the proposed project.
- Strength of current relationships with financial resources specifically with regards to securing loan commitments from financial institutions and the extent of commitment of such lending institutions.

#### Project Concept Criteria

- Reasonableness of the proposed overall development approach.
- Relationship of the overall development approach to the local and regional marketplace and an understanding of the local commercial real estate market.
- Market viability of the proposed project types and uses.
- Preliminary financing approach.



## VI. STANDARD TERMS OF OFFERING

### A. MODIFICATIONS TO THE RFQ

The County may modify, clarify, and change this RFQ by issuing one or more written addenda. Addenda will be posted on the County's website, and notice of the posting will be sent by electronic mail to each registered respondent. The County will make reasonable efforts to notify interested parties in a timely manner of modifications to this RFQ but each respondent assumes the responsibility of submitting its submittal on time and receiving all addenda and information issued by the County. The County encourages interested parties to register as an interested party and frequently check the County's website page for updates to the RFQ information.

### B. ERRORS, AMBIGUITIES, AND OBJECTIONS

Respondents are expected to review all portions of this RFQ and any other information provided by the County in relation to the Solano360 Project. Respondents should notify the County in writing of any ambiguity, discrepancy, omission, error, or any objection to the legal terms or conditions of this RFQ promptly after discovery, but in no event later than 15 business days before the deadline to submit submittals. Failure to give timely notice to the County shall constitute waiver of any ambiguity, discrepancy, omission, or other error in this RFQ. The County may make modifications and clarifications to the RFQ by addenda at any time prior to the deadline to respond. If an objection is mailed, the objector bears the risk of nondelivery by the deadlines specified above. Objections should be transmitted by a means that will provide written confirmation of the date the County received the objection.

### C. COST OF PREPARING AND SUBMITTAL

All costs incurred in preparing and submitting proposals shall be borne by the respondent and not the County. In no event shall the County be liable for any and all costs for the preparation, submittal or presentation of a proposal. In no event will the County be responsible for any real estate finder's or broker's fee in connection with this RFQ. Respondents will be solely responsible for the payment of all fees to any real estate broker(s) with whom the respondent has contracted.

### D. CONDITIONAL NATURE OF OFFERING

The County's issuance of this RFQ is not a promise or agreement that the County will actually enter into any exclusion negotiations or any contract. The County expressly reserves the right at any time to:

- Waive any defect or informality in any submittal or submittal procedure;
- Reject any or all submittals;
- Suspend any and all aspects of the process indicated in this RFQ;
- Amend this RFQ;





- Terminate this RFQ and issue a new request for qualifications or proposals;
- Request some or all respondents to revise submittals;
- Select one or more tenants or developers by any other means; or
- Extend deadlines for accepting submittals, or accept amendments to submittals after expiration of deadlines.

The County's failure to object to an error, omission, or deviation in any submittal will in no way modify this RFQ or excuse respondents from full compliance with the requirements of the RFQ.

#### **E. SUBMITTALS BECOME COUNTY PROPERTY**

All submittals, other than information submitted as part of the Confidential Financial Submittal, will become the property of the County and may be used by the County in any way.

#### **F. RESPONDENT'S DUTY TO INVESTIGATE**

It is the sole responsibility of each respondent to investigate and determine conditions of the Project Site, including, but limited to existing and planned utility connections, and the suitability of the conditions for any proposed improvements.

The information presented in the RFQ and in any report or other information provided by the County is provided solely for the convenience of the interested parties. It is the responsibility of interested parties to assure themselves that the information contained in this RFQ or other documents is accurate and complete. The County and its advisors make no representations, assurances, or warranties pertaining to the accuracy of the information provided in the RFQ or the reports and documents referenced in this RFQ.

#### **G. RESPONDENT SELECTION DOES NOT GUARANTEE PROJECT APPROVAL**

The County's selection of a respondent(s) and authorization to commence exclusive negotiations shall not constitute approval of the proposed project or uses. In selecting a preferred submittal and finalizing any agreement, the County may, at its sole discretion, modify, refine and otherwise clarify the permitted uses to reflect the selected submittal.

#### **H. CONFLICTS OF INTEREST**

The County reserves the right to disqualify or deem non-responsive any respondent on the basis of any actual or apparent conflict of interest that is disclosed by the submittal or other information available to the County, even if the disqualifying information is discovered after the Board has selected a respondent for exclusive negotiations. The County's determination of a disqualifying actual or apparent conflict of interest will be made in its sole discretion.

In order to submit, respondent will be required to comply with all applicable laws regarding conflict of interest, including but not limited to Sections 87100 et seq., and Section 1090 of the



California Government Code. With submission of a submittal, respondent represents and warrants that it is familiar with these laws and does not know of any facts that constitute a violation of these provisions. Furthermore, respondent agrees to notify the County immediately if the respondent becomes aware of any fact constituting a violation or possible violation.

Respondent further warrants that it has not offered or given to any County officer or employee any gratuity or anything of value intended to obtain favorable treatment under the RFQ or any other solicitation or other contract, and respondent has not taken any action to induce any County officer or employee to violate the rules of ethics governing the County and its employees. Respondent has not and shall not offer, give, or agree to give anything of value either to the County, or any of its officers, employees, agents, consultants, or to a member of the immediate family (i.e., a spouse, child, parent, brother, or sister) of any of the foregoing. Any such conduct shall be deemed a violation of this RFQ and may result in immediate disqualification of the submittal. "Anything of value" shall include but not be limited to any (a) favors, such as meals, entertainment, and transportation (other than that contemplated by this RFQ, if any, or any other contract with the County) which might tend to obligate a County employee to Respondent, and (b) gift, gratuity, money, goods, equipment, services, lodging, discounts not available to the general public, offers or promises of employment, loans or the cancellation thereof, preferential treatment, or business opportunity. Such term shall not include work or services rendered pursuant to any other valid County contract.

## **I. PROPRIETARY INFORMATION**

All information and documents, excluding the confidential financial information, submitted in response to this RFQ are subject to the California Public Records Act, California Government Code §§ 6250 through 6276.48) ("CPRA"), which generally mandates the disclosure of documents in the possession of the County upon the request of any person, unless the content of the document falls within a specific exemption category (e.g., trade secrets and commercial or financial information obtained from outside the government, to the extent that disclosure would result in substantial harm to the competitive position of the person from whom the information was obtained). On each page that contains information that respondent believes is exempt from mandatory disclosure under CPRA, respondent shall include the following separate legend:

"THIS PAGE CONTAINS INFORMATION THAT IS EXEMPT FROM MANDATORY DISCLOSURE UNDER THE CALIFORNIA PUBLIC RECORDS ACT."

Should the County receive a request to review confidentially labeled information, the County will notify the respondent of the request and delay the access to the materials within seven (7) days after notification to respondent to allow respondent to act in protection of its labeled information. Failure to so act shall constitute a complete waiver.



## VII. PREVIOUS STUDIES AND PLANS

In June 2009, the County of Solano and the City of Vallejo unanimously approved a vision for the future of the Solano County Fairgrounds. That conceptual plan, which was the culmination of a nine month process of intensive community outreach, design and planning concepts, and site analysis, offered a mix of uses that are flexible, sustainable and community-oriented and served as the basis for the preparation of the Specific Plan. Respondents are strongly encouraged to familiarize themselves with the previous studies and the information gathered to date to fully understand the goals and objectives of the Solano360 Project.

- [Solano360 Vision Report<sup>7</sup>](#)
- [Solano360 Marketing Study Executive Summary and Analysis<sup>8</sup>](#)
- [Solano360 Specific Plan<sup>9</sup>](#)
- [Solano360 Final Environmental Impact Report<sup>10</sup>](#)
- [Mitigation Monitoring & Reporting Program for the Final EIR of the Solano360 Specific Plan<sup>11</sup>](#)
- [City of Vallejo Vesting Tentative Map #13-0001 for the Solano360 Project<sup>12</sup>](#) (*beginning at page 353 of the following staff report*)
- [Development Agreement by and between the County of Solano and the City of Vallejo<sup>13</sup>](#)
- [Public Facilities Financing Plan<sup>14</sup>](#)

In addition, to links listed above, there are many agendas and meeting minutes that can be accessed at the [Solano360 Meetings and Agendas website<sup>15</sup>](#).

---

<sup>7</sup> URL: <http://www.solanocounty.com/civicax/filebank/blobdload.aspx?BlobID=10908>

<sup>8</sup> URL: <http://www.solanocounty.com/civicax/filebank/blobdload.aspx?BlobID=11278>

<sup>9</sup> URL: <http://www.solanocounty.com/civicax/filebank/blobdload.aspx?BlobID=16931>

<sup>10</sup> URL: <http://www.solanocounty.com/civicax/filebank/blobdload.aspx?BlobID=14819>

<sup>11</sup> URL: <http://www.solanocounty.com/civicax/filebank/blobdload.aspx?BlobID=14820>

<sup>12</sup> URL: <http://www.solanocounty.com/civicax/filebank/blobdload.aspx?BlobID=15189>

<sup>13</sup> URL: <https://solano.legistar.com/LegislationDetail.aspx?ID=1435584&GUID=ED7A3461-B341-4841-AFFB-A965C7AB85DD>

<sup>14</sup> URL: <http://www.solanocounty.com/civicax/filebank/blobdload.aspx?BlobID=14356>

<sup>15</sup> URL: <http://www.solanocounty.com/solano360/agenda/default.asp>