



City of Alameda

Study Session on the Future Development of the Enterprise District

Economic Development Advisory Panel
August 26, 2024



Provide background on the vision for and history of development of the Enterprise District in Alameda Point.

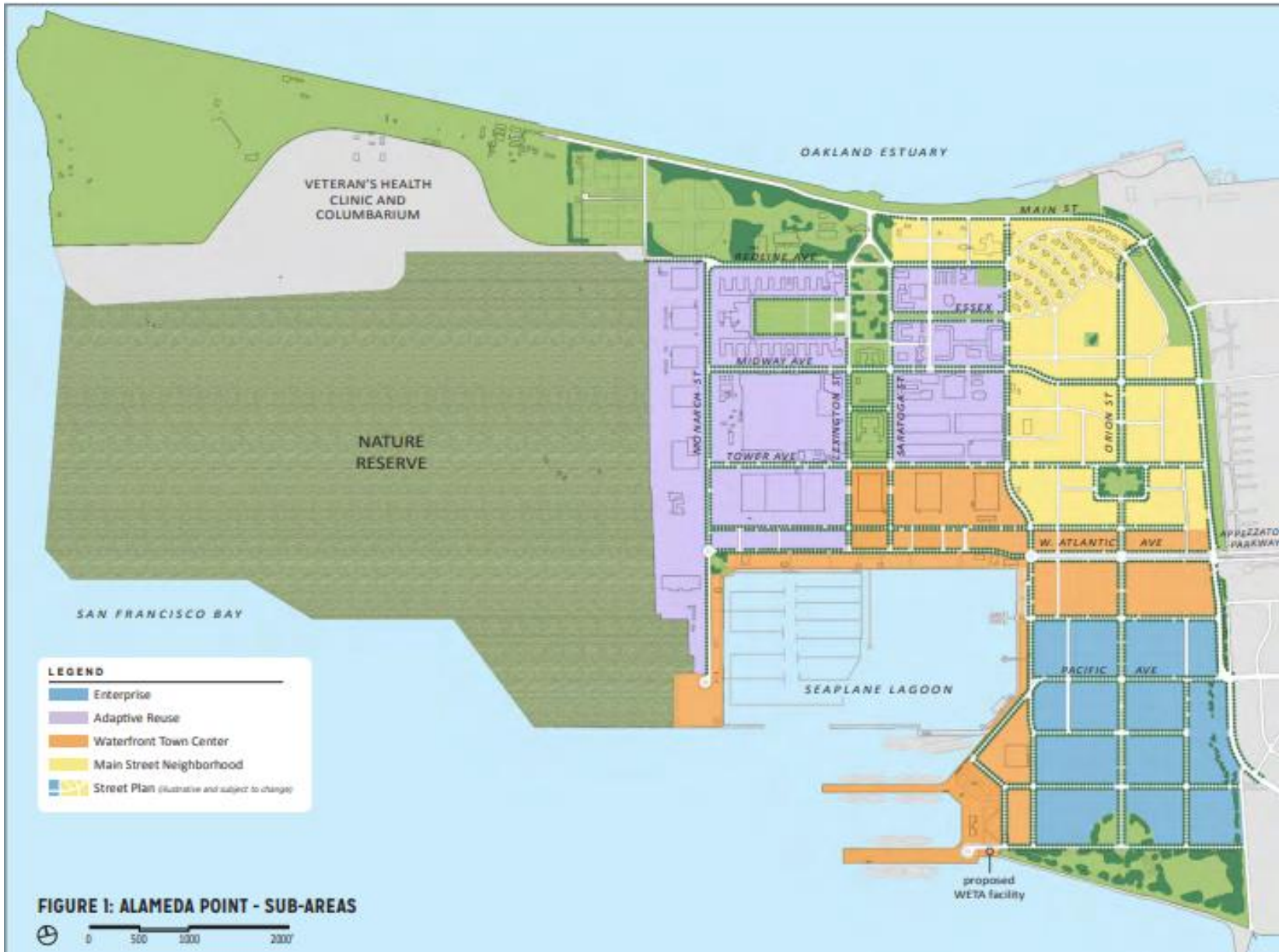
Discuss the economic realities of development in this area.

Seek feedback from the Economic Development Advisory Panel (EDAP) on how to proceed with development.

Summarize EDAP's recommendations in an upcoming Council Study Session (Fall 2024).

- Pre-2014 Planning efforts including zoning / EIR, concept plan, Waterfront/Town Center Precise Plan, Community Facilities District (CFD) and Transportation Management Plan, Master Infrastructure Plan
- 2014 Requests for Qualifications for “Site A” and “Site B” (Enterprise District) developers
 - Determination to postpone Site B until Site A infrastructure commitments were achieved
- 2019 Request for Proposals for ~24-acre property in Enterprise District
 - Held up by Surplus Land Act Changes and Tarry Refinery Waste

Vision from 2013 Conceptual Planning Guide



Vision from 2013 Conceptual Planning Guide



107 acres for new high-quality research and development, industrial, manufacturing and office uses.

New construction to accommodate modern uses and specialized industry needs.

Maximum height of 100 feet (40 feet near Main Street)



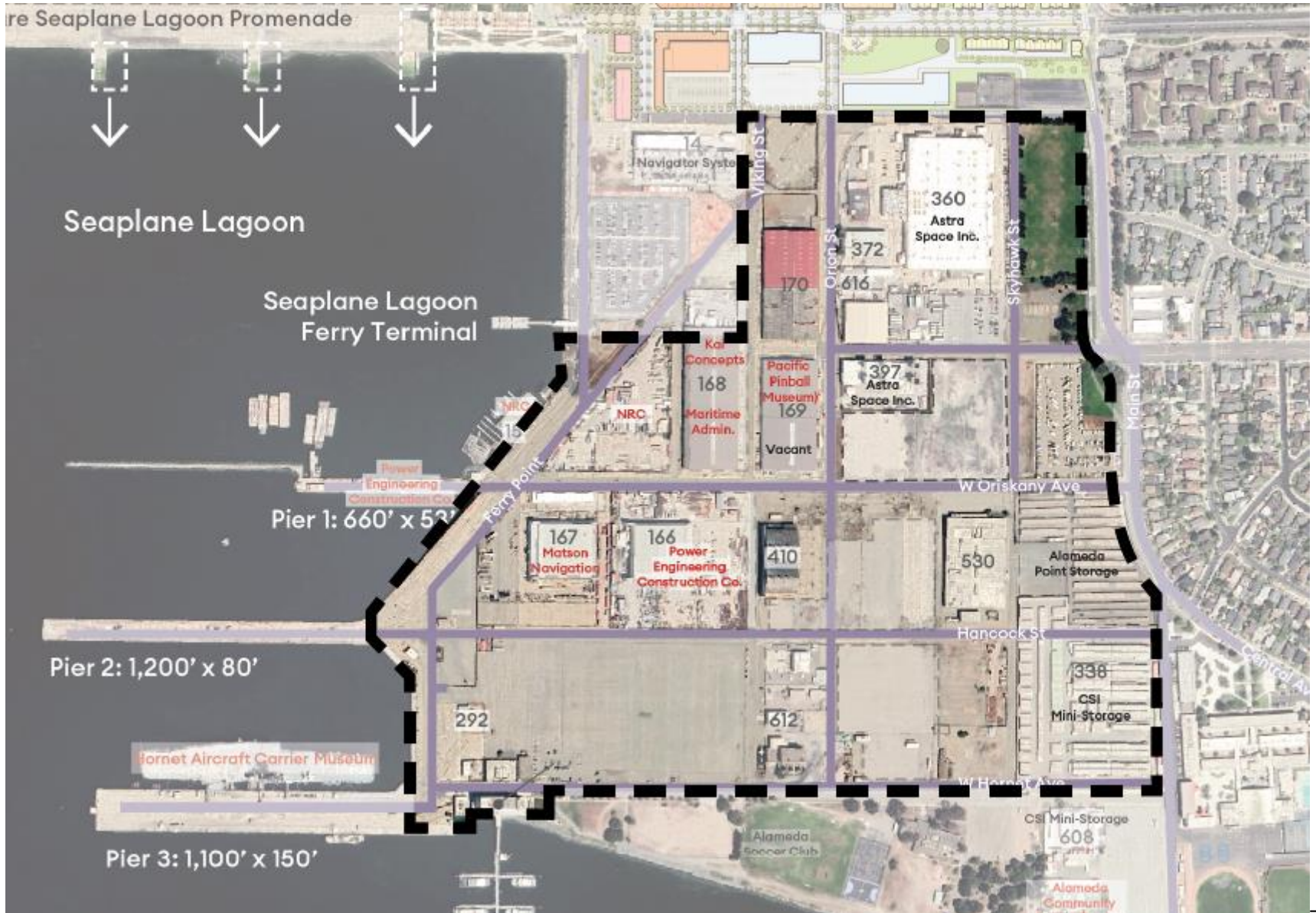
Concept Sketch of Enterprise Sub-Area and Enterprise Park



Economic Development is rooted in the 2018 Economic Development Strategic Plan. Our focus for retention, expansion, and growth of businesses are in six major sectors:

1. Life sciences
2. Clean, green and high tech
3. Blue tech and maritime
4. Retail and restaurants
5. Tourism and hospitality
6. Artists and small manufacturers

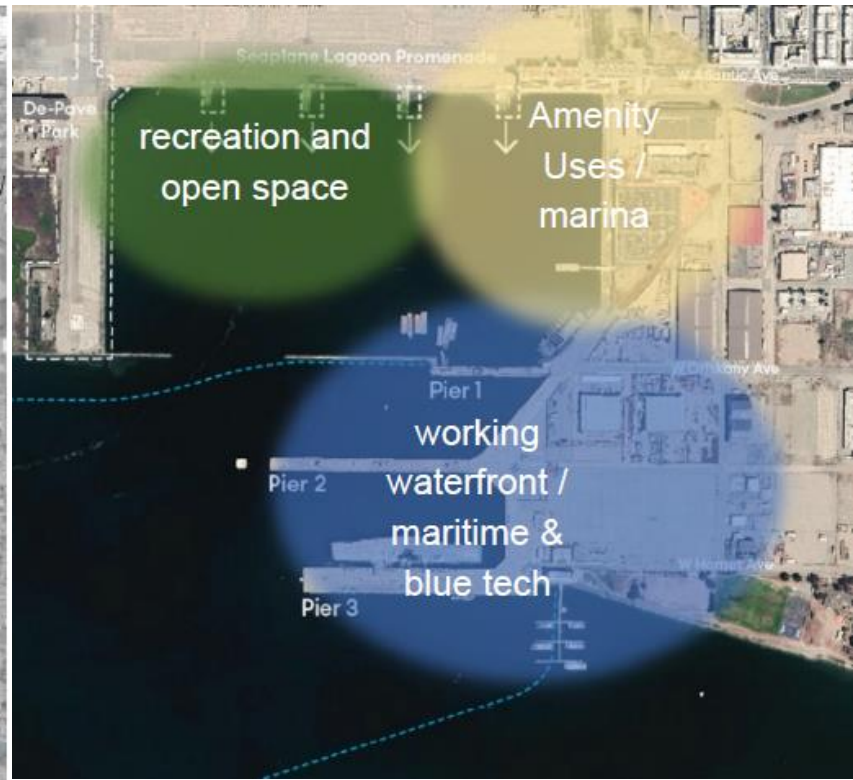
Current Tenants



Waterfront Conceptual Roles



State Lands in Public Trust



Physical Considerations



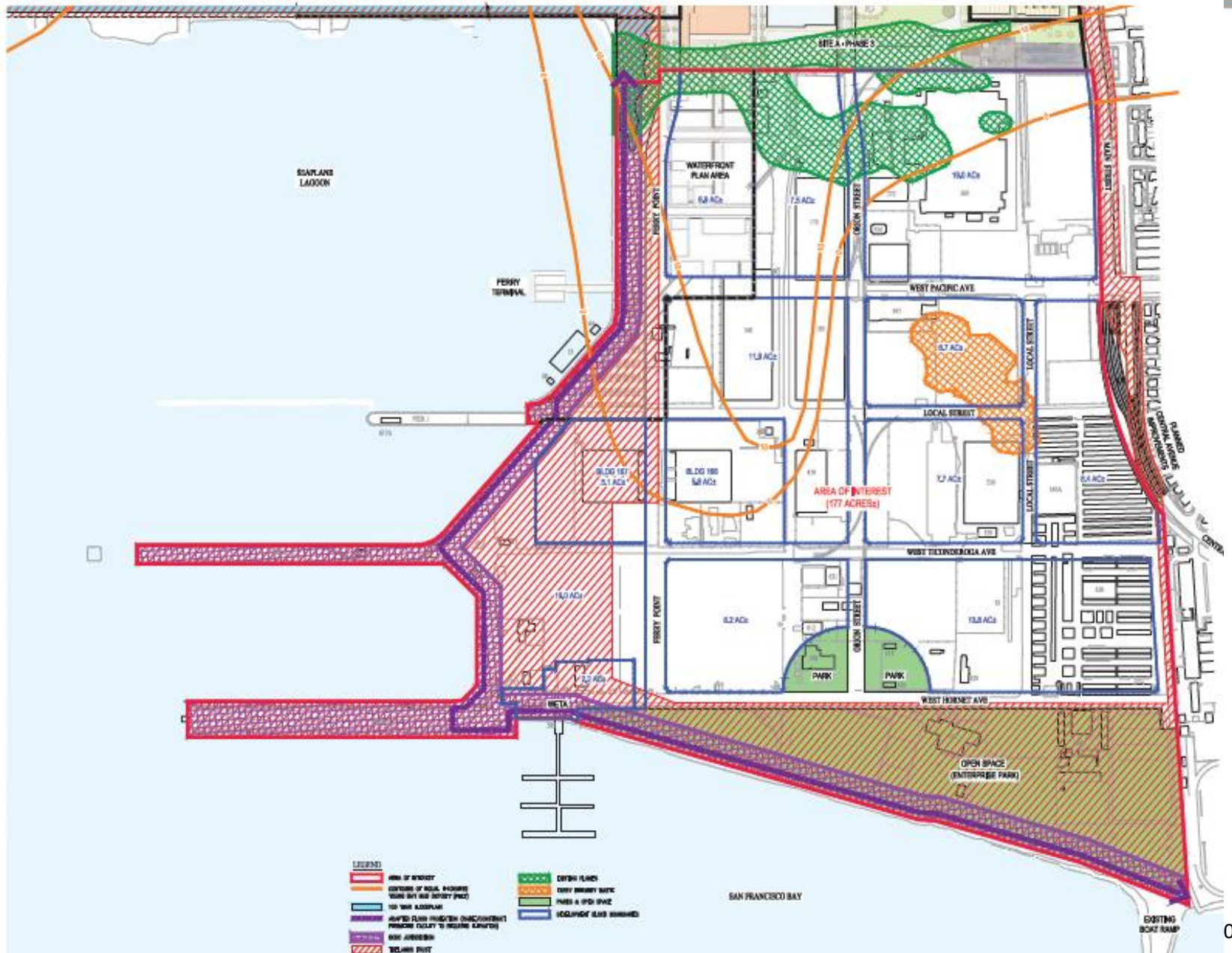
Sea Level Rise



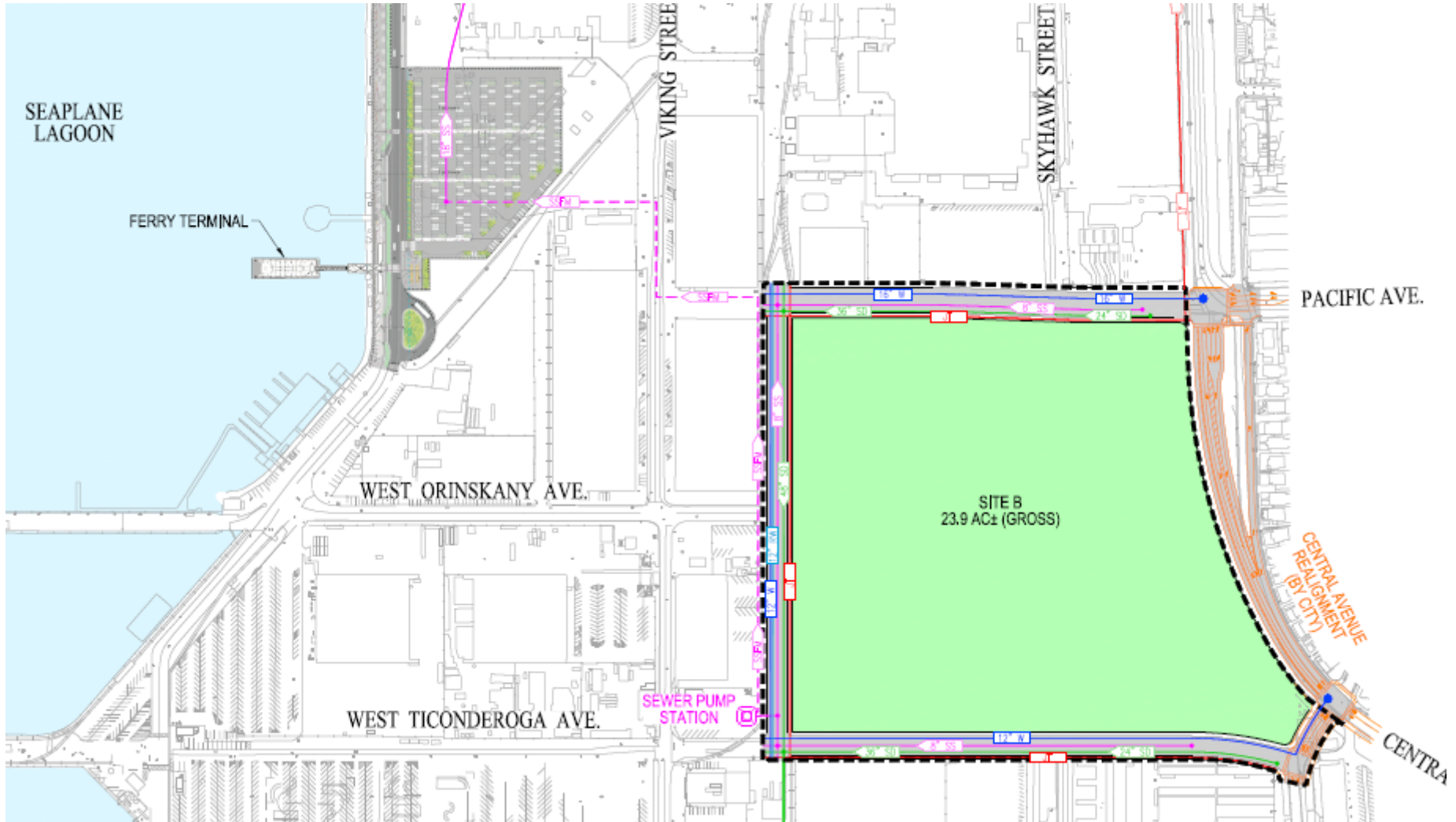
Shoreline Adaptation Elevated Grades



Physical Considerations



Infrastructure Needs & Strategy



Source: CBG Civil Engineers, 2024

The City has addressed the 2019 barriers to development, but now faces a post-pandemic market reality.

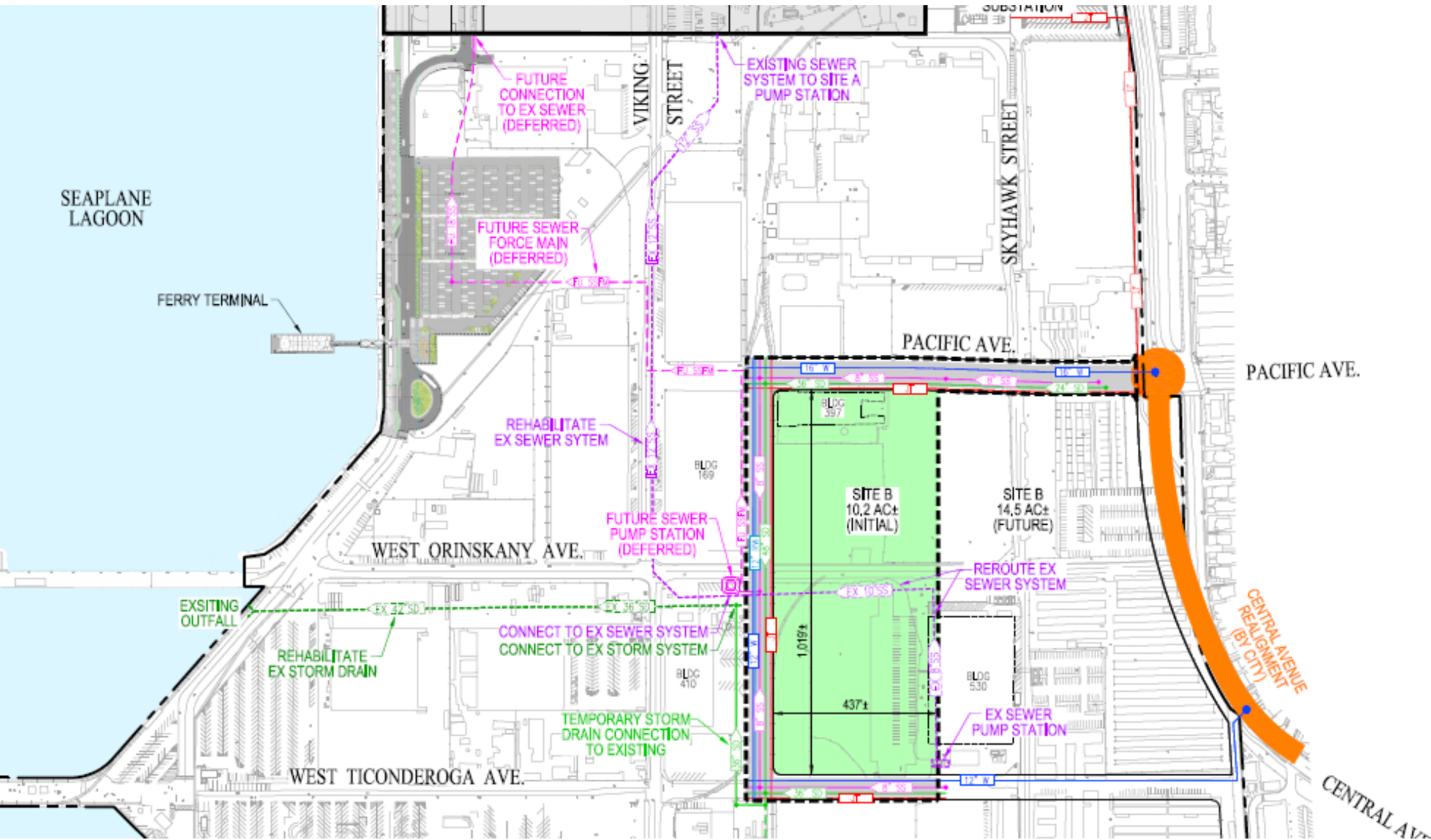
Structural / Administrative Changes:

- AB 2319 (Bonta, 2022) addressed limitations of Surplus Land Act in Alameda Point
- City working with Chevron on Tarry Refinery Waste remediation plan
- Initial Site A infrastructure completed
- Astra not as strong a consideration as in 2019
- Central Avenue Improvements underway

Market Changes:

- High interest rates / lower risk development climate
- Post-pandemic office vacancy rates
- High East Bay life science vacancy rates (37%)
- Land prices stable to declining

Alternative Phase I Disposition



Source: CBG Civil Engineers, 2024



Proceed with Request for Qualifications/Proposals, or seek opportunities as they arise?

RFQ/P Considerations

- Transparent
- Leverages competition in a negotiation
- Assumes all developers can be ready with same caliber offer at same time
- Not as strong an option when building “on spec” is not economically viable

Opportunistic / “Sole Source”

- More nimble approach
- Takes advantage of unique opportunities (ie businesses with specialized needs for new build campus)
- Is more challenging to negotiate – no competition
- No transparent / competitive process

Some Disposition/Solicitation Alternatives*



- 1. Request for qualifications (RFQ) for pre-qualified bench of developers (Businesses can come and partner)**
- 2. Accept unsolicited offers without a competitive process**
 - Work with Council to set criteria under which this would be acceptable (e.g. certain tenants, minimum price, certain market/development conditions)
- 3. Accept an unsolicited offer only for initial developer making catalytic investment – require competition for future development**
- 4. Run a standard competitive process (RFP)**

**All real property leases over 1 year / sales in Alameda require an affirmative vote of four members of the City Council.*

Proceed with 24 acres and large infrastructure package, or smaller parcel size and smaller infrastructure package?

Larger Parcel

- Fulfills Enterprise District's core infrastructure needs
- More transformative land size opportunity
- Limited pool of developers will have up front capital needed to deliver
- Could take decades to complete

Smaller Parcel

- Opens up opportunity to build in a tight lending environment
- Smaller development offers future opportunities in core area
- Doesn't fulfill all of the Enterprise District's infrastructure needs

Questions for Discussion



- Thoughts on priority tenants and / or land uses in the context of the overall Alameda Economy?
- Recommendations for disposition/solicitation process?
- Thoughts on the strategy of offering property sizes in correspondence with infrastructure? (and the requirement to deliver infrastructure up front)
- Other planning, analysis, data that you believe would help inform decisions around advancing development in the Enterprise District?