

# Sacramento Entertainment and Sports Complex

TEAM EXPERIENCE AND APPROACH

February 3, 2011

NATOMAS ESC PARTNERS

Hammes Company

*nbbj* SKANSKA



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nacht & lewis  
ARCHITECTS

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## NATOMAS ESC PARTNERS

Contact: Jeff Baize  
4533 MacArthur Blvd. Suite 324  
Newport Beach, CA 92660  
Phone: 949.706.2628  
jbaize@brookhurstcorp.com

February 3, 2011

Ms. Rachel Hazlewood  
Senior Project Manager  
City of Sacramento  
915 I Street, 3rd Floor  
Sacramento, CA 95814

Dear Ms. Hazlewood:

Natomas ESC Partners is pleased to present our submittal for the Sacramento Entertainment and Sports Complex. The companies and individuals that comprise our development team bring to Sacramento the exceptional depth and experience in all aspects of developing, designing, constructing and financing entertainment and sports facilities. Our proposed team brings years of experience and a multitude of successful projects throughout the country of this very nature. Our highly experienced team includes:

**Hammes Company**, our team's lead developer, is a national real estate development firm that has successfully financed and developed numerous world-class sports venues. Among their many projects are large National Football League stadium developments that require some of the most complex and sophisticated financing structures in the sports market. The \$1.2 billion New Meadowlands Stadium for the New York Giants and New York Jets is their most recent completed project.

**Brookhurst Development Corporation**, our team's local developer, is the foremost authority in California on accessing various forms of municipal and/or bond financing for public-private partnership ("P3") projects. Its local projects include financing and developing the \$66 million Inderkum High School in Natomas for the Natomas Unified School District.

**Skanska**, the Natomas ESC team's construction firm, is one of the world's ten largest construction companies and a leader in privately developed public infrastructure projects. Its portfolio of work includes numerous sports and entertainment complexes across the country including the New Meadowlands Stadium in New Jersey and Philips Arena in Atlanta. In addition, they are also a developer of public-private partnership projects investing their own equity. Presently, they are financing and developing one of the world's largest P3 projects, the \$3.5 billion Karolinska hospital complex in Stockholm, Sweden. Skanska also recently constructed the State of California's Central Utility Plant in Sacramento for the Department of General Services.

**NBBJ**, lead design architect, is a global architecture, planning and design firm with ten offices worldwide. It is one of the most renowned sports arena design firms in the country. NBBJ is the Architect of Record for the world-famous Staples Center in Los Angeles. Other arena and sports stadia projects include Nationwide Arena in Columbus, Paul Brown Stadium in Cincinnati, Safeco Field in Seattle, UCLA's Pauley Pavilion Renovation, Miller Park Stadium in Milwaukee, Lincoln Financial Field in Philadelphia, Qatar Stadium in Qatar and the Hangzhou Olympic Sports Center in China.

**Nacht & Lewis**, associate design architect, is a long-time Sacramento architectural firm that focuses its practice on the planning and design of public sector projects. It has designed numerous notable projects for Federal, State, county and local government entities including the U.S. Federal Courthouse in Sacramento, the State of California's Central Utility Plant, the City of Sacramento's 911 Emergency Dispatch Facility and Inderkum High School in Natomas.

**Citigroup ("Citi")**, our team's financial partner, is one of the nation's "Big Four" banks and has the world's largest financial services network with 16,000 offices spanning 140 countries. Citi worked with our team's attorneys and developers to put together our financing plan, participated in conference calls with the Sacramento First Task Force to discuss the details and financial feasibility of our proposal and will work with our team to arrange the financing for the new entertainment and sports complex in Natomas. Citi has the most experience in arranging financing of sports venues of all the teams that have presented to the Task Force and City of Sacramento to date, and has worked with Hammes Company, our team's lead development partner, on projects they have completed.

Our team brings experience, expertise and the desire to assist the City of Sacramento in the development of a premier entertainment and sports complex that can serve as the catalyst for greater economic and community development across the Sacramento metropolitan region.

We look forward to the opportunity of further presenting our qualifications and vision for this extraordinary development opportunity.

Sincerely,

**NATOMAS ESC PARTNERS**



William Robinson  
Executive Vice President  
Hammes Company Sports



Jeffrey Baize  
Chief Executive Officer  
Brookhurst Development Corp.



Rick Millitello  
Executive Vice President  
Skanska USA Building



Jonathan Ward, AIA  
Design Partner  
NBBJ



Michael Corrick, AIA  
President  
Nacht & Lewis Architects



Ed Koop  
President  
Natomas Chamber of Commerce



TEAM  
EXPERIENCE

**NATOMAS  
ESC PARTNERS**

# Hammes Company

Hammes Company is a national real estate development firm specializing in sports and entertainment and healthcare facilities. As lead developer, it brings its extensive and diverse range of experience, services and expertise to the team.



Ford Field  
Detroit, MI



Lambeau Field  
Green Bay, WI



New Meadowlands Stadium  
East Rutherford, NJ



Ford Field  
Detroit, MI



Kohl Center  
Madison, WI

**NATOMAS  
ESC PARTNERS**

# WILLIAM (ROB) ROBINSON

EXECUTIVE VICE PRESIDENT OF DEVELOPMENT , HAMMES COMPANY



## EDUCATION

Master of Business Administration,  
Real Estate / Finance Concentration  
Anderson Graduate School of  
Management at UCLA

Master of Arts, Urban Planning  
Graduate School of Architecture and  
Urban Planning at UCLA

Bachelor of Science,  
Planning & Landscape Architecture  
Colorado State University

## BIOGRAPHY

William C. Robinson has been active in the real estate development industry for more than 24 years and has served as Executive Vice President with Hammes Company for more than 11 years. Mr. Robinson has particular expertise with structuring major development engagements, feasibility & market analysis, origination of capital finance transactions, and the oversight of project development efforts from concept through operations. Mr. Robinson serves on the firm's Executive Committee and maintains direct responsibility for leading major building programs on behalf of the firm.

## EXPERIENCE

Mr. Robinson has a broad base of experience in the development and management of complex building programs in the sports, entertainment, academic and corporate market sectors. At Hammes Company, Mr. Robinson has served in the senior development role on a number of the firm's most ambitious development assignments including projects with an aggregate value in excess of \$5 billion.

Prior to joining Hammes Company, Mr. Robinson served as Development Director with the Walt Disney Company. During his tenure with the Walt Disney Company, Rob Robinson served in a senior management capacity with direct responsibility for the development and administration of a number of Disney's most ambitious building programs.

## PROJECT EXPERIENCE

Following is a representative listing of recent assignments where Rob Robinson served in a senior management role with responsibility for overall project development and management, including:

- New Meadowlands Stadium – East Rutherford, New Jersey
- Ford Field Sports & Entertainment District - Detroit, Michigan
- Lambeau Field Redevelopment - Green Bay, Wisconsin
- University Place – Madison, Wisconsin
- World of Ford – Detroit, Michigan
- Dolphins Stadium - Miami, Florida
- Bradley Center Sports & Entertainment District - Milwaukee, Wisconsin
- MTS Centre - Winnipeg, Manitoba
- Beijing Olympic Stadium & Village Master Plan, Beijing, China
- Downtown Disney - Anaheim, California
- Timex Performance Center - East Rutherford, New Jersey
- Georgia Dome Master Plan - Atlanta, Georgia
- Edison Field - Anaheim, California



NBBJ is a global architecture, planning and design firm with ten offices worldwide. The firm is involved in multiple markets and building types with sports and entertainment facilities being one of its areas of expertise.



Staples Center  
Los Angeles, CA



Paul Brown Stadium  
Cincinnati, OH



Reebok World HQ  
Canton, MA



Nationwide Arena  
Columbus, OH



Pauley Pavilion  
UCLA

# Robert Mankin, AIA, LEED AP

SPORTS & ENTERTAINMENT DESIGN PRINCIPAL, NBBJ



## EDUCATION

Bachelor of Architecture,  
Rice University

Bachelor of Arts,  
Rice University

## REGISTRATION

State of Virginia

## PROFESSIONAL AFFILIATIONS

American Institute of Architects  
United States Green Building Council

Asian American Architects &  
Engineers Association

## PROFESSIONAL BACKGROUND

Robert is a Principal with NBBJ's Los Angeles practice and has acted as a design/thought leader on several of the firm's most important recent sports projects. The creative integration of alternative program, such as retail or cultural use, into the sports facility has been Robert's specialty, with the goal of creating a more sustainable user base, greater revenue for the operator and a more memorable fan experience. Robert brings rigor and oversight to NBBJ's sports projects, both in their design and technical execution, to assure they meet both the client vision goals and respond to industry standards.

In addition, Robert has a background in corporate, mixed-use, and civic projects, experience that he brings to bear on his sports projects. By combining experience in these other project types with his passion for the design of stadiums and arenas, Robert is able to bring new ideas that help integrate the sports facility into the urban or campus fabric.

## PROJECT EXPERIENCE

**Hangzhou Olympic Sports Center**  
Hangzhou, China | Principal in Charge

**UCLA Pauley Pavilion Renovation & Expansion**  
Los Angeles, California | Sports Design Principal

**Samsan SportZone**  
Incheon, Korea | Principal-in-Charge

**Al McGuire Center, Marquette University Arena**  
Milwaukee, Wisconsin | Project Architect

**Dalian Football Stadium**  
Dalian, People's Republic of China | Principal in Charge

**King's Waterfront Arena and Conference Center**  
Liverpool, United Kingdom | Sports Design Architect

**Zhengzhou Athletic Center**  
Zhengzhou, China | Sports Design Principal

**Lincoln Financial Field, Philadelphia Eagles Stadium**  
Philadelphia, Pennsylvania | Project Architect

**AsiaWorld Expo, Arena & Exhibition Center, Phases I & II**  
Hong Kong | Project Manager

**Valerenga Football Stadium**  
Oslo, Norway | Sports Design Principal

**Hong Kong Jockey Club, Racecourse Master Plan**  
Hong Kong, China | Principal in Charge

**Paul Brown Stadium, Cincinnati Bengals Stadium**  
Cincinnati, Ohio | Project Architect

**Kintex Phase II Expo**  
Seoul, Korea | Principal in Charge

**Asia Games 2014 Main Stadium**  
Incheon, Korea | Principal in Charge

**Qingdao Linghai Expo Center**  
Qingdao, China | Principal in Charge

**2010 Central American Games Main Stadium**  
Mayaguez, Puerto Rico | Principal in Charge

**Doha Sports Complex**  
Doha, Qatar | Project Architect

**USTA National Tennis Center Master Plan**  
Flushing, New York | Project Architect

**Taipei Sports Complex**  
Taipei, Taiwan | Project Manager

**Korean Animation Museum & Headquarters**  
Chuncheon, Korea | Project Manager

**IT Complex, Nuritkum Square**  
Seoul, Korea | Project Architect

**CJ Media & Entertainment Headquarters**  
Seoul, Korea | Principal in Charge

**Hamyang Eco-Resort Master Plan**  
Hamyang, Korea | Principal in Charge

**Chinatrust Commercial Bank Headquarters**  
Taipei, Taiwan | Principal in Charge

**Ttukseom Mixed-Use Complex**  
Seoul, Korea | Principal in Charge

**Zhuhai Expo Center**  
Zhuhai, China | Principal in Charge



# Jonathan Ward, AIA, LEED AP

DESIGN PARTNER, NBBJ



## EDUCATION

Master of Architecture,  
Virginia Polytechnic Institute

Bachelor of Architecture,  
University of Minnesota

## REGISTRATION

State of Washington

## PROFESSIONAL AFFILIATIONS

American Institute of Architects  
United States Green Building Council

## PROFESSIONAL BACKGROUND

The design of transformational architecture has been the focus and passion for Jonathan Ward the past 18 years. This work has taken him from the US to Russia, Norway, England and China. During these years, Jonathan has led the design and delivery of a variety of progressive buildings for highly innovative global clients.

His work has received widespread recognition, including honors and awards from the AIA, RIRIBA, CoreNet, Interior Design magazine, and the International Real Estate Federation, and his projects have been featured in leading design magazines in over 15 countries.

Jonathan has been instrumental in the development of computer technology in the design process, opening new design possibilities and better delivery. His ability to use technology to communicate the design to the client, the building team and the public has been a significant benefit to large and complex building projects.

## PROJECT EXPERIENCE

**UCLA Pauley Pavilion Renovation and Expansion**  
Los Angeles, California | Design Partner

**Valerenga Football Stadium**  
Oslo, Norway | Design Partner

**Hangzhou Olympic Sports Centre**  
Hangzhou, China | Design Partner

**King's Waterfront Arena and Conference Center**  
Liverpool, United Kingdom | Design Principal

**Viking Football Stadium**  
Stavanger, Norway | Design Architect

**Curitiba Stadium**  
Curitiba, Brazil | Designer

**Dalian Football Stadium**  
Dalian, China | Design Partner

**LG Twins Seoul Dome**  
Seoul, Korea | Lead Designer

**Sacramento Rivers Edge Development Master Plan**  
Sacramento, California | Design Partner

**Los Angeles NFL Stadium Concept**  
Los Angeles, California | Design Partner

**Shanghai Aquatic Center**  
Shanghai, China | Design Partner

**Asia Games 2014 Main Stadium**  
Incheon, Korea | Design Partner

**Reebok World Headquarters**  
Boston, Massachusetts | Designer

**Microsoft Corporation Learning Center**  
Redmond, Washington | Design Partner

**The Wellcome Trust Sanger Institute**  
Hinxton, Cambridgeshire, UK | Design Principal

**Telenor World Headquarters**  
Fornebu, Oslo, Norway | Design Principal

**Samsung Electronics Learning Center**  
Seoul, Korea | Design Partner

**Chinatrust Commercial Bank Headquarters**  
Taipei, Taiwan | Design Partner

**Qingdao Linghai Expo Center**  
Qingdao, China | Design Partner

**Daelim Ttukseom Mixed-Use Complex**  
Seoul, Korea | Design Advisor

**Valerenga Football Stadium**  
Oslo, Norway | Sports Design Principal

**China Mobile Headquarters**  
Beijing, China | Design Partner

**Zhuhai Expo Center**  
Zhuhai, China | Design Partner

**Kintex Phase II Expo**  
Seoul, Korea | Design Partner

**Doha Sports Complex**  
Doha, Qatar | Lead Designer

**Hamyang Eco-Resort Master Plan**  
Hamyang, Korea | Design Partner

**LA Transit Master Planning Design Competition**  
Los Angeles, California | Design Partner



# Tim Lambert, AIA, LEED AP

SENIOR ASSOCIATE / PROJECT MANAGER, NBBJ



## EDUCATION

Master of Arts, California State University Sacramento, CA

Bachelor of Arts, California State University, Sacramento, CA

## REGISTRATION

Registered Architect  
California and Utah

LEED Accredited Professional

## PROFESSIONAL AFFILIATIONS

American Institute of Architects

## PROFESSIONAL BACKGROUND

Tim relies on his extensive experience to serve as Project Manager on NBBJ's most challenging projects. He is adept at working with large project teams and brings over 25 years of proven leadership and experience to the team. His portfolio includes leadership roles in several feasibility and renovation studies and 5 new MLS Stadiums. Tim exemplifies the firm's client-focused practice. He has earned an outstanding reputation for listening when clients are talking and translating that into tangible results.

## PROJECT EXPERIENCE

**Lincoln Financial Field - Philadelphia Eagles**  
Philadelphia, Pennsylvania | Project Manager

**Staples Center - Lakers, Clippers, Kings**  
Los Angeles, California | Project Manager

**Home Depot Center - MLS Stadium\***  
Carson, California | Principal-In-Charge

**Dodgers Baseball Stadium Renovation**  
Los Angeles, California | Project Manager

**Edward Jones Dome Renovation Feasibility Study\***  
St. Louis, Missouri | Project Manager

**Santa Clara University - Stadium Conversion\***  
Santa Clara, California | Project Manager

**CSU Los Angeles - Soccer Stadium Feasibility Study\***  
Los Angeles, California | Principal-In-Charge

**CSU San Jose - New Spartan Stadium Study\***  
San Jose, California | Principal-In-Charge

**Citizens Business Bank Arena\***  
Ontario, California | Principal-In-Charge

**Toyota Park - MLS Stadium\***  
Bridgeview, Illinois | Principal-In-Charge

**Los Angeles Clippers Training Facility\***  
Playa Vista, California | Principal-In-Charge

**Auto Club Speedway, Renovations\***  
Fontana, California | Project Manager

**Rio Tinto MLS Stadium\***  
Sandy City, Utah | Principal-In-Charge

**Red Bull MLS Stadium\***  
Harrison, New Jersey | Principal-In-Charge

**Sung Ui Arena Park\***  
Incheon, Korea | Principal-In-Charge



# SKANSKA

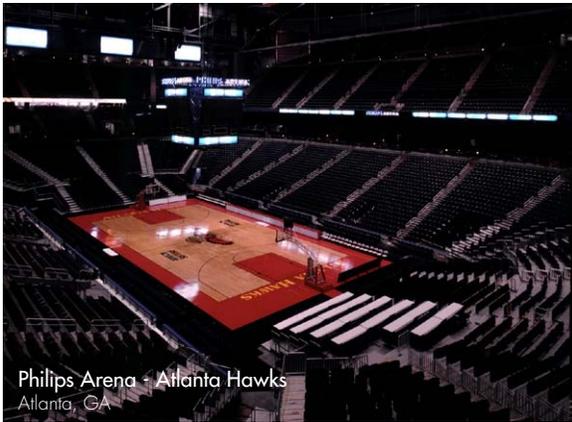
Skanska is one of the world's ten largest construction companies and a leader in privately developed public infrastructure projects. Its portfolio of work includes numerous sports and entertainment complexes across the country.



New Meadowlands Stadium  
East Rutherford, NJ



Reliant Stadium  
Houston, TX



Philips Arena - Atlanta Hawks  
Atlanta, GA



Turner Field  
Atlanta, GA

# Rick Millitello

EXECUTIVE VICE PRESIDENT / GENERAL MANAGER, SKANSKA USA



## EDUCATION

Bachelor of Science  
Construction Engineering  
Lawrence Institute of Technology

## YEARS WITH THE FIRM

4

29 Years in Industry

## PROFESSIONAL BACKGROUND

Rick Millitello is the Executive Vice President and General Manager for Skanska's California building operations. He ensures the availability of resources and that we follow our commitment to build with integrity. Under Mr. Millitello's executive oversight we have seen our business in California double. He brings a depth of construction management and Lean Construction experience to the executive team and has over 29 years of industry experience. Mr. Millitello has done hundreds of millions of dollars worth of work for Sutter Health, Kaiser and Stanford University including award winning projects. Of our most notable current projects, he is overseeing the \$181 million design-build Central Utility Plant in downtown Sacramento for the State of California and the \$110 million San Jose Regional Medical Center project for HCA.

## PROJECT EXPERIENCE

### State of California, Department of General Services, Central Plant Renovation, Sacramento, CA

\$181 million design-build project is an 80,000-SF central utility plant in downtown Sacramento. This project consists of constructing a new plant outside the footprint of the existing plant and then the old plant will be demolished to make way for thermal energy storage and site amenities. Construction goals include increased heating and cooling capacity to more reliably meet existing demands (more than 5,500,000-SF of office space in the state Capitol and 22 other state-owned buildings in the downtown core) as well as future demands with additional capacity for further expansion in the future. The new construction is an example for future green state buildings as it is being built to meet the USGBC's LEED Gold rating.

### San Jose Regional Medical Center, Phase I, San Jose, CA

\$110 million multi-phased expansion and renovation of the 120,000-SF facility. The new expansion will include 32 med/surg beds, 32 post-partum beds, 26 bassinets newborn nursery beds, eight-bed pediatric intensive care unit and central utility plant. This project also includes extensive site work.

### Ahmanson Theatre Renovation, Los Angeles, CA\*

Structural upgrade and complete renovation of the 2,000 seat theatre. Project involved balcony expansion, addition of box seating and expansion of the proscenium.

### Sun Microsystems Santa Clara Campus, Santa Clara, CA\*

A 10-building campus on a 90-acre site included seven new buildings totaling 675,000-SF and the historic renovation of three 1910-vintage buildings. The historic renovated building included a 500-seat auditorium, a classroom/training building and a clocktower building that served as a hospital, which was converted into corporate offices for Sun Microsystems executives.

### Palo Alto Medical Foundation, San Carlos, CA

\$300 million hospital and medical office building campus includes 18 acres of site development and a 1,100-vehicle parking garage. Palo Alto Medical Foundation, Skanska and NBBJ are contracting with an Integrated Form of Agreement which facilitates true collaboration between the teams.

### Memorial Medical Center, Modesto, CA

A new seven-story medical tower addition to a fully functioning campus. Scope included a partial basement, a mechanical penthouse structure and a three-story link structure totaling 376,000-SF. The tower contains 112 new patient beds and 18 operating rooms with peri- and post-operative recovery and support areas. The top two stories of the building were shelled for future expansion. Work on campus also included 10,000-SF of renovated space and site improvements, a 28,000-SF central utility plant and a 300 ft. long pre-cast below-grade utility tunnel that connects the central utility plant to the north tower expansion.

### Kaiser SSF Medical Center Acute Care Hospital, South San Francisco, CA

Pre-construction services for the site-wide repair, replacement and upgrade of Mechanical, Electrical and Controls utility infrastructure to accommodate the expansion and renovation of acute care departments and the in-patient pharmacy as well as to support all existing operations of the SSF Hospital, MOB and ancillary facilities that are not being renovated or expanded.

# Joseph Ryan

SENIOR PROJECT MANAGER, SKANSKA USA



**EDUCATION**

Coyne Institute  
Masters Certification Program  
University of Massachusetts  
Undergraduate Studies  
Masters Electrical Certification

**YEARS WITH THE FIRM**

3  
23 years in industry

**PROFESSIONAL BACKGROUND**

Mr. Ryan has been in the construction industry for 23 years. As senior project manager, he is responsible for the administration and execution of assigned construction projects. In his new role as project director Joe works closely with the owner, architect, and engineer team and prime subcontractors to ensure that the most value is achieved for the money spent on the specified projects. He has worked on a variety of construction projects, including sports arenas, mission critical, office, industrial, healthcare, and entertainment, ranging in value from \$10 to \$400 million.

**PROJECT EXPERIENCE**

**Staples Center, Los Angeles, CA**

Owner’s Representative / Senior Project Manager – Approximately \$400 million, 950,000-SF new arena in Downtown Los Angeles, California. Completed in 18-months, both on-budget and on-time, the renowned project is known as one of the speediest construction projects ever undertaken in Los Angeles. Hosting nearly over 250 events and 4 million visitors a year, the arena is home to sports teams including the NBA, WNBA, NHL and AFL. The arena seats up to 18,000 fans for sport events, 20,000 for concerts, 160 suites, 32 party suites and 2,500 club seats over five concourses and 22 concession stands.

**Coyotes Arena, Glendale, AZ**

Owner’s Representative Design – Construction of a new \$160 million, 600,000-SF new arena. This 17,500 seat, multi-purpose arena was a fast-track GMP project. Home to the NHL’s Pheonix Coyotes and also hosting other sporting events, shows and concerts. Responsible as owner’s representative throughout the design phase; responsible for sport lighting, project schedule, developing scope, overseeing HVAC, acoustics, specialty systems/ broadcast studios, infrastructure construction oversight and QA/QC on the owners side.

**Home Depot Soccer Stadium, Carson, CA**

Senior Project Manager - A new \$220 million, 27,000 seat state-of-the-art multi-purpose stadium is home to Major League Soceer’s LA Galaxy team, 8,000-seat tennis stadium, 10,000-seat track & field facility and a 2,450-seat indoor velodrome. As Senior Project Manager during the design phase, managed the design process, project budget, schedule and interfaced with the city officials.

**Kodak Theatre, Los Angeles, CA**

Senior Project Manager – New \$94 million, apart of a redevelopment project in downtown, LA. The 180,000-SF seats 3,400 and is the center of the Hollywood & Highland Center that consists of more than 387,000-SF of retail space, nightclubs, restaurants and a six-screen cinema. As Senior Project Manager during design phase, was responsible in overseeing the design infrastructure, pre-construction and developed construction budget.

**Forum Arena, Los Angeles, CA**

Owner’s Representative / Senior Project Manager –Renovation and upgrades to the existing arena as construction on the Staples Center project was under construction. Renovation’s included HVAC, structural, renovation to the ice floor, broadcast and electrical.





## Brookhurst Development Corp

Brookhurst Development Corp. is a national real estate development firm that focuses exclusively on the development and financing of municipal facilities. It has exceptional expertise and knowledge in securing low-cost alternative financing for public-private partnerships.



**Student Housing Village**  
California State University Sacramento, CA



**Inderkum High School**  
Natomas Unified School District

# Jeff D. Baize

CHIEF EXECUTIVE OFFICER, BROOKHURST DEVELOPMENT



## EDUCATION

Studies in Urban Development  
Oxford University, England

MBA – University of Texas  
Austin, Texas

Bachelor of Architecture  
University of Texas  
Austin, Texas

## PROFESSIONAL/CIVIC AFFILIATIONS

Chairman – Committee for Public-  
Private Partnerships; Western  
Council of Construction Consumers

Faculty member at University of  
Texas - Real Estate Finance

Member of the California Association  
of School Board Officials

Member of the National Association  
of Real Estate Investment Trusts

Founder and President of the  
National Real Estate Investment  
Advisory Council (REIAC)

Member of the Coalition of Adequate  
School Housing

Authored numerous articles and  
co-authored two books on real estate  
development

Editorial Board Member of the  
National Association of Review  
Appraisers and Registered Mortgage  
Underwriters Journal

## PROFESSIONAL BACKGROUND

Jeff D. Baize is the founding principal of Brookhurst Development Corp and it's affiliate, Brookhurst Capital Corp. Mr. Baize has over 25 years experience in the area of real estate investments, finance, development and construction. He is most noted for his expertise in the area of real estate development through public-private partnerships having participated in the closing of over \$300 million in public-private development ventures. He has lectured on the subject at various universities and is a co-author of *School Facilities Planning: A Guide to Laws and Procedures for Funding, Siting, Design and Construction*, the only definitive book ever written on public school construction, financing and law. Mr. Baize has also served as a consultant at Los Angeles Unified School District overseeing a team of seven professionals orchestrating the acquisition of 45 sites for 13 major school developments in the San Fernando Valley.

The Brookhurst family of companies was founded by Mr. Baize in 1996. Through Mr. Baize, Brookhurst contracted with various international entities such as Asia Pacific Capital Company representing Asian capital investors in the acquisitions of the Mandarin Oriental Hotel in San Francisco and the Sheraton Grande in downtown Los Angeles. Prior to this, Mr. Baize was Managing Director and head of Western U.S. Operations for Richard Ellis, LLC, an international real estate investment banking firm. While at Richard Ellis, Mr. Baize oversaw the closing of several landmark properties including the equity recapitalization of the Tower at Shoreline Square in Long Beach and the Sheraton Grande at Torrey Pines.

From 1988 through 1995, Jeff was Vice President in charge of the Western U.S. real estate equity portfolio for the Prudential Insurance Company of America. While at Prudential, Mr. Baize managed the development, acquisition, sale and debt securitization of over \$1 billion in investment properties and ownership interests overseeing staff in three regional offices covering a six state region.

Mr. Baize began his work in public-private education facility development when in 1982 he worked for the architectural firm Graeber, Simmons & Cowan designing college halls for Southwest Texas State University. In his early years, Jeff started his career in real estate working for Sanchez Dry Wall Construction Company building apartment complexes in Corpus Christi, Texas in 1977.

## PROJECT EXPERIENCE

Riverview Student Housing Project, California State University, Sacramento, California, \$250 million

Los Angeles Unified School District, Los Angeles, California - 13 schools, \$15 million to \$105 million

Inderkum High School, Natomas Unified School District, Sacramento, California, \$58 million

Mohave County Correctional Facility, Kingman, Arizona, \$85 million

Yolo County Child-Adult Services Facility, Woodland, California, 50,000 s.f., \$12 million

Sacramento Department of Human Assistance, Sacramento, California, 110,000 s.f., \$30 million

University of the Pacific Student Housing, Stockton, California, \$90 million

McGeorge School of Law Student Housing, Sacramento, California, \$15 million

Ohlone Community College, Parking Facility & Renewable Energy System, Fremont, California

Mr. Baize has lectured at the following institutions of higher learning and professional associations:

University of Southern California

University of California at Los Angeles

University of Texas

Mortgage Banker's Association

Grubb & Ellis Western Regional Investment Conference

CB Commercial National Investment Conference Appraisal Foundation



Nacht & Lewis Architects is a Sacramento architectural firm that focuses its practice on the planning and design of public sector projects. It has designed numerous signature projects for Federal, State, county and local government entities.



**NATOMAS  
ESC PARTNERS**

# Michael Corrick, AIA

PRESIDENT/PRINCIPAL-IN-CHARGE, NACHT & LEWIS ARCHITECTS



## EDUCATION

Bachelor of Science  
California Polytechnic State  
University  
San Luis Obispo, CA  
Master of Business Administration  
Saint Mary's College  
Moraga, CA

## REGISTRATION

Architect - CA  
C13913

## PROFESSIONAL AFFILIATIONS

American Institute of Architects,  
Central Valley Board of Directors  
CSAC - California State  
Association of Counties  
Eskaton Foundation  
Board of Directors  
SJUSD Citizens Bond Oversight  
Committee

## PROFESSIONAL BACKGROUND

With his expertise in management, Michael effectively leads the project team and client in the planning, design, organization and coordination of the project. With strong communication, analytical and conceptual capabilities, he is excellent at problem solving and in directing multi-disciplinary teams.

His broad range of architectural experience includes work with numerous Federal, State and local public sector projects and clients. He has engaged in community outreach efforts for numerous residential and commercial projects and is adept at navigating the agency review and approval process. This varied background has provided him with a thorough knowledge of all phases of the project development process.

## PROJECT EXPERIENCE

### Department of General Services, Central Plant Renovation, Sacramento, CA

New \$181 million facility to replace the State's existing central plant that provides chilled water for cooling and steam for heating 23 State-owned office buildings in the downtown area. Seeking LEED Gold Certification. Architectural services including site planning and building design through construction administration. Design-build delivery process.

### New Merced County Courthouse, Merced, CA

New \$15 million, 58,900 s.f. downtown courthouse. Six courtrooms, administrative office space and inmate holding facilities in a two-story tilt-up concrete structure. Full architectural services including needs assessment, programming, master planning, site planning, building design through construction administration.

### County of Santa Clara Criminal Justice Office Building, San Jose, CA

Assisted in programming for a new 259,000 s.f. criminal justice office building and parking structure. Development of design guidelines for site, core, shell and parking structure. Developed design specifications and guidelines for County's future development of office buildings and office improvements.

### Calaveras County Courthouse, San Andreas, CA

New two-story courthouse, 52,000 s.f. courthouse with four courtrooms and inmate facilities. Services included needs assessments, programming, master planning site planning, space planning and architectural design.

### Capitol Area East End Complex, Comprehensive Facilities Plan, Sacramento, CA

Feasibility study for the consolidation of Department of Health Services, Department of Education and Department of General Services. Programming of tenant agencies' personnel and space requirements, testing of proposed sites, development model, cost estimates and implementation plan. \$1.4 million s.f. with parking structure.

### 600 Q Street, Sacramento, CA

Renovation of a 19,500 s.f. downtown, retail/warehouse facility for professional office space. Seismic upgrades, shell and core modifications and tenant improvements. Design-build delivery method.

### U.S. Federal Courthouse, Sacramento, CA

\$135 million, 740,000 s.f. Federal Courthouse; Phase III interior improvements.



# Andrew McPherson, AIA, LEED AP

LEAD DESIGNER, NACHT & LEWIS ARCHITECTS



## EDUCATION

Bachelor of Architecture  
University of Florida

## REGISTRATION

Architect  
California - C28119  
Florida - 0006083

## PROFESSIONAL AFFILIATIONS

American Institute of Architects  
Member, United States  
Green Building Council  
(USGBC)  
Member, AIA, Committee on the  
Environment (COTE)

## YEARS WITH FIRM

19

## PROFESSIONAL BACKGROUND

Andy will lead the project team through design conception and design development phases. His talents lie in leading groups and committees through the planning and design process. His communication skills increase collaboration and result in a consensus on project issues. During production/administration phases, he will oversee the project team, prepare presentation drawings, and maintain a key role in code and budget compliance. Andy has established exceptional credentials in over 32 years of work as an award-winning architectural designer. He is particularly sensitive to the functional and aesthetic aspects of exterior and interior spaces, and has strong skills in creating projects that meet the wants and needs of the client.

## PROJECT EXPERIENCE

### U.S. Federal Courthouse, Sacramento, CA

New high-rise courthouse. Full architectural services including site selection, site analysis, site planning and building design through construction administration for Phase I core and shell, Phase III interior improvements. Size: 740,000 s.f. Cost: \$135 million

### New Merced County Courthouse, Merced, CA

New \$15 million, 58,900 s.f. downtown courthouse. Six courtrooms, administrative office space and inmate holding facilities in a two-story tilt-up concrete structure. Full architectural services including needs assessment, programming, master planning, site planning, building design through construction administration.

### Superior Court of California, Plumas-Sierra, Portola, CA

California's first multi-jurisdictional courthouse. Single story building accommodates one jury courtroom, chambers, jury deliberation, clerks' area and self help center

### State of California, Department of General Services, Central Plant Renovation, Sacramento, CA

New \$181 million facility to replace the State's existing central plant that provides chilled water for cooling and steam for heating 23 State-owned office buildings in the downtown area. Seeking LEED Gold Certification. Architectural services including site planning and building design through construction administration. Design-build delivery process.

### Department of Veteran's Affairs, Sacramento, CA

- Phase 1 New Hospital/Research Tower, Sacramento Medical Center, Mather, CA
- Phase 2 Ambulatory Care Renovation and Life Safety Upgrades, Mather, CA

### San Joaquin County General Hospital, Stockton, CA

Clinical Laboratory Replacement - 15,000 s.f. of new construction for standalone laboratory. Laboratory Services: chemistry, hematology, coagulation, blood bank, microbiology, pathology.

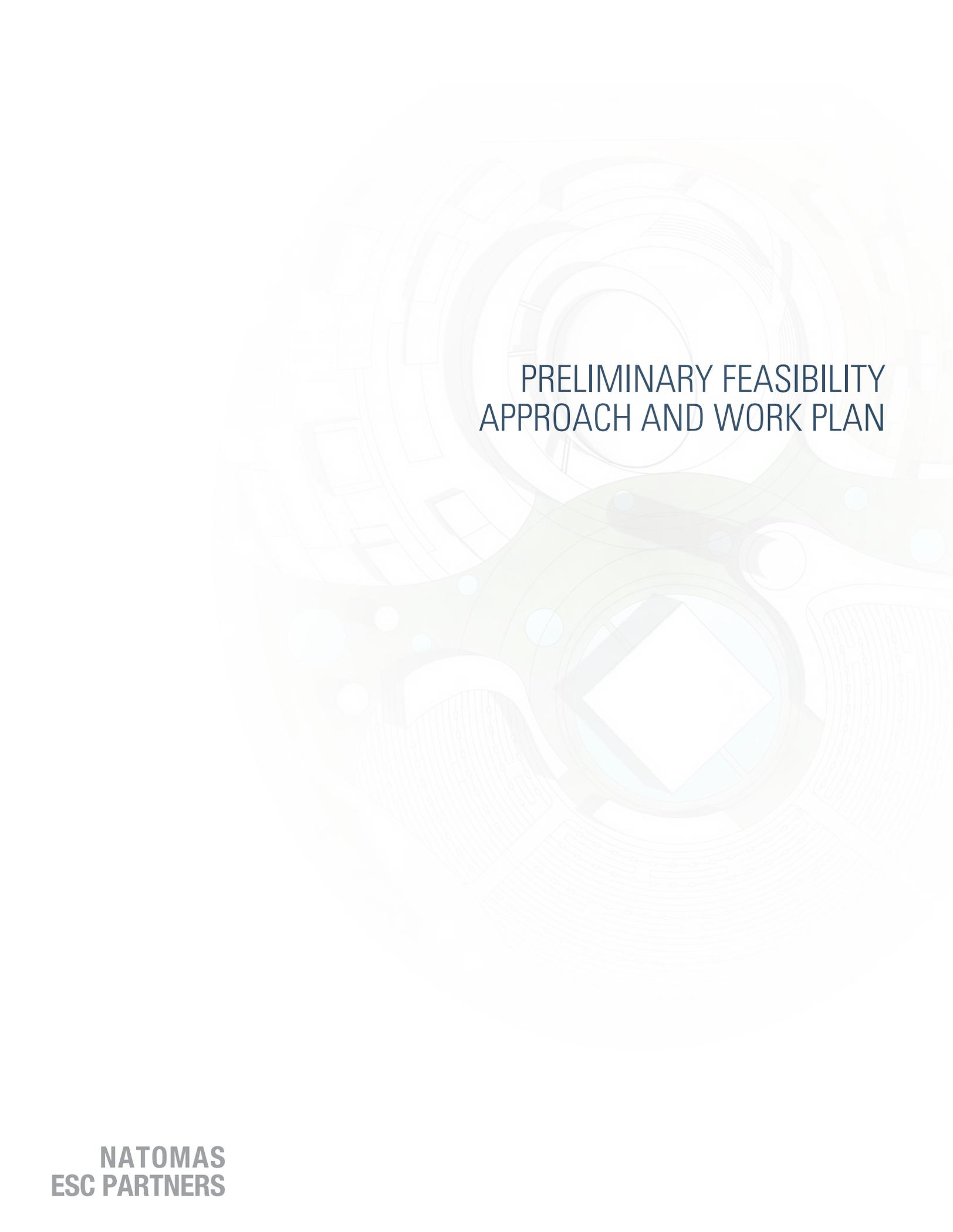
### Modesto Radiology Imaging, Turlock, CA

20,000 s.f. of new construction. Modalities: 1 MRI, 1 CT Scan, 2 radiographic/fouroscopy, 2 ultrasounds, planning for 2 additional MRI's, gamma camera and PET scan.

### Inderkum High School, Natomas Unified School District, Sacramento, CA

New 2-story, comprehensive high school. This award-winning project incorporates significant sustainable design features including, photovoltaic power generation, daylighting and geothermal ground source mechanical systems. The project is a joint-use facility with a local community college and city library, and was delivered under a lease-lease back development agreement. Size: 235,000 s.f. Cost: \$59 million





# PRELIMINARY FEASIBILITY APPROACH AND WORK PLAN

Over the past year, Natomas ESC Partners has invested significant effort and resources to assure both the Task Force and the City Council had a thorough and comprehensive proposal for an exciting and financially feasible arena in Natomas. This investment has resulted in substantial progress to date on a number of the items requested in the Preliminary Feasibility Submission Requirements. Much of our work to date may be viewed at [www.sacramentofirst.org](http://www.sacramentofirst.org) . Click on Important Updates and then Natomas ESC Team Update to view our proposal submitted to the Task Force December 30, 2010.

Our approach over the following 90 days would entail expanding upon our work to date and most importantly, meeting with the important stakeholders to further define the project's physical and financial parameters. We have outlined our approach and schedule for the next steps addressing each of the items identified in the Preliminary Feasibility Submission Requirements below.

### **Preliminary Feasibility Submission Requirements**

1. Narrative Description: A narrative description demonstrating the team's understanding of the project, general vision and how to translate that vision into a successful development. Include the use and programming of the proposed center.  
*Narrative description of project, general vision and preliminary programming included in above referenced proposal. Additional detail to be developed within 30 days.*
2. Preliminary Project Schedule: A project schedule that includes the proposed project start date, milestones critical path items and proposed project completion date.  
*Preliminary project schedule included in above referenced proposal. Additional detail to be developed within 90 days after meetings with City staff, Kings management and other governmental authorities having jurisdiction over the project (e.g. FEMA, Army Corps of Engineers).*
3. Preliminary Financial Plan: Information to demonstrate the feasibility of potential project financing and the feasibility of the proposed project upon completion. The Financing Plan should include:
  - a. Preliminary design and construction cost estimates including parking, on-site and off-site improvements;  
*Preliminary cost estimates included in above referenced proposal. Additional detail to be developed within 90 days.*
  - b. Preliminary development pro forma budgets;  
*Included in above referenced proposal. Additional detail to be developed within 90 days.*
  - c. Preliminary operating pro forma budgets;  
*Arena and team operating pro forma budgets included in above referenced proposal and detailed Financing Plan submitted to Task Force in February 2010. Additional refinement to occur within 90 days after meetings with the City and Kings management.*
  - d. Sources of funds and financing mechanisms including the financial participation of the development team and the Kings;  
*Included in above referenced proposal and detailed Financing Plan submitted to Task Force in February 2010. Additional refinement to occur within 90 days after meetings with the City and Kings management.*
  - e. Identity, capacity and interest of financing partners;  
*See Cover Letter and contact for Citigroup provided via email to City staff.*

- f. Description of the expected level of public financial participation, public asset contribution (land, parking, etc.), and infrastructure improvements both on-site and off-site;  
*As noted in public presentations to the Task Force, the required on-site and off-site infrastructure improvements for the Natomas site are significantly less than any other proposed site. Description of existing infrastructure, future improvements and expected level of public financial participation to occur within 90 days after meetings with the City and Kings management.*
  - g. Progress and timing for securing each type of financial participation/contribution, both public and private;  
*Outline to be provided within 90 days.*
  - h. Description of expectations regarding City staff involvement in the assessment of the site configuration and project review;  
*To be provided within 90 days after meetings with City staff.*
  - i. Description of the expected level of concessions, deferrals or waivers being sought for public processing fees, entitlement fees, impact fees, permit or other fees, including the dollar amount being requested;  
*To be provided within 90 days after meetings with Kings management and City staff.*
  - j. Description of how the existing \$65 million City loan for the Power Balance Pavilion will be paid off and description of any changes in the City's security interests;  
*See the above referenced proposal. The PILOT bond program our team had proposed in our proposal was officially withdrawn in a letter to the Task Force prior to their presenting our plan and concepts to the City Council given it was clear to us the Task Force did not understand many of our financing strategies, including how and why we would use this program. Descriptions to be provided within 90 days after meetings with the City and Kings management.*
  - k. Description of the ownership structure of the Sports & Entertainment Complex  
*See the above referenced proposal. To be confirmed within 90 days after meetings with the City and Kings management.*
4. Potential facility operators; Provide a description of potential operators including a statement of current relationships with the proposed operators.  
*To be provided within 90 days after meetings with Kings management and the City.*
  5. Signed concurrence letter from the Kings.  
*To be provided within 90 days but note that this is solely at the discretion of Kings management and the NBA.*
  6. If the proposal is for a site other than the existing Natomas site, please describe reuse concepts and plans for Natomas site.  
*See the above referenced proposal which describes our master plan for the Natomas site. Additional detail can be provided should the City or Kings management so desire within 90 days.*