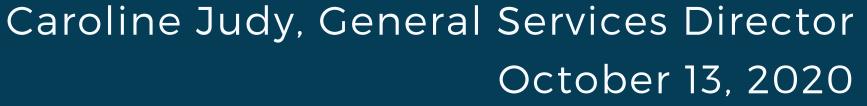
SONOMA COUNTY GENERAL SERVICES CBRE, INC./NORTH BAY PROPERTY ADVISORS

SALEOF CHANATE CAMPUS







SALE PROCESS: Actions of the Board

BOS affirms intent to sell Chanate Closed Session re direction Approval of Preparatory Ordinance No. 6025 for Campus, posted notice, establishing BOS directs staff to to Real Property Development and Disposition Actions Regarding time and manner for accepting offers, develop a RFP for Negotiators concerning Dispotision of Campus & Agreement with Chanate Community form of agreement, minimum offer master developer Disposal of Campus surplus sale TODAY Development Partners, LLC. terms, procedure for negotiating best and final offers. Aug 11, 2015 Jul 11, 2017 Dec 11, 2018 Oct 13, 2020 Mar 17, 2020 Sep 22, 2020 530 Oct 23, 2018 Feb 2, 2016 Aug 20, 2019 Sep 29, 2020 Jun 9, 2020 BOS authorizes RFP for Ordinance rescinding Development Posted notice of Chanate Approval to dispose of Chanate Direction to staff developer to work with City of and Disposition Agreement with Campus Sale Campus on the private market and concerning Surplus Santa Rosa and County on Chanate Community Development hire brokerage firms to professionally Property Sale

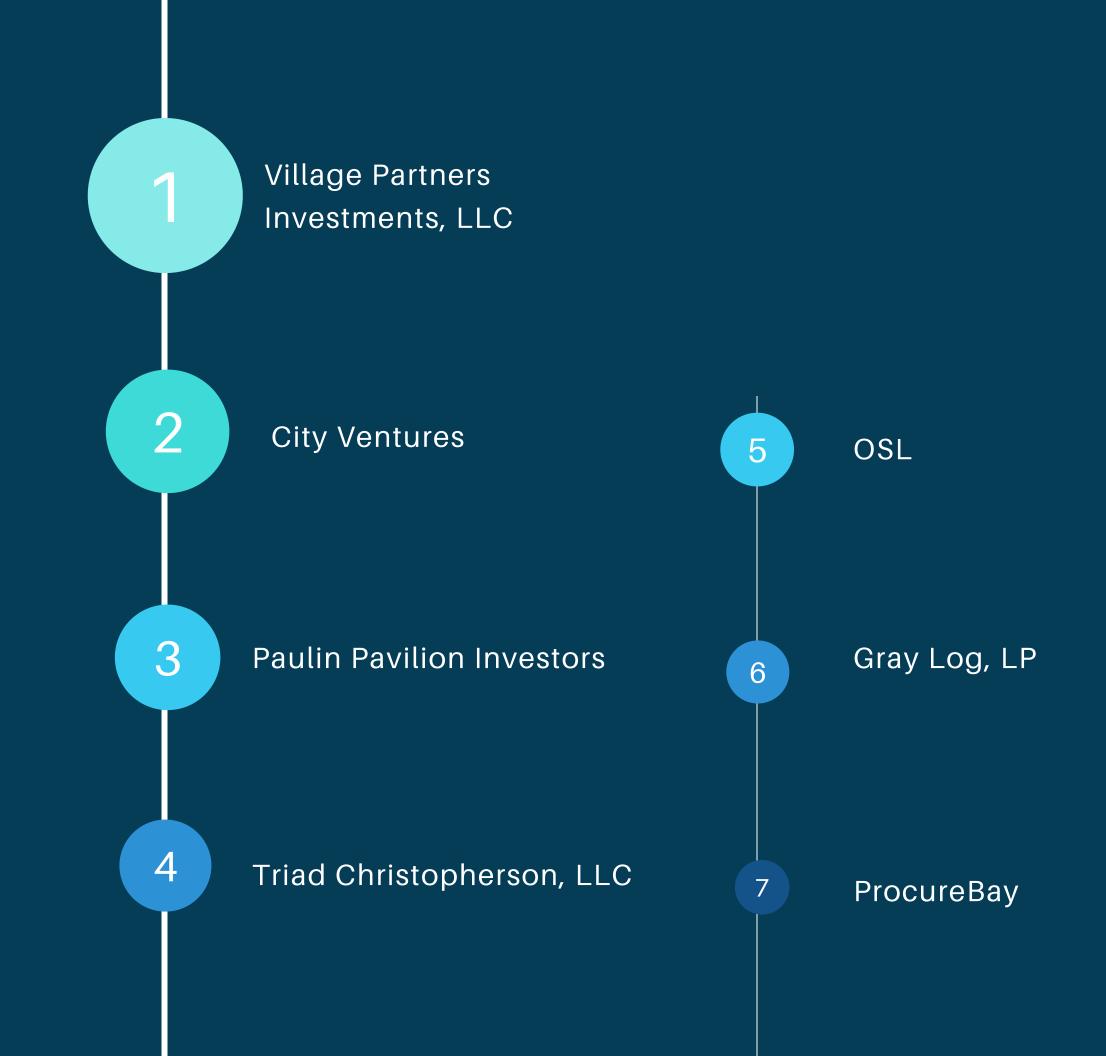
market, represent the County in sale.

development.

Partners, LLC.

SEVEN PRIVATE MARKET SALE OFFERS RECEIVED

Highest to Lowest:



ANALYSIS OF OFFERS

Best overall value considering:



Sales Price



Leaseback terms



Deposit



Due diligence period and County's carrying cost



Ability to finance



Meets Offering Memorandum requirements

Highest Value Offer - Recommended:

VILLAGE PARTNERS INVESTMENTS, LLC



Offer Price - **\$7,795,000**



Total Deposit Amount - **\$500,000**



Due Diligence Period - **60 days**



Earliest closing date - **December 31, 2020**



Morgue Lease Rate - **\$1 per year, three year term**



Public Health Lab Lease Rate - **\$1 per year, two year term**



Sloan House terms - **short term lease at \$1 per year** and deed land for \$1



Bird Rescue - \$1 per year for two years and \$50,000 contribution toward relocation

CALL FOR ORAL BIDS - REQUIREMENTS

PURSUANT TO GOVERNMENT CODE SECTION 25531

MUST START 5% ABOVE \$7,795,000

Each offer must
exceed the last
highest offer sale price
by at least 5 percent
(starts at: \$8,184,750 in
first round - add 5%
every subsequent
round)

MEET OR
EXCEED ALL
TERMS OF LAST
AND
RESPONSIVE
FINAL OFFER OR
ORAL OVERBID

IMMEDIATELY
SUBMIT TO
CLERK OF THE
BOARD IN
WRITING
TERMS OF
ORAL OVERBID

email
marcie.woychik@
sonoma-county.org

MUST SUBMIT
PROOF OF
FINANCIAL
ABILITY TO
COMPLETE
SALE

Any oral bid that does not meet all the requirements will be rejected.

Oral bids must be substantiated by written materials deemed satisfactory to the Offer Selection Committee and/or at the Board's discretion.

PRICE

To be completed following the oral bid process

TERMS

To be completed following the oral bid process

CONSIDERATIONS

To be completed following the oral bid process

RESPONSIVE

NEXT STEPS

Staff to Address any Board Member Questions

Brief Recess if Necessary for Staff Evaluation of Oral Offers

(2) Take Public Comment

Adopt Resolution Approving

Sale

(3) Ask for any oral offers