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STANLEY H. HALL, CITY MANAGER

EAST PALO ALTO DEVELOPER QUESTIONNAIRE

1. How many square feet of retail development do you currently own?
2. How many square feet of retail development have you sold?
3. How many square feet of development currently owned do you plan to liquidate in the next 12 to 24 months?
4. What are the circumstances surrounding this liquidation?
5. How many square feet of retail development do you have planned for development in the next year?
6. Next three years?
7. What is the occupancy rate in each of your projects?
8. In what time frame was this achieved?
9. How long have you owned each project?
10. Are you the sole owner? Have there, or are there any liens on the property?
11. Are any of your projects currently for sale?
12. How many redevelopment projects have you been involved in? In which cities? How long did the development process take before your buildings were complete?
13. Did you ever face community opposition to your project? If so, what steps did you take? Did you ever scrap a project because of community opposition?
14. Have you ever developed a shopping center in the Bay Area? In a community such as East Palo Alto?
15. If you have, what are the difficulties and opportunities associated with this type of development?

16. What steps and programs would be integrated to instigate the project into the existing community?
17. How would you address the security problems within the project, e.g. drugs, gangs, etc.?
18. Please outline briefly your firm's organizational structure explaining which functions are handled in-house and which are contracted out.
19. How long has your firm been in business in the current form?
20. Who makes the decisions within your firm?
21. Has the firm ever been reorganized due to legal problems or bankruptcy?
22. Do you create an entity for each project that has the assets of the partners individually and corporately committed?
23. Can we review your other partnerships' audited financial statements?
24. Can we audit your performance through audited financial statements?
25. Will you provide us with banking references?
26. What major tenants have you talked with regarding a potential project in this area?
27. Please provide your projections for sales tax revenues for the project. Can you provide us with sales tax revenues for your other projects?
28. Please provide your projections of other revenues and from what source will they be derived?
29. When will the sales tax revenues you project be reached by the project?
30. We would like to look at the time schedule involved in a comparable center that you developed from the ground up, and involved issues such as the formation of the redevelopment project area, acquisition of businesses and residences, relocation, provision for replacement housing, demolition of existing structures, the installation of new infrastructure, and the construction of the project. Can you give us such an example and can you provide us with original schedule and the actual schedule?
31. With whom can we speak to get perspective of your performance: i.e., City officials (staff members and elected officials), individuals, lenders, partners, business subject to the relocation, major tenants, land owners, etc.?
32. Please discuss your financial capabilities? How much up front investment are you prepared to make?

33. How would you finance this project? If the project costs were to total out at \$75,000,000 how and where would the money come from? How much would be debt and how much would be equity?
34. How many projects have you completed in San Mateo County, the Bay Area?
35. Where are your nearest offices?
36. What special considerations are you prepared to bring to the City and its redevelopment agency in return for rights to a project?
37. What problems have you encountered in implementing a redevelopment project.
38. Were they resolved? If so, what actions did you take in the resolution of these problems?
39. Briefly describe your experience developing an Industrial or Business Park Area?
40. What is your perception of the terms, Social Economic Benefit to a City?
41. Have you ever worked with a Predominantly minority Community before? If so, please describe the experience, and give references for verification purposes.
42. What kind of Social Economic Benefit can you identify in a potential project in East Palo Alto?
43. What kind of Social Economic benefits have you provided to other communities; name those communities.