

2016 JUN 17 AM 9: 25

AGENDA REPORT

TO:

Sabrina B. Landreth

City Administrator

FROM:

Mark Sawicki

Director, EWD

SUBJECT:

Coliseum City professional services

DATE: May 31, 2016

contracts

City Administrator Approval

Date:

RECOMMENDATION

Staff Recommends That The City Council Adopt Resolutions (1) Amending Resolution No. 85548 C.M.S., Which Authorized A Professional Services Contract With Keyser Marston and Associates, Inc., For The Coliseum City Project, To Extend The Contract For An Additional Year And Increase the Contract By \$350,000 Including Contingency For A New Total Amount Not To Exceed \$650,000; and (2) Authorizing A Professional Services Contract With Cushman and Wakefield Inc., In An Amount Not To Exceed \$175,000 Including Contingency To Provide Property Appraisal Services For The Oakland-Alameda County Coliseum Complex Property And Adjacent City-County Owned Property, and Waiving the City's Advertising, Competitive Bid And Formal Request for Proposal/Qualifications (RFP/Q) Process.

EXECUTIVE SUMMARY

Adoption of the proposed resolutions would allow the City Administrator to amend the existing contract with Keyser Marston and Associates (KMA) who is the City's consultant on the Coliseum City project. In addition, the additional resolution would allow the City Administrator to hire Cushman and Wakefield to conduct a joint appraisal with the County of Alameda for the Oakland-Alameda County Coliseum Complex and an adjacent jointly owned parcel. The KMA contract will be amended to add \$350,000 for a total contract amount of \$650,000 to cover additional economic real estate consulting services for the Coliseum City project. The Cushman and Wakefield Inc. contract will be for \$175,000 for property appraisals in Coliseum City.

The City worked with the County to interview a short list of firms that had previously submitted appraisal proposals to the County. After conducting interview panels with each of the firms, the City and County selected Cushman and Wakefield. The County has agreed to reimburse the City for 50 percent of the cost of the Cushman and Wakefield contract. For these reasons, staff recommends that it is in the best interest of the City to waive the advertising, competitive bidding and Request for Proposal/Qualifications (RFP/RFQ) requirements of the Oakland Municipal Code for this contract and execute a contract with Cushman and Wakefield to perform the appraisal services. These actions will facilitate the continued analysis and negotiations for potential new development of the Coliseum site.

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BACKGROUND / LEGISLATIVE HISTORY

PREVIOUS CONSULTANT SERVICES

In March 2012, pursuant to City Council Resolution No. 83746 C.M.S., the City entered into an Exclusive Negotiating Agreement (ENA) to develop a master plan concept for Coliseum City with JRDV Architects, Inc., HKS Architects, Inc., and Forest City Real Estate Services, LLC. The City Council subsequently approved and authorized a series of ENA related pieces of legislation in Resolutions No. 84574, 84666, 84774 and 85464 C.M.S., which added additional time and amended parties to the various ENA agreements. In May 2015, the City Council approved Resolution No. 85548 C.M.S., which authorized a professional services contract with Keyser Marston and Associates to provide consulting services for the project. Both the masterplan and consulting services are intended to establish a means by which up to three sports teams can be retained as part of new development at the Coliseum site.

RECENT EVENTS PERTAINING TO THE RAIDERS

At the January 2016 National Football League (NFL) owner's meeting, the owners voted in favor of granting the St. Louis Rams permission to relocate its team to Los Angeles. As a result, the Rams will be playing this season at the Los Angeles Coliseum until the stadium in Inglewood is ready for occupancy in 2019. In addition, the NFL has given the San Diego Chargers up to one year to decide whether or not to join the Rams at the new Inglewood location. The League further stipulated that if the Chargers should choose not to move to Inglewood within that one year time period, then that same opportunity would be given to the Oakland Raiders. As a further incentive, the League also announced that it would provide the Chargers and Raiders an additional \$100 million in financing should the teams decide to stay and build a new stadium in their respective cities within the same one year time period.

The Oakland Raiders recently re-signed a license extension with the Oakland-Alameda County Joint Powers Authority (JPA) to play at the Oakland-Alameda County Coliseum for an additional season including a one year extension option. Moreover, the Raiders organization recently announced the hiring of Larry MacNeil as its lead consultant and advisor for the new Oakland football stadium. Mr. MacNeil was instrumental in negotiating the Santa Clara stadium deal on behalf of the San Francisco 49ers organization.

CURRENT APPROACH TO DISCUSSIONS

Rather than attempting to go through yet another formal Request For Proposals (RFP) process to select a new master developer, the City and County are interested in negotiating directly with the professional sports teams and leagues, especially since there is no guarantee that any of the sports teams would be willing to negotiate with the developer chosen. Therefore, staff is recommending that the existing KMA contract be extended to have the consultants available for potential stadium negotiations with the teams.

In addition, the City and County are currently interested in determining the fair market appraised value of the jointly-owned 112.5 acre Oakland-Alameda County Coliseum Complex property and the adjacent jointly-owned 8.8 acre (former Malibu Grand Prix site) vacant parcel located at 8000 S. Coliseum Way. The County may be interested in exploring the possibility of selling its

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50 percent ownership interest to the City which would make further negotiations and decision-making easier. However, as a precursor both parties need to establish and agree upon a fair market value for the jointly-held properties.

Keyser Marston and Associates

KMA has a great deal of experience working on similar projects such as negotiating and analyzing AT&T Park and the San Francisco Giants transaction. Additionally, KMA was a core member of the City of Santa Clara team that successfully negotiated a term sheet with the San Francisco 49ers for development of the 68,000 seat Levi's Stadium. KMA was at the forefront of Santa Clara's effort to identify creative public financing options, including a novel use of a "Community Facilities District" as a mechanism for requiring surrounding stadium hotels to contribute a portion of revenues to finance construction. KMA also assisted Santa Clara in evaluating the fiscal and economic impacts of Levi's Stadium and was integrally involved in Santa Clara's Disposition and Development Agreement negotiations with the 49ers.

Cushman and Wakefield

Cushman and Wakefield established its valuation and advisory division in 1981 to further complement Cushman and Wakefield's other existing core real estate services. Originally formed as the appraisal division, value and advisory represents one of the largest fully-integrated real estate valuation and consulting firms in the world, and serves in a confidential capacity to nationally and globally prominent institutional, financial, and corporate clients. In addition, Cushman and Wakefield has a sports and entertainment group that offers a full range of valuation and advisory services pertaining to a wide variety of property types within this sector. The group combines industry expertise with global resources to provide valuation opinions and intuitive solutions for clients.

ANALYSIS AND POLICY ALTERNATIVES

Keyser Marston and Associates Contract

Staff recommends extending the existing KMA contract since they are uniquely qualified and possess strong expertise in economic, financial, and real estate matters related to stadium projects. In addition, they are already serving as the City's consultant on this project and are already familiar with all the various issues. KMA will continue to provide real estate and financial analysis and will continue to engage Patrick Cashman, an Oakland-certified Small Local Business Enterprise, as a sub-consultant to assist with project management and negotiations, as well as Mitchell Zeits with Tipping Point Sports, LLC, to assist with project negotiations and any new proposed stadium deal structure.

The proposed scope of services to be provided by KMA includes, but is not limited to:

- Real estate and financial analysis including testing of land use and development concepts, and review of projected development cost, income and financing capital.
- Advise on alternative financing options for a public private partnership, including funding
 of public improvements and private investment.

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 Assistance with business terms for land disposition, including fair market value, and reuse value, ground lease and participating land sales.

- Assistance in negotiations over land disposition or gap financing proposals.
- Review of financial statements and other developer submissions.
- Preparation of reports and materials to satisfy the City of Oakland.

Cushman and Wakefield Appraisal Contract

The County and the City have been working cooperatively under the previous ENA agreements and are currently interested in obtaining a property appraisal on the jointly owned land at the Coliseum. Furthermore, the County has agreed to reimburse the City for up to 50 percent of the cost to conduct the joint appraisal per the attached Memorandum of Understanding (MOU) (*Attachment A*). The County provided the City a short list of appraisal firms that it had previously requested appraisal proposals for the Coliseum site. Based on the supplied list of firms, the City solicited and received three separate and independent proposals. After conducting interview panels with each of the firms, the City and County selected Cushman and Wakefield based on its in-depth knowledge and experience in conducting appraisals for similar type venues and properties nationally and around the world.

Cushman and Wakefield is one of the largest fully-integrated real estate valuation and consulting firms in the world and has extensive experience in analyzing sports and stadium type venues and projects. In addition, the appraisal scope will be prepared in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP), utilizing market supported assumptions and limiting conditions while leveraging industry contacts to complete the work.

If the KMA contract extension is not approved by Council, the City will not have consultants available to assist with the future planning of the Coliseum site. In addition, if the Cushman and Wakefield appraisal contract is not approved, the City and County will not be able to negotiate based on an objective fair market value for the jointly owned Coliseum site. Therefore, staff recommends that it is in the best interest of the City to waive the advertising, competitive bidding and Request for Proposal/Qualifications (RFP/RFQ) requirements of the Oakland Municipal Code for this contract and execute a contract with Cushman and Wakefield to perform the appraisal.

FISCAL IMPACT

The source of funding for the KMA contract amendment and C&W contract will come from former redevelopment taxable bond proceeds from the Coliseum Project Area so there will be no direct negative impact to the General Purpose Fund. Funds in the amount of \$350,000 for the KMA contract amendment and \$175,000 for the C&W property appraisals are available in Coliseum TA Bond Series 2006B-T (Taxable) Fund (5656), Coliseum Redevelopment Organization (94859), Planning Services (84211), and Coliseum City Specific Plan (P452510) and will be reallocated to a separate project code to be determined for the KMA and C&W contracts. The County has agreed to reimburse the City for 50 percent of the cost of the Cushman and Wakefield contract.

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PUBLIC OUTREACH / INTEREST

During the entire master planning and Coliseum Area Specific Plan (CASP) process, the public was involved and attended numerous public hearings, meetings, and workshops. In addition, during the previous ENA negotiations, coalition groups and organizations submitted their ideas and lists of recommendations with regards to potential community benefits. The project has identified and promoted the area surrounding the Oakland-Alameda County Coliseum Complex as a unique opportunity to realize a larger vision integrating sports, entertainment, hotel, office, commercial retail, residential, and open space.

COORDINATION

The Office of Economic and Workforce Development has coordinated its efforts with the Bureau of Planning on the Specific Plan and the Californian Environmental Quality Act (CEQA)/ Environmental Impact Report (EIR) process as well as Oakland Public Works, the City Attorney's Office, Real Estate Services, County of Alameda, Bay Area Rapid Transit (BART), Port of Oakland, East Bay Municipal District (EBMUD), Pacific Gas and Electric (PG&E), as well as businesses, non-profit organizations and community stakeholders for the planning of the Coliseum site.

PAST PERFORMANCE, EVALUATION AND FOLLOW-UP

KMA has assisted and advised the City on numerous development projects over the years. The scope under KMA's \$300,000 Coliseum City contract dated May 11, 2015, has been successfully completed and sufficient time still exists under the existing contract but the funding has been exhausted. In addition, KMA has successfully completed a series of smaller contracts for Coliseum City through the City's on-call economic services contracts and currently is in good standing.

KMA's principals average over 30 years of practical experience in advising public and private clients in real estate development issues. KMA's transactional experience, market-based financial analyses, and implementation strategies helps the City to negotiate and test a number of market based assumptions.

Cushman and Wakefield is a global leader in commercial real estate services and helps their clients transform the way people work, shop, and live. The firm's 43,000 employees in more than 60 countries provide deep local and global insights that create significant value around the world. Cushman and Wakefield is among the largest commercial real estate services firms with revenues of \$5 billion across core services such as: agency leasing; asset services; capital markets; facility services; global occupier services; investment management; project and development services; tenant representation; and valuation and advisory.

SUSTAINABLE OPPORTUNITIES

Economic: The Coliseum area has the potential to provide substantial economic regional impacts that can be characterized in terms of net direct spending, total output, income, and jobs. In addition, the project could have tremendous positive fiscal impacts, which can be measured

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in both City and county tax revenue increases including property taxes, sales taxes, business taxes, etc.

Environmental: The project is envisioned to contribute and enhance smart growth principles to leverage the Coliseum's existing multi-modal transportation amenities and shall be consistent with regional growth policies and state growth mandates SB 375 and AB 32. The project also envisions a regional scale transit-oriented development creating a mix of housing, entertainment, office, retail, and commercial utilizing the Coliseum's extensive mass transit network and thereby reducing the need for automobile reliance.

Social Equity. The East Oakland neighborhood surrounding the Coliseum has long been attributed with social and economic equity issues and has been historically underserved. The project would ultimately provide positive economic stimulus to the neighborhood by the creation of local job opportunities and would contribute to continued neighborhood job growth and economic stability.

CEQA

The California Environmental Quality Act (CEQ) is not applicable to the contract with Keyser Marston and Associates or Cushman and Wakefield for professional services.

ACTION REQUESTED OF THE CITY COUNCIL

Staff Recommends That The City Council Adopt Resolutions (1) Amending Resolution No. 85548 C.M.S., Which Authorized A Professional Services Contract With Keyser Marston and Associates, Inc., For The Coliseum City Project, To Extend The Contract For An Additional Year And Increase the Contract By \$350,000 Including Contingency For A New Total Amount Not To Exceed \$650,000; and (2) Authorizing A Professional Services Contract With Cushman and Wakefield Inc., In An Amount Not To Exceed \$175,000 Including Contingency To Provide Property Appraisal Services For The Oakland-Alameda County Coliseum Complex Property And Adjacent City-County Owned Property, and Waiving the City's Advertising, Competitive Bid And Formal Request for Proposal/Qualifications (RFP/Q) Process

For questions regarding this report please contact Larry Gallegos at 238-6174.

Respectfully submitted,

Mark Sawieki. Director

Office of Economic and Workforce

Development

Attachments (1):

Attachment A. City/County Memorandum of Understanding

Item: CED Committee
June 28, 2016

MEMORANDUM OF UNDERSTANDING BETWEEN THE COUNTY OF ALAMEDA AND THE CITY OF OAKLAND

This Memorandum of Understanding (the "MOU") is made and entered into as of this 29th day of April, 2016 (the "Effective Date"), by and between the County of Alameda, a public body (the "County"), and the City of Oakland, a municipal corporation (the "City").

RECITALS

- A. The County and the City together own as joint tenants approximately 112.5 acres of property commonly known as the Oakland-Alameda County Coliseum, on which are located the O.Co Coliseum and the Oracle Arena, as well as approximately 8.8 acres of adjacent real property formerly in private use (together, the "Coliseum Complex"). The City and the County are engaged in negotiations over a possible purchase of all or part of the County's interest in the Coliseum Complex.
- **B.** The City and the County are members of the Oakland-Alameda County Coliseum Authority (the "JPA"). In conjunction with the City and County, the JPA is investigating defeasing certain lease-revenue bonds issued by the JPA for the O.Co Coliseum.
- C. The County and the City wish to enter into this MOU in order to memorialize their collaborative relationship on these matters.

NOW THEREFORE, the County and the City agree as follows:

1. PURCHASE OF COUNTY INTEREST IN PROPERTY. In furtherance of their negotiations over the possible purchase of the County's interests in the Coliseum Complex, the City and the County have agreed to share the expenses for mutually agreed-upon professional services necessary to analyze and prepare for such a transaction, including, but not limited to, appraisal services, bond counsel services, geotechnical consultants and environmental consultants up to a total amount of \$300,000 (\$150,000 in expenses for each entity). After the City and County mutually agree, in writing, upon a professional services provider, if the City enters into the contract with the service provider, the County shall reimburse the City for 50 percent of the costs of such services incurred by the City within 30 days of invoice from the City. If the County enters into the contract with the service provider, the City shall reimburse the County for 50 percent of the costs of such services incurred by the County within 30 days of invoice from the County. The City and the County together shall direct the services provided under these contracts, and shall jointly own and have access to the reports and other products of these contracts.

- 2. **DEFEASANCE OF BONDS.** The JPA has retained the law firm of Orrick, Herrington & Sutcliffe to act as bond counsel on the defeasance of the lease-revenue bonds. The City and the County shall each be responsible for 50 percent of the costs of such bond counsel services.
- 3. **RELATIONSHIP OF PARTIES.** The relationship of the County and the City is solely that of negotiating public agencies with joint ownership of real property, and should not be construed as a joint venture, equity venture, partnership, or any other relationship. Except as the County and/or the City may specify in writing, one agency has no authority to act as an agent of the other agency or to bind the other agency to any obligation.
- 4. NO THIRD PARTY BENEFICIARIES. This MOU may only be enforced by the parties to the MOU, and nothing in this MOU is intended to create any rights or interests benefitting third parties.
- 5. **COUNTERPARTS.** This MOU may be signed in multiple counterparts which, when fully signed by each party, shall constitute a binding agreement.

[SIGNATURES ON NEXT PAGE]

IN WITNESS WHEREOF, the County and the City have caused this MOU to be executed by their duly authorized officers as of the Effective Date.

"CITY"	
CITY OF	OAKLAND, a municipal corporation
By:	
-	City Administrator
	Approved as to form and legality:
	By:
	By: Deputy City Attorney
"COUNT	Y"
COUNTY	OF ALAMEDA, a political-subdivision of the State of California
By:_	
	County Administrator
	Approved as to form:
	By: County Counsel
	County Counsel

OFFICE OF THE CIT I GLERK

2016 JUN 17 AM 9: 25

APPROVED AS TO FORM AND LEGALITY

CITY ATTORNEY'S OFFICE

OAKLAND CITY COUNCIL

RESOLUTION No.	C.M.S.

RESOLUTION AMENDING RESOLUTION NO. 85548 C.M.S., WHICH AUTHORIZED A PROFESSIONAL SERVICES CONTRACT WITH KEYSER MARSTON AND ASSOCIATES, INC., FOR THE COLISEUM CITY PROJECT, TO EXTEND THE CONTRACT FOR AN ADDITIONAL YEAR AND INCREASE THE CONTRACT BY \$350,000 INCLUDING CONTINGENCY FOR A NEW TOTAL AMOUNT NOT TO EXCEED \$650,000

WHEREAS, the City of Oakland needs to conduct economic, financial, and real estate analysis for the Coliseum City Project; and

WHEREAS, the City desires to have outside consultants available on an as-needed basis for Coliseum City that have expertise in economic, financial, and real estate matters; and

WHEREAS, the City Council adopted Resolution No. 85548 C.M.S. on May_11, 2015, which authorized a \$300,000 contract with Keyser Marston and Associates, Inc. ("KMA") for these services; and

WHEREAS, KMA has the expertise, knowledge, and experience to expeditiously provide the services required for Coliseum City; and

WHEREAS, the City Council desires to extend such contract and increase the contract amount; and

WHEREAS, funds for the contract increase in the amount of \$350,000 are currently available in Coliseum TA Bond Series 2006B-T (Taxable) Fund (5656), Planning Services (84211), Coliseum City Specific Plan Project (P452510) and will be reallocated to a project to be determined; now, therefore, be it

RESOLVED: That the City Council hereby amends Resolution No. 85548 C.M.S. and authorizes the City Administrator to amend the contract with Keyser Marston and Associates, Inc., to provide economic consulting services for the

Coliseum City Project by extending the contract by an additional year and increasing the contract by \$350,000 including contingency for a new total amount not to exceed \$650,000; and be it further

RESOLVED: That the City Council hereby authorizes up to \$350,000 in funding from the Coliseum TA Bond Series 2006B-T (Taxable) Fund (5656), Planning Services (84211), to a Project TBD to fund said additional contract amount; and be it further

RESOLVED: That the contract amendment shall be reviewed and approved by the City Attorney's Office for form and legality prior to execution, and a copy shall be placed on file with the City Clerk; and be it further

RESOLVED: That the City Administrator or his or her designee is hereby authorized to extend, amend and increase the contract by the authorized amount if required, and shall take whatever action is further necessary with respect to this contract and the amendment consistent with this Resolution and its basic purpose.

2016

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PASSE	SED BY THE FOLLOWING VOTE:		
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NOES-	S-		
ABSEN	NT-		
ABSTE	ENTION-		
	ATTEST	LaTonda Simmons City Clerk and Clerk of the Cou	

IN COUNCIL OAKLAND CALLEDRNIA

OFFICE OF THE CITY CLERK OAKLAND

2016 JUN 17 AM 9: 25

APPROVED AS TO FORM AND LEGALITY

CITY ATTORNEY'S OFFICE

OAKLAND CITY COUNCIL

RESOLUTION AUTHORIZING A PROFESSIONAL SERVICES CONTRACT WITH CUSHMAN AND WAKEFIELD INC., IN AN **AMOUNT** NOT TO **EXCEED** \$175,000 INCLUDING CONTINGENCY TO PROVIDE **PROPERTY APPRAISAL** SERVICES FOR THE **OAKLAND-ALAMEDA** COUNTY COLISEUM COMPLEX PROPERTY AND ADJACENT CITY -COUNTY OWNED PROPERTY, AND WAIVING THE CITY'S ADVERTISING, COMPETITIVE BID AND FORMAL REQUEST FOR PROPOSAL/QUALIFICATIONS (RFP/Q) PROCESS FOR THIS CONTRACT

WHEREAS, the City of Oakland desires to conduct an independent joint real estate property appraisal with the County of Alameda for the Oakland-Alameda County Coliseum Complex located at 7000 Coliseum Way, as well as the adjacent jointly owned vacant parcel located at 8000 S. Coliseum Way; and

WHEREAS, the City, along with the County, desires to engage a real estate appraisal firm with international, national and regional expertise in conducting appraisals for projects of similar size and venues of similar nature; and

WHEREAS, Cushman and Wakefield, Inc. ("C&W") has the expertise, knowledge, and experience to expeditiously provide the property appraisal services required for the project; and

WHEREAS, the City is in need of responsive services to meet deadlines for the project, and such responsiveness is most effectively provided by C&W; and

WHEREAS, the City and the County of Alameda have entered into a Memorandum of Understanding whereby the County agrees to reimburse the City for 50 percent of the cost of such joint appraisal; and

- **WHEREAS**, the City Administrator recommends that it is in the best interest of the City to waive the advertising, competitive bid requirements and request for proposal/qualifications (RFP/Q) process for this contract, given the specialized nature of the contract and the expertise and experience of C&W in the field; and
- **WHEREAS**, the City Council finds that the services provided pursuant to the agreement authorized hereunder are of a professional, scientific, or technical nature and are temporary in nature; and
- WHEREAS, the City Council finds that this contract shall not result in the loss of employment or salary by any person having permanent status in the competitive service; and
- WHEREAS, funds in the amount of \$175,000 are currently available for this contract in Coliseum TA Bond Series 2006B-T (Taxable) Fund (5656), Coliseum Redevelopment Organization (94859), Coliseum City Specific Plan (P452510) and will be reallocated to a project to be determined; now, therefore, be it
- **RESOLVED**: That the City Council authorizes the City Administrator to negotiate and enter into a contract with Cushman and Wakefield, Inc., in an amount not to exceed \$175,000 including contingencies to provide property appraisal services for the Oakland Alameda County Coliseum Complex located at 7000 Coliseum Way and the adjacent City-County jointly owned vacant parcel located at 8000 S. Coliseum Way; and be it further
- **RESOLVED**: That the City Council hereby waives the advertising, competitive bid and request for proposals/qualifications (RFP/RFQ) requirements for this contract, and finds that such waiver would be in the best interests of the City given the specialized nature of the contract and the expertise and experience of C&W in the field; and be it further
- **RESOLVED**: That the City Council hereby authorizes up to \$175,000 in funding from the Coliseum TA Bond Series 2006B-T (Taxable) Fund (5656), Coliseum Redevelopment Organization (94859), to a Project TBD to fund said contract; and be it further
- **RESOLVED**: That the contract shall be reviewed and approved by the City Attorney's Office for form and legality prior to execution, and a copy shall be placed on file with the City Clerk; and be it further

RESOLVED: That the City Administrator or his or her designee is hereby authorized to accept reimbursement from the County of Alameda and take whatever action is further necessary with respect to this contract and project consistent with this Resolution and its basic purpose.

N COUNCIL, OAKLAND, CALIFORNIA,	, 2016
PASSED BY THE FOLLOWING VOTE:	
AYES- BROOKS, CAMPBELL WASHINGTON PRESIDENT GIBSON MCELHANEY	I, GALLO, GUILLEN, KALB, KAPLAN, REID and
NOES-	
ABSENT-	
ABSTENTION-	
	ATTEST: LaTonda Simmons City Clerk and Clerk of the Council
-	of the City of Oakland, California