

CITY OF OCEANSIDE
REQUEST FOR PROPOSALS
FOR LEASE OF CITY-OWNED REAL ESTATE
OCEANSIDE, CALIFORNIA

The City of Oceanside ("City") is issuing this Requests for Proposals ("RFP") for the lease of real property in the City of Oceanside, County of San Diego, State of California ("Subject Property"), more particularly described on attached Exhibit "A", incorporated herein by this reference. The City is soliciting proposals from an individual or entity interested (hereinafter referred to as "Lessee") in using the Subject Property as a towing service facility for impounded vehicles or as a recreational vehicle storage facility.

This lease opportunity in Oceanside is unique and exciting for many reasons:

- 1) The Subject Property is located within easy access to Highway 76 and Highway 78, which in turn easily accesses Interstate 5 and Interstate 15;
- 2) Oceanside's close proximity to the major markets of San Diego (35 miles south); Orange County (18 miles north) and Los Angeles (83 miles north);
- 3) With a population of over 180,000, Oceanside has available and value priced real estate, a large, quality labor force, affordable housing and nearby universities and colleges; and
- 4) Oceanside has some of the finest weather and recreational amenities in the country, including miles of beautiful beaches, a historic harbor and marina, a variety of parks and golf courses and cultural and historical facilities.

The Subject Property

The Subject Property is owned by the City and is approximately 5.7 acres in size. The Subject Property was formerly a part of the Manheim Investments, Inc. (formerly San Diego Auto Auction) operation and is currently in an improved condition consisting of an asphalt paved pad with a combination of block wall and/or fencing around the entire site. The Subject Property has electricity to the site. The Subject Property will be delivered to a Lessee in an "as is" "where is" condition.

The zoning of the Subject Property is LI (Light Industrial). A prospective Lessee will need to verify the specific zoning and related permitted use conditions for the use of the Subject Property as a towing service facility for impounded vehicles or as a recreational vehicle storage facility. Access to the parcel is off of North River Road, which is a public right-of-way. Again, the prospective Lessee will need to verify required improvements, if any, for use of the Subject Property as a towing service facility for impounded vehicles or as a recreational vehicle storage facility.

The availability of the Subject Property will be subject to the approval of a lease amendment with Manheim Investments, Inc. (formerly San Diego Auto Auction) to remove the Subject Property from Manheim's leased premises. At this time, it is anticipated that the approval of the lease amendment with Manheim Investments, Inc. (formerly San Diego Auto Auction) will occur during the process to select an individual or entity as set forth below.

The Subject Property may be the designated location in the City's future towing and impound contract between the City's Police Department and its contractor(s), which would require potential tow companies to use the Subject Property as the sole impound yard for vehicles towed pursuant to the terms of the contract with the City.

Selection Process

The selection of a Lessee is anticipated to occur through the process outlined herein and based on the described selection criteria and submittal requirements. The City is seeking proposals from an individual or entity with the financial capacity to lease the Subject Property.

Procedures/Schedule

The procedures for selection are as follows:

- 1) Proposals are requested to be submitted to the City within 45 days of the date of this RFP;
- 2) Following timely receipt, submissions will be reviewed by staff within 30 days;
- 3) The most desirable and qualified individuals or entities may be invited for an interview and presentation of their proposal; and
- 4) Following review and discussions with the individuals or entities and an analysis of the proposals, staff will recommend selection of an individual or entity to negotiate a lease agreement with the City. A \$2,500 non-refundable deposit will be required for the right to negotiate exclusively with the City.

Selection Criteria

The focus of the selection process will be on the following issues:

- 1) The financial ability of the Lessee to lease the Subject Property.
- 2) The proposed use of the Subject Property and how the Subject Property will be utilized for said use by the Lessee.
- 3) The proposed lease rent and other relevant terms and conditions of a lease agreement for the Subject Property.

Submittal Requirements

Please provide five (5) sets of the information requested below, with the exception of the Financial Capacity materials, of which two (2) copies are to be submitted under separate cover on a confidential basis as permitted by law.

- 1) Leasing Entity – Identify the entity that would contract with the City, including all joint venture/limited partners, if any, and their percentage interest.
- 2) Financial Capacity – provided on a confidential basis as permitted by law.
- 5) Describe the uses and related improvements, if any, proposed for the Subject Property, including a concept plan describing the improvements proposed.

Offer to Exclusively Negotiate

Upon selection of the Lessee, the City will negotiate a lease agreement exclusively with the Lessee. The approval of a lease agreement will be contingent upon the availability of the Subject Property as previously described above. By submitting qualifications to the City, the Lessee is also agreeing that the City retains the right to modify or suspend all aspects of the selection and exclusive negotiating process and to waive any defects as to form or content of the offering or any responses that are received.

Conclusion

We appreciate your interest in the City of Oceanside and look forward to discussing your qualifications and the Subject Property with you in the near future.

Submittal packages should be addressed to:

City of Oceanside
Property Management
Attention: Curtis M. Jackson, Property Agent
300 North Coast Highway
Oceanside, California 92054

Please return your response no later than 4:00 p.m., February 2, 2012