



Larkspur Landing Developer Request for Qualifications

Issued by:

CU Advisory Corporation
(CA DRE #02117473)

On behalf of:

Ross Valley Sanitary District

August 4, 2025



CENTURY|URBAN

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TABLE OF CONTENTS

INTRODUCTION	1
DEVELOPMENT OPPORTUNITY	2
LOCATION OVERVIEW	6
LARKSPUR LANDING SITE CONDITIONS	6
LAND USE / ZONING	8
<i>City General Plan, Housing Element, Zoning, & Objective Design & Development Standards.....</i>	<i>8</i>
<i>Surplus Lands Act</i>	<i>10</i>
<i>City Inclusionary Requirements.....</i>	<i>11</i>
<i>Remaining Entitlement Approvals.....</i>	<i>12</i>
DEVELOPER ROLE	12
DEVELOPMENT PARAMETERS	12
<i>RVSD Retained Portion of Subject Property</i>	<i>12</i>
<i>Open Space</i>	<i>14</i>
<i>Surplus Lands Act.....</i>	<i>14</i>
<i>Other Development Parameters.....</i>	<i>14</i>
TRANSACTION TERMS	15
RFQ SCHEDULE	17
RFQ SUBMITTAL REQUIREMENTS	18
<i>Cover Letter</i>	<i>18</i>
<i>Developer Experience.....</i>	<i>18</i>
<i>Project Team</i>	<i>18</i>
<i>Financial Capacity / Wherewithal</i>	<i>18</i>
<i>Submittal Format.....</i>	<i>19</i>
EVALUATION PROCESS	19
EVALUATION CRITERIA	19
TERMS AND CONDITIONS	20
<i>California Public Records Act Requests; Confidentiality.....</i>	<i>21</i>
<i>Hold Harmless</i>	<i>22</i>
ATTACHMENTS	24



INTRODUCTION

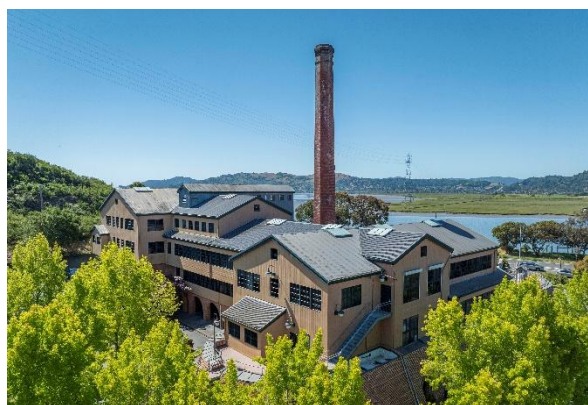
On behalf of the Ross Valley Sanitary District (the “District” or “RVSD”), CU Advisory Corporation (CA DRE #02117473) (“Century | Urban”) is issuing this Request for Qualifications (“RFQ”) to solicit qualifications from interested developers to complete entitlements for and purchase the property owned by RVSD located at 2000 Larkspur Landing Circle in Larkspur, California known as Larkspur Landing (“Property” or “Subject Property”) for future residential development.

Century | Urban, as the District’s exclusive advisor, is pleased to present an extraordinarily rare opportunity to acquire one of the most coveted residential development sites in the North Bay. The District has retained Century | Urban and its affiliate to provide third-party real estate advisory services to develop a strategic plan, advise the District with regard to the City of Larkspur’s General Plan update and 6th Cycle Housing Element, and prepare the site for future development in collaboration with the City of Larkspur (the “City”).

Larkspur Landing consists of a unique development opportunity and premier location comprised of 10.7 acres of predominantly unimproved land located in Larkspur, California. The Subject Property is well located in a supply constrained market directly across the street from Marin Country Mart, a preeminent lifestyle retail destination.

The Golden Gate Larkspur Ferry Terminal and new Larkspur Sonoma Marin Area Rail Transit (“SMART”) Station are only five-minute and seven-minute walks respectively from the Property. The Property is also conveniently located less than 0.5 miles to U.S. Route 101 and less than 2.0 miles to Interstate 580. The Subject Property’s zoning allows for a mix of high-density residential and commercial development.

The City of Larkspur 2040 General Plan and 6th Cycle Housing Element were adopted and approved by the City in September 2024, and the Property was rezoned with a Housing Priority Overlay designation, which provides for ministerial review of qualifying projects, providing a clearly defined and actionable path forward for future development.



Top: Larkspur Landing development site.

Bottom: The former Green Brae Brick Kiln, a California historical landmark adjacent to the development site.



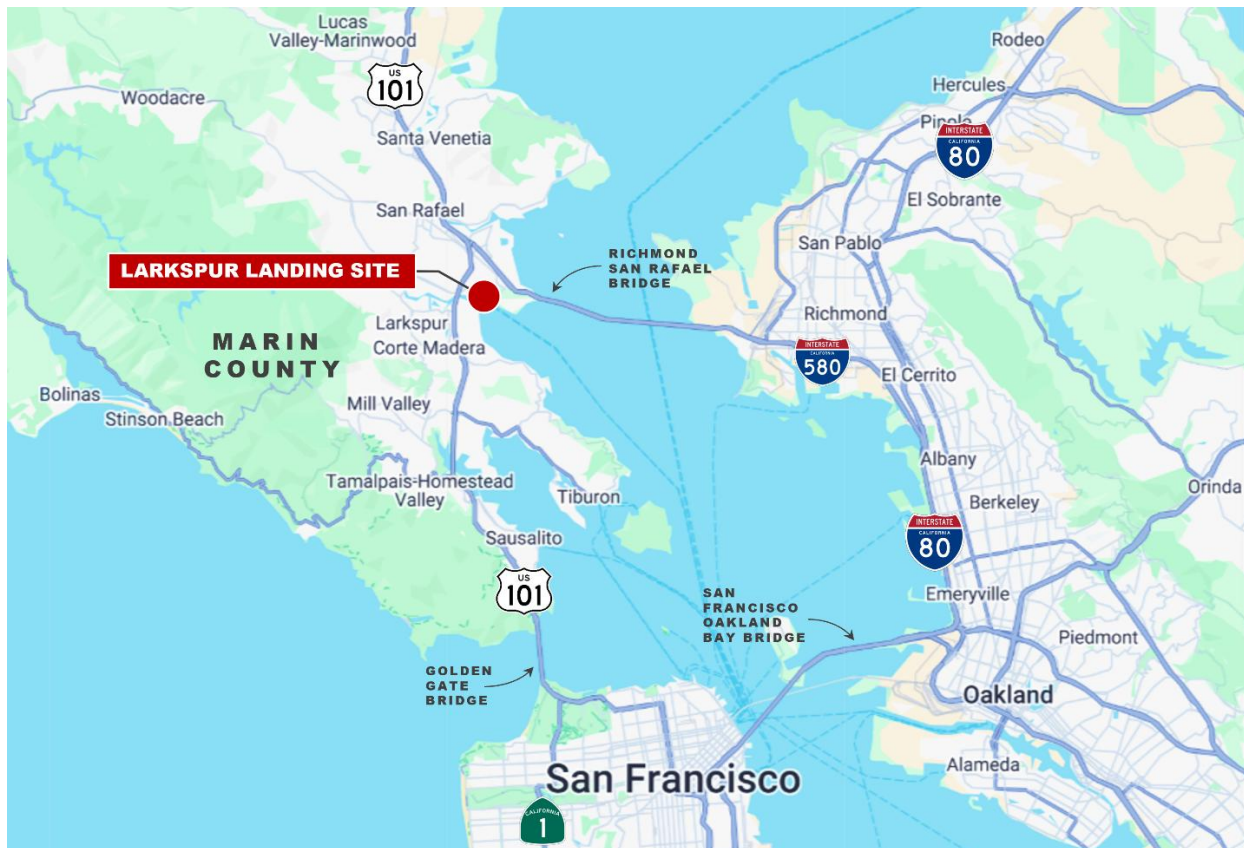
DEVELOPMENT OPPORTUNITY

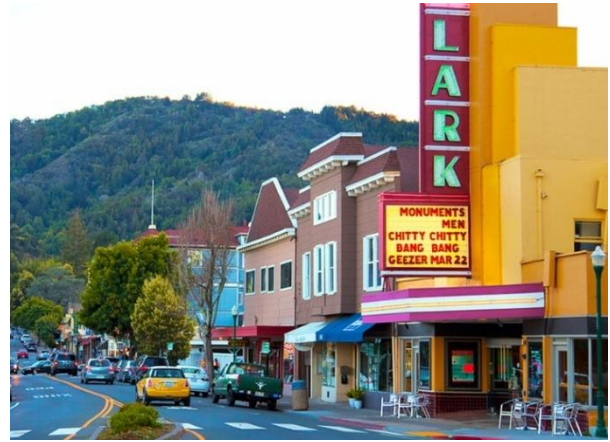
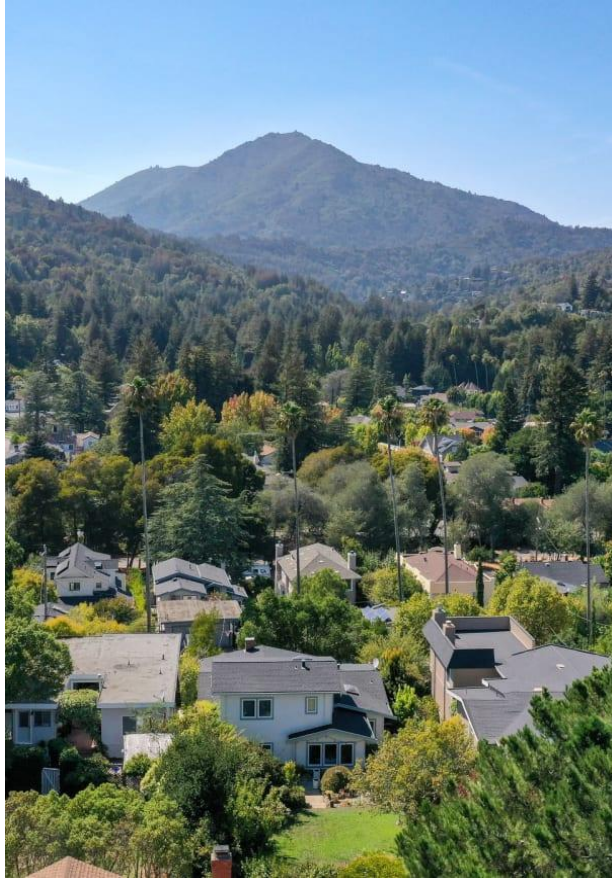
Larkspur Landing is located in Larkspur, California, a thriving enclave of Marin County, which is situated approximately 13 miles north of San Francisco and features strong market attributes including:

- ❖ A variety of amenities for residents including boutique curated retail, abundant open space, direct access to the San Francisco Bay, and a centralized location to major commercial hubs.
- ❖ 13,000 highly educated residents with approximately 70% holding a bachelor's degree or higher.
- ❖ Average household income within a 5-mile radius of approximately \$214,000.

A regional overview is shown in Figure 1 below.

Figure 1: Regional Overview





Clockwise from the left: A view of Mount Tamalpais from a Larkspur residential neighborhood; The Lark Theatre and downtown Larkspur; Vendors and patrons at Marin Country Mart's Saturday farmers' market.

Larkspur is a suburban community composed primarily of detached single family residential housing with an average sale price of over \$2 million. Larkspur's largely developed and geographically constrained nature has resulted in relatively few new housing developments, and Larkspur Landing is one of only a few major sites that remain available for development. The property is located within close proximity to the Larkspur Court and Serenity at Larkspur apartment complexes.

Larkspur Landing's location provides immediate access to amenities and transit/transportation options as described below.

- ❖ The Property is located directly across the street from Marin Country Mart, a premier 175,000-square-foot upscale retail destination, which receives approximately 2 million annual visitors, features a selection of over 30 highly curated boutique retailers, 10 dining locations, and 3 fitness studios, and is home to weekend farmers markets. Marin Country Mart is one of the leading lifestyle retail centers in the Bay Area and provides an attractive amenity for future residents of for-sale or for-rent development at Larkspur Landing. Marin Country Mart is maintaining its momentum as a top location for boutique retail tenants in the Bay Area with a highly anticipated future tenant and/or repositioning of the former Bed Bath and Beyond space.



- ❖ The Property's strategic central location within a five-minute walk to the Golden Gate Larkspur Ferry Terminal affords convenient access via a scenic 30-minute ferry ride to San Francisco's Ferry Building from which a wide array of employers in San Francisco and the broader Bay Area are easily accessed.
- ❖ The Property is also within a seven-minute walk to the new Larkspur SMART Train Station, which provides convenient access to Santa Rosa, Petaluma, and San Rafael and at completion will provide approximately 70 miles of passenger rail service through the Sonoma-Marín corridor.
- ❖ The site is conveniently situated along Sir Francis Drake Boulevard, a major regional corridor, providing access within 0.5 miles to U.S. Highway 101, and within 2.0 miles of Interstate 580 and the Richmond-San Rafael Bridge. This access to freeway infrastructure makes this an ideal location for residents, who work throughout the region.



Marin Country Mart retailers and open space.

An overview of the features and amenities in the Subject Property's immediate area is shown in Figure 2 below.



Figure 2: Features and Amenities Overview





Left: Passengers disembark from a light-rail train at the Sonoma-Marin Area Rail Transit station in Larkspur.



Right: A high-speed ferry at the Larkspur Ferry Terminal before it heads south to San Francisco's Ferry Building.

LOCATION OVERVIEW

The City of Larkspur with a population of approximately 13,000 residents and a premier location in central Marin County is one of California's most desirable cities. The City is situated 15 miles north across the Golden Gate Bridge from San Francisco and one hour south of Napa Valley's world-renowned vineyards and resorts and offers a high quality of life with close proximity to hiking, dining, and shopping along with access to employment opportunities throughout the Bay Area.

The Property is within walking distance to Marin Country Mart, a leading outdoor destination retail center in the Bay Area, in addition to the Golden Gate Larkspur Ferry Terminal, and the Larkspur SMART Train Station, which offer residents convenient access to San Francisco and the broader Bay Area. The City's combination of terrain, location, and climate, make it among the most unique and desirable locales on the West Coast. In addition, approximately 85% of Marin County's land has been permanently protected from development through a combination of open space conservation easements, federal land including 44,000 acres of the Golden Gate National Recreation Area, and restrictive zoning requirements, making the Property a scarce and highly coveted residential development site.

LARKSPUR LANDING SITE CONDITIONS

Larkspur Landing encompasses two contiguous parcels (APNs 018-260-02 and 018-260-03) totaling approximately 10.7 acres. The Subject Property is predominately unimproved land and has been utilized by the Ross Valley Sanitary District as a field office, general storage, and water pump station with minor structural improvements located on the southern portion of the Property. The parcels feature tiered grading with an elevated retaining wall to the north and a mild grade trending down towards the southern boundary of the Property. An overview of the Subject Property's parcel boundaries is provided in Figure 3 below.



Figure 3: Parcel Boundaries





The site provides multiple potential vehicular access points including Sir Francis Drake Boulevard to the South, Larkspur Landing Circle to the west, Drake's Cove Road to the east, and Drake's Way to the north. Public utilities, such as water and electricity, are available directly to the site.

A wastewater treatment plant was previously located on the Subject Property. As a result, the property previously contained trace concentrations of polychlorinated biphenyls ("PCBs"), which were present in paint applied to concrete administration buildings, which were crushed and used as a backfill in 1999. Remediation of the site was performed in 2019 in accordance with a remedial action plan approved by the U.S. Environmental Protection Agency ("EPA") and included removal of approximately 64,000 tons of soil and debris as well as 2,600 tons of hazardous waste. Excavated areas were then backfilled with clean soil.

A site cleanup completion report was submitted to and accepted by the EPA in December 2021 enabling unrestricted use of the Subject Property.

An EPA December 14, 2021, Clean-Up Acknowledgement Letter is attached to this RFQ as Attachment A.

LAND USE / ZONING

City General Plan, Housing Element, Zoning, & Objective Design & Development Standards

The City of Larkspur's General Plan and Housing Element were updated and adopted in September 2024. These documents provide the framework for the City's land use and long-range planning goals including compliance with the State of California's Regional Housing Needs Allocation ("RHNA"). Per the adopted Housing Element, the Subject Property is specifically identified as site inventory available and suitable for residential development under the City's RHNA goals.

The Subject Property is the only site to be classified into the City's new General Plan Mixed Use land use category and has been rezoned with a Housing Priority Overlay designation, which allows for ministerial review of qualifying projects.

General Plan

The Subject Property is designated as Mixed Use under the adopted General Plan. This zoning designation is defined as follows:

"This designation applies to the largely vacant Ross Valley Sanitary District land located at 2000 Larkspur Landing Circle and within walking distance of significant transit facilities (SMART train and Larkspur Ferry). This category provides for predominately high-density residential use, with limited commercial and/or office uses to serve both local and regional needs, and/or public facilities. Residential uses are multiple dwelling units up to 35 units (about 73 persons) per acre with a minimum density of 25 units per acre. Commercial uses have a maximum FAR of 0.4, and hotels may be allowed to a maximum FAR of 1.0 subject



to specific or master plan approval. Offices shall have a maximum FAR of 0.35. Affordable housing is encouraged, and maximum densities may be increased for affordable housing projects in compliance with the State Density Bonus Law. Projects consisting of 100% affordable units may have a minimum density of 20 units per acre. Development should occur in an integrated development pattern to assure connectivity through the site and the adjoining neighborhood at Drake's Cove, efficient use of land resources, a pedestrian and bicycle friendly environment, and minimization of the visual impact of parked automobiles."

The City of Larkspur 2040 General Plan Adopted September 4, 2024, is attached to this RFQ as Attachment B.

Housing Element

The two parcels comprising the Subject Property are designated housing sites in the City's Housing Element and have been assigned a realistic capacity of 320 units.

The City of Larkspur 6th Cycle Housing Element (2023-2031) Adopted September 4, 2024, is attached to this RFQ as Attachment C.



Left: Above downtown Larkspur looking northward toward Corte Madera Creek. Upper Right: Outdoor dining at Marin Country Mart. Bottom Right: Corte Madera Creek Pathway in neighboring Greenbrae.

Zoning

The Subject Property was recently rezoned with the Housing Priority Overlay designation. The purpose of the Housing Priority Overlay Zone is to facilitate housing development on the sites identified in Housing Element Sites Inventory, such as the Subject Property. Importantly, Section 18.101.030 of the Larkspur Zoning Code states that a housing project on the Subject Property shall be allowed "by right" so long as the project:

- ❖ Contains at least 20% of its units as affordable to lower income households



- ❖ Meets the density range of 25-35 units per acre
- ❖ Complies with the City's Objective Design and Development Standards (see Objective Design and Development Standards below)

Site-specific development standards were also adopted for the Subject Property and are found in Larkspur Code Section 18.101.090.

The full text of the Housing Priority Overlay designation is available at:

<https://larkspur.municipal.codes/Code/18.101>

Objective Design and Development Standards

The City adopted Multi-Family Residential Objective Design & Development Standards ("ODDS") in 2023. The ODDS provide objective and clear design standards for multi-family and mixed-use housing developments allowing for a more transparent and efficient approval process. In addition, the California Housing Accountability Act ("HAA") limits the City's ability to deny, reduce the density of, or increase infeasibility for housing projects that both adhere to approved ODDS and contribute to housing goals.

The Subject Property is designated as "T5 Transit Village" under the ODDS. The intent of the T5 Transit Village is to provide a walkable, vibrant district of large footprint, high-intensity mixed-use buildings and housing choices supporting ground floor retail, food & services. The designation is characterized by block-scale and attached buildings, large building footprints, and minimal to no front or side setback requirements. A maximum of five stories is permitted with the ability to increase to seven stories with a bonus. Projects must be designed to these standards, subject to waivers and concessions under State of California ("State") law, to take advantage of the ministerial review process.

The City of Larkspur Multi-Family Residential Objective Design and Development Standards is attached to this RFQ as Attachment D.

Surplus Lands Act

The State Surplus Lands Act ("SLA") requires all public agencies disposing of surplus land that is suitable for residential development to adhere to State mandated notification and disposition requirements unless the proposed development qualifies for an exemption under the SLA. In coordination with the California Department of Housing and Community Development ("HCD"), the RVSD Board of Directors has adopted a resolution declaring the Subject Property to be exempt surplus land pursuant to Section 54221f(1)(H) of the SLA, which among other requirements specifies development of a minimum of 300 units on the site, 25% of which will be restricted to lower-income households as defined in Section 50079.5 of the Health and Safety Code (i.e., households earning up to 80% of Area Median Income ("AMI")).

In addition, the development of affordable units must occur prior to or concurrently with and in proportion to the development of market rate units. The selected developer must adhere to all applicable SLA requirements including, but not limited to, affordability, phasing, and minimum residential density standards.



Left: Smith Rafael Film Center, art-house multi-screen cinema in downtown San Rafael.

Right: Larkspur Ferry Terminal and parking lot.

Updated Surplus Land Act Guidelines dated August 1, 2024 are attached to this RFQ as Attachment E, and an RVSD February 14, 2025 Staff Report for February 19, 2025 Board of Directors Meeting regarding adoption of the resolution declaring the Subject Property to be exempt surplus land is attached to this RFQ as Attachment F. Additionally, the full text of the SLA is available at:

https://leginfo.legislature.ca.gov/faces/codes_displayText.xhtml?lawCode=GOV&division=2.&title=5.&part=1.&chapter=5.&article=8

City Inclusionary Requirements

Chapter 18.25 of the City of Larkspur's Municipal Code specifies that City's current inclusionary requirements. Rental projects with 30 or more units have two inclusionary compliance options including: (1) 15% of units at very low income and 5% at moderate income; or (2) 10% of units at very low income, 5% at low income, and 5% at moderate income. For-sale projects with 30 or more units must provide 5% of units at low income, 10% at moderate income, and 5% at above moderate income.

The City defines the target AMI levels for these income tiers as:

- ❖ Very Low: 50% AMI
- ❖ Low: 65% AMI
- ❖ Moderate: 100% AMI
- ❖ Above Moderate: 135% AMI

The full text of Chapter 18.25 of the City's Municipal Code can be found at:

<https://larkspur.municipal.codes/Code/18.25>



However, the City has indicated that the Housing Priority Overlay Zone requirement that at least 20% of residential units in a project to be developed on the Subject Property be affordable to lower-income households as described under Zoning above supersedes the City's inclusionary requirements. Since a project to be developed on the site is already required to restrict at least 25% of residential units to lower-income households to qualify the Property as exempt surplus land under the SLA, by default, the Housing Priority Overlay Zone requirement will also be satisfied.

Remaining Entitlement Approvals

Additional entitlement approvals needed to develop the property will be dependent on the project scope and parameters proposed by the developer. At a minimum, proposed projects will be subject to design review per the City's ODDS, General Plan, and other potential planning provisions. Proposed projects will also be required to comply with the California Environmental Quality Act ("CEQA"). The CEQA compliance approach will be dependent on the parameters of the proposed development project. For reference purposes, the City of Larkspur 2040 General Plan Final Environmental Impact Report July 2024 ("FEIR") is attached to this RFQ as Attachment G.

DEVELOPER ROLE

The developer to be selected through this RFQ and subsequent Request for Proposals ("RFP") process will lead prosecution and obtainment of all remaining entitlement approvals for the Larkspur Landing development project as described above. Proposed development shall adhere to all applicable federal, state, and local requirements, as well as restrictions outlined herein. RVSD will have major decision approval rights including, but not limited to, those relating to final site design, density, and product type. Developer will pay for all costs required to obtain remaining entitlement approvals with no obligation for reimbursement from RVSD.

The proposed project for the Subject Property will be developed in accordance with a Disposition and Development Agreement ("DDA") between RVSD and the selected developer. The DDA will include an option for the selected developer to purchase the property upon receipt of final non-appealable entitlements for the project. Additional proposed transaction terms are described under the Transaction Terms section below.

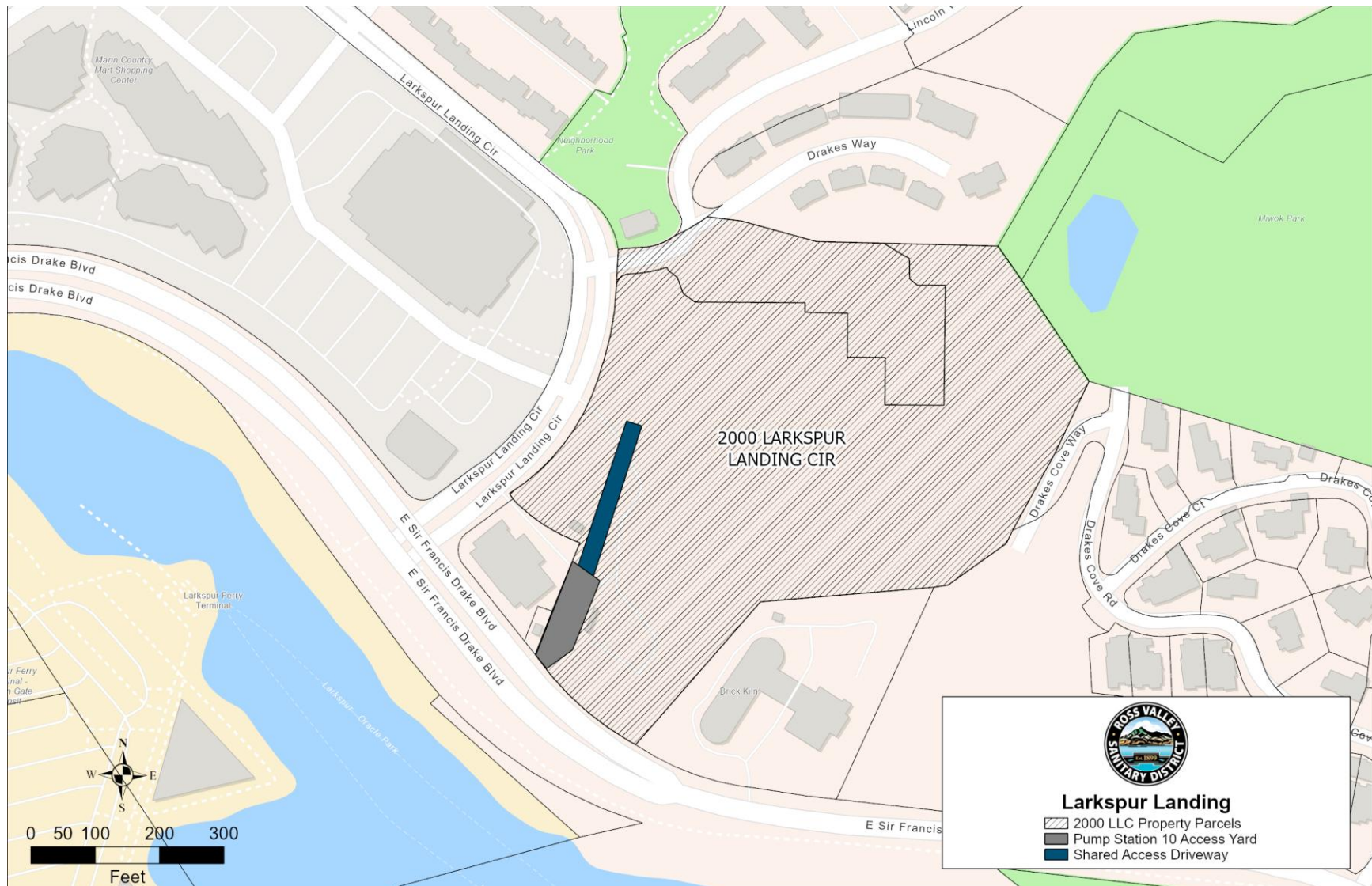
DEVELOPMENT PARAMETERS

RVSD Retained Portion of Subject Property

RVSD will retain up to 0.5-acres of the Subject Property adjacent to an existing RVSD pump station, Pump Station 10, located in the southwestern portion of the site. The retained portion of the site will be used by RVSD for access and maintenance of the pump station and will encompass an existing field office building. A site map delineating the retained portions of the site is provided in Figure 4 below.



Figure 4: RVSD Retained Portions of Site





View of Mt. Tamalpais from the Corte Madera-Larkspur Path

Prior to disposition, the selected developer will subdivide and establish a separate parcel for retention by RVSD resulting in a net site area of approximately 10.2 acres available for development. RVSD will also require vehicular access to the parcel both from Sir Francis Drake Boulevard, as well as from the area north of the new parcel, which will require an access point from and easement across the Subject Property.

Open Space

Per the ODDS, Larkspur Landing's T5 Transit Village designation requires projects to provide shared open space at a ratio of 50 square feet per 1,000 square feet of designed site area. The proposed project should include adequate open space to meet this requirement.

Surplus Lands Act

As noted above under the Land Use / Zoning section, RVSD has adopted a resolution declaring the Subject Property to be exempt surplus land pursuant to Section 54221f(1)(H) of the SLA. The proposed project shall comply with all applicable provisions of the SLA to maintain the Subject Property as exempt surplus land including, but not limited to, development of a minimum of 300 units on the site, 25% of which will be restricted to lower-income households as defined in Section 50079.5 of the Health and Safety Code.

Other Development Parameters

The proposed project will comply with all applicable federal, state, and local requirements including, but not limited to, the inclusionary/affordable housing requirements described under the Land Use / Zoning section above.



TRANSACTION TERMS

As noted under the Developer Role section above, the Subject Property is to be sold and the proposed project is to be developed in accordance with a DDA, which will include an option for the selected developer to purchase the property based on a pre-determined and agreed-upon price or pricing formula. The developer will be required to exercise this option within a specified timeframe after receipt of final non-appealable entitlements for the proposed project. The option will have a term of two years, during which an initial deposit and subsequent option payments will be made by the selected developer to RVSD. The deposit and option payments will be non-refundable and credited towards the purchase price.

If final non-appealable entitlements have not been obtained before the expiration of the option term, RVSD may terminate or extend the option term at its sole discretion. To the extent that RVSD elects to terminate the option term, the selected developer will have a one-time right to exercise the option and proceed with purchasing the property based on the pre-determined and agreed-upon pricing provided that the developer has made reasonable progress in obtaining entitlements and is in compliance with the DDA and related business plan (see below). RVSD prefers an outright fee simple sale of the Subject Property but will consider developer proposals for a long-term ground lease of a portion of the site.

Closing of the property purchase will be subject to recording of a covenant requiring future development of the Subject Property to comply with SLA requirements, including but not limited to, minimum unit count, onsite affordable unit percentage, and phasing of affordable units. The developer will also be required to indemnify RVSD and its affiliates from any penalties resulting from developer's failure to comply with any federal, state, or local requirements including, but not limited to, the SLA requirements.

An approved detailed business plan will be attached as an exhibit to the DDA. The business plan will specify project parameters such as building program, product type, building stories, gross building square footage, parking stall count, number of buildings, phasing, entitlement timeline, total entitlement budget inclusive of design costs, and strategy for public/community outreach. Any deviations from the approved business plan will require RVSD's major decision approval.

Additional proposed transaction terms will be described in the RFP to be issued to shortlisted developers.



Left: Mission San Rafael and Saint Raphael's Church, San Rafael. Right: Outdoor dining at Town Center Corte Madera.





RFQ SCHEDULE

The schedule for this RFQ is listed below.

- ❖ RFQ Issuance: This RFQ was issued on August 4, 2025 and is available from the RVSD Larkspur Landing webpage located at:
<https://rvsd.org/237/Larkspur-Landing-Property-Information>
- ❖ Pre-RFQ Submittal Meeting: A pre-RFQ submittal meeting presenting property information will be held remotely on August 22, 2025 at 2:00 pm. Potential RFQ respondents should send an email message to the email address listed below expressing their interest in attending the pre-RFQ submittal meeting at least three days prior to the meeting. Meeting information will be provided to potential respondents upon receipt of their email messages.
2000larkspurlandingacquisition@centuryurban.com
- ❖ Site Tour: A site tour will be held at the Subject Property on September 3, 2025 at 10:00 am. Potential RFQ respondents should send an email message to the email address listed below expressing their interest in attending the site tour. Instructions for attending the tour will be provided to potential respondents upon receipt of their email messages.
2000larkspurlandingacquisition@centuryurban.com
- ❖ RFQ Questions: The deadline to submit RFQ questions is September 10, 2025 at 2:00 pm. Responses will be posted to the RVSD Larkspur Landing webpage (see link under RFQ Issuance above) within 1 week thereafter.
- ❖ RFQ Submittals: The deadline to submit RFQ submittals is September 26, 2025 at 5:00 pm. RFQ submittals should be submitted by email before this deadline to the email address listed below.
2000larkspurlandingacquisition@centuryurban.com
- ❖ RFQ Submittals Review: RVSD will review RFQ submittals for overall completeness and will rank them based on the criteria described below and select a short list of developers who will be invited to respond to the RFP. Interviews may be conducted at this stage depending on their utility in selecting a short list to receive the RFP.
- ❖ Select Short List to Receive RFP: A short list of developers will be selected to receive the RFP based on review of the RFQ submittals. Notice of the developers selected to be included in this short list is anticipated to be provided by October 17, 2025. The RFP process is anticipated to take place from October 2025 to December 2025.

** All dates are subject to change. Attendance at the pre-RFQ submittal meeting and/or site tour is optional but will be considered by RVSD in evaluating RFQ submittals.*



RFQ SUBMITTAL REQUIREMENTS

Cover Letter

RFQ respondents should provide a cover letter containing (1) a summary introduction of the developer; (2) a summary of the developer's experience and qualifications; and (3) a summary description of any proposed project concept(s) and/or anticipated approach to this opportunity. The cover letter should identify the primary contact person for the response and provide the firm's name, legal entity, address, and contact information.

Developer Experience

Interested developers shall submit a narrative outlining their firm's relevant experience including case studies of projects that are similar to the Larkspur Landing project. RFQ submittals shall demonstrate the firm's experience and ability to undertake similar projects of this magnitude and in comparable markets. A maximum of three case studies should be included in each respondent's RFQ submittal to evidence such experience and ability.

Three references, who can attest to the developer's capacity to complete and manage a project similar to the Larkspur Landing project, should be provided. The name, title, company, relationship to the developer, address, e-mail address, and telephone number for each reference should be provided.

Project Team

Submittals shall include an organizational chart outlining proposed development team members anticipated to work directly on the project including the project executive, who will have overall responsibility for the project, and the project lead, who will be the day-to-day contact for the project. RFQ submittals should describe a clear hierarchical structure and the roles of each identified team member, and include resumes for all key personnel. A brief description of the project team management structure should be provided.

Financial Capacity / Wherewithal

RFQ submittals shall include an overview of the firm's current financial capacity including the ability to undertake and fund or finance entitlements, option payments, site purchase, and project design and construction. Evidence of such financial capacity such as relevant current financial statements should be included in the RFQ submittal. To the extent that it is necessary to provide proprietary or confidential financial information, this information may be submitted separately in a file marked "CONFIDENTIAL/PROPRIETARY INFORMATION" and will be treated accordingly subject to any applicable public disclosure requirements. See California Public Records Act Requests; Confidentiality below for additional information. RFQ responses should indicate affirmatively that the respondent is willing and able to fund all required costs and pay a market-rate price for the Subject Property.

RFQ submittals should include a description of the composition of the current real estate portfolio owned and managed, along with ownership percentages, by the respondent including general



location, product types, square footage, unit counts, and total estimated valuation. A listing of all projects in the respondent's current development pipeline including location, status, schedule, estimated cost, and financial commitments required of developer should be provided. RFQ submittals should also include a narrative describing any current and/or pending litigation affecting the developer.

Submittal Format

RFQs submittals shall be submitted in a single PDF document subject to the separate submittal of any proprietary or confidential information as described under Financial Capacity / Wherewithal above. Respondents are encouraged to provide concise submittals with a maximum of 20 pages.

EVALUATION PROCESS

RFQ submittals will be evaluated by RVSD. Only submittals provided by the specified submittal deadline will be evaluated.

Responses to questions and/or clarifications after RFQ submittals have been received and evaluated may be requested.

Based on RVSD's evaluation, a short list of developers will be selected and invited to participate in the RFP. All shortlisted and non-shortlisted respondents will be notified concurrently. Results will not be publicly shared. No additional submissions or unsolicited follow-up communication will be considered by RVSD.

EVALUATION CRITERIA

RFQ responses will be evaluated based on the submittal's presentation and completeness as well as the developer's relevant experience, proposed project team, compatibility with RVSD policies and goals, and financial capacity/wherewithal.

RVSD will evaluate each RFQ submittal and assign a score to each evaluation criterion based on the maximum potential scores shown in the evaluation scoring chart below.

**Larkspur Landing - Evaluation Scoring Chart**

No.	Evaluation Category	Max Score
1.)	Pre-RFQ Submittal Meeting Attendance	5
2.)	Site Tour Attendance	5
3.)	RFQ Submittal Presentation/ Completeness	10
4.)	Relevant Experience	30
5.)	Proposed Project Team	20
6.)	Compatibility	10
7.)	Financial Capacity/Wherewithal	20
8.)	Total	100.0

Respondents receiving the highest total scores will be considered for the RFP shortlist. Tiebreakers and final shortlist selections will be at the discretion of RVSD.

TERMS AND CONDITIONS

Any information, tables, concepts and plans provided in this RFQ are preliminary and subject to change.

RVSD may modify this RFQ solicitation at any time by issuance of an addendum or addenda to responding and prospective developers. RVSD may change the dates and the schedule contained in this RFQ solicitation at RVSD's sole discretion.

RVSD may, when and as deemed in the best interest of RVSD, cancel this solicitation and reject the responses submitted, in whole or in part, seek new responses, or require amendments or modifications to the RFQ or any of the responses, with no liability whatsoever, all in RVSD's sole discretion.

Any and all information submitted in response to this RFQ will be the property of RVSD and will not be returned to respondent developers. RVSD shall have the right to use any documents and information submitted in response to this RFQ.

Any costs or expenses incurred by the responding developers in preparing and submitting a response to this RFQ solicitation will be the sole responsibility of the responding developers and will not be paid or reimbursed to the responding developers by RVSD. The selected developer shall be responsible for all risks and for the payment of all costs and expenses in connection with its negotiations for a fee simple sale and/or ground lease and all related documentation, including any and all predevelopment and planning costs and expenses incurred by the selected



developer and its team members. RVSD assumes no risk and shall not be responsible for any costs or expenses incurred by any respondent developers or the selected developer in connection with this RFQ/RFP solicitation process.

RVSD supports the principles of equal opportunity and will not discriminate and will not allow or permit discrimination on the basis of gender, race, color, national origin, religion, sexual orientation, age, or disability in the selection of the developer.

With the exception of a commission to be paid to CU Advisory Corporation, no third-party real estate brokerage commission will be paid by RVSD, and RVSD has no obligation to pay any real estate brokerage commission in connection with this RFQ or any subsequent RFP or any potential transactions resulting from this RFQ or any subsequent RFP. If a real estate brokerage commission is claimed through any responding developer or through the selected developer in connection with a transaction resulting from this RFQ or any subsequent RFP, then the responding or selected developer through which the commission is claimed shall indemnify, defend, and hold RVSD and its officers, officials, employees, volunteers, agents, attorneys, representatives, and consultants harmless from any liability related to such commission.

The selected developer shall, at its own expense, procure and maintain during the entire term of any agreement arising from this solicitation process, insurance of the kind and in the minimum amounts as specified by RVSD. These insurance provisions, however, are subject to change. All policies shall name RVSD and its designees as an additional insured.

California Public Records Act Requests; Confidentiality

All documents submitted in response to this RFQ will be subject to the California Public Records Act (CPRA – Government Code Section 6250 et seq.) (the “CPRA”), which generally mandates the disclosure of documents in the possession of RVSD upon the request of any person, unless the content of the document falls within a specific exemption category. Any confidential or proprietary information which a respondent (“Respondent”) believes is exempt from disclosure under the CPRA (“Confidential Information”) must be enclosed in a separate file, folder, or envelope clearly marked as “CONFIDENTIAL/PROPRIETARY INFORMATION” and submitted with the rest of the RFQ response. Submittals where all information is so marked will be disregarded. Respondent (by virtue of submitting an RFQ response) acknowledges that RVSD has not made any representations or warranties that Respondent’s asserted Confidential Information will be exempt from disclosure under the CPRA or other applicable laws.

By submission of an RFQ response, Respondent agrees that if RVSD’s legal counsel, in their discretion, determines that release of Confidential Information is required by the CPRA or other applicable laws, including pursuant to order of a court of competent jurisdiction, RVSD may notify Respondent of RVSD’s intent to release Confidential Information. In such event, Respondent will have five (5) calendar days after the date of RVSD’s notice (“Objection Period”) to deliver to RVSD a written objection notice, which includes: (1) justification for non-disclosure of all or any portion of the requested Confidential Information; and (2) legally binding confirmation of Respondent’s indemnity and release obligations as set forth herein (“Objection Notice”). RVSD may release the Confidential Information if (i) RVSD does not timely receive an Objection Notice, (ii) a final and non-appealable order by a court of competent jurisdiction



requires RVSD to release the Confidential Information, or (iii) RVSD's legal counsel, in their discretion, upon review of the Objection Notice, determines that it does not satisfy the requirements set forth herein or that the requested Confidential Information is not exempt from disclosure under the CPRA or other applicable laws. If RVSD's legal counsel, in their discretion, determines that only a portion of the requested Confidential Information is exempt from disclosure under the CPRA or other applicable laws, RVSD may redact, delete, or otherwise segregate the Confidential Information that will not be released from the portion to be released, and may key by footnote or other reference to the appropriate justification for not disclosing the unreleased Confidential Information. By submission of an RFQ response, Respondent agrees to defend, indemnify and hold harmless RVSD and its officers, officials, employees, volunteers, agents, attorneys, representatives, and consultants from and against any and all liabilities, claims, demands, damages, fines, penalties, costs and expenses (including attorneys' fees and costs) arising out of or in any way connected with disclosure or non-disclosure of any of Respondent's asserted Confidential Information.

By submission of an RFQ response, Respondent waives, releases and discharges forever RVSD and its officers, officials, employees, volunteers, agents, attorneys, representatives, and consultants from any and all present and future liabilities, claims, demands, damages, fines, penalties, costs and expenses (including attorneys' fees and costs) arising out of or in any way connected with the disclosure or non-disclosure of any such Confidential Information. Respondent is aware of and familiar with the provisions of Section 1542 of the California Civil Code which provides as follows:

A general release does not extend to claims that the creditor or releasing party does not know or suspect to exist in his or her favor at the time of executing the release and that, if known by him or her, would have materially affected his or her settlement with the debtor or released party.

As such relates to the RFQ process, Respondent hereby waives and relinquishes all rights and benefits which it may have under Section 1542 of the California Civil Code.

Hold Harmless

By participating in the RFQ process, each respondent agrees to hold RVSD and its officers, officials, employees, volunteers, agents, attorneys, representatives, and consultants harmless from all claims, liabilities, and costs related to all aspects of this RFQ.





ATTACHMENTS

- A. U.S. Environmental Protection Agency December 14, 2021 Clean-Up Acknowledgement Letter

See attached Attachment A.

- B. City of Larkspur 2040 General Plan Adopted September 4, 2024

Attachment B is available at the following link:

<https://cityoflarkspur.org/DocumentCenter/View/20545/2040-General-Plan-Adopted>

- C. City of Larkspur 6th Cycle Housing Element (2023-2031) Adopted September 4, 2024

Attachment C is available at the following link:

<https://www.ci.larkspur.ca.us/DocumentCenter/View/20137/2023-2031-Housing-Element-Adopted>

- D. City of Larkspur Multi-Family Residential Objective Design and Development Standards Adopted September 20, 2023 by Ordinance 1072 and Effective October 20, 2023 Amended September 4, 2024 by Urgency Ordinance 1078 (Amended Figure 20.02.030 A)

Attachment D is available at the following link:

<https://cityoflarkspur.org/DocumentCenter/View/18407/Larkspur-Objective-Design-and-Develoment-Standards>

- E. Updated Surplus Land Act Guidelines dated August 1, 2024

Attachment E is available at the following link:

<https://www.hcd.ca.gov/sites/default/files/docs/planning-and-community/final-updated-surplus-land-act-guidelines-2024.pdf>

- F. RVSD February 14, 2025 Staff Report for February 19, 2025 Board of Directors Meeting

See attached Attachment F.

- G. City of Larkspur 2040 General Plan Final Environmental Impact Report July 2024

Attachment G is available at the following link:

<https://www.cityoflarkspur.org/DocumentCenter/View/20041/71-Attachment-1---Final-EIR>



Attachment A

U.S. Environmental Protection Agency December 14, 2021 Clean-Up Acknowledgement Letter



**UNITED STATES ENVIRONMENTAL
PROTECTION AGENCY**

REGION IX
75 Hawthorne Street
San Francisco,
CA 94105-3901
Via Email

Steve Moore, General Manager
Ross Valley Sanitary District
2960 Kerner Blvd.
San Rafael, CA 94901
smoore@rvsd.org

**Subject: Ross Valley Sanitary District, Larkspur, CA – PCB Cleanup Under 40 CFR
761.61(c) and PCB Cleanup Completion Report – PCB Site ID CATSCA102516**

Dear Steve Moore:

Thank you for submitting the “Final Polychlorinated Biphenyls Cleanup Completion Report, Former Wastewater Treatment Plant, Larkspur, California, USEPA Site ID CATSCA102516” (CCR) dated November 18, 2021 and prepared by Kennedy Jenks for the Ross Valley Sanitary District (RVSD). Based on our review of the CCR and clarification provided on December 2 and 3, 2021 we have determined that RVSD met the PCB cleanup level of 0.24 milligrams/kilogram (mg/kg) for soils at their property. This letter serves as EPA’s acknowledgement of RVSD’s completion of the PCB cleanup at their property under 40 CFR 761.61.

Land use restrictions do not need to be recorded for the RVSD property because the cleanup level reported by the RVSD is acceptable for residential land use. The 0.24 mg/kg PCB cleanup level assumes a 10^{-6} lifetime cancer risk which is also protective of PCB non-cancer health effects.

However, EPA reserves its rights to require cleanup of PCBs at and/or beyond the RVSD property if in the future PCBs above the cleanup level are found at the property, the property boundary, or beyond the immediate property boundary.

The primary focus of our review was to determine if the cleanup goal was achieved at the property. Our acknowledgement of the CCR is not an evaluation of all the facts and statements as described in the CCR. Compliance with applicable federal, state, and local laws and requirements are the responsibility of the applicant. EPA’s determination in this letter is that you achieved the PCB cleanup goal for your site. This determination is based on information you submitted to us, it is not a determination of your compliance with other TSCA requirements, such as requirements for disposal of PCB waste, and it does not release you from compliance requirements or provide any protection against future enforcement action by federal, state or local authorities.

Please call Carmen D. Santos, EPA Region 9 PCB Coordinator, at 415.972.3360 or send an email to santos.carmen@epa.gov if you or Todd Miller (Kennedy Jenks) have questions about this letter acknowledging RVSD's completion of the PCB cleanup at the RVSD property in Larkspur, California.

Sincerely,

JEFFREY SCOTT
Digitally signed by
JEFFREY SCOTT
Date: 2021.12.14
13:46:51 -08'00'

Jeff Scott, Director
Land, Chemicals, and Redevelopment Division

Cc:

Todd Miller, Kennedy Jenks
toddmiller@kennedyjenks.com

Buffy McQuillen, THPO
Federated Indians of Graton Rancheria
bmcquillen@gratonrancheria.com



Attachment F

RVSD February 14, 2025 Staff Report for February 19, 2025 Board of Directors Meeting

**ROSS VALLEY SANITARY DISTRICT
RESOLUTION NO. 25-1663**

**A RESOLUTION OF THE BOARD OF DIRECTORS
DECLARING THE PROPERTY AT 2000 LARKSPUR LANDING CIRCLE IN LARKSPUR, CA
(EXCLUDING AN UP TO 0.5 ACRE PORTION NEEDED FOR DISTRICT'S ONGOING USE)
AS EXEMPT SURPLUS LAND**

WHEREAS, the Ross Valley Sanitary District ("District"), formerly known as Sanitary District No. 1 of Marin County, is the owner in fee simple of the two parcels at 2000 Larkspur Landing Circle in Larkspur, CA, Assessor Parcel Numbers (APN) 018-260-02 and 018-260-03 ("Property"), totaling 10.7 acres, where it maintained its treatment facilities until 1984 and various administrative and corporation yard activities until recently; and

WHEREAS, the District owns, operates and maintains Pump Station 10 (Larkspur Landing B) on land located directly adjacent to the Property, which pump station collects and conveys wastewater from properties in the District east of Highway 101; and

WHEREAS, a small portion of the Property consisting of up to 0.5 acres, including the 4-room utility building located thereon and the associated accessways, paved parking areas and vehicular access gate, is needed for Pump Station 10's ongoing operation and maintenance, and to provide drive-through ingress/egress from East Sir Francis Drake Boulevard through the Property to Larkspur Landing Circle; and

WHEREAS, the land that is subject to this declaration of exempt surplus land consists of the Property minus up to 0.5 acres needed by District to retain access to, and support the operations of, Pump Station 10 as shown in Exhibit A ("Revised Property"); and

WHEREAS, in December 2023 the District consolidated its headquarters at 1111 Andersen Drive in San Rafael, CA and has no further use of the Revised Property for its purposes; and

WHEREAS, the Surplus Land Act (Government Code Section 54220 *et seq.*) ("Act") establishes a specific process local agencies must follow prior to disposing of surplus land; and

WHEREAS, in August 2024 the final Surplus Land Act Guidelines were published by the California Housing and Community Development Department (HCD) with additional Act guidance; and

WHEREAS, the Act requires local agencies to declare land as "surplus land" or "exempt surplus land" prior to disposing of property owned by the local agency; and

WHEREAS, the Board of Directors seeks to cause the development of the Revised Property in a manner that satisfies all of the exemption requirements specified by 54221(f)(1)(H) of the Government Code as follows:

- a) The Revised Property is more than ten (10) acres in size.
- b) The Revised Property consists of two or more adjacent parcels combined for disposition to a single buyer pursuant to a plan to be adopted by the Board of Directors.

- c) The disposition and development of the Revised Property will be subject to an open, competitive RFQ or RFP solicitation process, and all entities identified in Government Code Section 54222(a) will be invited to participate in that process for a housing or mixed use development.
- d) In the aggregate, the number of residential units developed on the Revised Property will exceed the greater of (i) three hundred (300) residential units and (ii) ten (10) times the number of acres comprising the site or ten thousand (10,000) residential units, whichever is less.
- e) At least twenty-five percent (25%) of the residential units developed on the Revised Property will be restricted to lower income households, as defined in Section 50079.5 of the Health and Safety Code, with an affordable sales price or an affordable rent pursuant to Section 50052. 5 and 50053 of the Health and Safety Code, for a minimum of 55 years for rental housing, and land use for ownership housing.
- f) To the extent nonresidential development is included in the development of the Revised Property, at least twenty-five percent (25%) of the total planned units affordable to lower income households will be made available for lease or sale and permitted for use and occupancy before or at the same time with every twenty-five percent (25%) of nonresidential development made available for lease or sale and permitted for use and occupancy.
- g) The Revised Property will be disposed of pursuant to a disposition and development agreement that includes an indemnification clause that provides that if an action occurs after disposition that violates Government Code Section 54221(f)(1)(H), the person or entity that acquired the property shall be liable for the penalties described in Government Code Section 54230.5 which are in addition to any remedy a court may order for a violation of Government Code Section 54221(f)(1)(H); and

WHEREAS, the following characteristics pursuant to Government Code Section 54221(f)(2) do not apply to the Revised Property:

- (A) Within a coastal zone.
- (B) Adjacent to a historical unit of the State Parks System.
- (C) Listed on, or determined by the State Office of Historic Preservation to be eligible for, the National Register of Historic Places.
- (D) Within the Lake Tahoe region as defined in Section 66905.5; and

WHEREAS, the Board of Directors desires to declare that the Revised Property is exempt surplus land, is not necessary for the District's use, and may be disposed of in accordance with the Act and other applicable requirements in the form of a sale or lease.

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors of the Ross Valley Sanitary District hereby resolve as follows:

1. The foregoing recitals are hereby incorporated and adopted as the findings of the Board of Directors.
2. The Revised Property at 2000 Larkspur Landing Circle in Larkspur, CA, shown in Exhibit A, which incorporates the exclusion of up to 0.5 acres to ensure access to Pump Station 10, exceeds 10 acres in area and is no longer needed for District purposes.

3. The Revised Property at 2000 Larkspur Landing Circle in Larkspur, CA, shown in Exhibit A is **exempt surplus land** pursuant to Section 54221f(1)(H) of the Act because of the District's requirement that the Revised Property be developed with a minimum of 300 housing units, 25% of which shall be affordable to lower income households. This requirement, along with the specific requirements in Section 54221(f)(1)(H) of the Act, will be recorded against the Revised Property in a covenant and restriction at the time of sale.
4. District staff are authorized to do all things necessary or proper to effectuate the purposes of this Resolution.

PASSED, APPROVED, AND ADOPTED by the Board of Directors of the Ross Valley Sanitary District at a meeting thereof on the 19th day of February 2025, by the following vote:

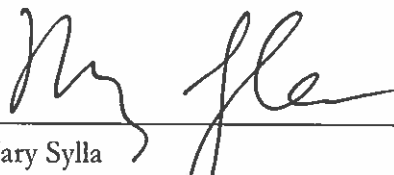
AYES: Boorstein, Gaffney, Kelly, Meigs, Sylla

NOES:


ABSENT:

ABSTAIN:

Attest:

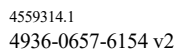


Mary Sylla
President of the Board



Douglas T. Kelly
Secretary of the Board

**2000 LARKSPUR LANDING CIRCLE, LARKSPUR, CA
PROPERTY SITE MAP DEPICTING REVISED PROPERTY
AND PUMP STATION 10 ACCESS AREA**





CU ADVISORY CORPORATION
BRYANT SPARKMAN
CA DRE #02117473
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