

CITY OF CONCORD  
OFFICE OF THE CITY MANAGER  
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December 18, 2019

Ms. Monica Pech  
US General Services Administration  
Real Property Unitization & Disposal (9PZ)  
50 United Nations Plaza, Fourth Floor North, Rm 4345  
USPS: Mailbox 9  
San Francisco, CA 94102-4912

Dear Ms. Pech:

In response to the letter from David Haase, Director GSA Real Property Utilization and Disposal (9PZ) dated November 19, 2019, I am responding with the City of Concord's revised offer for the approximately 59 acre former US Coast Guard Property in Concord (Property). After further review, the City could offer \$15 million dollars for the Property. If this amount is acceptable, then the City would provide a revised Letter of Intent formally outlining our contingencies, inspections required, offer assumptions, conditions of closing, City approval process, and specific timing for completing each activity.

To provide some general context of timing for activities, the City and its developer partner anticipate concluding onsite due diligence within three months of executing the Letter of Intent and obtaining a new or amended Revocable License for Non-Federal Use of Federal Property whichever occurs later. City staff would present to the City Council for approval a Purchase Agreement within three months of completing due diligence. Closing would occur no later than six months following City approval of the Exclusive Negotiations and Financing Agreement (ENFA) with its developer partner or Purchase Agreement (whichever occurs later) or such other date as the US Coast Guard as Seller and the City as Buyer may agree each in its sole discretion.

As you discussed with John Montagh, the State of California passed and signed into law Assembly Bill 1486, which significantly changed the State's Surplus Land Act and how cities are to dispose of property. The City of Concord is actively looking at means to distinguish this potential transaction from those contemplated by AB1486 and exempt the Property from the new law. It appears that special legislation to that effect could be introduced as part of the State's budget in August 2020; alternatively, it would be addressed in the new legislative cycle by June 2021. This timing would have a factor in the City's ability to close on the Coast Guard property.

US Coast Guard Property in Concord  
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If you have any questions regarding the information provided in this letter, please contact John Montagh at 925-671-3082. We look forward to your response at your earliest convenience.

Thank you for your time and cooperation during these negotiations.

Sincerely,

A handwritten signature in black ink, appearing to read "Valerie Barone". The signature is fluid and cursive, with the first name "Valerie" written in a larger, more prominent script than the last name "Barone".

Valerie Barone  
City Manager

cc: Susanne M. Brown, City Attorney  
Andrea Ouse, Community & Economic Development Director  
John Montagh, Economic Development Manager