

OHLONE COMMUNITY COLLEGE DISTRICT

MEMORANDUM

TO: BOARD OF TRUSTEES

FROM: DOUGLAS TREADWAY

DATE: FEBRUARY 9, 2005

SUBJECT: APPROVAL OF CONTRACT WITH A.PLESCIA & CO. FOR LAND DEVELOPMENT ADVISORY SERVICES

Mr. Andy Plescia, as principal of A.Plescia & Company, has worked extensively with both public and private sector clients in the area of land development, including urban revitalization, housing (market rate and affordable), mixed-use and infill projects. In particular, he has ample expertise in advising clients through the critical process of developer solicitation, selection and contract negotiations. He also has knowledge of the development market in Fremont, which will be helpful for the District when it prepares its listing of developers to send Requests for Proposals (RFP's).

Attached is a proposal from Mr. Plescia, delineating the scope of his services. Mr. Plescia will be present at the Board meeting to answer any questions related to his proposal. Staff has interviewed Mr. Plescia and has checked his references. He has recently worked with Mr. Jim Eller of Eller and Associates, the District's real estate attorney, on a development project at Butte-Glenn Community College District. He is highly recommended by Mr. Eller.

Mr. Plescia has provided the District with a not-to-exceed fee proposal of \$21,500, based on an hourly rate of \$150 per hour. The scope of services would encompass the following three phases:

1. Preparation of an RFP document.
2. Developer solicitation and selection Process
3. Support in the negotiation of specific agreements

The proposed services will be funded from redevelopment revenues.

RECOMMENDATION:

The President/Superintendent recommends that the Board of Trustees approve a contract with A.Plescia & Co. at a fixed fee not to exceed \$21,500, for land development advisory services.