

**Subject:** Re: State of City Lunch

**From:** Matt Fertal <mattf@ci.garden-grove.ca.us>

**Date:** Thu, 2 Jan 2014 18:49:23 -0800 (PST)

**To:** Matthew Reid <matt.reid@landanddesign.com>

**CC:** Greg Blodgett <greg1@ci.garden-grove.ca.us>, Maria Stipe <marias@ci.garden-grove.ca.us>

Great. Thanks Matt.

If I don't see you before then, I look forward catching up with you at the Luncheon.

Thanks again.

Matt

---

**From:** "Matthew Reid" <matt.reid@landanddesign.com>

**To:** "Matt Fertal" <mattf@ci.garden-grove.ca.us>

**Cc:** "Greg Blodgett" <Greg1@ci.garden-grove.ca.us>

**Sent:** Thursday, January 2, 2014 5:29:12 PM

**Subject:** Re: State of City Lunch

Happy to sponsor a table Matt, no problem.

Thank you for letting me know about this....  
I'll take care of it.

Matthew Reid

**Land & Design, Inc.**

3755 Avocado Blvd, Suite 516

La Mesa, CA. 91941

858.735.1858 c

619.567.2447 o

Skype: [matthew.reid.ca](https://www.skype.com/user/matthew.reid.ca)

On Jan 2, 2014, at 4:37 PM, Matt Fertal <[mattf@ci.garden-grove.ca.us](mailto:mattf@ci.garden-grove.ca.us)> wrote:

Dear Matt,

Happy New Year and best wishes for a prosperous 2014.

Attached is some information regarding the 2014 State of the City Lunch presented by the Garden Grove Chamber of Commerce. In support of this year's event I am forwarding information regarding a table sponsorship opportunity. Please review the enclosed information and see if this is something you may be able to partner with the Chamber to help make this year's event a success.

Best regards,

Matt

<20140102162052394.pdf>

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NOTE: This message was trained as non-spam. If this is wrong, please correct the training as soon as possible.

Spam

Not spam

Forget previous vote

**Subject:** Re: Garden Grove State of the City Luncheon  
**From:** Matthew Reid <matt.reid@landanddesign.com>  
**Date:** Mon, 13 Jan 2014 11:50:12 -0800  
**To:** Garden Grove Chamber <staff@gardengrovechamber.com>  
**CC:** Greg Blodgett <Greg1@ci.garden-grove.ca.us>, Paul Guerrero <paulg@garden-grove.org>

Myself  
Chris D'Avignon  
Greg Blodgett  
Paul Guerrero  
David Rose  
Guest  
Guest  
Guest  
Guest  
Guest

Matthew Reid  
**Land & Design, Inc.**  
3755 Avocado Blvd, Suite 516  
La Mesa, CA. 91941  
858.735.1858 c  
619.567.2447 o  
619.489.3669 efax  
Skype: [matthew.reid.ca](https://www.skype.com/people/matthew.reid.ca)

On Jan 13, 2014, at 11:23 AM, Garden Grove Chamber <[staff@gardengrovechamber.com](mailto:staff@gardengrovechamber.com)> wrote:

Hello Matt,

I am working on the seating chart for the State of the City Luncheon. Could you send me a list of guests who will be sitting at your table of 10.

--

Regards,

Cindy Spindle,  
Administrative Assistant  
Garden Grove Chamber of Commerce  
714-638-7950  
[staff@gardengrovechamber.com](mailto:staff@gardengrovechamber.com)



**Subject:** Re: Letter from DOF re: Site "C"  
**From:** Matt Fertal <mattf@ci.garden-grove.ca.us>  
**Date:** Fri, 24 Jan 2014 15:33:12 -0800 (PST)  
**To:** Matthew Reid <matt.reid@landanddesign.com>  
**CC:** Greg Blodgett <greg1@ci.garden-grove.ca.us>, Kingsley Okereke <kingsley@ci.garden-grove.ca.us>

No way of knowing for sure. We'll shoot for 90 to 120 days.

I think we want to focus on that we have approval from DOF to transfer the property to the City. Its no longer a matter of "if". We are confident, that we can reach agreement on the Compensation Agreements with the ATE's. The ATE's come out much better if the project goes forward than if not . We will provide a matrix with and without the project. The annual property taxes to the ATE's over 30+ years are much greater than just the highest land sale proceeds. The land sale is one time money. The project property tax, however, is ongoing for years and years. We think that is the clincher to reach agreement with the ATE's and get the project moving ASAP.

Matt

---

**From:** "Matthew Reid" <matt.reid@landanddesign.com>  
**To:** "Matt Fertal" <mattf@ci.garden-grove.ca.us>  
**Cc:** "Greg Blodgett" <greg1@ci.garden-grove.ca.us>  
**Sent:** Friday, January 24, 2014 3:10:03 PM  
**Subject:** Re: Letter from DOF re: Site "C"

Estimated time frame to get the ATE's approval?

**Matthew Reid**  
Land & Design, Inc.  
3755 Avocado Blvd | #516 | LaMesa, CA 91942  
858.735.1858c  
619.489.3669 efax  
Skype - [matthew.reid.ca](https://www.skype.com/people/matthew.reid.ca)  
[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)

On Jan 24, 2014, at 2:43 PM, Matt Fertal <[mattf@ci.garden-grove.ca.us](mailto:mattf@ci.garden-grove.ca.us)> wrote:

Hi Matt,

It was good to see you at the State of the City lunch. Thanks for you and other members of your project team for coming and supporting the Chamber and the City.

As a follow up to our brief conversation, I have attached the November 22, 2013 letter from the DOF stating that the Site "C" property can be transferred to the City for future development. The DOF qualification in the letter was that the transfer of the property to the City would be subject to Compensation Agreement with the Affected Taxing Entities (ATE's).

Although the City is concurrently pursuing an alternative course with DOF to transfer the property to the City, I believe the November 22nd letter is clear that DOF has given the green light to transfer the property to the City. On parallel paths, the City will begin the process to present Compensation Agreements to the AFT's immediately.

Let me know if you have any questions.

Matt<20140124141838303.pdf>

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NOTE: This message was trained as non-spam. If this is wrong, please correct the training as soon as possible.

Spam

Not spam

Forget previous vote

Re: matt reid

**Subject:** Re: matt reid  
**From:** Matthew Reid <matt.reid@landanddesign.com>  
**Date:** Tue, 10 Jun 2014 12:29:33 -0700  
**To:** Greg Blodgett <greg1@ci.garden-grove.ca.us>  
**CC:** Susan Emery <susan1@ci.garden-grove.ca.us>, Kingsley Okereke <kingsley@ci.garden-grove.ca.us>, Matt Fertal <mattf@ci.garden-grove.ca.us>

Great! See you then.

**Matthew Reid**  
**Land & Design, Inc.**  
3755 Avocado Blvd, Suite 516  
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858.735.1858 cell  
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619.489.3669 efax  
Skype: [matthew.reid.ca](https://www.skype.com/people/matthew.reid.ca)

Check out our new website: [www.landanddesign.com](http://www.landanddesign.com)

On Jun 10, 2014, at 9:59 AM, Greg Blodgett <greg1@ci.garden-grove.ca.us> wrote:

**The following is a new meeting request:**

**Subject:** matt reid  
**Organizer:** "Greg Blodgett" <greg1@ci.garden-grove.ca.us>  
**Time:** Monday, June 23, 2014, 11:30:00 AM - 1:00:00 PM GMT -08:00 US/Canada Pacific  
**Invitees:** [susan1@ci.garden-grove.ca.us](mailto:susan1@ci.garden-grove.ca.us); [kingsley@ci.garden-grove.ca.us](mailto:kingsley@ci.garden-grove.ca.us); [mattf@ci.garden-grove.ca.us](mailto:mattf@ci.garden-grove.ca.us); [matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)

\*~\*~\*~\*~\*~\*~\*~\*~\*~\*

<meeting.ics>

**Subject:** RE: Todd Holzer  
**From:** Grace Lee <gracel@ci.garden-grove.ca.us>  
**Date:** Wed, 18 Jun 2014 14:17:22 -0700 (PDT)  
**To:** Matt Reid <matt.reid@landanddesign.com>  
**CC:** Greg Blodgett <greg1@ci.garden-grove.ca.us>

Hi Matt,

Per Greg's request, please find below the contact information to Todd Holzer of Sunbelt Investment Holdings Inc.

Todd Holzer, President  
Sunbelt Investments  
8095 Othello Avenue  
San Diego, CA 92111  
tholzer@sunbeltinv.com  
Main (858) 495-4900  
Fax (858) 278-8397

*Grace E. Lee*

City of Garden Grove  
Economic Development Division | Finance Department  
11222 Acacia Parkway  
Garden Grove, CA 92840  
Tel. 714.741.5130

**Subject:** Fwd: Todd Holzer  
**From:** Greg Blodgett <greg1@zimbra.ci.garden-grove.ca.us>  
**Date:** Wed, 18 Jun 2014 15:01:35 -0700 (PDT)  
**To:** Matthew Reid <matt.reid@landanddesign.com>  
**CC:** "Grace E. Lee" <gracel@ci.garden-grove.ca.us>

Sent from my iPhone

Begin forwarded message:

**From:** Grace Lee <gracel@ci.garden-grove.ca.us>  
**Date:** June 18, 2014 at 2:17:22 PM PDT  
**To:** Matt Reid <matt.reid@landanddesign.com>  
**Cc:** Greg Blodgett <greg1@ci.garden-grove.ca.us>  
**Subject:** RE: Todd Holzer

Hi Matt,

Per Greg's request, please find below the contact information to Todd Holzer of Sunbelt Investment Holdings Inc.

Todd Holzer, President  
Sunbelt Investments  
8095 Othello Avenue  
San Diego, CA 92111  
[tholzer@sunbeltinv.com](mailto:tholzer@sunbeltinv.com)  
Main (858) 495-4900  
Fax (858) 278-8397

*Grace E. Lee*

City of Garden Grove  
Economic Development Division | Finance Department  
11222 Acacia Parkway  
Garden Grove, CA 92840  
Tel. 714.741.5130



**Subject:** Fwd: Estimate of City Fees, School and Impact Fees  
**From:** Greg Blodgett <greg1@zimbra.ci.garden-grove.ca.us>  
**Date:** Wed, 25 Jun 2014 23:32:19 -0700 (PDT)  
**To:** Paul Guarrero <paulg@garden-grove.org>

Est for const cost for site c

Sent from my iPhone

Begin forwarded message:

**From:** Matthew Reid <matt.reid@landanddesign.com>  
**Date:** June 25, 2014 at 8:04:33 PM PDT  
**To:** Greg Blodgett <greg1@zimbra.ci.garden-grove.ca.us>  
**Subject:** Re: Estimate of City Fees, School and Impact Fees

about \$180 million.

**Matthew Reid**  
**Land & Design, Inc.**  
3755 Avocado Blvd, Suite 516  
La Mesa, CA. 91941  
858.735.1858 cell  
619.567.2447 x101 office  
619.489.3669 efax  
Skype: [matthew.reid.ca](https://www.skype.com/user/matthew.reid.ca)

Check out our new website: [www.landanddesign.com](http://www.landanddesign.com)

On Jun 25, 2014, at 8:02 PM, Greg Blodgett <greg1@zimbra.ci.garden-grove.ca.us> wrote:

We can get the major fees based on value is the construction

What is the construction value

Sent from my iPhone

On Jun 25, 2014, at 5:57 PM, Matthew Reid <matt.reid@landanddesign.com> wrote:

nothing attached...just looking for an estimate of fees on the project....

**Matthew Reid**  
**Land & Design, Inc.**  
3755 Avocado Blvd, Suite 516  
La Mesa, CA. 91941  
858.735.1858 cell  
619.567.2447 x101 office  
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Skype: [matthew.reid.ca](https://www.skype.com/user/matthew.reid.ca)

Check out our new website: [www.landanddesign.com](http://www.landanddesign.com)

On Jun 25, 2014, at 4:01 PM, Greg Blodgett <[greg1@zimbra.ci.garden-grove.ca.us](mailto:greg1@zimbra.ci.garden-grove.ca.us)> wrote:

No can you resend is it excell or a pdf

Sent from my iPhone

On Jun 25, 2014, at 2:51 PM, Matthew Reid <[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)> wrote:

Did you get my email?

**Matthew Reid**  
**Land & Design, Inc.**  
3755 Avocado Blvd, Suite 516  
La Mesa, CA. 91941  
858.735.1858 cell  
619.567.2447 x101 office  
619.489.3669 efax  
Skype: [matthew.reid.ca](https://www.skype.com/user/matthew.reid.ca)

Check out our new website: [www.landanddesign.com](http://www.landanddesign.com)

On Jun 24, 2014, at 4:06 PM, Matthew Reid <[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)> wrote:

Greg,  
Can you put together an estimate for me?

**Matthew Reid**  
**Land & Design, Inc.**  
3755 Avocado Blvd, Suite 516  
La Mesa, CA. 91941  
858.735.1858 cell  
619.567.2447 x101 office  
619.489.3669 efax  
Skype: [matthew.reid.ca](https://www.skype.com/user/matthew.reid.ca)

Check out our new website: [www.landanddesign.com](http://www.landanddesign.com)

**Subject:****From:** Greg Blodgett <greg1@ci.garden-grove.ca.us>**Date:** Wed, 9 Jul 2014 22:11:32 -0700 (PDT)**To:** Matt Fertal <mattf@ci.garden-grove.ca.us>**CC:** "Reid, Matthew" <matt.reid@landanddesign.com>, Kingsley Okereke <kingsley@ci.garden-grove.ca.us>, Greg Blodgett <greg1@ci.garden-grove.ca.us>, "Grace E. Lee" <gracel@ci.garden-grove.ca.us>

Paul and I met with Wanda Group at Recon ICSC they said they had interest in site c and the Grove District , We will follow up. Below is a press release of info they stated at the conference as well as a video overview

<http://www.wanda-group.com/newsroom/videos/>

China's Wanda Group, controlled by the country's richest man Wang Jianlin, says it will invest \$900 million in a five-star hotel and apartment complex in Chicago, as it acquires more assets in the US.

The project, to be located near the intersection of the Chicago River and Lake Michigan, will be the city's third tallest building with a height of 350 metres (1,148 feet), the company said in a statement.

It will be a mixed-use development consisting of a 240-room "super five-star" hotel, residential units and commercial space, and heralds greater expansion into the US, according to the statement posted Tuesday.

"The Chicago project is just the first step of Wanda's property investment in the United States," Wang said in the statement, adding the company would invest in five-star hotels in major US cities including New York, Los Angeles and San Francisco "within a year".

Wanda has made a series of big-ticket purchases of Western assets in recent years as it seeks to spread itself internationally.

Last month Spain's biggest bank Santander announced that it had sold a historic skyscraper in Madrid to a Wanda subsidiary for 265 million euros (\$360 million).

The deal followed the Chinese conglomerate's acquisition last year of British yacht maker Sunseeker for 320 million pounds (now \$548 million) and its \$2.6 billion takeover in 2012 of US cinema chain AMC Entertainment.

It is also spending 700 million pounds on London's tallest residential towers.

Construction on the Chicago property project is expected to start this year and it is scheduled to open in 2018, Wanda said.

Wang, formerly a senior member of the ruling Communist Party, was ranked the richest man in China and 26th wealthiest in the world, business magazine Forbes reported in February, with his personal worth estimated at \$14 billion.

Greg Blodgett  
SR Project Manager  
City of Garden Grove  
Economic Development

Re:

**Subject:** Re:

**From:** Matthew Reid <matt.reid@landanddesign.com>

**Date:** Wed, 9 Jul 2014 23:21:44 -0700

**To:** Greg Blodgett <greg1@ci.garden-grove.ca.us>

**CC:** Matt Fertal <mattf@ci.garden-grove.ca.us>, Kingsley Okereke <kingsley@ci.garden-grove.ca.us>, "Grace E. Lee" <gracel@ci.garden-grove.ca.us>

Thanks Greg.

Our investment bank, Cascadia Capital, has a contact with Wanda and has reached out to them about our project.

I will keep you up to date on any developments.

Thanks.

*iPhone communication, please excuse any typos.*

Matthew Reid

**Land & Design, Inc.**

3755 Avocado Blvd, Suite 516

La Mesa, CA. 91941

858.735.1858 direct

619.489.3669 efax

Skype: [matthew.reid.ca](https://www.skype.com/people/matthew.reid.ca)

Check out our new website: [www.landanddesign.com](http://www.landanddesign.com)

On Jul 9, 2014, at 10:11 PM, Greg Blodgett <greg1@ci.garden-grove.ca.us> wrote:

Paul and I met with Wanda Group at Recon ICSC they said they had interest in site c and the Grove District , We will follow up. Below is a press release of info they stated at the conference as well as a video overview

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Re:

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Greg Blodgett  
SR Project Manager  
City of Garden Grove  
Economic Development

Breakdown of Project Cost

**Subject:** Breakdown of Project Cost  
**From:** Matthew Reid <matt.reid@landanddesign.com>  
**Date:** Wed, 3 Sep 2014 11:33:34 -0700  
**To:** Greg Blodgett <greg1@zimbra.ci.garden-grove.ca.us>  
**CC:** Paul Guerrero <paulg@garden-grove.org>

Here is the breakdown of project costs at Full Buildout (769 Hotel Rooms). Just Hotels and Parking Structure. This cost does not include Restaurants / Entertainment areas....no need to know those at this point.

Thanks

INTERNATIONAL WEST GARDEN GROVE, CA. PROJECT COST DETAIL						
Description	Full Service Hotel 0 308 keys 245,000 sf	Full Service "Themed" Hotel 221 keys 177,000 sf	Limited / Select Service Hotel 240 keys 146,500 sf	Parking Garage 1345 stalls 453,500 sf	TOTAL 769 keys 1,022,000 sf	Comments
<b>TOTAL LAND ACQUISITION / ENTITLEMENT / ENGINEERING COSTS</b>	\$539,598	\$423,507	\$319,080	\$329,211	\$1,611,394	
<b>HARD COST (CONSTRUCTION)</b>	\$60,268,356	\$48,540,769	\$37,855,184	\$33,762,784	\$180,447,093	\$176.56 per sf
<b>HARD COST (DEVELOPER)</b>	\$12,618,554	\$9,640,862	\$5,004,978	\$117,248	\$27,381,643	
<b>SOFT COST (DEVELOPER)</b>	\$18,496,845	\$13,033,022	\$9,183,138	\$7,124,537	\$45,837,543	
<b>FINANCING COST</b>	\$9,911,548	\$7,888,221	\$5,853,797	\$4,688,814	\$28,332,178	
<b>TOTAL PROJECT COST</b>	<b>\$99,854,897</b>	<b>\$79,506,382</b>	<b>\$58,216,178</b>	<b>\$46,032,393</b>	<b>\$283,609,849</b>	

**Matthew Reid**  
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[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)

Check out our new website [www.landanddesign.com](http://www.landanddesign.com)

**Subject:** Re: Breakdown of Project Cost  
**From:** Matthew Reid <matt.reid@landanddesign.com>  
**Date:** Tue, 9 Sep 2014 10:31:29 -0700  
**To:** Greg Blodgett <greg1@zimbra.ci.garden-grove.ca.us>  
**CC:** Paul Guerrero <paulg@garden-grove.org>

Was this what you needed? When can I get that estimate?  
Thanks

**Matthew Reid**  
Land & Design, Inc.  
3755 Avocado Blvd | #516 | LaMesa, CA 91942  
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619.489.3669 efax  
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[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)

Check out our new website [www.landanddesign.com](http://www.landanddesign.com)

On Sep 3, 2014, at 11:33 AM, Matthew Reid <[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)> wrote:

Here is the breakdown of project costs at Full Buildout (769 Hotel Rooms). Just Hotels and Parking Structure. This cost does not include Restaurants / Entertainment areas....no need to know those at this point.

Thanks

<Screenshot 2014-09-03 11.31.22.png>

**Matthew Reid**  
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[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)

Check out our new website [www.landanddesign.com](http://www.landanddesign.com)

City Fees?

**Subject:** City Fees?

**From:** Matthew Reid <matt.reid@landanddesign.com>

**Date:** Thu, 23 Oct 2014 13:35:19 -0700

**To:** Greg Blodgett <greg1@zimbra.ci.garden-grove.ca.us>, Paul Guerrero <paulg@garden-grove.org>

Need that estimate of fees.....

**Matthew Reid**

Land & Design, Inc.

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[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)

Check out our new website [www.landanddesign.com](http://www.landanddesign.com)



**Subject:** Fwd: Betterment VII

**From:** Matt Fertal <mattf@ci.garden-grove.ca.us>

**Date:** Wed, 19 Nov 2014 13:34:01 -0800 (PST)

**To:** Greg Blodgett <greg1@ci.garden-grove.ca.us>, Kingsley Okereke <kingsley@ci.garden-grove.ca.us>

**CC:** Matthew Reid <matt.reid@landanddesign.com>

FYI

Matt

---

**From:** Jay Burress [mailto:jburress@anaheimoc.org]

**Sent:** Wednesday, November 19, 2014 11:31 AM

**To:** Steve Arnold; Fred Brown; Bruno, Tony; Jay Burress; Stephen M. D'Agostino; Robert Donahue; James M. Durslag; Werner Escher; Matt Fertal; Helen Forbes; Sven Grunder; John Kalinski; Dennis Kuhl; Thomas Morton; Bill O'Connell; Steve Plummer, CGCS; Joaquin Quesada; Shaun Robinson; Paul Sanford; Paul Sanford; Larry Slagle; Julia Smith; Chris Snyder; William Snyder

**Subject:** Betterment VII

Greetings,

On Friday November 14, 2014 the City closed on the Convention Center Expansion bonds based on the original City Council approval and favorable outcome of the litigation in trial court. We were able to obtain \$190 million for the Convention Center Expansion (\$10 million more than originally planned to cover potential increases due to the delay) AND \$20 million for other community projects! All of these proceeds are in the bank and available for expenditure. Due to intense marketing efforts and favorable market conditions we were able to get an overall interest rate of 4.36%, versus 4.47% in March. This means that our total debt service over the life of the bonds is \$2 million less than it would have been in March, even though our costs have increased by \$11 million. We were able to meet our financing plan to keep our annual General Fund lease obligations (excluding the Resort) at or under \$17 million.

On Monday November 17, 2014 the City issued a notice to proceed to the design build firm Turner Construction to restart their efforts. Demolition of Car Park 1 is scheduled to begin in April 2015 and completion of the expansion project is planned for May 2017. Staff will be returning to the City Council during the mid-year budget review to propose the appropriation of the \$20 million for community projects. Additionally, we will be scheduling a formal ground breaking to occur in the new year.

Great news!

Jay Burress, CTA

President & CEO

p: 714.765.8840 | m: 714.932.2100

Anaheim/Orange County Visitor & Convention Bureau

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**Subject:** Re: Betterment VII

**From:** Matthew Reid <matt.reid@landanddesign.com>

**Date:** Wed, 19 Nov 2014 13:54:29 -0800

**To:** Matt Fertal <mattf@ci.garden-grove.ca.us>

**CC:** Greg Blodgett <greg1@ci.garden-grove.ca.us>, Kingsley Okereke <kingsley@ci.garden-grove.ca.us>

Thanks!!!

**Matthew Reid**

Land & Design, Inc.

3755 Avocado Blvd | #516 | LaMesa, CA 91942

619.567.2447 x101 office

858.735.1858 cell

619.489.3669 efax

Skype - [matthew.reid.ca](https://www.skype.com/people/matthew.reid.ca)

[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)

Check out our new website [www.landanddesign.com](http://www.landanddesign.com)

On Nov 19, 2014, at 1:34 PM, Matt Fertal <[mattf@ci.garden-grove.ca.us](mailto:mattf@ci.garden-grove.ca.us)> wrote:

FYI

Matt

---

**From:** Jay Burress [<mailto:jburress@anaheimoc.org>]

**Sent:** Wednesday, November 19, 2014 11:31 AM

**To:** Steve Arnold; Fred Brown; Bruno, Tony; Jay Burress; Stephen M. D'Agostino; Robert Donahue; James M. Durslag; Werner Escher; Matt Fertal; Helen Forbes; Sven Grunder; John Kalinski; Dennis Kuhl; Thomas Morton; Bill O'Connell; Steve Plummer, CGCS; Joaquin Quesada; Shaun Robinson; Paul Sanford; Paul Sanford; Larry Slagle; Julia Smith; Chris Snyder; William Snyder

**Subject:** Betterment VII

Greetings,

On Friday November 14, 2014 the City closed on the Convention Center Expansion bonds based on the original City Council approval and favorable outcome of the litigation in trial court. We were able to obtain \$190 million for the Convention Center Expansion (\$10 million more than originally planned to cover potential increases due to the delay) AND \$20 million for other community projects! All of these proceeds are in the bank and available for expenditure. Due to intense marketing efforts and favorable market conditions we were able to get an overall interest rate of 4.36%, versus 4.47% in March. This means that our total debt service over the life of the bonds is \$2 million less than it would have been in

March, even though our costs have increased by \$11 million. We were able to meet our financing plan to keep our annual General Fund lease obligations (excluding the Resort) at or under \$17 million.

On Monday November 17, 2014 the City issued a notice to proceed to the design build firm Turner Construction to restart their efforts. Demolition of Car Park 1 is scheduled to begin in April 2015 and completion of the expansion project is planned for May 2017. Staff will be returning to the City Council during the mid-year budget review to propose the appropriation of the \$20 million for community projects. Additionally, we will be scheduling a formal ground breaking to occur in the new year.

Great news!

Jay Burress, CTA

President & CEO

p: 714.765.8840 | m: 714.932.2100

Anaheim/Orange County Visitor & Convention Bureau

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**Subject:** Re: Shanghai

**From:** Matt Fertal <mattf@ci.garden-grove.ca.us>

**Date:** Tue, 2 Dec 2014 18:01:45 -0800 (PST)

**To:** Matthew Reid <matt.reid@landanddesign.com>

**CC:** Dave Rose <drose3@charter.net>, Greg Blodgett <Greg1@ci.garden-grove.ca.us>, Kingsley Okereke <kingsley@ci.garden-grove.ca.us>

OK Sounds good. We'll be ready.

Matt

---

**From:** "Matthew Reid" <matt.reid@landanddesign.com>

**To:** "Matt Fertal" <mattf@ci.garden-grove.ca.us>

**Cc:** "Dave Rose" <drose3@charter.net>, "Greg Blodgett" <Greg1@ci.garden-grove.ca.us>

**Sent:** Tuesday, December 2, 2014 4:08:47 PM

**Subject:** Fwd: Shanghai

Matt,

During our meeting tomorrow with the SCG team performing the due diligence, I believe you will hear them focus on 3 areas of concern, which I know you will be able to set them at ease....

1. **City Approvals.** As you know, the PUD, GPA, MND and TPM are all complete. However, there are a few additional approvals needed. They will want clarity and surety of these approvals. We've explained to them several times, however they will want to hear from the City. One of their concerns is that the City will "change its mind" during the permit approval stage.....
2. **SCG would prefer to close on land sooner than later.** You will hear some reluctance to spend lots of money before being able to close on the land. Perhaps we can find a way to allow SCG to close based on receiving foundation permits? I would suggest a "reversion" clause that if the project isn't fully permitted in 1 year, the land reverts back to City.
3. **Direct Escrow.** You'll hear them ask for the property to go directly from the City to SCG. As you know this is common to have a double-closing and within the same transaction have the property go from City-LND-SCG. However, they are not aware of such a vehicle.

The conversation should focus around these 3 areas, primarily as these have been the stumbling blocks from SCG so far....

Thanks and we'll see you tomorrow.

**Matthew Reid**

Land & Design, Inc.

3755 Avocado Blvd | #516 | LaMesa, CA 91942

Re: Shanghai

619.567.2447 x101 office  
858.735.1858 cell  
619.489.3669 efax  
Skype - [matthew.reid.ca](https://www.skype.com/user/matthew.reid.ca)  
[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)

Check out our new website [www.landanddesign.com](http://www.landanddesign.com)

Begin forwarded message:

**Subject: Re: Shanghai**  
**From:** Matthew Reid <[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)>  
**Date:** December 2, 2014 at 10:11:01 AM PST  
**Cc:** Greg Blodgett <[greg1@zimbra.ci.garden-grove.ca.us](mailto:greg1@zimbra.ci.garden-grove.ca.us)>, Dave Rose <[drose3@charter.net](mailto:drose3@charter.net)>  
**To:** Matt Fertal <[mattf@ci.garden-grove.ca.us](mailto:mattf@ci.garden-grove.ca.us)>

Excuse the misspelling of Shanghai...

**Matthew Reid**  
Land & Design, Inc.  
3755 Avocado Blvd | #516 | LaMesa, CA 91942  
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Skype - [matthew.reid.ca](https://www.skype.com/user/matthew.reid.ca)  
[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)

Check out our new website [www.landanddesign.com](http://www.landanddesign.com)

On Dec 2, 2014, at 9:46 AM, Matthew Reid <[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)> wrote:

\*\*\*\*\*CONFIDENTIAL COMMUNICATION  
\*\*\*\*\*CONFIDENTIAL  
COMMUNICATION\*\*\*\*\*

Matt,

On November 18, 2014, we entered into a preliminary, fully executed agreement between Land & Design, Inc. and Shanghai America Group, Inc./Shanghai Construction Group ("SCG"). SCG is now into a 60 day due diligence stage of our agreement whereby SCG will be receiving SCG Board Approval of the project prior to the end of their due diligence. We are requesting, in accordance with the Grove District Resort Hotel Development Agreement dated April 9, 2013 ("GDRHDA") that you provide an approval, not to be unreasonably withheld, of SCG.

Since 1998, SCG has been listed in the TOP-50 of the "Top 225 International Contractors" by US Engineering News Record. Currently, they are the 16th largest contractor in the world. As you will see from the attached information, SCG is more than capable, both from experience and financial capability to complete the project. Here are a few Hospitality projects by SCG...

#### **HOTEL EXPERIENCE:**

- Hyatt Place, One Fulton Square, Flushing NY
- Two Fulton Square, 240 key hotel, Flushing NY
- Jingo Tower, 289,500 sm, 420.5m tall.
- Oriental Pearl Tower
- Hunglung Plaza
- Tomorrow Square
- Hua Ting Hotel
- Garden Hotel
- Shangri-la Hotel
- Shanghai Centre
- Jing An Hilton Hotel
- JC Mandarin Hotel
- East Jingjiang Hotel

SCG has a 50 year track record of some of the most iconic projects in the world. Including the Shanghai Tower, Shanghai World Financial Center and the Shanghai Maglev Train and many others. With annual revenues exceeding 26 billion Yuan (\$4.2 billion US) and assets in excess of 23 billion Yuan (\$3.7 billion US) the ability for SCG to provide the equity necessary is not an issue.

It is our understanding of the GDRHDA that the approval of SCG is not required for financing purposes, however because Land & Design, Inc. will be reduced in ownership below 10% (post Construction Covenants), approval is required.

If additional information is necessary, please let me know as soon as possible.

**Matthew Reid**  
Land & Design, Inc.

3755 Avocado Blvd | #516 | LaMesa, CA 91942  
619.567.2447 x101 **office**  
858.735.1858 **cell**  
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[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)

Check out our new website [www.landanddesign.com](http://www.landanddesign.com)

<SCG America Projects in US\_2014.pdf>  
<2014\_12\_2 SCG Brochure.pdf>

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**Subject:** SCG Assignment

**From:** Matt Fertal <mattf@ci.garden-grove.ca.us>

**Date:** Wed, 3 Dec 2014 16:55:10 -0800 (PST)

**To:** Matthew Reid <matt.reid@landanddesign.com>

**CC:** Greg Blodgett <greg1@ci.garden-grove.ca.us>, Kingsley Okereke <kingsley@ci.garden-grove.ca.us>, "James H. Eggart" <jeggart@wss-law.com>

Matt,

I wanted to let you know that I thought the meeting today with SCG was very productive. Our initial assessment of SCG America is that they are well qualified to assume the obligations under the Site C DDA.

I do have a concern about the timing of securing a commitment from SCG and bringing forward the Assignment Agreement. As you know, the original DDA was approved in June 2011. The window for this major development may be closing. Therefore, I must stress that the January 18th date to secure an agreement with SCG is critical. Failure to bring forth a signed agreement between Land and Design and SCG America will most likely result in the City wishing to pursue other Developer Partner options. Again, we believe that SCG is a very capable entity to bring this significant project to fruition. However, time is of the essence and we must adhere to a strict timeline. I hope you also appreciate the sense of urgency.

Matt

Re: Open Escrow

**Subject:** Re: Open Escrow  
**From:** Greg Blodgett <greg1@ci.garden-grove.ca.us>  
**Date:** Thu, 4 Dec 2014 10:28:35 -0800 (PST)  
**To:** Matthew Reid <matt.reid@landanddesign.com>  
**CC:** "Grace E. Lee" <gracel@ci.garden-grove.ca.us>

I spoke with Jim Sardo late yesterday, and send him the Executed Resort Agreement and instructed him to open escrow.

We will follow up with him on Monday.

----- Original Message -----

From: "Matthew Reid" <matt.reid@landanddesign.com>  
To: "Greg Blodgett" <Greg1@ci.garden-grove.ca.us>  
Cc: "Jim Sardo" <jsardo@firstam.com>  
Sent: Wednesday, December 3, 2014 2:25:21 PM  
Subject: Open Escrow

Greg,  
Please be sure to contact our Escrow officer Jim Sardo to get it open.  
Thanks.

Matthew Reid  
Land & Design, Inc.  
3755 Avocado Blvd | #516 | LaMesa, CA 91942  
619.567.2447 x101 office  
858.735.1858 cell  
619.489.3669 efax  
Skype - matthew.reid.ca  
[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)

Check out our new website [www.landanddesign.com](http://www.landanddesign.com)

**Subject:** RE: GG REstaurant Sales Tax Report  
**From:** Grace Lee <gracel@ci.garden-grove.ca.us>  
**Date:** Fri, 19 Dec 2014 13:42:38 -0800 (PST)  
**To:** Matt Reid <matt.reid@landanddesign.com>  
**CC:** Greg Blodgett <greg1@ci.garden-grove.ca.us>

Hi Matt,

Per Greg Blodgett, please find attached a report comparing our restaurants in the hotel district.

**Grace E. Lee**

Sr. Economic Development Specialist  
City of Garden Grove | Economic Development Division  
11222 Acacia Parkway, Garden Grove, CA 92840  
Tel. 714.741.5130 | Fax (714) 741-5205

<b>Restaurant Sales Tax Revenue.pdf</b>	<b>Content-Type:</b> application/pdf <b>Content-Encoding:</b> base64
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**Subject:** Re: GG REstaurant Sales Tax Report  
**From:** Grace Lee <gracel@ci.garden-grove.ca.us>  
**Date:** Fri, 19 Dec 2014 13:54:42 -0800 (PST)  
**To:** Matthew Reid <matt.reid@landanddesign.com>  
**CC:** Greg Blodgett <greg1@ci.garden-grove.ca.us>

Hi Matt,  
Yes we know which restaurants they represent.

**Grace E. Lee**

Sr. Economic Development Specialist  
City of Garden Grove | Economic Development Division  
11222 Acacia Parkway, Garden Grove, CA 92840  
Tel. 714.741.5130 | Fax (714) 741-5205

---

**From:** "Matthew Reid" <matt.reid@landanddesign.com>  
**To:** "Grace Lee" <gracel@ci.garden-grove.ca.us>  
**Cc:** "Greg Blodgett" <greg1@ci.garden-grove.ca.us>  
**Sent:** Friday, December 19, 2014 1:44:40 PM  
**Subject:** Re: GG REstaurant Sales Tax Report

Thanks!!!! Just so I understand, do you know which restaurants these represent?

**Matthew Reid**

Land & Design, Inc.  
3755 Avocado Blvd | #516 | LaMesa, CA 91942  
619.567.2447 x101 **office**  
858.735.1858 **cell**  
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[matt.reid@landanddesign.com](mailto:matt.reid@landanddesign.com)

Check out our new website [www.landanddesign.com](http://www.landanddesign.com)

On Dec 19, 2014, at 1:42 PM, Grace Lee <[gracel@ci.garden-grove.ca.us](mailto:gracel@ci.garden-grove.ca.us)> wrote:

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**Grace E. Lee**

Sr. Economic Development Specialist  
City of Garden Grove | Economic Development Division

Re: GG REstaurant Sales Tax Report

11222 Acacia Parkway, Garden Grove, CA 92840  
Tel. 714.741.5130 | Fax (714) 741-5205

<Restaurant Sales Tax Revenue.pdf>

**Subject:** Re: GG REstaurant Sales Tax Report  
**From:** Grace Lee <gracel@ci.garden-grove.ca.us>  
**Date:** Fri, 19 Dec 2014 13:54:42 -0800 (PST)  
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**To:** "Grace Lee" <gracel@ci.garden-grove.ca.us>  
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Tel. 714.741.5130 | Fax (714) 741-5205

<Restaurant Sales Tax Revenue.pdf>



**Subject:** Re: GG REstaurant Sales Tax Report  
**From:** Grace Lee <gracel@ci.garden-grove.ca.us>  
**Date:** Fri, 19 Dec 2014 14:02:34 -0800 (PST)  
**To:** Matthew Reid <matt.reid@landanddesign.com>  
**CC:** Greg Blodgett <greg1@ci.garden-grove.ca.us>

Here's an updated version.

lol let me see what I can do...

**Grace E. Lee**

Sr. Economic Development Specialist  
City of Garden Grove | Economic Development Division  
11222 Acacia Parkway, Garden Grove, CA 92840  
Tel. 714.741.5130 | Fax (714) 741-5205

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**To:** "Grace Lee" <gracel@ci.garden-grove.ca.us>  
**Cc:** "Greg Blodgett" <greg1@ci.garden-grove.ca.us>  
**Sent:** Friday, December 19, 2014 1:55:35 PM  
**Subject:** Re: GG REstaurant Sales Tax Report

would you be willing to share?? :-)

**Matthew Reid**

Land & Design, Inc.  
3755 Avocado Blvd | #516 | LaMesa, CA 91942  
619.567.2447 x101 **office**  
858.735.1858 **cell**  
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**To:** "Grace Lee" <[gracel@ci.garden-grove.ca.us](mailto:gracel@ci.garden-grove.ca.us)>  
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<Restaurant Sales Tax Revenue.pdf>

<b>Restaurant Sales Tax Revenue.pdf</b>	<b>Content-Type:</b> application/pdf
	<b>Content-Encoding:</b> base64

