



CITY OF GARDEN GROVE

July 24, 2020

Borstein Enterprises
Attn: Erik Pfahler
11766 Wilshire Boulevard, Suite 820
Los Angeles, CA 90025

RE: Sale of the property located 3017 W. 5th Street, Santa Ana, CA 92703 pursuant to California Government Code Section 54220 et. seq. (the "Surplus Land Act").

Dear Mr. Pfahler,

The City of Garden Grove (the "City") is seeking to dispose of approximately 100 plus acres of property currently operating as the Willowick Golf Course (the "Willowick Property") pursuant to California Government Code Section 54220 et. seq. (the "Surplus Land Act").

You are receiving this letter because you responded in the affirmative to a written Notice of Availability of the Willowick Property for low and moderate income housing purposes and/or open space purposes in accordance with the terms of the Surplus Land Act.

Under the Surplus Land Act, the next step in the process is to "... enter into good faith negotiations to determine a mutually satisfactory sales price or lease terms." Government Section Code 54223(a).

Based on the number of expressions of interest to the Notice of Availability, the City anticipates receiving a number of offers that could range from all cash offers to revenue based leases with a range of contingencies from soils and title to land-use approval by the City of Santa Ana.

The City of Garden Grove has determined that the fairest and most efficient way to balance alternative proposals and establish the priorities required by statute is to request that each specific proposal be submitted in a unified form. To this end, please complete and submit the following to commence negotiations to acquire the Willowick Property for low and moderate income housing use and/or open space use:

Steven R. Jones
Mayor

John R. O'Neill
Mayor Pro Tem - District 2

George S. Brietigam
Council Member - District 1

Diedre Thu-Ha Nguyen
Council Member - District 3

Patrick Phat Bui
Council Member - District 4

Stephanie Klopfenstein
Council Member - District 5

Kim Bernice Nguyen
Council Member - District 6

1. Identify the proposing entity and the contact information for the individual(s) who will be negotiating with the City.
2. Describe in detail terms of purchase or lease, i.e., purchase price, contingent purchase price and/or rent payments.
3. Describe contingencies, if any, of purchase or lease, e.g., title, soils condition, regulatory approval, etc.
4. Describe the proposed project.
 - (a) For residential, if any, specifically identify the unit count, unit size and affordability level.
 - (b) For commercial, if any, specifically describe building sizes and proposed uses; and
 - (c) For open space, if any, please specifically describe the size, location, and proposed uses.
5. Identify source of debt and equity.

Please send the initial submittal information described above on standard 8 1/2"x 11" letter size paper. Drawings included with the proposal should be no larger than 11"x 17" folded. Proposal contents must be organized into separate tabbed sections, (i.e. Section 2.0, 2.1, etc.) and pages numbered. The proposing entity must submit one proposal signed in ink marked "Original" and four (4) copies, each marked "Copy." In addition to mail or hand-delivery, an electronic PDF copy must be sent via email to Grace Lee, Sr. Economic Development Specialist, at gracel@ggcity.org by the submittal deadline. The submittals will not be returned for any reason. Please submit all proposals either by hand-delivery or mail to:

City of Garden Grove
Office of Economic Development
Attention: Grace Lee
Title: Willowick Submittal
11222 Acacia Parkway
Garden Grove, California 92840

Please direct all questions or request for clarification to Grace Lee, Senior Economic Development Specialist at gracel@ggcity.org. Please deliver your submittals to be received by the City no later than 5:00 P.M. (PST) on Thursday, August 21, 2020.

Sincerely,



LISA L. KIM
Assistant City Manager
Community & Economic Development Department