

## Peter Grenell

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**From:** brian foss <brian.foss@me.com>  
**Sent:** Monday, December 31, 2012 12:05 PM  
**To:** Peter Grenell; Peter Grenell  
**Subject:** Re: prep for meeting with John McLaurin

Peter I'll review it today.

Happy New year as well

On Dec 30, 2012, at 2:10 PM, Peter Grenell <[pgrenell@sbcglobal.net](mailto:pgrenell@sbcglobal.net)> wrote:

> Hi, Brian,

>

> Just went over the CMIA seminar power point. I see a number of them that would be worth providing to John, although not the whole thing; although, emailing it to him so he could view it at his leisure probably would be worth doing. Here are the ones I noted:

>

> 1, 4, 6, 7, 8, 9, 11, 12, 13, 14, 15, 17, 18, 19, 21, 22, 28, 36, 37, 38, 46, 48, 73, 74, 75. Some of these could probably be not included, but you can see what I thought we could guide our talk with him through re: CMIA/B and what it's for, what it can do, what it has done, and recent concerns. Of course, he'll likely have questions and comments.

>

> Anyway, it's a first stab at it. If you reply to this, use Both [pgrenell@sbcglobal.net](mailto:pgrenell@sbcglobal.net) (my home email) and work: [harbordistrict@smharbor.com](mailto:harbordistrict@smharbor.com).

>

> Meanwhile,

>

> Happy New Year to you!

>

> Peter

# Welcome!

## Peter Grenell

*Chair, California Maritime  
Infrastructure Authority and Bank  
General Manager  
San Mateo County Harbor District*



# Presenters Today

**David Hull**

*Executive Director CMIA/CMIB*

**Douglas Charchenko**

*Financial Advisor to CMIA/CMIB*

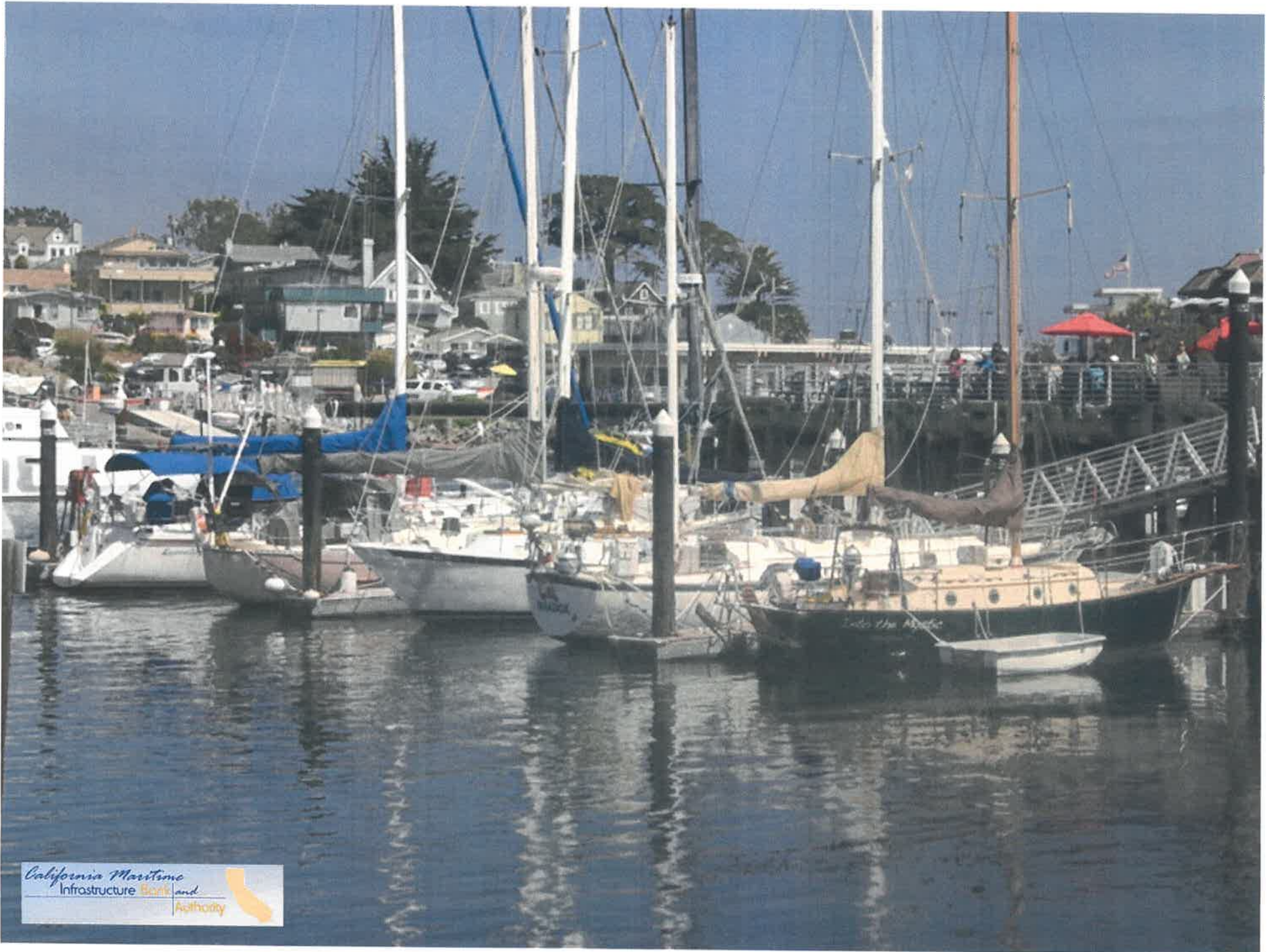
**Brian Foss**

*Past Chair CMIA and CMIB Board  
Member*



California Maritime  
Infrastructure **Bar** and  
Authority 

10 3:35 PM







# 2222 EAST CLIFF DR. BUILDING

**PROFORMA**  
year 5- 2010

## INCOME

Total Rents	\$231K	
Net New Parking	\$30K	
Total Income		\$261K

## EXPENSES

Debt Service	\$191K	
Admin/Insur/OH	\$15K	
Maintenanc e	\$15K	
Total Expense		\$221

**Net Project yr. 5**

**\$40K**



# COMMERCIAL BUILDING FOR ENGINE REPAIR SHOP TENANT

## FINANCING

Total Cost \$350K CMIA BOND

## PROJECT PROFORMA YEAR 5- 2010

RENT FROM  
TENANT \$30K

EXPENSES \$26K

NET PROJECT YR 5 \$4K

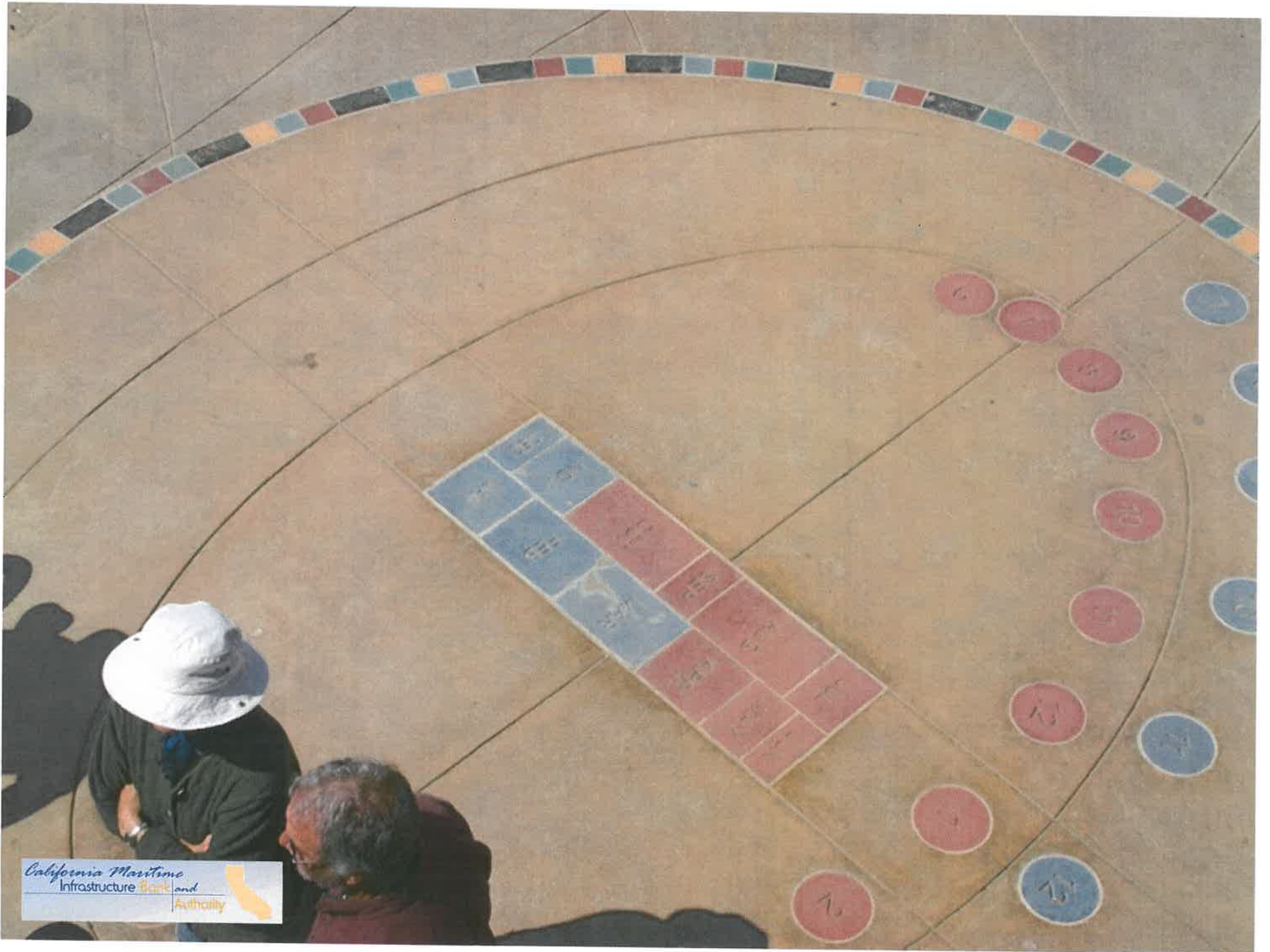






California Maritime  
Infrastructure Bank and  
Authority









80 KAYAKS



A photograph of a hand launch ramp at a marina. The ramp is a concrete platform with metal railings on both sides, leading down to the water. In the background, several sailboats are docked at a pier. A blue kayak is visible on the ramp. The text "HAND LAUNCH RAMP FOR KAYAKS AND ROW BOATS" is overlaid in blue on the ramp. The California Maritime Infrastructure Bank and Authority logo is in the bottom left corner.

**HAND LAUNCH RAMP  
FOR KAYAKS AND ROW  
BOATS**



**Access  
Improvements  
Funded by the**



**Boating  
Trails  
Program**

# "A" DOCK SMALL BOAT PROJECT

## FINANCING

CAL BOATING BOAT TRAILS GRANT (PUBLIC LAUNCH ELEMENT)	\$117K
CMIA FINANCING FOR BOAT STORAGE ELEMENT	\$195K
MEMORIAL BENCH DONATION	\$10K
<b>TOTAL PROJECT</b>	<b>\$322K</b>
<b>PROFORMA</b>	
INCOME YEAR 5	\$43.8K
COST YR 5	\$14.9K
<b>NET PROJECT YR 5</b>	<b>\$28.8K</b>

# 2222 EAST CLIFF BUILDING REHABILITATION



# 2222 East Cliff Multi Tenant Multi Use Building Rehabilitation Analysis

**Building reverting to Port District  
ownership**

**Building in very poor condition**

**Because of various coastal  
commission and local zoning  
rulings, building cannot be  
expanded more than 1500 SF.**

**Coastal Commission limits non  
water related uses**

**The rehabilitation was simply too  
expensive to pencil out**

**Analysis of above factors leads to  
initial conclusion that building  
should be leveled and made open  
space.**

# Harbor/Port Real Estate Trends in the Past 5 Years

- Forces which drive those trends:
  - General Economic Sluggishness
  - New Products that Offer Opportunities in Land Use
  - Waterfront Gentrification Pressures
  - Specific Economic Factors that Affect Harbor Property

# Small Craft Harbor Discussion

- Do marinas have chronic vacancies? What size slips are affected.
- Is there a long term fix or reuse?
- Coastal Commission is blocking harbor plans to replace small empty berths on a coast wide basis.
- Are empty berths due to 1) decline of commercial fishing, 2) sport fishing, 3) general recession, 4) shrinking middle class or other demographics?



# How to Utilize CMIA Services

- Interest Forms
- Contact Us to Schedule a Project Financing Evaluation
  - David Hull, Executive Director  
707.496.3120  
hullspier@aol.com
  - [www.californiamaritimeinfrastructureauthority.org](http://www.californiamaritimeinfrastructureauthority.org)



# Port of San Diego Real Estate Management in a Changing Waterfront

**Jenner Smith**  
*Asset Manager*  
*Port of San Diego*

# About the Port

- Created by legislature to:  
manage San Diego Harbor  
Administer the public lands along San Diego Bay



# Port by the Numbers

- About 530 employees
- 13 departments
- Revenues – FY11

<u>Type</u>	<u>Amount</u>
Real Estate	\$80.9 million
Maritime	\$34.0 million
Harbor Police	\$13.2 million
Other*	<u>\$ 3.2 million</u>
Total	\$131.3 million

\* Includes grants, interest and investment income and legal settlements

# Economic Engine: \$1.7 billion invested since 1963

- 2 maritime cargo terminals
- San Diego Convention Center & expansion
- South Bay Wildlife Refuge
- B Street Cruise Ship Terminal
- Expansion of National City Marine Terminal Wharf
- Chula Vista Nature Center
- Airport terminals & expansions
- 17 Parks on San Diego Bay and in Imperial Beach
- Shelter Island
- Harbor Island
- National City Marina Basin

# Ongoing Construction Projects



# North Embarcadero Visionary Plan

- Joint project between the Port, the City of San Diego and Centre City Development Corp.
- 1 ½ mile area on Harbor Drive
- Widened esplanade, enhanced landscaping, improved public access
- Improved traffic flow on Harbor Drive
- Enlivened downtown waterfront





# Ruocco Park

- 3.3 acre park located south of Seaport Village
- \$3.5 million grant from the Ruocco Fund
- Public artist selected at April 2010 Board meeting
- Construction started in early October
- Completion in fall 2012



# South Bay Power Plant

- Operated by Dynegy, Inc.
- Reliability Must Run Status removed in December 2010
- EIR consultant selected in June 2010
- Asbestos abatement started
- Plant will be dismantled in a two-step process
- Demolition contractor selected



# Coronado Boat House



- \$3.5 million project
- The Port is contributing \$1.5 million
- 2,000-square-foot facility in Glorietta Bay Park
- Will provide storage for kayaks and other equipment for water activities
- The public will be able to use the facilities
- Project striving for LEED silver certification

# Upcoming Development Projects



# San Diego Convention Center Expansion



- Built in 1989
- Port, City of San Diego and the San Diego Convention Center Corporation working together on its expansion
- Additional 200,000 square feet of exhibit space
- 100,000 square feet of meeting rooms
- Will allow San Diego to attract larger conventions
- Estimated cost: \$550 million

# Expansion of Hilton Hotel

- Part of Convention Center Phase III Expansion
- New guestroom tower to be constructed
- 500 guestrooms, new ballroom/meeting facility
- Hotel expansion project to be LEED certified



# Lane Field

- Former site of San Diego Padres ballpark
- Will include 1.66-acre setback park
- Phased development with one hotel tower



# Old Police Headquarters/Seaport Village Re-visioning





# Chula Vista Bayfront Master Plan



Chula Vista Bayfront Master Plan

# Chula Vista Bayfront Master Plan

- Our largest future project
- Will create 7,000 construction jobs
- 2,200 permanent jobs
- Numerous indirect jobs



# Chula Vista Bayfront Master Plan

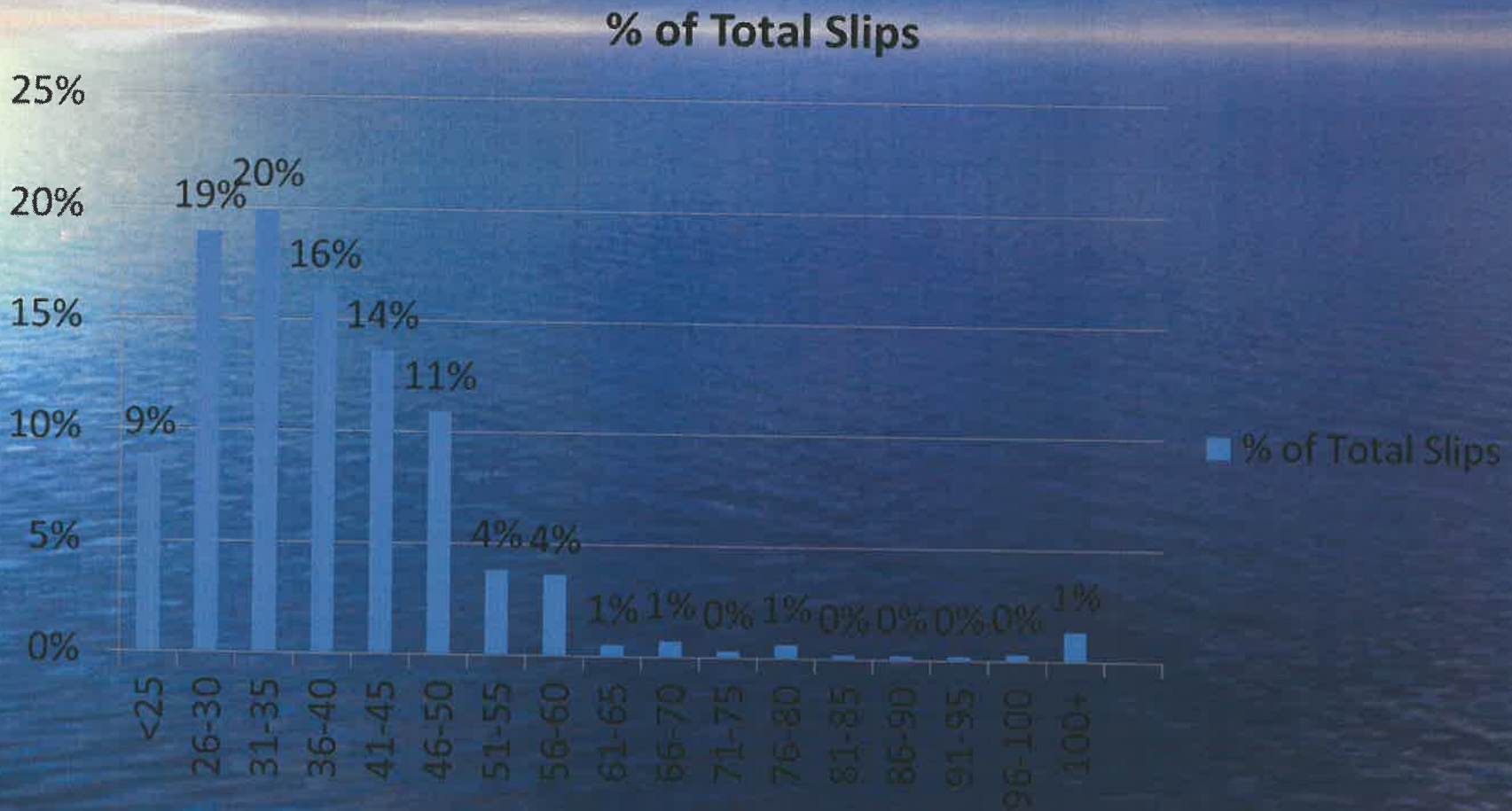
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- Anticipated to generate \$1.3 billion for the regional economy



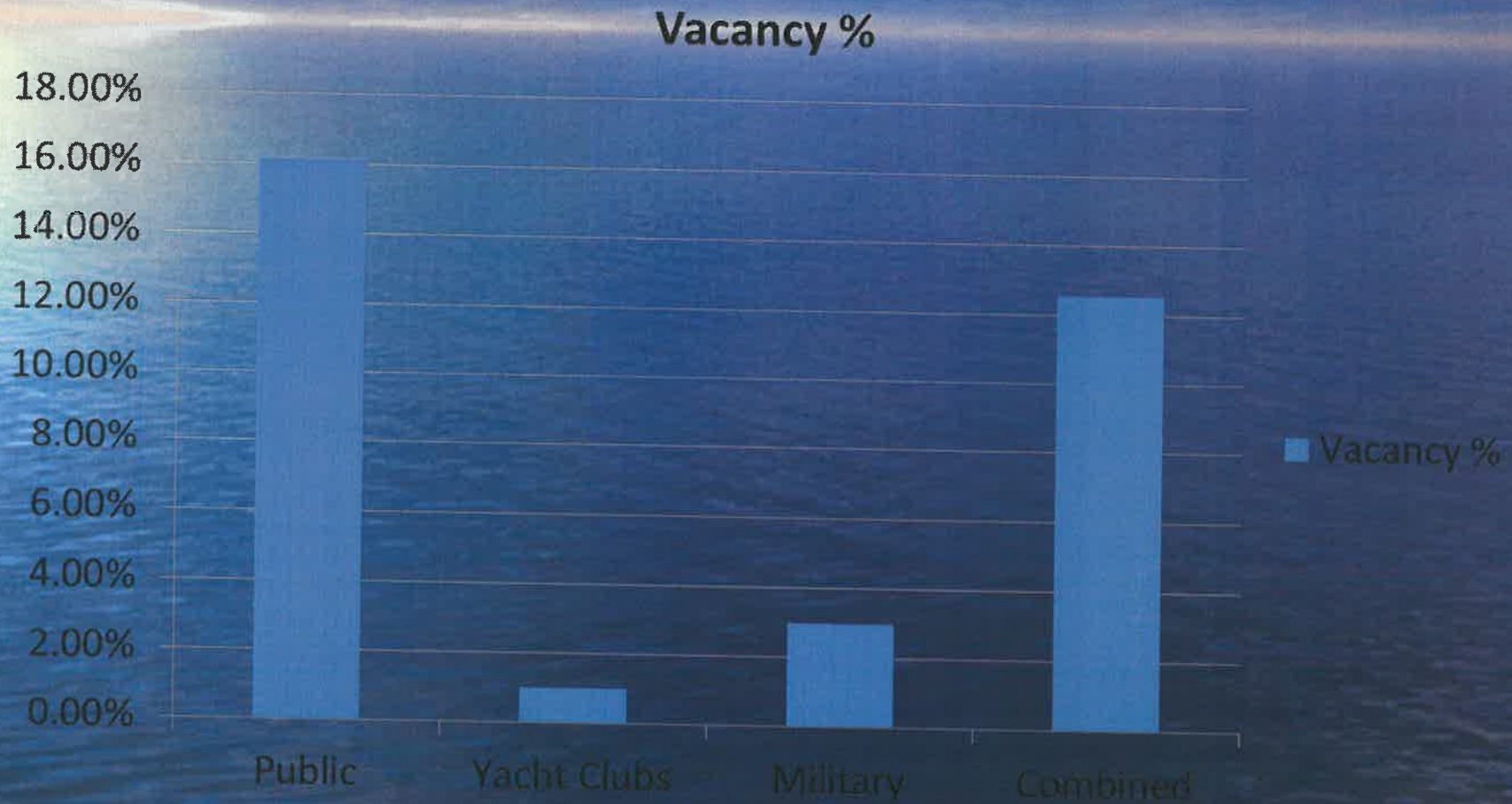
# Port of San Diego Marinas

- Public Slips: 5,436
- Yacht Club Slips: 1,429
- Military Slips: 336
- Total Recreational Slips: 7,201

# Slip Size Distribution

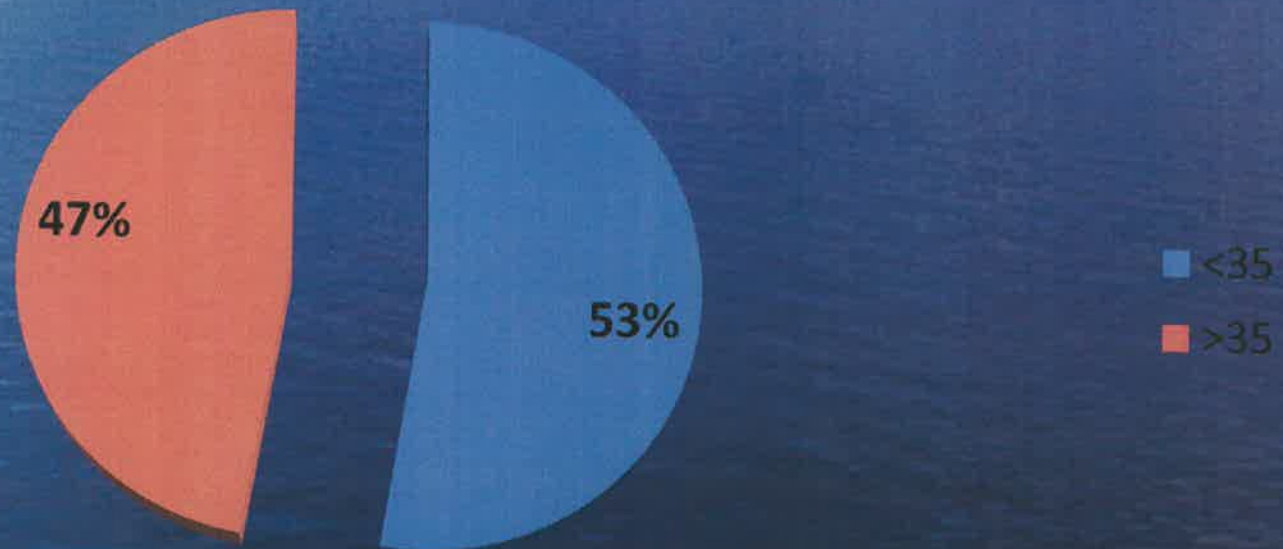


# Marina Vacancy



# Marina Vacancy by Slip Size

% Vacant



Questions?



Unified Port  
*of San Diego*



**LUNCH!**

A sunset scene with a boat silhouette and a building in the background. The sky is a mix of orange and red, and the water reflects the colors. The boat is in the foreground, and the building is in the background.

**Thank You!**

**Questions?**



# **Presentation to the California Maritime Infrastructure Authority**

Jenner Smith, Asset Manager

Wednesday, May 23, 2012





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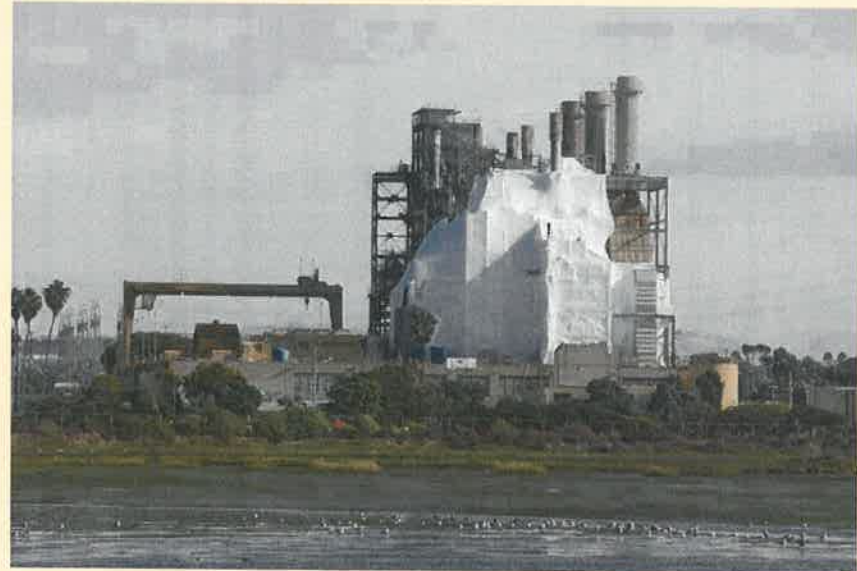




Unified Port  
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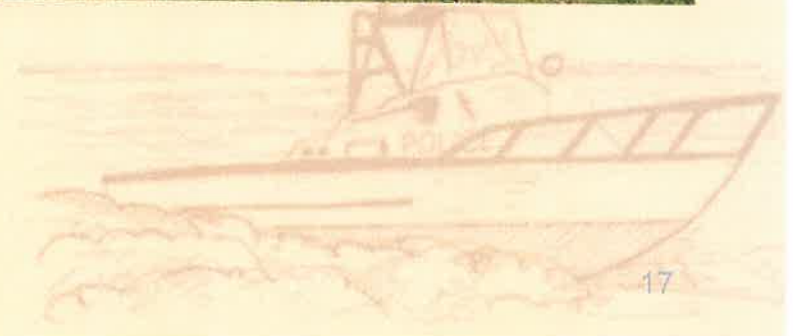
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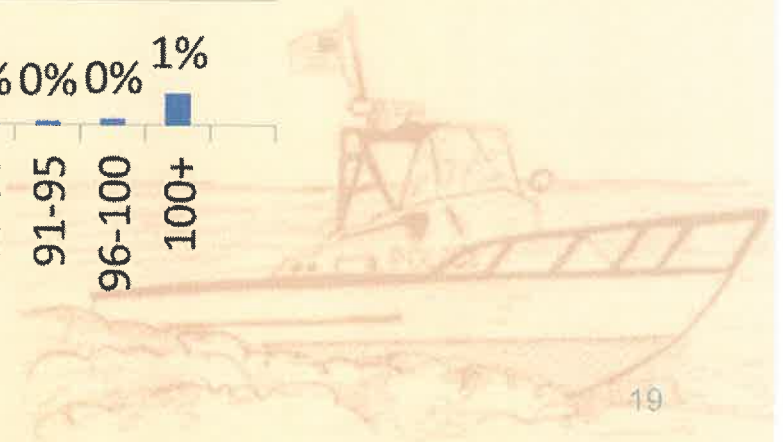
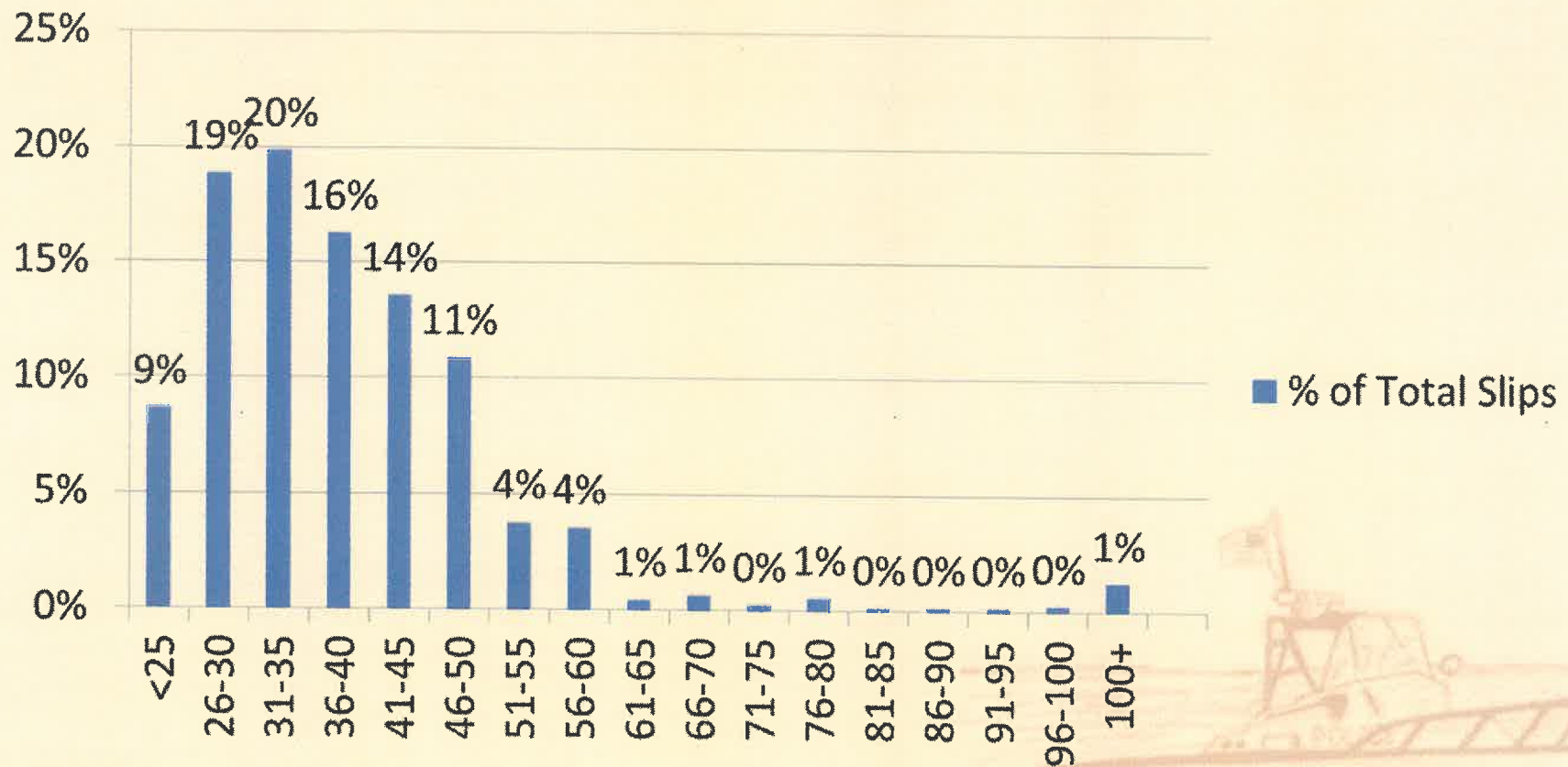
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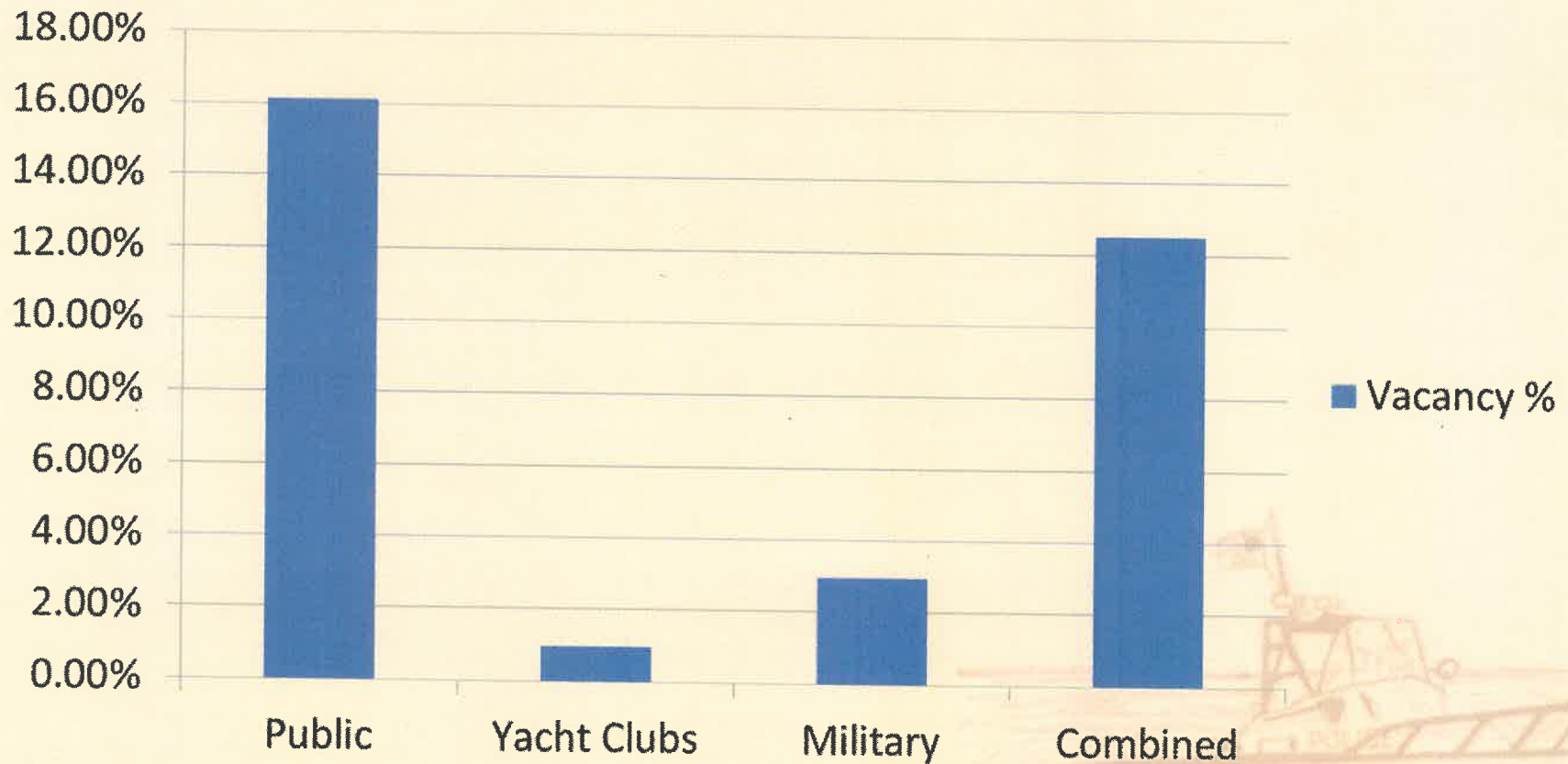
% of Total Slips





# Marina Vacancy

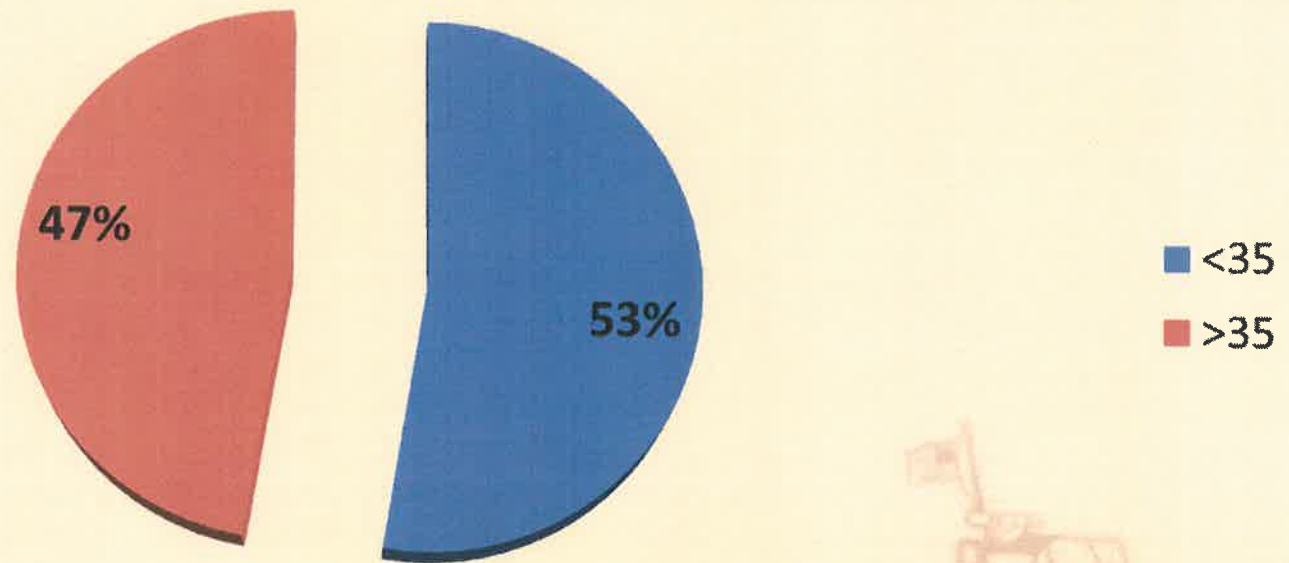
Vacancy %





# Marina Vacancy by Slip Size

% Vacant





# Questions?

