

## ***Economic Development Office Update***

***September-October 2017***

### ***Crocker Park High Speed Access:***

-We are continuing to work with Etheric Networks. Their proposal for multiple antenna modules at Checkerspot was deemed too large by city staff, so they are looking at other potential sites for possible antenna installations. On the Sierra Point side, we have assisted them in working towards an agreement to place antennas on the top of the 2000 Sierra Point Parkway (former Hitachi) building. We are hoping this location can be agreed upon by both parties in the near future.

### ***Sierra Point Properties:***

**Opus Property/Genesis** – continuing to work with City staff and development partners. Phase 3 has met with SP ad-hoc committee to present new possible plan for OPUS property, having buildings that are less tall in height. Hoping to have the land transaction from OPUS to Phase/Genesis completed in the near future.

**Westport Properties** – I have been working with Simon Clark (CBRE) and Brian Vaughn (CRS Architects) on assisting Sangamo Therapeutics on their project to lease and occupy the 7000 Marina Blvd. building. There is a very good possibility that Sangamo will close on a long-term lease this week, with the expectation that the company could be fully moved in by the end of 2019.

**Eastridge Pacific Group**- we are continuing to work with the Eastridge Pacific Group (Jun Wu / Ruby Wang) on their interest in the Sierra Point/Brisbane sites. We have given them up to date contact information for the various properties available, including the UPC hotel property, as well as the information for Jonathan Scharfman at UPC. My understanding is that UPC still is planning to develop the site on their own.

**HCP** – the group is continuing to work through the planning process with the city staff and state agencies to start the development of the Sierra Point biotech site. (John S. can give recent updates on this as I have been out of town)

### ***Precise Plan Work for Parkside at Brisbane:***

- Project has been approved by the City Council, with a cap of 3 stories. I will continue to work with interested development partners, current land owners and tenants.

## ***Economic Development Report***

***September - October 2017***

***Page 2***

### ***San Mateo County / Silicon Valley China Trade Offices:***

-Have had follow up meetings and conversations with Victor Wang of China Silicon Valley and have discussed other possible opportunities with him, including firms such as Lee Mah and Alta Motors (which was visited by a delegation last week). I attended a China SV program in September to meet a delegation of 21 companies visiting from China from the Guangzhou area. We will continue to work with his group.

### ***Brisbane Quarry Site:***

- There is a new potential ownership group evaluating the property. It appears that the Orchard Group is out of the picture. (No change since August)

### ***Minimum Wage Discussion:***

- I have conducted initial outreach to several large employers in the city, food service providers and BCoC board members. The feedback I have received is that the companies are not in favor of the city getting ahead of the State on this item. Additionally, I am very concerned that it places the City at a distinct disadvantage as we are competing with other cities such as SSF, Millbrae, Burlingame, San Bruno for businesses to locate (and remain) here. As long as it is not a county-wide initiative we could be negatively impacted (in the business sector).

### ***Other Items:***

***Cannabox*** – I have been working to try and find a landlord who will consider leasing space to this cannabis-products related start up. At this point we were able to structure an initial meeting (last week) between a landlord and the Cannabox investors. Most “industrial” landlords/property managers are very hesitant to lease to anyone in the cannabis industry at this early stage, mostly due to the “cash” nature of the businesses and the lack of clear understanding of the state law/federal law inconsistencies.

***Navadeal*** – I am also continuing to work with this company on their real estate search for appropriate spaces for a larger operation. Nothing has been finalized yet.

***Commute.org:*** I have had discussions with Karen Sumner of commute.org about meeting to discuss their new carpooling resources and how we can reach out to the business community about these programs. (She is out on maternity leave).

Clay and I discussed doing a joint city/chamber survey to the employers within 94005 on trying to find out the zip codes of where their employees live. (No change from last meeting)

## ***Economic Development Report***

***September - October 2017***

***Page 3***

***J-Style@Home:*** I am working with the owner of this business to try and locate acceptable space to keep the business in Brisbane, as his LL is asking for a very large rent increase. To date we have not uncovered anything suitable.

***Food truck island:*** Following the decision by “Off the Grid” to not move forward with the Bayshore proposal, I will be looking into reaching out to independent operators who are based on Shaw Road in SSF. This is where the main food truck supply house operates from. (This has not moved forward due to my East coast trip)

### ***Business News:***

- I am working on trying to find space for a potential lease for another biotech company in SSF to relocate. Working with Brisbane Technology Park and Diamond to see if we can assist the company.
- The space on Valley Drive that was formerly Monster Cable is being retrofitted to allow “Amazon Fresh” to move in. The process is still continuing through the planning stages.
- The landlord (DCT) and Purcell Murray were unable to reach an agreement on an extension of their lease at a rate favorable to all parties, therefore PM has relocated to temporary space in San Carlos. I am in close contact with the PM CFO and am trying to see if we can help them procure a suitable space within the city in 2018.
- It is my understanding that the landlord (DCT) has procured a new tenant for the space in a 10-year agreement. I have heard that the new tenant is (probably) an audio-visual sales and leasing company.
- Two large parcels within the park have come onto the market in the past 30 days: 240 Valley – the former home of the SF Examiner/SF Chronicle distribution fleet (80,000 square feet); and 400 Valley- the former HQ of bebe (34,310 Square feet). There is also some space available at 426 Valley (formerly Arthur Court warehouse). It is also rumored that the 499 Valley building (Frito-Lay Fleet operations) may be for sale, as several prospective new tenants have expressed interest in planning parameters.