



3313 CHANATE ROAD, SANTA ROSA, CA 95404



71.6 ACRES FOR SALE IN BEAUTIFUL
SONOMA COUNTY

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THE
Chanate
CAMPUS



EXECUTIVE
SUMMARY

THE OFFERING

On behalf of Sonoma County, California (the County), CBRE and North Bay Property Advisors are pleased to offer The Chanate Campus (The Campus) as a unique Northern California infill development opportunity.

The Campus is centrally located in Santa Rosa, California and is made up of approximately 71 acres of land on 12 parcels surrounded by beautiful semi-wooded hills, valleys, and residential neighborhoods. The County is offering the parcels as a fee-simple, as-is, where-is bulk sale as one single transaction. Cash offers will be reviewed more favorably than others, but all reasonable offers will be considered.

The Campus is the largest in-fill redevelopment opportunity north of San Francisco, and potentially the West Coast. The Campus is in the heart of several desirable Santa Rosa neighborhoods such as Hidden Valley, Cobblestone, Montecito Heights, and Lomas Heights. It represents a generational development opportunity in Sonoma County and is a prime site for residential, mixed-used, and creative affordable housing solutions that complement Sonoma County's beautiful natural landscapes and reputation as a highly desirable community.



Sonoma County is seeking to sell the properties to return them to the tax rolls and their highest and best use. Any prospective offerors will have the support of the City Planning and Economic Development Department during their entitlement process. Offers will be accepted using an auction format further described in this document. It is the County's stated priority to complete the transaction by December 31, 2021.





THE
Chanate
CAMPUS

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PROPERTY
DESCRIPTION

THE CAMPUS

Located at 3313 Chanate Road, Santa Rosa, CA 95404, The Campus consists of 12 parcels located along both sides of Chanate Road and Cobblestone Drive, west of Hidden Valley Drive, north of Rolling Hill Drive and east of Sycamore Avenue and Nielsen Court, in the City of Santa Rosa, County of Sonoma, California. The current governing land use designations on the property are “Public/Institutional and Very Low Density Residential (0.2 - 2.0 units per acre)” according to the City’s General Plan and “Public/Institutional” according to the City’s Zoning Code. Any private development will be subject to City of Santa Rosa permitting and entitlement authority even though the Property is County-owned. The parcels contain approximately 315,993 SF of buildings ranging from a four story vacant former hospital, a 35,000 SF office building, and a 28,000 SF building currently used as mental health facility.



PROPERTY HIGHLIGHTS

- o Approximately +/- 71.6 total acres
- o Existing utilities and estimated \$1.56 million existing sewer credits
- o Positioned in the heart of several desirable Santa Rosa neighborhoods: Hidden Valley, Cobblestone, Montecito Heights, and Lomitas Heights
- o Largest, most desirable in-fill redevelopment opportunity north of San Francisco
- o Well established, mature neighborhood with strong economic demographics
- o Significant demand for all types of housing including single family, multi-family, senior and assisted living, and affordable housing
- o Adjacent to amenities and attractions that make Northern California an exceptional place to live
- o Opportunity to create a Master Plan for this campus, to better maximize zoning and land use guidelines
- o Possible re-purpose or adaptive reuse of some buildings may expedite parts of the development process



HISTORY OF THE PROPERTY

The County purchased the property, a working farm, in 1874. Hillcrest County Hospital (originally called Sonoma County Infirmary) was founded in 1876 on this property south of Chanate Road (formerly Sonoma County Road). Ailing and impoverished citizens were residents. These residents grew most of their own food and the facility was largely self-sufficient. In association with the County Hospital and farm, the Old County Cemetery was established in 1878 just west of the current Norton Behavioral Health Center.

In 1936, a new County Hospital was built on the north side of Chanate Road to replace the Hillcrest County Hospital and farm. (For a time the old Hillcrest County Hospital building became a geriatric center. The building no longer exists.) In 1939, Oak Knoll Sanitarium (now Norton Behavioral Health Center) was built on the south side of Chanate Road, for treatment of tuberculosis patients. Both the Hillcrest County Hospital and the Oak Knoll Sanitarium were funded in large part by the federal Public Works Administration, one of the New Deal programs launched by President Franklin D. Roosevelt in 1933.

The County medical complex expanded over the years to meet demands. On the north side of Chanate Road, just east of the County Hospital, Chanate Hall was constructed in 1946 as a dormitory for nursing staff. The original 1936 County Hospital was renovated several times. In 1956 a two story addition was added. The addition included a kitchen and cafeteria. In 1972 a four story expansion was added to the building. To the west of the hospital, the Health Services Administration building was built in 1952. This building also houses the Public Health Lab.

The County leased the hospital buildings to Sutter Health in 1996. At the end of 2014, Sutter Health vacated the buildings and relocated to a new facility near Highway 101 and Mark West Springs Road. The County former hospital buildings are currently vacant.

On the south side of Chanate Road, several of the old farm buildings were used in the 1950's as Hillcrest Detention Home for juveniles. The 1936 Hospital Boiler and Laundry building was repurposed as the County Morgue and Coroner's Office. In 1952, a small office building was added along Chanate Road and two buildings to serve as a juvenile hall. New Family Practice Center buildings were constructed in 1972. A modular building was added just south of the Norton Center for Behavioral Health administration in 1989. Some of the other old buildings have been used by non-profits including the Goodwill Wellness Center, Bird Rescue, and Regional Parks' storage.

The Campus has primarily sat vacant since 2014 and has been declared surplus by the Sonoma County Board of Supervisors in 2015 and again in 2018. The County has undertaken several previous attempts to sell the property as further described in documents in the Document Vault available at <https://www.ten-x.com/listing/3313-chanate-rdsanta-rosa-ca-95404/1000015064/>. In 2020 following a competitive procurement, the County selected CBRE, Inc and North Bay Property Advisors to represent it in the marketing and disposition of the site. CBRE and North Bay Property Advisors have teamed up with Ten-X to auction the property.

SITE CONDITIONS

The Chanate Campus consists of vacant land and a number of obsolete buildings described in the Document Vault on the project website. The buildings are in poor condition and seismically unsafe; their demolition should be factored into any offers. The Campus is located in the Alquist-Priolo Special Study Zone (according to State Maps published in 1983). Bill McCormick, CEG the Senior Principal Engineering Geologist headed up the team from Kleinfelder that conducted an extensive Fault Investigation and published the report on June 22, 2021. This report is available in the Document Vault. Geoff Coleman and Ralph Thomas, with BKF Engineers, headed up the BKF team that prepared the detailed Fault Study Zone Map and the Opportunities and Constraints Map of the subject property. Maps available in the Document Vault. Applicable City of Santa Rosa Code prohibits the construction of new housing units within 50 feet of a fault trace. Soils consist predominantly of silt- and clay-rich deposits being comprised of silt, clayey silt, silty clay and clay; with silt-rich deposits being the dominant soil type. The Property comprises level to steeply sloping site with all utilities available and an estimated \$1.56 million in existing sewer credits.

The Property provides the only dedicated access to the 26-acre Piner Creek Flood Control Reservoir owned by the Sonoma County Water Agency. The subject is located in an area mapped by the Federal Emergency Management Agency (FEMA). The subject is located in FEMA flood zones X and D, which are not classified as special flood hazard areas. (FEMA Map Number: 06097C 0729E and 0727E, FEMA Map Date: December 2, 2008) Additionally, the Property contains and provides the only access to an historic County designated cemetery containing approximately 2 acres which is required to be preserved upon any development.

Access to the Property is provided by Chanate Road, a winding 2 lane road connecting east and west sides of Santa Rosa. The Property is traversed by Paulin Creek which is part of an urban open space and nature preserve that provides a safe haven for natural plants and wildlife. The creek is an important natural feature of the main campus and the adjacent properties owned by the Sonoma County Water Agency and the County Agricultural Preservation and Open Space District.

FUTURE DEVELOPMENT

Any private development will be subject to City of Santa Rosa permitting and entitlement authority even though the Property is County-owned. Due to the Property's historical use, it is not currently zoned for housing and commercial uses. In order for development to proceed, a land use approval and environmental review process must be undertaken to determine the appropriate mix and intensity of land uses that can be developed on the site. The City of Santa Rosa Planning & Economic Development Department is enthusiastic about seeing this campus redeveloped and will consider the project a top priority. The loss of recent housing stock following wildfires, coupled with already low housing inventory has created a significant shortage. The City of Santa Rosa City Council has identified the creation of ALL housing as a top priority.

CBRE and North Bay Property Advisors have estimated potential density available on each parcel as a guide for Offerors. It is our estimation that varying densities of housing product are the most likely use on the property. Note that all Offerors should perform their own density and valuation estimates when formulating an offer. The densities provided are estimates and do not reflect any endorsement or implied approval by the City of Santa Rosa.

Note that the broader Chanate property includes parcels J, N, O, and P. These parcels are shown on site maps in the Document Vault as "Excluded Parcels" and are not included in this offering. The Excluded Parcels total approximately 45.36 acres and include (1) the 9.96 acre property known as Parcel J (Assessor parcel Number 180-090-016); (2) 26.46 acres owned by the Sonoma County Water Agency and known as Parcel N (Assessor Parcel Number 180-090-007); (3) 7.91 acres owned by Sonoma County Agricultural Preservation and Open Space District and known as Parcel O (Assessor Parcel Number 180-820-010); and, (4) 1.03 acres owned by Sonoma County Agricultural Preservation and Open Space District and known as Parcel P (Assessor parcel Number 180-820-009).

The County does not have an ALTA or boundary survey of The Campus. The following boundaries are assumed to be accurate but the detailed Fault Study Zone Map and the Opportunities and Constraints Map prepared by BKF contain an extensive amount of data regarding the property boundary, fault, opportunities and constraints.

CAMPUS MAP

PARCEL	APN	APPROXIMATE ACRES
A	180-090-001	± 3.00
B	180-090-002	± 8.53
C	173-130-038	± 2.79
D	180-090-003	± 5.07
E	180-090-004	± 1.32
F	180-090-005	± 0.37
G	180-090-006	± 28.10
H	180-100-001	± 1.14
I	180-100-029	± 1.04
K	180-090-009	± 13.32
L	180-090-010	± 2.96
M	180-090-008	± 3.98



The parcels contain approximately ± 283,000 SF of buildings of various size, age, condition, and occupancy. Currently only the Health Lab and Coroner's office are occupied. Several parcels have Existing Interests; please see Transaction Details & Requirements for additional information about these interests. A map describing each of the buildings on the parcels is contained in the Document Vault. Note that many are in disrepair or seismically unsafe, but there is an opportunity for some adaptive reuse on The Campus at Offeror's discretion.

PARCEL A

- o ± 3 acres | “Public Health Lab”
- o APN 180-090-001
- o See key documents in Document Vault:
Chanate PHL Lease (file path: Tenants / Public Health Lab / Chanate PHL Lease.
- o Also see Addendum to Purchase Agreement County of Sonoma (file path: Purchase Agreement / Addendum to Purchase Agreement, paragraph 3a.

APPROXIMATE LOT SIZE (SF)	± 130,680 SF
POTENTIAL DENSITY/ACRE	18
TOTAL ESTIMATED UNITS¹	54.0

¹ Refers to likely number of housing units that can be developed on the parcel. All density estimates are subject to entitlement approval by the City of Santa Rosa; no endorsement is implied or provided.

Please note that a seismic no build zone set back exists on this parcel. Please see Kleinfelder Fault Study & BKF maps in Document Vault.



PARCEL B

- o ± 8.53 acres | “Hospital Site”
- o APN 180-090-002
- o An Underground Storage Tank (UST) was located at the former Hospital site on this parcel. This tank was removed and a No Further Action Letter from the North Coast Water Quality Control Board was issued on March 25, 2021 and is contained in the Document Vault / Environmental / UST_NoFurtherActionLtr_ NCRWQCB_03.25.2021

APPROXIMATE LOT SIZE (SF)	± 371,567 SF
POTENTIAL DENSITY/ACRE	18
TOTAL ESTIMATED UNITS	118.4

Please note that a seismic no build zone set back exists on this parcel. Please see Kleinfelder Fault Study & BKF maps in Document Vault.



PARCEL C

- ± 2.79 acres | “Hospital Parking”
- APN 173-130-038
- Parking lot

APPROXIMATE LOT SIZE (SF)	± 121,532
POTENTIAL DENSITY/ACRE	18
TOTAL ESTIMATED UNITS	50.2

Please note that a seismic no build zone set back exists on this parcel. Please see Kleinfelder Fault Study & BKF maps in Document Vault.



PARCEL D

- ± 5.07 acres | “Brick Building”
- APN 180-090-003
- Chanate Hall, 16,579 SF

APPROXIMATE LOT SIZE (SF)	± 220,849
POTENTIAL DENSITY/ACRE	18
TOTAL ESTIMATED UNITS	91.3



PARCEL E

- ± 1.32 acres | "Water Tank"
- APN 180-090-004
- Contains water tower

APPROXIMATE LOT SIZE (SF)	± 57,499
POTENTIAL DENSITY/ACRE	3
TOTAL ESTIMATED UNITS	4



PARCEL F

- ± 0.37 acres | "Remnant"
- APN 180-090-005

LOT SIZE (SF)	± 16,117
POTENTIAL DENSITY/ACRE	0
TOTAL ESTIMATED UNITS	0



PARCEL G

- o ± 28.10 acres | “Estate Site”
- o APN 180-090-006
- o Contains County Coroner’s Office and Morgue, subject of County-desired leaseback; see See key documents in Document Vault: Morgue & Coroner’s Office Lease (file path: Tenants /Morgue & Corner’s Office Lease / Chanate Morgue Lease.
- o Also see Addendum to Purchase Agreement County of Sonoma (file path: Purchase Agreement / Addendum to Purchase Agreement, paragraph 3b.
- o Other tenants, on this parcel, to remain after the sale are: Bird Rescue Center and Community Action Partners, see Tenants and Addendum to Purchase Agreement in Document Vault
- o Additional building details can be found in the Document Vault

APPROXIMATE LOT SIZE (SF)	± 1,224,036
POTENTIAL DENSITY/ACRE	1
TOTAL ESTIMATED UNITS	22.5

Drainage requirements exist on the south eastern boundary. See Site Plan Map in the Document Vault.



PARCEL H

- o ± 1.14 acres | “Empty”
- o APN 180-100-001

APPROXIMATE LOT SIZE (SF)	± 49,658
POTENTIAL DENSITY/ACRE	1
TOTAL ESTIMATED UNITS	1.1

It has been observed that a few of the residential neighbors contiguous to this parcel have encroached on to this parcel with garden areas.



PARCEL I

- o ± 1.04 acres | “Empty”
- o APN 180-100-029

APPROXIMATE LOT SIZE (SF)	± 45,302
POTENTIAL DENSITY/ACRE	1
TOTAL ESTIMATED UNITS	1

It has been observed that a few of the residential neighbors contiguous to this parcel have encroached on to this parcel with garden areas.



PARCEL K

- ± 13.32 acres | "Hillcrest"
- APN 180-090-009
- Contains
 - Norton Center/Behavioral Health | ± 24,261 SF
 - Norton Annex, ± 4,260 SF
 - Historic Chanate Cemetery

APPROXIMATE LOT SIZE (SF)	± 580,219
POTENTIAL DENSITY/ACRE	1
TOTAL ESTIMATED UNITS	10.5

Historic Cemetery located on Parcel K must not be disturbed and takes up approximately 2.8 acres on the site. It is estimated that estate-style housing (ie 1 acre lots) could be developed on the balance of the site.

Please note that a seismic no build zone set back exists on this parcel. Please see Kleinfelder Fault Study & BKF maps in Document Vault



PARCEL L

- ± 2.96 acres | “Buildings on Chanate”
- APN 180-090-010
- Contains:
 - DHS Fiscal Center | ± 12,939 SF
 - Former Family Practice Center | ± 14,618 SF

APPROXIMATE LOT SIZE (SF)	± 128,938
POTENTIAL DENSITY/ACRE	18
TOTAL ESTIMATED UNITS	53.3

Please note that a seismic no build zone set back exists on this parcel. Please see Kleinfelder Fault Study & BKF maps in Document Vault



PARCEL M

- o ± 3.96 acres | “Parking Chanate South”
- o APN 180-090-008
- o Contains:
 - o Former Hospitality House (trailer) | 1,920 SF

APPROXIMATE LOT SIZE (SF)	± 173,369
POTENTIAL DENSITY/ACRE	18
TOTAL ESTIMATED UNITS	71.6

Parcel M is burdened by an access easement in favor of the Sonoma County Water Authority’s continued ownership of Excluded Parcel N. Please see recorded easement maps in the Document Vault

Please note that a seismic no build zone set back exists on this parcel. Please see Kleinfelder Fault Study & BKF maps in Document Vault



ADDITIONAL PHOTOS



**FORMER HOSPITAL SITE ON
PARCEL B**



FACING NORTH ON PARCEL A



**ESTATE PARCEL G WITH
ADJACENT NEIGHBORHOOD**



**ADJACENT MATURE HIDDEN
VALLEY NEIGHBORHOOD**



THE
Chanate
CAMPUS

3

MARKET OPPORTUNITY

SIGNIFICANT RESIDENTIAL DEMAND

The Sonoma Complex Fires exacerbated an already dire housing crisis: On October 9, 2017, the most destructive wildfires in California history began in Napa County and quickly spread to Sonoma County and into the City of Santa Rosa. After burning for over three weeks, the fires ultimately destroyed 5,283 housing units countywide, and over 2,200 residential units and another approximate 1,000 residential accessory structures in the unincorporated County. The fires impacted thousands of community members, leaving many homeless, struggling to recover and rebuild.

The County already had very low vacancy rates, at 1.8% for rentals and 1% for homeowners. A housing market study released in April 2018 using pre-fire data estimated that Sonoma County needed 14,634 affordable rental units to meet demand.

After the fires the cost to buy a home in Sonoma County became increasingly out of reach for many potential homebuyers: the first quarter 2018 median home value was 681,333, up from \$604,380 in the previous first quarter. Rents for surviving units rose substantially as the County experienced a simultaneous plunge in supply and influx of new demand as newly displaced residents scrambled to find vacant and affordable units. The fires displaced approximately 2,200 renters, but also created a secondary wave of displacement through disaster-related market pressures.

A workforce housing study found that 8,143 new housing units are needed by 2020 to keep up with projected household employment through that date. This same study noted a need for 12,631 additional new housing units to address existing overcrowding in six percent of the County's total housing units. These two figures represent a total of 20,774 units needed by 2020 in addition to the 5,300 units to be rebuilt after the fires. Rebuilding the area's housing stock is a significant priority for Sonoma County and the City of Santa Rosa.



The City of Santa Rosa is the entitling jurisdiction for The Chanate Campus, although it is currently owned by Sonoma County. The below densities are publicly available and demonstrate the broad range of density that could potentially be achieved on the site, subject to City approval.

CITY OF SANTA ROSA GENERAL PLAN RESIDENTIAL LAND USE CATEGORIES

LAND USE	DENSITY (units/gross acre)	DENSITY MID- POINT (units/gross acre)	DESCRIPTION	CORRESPONDING ZONING DISTRICT
Very Low Density	0.2-2.0	1.0	Accommodates rural and hillside developments; intended for single-family detached units, but clustered single-family attached and multifamily may be permitted	RR: Rural Residential R-1 Single-Family Residential
Low Density/Open Space	2.0-8.0	4.0	Primarily intended for detached single-family dwellings, but attached single-family and multiple-family units may be permitted.	R-1 Single-Family Residential
Low Density	2.0-8.0	5.0	Primarily intended for detached single-family dwellings, but attached single-family and multiple-family units may be permitted.	R-1 Single-Family Residential
Medium Low Density	8.0-13.0	10.0	Intended for single-family residential development, but single family detached housing and multifamily development may be permitted. Development at the mid-point of the density range is desirable but not required.	R-1 Single-Family Residential
Medium Density	8.0-18.0	13.0	Permits a range of housing types, including single-family attached and multifamily developments, and is intended for specific areas where higher density is appropriate. New single family detached housing is not permitted except in historic preservation districts and historic neighborhoods where single family detached units are allowed.	R-2 Medium Density Multi-Family Residential R-3 (Multi-Family Residential)

CITY OF SANTA ROSA GENERAL PLAN RESIDENTIAL LAND USE CATEGORIES, CONT.

LAND USE	DENSITY (units/gross acre)	DENSITY MID- POINT (units/gross acre)	DESCRIPTION	CORRESPONDING ZONING DISTRICT
Medium High Density	18.0-30.0	24.0	Permits a range of housing types, including single-family attached and multifamily developments, and is intended for specific areas where higher density is appropriate. Single-family detached housing is not permitted.	R-2 Medium Density Multi-Family Residential R-3 (Multi-Family Residential)
Mobile Home Parks	4.0-18.0	10.0	Mobile homes are the only allowed housing type	MH (Mobile Home Park)
Transit Village Medium	25.0-40.0	-	Intended to accommodate mixed-use development within approximately one-half mile of a transit facility. Residential uses are required, and ground-floor neighborhood-serving retail and live-work uses are encouraged.	TV-R (Transit Village-Residential)
Transit Village MixedUse	40.0 min (no max).	-	Intended to accommodate a well-integrated mix of higher intensity residential, office, and commercial uses within one quarter mile of a transit facility. Development is designed and oriented to create a central node of activity at or near the transit facility.	

LIFE OPENS UP IN SONOMA COUNTY

Just as winemakers let wine "breathe," or open up, to better taste a wine, Sonoma County invites visitors and residents to do the same. With its scenic beauty and laid-back lifestyle, it's no wonder that Sonoma County consistently ranks high as one of the top places to live and work:

- o Rated as one of the top 100 metropolitan best places to live by U.S. News and World Report
- o Ranked as one of the top 20 happiest places to live in 2017 by Wallethub.com
- o One of the top 10 Best Places for Job Growth by Forbes Magazine
- o In the top 55 metropolitan areas for most-educated residents by Wallethub.com
- o One of the top 10 places for Minority-Owned Businesses by Nerdwallet.com
- o Ranked in the top 20 counties in the U.S. for climate/scenic beauty by the U.S. Department of Agriculture
- o Home to inspiring artists, athletes and entrepreneurs under 30, including Olympic medalist Maya DiRado and New York Times best-selling author Emma Cline

RELAXED LIFESTYLE & SCENIC BEAUTY

With a relaxed lifestyle and diverse scenic beauty that stretches from the vineyards of Sonoma Valley to the Redwood forests and the Pacific Ocean, Sonoma County epitomizes easy living. The excellent climate certainly contributes to Sonoma County's livability. The relatively moderate temperatures rarely drop below freezing, and typically it only rains between November and April. Outdoor adventures are plentiful, from the stunning coastline to the rolling hills, through the peaceful valleys to the cathedral-like groves of towering redwood trees. Sonoma County Regional Parks maintains more than 50 parks and trails countywide, and the county is home to 11 California State parks.

Sonoma County's beauty and abundance also nurtures a bustling and dynamic arts scene. From the painter setting up an easel next to a vineyard vista to actors performing Shakespeare under the stars, to sculptors, potters, glass blowers, weavers, dancers, and more following their creative visions, to a multitude of art galleries, museums, and community arts centers, artistic expression blossoms countywide. That's why Sonoma County receives top marks for its quality of life. The County recently ranked as one of the top 20 counties in the U.S. for climate/scenic beauty by the U.S. Department of Agriculture.



IDEAL LOCATION

Located less than an hour's drive north of San Francisco, Sonoma County enjoys the world-class culture of the San Francisco Bay Area, while still maintaining its agricultural heritage and rustic charm. In addition, Sonoma County airport is a 10 minute drive and accommodates several major airlines on flights throughout the American West. Abundance and diversity are key elements in Sonoma County's welcoming lifestyle. Plenty to see and do, plenty of resources, plenty of choices. Of course, Sonoma County is known worldwide for its more than 400 wineries, acres of vineyards, farm-fresh produce, and hundreds of acclaimed restaurants serving everything from down-home burgers to farm-to-table gourmet creations. But there's much more to life in this bucolic place. Not surprisingly, Sonoma County was recently ranked as one of the top 100 metropolitan places to live by U.S. News and World Report.

GREAT PLACE TO START A BUSINESS

Sonoma County provides a range of options that make it a great place to do business. Over 25,000 businesses, both large and small, call Sonoma County home. Having some of the most affordable housing costs and a more competitive cost-of-doing-business compared to the rest of the San Francisco Bay Area, it's no surprise that young business start-ups are discovering Sonoma County as an ideal place to launch and grow. Nerdwallet.com recently ranked the cities of Healdsburg and Sonoma in the top 20 places to start a business. Sonoma County has also been recognized as one of the top 10 places for supporting Minority-Owned Businesses and Latino Entrepreneurs.



Source: Sonoma County Economic Development Board

EDUCATION

Sonoma County was recently ranked as one of the top 55 metropolitan regions in the United States for most-educated residents by Wallethub.com. Education is a priority, with Sonoma County offering a number of top-rated K-12 schools and a variety of innovative charter schools. Established in 1918, Santa Rosa Junior College serves more than 28,000 students each year, offering associate degree programs in more than 100 majors (many designed to transfer to four-year colleges and universities), as well as career and technical education, certificate programs, and online classes. In addition to its 100+ acre campus in Santa Rosa, SRJC operates a 35-acre satellite campus in Petaluma, a Public Safety Center training police officers and firefighters in Windsor, and a 260-acre farm in Forestville that houses its agriculture, wine, and food programs.

Founded in 1960, the 269-acre Sonoma State University in Rohnert Park offers degrees in 46 majors and 47 minors at the bachelor's level, and 15 at the master's level. It also offers nine credential programs and eight undergraduate and graduate certificate programs, including one of the only wine business programs nationwide.

ECONOMIC GROWTH

Per capita income has grown in Sonoma County by roughly 22 percent since 2007, after adjusting for inflation, with nominal per capita income roughly \$56,700 in 2016. The three highest paying industries in the County during the same period, in terms of total personal earnings, were government and government enterprises, health care and social assistance, manufacturing and professional, scientific and technical services. Between 2007 and 2016, median household income in Sonoma County rose by 18 percent to \$73,496 outpacing the rest of California which rose by 13%.

Source: Sonoma County Tourism & California Association of Realtors



WHY SONOMA COUNTY?

TOP 100
BEST PLACES TO LIVE
 U.S. News and World Report

\$73,496
MEDIAN HOUSEHOLD
INCOME
 Sonoma County Economic
 Development

11
CALIFORNIA STATE
PARKS

\$714,950
MEDIAN HOME SALE
PRICE JULY 2020
 California Association of
 Realtors

4%
UNEMPLOYMENT PRE COVID
 State of California
 Labor Market Information Division

< 2%
VACANCY IN HOUSING
MARKET

TOP 10
BEST PLACES FOR JOB
GROWTH
 Forbes Magazine

425+
WINERIES NEARBY





ONE OF CALIFORNIA'S TOP
FOOD & WINE DESTINATIONS



STRONG HOUSING DEMAND
& MOTIVATED PLANNING
DEPARTMENT

COME HOME TO



SONOMA COUNTY



RELAXED LIFESTYLE & GREAT
PLACE TO RAISE A FAMILY



ABUNDANT NATURAL FEATURES
& OUTDOOR RECREATION



THE
Chanate
CAMPUS

4

TRANSACTION DETAILS
& SUBMISSION
REQUIREMENTS

TRANSACTION DETAILS & REQUIREMENTS

COUNTY GOALS

Sonoma County is offering the 12 parcels that make up the Chanate Campus as a bulk, as-is, where-is sale. The property is governed by an Affordable Housing Covenant consistent with the State Surplus Land Act which requires if housing uses are to be built, then the successful Bidder must develop for sale or lease no less than Fifteen Percent (15%) of all housing units as affordable. Once housing units are approved by the City of Santa Rosa, the City's requirements may supersede the County's, and the County's covenant will be lifted as the requirement is satisfied. The property will be sold via auction on the Ten-X platform.

TRANSACTION DETAILS

Submission of an bid in response to these offering documents indicates the bidder's understanding and acceptance of these and other conditions presented:

- o Bidder acknowledges that the Property in an unentitled, 'as-is with all faults' condition and that the successful Bidder shall be responsible for any and all demolition and removal of buildings, structures, infrastructure, utilities, etc, site assessments, remediation, environmental review, CEQA compliance and receipt of all entitlements and approvals for its proposed development.
- o The County has provided significant information about the property and its sales process to date in the Document Vault and the Property Information Section of this document. All bidders are encouraged to review these documents and at their sole and exclusive cost and risk, perform all investigations and assessments of the Property to assess the appropriateness of the Property for Offeror's proposed development and operations. County to provide available and relevant records, documents, exhibits, studies in possession of County. County to provide Bidder and/or its consultants with reasonable access to the Property for the purpose of conducting site investigations.
- o Offeror acknowledges that at close of escrow, County shall convey the entirety of the Property subject to affordable housing covenants, conditions and restrictions providing that Buyer shall develop for sale or lease no less than Fifteen Percent (15%) of all housing units as affordable consistent with State Surplus Land



Act (“Affordable Housing Covenant”). Subsequent to Buyer receiving its development entitlements from the City of Santa Rosa, County will work with Buyer to modify and reduce the land area encumbered by the Affordable Housing Covenant to the area approved by the City for the same. County shall provide Buyer with the form of Affordable Housing Covenant prior to execution of the Sales Agreement.

- o County makes no representations or warranties about the condition of the Property with respect to condition of the buildings, presence of hazardous materials, condition of the soils or suitability for any purpose. Bidder shall be responsible for all investigations necessary to determine whether the Property is appropriate for Bidder’ use. Bidders are required to access the Document Vault and encouraged to do their own research. Upon its acquisition of the Property, Buyer shall be responsible for all alterations, improvements, modifications and remediation necessary to comply with any and all laws and regulations, including without limitation, those related to remediation or abatement of Hazardous Materials including asbestos-containing building materials, and pursuant to applicable seismic, safety and other codes.
- o Bidder and subsequent Buyer shall defend, indemnify, and hold County harmless from and against any claims, liabilities or damages arising from the existence or alleged presence of any Hazardous Materials in, on, under or about the Property, released after close of escrow, and for any release caused by Buyer or its agents during the Right of Entry term, and/or the Due Diligence Period, except for Hazardous Materials brought onto the Property by County or its employees, contractors prior to close of escrow.

- o Offeror expressly acknowledges that many of the Buildings and structures on the Property were constructed in or before 1976, and may contain Hazardous Materials including asbestos-containing building materials. After and subject to close of escrow, any and all Hazardous Materials required to be remediated shall be performed and paid for at Buyer's sole cost and expense, and shall be performed in compliance with all laws and best practices with respect to the existence or suspected existence of Hazardous Materials.
- o The County does not have an ALTA survey or a boundary survey of The Campus, but can refer potential Offerors to Santa Rosa-area firms with familiarity with the property. The PSA documents provided in the Document Vault address the Buyer's obligations requiring survey. Note that residential neighbors have in some cases built fences or landscaping that is encroaching onto The Campus.
- o The County has engaged the services of CBRE Inc. and North Bay Property Advisors, real estate listing brokers for the disposition of the Campus. CBRE and North Bay Property Advisors represent the County in all negotiations concerning this project, and the fiduciary responsibilities of CBRE and North Bay Property Advisors exist only to and on behalf of the County. CBRE and North Bay Property Advisors shall be entitled to a commission. The terms and conditions of said commission or success fee have been agreed to by the County in advance.



EXISTING INTERESTS

In addition, there are existing interests on several of the parcels that require attention:

PUBLIC HEALTH LAB

The County currently occupies the Public Health Lab (located on Parcel A, APN 180-090-001, Building 17) and will lease back the 18,070+/- sq. ft. portion of the building currently occupied by the county lab. This building is serviced by one water/sewer main, one electrical power main and one gas main. At Closing, Seller shall retain a lease for the Public Health Lab (located on APN 180-090-001) containing 18,070 sq. ft., together with related parking and all necessary and convenient easements, for up to four (4) years after Closing at a monthly rent of \$1.00/per sq. ft./NNN, with the right to extend for two (2) additional 6- month periods. Annually on the anniversary of Closing, said rent shall increase by 3%. Seller is responsible for all real property taxes, maintenance, security, utilities, and other costs of operations for its use of said lab, parking and associated premises. The complete specific terms associated with this lease are provided in the Document Vault / Tenants / Public Health Lab / Chanate PHL Lease 09.02.21.pdf.



COUNTY MORGUE/CORONER'S OFFICE

The County currently occupies the County Morgue/Coroner's Office, (located on Parcel G, APN 180-090-006, Building 11). At Closing, Seller shall retain a lease for four (4) years for the County Morgue and Coroner's Office, (located on APN 180-090-006) containing 6,811 sq. ft., together with related parking and all necessary and convenient easements), for up to four (4) years at \$1.00/per sq. ft./NNN, with the right to extend for two (2) additional 6-month periods. Annually on the anniversary of Closing, said rent shall increase by 3%. Seller is responsible for all real property taxes, maintenance, security, utilities, and other costs of operations for its use of said morgue, parking and associated premises. The complete specific terms associated with this lease are provided in the Document Vault / Tenants / Morgue & Coroner's Office / Chanate Morgue Lease 09.02.21.pdf.

PARCEL G



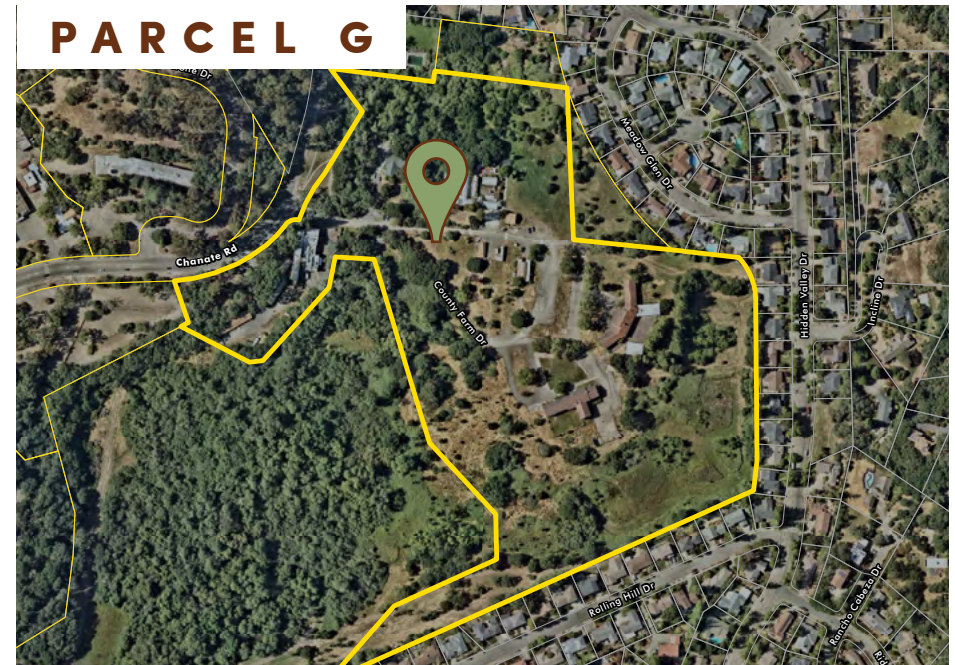
SLOAN HOUSE

Buyer shall assume County's obligations, as landlord between County and Community Action Partnership for Sloan House (Parcel G, 180-090-006, Building 3 "Residential Support") under the existing lease and associated agreement, which use occupies approximately one-half acre of land at 3324 Chanate Road (County Farm Drive) subject to terms and conditions of said lease. The lease agreement terminates on January 31, 2023. Buyer shall not amend the Sloan House lease until after closing. A copy of the lease and its holdover provisions is located in the Document Vault / Tenants / Community Action Partners - Sloan House / Community Action Partnership Ground Lease.



BIRD RESCUE CENTER

Buyer shall assume County's obligations, as Licensor under the existing license agreement between County and Bird Rescue Center (Parcel G, 180-090-006 Building 4) which licensee occupies approximately one-half acre of land and two Quonset huts located at 3324 Chanate Road (aka County Farm Drive) subject to terms and conditions of the current proposed amendment to said license with term to expire on or about October 31, 2021. A copy of the licensing agreement is located in the Document Vault / Tenants / Bird Rescue Center / BRC License Extension 01-29-2021.pdf



HILLCREST PARCEL

Bidder acknowledges that Parcel K contains the “Chanate Historical Cemetery” (the “Cemetery”), a Record of Survey for which was prepared June 2004 and recorded. Bidder acknowledges the statutory requirement to protect, preserve and provide permanent public access to the Cemetery in perpetuity, and shall take title subject to any appropriate recorded covenants and restrictions related thereto. The successful Bidder shall not disturb or move any bodies from the cemetery. The successful Bidder shall maintain the cemetery and may take actions to improve or enhance the same. The Record of Survey is provided as a linked document in the title report provided in the Document Vault



ACCESS EASEMENTS

County discloses and Buyer acknowledges that the Chanate Medical Center, Office Condominium units as set forth in that certain Final Map filed with the City of Santa Rosa as No. 79-168, and recorded with the County of Sonoma Recorder on September 20, 1979 in Book of Maps 294, Pages 13-15, have access on the driveway between Public Health Lab and former Hospital pursuant to that certain deed Book 3401 Page 644 recorded May 28, 1978. Any modification or relocation of said access shall be at buyer’s expense. See recorded easements in the Document Vault for more details about these and other easements on the property. Other easements exist; please review the full title report and all associated easements with the subject properties.

SEALED BID PROCESS - TEN-X AUCTION - CRITICAL DATES

Offers will be accepted no later than November 9, 2021 at 9:00 am PST. Offers should be submitted by all bidders via the Sealed Bid form and process as outlined no later than the day and time noted above to William Severi (William@NorthBayProp.com), Nick Abbott (NAbbott@NorthBayProp.com), Brian Hutcherson (Brian.Hutcherson@cbre.com), and Michael McShea (Michael.Mcshea@cbre.com), the Broker Team. Late offers may not be considered.

Effective upon the issuance of this offering, potential bidders are prohibited from contacting, engaging, or speaking directly to employees, officials, agents, or representatives of the County regarding this offering and Project. This communication restriction is effective until the County announces its decision. Any unauthorized communications may result in the disqualification of bidders.

Any questions about the properties or requirements of this offering should be addressed in writing to William Severi (William@NorthBayProp.com), Nick Abbott (NAbbott@NorthBayProp.com), Brian Hutcherson (Brian.Hutcherson@cbre.com), and Michael McShea (Michael.Mcshea@cbre.com) no later than Monday, November 8, 2021. Additional information may be added to the Ten-X Document Vault at any time and be broadcasted to potential bidders who have accessed the documents.

By submitting an offer or participating in the process, each bidder agrees to all Participation Terms found on Ten-X and referenced here: <https://www.ten-x.com/company/legal/participation-terms/>.

All bids will be subject to California Public Records Act requirements. Confidentiality of bids will be protected during the bidding process and bidding window, but bids will be made public prior to County Board of Supervisors action to approve a purchase agreement.



By submitting an offer or participating in the process, each Offeror agrees that all of its related expenses are its sole responsibility. The County will not be responsible for any costs whatsoever incurred by the Offeror in connection with, or resulting from the offering process, including but not limited to costs for preparation/submission of proposals, travel & per diem, attending interviews, providing presentations or demonstrations, and participating in contract negotiation sessions.

OFFER FORMAT

Bids shall follow the defined process found on <https://www.ten-x.com/listing/3313-chanate-rdsanta-rosa-ca-95404/1000015064/>

TIMELINE AND REQUIREMENTS

- o **9/7/2021:** Marketing period begins and all prospective bidders are encouraged to conduct all due diligence, download diligence documents found on the Ten-X webpage <https://www.ten-x.com/listing/3313-chanate-rdsanta-rosa-ca-95404/1000015064/>; all prospective bidders are encouraged to contact Broker Team with any and all questions, to arrange site tour inspections, and any other due diligence items
- o **11/9/2021, 9:00AM PST:** Prior to, but no later than, 9:00 AM Pacific, all Sealed Bids are due from Approved Bidders
- o **11/9/2021, 11:00AM PST:** The Ten-X auction begins with an online bidding window opening precisely at 11:00AM Pacific
- o **11/9/2021, 1:00PM PST:** The Ten-X auction concludes with the online bidding window closing precisely at 1:00PM Pacific*
- o **11/9/2021, post-auction:** Per the Participation Terms, the Purchase Sale Agreement shall be signed by the winning bidder after the auction conclusion
- o **12/17/2021:** Close of escrow on or before 12/17/2021

**any bid placed in the final two minutes of the bidding window will automatically trigger an overtime period of three minutes and thirty seconds*



BIDDER REQUIREMENTS

- o All bidders must create and have a Ten-X account. Please visit www.ten-x.com to create an account.
- o All bidders must access the Document Vault by signing the online Confidentiality Agreement found on <https://www.ten-x.com/listing/3313-chanate-rdsanta-rosa-ca-95404/1000015064/>
- o All bidders must Register to Bid and upload valid proof of funds in accordance with the Participation Terms found on <https://www.ten-x.com/company/legal/participation-terms/>
- o All bidders must submit a Sealed Bid form to the Broker Team no later than 9:00AM Pacific on November 9, 2019; this form can be found in the Document Vault on <https://www.ten-x.com/listing/3313-chanate-rdsanta-rosa-ca-95404/1000015064/>
- o All bidders must be logged in and prepared to bid during the bidding window on November 9th, 2021 between 11:00AM Pacific and 1:00PM Pacific, during the live bidding window once the highest Sealed Bid establishes the starting bid.

TOURS

Tours of the subject campus will be scheduled on a case-by-case basis between the Broker Team and an "Approved Bidder". To become an Approved Bidder, please log on to the Ten-X platform, create an account, if necessary, executed the required Confidentiality Agreement, access and review documents in Document Vault, and provide proof of funds. Please contact William Severi or Nick Abbott after you have completed the above. Access to existing structures will not be provided on these tours. Additional details and registration procedures for the site visits will be provided at <https://www.ten-x.com/listing/3313-chanate-rdsanta-rosa-ca-95404/1000015064/>





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