



REQUEST FOR QUALIFICATIONS

Dana Point Harbor Revitalization

*A rare and unique opportunity to revitalize,
redevelop, and operate Dana Point Harbor*



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Section 1: Introduction

The County of Orange, California (County) is offering a rare and unique opportunity to revitalize, redevelop, and operate portions of Dana Point Harbor (Harbor) envisioned under the terms of a 50-year master ground lease. The County is soliciting Statements of Qualifications (SOQs) from real estate development companies or teams, who could be selected to participate in an upcoming Request for Proposal (RFP) process, to be responsible to carry out the revitalization of the Harbor by designing, permitting, funding, constructing, renovating, operating, and maintaining portions of the Harbor both on the land and in the water, identified on Exhibit A as “Areas included in this RFQ”.

As a part of this Public-Private Partnership (P3), the County will require that certain areas of the Harbor be demolished and reconstructed, while other areas will require refurbishment, which has been proposed in the Dana Point Harbor Revitalization Plan (DPH Revitalization Plan). The County will require that the reconstruction of the Commercial Core, the East and West Basin Marinas, the Guest Slips and the Marina Inn Hotel (Hotel) be completed in the early stages of the ground lease.

The main infrastructure components of the Harbor (outer breakwater, the island, and quay walls) were originally constructed in 1969. Other components were completed over the next few years. Many areas within the Harbor were developed, constructed and operated by private entities under long-term (30-year) ground lease agreements until about 15 years ago. As these leases expired, the County took control of most of these areas. In some cases, the original developer stayed on to operate and maintain these areas under an operating agreement. A few areas remain under long-term lease agreements and include the shipyard, fuel dock, the Ocean Institute, Dana Point Yacht Club, and the Nordhavn Yachts office building.



In 1997, the Orange County Board of Supervisors (BOS) created the Dana Point Harbor Revitalization Task Force, to assist with the development of a comprehensive plan for the Harbor's future. The Task Force included representatives from various stakeholder groups within the Harbor. The Task Force adopted "12 Guiding Principles" which were unanimously approved by the BOS in 1998 (see Section 6: RFQ Resource Documents #18) and guided the development of the DPH Revitalization Plan.

The DPH Revitalization Plan was created based on the 12 Guiding Principles and is a consensus plan, which was developed over the years through extensive community outreach efforts, public hearings, agency reviews and entitlement approvals from the Orange County Planning Commission, the Orange County Board of Supervisors, the Dana Point Planning Commission, the Dana Point City Council, and the California Coastal Commission. Throughout this process, the County has been and continues to be committed to needs of the community, Harbor users and stakeholders.

The entitlement approvals to date related to the DPH Revitalization Plan include the following:

- DPH Revitalization Final Environmental Impact Report (FEIR) 591
- DPH Revitalization FEIR 591 Addendum
- DPH Marina Improvement Project (Waterside) SEIR 613
- DPH Revitalization Plan & District Regulations (Local Coastal Program)
- DPH Revitalization Commercial Core Project - Coastal Development Permit CDP 13-0018
- DPH Revitalization Commercial Core Project - Phase 1 Intersection and Roadway Improvement Plans

While the County has obtained many of the approvals required to implement the DPH Revitalization Plan as currently proposed, the County remains open and encourages new ideas, vision and/or suggestions from potential P3 partners as long as they are consistent with the Tidelands Grant to the County from the State of California¹.

1 - See Section 6 - RFQ Resource Documents #4 regarding the State Tidelands Trust Documents



Respondents to this RFQ should evaluate the proposed DPH Revitalization Plan and current entitlement approvals and provide a written description of their understanding of the DPH Revitalization Plan. If the Respondent would like to propose any new ideas or a different vision for the Harbor Revitalization, the approach should be described conceptually within the Respondent's submittal. If the Respondent's conceptual approach might require new entitlements, amendments, and/or approvals, due to an anticipated revised and/or different project than the currently proposed DPH Revitalization Plan, those should be identified within the submittal.

The Dana Point Harbor Revitalization Plan² as currently proposed can include up to:

Commercial Core: (Per the Commercial Core Project - Coastal Development Permit)

- Rentable Square Feet
 - Restaurant - 77,178 sq. ft. (Currently 51,323 sq. ft.)
 - Retail - 31,949 sq. ft. (Currently 26,600 sq. ft.)
 - Marine related Retail - 2,000 sq. ft. (Currently 0 sq. ft.)
 - Office - 5,600 sq. ft. (Currently 2,000 sq. ft.)
- Dry Boat Storage - 493 spaces (Currently 516 spaces)
 - Up to 400 spaces can be in a dry stack boat storage building. Building will require a Coastal Development Permit from the California Coastal Commission.
- Boat Launch Ramp - 334 spaces for vehicles with trailers (Currently 334 spaces)

Hotel: (Per the Local Coastal Program. Will require additional CEQA analysis and a Coastal Development Permit from the City of Dana Point)

- Rooms - 220 (currently 136 Rooms)

2 - The Dana Point Harbor Revitalization Plan is described in its entirety in the "Dana Point Harbor Revitalization Plan and District Regulations" document, otherwise known as the "Local Coastal Program". Table 17-A of that document, entitled "Dana Point Harbor Revitalization Statistical Table" provides a summary of the Land Uses, Existing Square Footages and Maximum Square Footages (See Section 6 - RFQ Resource Documents #13).



- Function / Meeting - 12,000 sq. ft. (Currently 2,000 sq. ft.)
- Accessory Retail - 500 sq. ft. (Currently 0 sq. ft.)
- Restaurant / Food Service - 2,750 sq. ft. (Currently 0 sq. ft.)
- Fitness / Health Center - 1,500 sq. ft. (Currently 450 sq. ft.)

Marinas: *(Per SEIR 613. Will require a Coastal Development Permit from California Coastal Commission)*

- West and East Basin Marinas - no less than 2,293 Slips with an average slip length maximum of 32 ft. (Currently 2,409 Slips with an average slip length of 29.85 ft.)
- Guest Boat Slips - 46 Slips (Currently 42 Slips)

Parking: *(Per the Commercial Core Project - Coastal Development Permit)*

- 4,521 off-street spaces (Currently 3,962 spaces)

Goals of this RFQ

The County has established the following goals for the outcome of this RFQ:

1. Identify a short list of Private Development Teams with sufficient experience, financial resources, and personnel, that will be asked to respond to a future RFP to enter into a P3 with the County through a master ground lease to design, permit, fund, construct, renovate, manage, promote, advertise, operate, and maintain portions of the Harbor, both on the land and in the water, identified on Exhibit A as “Areas Included in this RFQ”.
2. Identify a short list of Private Development Teams, capable of maximizing the Harbor’s visibility and prominence in the market to provide a significant financial return to the Harbor, which is sufficient to fund the ongoing operating expenses and to provide the necessary reserve funds for long-term maintenance, improvements, and projects in the future.



Location Summary

The Harbor is a 276.8 acre County owned and operated facility located in the City of Dana Point (City). The Harbor was created in 1968 from a natural cove along the southern Orange County shoreline as a small boat marina. The County, with the cooperation of the U.S. Army Corps of Engineers constructed the Harbor's basic infrastructure and public facilities that first opened in 1971. The Harbor includes 107.1 acres on the land and 169.7 acres in the water.

The Harbor is bordered by the Pacific Ocean to the south, Dana Point Headlands and Old Cove Marine Preserve to the west, Doheny State Beach to the east and a variety of commercial, hotel, residential and public park uses to the north. The Interstate-5 Freeway is located approximately two miles to the east and provides regional access to the Harbor.

The City lies in the southwest portion of Orange County and is part of the larger Southern California region. The City was incorporated on January 1, 1989 and comprises an area of approximately 6.5 square miles with a population of about 37,000 residents. The City has a coastline that extends almost seven miles from Laguna Beach in the north to San Clemente in the south. The following cities are located within 10 miles of Dana Point Harbor: Aliso Viejo, Coto de Caza, Ladera Ranch, Laguna Beach, Laguna Hills, Laguna Niguel, Laguna Woods, Mission Viejo, San Clemente, and San Juan Capistrano. These communities surrounding the Harbor are densely populated by high earning households. The Demographic Profile for the Market Area (10-mile radius) is home to over 384,000 people and has an average household income in excess of \$122,000 per year. For additional Demographic Profile information, refer to Section 6 - RFQ Resource Documents #22.

The City serves a significant number of visitors each year, many of whom are drawn to the area by the Harbor. The tourist industry is crucial to the financial well being of Dana Point as transient occupancy taxes represent a major revenue source for the City and local businesses depend highly on visitor traffic for their sales throughout the year.



The Laguna Cliffs Marriott, Montage, Ritz Carlton, and St. Regis resorts are all located within approximately 5 miles of the Harbor.

Site Details

The Harbor is a 276.8-acre marine oriented recreational facility that provides year round activities for boaters, fisherman, local residents, tourists, and the general public. The configuration of the Harbor has three major components: the cove area adjacent to the bluffs (81.5 acres); the island area, connected by a bridge to the cove area (25.6 acres); and the marina areas in the water (169.7 acres). Land use designations are divided into 12 Planning Areas (see Exhibit B).

The Harbor currently includes:

The Cove Area (81.5 acres)

- Planning Area 1 (25.2 acres)
 - Dry Boat Storage - 516 surface spaces (Part of the Commercial Core), Boat Launch Ramp - 334 spaces for vehicles with trailers (Part of the Commercial Core), Shipyard, Fuel Dock Building, Park Areas / Public Restroom, Boater Service Building (Part of the Commercial Core), Office Space (Part of the Commercial Core), Water Craft Rentals, and Parking.
- Planning Area 2 (Commercial Core – 18.1 acres)
 - Rentable Square Feet
 - Restaurant - 51,323 sq. ft.
 - Retail - 26,600 sq. ft.
 - Office - 2,000 sq. ft.
 - Boater Service Buildings, Misc. Office Space, and Parking.



- Planning Area 3 (9.5 acres)
 - Hotel:
 - Rooms - 136 Rooms
 - Function / Meeting - 2,000 sq. ft.
 - Fitness / Health Center - 450 sq. ft.
 - Parking, Boater Service Buildings, and Misc. Office Space.
- Planning Area 5 (21.1 acres)
 - OC Sailing & Events Center, Dolphin & Whale Watching Building, Park Areas / Public Restrooms, Parking, Boater Service Buildings, and Misc. Office Space.
- Planning Area 6 (3.6 acres)
 - Ocean Institute and Parking.
- Planning Area 7 (4.0 acres)
 - Park Areas / Public Restrooms and Bluff / Conservation Area.

The Island Area (25.6 acres)

- Planning Area 4 (25.6 acres)
 - Nordhavn Yachts, Harbor Patrol, Dana Point Yacht Club, Dana West Yacht Club, Aventura Sailing Association, Park Areas / Public Restrooms, Parking, Boater Service Buildings, and Misc. Office Space.

The Marina Areas (169.7 acres)

- Planning Area 8 (25.8 acres)
 - OC Sailing & Events Center Docks, Baby Beach Swim Area, Fishing Pier, Ocean Institute Docks, Federal Anchorage Area, and West Turning Basin.



- Planning Areas 9 (34.25 acres) & 10 (41.95 acres)
 - West and East Basin Marinas
 - 2,409 Boat Slips (average slip length 29.85 ft.)
 - Guest Boat Slips - 42 Slips, Commercial Fishing Docks, Harbor Patrol Docks, and Inner Harbor Channel.
- Planning Area 11 (20.47 acres)
 - Sport Fishing Docks, Catalina Express Dock, Shipyard Docks, Embarcadero Docks, Launch Ramp Docks, Fuel Dock, Bait Barge, and East Turning Basin.
- Planning Area 12 (47.23 acres)
 - Harbor Ocean Entrance, and Main Harbor Channel.

For additional information regarding existing buildings and docks within the Harbor today, please refer to Table 1 and Exhibit B, which identify building and dock locations, existing business names, existing square footages, slip quantities, lease terms and the year each building or dock was constructed and / or renovated. Demand for boat slips 30' and larger is extremely strong in the Harbor. Slips are not transferable with the sale of a vessel and the only way to obtain a slip 30' and larger is through the wait list. Currently, the wait list for slips 30' and larger is nearly 1,400. One months slip rent is required as a deposit to be placed on the wait list. For additional information regarding the wait list, please refer to Section 6 - RFQ Resource Documents #21.

Some areas of the Harbor will not become the responsibility of the Respondent, but will remain the responsibility of the County. These areas include the breakwater, quay wall, roads, the island bridge, underground utility mains, the pay and display parking lot at Puerto Place and Dana Point Harbor Drive, the Ocean Institute, OC Sailing & Events Center and the Parks, and Public Parking & County Docks. See Exhibit A, for "Areas included in this RFQ".

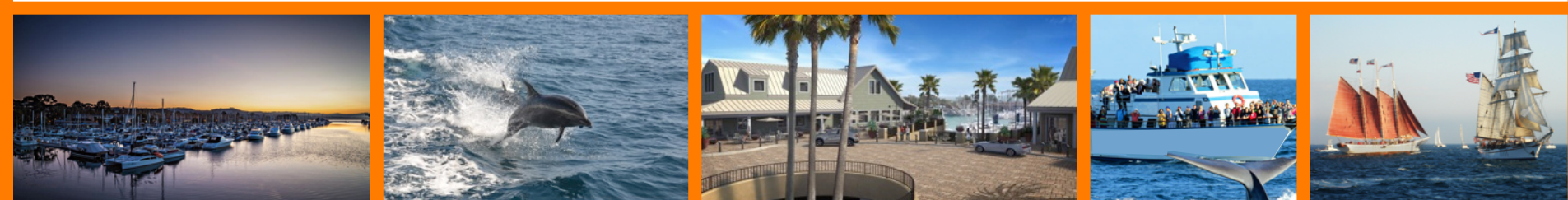


Financial Summary¹

- **Dana Point Harbor Total Gross Revenues (*within RFQ premises*) – Fiscal Year 2014/2015 - \$80,521,790²**
- **OC Dana Point Harbor's Revenue Received (*within RFQ premises*) – Fiscal Year 2014/2015 - \$25,329,982³**
 - Hotel
 - East Basin Marina
 - West Basin Marina
 - Commercial Core
 - Restaurant & Retail
 - Marine Related
 - Launch Ramp
 - Dry Boat Storage
 - Other Lease Revenues
- **OC Dana Point Harbor's Expenses (*within RFQ premises*) – Fiscal Year 2014/2015 - \$16,558,442⁴**

Notes:

1. For additional Financial information from 2005 through 2015, see Section 6 - RFQ Resource Documents #17 DPH Leased Premises Financials (2005-2015).
2. Dana Point Harbor Total Gross Revenues (*within RFQ premises*) include total revenues of all restaurants, merchants, tenants, slips, launch ramp, dry boat storage, and other sources.
3. OC Dana Point Harbor's Revenues Received include only those areas within the proposed lease premises and represents the revenue received by the County.
4. OC Dana Point Harbor's Expenses above include the County's expenses within the leased premises area only and include Harbor Patrol Services of \$3,958,316. OC Dana Point Harbor Expenses shown above do not include OC Dana Point Harbor Salaries & Benefits or Harbor Revitalization related expenses.



Section 2: Respondent Minimum Qualifications

The following are the minimum qualifications for a Respondent Development Team to be considered as eligible to submit an SOQ as described in this RFQ.

- Relevant experience designing, permitting, funding, constructing, renovating, managing, promoting, advertising, operating, and maintaining projects with harbor, retail, restaurant, office, hotel, boat storage, docks/slips, and parking components.
- A record of completing similar, large-scale projects on schedule, and on budget.
- A record of partnering with public agencies on similar projects is preferred but not mandatory.
- Experience processing approvals and entitlements through the Coastal Commission and other relevant agencies is preferred but not mandatory.
- A demonstrated understanding of the California Coastal Act.
- Experience in developing and managing a facility governed by the California State Tidelands legislation is preferred but not mandatory.
- Financial capability to source necessary capital including ability to access debt and equity.



Section 3: RFQ Information Requirements

SOQ submittals must include the following:

- Cover Transmittal Letter
 - Provide a narrative that introduces the firm and team highlighting the particular strengths of the Respondent to implement the vision proposed.
- Respondents Qualifications, Experience, and References
 - Respondent must include a description of the anticipated development team structure and key development team staff including but not limited to the following roles:
 - Executive Management
 - Design
 - Engineering
 - Entitlement
 - Leasing
 - Operations
 - Management
 - Respondent must describe the specific qualifications and experience of key individuals with direct project responsibility and include the specific role / responsibility each would play in this project. Current resumes of key individuals must be included.
 - It is understood that it is very early in the process and it may not be possible to designate all team members at this point but key project management and planning team members should be identified as best as possible.
 - Respondent must include a discussion on the intended legal structure of the development entity and overall team organization.
 - Respondent must include two references, one from a client, and another from a capital partner.



- Relevant Project Experience
 - Respondent must describe at least two current or previous projects (within the last 10 years) of similar size and scope and include the following information:
 - Type and location of the project(s),
 - Entity's scope of involvement,
 - Current status,
 - Project Management responsibilities,
 - Cost of the development,
 - Financing strategy of the development,
 - Summary of applicable Public-Private Partnerships associated with the project,
 - Any schedule delays or unexpected issues; and
 - Any additional information as may be helpful in understanding the Respondent's success in producing major development projects.
- Financial Capability to Complete the Project
 - SOQ's must include information that will enable the County to discern the financial resources available to the entity. Such information should help the County to determine whether the development entity has the financial ability to deliver the proposed revitalization program as evidenced by submission of information such as:
 - Recent financial statements,
 - Respondent's equity contribution and source,
 - Lender for construction and lender for permanent debt,
 - Respondent / guarantor net worth,
 - A description of relationships with lending institutions, financial partners, investors, environmental insurers, etc.; and



- Description of any bankruptcy filing by the Respondent, a major team member, or an entity either one of them controlled (minimum past ten years).
- Conceptual Project Proposal
 - Respondents must include:
 - Evaluation of Existing Entitlement Approval Documents,
 - Conceptual Project Proposal if it differs from the currently proposed DPH Revitalization Plan; and
 - New entitlements, amendments and approvals anticipated for a revised, and/or different project than the currently proposed DPH Revitalization Plan, which could necessitate further application to the City of Dana Point and/or the California Coastal Commission.
- Description of any litigation in which the Respondent or a major team member was a defendant (past five years or pending), and any litigation involving the County of Orange at any time.

Section 4: The RFQ Process

Quiet Period

The objectives of the Quiet Period are to ensure that Respondents competing have equal access to all information and the process of selecting a Development Team is transparent, efficient, diligent, and fair. The quiet period will commence upon the issuance of this solicitation, and end upon award of any resulting contracts from this process.

All County staff will refrain from communicating with Respondents regarding any aspect of this solicitation throughout the quiet period. Throughout the quiet period, if any County personnel are contacted by a Respondent with regard to this solicitation, the staff member shall refer the Respondent to the Project Contact. A Respondent may be disqualified from consideration under the RFQ for a knowing violation of this quiet period policy.



Submission of Questions

Any and all questions should be submitted via BidSync Q&A at www.BidSync.com (RFP# 2016-03-16). Questions and answers regarding this RFQ will be posted to www.BidSync.com at regular intervals. If you suspect an error in this solicitation, please notify the County through the same manner via BidSync.

In accordance with the provisions of the Quiet Period, do not discuss the solicitation or your submittal, directly or indirectly, with any County elected official, officer, staff, or employee other than the named Orange County Project Contact. The County will only acknowledge written questions. Telephone calls regarding the solicitation are not permitted. You may submit questions until 4:00 PM PST on Monday, May 16, 2016.

Statement of Qualifications Due Date

SOQs are due Monday, June 20, 2016 at 4:00 PM Pacific Time. SOQs should be sent to the Project Contact identified below. Failure by a messenger delivery service or printing service to meet the deadline will not excuse the Respondent from the deadline requirement.

Prior to the due date, you may ship or hand-deliver SOQs, modifications, and withdrawals. The County does not allow e-mail, fax, or other electronic submissions. Responses must be dated and time-stamped on the outside of the sealed package by the Project Contact or a staff member of the County CEO / Real Estate Office. It is the responsibility of the Respondent to ensure that delivery is made to the address stated below prior to the closing date and time. Delivery receipts are available upon request. The County will not consider submittals or modifications received after the due date and time. A non-refundable \$2,500 fee will be required with the submission of the SOQs to partially offset the County's cost in reviewing the SOQs.



DELIVER SOQ's TO:

County of Orange, CEO/Real Estate
Hall of Administration (Building 10)
333 W. Santa Ana Blvd., 3rd Floor Reception
Santa Ana, CA 92701-4062
ATTENTION: Ms. Yasie Malek

LABEL OUTSIDE OF ENVELOPE/CONTAINER:

Solicitation No. 2016-03-16
Due Date: Monday, June 20, 2016 at 4:00 PM PST
Name of Entity Submitting/Address
Name of Contact/Phone Number/Email

Format and Number of Copies

SOQ's shall be prepared on standard 8 and 1/2" x 11" letter size paper. Any drawings included with the SOQ should be no larger than 11" x 17".

Respondents must submit one signed in ink original (marked 'ORIGINAL') and 10 copies (each marked 'COPY') of the SOQ in a sealed envelope/container. In addition, Respondents must submit 1 copy of the SOQ on CD, DVD or flash / thumb drive in PDF format. Submittals become the property of the County and will not be returned to Respondents. SOQs may be open to the public under the California Public Records Act and other applicable laws and rules. Respondents may not request that certain information be treated as exempt, and statements in the SOQ cannot be marked as confidential or proprietary. In the event that any information is marked as confidential or proprietary, it will be returned and not considered as part of the submittal.

The property is offered and will be leased "as-is / where-is." It is the Respondent's responsibility to verify existing land uses, permits, entitlements, property encumbrances, and the feasibility of the Respondent's proposed plan. It is also the Respondent's responsibility as part of its due diligence to confirm the size, configuration, and condition of the Property; including but not limited to the condition of the title and environmental condition. Any information provided by the County in this RFQ or otherwise is without representation or warranty as to its accuracy or completeness.



The County reserves the right to amend the solicitation and key dates; accept or reject any or all responses; to award by item, group of items, or grand total; and to waive minor defects. The County may request clarifications, request a presentation, or otherwise verify the contents of the proposal, including information about team members, consultants and sub-consultants.

Key Dates

- Issuance of the Request for Qualifications Wednesday, March 16, 2016
- Last Day to Submit RFQ Questions Monday, May 16, 2016
- SOQ Due Date Monday, June 20, 2016
- Interviews July 11-15, 2016
- Shortlist Announced/Notifications Released TBD
- Request For Proposal Invitation sent to Shortlist TBD

Section 5: Evaluation & Selection Process

The County will select a real estate development team using a two-step process. The first step is this RFQ and step two will be an RFP, by invitation only.

The County will assess the Respondent's compliance with and adherence to the requirements of the RFQ solicitation. Any Response which is incomplete and missing key components necessary to fully evaluate the response may, at the discretion of the County, be rejected from further consideration due to "Non-Responsiveness" and rated Non-Responsive. Once a response has been deemed compliant, the following criteria will be used to evaluate, and score the Respondent's SOQ:



Criteria for evaluating Statements of Qualification:

- Respondent's applicable qualifications, experience and references
- Development Team's applicable qualifications, experience and references
- Respondent's experience in both formulating and implementing successful projects of similar scope and scale on schedule and within budget
- Respondent's demonstrated ability to access capital: and financial capacity to start and complete projects of similar scope and scale
- Respondents project approach and vision

Responses will be evaluated on a weighted numerical scale for each of the above criteria. Unsuccessful Respondents will be notified. The County will conduct Interviews with Respondents as needed.

Criteria for evaluating Interviews:

- Presentation / Communication Skills
- Project Lead / Key Team Members
- Respondent's responses to questions
- Overall understanding of the Project

The County may also send written questions and ask for written responses within 5 business days. Scores for the written SOQ and Interviews will be combined and used to determine the short-list.



The County will consider the information supplied or not supplied, and the quality of that information when evaluating the responses. If the County finds a failure or deficiency, the County may reject it or reflect that in the SOQ scoring. The County reserves the right to seek publicly available information about the Development Team.

Section 6: RFQ Resource Documents

The following Dana Point Harbor Resource Documents will be made available on BidSync and a link will be provided on the Dana Point Harbor website at www.ocdph.com/rfq.

- 1 - As-Built Plans 9-22-70
- 2 - Boundary Survey
- 3 - Original Marina Plans
- 4 - Tidelands Trust Grant Documents
- 5 - Dana Point Marina Conditions Survey, Volume I and II (2001,2005)
- 6 - Dana Point Harbor Master Plan, Physical Conditions Assessment Report (June 2002)
- 7 - Dana Point Marina Redevelopment, Bulkhead Structural Evaluation
- 8 - Title Report
- 9 - Commercial Core Project - Coastal Development Permit CDP 13-0018
- 10 - Commercial Core Project - CDP Application
- 11 - Commercial Core Project - Project Plans and Exhibits
- 12 - Commercial Core Project - Technical Studies / Reports and Information
- 13 - Dana Point Harbor Revitalization Plan & District Regulations (Local Coastal Program)
- 14 - Final Environmental Impact Report (FEIR) 591 - DPH Revitalization Project
- 15 - FEIR 591 Addendum



- 16 - SEIR 613 - DPH Marina Improvement Project (Waterside)
- 17 - Dana Point Harbor Leased Premises Financials (2005 – 2015)
- 18 - 12 Guiding Principles
- 19 - Merchants and Dana Point Boaters Association Recommendations for the RFQ / RFP
- 20 - Commercial Core Project - Estimated Tenant Improvement Fees
- 21 - Dana Point Harbor Boat Slip Wait List
- 22 - Dana Point Harbor Demographic Profile 2015
- 23 - Dana Point Harbor Tenant Criteria Manual

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Page 11: <http://www.danapointharbor.com/harbor-boating-2/> <http://www.danapointmarina.com> <http://www.danapointharbor.com/harbor-shopping/> <http://boatlenderusa.com/boat-show-schedule/> <http://www.danawharf.com>

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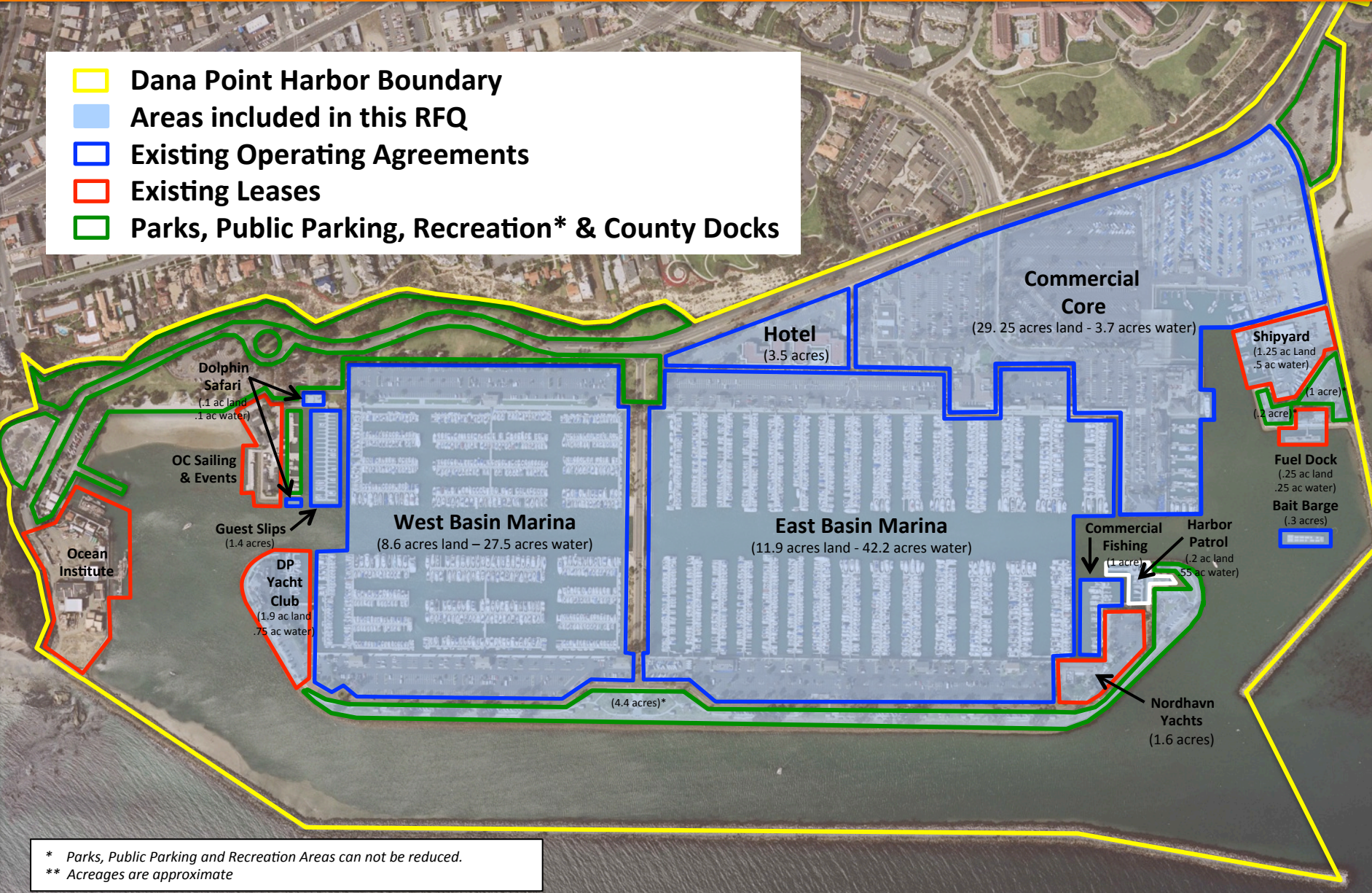
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Page 18: <http://www.danawharf.com> <http://www.danapointmarina.com> <http://www.danapointharbor.com/dolphin-stampede/> <http://www.danapointharbor.com> <http://www.danapointmarina.com>

Page 19: <http://www.danapointharbor.com/harbor-boating-3/> <http://www.danapointharbor.com/oc-sailing-events-center/> <http://danawharf.com/> <https://www.danapointmarina.com> <http://www.danapointharbor.com/harbor-aerial-with-baby-beach/>



- Dana Point Harbor Boundary
- Areas included in this RFQ
- Existing Operating Agreements
- Existing Leases
- Parks, Public Parking, Recreation* & County Docks



* Parks, Public Parking and Recreation Areas can not be reduced.
 ** Acreages are approximate



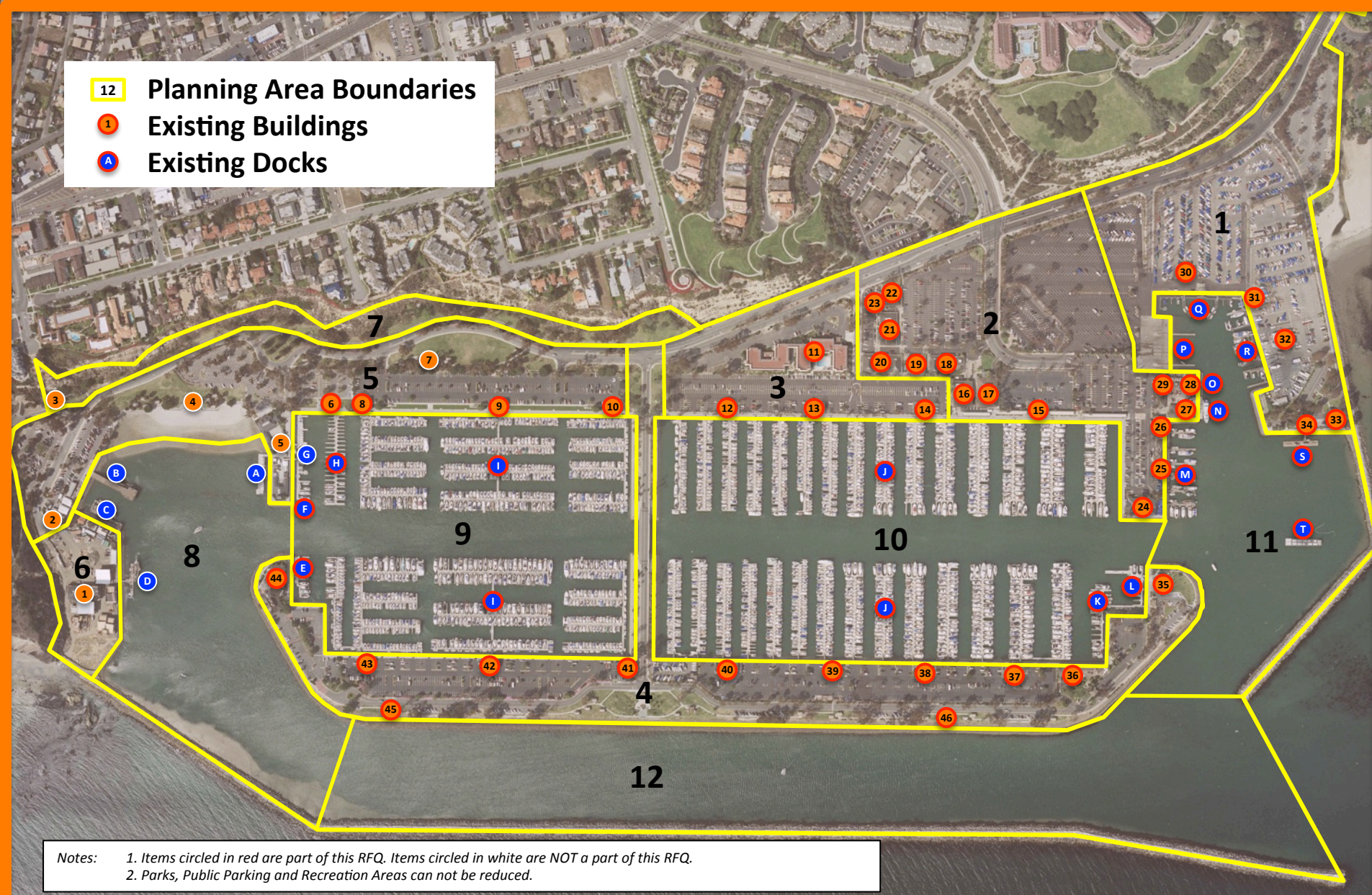
Exhibit A
DANA POINT HARBOR REVITALIZATION – REQUEST FOR QUALIFICATIONS



12 Planning Area Boundaries

1 Existing Buildings

A Existing Docks



Notes: 1. Items circled in red are part of this RFQ. Items circled in white are NOT a part of this RFQ.
2. Parks, Public Parking and Recreation Areas can not be reduced.

Exhibit B
DPH PLANNING AREA BOUNDARIES, EXISTING BUILDINGS & DOCKS



TABLE 1

DANA POINT HARBOR EXISTING BUILDINGS & SLIPS / DOCKS

Location	Building / Dock Number ¹	Business Name	Square Footage ⁶	Lease Expiration Year	Option Expiration Year	Year Constructed	Comments
Planning Area 1							
1	30	Vintage Marina Partners ²	5,000	2021		1970	
1	31	Capo Beach Watercraft	100	MTM ³		1985	Kiosk - not a building
1	32	Dana Point Shipyard	5,000	2016	2046	1977 / 1982	
1	33	Puerto Place Restroom	na			1974	
1	34	Dana Point Fuel Dock	750	2025	2025	1970	
Planning Area 2							
2	15	Dick Simon Yachts ²	4,000	2017	2020	1970	
2	16	Coffee Importers	1,134	2020		1974	
2	16	Vacant	1,004			1974	
2	16	El Torito	7,142	2017	2022	1974	
2	17	Scoop Deck	1,456	2020		1974	
2	17	Harpoon Henry's	9,323	2022		1974	
2	18	Art Sea	585	2020		1972	
2	18	Blue Dana	467	2017		1972	
2	18	Chez Nevine	1,230	2020		1972	
2	18	Chocolate Soldier	486	2020		1972	
2	18	Gift Chateau	1,397	2020		1972	
2	18	Harbor Jewelry	570	MTM ³		1972	
2	18	I Heart Yoga	1,497	2017		1972	
2	18	Pacific Art Gallery	680	2017		1972	
2	18	Spring	920	2020		1972	
2	18	Vacant	705			1972	
2	19	Harbor Grill	3,008	2022		1972	
2	20	Vacant	920			1972	
2	20	Gemmell's Banquet Room	1,138	2020		1972	
2	20	Raj Parfumerie	543	MTM ³		1972	
2	20	Woody Hut	596	MTM ³		1972	
2	20	Vacant	600			1972	
2	20	White Pelican Gallery	1,185	2020		1972	
2	21	Gemmell's Restaurant	1,875	2020		1972	
2	21	Beach Harbor Pizza	1,161	2016		1972	

* Items in red are NOT included in this RFQ

Location	Building / Dock Number ¹	Business Name	Square Footage ⁶	Lease Expiration Year	Option Expiration Year	Year Constructed	Comments
2	21	Super Stop Liquor	1,256	2020		1972	
2	21	Vacant	3,036			1972	
2	22	The Brig Restaurant	3,818	2022		1972	
2	23	Arrow Covers	351	MTM ³		1972	
2	24	Wind & Sea Restaurant	9,375	2022			Roof Replaced 2003
2	25	Turk's	1,911	2020		1972	Roof Replaced 2003
2	25	Proud Mary's	1,449	2020		1972	Completely Rebuilt after 2008 fire
2	26	Golden Galleon Boutique	1,322	2020		1972	Roof Replaced 2003
2	26	Top Brass	1,140	2020		1972	Roof Replaced 2003
2	27	Catalina Express	na	2016		na	Located in DWSF
2	27	Dana Wharf Sport Fishing	3,643	2022	2032	1972	Roof Replaced 2003
2	27	SCRS Inc	na	2017		na	Located in DWSF
2	28	Waterman's Harbor	6,187	2024	2044	1972	Major Renovation 2014 / Roof 2003
2	29	DaVine Food & Wine	846	MTM ³		1972	Roof Replaced 2003
2	29	DaVine Food & Wine	680	MTM ³		1972	Roof Replaced 2003
2	29	Jon's Fish Market	1,930	2020		1972	Roof Replaced 2003
2	29	Harbor Deli	1,890	2020		1972	Roof Replaced 2003
2	29	Slice of New York	514	2020		1972	Roof Replaced 2003
Planning Area 3							
3	4	Mariners Yachts ²	3,600	2019		1970	
3	11	Marina Inn		2017	2020	1970/1975	136 Rooms
3	12	East Basin Marina Office ²	5,000			1970	
3	13	Sun Country Marine ²	3,600	1019	2024	1970	
Planning Area 4							
4	35	Harbor Patrol	6,000	na		1974	
4	36	Nordhavn Yachts	10,000	2021	2041	1970	Major Renovation 2014 / not incl. roof
4	37	Tilly Group2	3,600	2016	2019	1970	
4	38	Zero Company ²	3,600	2018	2023	1970	
4	39	Wave Crest Financial ²	3,600	2018	2023	1970	
4	40	Aventura Sailing Association ²	4,000	2020	2025	1970	
4	41	Dana West Yacht Club ²	3,600	2020	2040	1970	Renovated 2014
4	42	Get College Funding ²	3,600	2015	2020	1976	

* Items in red are NOT included in this RFQ

Location	Building / Dock Number ¹	Business Name	Square Footage ⁶	Lease Expiration Year	Option Expiration Year	Year Constructed	Comments
4	43	Vessel Interiors & Finishes ²	3,600	2015	2020	1976	
4	44	Dana Point Yacht Club	12,400	2022	2032	1985	
4	45	Island Restroom 2	na			1976	
4	46	Island Restroom 1	na			1970	
Planning Area 5							
5	2	Fishing Pier Restroom	na			2005	
5	4	Baby Beach Restroom	na			1972	
5	5	OC Sailing & Events Center	11,000			1985	
5	6	Dolphin & Whale Watching ²	1,800			1976	Upstairs is a kiosk and deck only
5	7	DPH Drive Park Restroom	na			1972	
5	8	Dream Catcher Yachts ²	3,600			1976	
5	9	West Basin Marina Office ²	3,600			1976	
5	10	DPHD Office ²	3,600			1976	
Planning Area 6							
6	1	Ocean Institute	32,000	2041	2041	2002	
Planning Area 7							
7	3	Cove Road Restroom	na			1957	
Planning Area 8							
8	A	OC SEC Docks	165 lf			1985	
8	B	Fishing Pier	200 lf			1960	
8	C	OI Tall Ship Docks	200 lf	2041	2041	2002	
8	D	OI RV Explorer Dock	300 lf	2041	2041	1990	
Planning Area 9							
9	E	Dana Point Yacht Club Docks	15 Slips			1990	
9	F	Dolphin/Whale Safari Dock	55 lf			1985	
9	G	County Docks				1976	
9	H	Visitor Slips	42 Slips			1980	
9	I	West Basin Marina Slips	982 Slips ⁴			1976	
Planning Area 10							
10	J	East Basin Marina Slips	1,427 Slips ⁵			1970	
10	K	Commercial Fishing Slips	16 slips			1970	
10	L	Harbor Patrol Slips	10 slips			1970	

* Items in red are NOT included in this RFQ

Location	Building / Dock Number ¹	Business Name	Square Footage ⁶	Lease Expiration Year	Option Expiration Year	Year Constructed	Comments
Planning Area 11							
11	M	Sport Fishing Docks	1,350 lf	2022	2032	1970	
11	N	Catalina Express Dock	85 lf	2016		1970	Renovated 2000
11	O	Public Guest Dock	100 lf			1970	
11	P	Launch Ramp Docks	420 lf			2005	
11	Q	Embarcadero Docks	766 lf	2021		1970	
11	R	Shipyard Docks	1,190 lf	2016	2046	1977	Renovated 2016
11	S	Fuel Dock	140 lf	2025	2025	1970	
11	T	Bait Barge	165 lf			1970	Renovated 2011
Planning Areas 12 - No Buildings or Docks							

Footnotes:

- 1 For Building and Dock number locations, refer to Exhibit B
- 2 Building Square Footage (sf) includes the Boater Service Buildings on the 1st Floor with boater restrooms, showers and laundry. Leased sf upstairs is less.
- 3 MTM is "Month to Month"
- 4 The West Basin includes 736 slips (30' or less), 101 slips (31' to 39'), 97 slips (40' to 49') and 48 slips (50' to 59').
- 5 The East Basin includes 1,059 slips (30' or less), 172 slips (31' to 39'), 139 slips (40' to 49'), 42 slips (50' to 59') and 15 slips (60' and over).
- 6 Square footage (sf) listed does not include outdoor dining / patio sf