

**Request for Qualifications for Developers
for the Lawrence Berkeley National Lab (LBNL)
Second Campus at the Richmond Field Station**



University of California, Berkeley

Real Estate Services

Initially Released May 12, 2011 and

Revised May 24, 2011

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I. Introduction

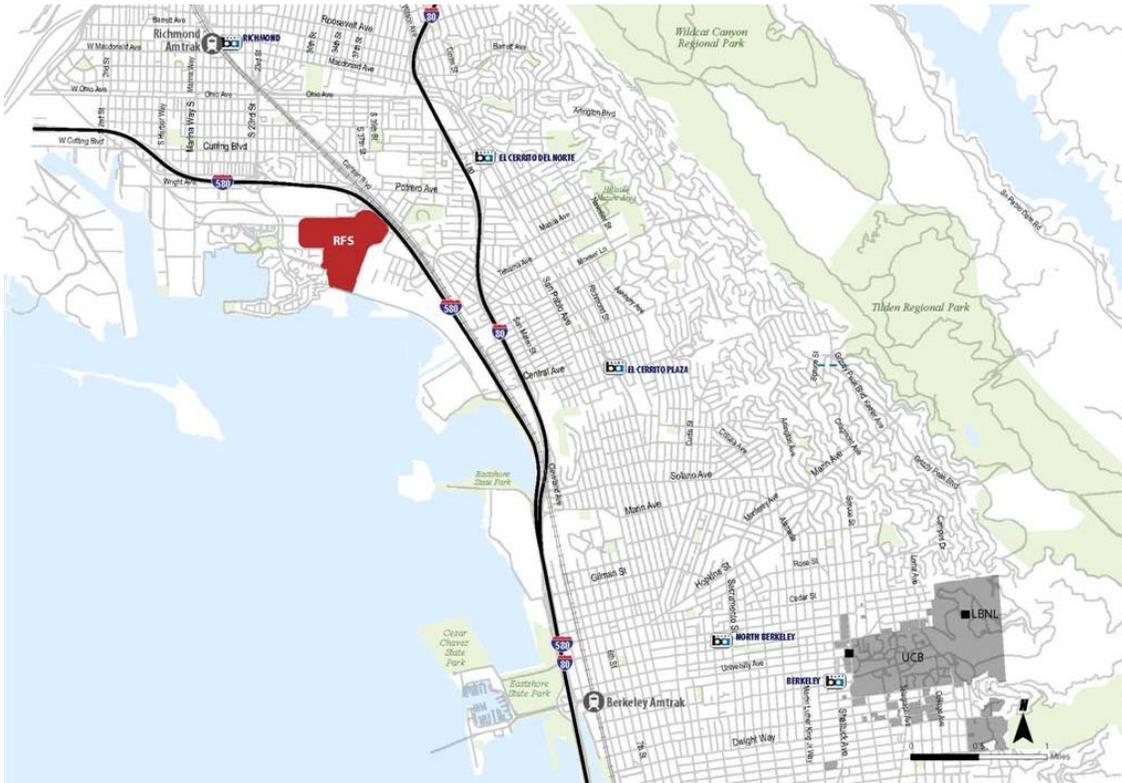
The University of California, Berkeley ("UCB") is soliciting qualification proposals from developers interested in partnering with the University on the development of the Richmond Field Station as a potential site for the Lawrence Berkeley National Lab (LBNL) Second Campus.

The Second Campus will be home to a state-of-the-art research and development facility for LBNL, including an initial phase of 480,000 square feet and subsequent phases of up to 2 million square feet at build-out.

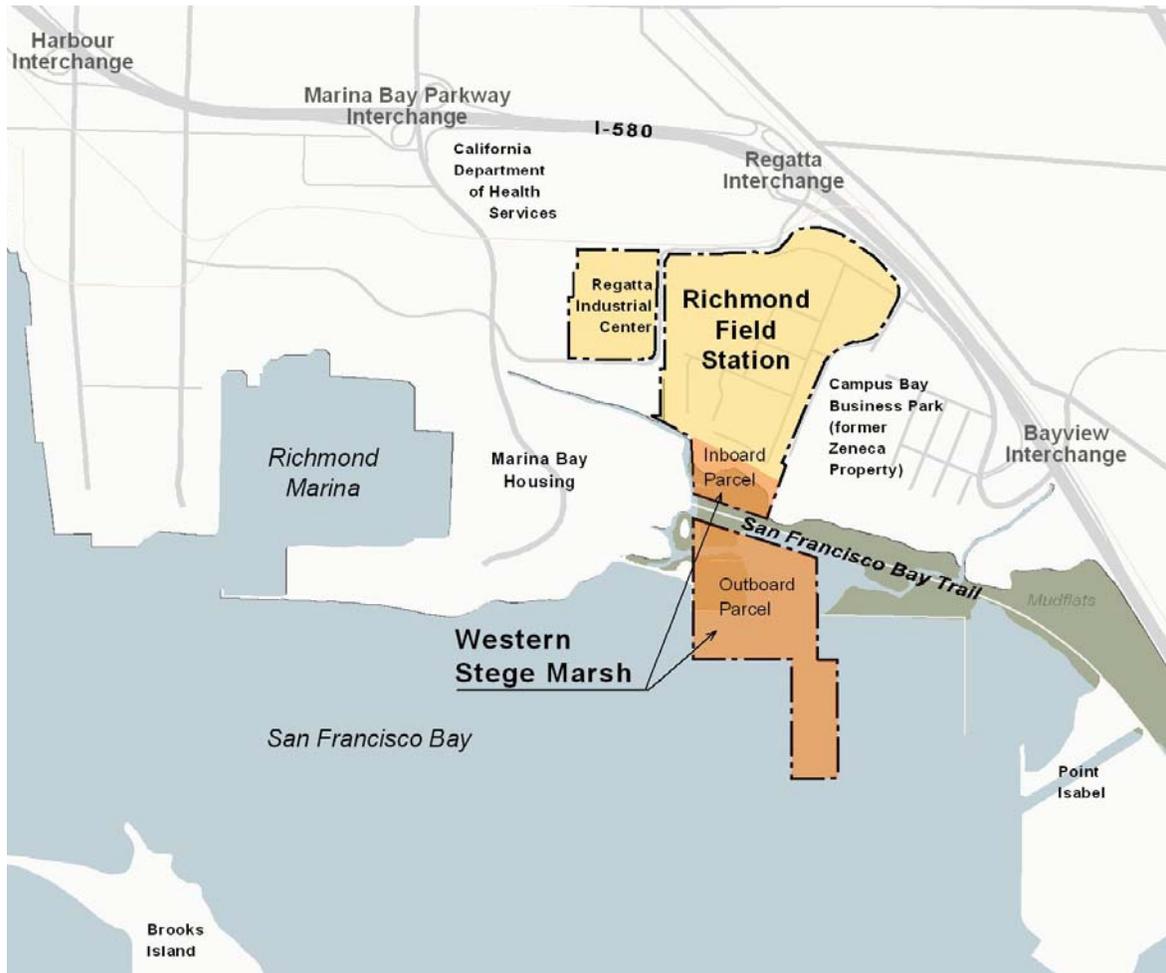
The qualified developer will be selected by UCB based on the developer's project understanding and approach; relevant experience and track record; financial resources; innovative approaches to financing and public partnerships; management team and structure.

II. Background

The Richmond Field Station is located within the Richmond South Shoreline area within the City of Richmond, California. Located just north of Albany, the site sits in close proximity to UC Berkeley's main campus – approximately a 15 to 20 minute drive.



A well-developed network of freeway and local streets make the site readily accessible from a number of directions, and three BART stations are located within a 1/2 mile. The Bay Trail passes along the site's southern edge, and the City of Richmond has a bicycle network planned that will further improve accessibility. The site consists of 100 acres of uplands acquired by UCB in 1950 and the adjacent 25 acre Regatta Industrial Center property purchased recently.



UCB completed a Concept Plan for the redevelopment of the total 125 acre area in February 2011 in cooperation with LBNL. The City of Richmond is on record in support of development of the type envisioned for the Richmond Field Station.

III. Development Opportunity

The Regents of the University of California (University) manage Lawrence Berkeley National Laboratory (LBNL, Berkeley Lab, the Laboratory), a federally funded research and development center, under a prime contract with the US Department of Energy (DOE). Berkeley Lab conducts unclassified research across a wide range of disciplines to deliver science-based solutions to problems of national significance, with a strong emphasis on energy efficiency and carbon reduction. It employs approximately 4,200 scientists, engineers, support staff and students. Eleven scientists associated with

Berkeley Lab have won the Nobel Prize. Approximately 280 LBNL scientists hold a joint appointment with a University of California campus.

Berkeley Lab's base budget for 2010 is approximately \$718 million. A recent study estimates the Laboratory's overall economic impact on the nine San Francisco Bay Area counties to be nearly \$700 million annually. Technologies developed at Berkeley Lab have generated billions of dollars in revenues, and thousands of jobs. Savings as a result of Berkeley Lab developments in lighting and windows, and other energy-efficient technologies, are in the billions of dollars.

LBNL is located in the Berkeley hills, immediately adjacent to the campus of the University of California, Berkeley. The University seeks to develop a second LBNL campus with the potential for approximately 2 million gross square feet (GSF) of research and development facilities to accelerate its pace of innovation, technology transfer, and commercialization. The new campus would consolidate approximately 480,000 GSF of leased laboratory and office space in the first phase of development. Existing programs in leased facilities include Genomics, Life Sciences, and Physical Biosciences. The balance of the development capacity would allow for additional consolidation, growth of existing programs, new initiatives, and co-location with UC Berkeley, other UC programs, and complementary third-party R&D organizations. The ultimate goal of the second campus is to accelerate the pace of innovation, technology transfer, and commercialization; creating high quality jobs in the process.

LBNL issued an RFQ for a Second Campus on January 3, 2011 (See separate document). The Richmond Field Station was identified as a potential site for the Second Campus in the LBNL RFQ. LBNL has announced a short-list of sites which will be evaluated along with the Richmond Field Station.

The Richmond Field Station Campus Concept Plan (See separate document) presents a vision for a new research campus that embraces the existing unique and successful partnership between the University of California, Berkeley (UCB) and Lawrence Berkeley National Laboratory (LBNL). An initial campus core would combine an LBNL Energy and Life Sciences research cluster, and the existing UC Berkeley Engineering research cluster, on University-owned properties in the Richmond, California southern waterfront area.



Richmond Field Station Campus Concept Plan – Option B

The goal of this concept plan is to create a campus for continued growth of leading institutional research programs at both UC Berkeley and LBNL. The campus is envisioned to have ample space for research growth for both institutions – as well as their private sector research counterparts – for the foreseeable future in a campus that is easily accessible from both institutions' main Berkeley campuses and in a distinctive setting that encourages collaboration and innovation leading to industry-leading new technologies.

Total building capacity at Richmond Field Station ranges from approximately 2.5 million gross square feet to approximately 6 million gross square feet, depending upon the size of buildings constructed, density and site coverage assumed.

The Richmond Field Station is only 15 to 20 minutes by car from the Central Campus and LBNL, well-within the 25-minute distance requirement from LBNL's existing campus, meets all of the other requirements set forth in the LBNL RFQ, and is competitive for attracting the Second Campus.

IV. Role of Developer

The selected developer will become the UCB's private development partner and maintain primary responsibility for the following aspects of development of the Second Campus project:

1. Responding to LBNL's requests for additional information in evaluating RFS as a potential second campus site. Although UCB believes that much of any information

requested by the Lab, in order to make a preferred site selection, will be included in the recently completed Richmond Field Station Concept Plan, any additional costs of responding to LBNL will be borne by the Developer. If RFS is not chosen as the preferred site, the relationship between the Developer and UCB will be terminated.

2. Establishing a fair, effective, and collaborative partnership with UCB.
3. Pursuing and securing entitlements, including master site planning, environmental review, design review, and negotiation of relevant development agreements with LBNL, in concert with the UCB and City.
4. Design and phasing of infrastructure, landscape and buildings.
5. Construction of infrastructure, landscape, and facilities.
6. Potential private financing of predevelopment and development process.

V. Content of Statement of Qualifications

The University invites a response to this RFQ in a format that the developer believes best expresses the qualifications of the development entity. It is requested, however, that the statement of qualifications (SOQ) submitted clearly include the elements described in this section.

1. Cover Letter/Executive Summary. Brief synopsis of the developer's approach to development, public/private partnerships, key qualifications, and relevant experience. (No more than 3 pages)
2. Project Understanding and Approach. Discussion of the developer's (a) understanding of the City of Richmond, the proposed LBNL RFQ, and proposed Richmond Field Station site, and (b) approach to meeting LBNL's requirements and the UCB's goals and objectives expressed in this RFQ.
3. Description of the Development Entity. Description of the developer's structure, designated project manager, and project management team, including the role of each team member. Please also include resumes and references for each member of the project management team.
4. Previous Experience. Description of the specific project experience of the entity, and key individual team members in entitlements; infrastructure development and phasing; build-to-suit commercial development; specialized research and development facilities; large-scale multi-year, infill and brownfield redevelopment; federal and/or State solicitations. Please also include references for at least five of the previous projects referenced in this section.
5. Financial Qualifications. Provision of clear evidence of financial resources to assist in the entitlement and development of the LBNL Second Campus at the Richmond Field Station, as indicated by financial statements, a description of relationships with investors and lending institutions, and past project performance. Please provide specific information on typical sources of predevelopment funds, construction financing, long-term financing, and other working capital.

6. Proposed Relationship and Roles between UCB, Developer, and LBNL. A proposal for the envisioned management, legal, and financial relationships and roles between the University, developer, and LBNL during each of the four stages of the proposed LBNL selection and development process, as indicated in the LBNL RFQ:
 - i. Site Selection -- Detailed Negotiations
 - ii. Preliminary Development Agreement Negotiations
 - iii. Conceptual Development Plan and Environmental Assessment Process
 - iv. Design, Phasing, and Construction of Infrastructure and Vertical Development Process

7. Acceptance of Conditions. An acceptance of all rules and conditions specified in this RFQ.

Note: We are not asking developer's to select or designate their broader development team members, such as planning consultants, architects, or engineers at this time.

VI. Schedule

The University anticipates the following schedule of events:

Issuance of RFQ	Thursday, May 12, 2011
Issuance of Amended RFQ	Tuesday, May 24, 2011
Developers' Submission of Qualifications	Thursday, June 09, 2011
Selection of Short List	Wednesday, June 15, 2011
Interview of Short Listed Teams Completed	Wednesday, June 22, 2011
Developer Selected	Wednesday, June 29, 2011
Exclusive Negotiating Agreement Executed	Friday, July 08, 2011

Subsequent Schedule to Be Subject to LBNL Site Selection Schedule TBD

VII. Submittal and Review Process

- A. Submit 10 paper copies of the letter and submittal (or 3 paper copies and an electronic copy) addressed to:

Real Estate Services
University of California, Berkeley
200 A & E Building
Berkeley, CA 94720-1382
Attn: Kevin Hufferd

Or e-mail to: hufferd@berkeley.edu

- B. Proposals must be received no later than the deadline stated herein in order to be considered.

- C. For general questions, please call Kevin Hufferd, (510) 643-5314 or, Linda Keilch (510) 642-4672.
- D. The University will conduct a screening of all qualified submittals. The screening will identify the respondents who, at the University's sole discretion; best meet the University's needs. The University reserves the right to reject any or all submittals and to change or add to the screening criteria at any time during the screening process.
- E. After a review of submittals from all interested candidates, all candidates will be ranked. The highest ranked candidates will be invited to meet with a University panel.
- F. The University assumes no obligations, responsibilities and liabilities to reimburse all or part of the costs incurred by parties considering a response to and/or responding to this RFQ. All of such costs shall be borne solely by each Developer and its team. The University reserves the right to cancel, withdraw, postpone or extend this RFQ in whole or in part at any time prior to execution of definitive agreements by the University without the University incurring any obligations of liabilities.
- G. The California Public Records Act limits the University's ability to withhold qualification and bid data. If a submittal contains any trade secrets that a Developer does not want disclosed to the public or used by the University for any purpose other than evaluation of the Developer's eligibility, each sheet of such information must be marked with the designation "Confidential." The University agrees that if a "Public Records Act" request is made for disclosure of data so classified, it will notify the submitter of such data so that the submitter will have an opportunity to legally challenge the University's obligation to disclose such information. The University will not return submittals.

VIII. Related Documents

- LBNL RFQ
- Richmond Field Station Concept Plan

