

An Opportunity to
Acquire, Conserve &
Restore Our Wetlands

-- *Reduced Scope* --

February 10, 2009

Los Cerritos Wetlands

P.E. ROW
(Appian Way)

Nipples

Seal Beach

1921



Los Cerritos Wetlands



Current Proposal



Proposed Land Exchange Detail

Public Service Yard	Developable Acres	\$ M	\$/SF
Land	12.1	\$12.65	\$24
• Demolition		(\$ 1.40)	
• Env. Cleanup		(\$ 2.85)	
• Hist. RR Depot		(\$.50)	
		\$ 7.90	\$15

Los Cerritos Wetlands	Developable Acres	\$ M	\$/SF
0% Wetlands	33.8	\$36.78	\$25
25% Wetlands	25.3	\$27.58	\$25
50% Wetlands	16.9	\$18.39	\$25
75% Wetlands	8.4	\$9.19	\$25

SEADIP



"Pumpkin Patch"

Price/SF \$ **39.00**

05/09/08

LAND FOR SALE

AVAIL SF: **308,404**

ACRES: **7.08**



ADDRESS **7001 PACIFIC COAST HY, LONG BEACH CA** ZIP **90803**

**Prime Coastal Real Estate
Exceptional Development Opportunity
Zoned For Hotel/Restaurant/Light Industrial/Office
Proximity To LB Airport & Ports**

LEASE RENTAL \$ NFL /mo Gross Net **0.00c** Term
SALE PRICE \$ **11,927,756** Price/SF \$ **39.00** Tax \$ **TBD** Yr **2008-2009**
Terms **ACCEPTABLE TO OWNER / SEE NOTES** Possession **COE**
Avail SF **308,404** Dim **IRR X IRR** Assessor's Parcel # **7237-020-043**
Min. SF **308,404** Add'l St. Ded. **VERIFY** Sewer Lines **No - VERIFY**
Fenced **VERIFY** Paved **VERIFY** Rail **NONE** Water Lines **No - VERIFY**
Net Avail SF **308,404** Gas Lines **No - VERIFY**
Build To Suit **NO** General Topography **VERIFY**
Easements **TBD** Bldg(s) SF & Description **VERIFY**
Thomas Bk Pg# **826-E3** Zone **PD-1/SUBAREA 25**
Soil Report **N** Environmental Report(s) **VERIFY**
AGENT **Dave Mackenbach (562)276-1404, Michael T Sidney** Region **S** Listing # **1194250**
(562)276-1405 FIRM **Cushman & Wakefield** **05/09/08**
FTCF **CB000N000S200/OAA** Notes **Sale Terms: Cash. Fee: 2% of sale price up to \$10M. 1% over \$10M. Environmental**
Report(s): Yes.



3760 Kilroy Airport Way, Long Beach, CA 90806
Phone (562) 276-1400 Fax (562) 427-3601

Sub-Area 26 Parcels

\$18,875,000

13.9 Acres

OFFERING SUMMARY COASTAL LAND OFFERING SWC STUDEBAKER/SECOND STREET



Highly Appealing Coastal Location

Price: \$18,875,000

Acres: 3 parcels totaling approximately 22 acres
 - Approximately 13.87 acres light industrial/commercial
 - Approximately 5.83 acres light industrial/commercial
 - Approximately 1.97 acres light industrial/commercial

City: Long Beach

Market: West Orange County / Eastside Long Beach

LONG BEACH, CALIFORNIA



Charles Dunn

Public Service Yard



Public Service Yard

Comparables

For Sale:

	Address	City	Acres	Price	Price/SF	Date	Comments
1	Alondra Avenue	Paramount	0.55	\$ 140,000	\$ 5.84		
2	6319 Alondra Blvd	Paramount	6.39	\$ 3,400,000	\$ 12.21		61,000 SF Building
3	Figueroa & Torrance	Carson	14.31	\$ 5,610,000	\$ 9.00		In Foreclosure
4	Victoria & Central	Carson	7.51	\$ 9,000,000	\$ 27.51		Retail. Corner Site
5	Amerigas	Long Beach	9.00	\$ 5,000,000	\$ 12.75		Historic Office Bldg
		Average	37.76	\$ 23,150,000	\$ 14.07		

Sold:

	Address	City	Acres	Price	Price/SF	Date	Comments
1	1720 W. 135th St	Gardena	4.70	\$ 3,016,626	\$ 14.73	06/30/06	Soil Contamination
2	Gateway Town Center	Compton	40.43	\$ 12,375,923	\$ 7.03	11/20/06	All Cash
3	725 W. 190th St	El Segundo	12.07	\$ 11,500,000	\$ 21.87	11/22/06	All Cash
4	15711 S. Atlantic	Compton	3.42	\$ 1,685,000	\$ 11.31	11/14/06	
5	13360 Figueroa St	Los Angeles	2.12	\$ 1,745,000	\$ 18.90	03/08/07	32% Loan
6	McKinley & 139th St.	Compton	6.70	\$ 5,200,000	\$ 17.82	08/07/07	All Cash
7	18010 Figueroa St	Los Angeles	2.87	\$ 2,281,250	\$ 18.25	11/30/07	Foreign Bank
8	9148 Bermudez St	Los Angeles	1.04	\$ 1,000,000	\$ 22.07	01/14/08	All Cash
9	419 Broadway	Long Beach	5.39	\$ 5,704,000	\$ 24.29	02/25/08	All Cash
10	9901 Alameda St	Los Angeles	21.16	\$ 25,000,000	\$ 27.12	03/31/08	All Cash-Bldg. Land lease.
11	6319 Alondra Blvd	Paramount	6.39	\$ 3,400,000	\$ 12.21	07/30/08	All Cash
12	940 S. Eubank	Wilmington	0.98	\$ 500,000	\$ 11.71	11/20/08	
		Average	107.27	\$ 73,407,799	\$ 15.71		

Public Service Yard Relocation



Boeing



Gas & Oil



MTA Parcel

Benefits

- Remove nearly 34 acres of zoned density from private ownership
- Secure legal access to the Bryant Property
- Create 100 acres of open space south of Second Street
- Allow for restoration planning to begin
- Return public property to the tax base
- Provide opportunity for job creation and tax generation

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