



The Port **OF HUENEME**

**Request for Proposals for the
Long-term Lease and/or Development
of Port Property at 5901 Edison Drive
in the City of Oxnard
(RFP No. 02)**

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Introduction and purpose of the RFP

With this RFP, the Port of Hueneme requests information regarding your company and your products/services and your potential interest in leasing on a long term basis the Port's real property at 5901 Edison Drive in the City of Oxnard, California. The Port seeks input from interested individuals and organizations concerning possible uses of the property and how such use may contribute to the future business development at the Port of Hueneme. The Port is open to exploring various real estate interests and options to support the business needs of commercial port users.

RFP procedure

Information gathered in response to this RFP will be evaluated by Port staff and presented to the Port Director and/or the Board of Harbor Commissioners. A copy of the lease appraisal for this property is also available by request.

Responses must be submitted by email to dlacayo@portofhueneme.org in accordance with the schedule listed below.

Contacts

For questions regarding this RFP, please contact:

Dona Toteva Lacayo, Director of Business Development, Office 805-488-3677 x2231

Schedule

This is the timeframe for the RFP and evaluation by the Port:

1/29/16	RFP issued
2/24/16	Last date for questions, which must be submitted via email to the contact shown above
2/26/16	Last date for submission of answer(s)
3/1/16	Proposals Due

The Port of Hueneme

The Port of Hueneme, an official U.S. Port of Entry located within Ventura County, is one of eleven California deep-water seaports vital to the statewide economy. Serving as a priority hub in the state's intermodal transportation network, the Port provides the County with competitive advantages to attract business investment and create jobs. Over \$7 billion in cargo value moves through the Port, generating a total \$1 billion economic impact (revenue, taxes, and income), including \$68 million of state and local tax revenue. The Port supports 10,226 jobs (5,939 direct indirect and induced jobs and 4,287 related jobs).

The Oxnard Harbor District, a Special District authorized by the California legislature in 1937, owns and operates the Port of Hueneme. The District's political boundaries consist of the entire City of Port Hueneme (including the U.S. Naval Base Ventura County), unincorporated areas of Ventura County, and the entire City of Oxnard. Five officials elected at large make up the Port's Board of Harbor Commissioners.

The Port of Hueneme's marine terminals handle automobiles, containerized cargo (primarily fruit imported by Chiquita and Del Monte), break bulk fruit, and general cargo such as project cargo, military cargo, and liquid fertilizer. In addition, the Port is home to Oxnard Unloading LLC, handling squid and fish for Monterey Fish, SoCal Seafood and Suncoast Calamari fish companies. The Port is also an important offshore oil support center for platforms in the Santa Barbara channel. DCOR, Exxon, Freeport-McMoRan and VENOCO use OST Truck and Crane and T&T Truck and Crane to load and unload vessels with equipment and supplies. Port customer Irwin Industries fabricates equipment and pieces for the offshore oil industry.

In Fiscal year 2015 about 1.57 million tons of cargo moved via these terminals and were produced and consumed by exporters and importers located within the greater metropolitan region, the State of California as well as throughout the Southwest and Western United States and Canada.

The Port's commitment to the agriculture industry also involves the transportation of essential materials for farm production such as liquid fertilizer. Yara, one of the world's largest fertilizer suppliers, operates a state-of-the-art terminal within the Port. Yara has established their liquid bulk terminal on approximately three acres on the South Terminal of the Port of Hueneme. The capacity of the tank farm is approximately 11 million gallons of fertilizer products for distribution throughout the southwestern United States.

The Port of Hueneme began 78 years ago with a mission to provide California's central coast agricultural community with an ocean link to the global market. Located approximately 60 miles northwest of Los Angeles, it became known as "The Port that Farmers Built."

Most automobile and roll on/roll off (RO/RO) cargos at the Port of Hueneme are handled by Wallenius Wilhelmsen Logistics, one of the world's premier logistics carriers, bringing brands such as Mitsubishi, Volvo, Land Rover, Jaguar, Maserati, Ford and more to the Port. BMW North America has been located at the Port for more than 25 years, and Global Auto Processing Services imports the Hyundai and Kia family of automobiles. In addition, the Port's RO/RO carrier customers export U.S. manufactured autos and import heavy equipment, agricultural machinery and other "high & heavy" project cargos.

Description of information requested

The Port developed its 2020 strategic business plan to foster the growth of the Port's maritime commerce, which contributes to the economic vitality of the District and the cities of Port Hueneme and Oxnard, as well as Ventura County. The Port continues to evaluate its properties' current conditions and use to ensure their best future strategic utilization.

The Port of Hueneme is soliciting proposals from developers for the adaptive use of existing port land at 5901 Edison Drive, Oxnard, CA 93033. Developers are invited to outline any proposed improvements and proposed terms for a long term lease. Based on the responses received, the Port reserves the right to enter into exclusive negotiations with a qualified lessee and/or developer(s).

The premises consist of three free-standing steel buildings utilized for manufacturing, office and warehouse. These buildings measure 25,638 sf, 27,047 sf, and 1,693 sf, respectively. The total building square footage is, therefore approximately 54,377 sf. Of the total square footage, the subject contains approximately 13,196 square feet of office space and 26,261 square feet of manufacturing related space. The balance of the space is shop, warehouse, service bays and other miscellaneous uses comprising 14,920 square feet. The improvements are constructed on a single parcel measuring approximately 5.04 acres (219,542 sf).

Qualifications

Lessee/Developer Qualifications

Firms responding to this RFP are preferred to have extensive specialty in cold storage business, automotive market distribution centers or other active commercial port supporting types of business experience. Qualified firms are also preferred to demonstrate the following:

- Creative and innovative approach to the development and operation of the Arcturus property;
- Relevant commercial development experience, with particular experience in successfully and adaptively purposing land for industrial buildings or automotive industry distribution centers (processing facilities);
- Financial capability to implement the development program;
- A record of partnering with public agencies in developing similar projects; and
- A record of completing similar development projects on schedule.

Site Characteristics

Please see attached Exhibit A

Site Tour

The Port will conduct site tours for interested participants as requested with prior notice to the current tenants.

General Information and Limitations

The issuance of this RFP and the submission of a proposal by any respondent, or the acceptance of such proposal by the Port of Hueneme, do not obligate the Port in any manner.

The Port reserves the rights to:

- Amend, modify or withdraw this RFP
- Revise any requirements of the RFP;
- Require supplemental statements of information from any firm;
- Accept or reject any or all proposals;
- Extend the deadline for submission of proposals;
- Hold discussions with any respondent; and
- Restrict any future RFP for all or a portion of the site to only those who respond to this RFP.



MODIFICATION NO. 2

EXHIBIT A

