

Council Economic Development Committee

October 29, 2018

Agenda Item 2 – WS 18-040

Concept Project Review – Gillig Site



October 29, 2018

Preliminary Concept Review
25800 Clawiter Road (former Gillig Site)

Overview & Summary

I. Project Goals

II. Marketing

III. Current Industrial Market

IV. About Hines and Current Projects

V. Concept Plan

I. Project Goals

Project Goals

- **State-of-the-Art, Flexible Buildings.** Help support the existing manufacturing base while meeting the needs of new information, technology, advanced manufacturing companies and startups by designing state-of-the-art, functional buildings constructed for flexibility.
- **Strong Industrial Market.** Hayward has a strong industrial market, great location, robust business base, and a business-friendly atmosphere. The project will allow for business to expand and stay in Hayward, as well as create more jobs, allowing Hayward to retain businesses and the existing workforce.
- **Economic Development.** The project represents several important economic development goals for the City and will generate significant economic benefits in the form of direct and indirect jobs, development fees, property tax revenue and sales tax revenue.
- **Advanced Manufacturing.** The variety and size of this project can accommodate the full-scale and complex process of advanced manufacturing and the demand for space needed by this sector.
- **Community Development.** Improve community appearance and increase community resiliency.
- **Quality of Services.** Create a quality work environment where top businesses can attract and retain employees by improving the quality of life for business owners and community members in Hayward.

Project Goals

- **Tenant Cohabitation.** The proposed project provides for a new range of tenants such as advanced manufacturing, auto tech, and logistics, who are looking for large flexible space that allows for changing floor plans and multiple function cohabitating under one roof.
- **Gateway to Hayward.** The proposed building intends to incorporate architectural design and extensive glass, allowing for natural light to flow into buildings and feature a number of architectural elements allowing for a business park setting, recognizing the site's importance as a new development along the gateway to Hayward from Highway 92.
- **Landscape Architecture.** Landscaping and lighting will be incorporated throughout the project. To frame and integrate the development into the surrounding area and provide screening where appropriate.
- **Employee Experience and Amenities.** The proposed project will include outdoor patios providing exterior work environments and gathering spots creating collaborative work environments and innovation hubs.
- **Vision Plan, Hayward's Future.** We are targeting high-caliber tenants. The intention is to design buildings that are flexible for current users, or could accommodate a user in another industry now or 20 years into the future, serving as a foundation for long-term planning and policies. We want the project to attract quality businesses and Fortune 500 companies into Hayward.

II. Marketing

Gillig Site

Marketing by Gillig

- User focus with more than 200 direct contacts
- Includes Facebook, Apple, Amazon, Netflix and Google (FAANGs) and all major Bay Area Occupiers
- Broad marketing to brokers in Bay Area and nationally
- Extra time to allow occupier to emerge
- Initially chose and then extended a potential buyer in response to City wishes

III. Current Industrial Market

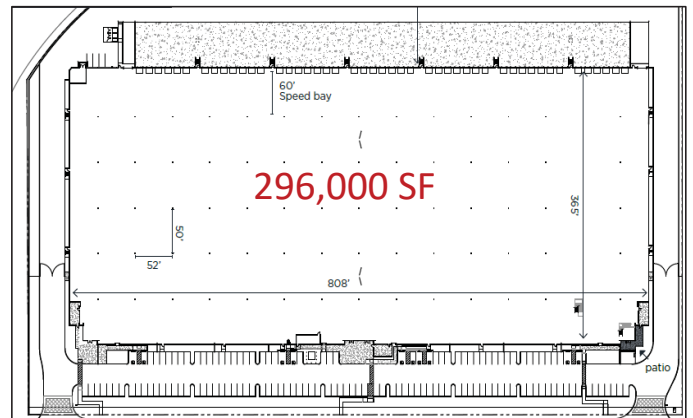
Current Industrial Market

Creating Flexible Work Space for Decades to Come

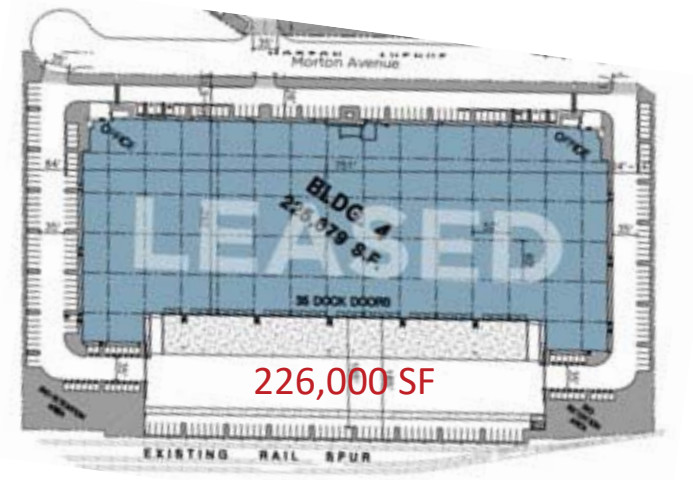
- Torani Syrup Headquarters- San Leandro (**296,000 sq. ft.**)
- Facebook – Newark (**244,500 sq. ft. & 226,000 sq. ft.**)
- Allogene- relocating from South San Francisco (**sq. ft. TBD**)
- Apple- Fremont (**280,000 sq. ft.**) and Milpitas (**314,000 sq. ft.**)
- Living Spaces- Fremont (**330,000 sq. ft.**)
- Dräexlmaier – Livermore (**290,000 sq. ft.**)
- Pratt Packaging – Lathrop (**500,000 sq. ft.**)

Current Industrial Market

Torani Syrup – San Leandro



Facebook – Newark



Current Industrial Market

Facebook - Newark



Apple, Living Spaces, Pivot Interiors



Current Industrial Market

Sample Façades



IV. About Hines and Current Projects

About Hines

Hines is a privately owned global real estate development, investment, and management firm, founded in 1957, with a presence in 207 cities in 24 countries and \$116.4 billion of assets under management.

- Hines has 109 developments currently underway around the world, and historically, has developed, redeveloped or acquired 1,319 properties, totaling over 431 million square feet.
- The firm's current property and asset management portfolio includes 527 properties, representing 224 million square feet.
- With extensive experience in investments across the risk spectrum and all property types, Hines is one of the largest and most respected real estate organizations in the world.

Business Model



Industrial / Logistics / Advanced Manufacturing

Hines Industrial Experience:

- 40 million+ square feet of developments completed
- 3.9 million+ square feet of development underway
- 30 million+ square feet acquired
- 44 million+ square feet managed

In every project, we strive to elevate logistics efficiency, foster tenant distribution goals and revenue streams, and increase property value. Hardworking and successful, these projects reflect the people and products they house, the trend toward globalization and the emergence of new consumer classes on multiple continents.

Current Projects

Under Development

Grand National Business Park



515 E. Dyer



Southlink Logistics Center



Pintail Crossings



Completed Projects

Case Study

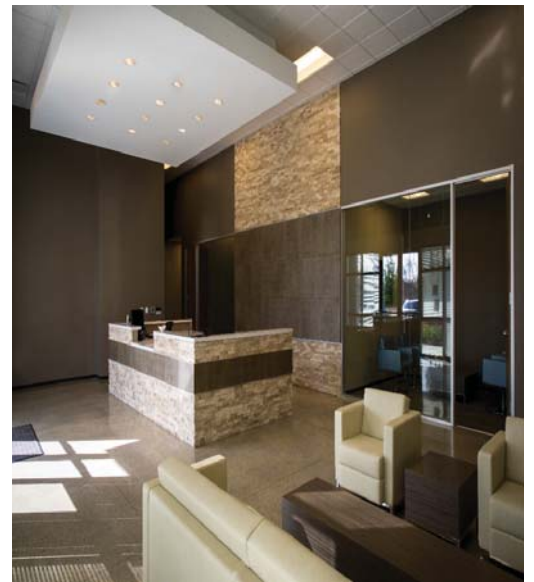


ABB Campus

- ABB, the world's leader in power and automation products, systems and services, selected Hines as development manager for its engineering, manufacturing and sourcing campus.
- ABB Campus includes a 230,000 square foot industrial structure with a 10,000 square foot two-story office.

Completed Projects

Case Study



Beltway Southwest Business Park

- Hines developed Beltway Southwest Business Park, a Class A, master-planned business park capable of accommodating approximately 950,000 square feet of industrial uses.
- The development of Phase 1, which consists of more than 351,000 square feet, was completed in 2016 and includes a 241,000 square foot cross dock building, as well as a 110,000 rear load building.
- The buildings feature a sleek, distinctive design, while also providing tenants with functional and efficient floor space, all within a controlled business park setting.

V. Concept Plan

Concept Plan Summary



25800 Clawiter Road

- The project will provide flexible space that can cater to various industries, now and 20 years from today.
- Each building will provide extensive glass line, skylights, heavy power, and ample parking to attract a variety of tenants and provide a campus like setting.
- Landscaping will be incorporated throughout the project along with exterior employee amenities and patios.
- The project will help improve and enhance the overall appearance of the Industrial Corridor by emphasizing architectural elements that promote high quality design.

Concept Plan - 25800 Clawiter Rd

Potential Finishes / Image Board



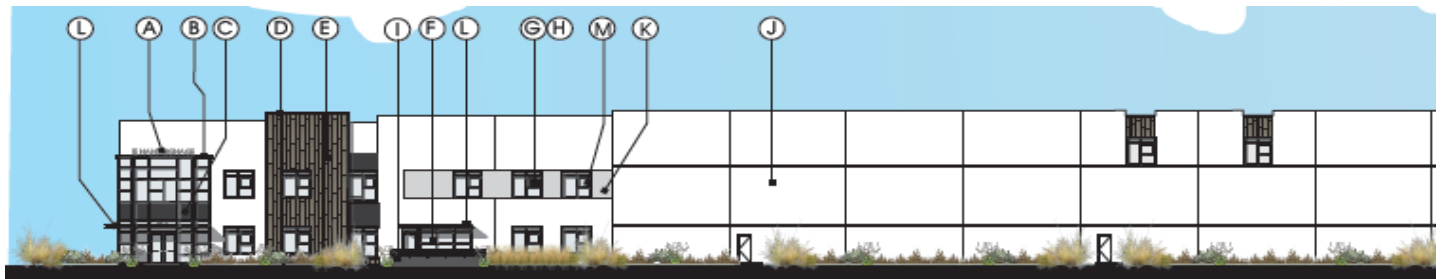
25800 Clawiter Road

Advanced Manufacturing Campus or business park in a Class "A" location and building infrastructure for companies looking for a corporate headquarters and/or performing:

- Advanced automation
- Contract manufacturing
- Contract assembly
- Light industrial
- Flex industrial
- 3D printing
- Food manufacturing/prep
- Life sciences/R&D
- Biotechnology
- Automotive supply chain function
- Aerospace
- Defense work
- Autonomous driving
- E-commerce/logistics

Concept Plan - 25800 Clawiter Rd

Potential Finishes / Image Board



LEGEND

- | | |
|--|---|
| (A) Steel Tenant Signage Location | (H) Black Anodized Mullions |
| (B) I Beam Steel Frame Painted Black | (I) Poured in-place concrete with wood grain texture and raw finish
Ia - Metal wire railing above concrete |
| (C) Spandrel Glazing with Colored Panel | (J) Tilt-Up Concrete Painted White |
| (D) 1/2" Steel Trim Piece Painted Black | (K) Tilt-Up Concrete Painted SW 7667 Zircon |
| (E) Porcelain Tile or Imitation Faux Wood Finish | (L) I Beam Steel Canopy painted black with fixed steel louvers |
| (F) 12' wide Glass Roll-up Door | (M) Operable Window |
| (G) Clear Glazing | |

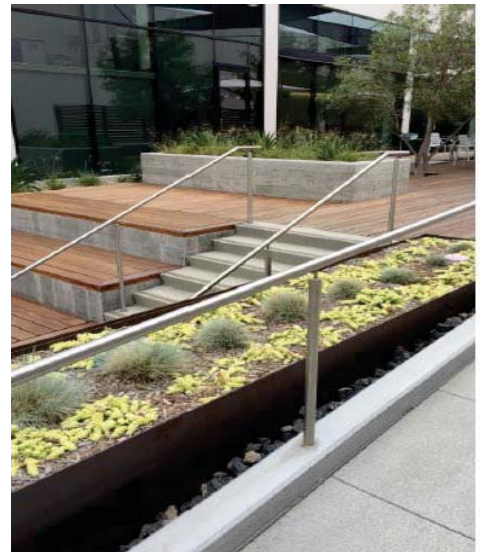
Concept Plan - 25800 Clawiter Rd

Potential Finishes / Image Board



Concept Plan - 25800 Clawiter Rd

Potential Finishes / Image Board



Concept Plan

Advanced Manufacturing Campus / Business Park



Hines

Intelligent Real Estate Investments

We build smart investments on decades of real estate experience

Building on Gerald D. Hines' legacy of successful partnership in innovative, high-quality real estate investment

Hines

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Council Economic Development Committee

October 29, 2018

Agenda Item 4 – CONS 18-735

Small Business Assistance Program Update

City Manager's Office

Small Business Assistance Update



Approval of Minutes from September 17, 2018
Special Meeting

Small Business Assistance Programs

- Small Business Incubators and Job Creators Program
 - \$75,000 for Fiscal Year 2018/2019
 - Tennyson Corridor and Downtown Area
 - Approximately 15 businesses can be served
 - Program roll out to begin in November
- Small Business Façade Improvement Program
 - \$150,000 for Fiscal Year 2018/2019
 - Tennyson Corridor and Downtown Area
 - 11 businesses served to date

Small Business Incubators and Job Creators Program

- \$75,000 for Fiscal Year 2018/2019
- Eligible Businesses can receive up to \$5,000 in grant funds
- Dollars can be used for:
 - equipment upgrades, marketing materials, website presence, signage, exterior improvements, inventory purchases, technical assistance, training other support services

Small Business Incubators and Job Creators Program

- Eligible Businesses Outreach
 - Must be located along the Tennyson Corridor or in the Downtown
 - Must be Minority Owned, Woman Owned or Low-Income Owned
 - Must have 5 or fewer employees
- Ineligible Businesses
 - National or Major Chains
 - Alcohol or Tobacco related
 - Gas Stations
 - Those that have previously received façade improvement dollars

Small Business Incubators and Job Creators Program

- Time Line
 - Outreach to businesses – Begin early November with door-to-door visits
 - Select 15 businesses all required criteria – Early December
 - Receive proof of spending - Early March
 - Issue payment, business may receive up to \$5,000 - End of March

Small Business Façade Rebate Program

- \$100,000 in CDBG funding and \$50,000 in Economic Development funding
- Tennyson Corridor Businesses – Up to \$10,000
- Downtown Area Businesses – Up to \$5,000

Businesses that have Received Funding



East Bay Wireless	27957 Leidig Court
Maria's Restaurant	27973 Leidig Court
Mary's Hair Salon	27965 Leidig Court
Sal's Tennyson Hardware	27949 Leidig Court
Dirty Bird	926 B Street
Satin Roses	1019 B Street

Sal's Tennyson Hardware, 27949 Leidig Court (Tennyson)

Door replacement, installation of two, new windows, installed new lights and electrical wires, and repaired posts for metal gates.



Before



After

East Bay Wireless, 27957 Leidig Court (Tennyson)

Door replacement, two new windows, and installation of three new, exterior lights with new electrical wires .



Before



After

Mary's Hair Salon, 27965 Leidig Court (Tennyson)

Door replacement, installation of two new windows,
and three new, exterior lights with new electrical wires .



Before



After

Maria's Restaurant, 27973 Leidig Court (Tennyson)

Replacement of double doors, installation of five new windows, and three new, exterior lights with new electrical wires .



Before



After

Dirty Bird, 926 B Street

Exterior painting, replacement glass, and three new signs



Before



After

Satin Roses, 1019 B Street
Graffiti removal from large, front windows, and a new exterior lighting system



Before



After



Before



After

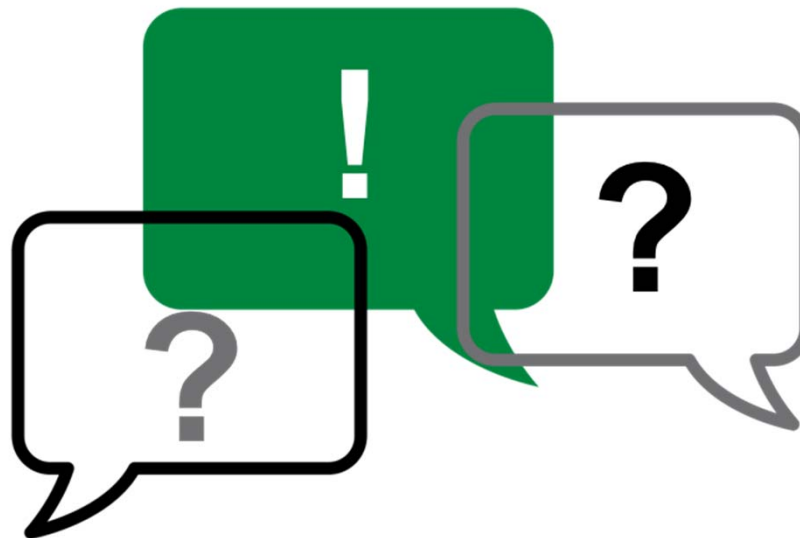


After

Small Business Façade Rebate Program

- Seven more businesses along Tennyson Road are expected to be completed by the end of the year
- Five businesses along B Street have received design approval but have not begun work on their projects

Questions



Future Meeting Topics as of October 29, 2018

Adjourn