



**DUBLIN**  
CALIFORNIA

# **Update on Commercial Development Activities**

March 16, 2016

# Commercial Development



**EPICOR**

 **itrade**network™

**FLUOR**®  
**MICRODENTAL**  
LABORATORIES

**ROSS**  
STORES, INC.

**SAP**®



**ZEISS**

  
**CallidusCloud**®

# Opportunity Promotion

## IT'S ALL RIGHT HERE IN OUR BACKYARD



More than 2,100 companies call Dublin home. Business start-ups are on the rise, and new businesses and entrepreneurs, from large corporations and Fortune 500 Companies to everything in between. And, with Dublin's proximity to Silicon Valley and its diverse workforce, there's a real concentration in the technology sector and emphasis on innovation.

POPULATION	51,780	9%	AFFORDABLE
HOUSEHOLDS	16,600	31%	
AVERAGE HOUSEHOLD INCOME	\$129,000	15%	
AVERAGE AGE	36	47%	
BACHELOR'S DEGREE +	30%	7%	



### RETAIL IS RIGHT HERE

DUBLIN PLACE  
FALLON GATEWAY  
GRAFTON STATION  
HACIENDA CROSSINGS  
PERSIMMON PLACE



### THRIVING IN OUR BACKYARD

CALLIDUS CLOUD  
CARL ZEISS MEDITEC  
CHALLENGE DAIRY  
MICRODENTAL  
ROSS STORES HEADQUARTERS

HIGHLY SKILLED  
WORKFORCE

TWO BART  
STATIONS  
AND  
TRANSIT

OUTSTANDING  
SCHOOL  
SYSTEM

18 PARKS  
AND  
OUTSTANDING  
TRAILS

AWARD-WINNING

### ASK ABOUT OPPORTUNITIES IN DOWNTOWN DUBLIN AND EASTERN DUBLIN TRANSIT DISTRICTS

We think our unpretentiously ambitious, casually sophisticated style is a big part of why Dublin is so successful. Here you can have your life and live it, too. We don't have to take a trip around the world, or in the big city to find success or happiness. We've got it all... right here in our own new American city.

WWW.DUBLIN.CA.GOV ✨ 925.833.6650



## Business Incentives Summary

The City of Dublin encourages the development of businesses. The City's Economic Development Department has compiled a list of incentives that can offer assistance (both financial and training) to help you develop your business in our community.

### CITY INCENTIVES

#### Commercial Facade Improvement Grant Program

The City offers a Commercial Facade Improvement Grant Program for commercial businesses located in the Downtown Dublin Specific Plan Area and the segment of Dublin Boulevard between Village Parkway and Road. This grant would permit commercial property owners, or tenants with long-term leases (five or more years) remaining on the lease at the time a Program application is submitted) to apply for either: 1) a minimum reimbursement of up to five thousand dollars (\$5,000); or 2) a matching grant, which would reimburse for two-thirds (66%) of eligible project costs, up to a maximum determined by the budget cycle annually. The total cost of the improvement work must be more than five thousand dollars. Receipt of a matching grant requires the approved applicant to contribute a minimum of one-third of the cost of the facade improvement costs.

#### Fee Deferral Program

The City offers two Fee Deferral Programs, one for non-residential development projects and one for residential development projects within the Transit Districts. The non-residential development deferral allows property owners to defer payment of the Traffic Impact Fee to the City just prior to occupancy. The multi-family development deferral allows development to pay the Traffic Impact Fees, Public Facilities Fees and Fire Department Fees just prior to occupancy.

#### PACE Financing for Energy Upgrades

The City has partnered with Figtree Energy Resource Company and CaliforniaFIRST to offer Property Assessed Clean Energy (PACE) financing for energy efficiency, renewable energy, and water conservation upgrades. Examples on ways you can save money are:

- Heating and Air Conditioning
- Boilers and Chillers
- Lighting
- Energy Management Systems
- Windows and Exterior Doors
- Occupancy Sensors
- Electric Vehicle Charging Stations
- Solar Thermal Water Heaters
- Pool Equipment
- Programmable Thermostats
- Solar Photovoltaic Systems
- Solar Reflective Roofing
- Water-Efficient Plumbing Fixtures
- And Many More

Dublin commercial property owners have the choice to work with Figtree Energy Resource Company or CaliforniaFIRST for financing.

#### Sales Tax Reimbursement Program

For businesses that generate more than \$10 million in taxable sales, the City has developed a program that allows businesses to receive a reimbursement for offset investments in improvements to the site or building that the business proposes to occupy. The reimbursement is based on the amount of the offset investment.

## OPPORTUNITIES ARE GROWING IN OUR BACKYARD

**BE PART OF DUBLIN'S NEW AMERICAN BACKYARD**  
Come discover the many opportunities that await you in our thriving community. With a central San Francisco Bay Area location, Dublin is an ideal place for investment. Dublin has quality development sites available for retail, office, mixed-use, residential, hotel and hospitality projects. With strong demographics, our community has a robust mix of business, and we are well-connected to the broader region by two BART stations. Find out what business and residents already know - Dublin is a city of opportunities.

**DUBLIN CALIFORNIA**

TO LEARN MORE ABOUT WHAT DUBLIN HAS TO OFFER, PLEASE VISIT [WWW.DUBLIN.CA.GOV](http://WWW.DUBLIN.CA.GOV)

# International Recruitment



尊敬的企业领导,

很荣幸本人能以市长的身份为您介绍美国加州都柏林市, 並分享相关的信息。都柏林市坐落于旧金山湾区, 环境优美, 是個價值广培商业投资的新兴城市。本市有许多空闲用地, 可用于开设办事处、研发、生产、零售和餐饮業等。

都柏林市有许多赫赫有名的公司, 包括 SAP、Epicor、葛司医疗技术、Callidus Cloud 和 Tria Beauty。总部设于本市的美国公司有 Ross Stores、DeSilva Gates Construction 和 Challenge Dairy。本市是条件优越的经营之地, 在这方面具有良好的口碑。

本市有约 50,000 居民, 大多受过良好的教育, 来自不同的族裔。其中超过 30% 的居民是亚洲人。市民的平均家庭年收入更高達 130,000 美元。本市的学校教学质量优越, 家家户户都快乐地生活在安定的社区里。本市拥有许多风景优美的公园和休闲设施, 以及多元的国际餐厅和商店, 并且临近著名的旧金山名牌折扣店。我们的居民在这里安居乐业, 并且感到无比自豪。

都柏林市拥有两个湾区快速交通系统捷运站, 和该区域内其他地点出差或旅游, 都非常方便(旧金山、奥克兰和圣荷西)均只有不到一小时的交通。

总之, 在您访问美国时, 请一定不要错过我们拥有许多可遇不可求的商机值得您慎重考虑一些条件优越的位置。如需洽询, 请联系部人员: [economicdevelopment@dublin.ca.gov](mailto:economicdevelopment@dublin.ca.gov)

市长 David Haubert  
敬上

- City Council  
925.833.6650
- City Manager  
925.833.6650
- Community Development  
925.833.6610
- Economic Development  
925.833.6650
- Finance/IT  
925.833.6640
- Fire Prevention  
925.833.6606
- Human Resources  
925.833.6620
- Parks & Community Services  
925.833.6645
- Police  
925.833.6620
- Public Works  
925.833.6630

100 Civic Plaza  
Dublin, CA 94568  
P 925.833.6650  
F 925.833.6651  
[www.dublin.ca.gov](http://www.dublin.ca.gov)



DUBLIN  
CALIFORNIA

## 企业激励措施摘要

都柏林市鼓励发展企业。本市经济发展部制定了一系列激励措施, 可为您在我市发展企业提供帮助(包括经济和培训援助)。

### 城市激励措施

#### 商业外观改建补助金计划

对于坐落在都柏林市中心特定规划区域和 Village Parkway 与 Dougherty Road 之间的都柏林大道区域的商业企业, 本市为其提供商业外观改建补助金计划。此补助金计划允许商用物业业主或长期租赁(提交计划申请时还剩余五年或以上租约)的租户可申请下列 2 项之一: 1) 小额补助金, 补助金额为最高五千美元(\$5,000); 或 2) 配对补助金。补助符合条件的项目费用的三分之二(66%), 最高金额由每年的财政年度预算决定。改建工作的总费用必须超过五千美元(\$5,000)。商业外观改建补助金至少出资外观改建总费用的三分之一, 才能获得配对奖金。

一项针对非住宅开发项目, 另一项针对捷运站周围区域内混合住宅计划开发商在完工后, 使用执照核发时始向市府支付交通影响费。因延迟交通影响费、公共设施费和消防设施费至使用执照核发时始款在提交建案时即须缴纳。

源与 Figtree Energy Resource Company 或 CaliforniaFIRST 合作, 通过 Property Assessed 达到提高能源效率、利用可再生能源和节约用水, 不仅保护环境

- 太阳能热水器
- 泳池设备
- 可编程温控器
- 太阳能光伏系统
- 太阳能反射屋顶
- 节水管道装置
- 还有更多途径

源与 Figtree Energy Resource Company 或 CaliforniaFIRST 合作



便利快捷的公共交通  
EASY ACCESS TO TRANSIT



# OppSites

The screenshot displays the OppSites web application interface. At the top center is the logo "OppSites". On the right side, there are navigation options: "Find" (with a magnifying glass icon), "Add" (with a plus icon), and "Login". Below these is a search bar containing "Dublin CA".

On the left side, there is a "FILTERS" panel. It includes a "Show All Sites" button, a grid of category filters (Residential, Mixed Use, Retail, Office, Hotel, Industrial, Research/M..., Other), and a "Size" section with a slider ranging from 0 to 3,227 acres.

The main area is a map of Dublin, CA, showing various streets and landmarks like "KOMANDORSKI VILLAGE" and "WESTPORT VILLAGE". A pop-up window is centered on a specific site, titled "Village Parkway & I-680 On-ramp". The pop-up text reads: "Dublin Boulevard and Village Parkway Existing 1.86 acres adjacent to I-680 and I-680 northbound on-ramp". Below the text, there are icons for "Add", "Share", "Print", and "Favorite", followed by the text "1.85 Acres" and a "View Site" button.

At the bottom left is the Google logo, and at the bottom right is a scale bar (500 m) and a "Report a map" link.

# Alameda County Sites



November 2014



ALAMEDA COUNTY | Community Development Agency  
**SURPLUS PROPERTY AUTHORITY**

**DEVELOPMENT SITES AVAILABLE Dublin, California**

Stuart Cook, Director • 510-670-6534 • [stuart.cook@acgov.org](mailto:stuart.cook@acgov.org)  
 224 W. Winton Avenue • Room 110 • Hayward, California 94544  
 phone 510.670.5333 • fax 510.670.6374 • [www.acgov.org/cda](http://www.acgov.org/cda)



DUBLIN

# Commercial Development

---

## Tri-Valley Concept Campus Site



# Questions?

---

Introduction

Edward Del Beccaro

Managing Director, East Bay / Silicon Valley

Transwestern



# Market Potential

Commercial Office

Tech | Life Science | Advanced Manufacturing

Presented by: Edward F Del Beccaro

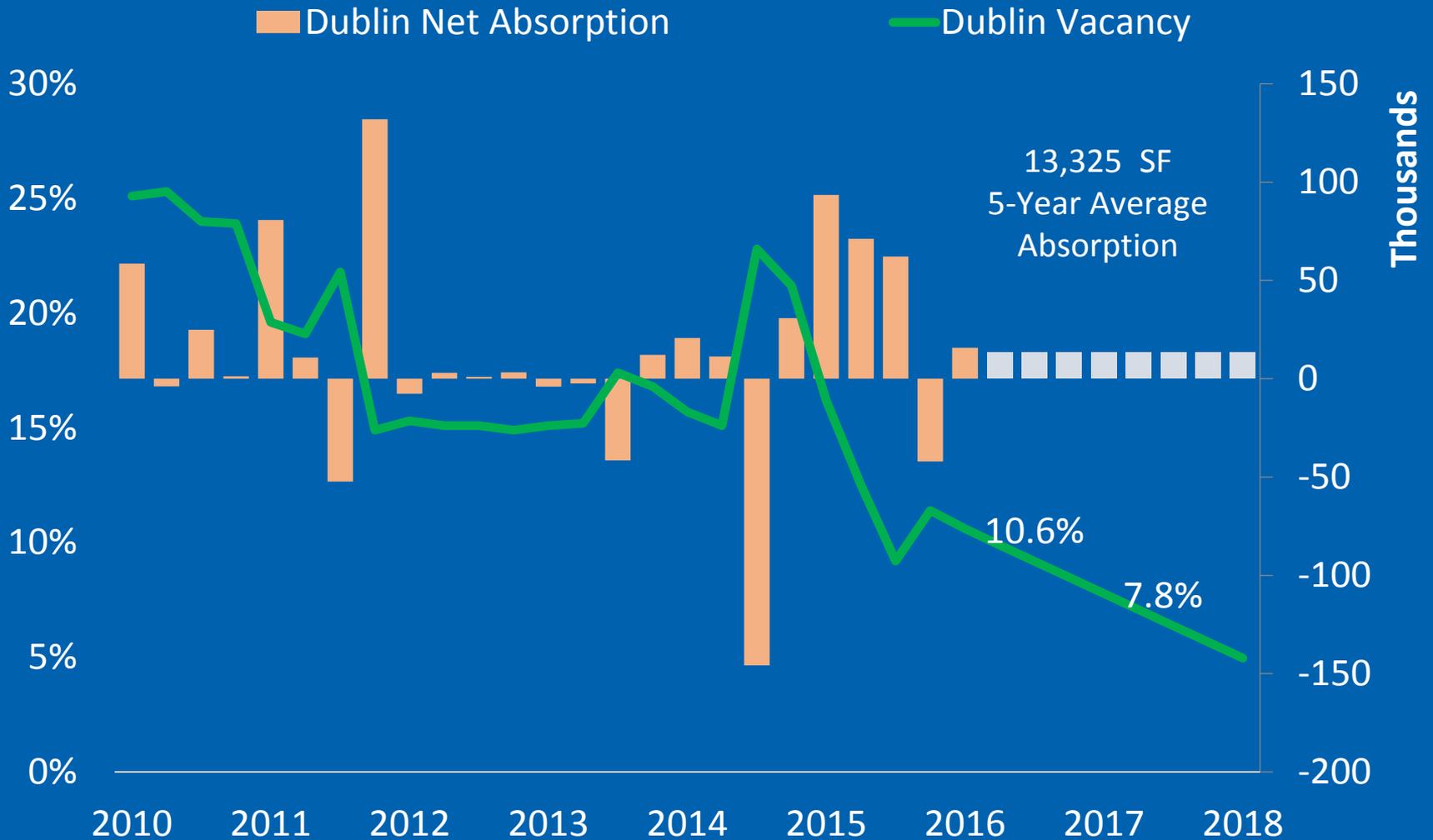
March 15, 2016



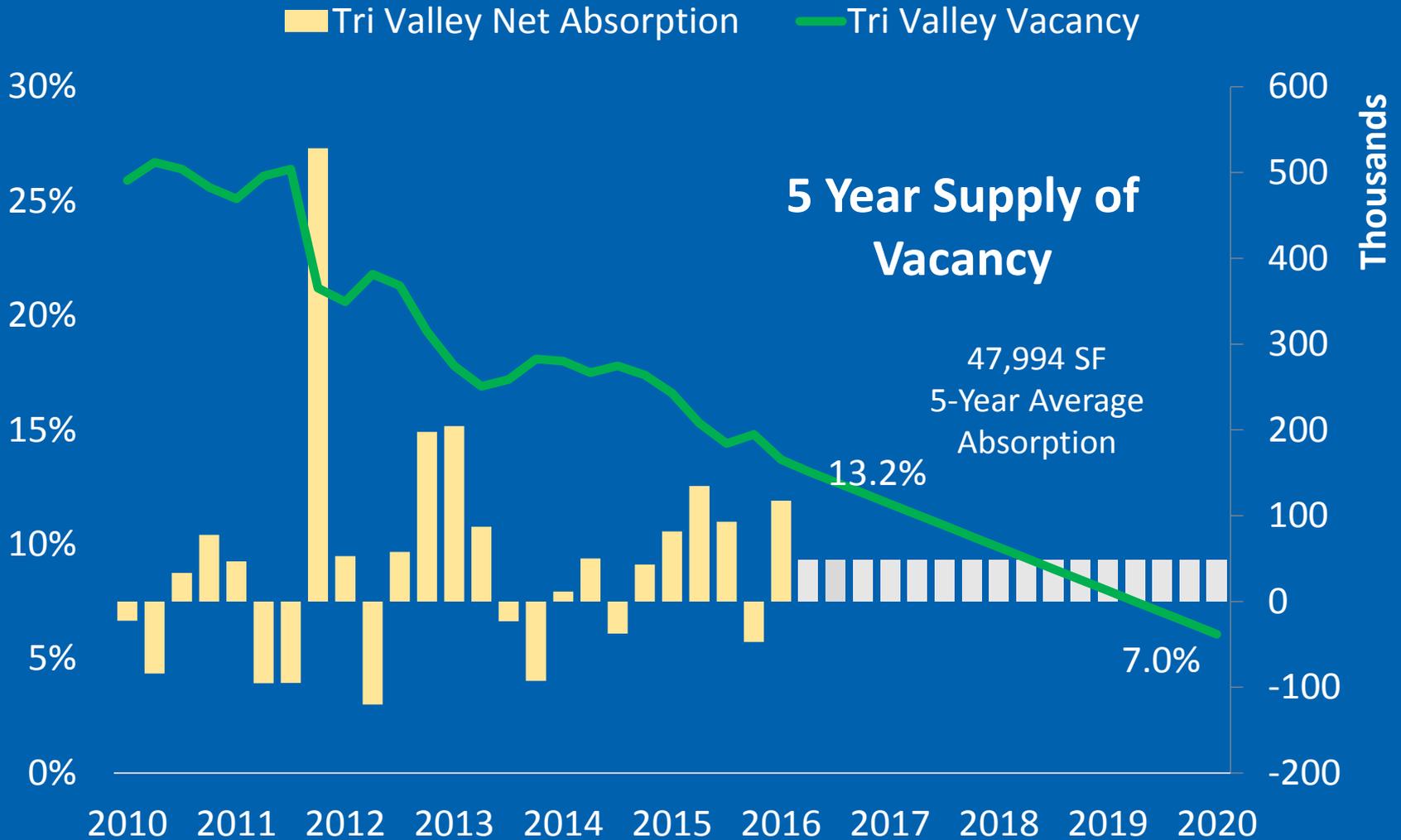
# Questions:

- What are the opportunity sites for commercial development?
- What are the competitive buildings and sites in San Ramon and Tri Valley?
- Why hasn't Dublin or Tri Valley been able to attract tech, life science or advanced manufacturing tenants?
- What employment/age demographics are needed to attract these big tenants?
- What rental rates need to be achieved to justify new office or R&D/flex?
- What does Dublin's future look like for attracting these big tenants?

# Dublin Supply & Demand



# Tri Valley Supply & Demand



## Supply & Demand

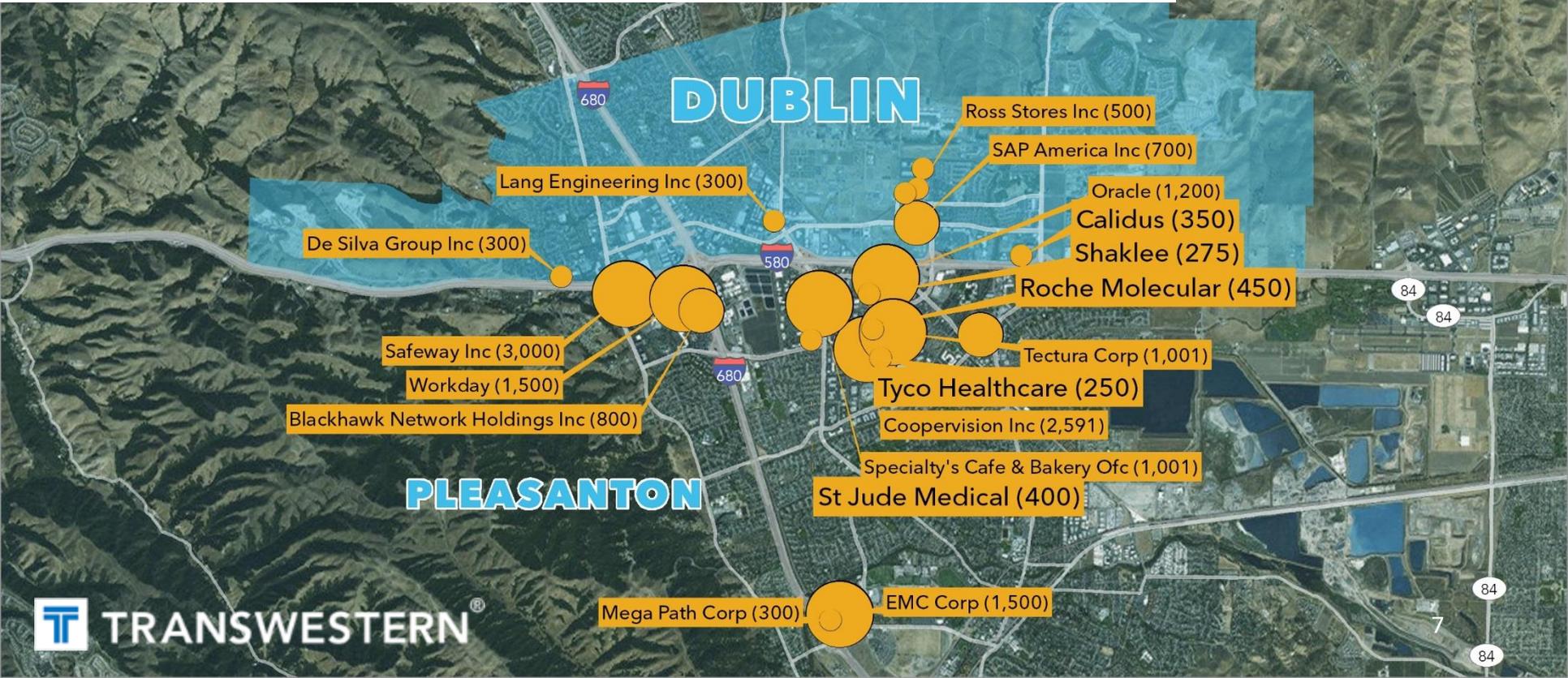
Project	Available SF	Sublease SF	Vacancy Rate	Rents
Hacienda Business Park	368,834	16,006	6.1%	\$2.47
Rosewood Commons	396,775	0	39.0%	\$2.85
Bishop Ranch	638,850	34,776	7.6%	\$2.51
Future Safeway Space	<i>±350,000</i>	-	-	<i>n/a</i>
Future SAP Space	<i>±405,000</i>	-	-	<i>\$2.80</i>

# Opportunity Sites





# Major Employers in Tri Valley



# Major Technology, Life Science, & Biotech Firms





# Tri Valley Class A Office Market



# City of Dublin

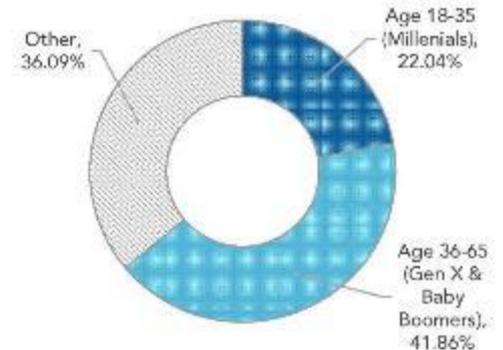
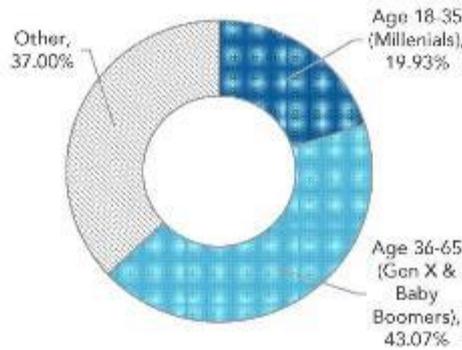
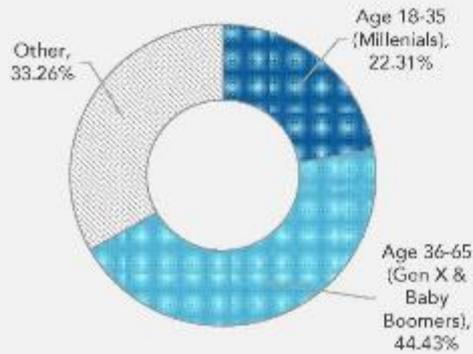
# Tri Valley

15 Minute Drive Time from I-680/I-580

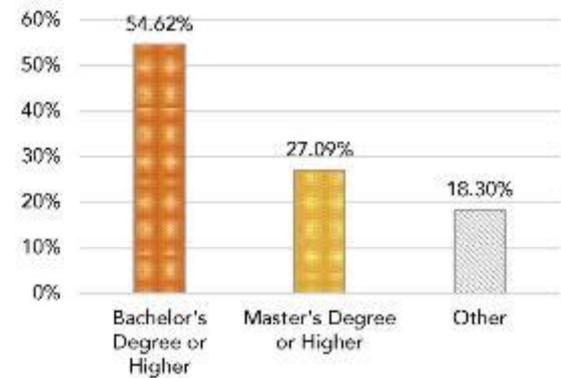
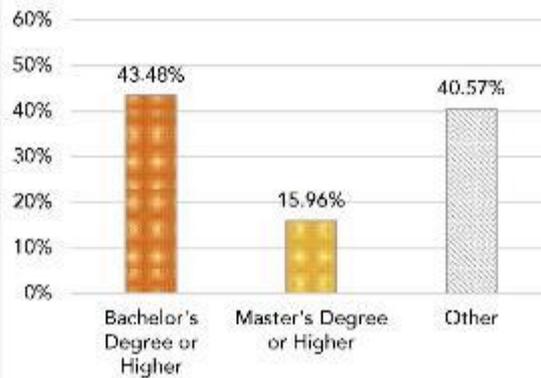
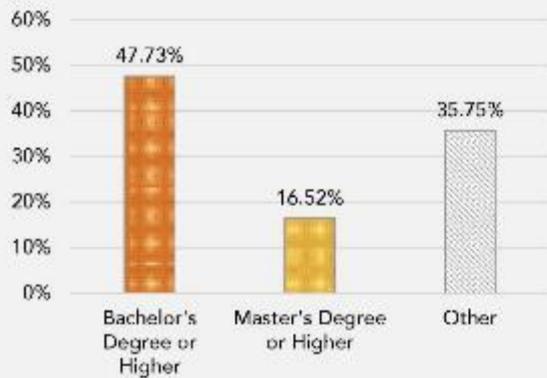
# Silicon Valley

15 Minute Drive Time from Google Campus

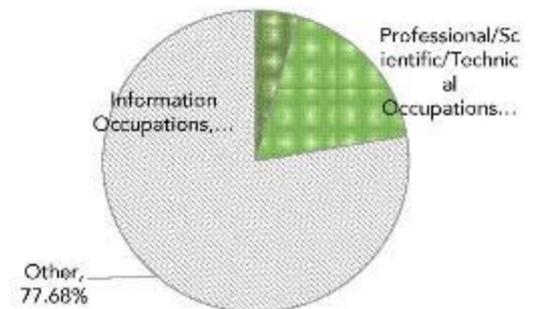
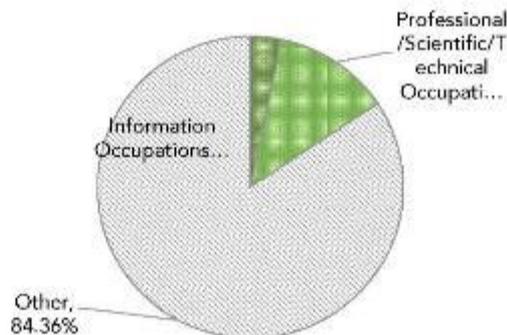
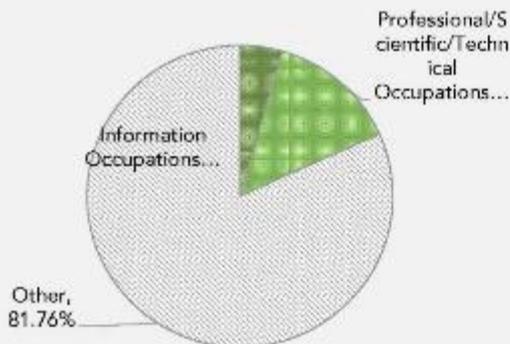
Working Generations



Education Levels



Occupations



## Dublin Replacement Rents Needed to Build New Buildings

Sector	Vacancy	Rents	Replacement Rents Required for New Construction	Net Absorption
<b>Class A</b>	<b>8.6%</b>	<b>\$2.63 FS</b>	<b>\$4.00-5.00 FS</b>	<b>96,428 SF</b>
Class B	8.4%	\$2.60 FS		99,138 SF
Medical Office	19.0%	\$3.00 FS	\$3.00-3.50 NNN	2,730 SF
Retail	7.2%	\$2.16 NNN	\$3.00-4.00 NNN	116,150 SF
Warehouse	18.9%	\$0.52 NNN	\$0.65-0.85 IG	0
Multifamily	2.9%	\$1,997-\$2,603	\$3.00-4.00 NN	15 Units

## Tri Valley Replacement Rents Needed to Build New Buildings

Sector	Vacancy	Rents	Replacement Rents Required for New Construction	Net Absorption
<b>Class A</b>	<b>15.7%</b>	<b>\$2.74 FS</b>	<b>\$4.00-5.00 FS</b>	<b>321,574 SF</b>
Class B	7.3%	\$2.23 FS		235,084 SF
Medical Office	6.5%	\$2.72 FS	\$3.00-3.50 NNN	-9,113 SF
Retail	4.7%	\$1.97 NNN	\$3.00-4.00 NNN	165,990 SF
Warehouse	4.9%	\$0.65 NNN	\$0.65-0.85 IG	410,487 SF
Multifamily	2.7%	\$1,330-\$2,550	\$3.00-4.00 NN	24 Units

# Future of Commercial Office Development in Dublin

- Continue Branding City/Quality of Live Positives
- Preserve Employment Sites near BART
- Explore Business Relocation Incentives
- Consider Advanced Manufacturing/R& D buildings on Opportunity Sites
- Silicon Valley Expansion Cycles