



414 W. Napa Street | 2nd Floor, Suite C | Sonoma, CA 95476
Phone (707) 938-2388 | Fax (707) 938-0374 | www.remif.com

*Member cities/towns: Arcata, Cloverdale, Cotati, Eureka,
Ft. Bragg, Fortuna, Healdsburg, Lakeport, Rohnert Park,
St. Helena, Sebastopol, Sonoma, Ukiah, Willits, Windsor*

AGENDA

REMIF EXECUTIVE COMMITTEE MEETING (TELEPHONIC)

Tuesday, March 16, 2020 at 1:00 p.m.

1. City of Cotati
2. City of Eureka
3. City of Lakeport
4. City of Rohnert Park
5. City of Sebastopol

Members of the public have the option of commenting and/or attending this meeting telephonically by dialing (669) 900-9128 (meeting ID: 858 2625 2309; passcode: 869907).

CALL TO ORDER: 11:00 A.M.

ROLL CALL

PUBLIC COMMENT

TIME RESERVED FOR THE PUBLIC TO OFFER COMMENTS REGARDING CONSENT CALENDAR OR BOARD BUSINESS NOT LISTED ON THE AGENDA. THE PUBLIC COMMENT PERIOD IS LIMITED TO FIVE MINUTES PER SPEAKER UNLESS ADDITIONAL TIME HAS BEEN ALLOWED BY THE CHAIRPERSON. STATE LAW PROHIBITS ACTION BY THE BOARD ON NON-AGENDA ITEMS.

COMMUNICATIONS

- A. REMIF/PARSAC strategic partnership: liability program/contributions
- B. REMIF/PARSAC strategic partnership: property program

PRESENTATIONS

None

CONSENT CALENDAR

1. Approval of the minutes from the REMIF Executive Committee meeting on January 26, 2021 (action).

ADJOURN INTO CLOSED SESSION

Government Code Section 54956.95 – Conference regarding a claim for the payment of tort liability losses, public liability losses, or workers' compensation liability incurred by the joint powers' agency or a local agency member of the joint powers' agency.

Claimant: D. Ward

Agency claimed against: City of Sebastopol



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REPORT OUT OF CLOSED SESSION

ACTION (A) AND INFORMATION (I) CALENDAR:

2. Discussion and possible action on strategy for REMIF building (discussion/action).

ADJOURNMENT OF REGULAR MEETING



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MINUTES

REMIF EXECUTIVE COMMITTEE MEETING (TELEPHONIC)

Tuesday, January 26, 2021 at 1:00 p.m.

CALL TO ORDER:

President McLaughlin called the meeting to order at 1:01 p.m.

ROLL CALL

PRESENT:

1. Damien O’Bid, Cotati
2. Pam Powell, Eureka
3. Darrin Jenkins, Rohnert Park
4. Larry McLaughlin, Sebastopol

ABSENT:

5. Kelly Buendia, Lakeport

OTHERS PRESENT:

Amy Northam, REMIF; Dale Allen; Parmit Randhawa

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COMMUNICATIONS:

None.

PRESENTATIONS:

None.

CONSENT CALENDAR:



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Approval of the minutes from the REMIF Executive Committee meeting on November 23, 2020.

It was moved by President McLaughlin and seconded by Director Powell to approve the minutes of the REMIF Executive Committee from November 23, 2020. Motion passed. Votes were as follows:

Ayes: O'Bid, Powell, Jenkins, McLaughlin.

Nos: n/a

Absent: Buendia

ADJOURN INTO CLOSED SESSION:

Government Code Section 54956.95 – Conference regarding a claim for the payment of tort liability losses, public liability losses, or workers' compensation liability incurred by the joint powers' agency or a local agency member of the joint powers' agency.

Claimant: C. Alcala

Agency claimed against: City of Cotati

REPORT OUT OF CLOSED SESSION:

None. Staff will proceed as directed.

ACTION (A) AND INFORMATION (I) CALENDAR:

Staff presented information on the tenant request to occupy addition space in Suite B downstairs. Discussion was held on the tenant's request to rent additional space, Suite B, and one office upstairs in Suite C for \$1925 per month. It was moved by Director Powell and seconded by Director Jenkins to allow the tenant to occupy the additional space in Suite B and an office in Suite C for \$1925 per month. Votes were as follows:

Ayes: O'Bid, Powell, Jenkins, McLaughlin.

Nos: n/a

Absent: Buendia

ADJOURNMENT OF REGULAR MEETING:

Meeting was adjourned at 1:47 p.m.



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ITEM: 2.0

AGENDA ITEM SUMMARY

TITLE: STRATEGY FOR REMIF BUILDING

PRESENTED BY: AMY NORTHAM, GENRAL MANAGER

ISSUE/BACKGROUND

REMIF owns the two-story building at the corner of West Napa Street and 4th Street in Sonoma. Recently, staff was asked questions with regards to the REMIF building and the status of the ownership of the building. Staff was asked to bring information to the Executive Committee for consideration. Staff reached out to the realtor REMIF has used historically for an estimate as to the value of the property. The realtor provided the attached listing proposal, and an opinion of the value of the property at 414 West Napa Street: “our opinion is a value of \$2,520,000 / \$420 psf.”

REMIF currently has tenants in place, and the tenancy would have to be considered by any potential buyer. As a reminder, REMIF has two tenants: one long-term tenant and one shorter term tenant. In the lease agreement with the long-term lease tenant, the tenant has the right of first refusal for purchasing the building if it were to be sold, pending any other requirements for the sale of a public agency’s property. The realtor advised the building could be offered on the market, with or without REMIF as a tenant. The lease for the tenant with the long-term lease would have to be offered with the lease remaining in place, while the lease for the tenant with the short team lease would be optional.

In addition to the tenancy, consideration needs to be given to member needs (accounting, capital costs on infrastructure), staff needs (existing leased equipment, physical location, receipt of accounts receivables), record retention (to include historical documentation), and other considerations.

FISCAL IMPACT

None at this time.

RECOMMENDED ACTION

Give staff further direction on actions related to the building.

ATTACHMENTS

Listing proposal from Keegan & Coppin.



Keegan & Coppin
COMPANY, INC.

PRESENTED TO:

**REDWOOD EMPIRE MUNICIPAL INSURANCE FUND
414 W NAPA STREET, SONOMA, CA**

LISTING PROPOSAL



PRESENTED BY:

RHONDA DERINGER
PARTNER
LIC # 01206401

STEPHEN SKINNER
ADVISOR
LIC # 02020207

Go beyond broker.



CONTENTS



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL

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COVER LETTER



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL

RE: 414 W. Napa Street, Sonoma, CA 95476

Redwood Empire Municipal Insurance Fund
414 W. Napa Street #2C
Sonoma, CA 95476

Dear REMIF,

We appreciate the opportunity to make the following proposal to represent you in marketing the subject property. We will endeavor to use the full resources of our company and those of the brokerage community to give your property the widest possible exposure to the marketplace. In our early exposure we have already demonstrated there is a market for this property at values the ownership group is looking for and we look forward to exposing the property to the broad marketplace.

Keegan & Coppin has over 44 years of experience in marketing and managing commercial properties. We have substantial experience in the entire process of developing, managing, and marketing real estate. This experience gives Keegan & Coppin an added dimension in relating to the needs of our clients and the demands of the marketplace. We are intimately familiar with the marketplace and have in fact completed the majority of transactions for selling land and buildings.

Numbers count when considering listing your property in the North Bay. We will bring the power of the largest network of commercial agents together with multiple decades of experience and seamless networking with notable national commercial brokerages to maximize market reach regionally and nationally.

PRESENTED BY:

RHONDA DERINGER
PARTNER
LIC # 01206401

STEPHEN SKINNER
ADVISOR
LIC # 02020207

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Page 8 of 14. Submitted subject to error, change or withdrawal. An interested party
should verify the status of the property and the information herein.



COVER LETTER



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL

Our enthusiastic marketing approach is to:

1. Immediately involve our own in-house network of agents. Put together a 3-tiered team to market property. Imbue excitement and enthusiasm in marketing the property initially and through weekly sales meetings.
2. Prepare distinctive marketing materials including flyers and write-ups for presentation to prospects and the brokerage community.
3. Actively solicit the cooperation of the brokerage community, place on CoStar the commercial MLS inventory system.
4. Identify market segments by SIC classification, company size and geographical location for personal canvassing and for direct mail marketing.
5. Present the property in door-to-door canvassing based on concentric circles and other lead generation.
6. Mail-out flyers and follow-up by telephone for specific market segments and other likely prospects.
7. E-commerce marketing on a regular basis, fully involving the local and national brokerage community.

There are always challenges to work through and now is no different and we look forward to working with ownership to achieve their goals. We thank you in advance for your consideration and look forward to working on this project.

Sincerely,

Rhonda Deringer, Partner
Lic. #01206401

Stephen Skinner, Advisor
Lic. #02020207



OPINION OF VALUE



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL

Enclosed, please find supporting documentation on a broker opinion of value. Included in the package is property information, sales comparable listings and available listings for commercial properties in the Sonoma area, proforma investment income/expense analysis, projected capitalization value model analysis.

Some of the information we have received regarding the property in Sonoma County - City of Sonoma at 414 West Napa Street:

- 6,000+/- rentable square foot commercial building on a total of 13,068+/- square feet of land.
- 1 parcel with 1 commercial building (2 stories) and 20+/- parking stalls.
- Zoned Mixed-Use - Commercial - Allows for a variety of commercial uses.
- Currently used as a Professional & Medical office building.
- Built in 1990/1991 - per tax records.
- Exterior stucco and wood frame construction.
- Located on a main corridor in Sonoma for retail and professional businesses & less than a mile from the Historic Sonoma Plaza.

MARKET APPROACH/COMPARABLE APPROACH

Sonoma County has always been a strong market for commercial properties, comparable to other Bay Area communities. The City of Sonoma continues to grow slowly with "In-Fill" development projects (Residential, Retail, Office, Hotel & Mixed-Use), and renovation projects of older buildings. The Historic Downtown Sonoma Plaza area is a tourist destination and the City center and business commerce in addition to the Sonoma Highway corridor through town. There has always been an interest and demand in the Sonoma area for Commercial (retail & office), Hotel and Residential properties from local developers and investors. Because of the limited development in the City of Sonoma the property values have continued to increase year over year.

This subject property is located along the West Napa Street/Sonoma Highway corridor at the corner of Fourth Street West, offering excellent visibility and accessibility. One of the spaces (2nd floor) is currently occupied by REMIF and a specialized doctor's office occupies two-thirds of the first floor of the building. The building/floor plan improvements are semi-specialized for the doctor's office and the others are standard professional office improvements, which may need to be remodeled or updated. It appears that the buildings and improvements are in good condition but may need some enhancement made to the exterior and interiors.

Based on the market data, location of property, the age of the project and the overall improvements; the market value for this building is in the \$400-\$450 per square foot range. The location of this property in central Sonoma is much more prominent than some other buildings on the list of comparisons. Therefore, this location should be much more desirable.

The indicated value by the market and comparable approach may achieve the following:

\$425.00 - \$440.00 per square foot range
\$2,550,000 - \$2,640,000 range

PRESENTED BY:

RHONDA DERINGER
PARTNER
LIC # 01206401

STEPHEN SKINNER
ADVISOR
LIC # 02020207

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OPINION OF VALUE



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL

INCOME APPROACH (See Example Investment Opportunity Proforma and the Capitalization Value Modeling in package):

The proforma income and expense analysis on the subject property at a capitalization rate of 5% yields an estimated market value by the income approach of \$396.00 per square foot range for the building. The proforma income is assuming the building is leased to commercial tenant(s) at a monthly rate of \$2.15 (2nd floor) - \$2.25 (first floor) per square foot, plus a CAM charge. The proforma expenses adjust the property taxes and other operating expenses of the property. This capitalization rate is low to average in the current Sonoma real estate market; however, because of the location and that this could be an opportunity for an owner user a slightly higher value may be obtainable.

The indicated value by the income approach may achieve the following.

\$400.00 - \$425.00 per square foot range
\$2,400,000 - \$2,550,000 range

COST APPROACH:

The cost approach would include all hard and soft costs of the project, including the land value, carrying costs and project costs for the project.

The cost approach is not applicable.

As a result of our investigation and analysis, the estimated Market Value (Value if Listed on the Open Market) of the Subject Property as of February 1, 2021 is:

\$420.00 per square foot range or \$2,520,000

Estimated Opinion of Value

Vacant or partially vacant commercial buildings, gives you the opportunity to sell to a user, which in most cases typically pays slightly more because they may enjoy the use of the investment property with normal ownership advantages of appreciation, depreciation, principal reduction and interest deductions in taxes and also able to take advantage currently with lower interest rates. This analysis is only meant to be used as a guideline and opinion of value and is not an appraisal of your property. This is only an evaluation if Keegan & Coppin Co., Inc. were to list the property for sale.



PROPERTY PROFILE



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL

Property Information

Owner(s):	Redwood Empire Municipal Insurance Fund	Mailing Address:	414 W Napa St #2C, Sonoma, CA 95476
Owner Phone:	Unknown	Property Address:	414 W Napa St, Sonoma, CA 95476
Vesting Type:	N/A	Alt. APN:	
County:	Sonoma	APN:	018-193-047
Map Coord:		Census Tract:	150202
Lot#:		Block:	
Subdivision:		Tract:	
Legal:	91 Fm 18-193-31 & Pt To Rd 90104023 & 90117613		

Property Characteristics

Use:	Office Building	Year Built / Eff. :	1990 / 1991	Sq. Ft. :	6008
Zoning:		Lot Size Ac / Sq Ft:	0.3 / 13068	# of Units:	
Stories:	2	Improvements:		Parking / #:	/
Gross Area:	6008	Garage Area :		Basement Area:	

Sale and Loan Information

Sale / Rec Date:	08/03/1990 / 08/10/1990	*\$/Sq. Ft.:	\$53.26	2nd Mtg.:	
Sale Price:	\$320,000	1st Loan:		Prior Sale Amt:	\$320,000
Doc No.:	0000080428	Loan Type:		Prior Sale Date:	08/03/1990
Doc Type:		Transfer Date:	08/10/1990	Prior Doc No.:	0000080428
Seller:	Wheeler,Conforti	Lender:		Prior Doc Type:	

*\$/Sq.Ft. is a calculation of Sale Price divided by Sq.Feet.

Tax Information

Imp Value:	\$573,260	Exemption Type:	
Land Value:	\$384,948	Tax Year / Area:	2020 / 6-012
Total Value:	\$958,208	Tax Value:	
Total Tax Amt:	\$2,625.60	Improved:	60%

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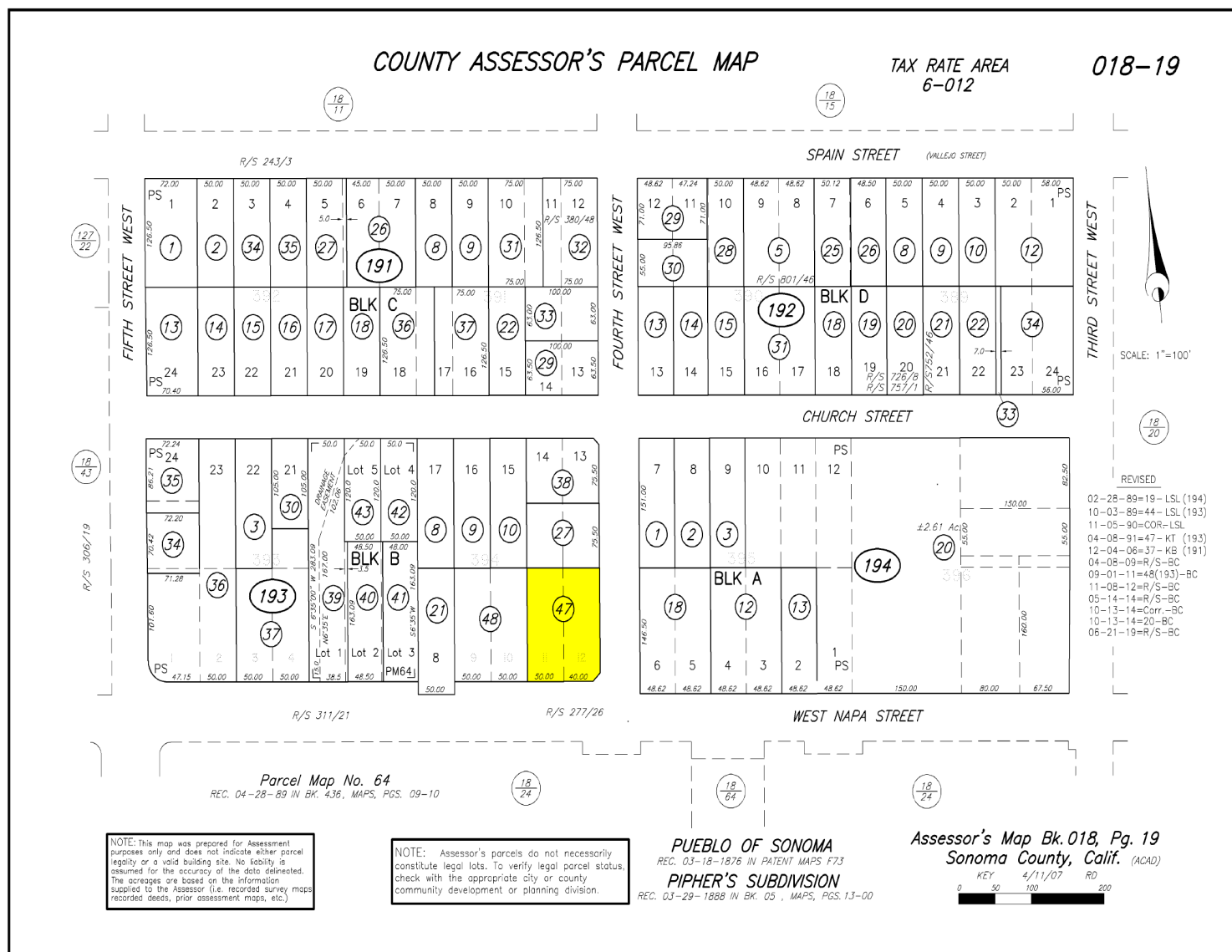


T A X M A P



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL



PRESENTED BY: **RHONDA DERINGER**
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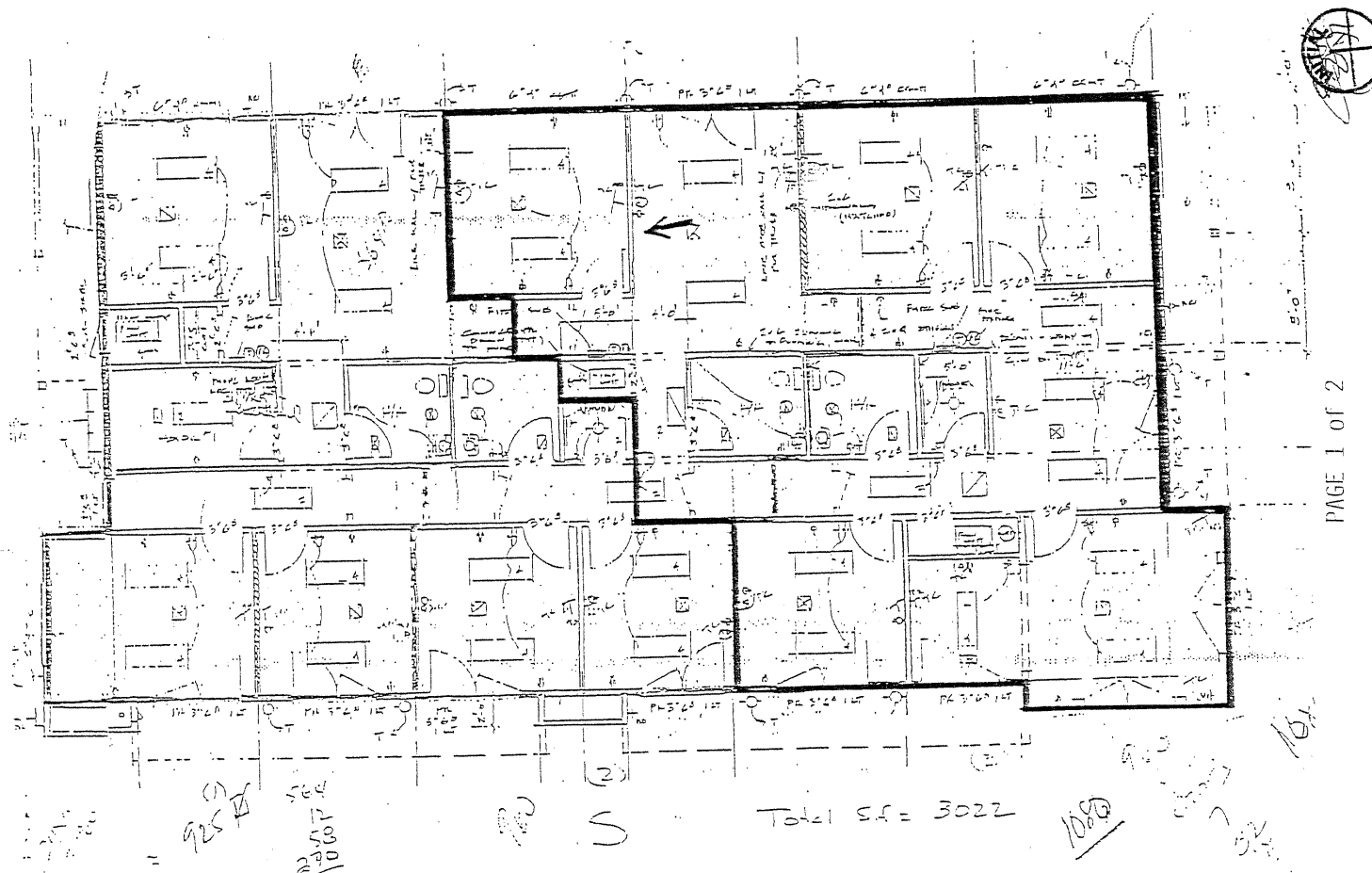


FLOOR PLAN



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL



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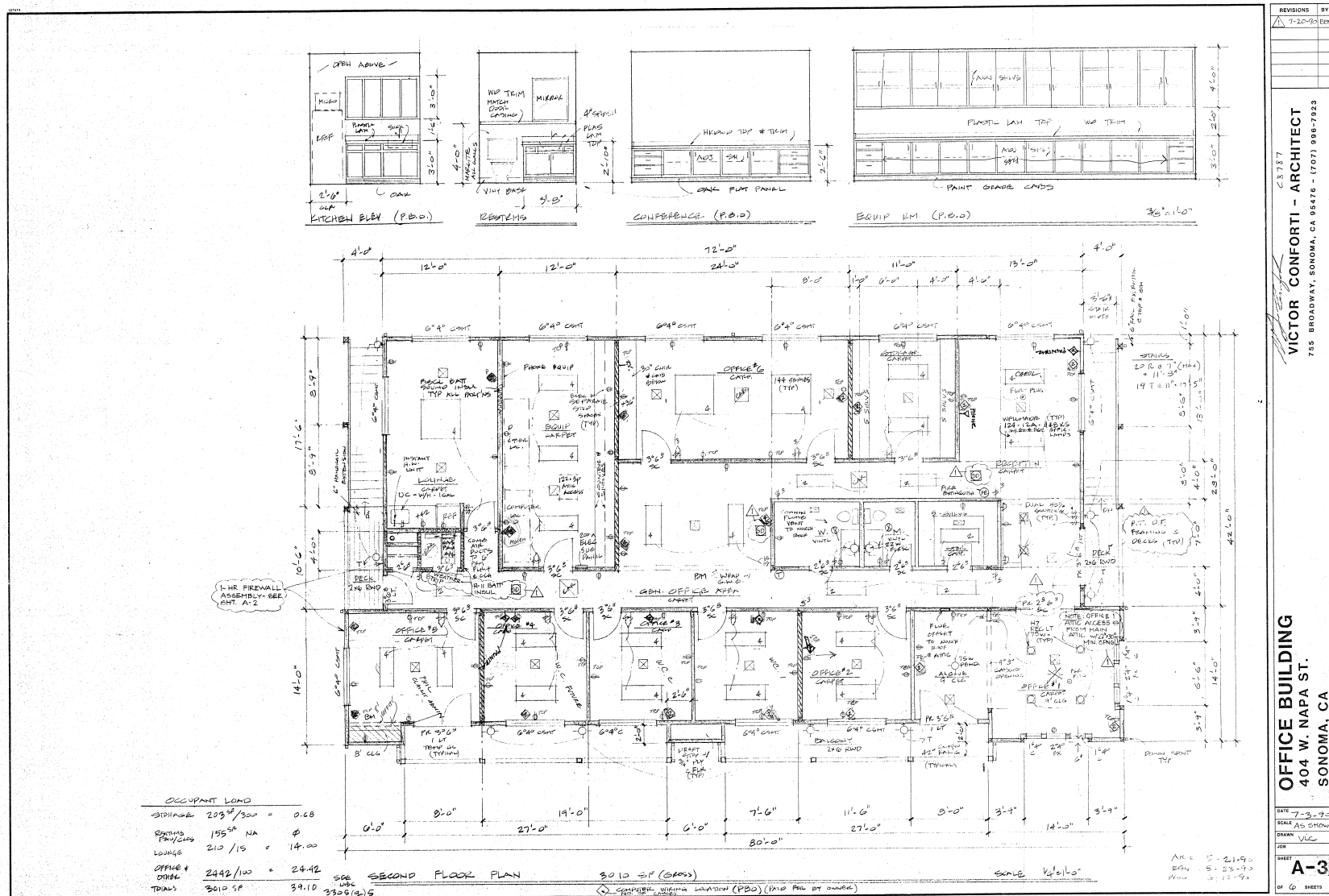


FLOOR PLAN



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INCOME & EXPENSE ANALYSIS



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL

COMMERCIAL PROPERTY INVESTMENT

PROPERTY: 414 West Napa Street, Sonoma, CA 95476

Location:	West Napa Street, Sonoma	Price	\$2,380,000
Size:	6,008	Price/sf	\$396.14
Description:	2-Story Multi-Tenant Commercial / Office Building constructed in 1990 with wood frame and stucco exterior. Located on main artery in Sonoma.	Cap Rate	5.00%
Site:	13,068 SF	Annual NOI	\$119,077
Zoning:	Mixed-Use	Annual Debt Service	(\$110,707)
		Annual Cash Flow	\$8,370
		Cash Flow %	1.17%
			0.00%

ANNUAL OPERATING DATA

Scheduled Gross Income	Current Rent	Projected Rent	Loan Data
Plus Reimbursement	\$158,377	\$0	Down Payment
Less Vacancy	\$7,200	\$0	\$714,000
Annual Adjusted Income	\$0	\$0	Loan Amount
Less Expenses	\$165,577	\$0	\$1,666,000
Annual NOI	-\$46,500	\$0	Interest Rate
Less Annual Debt Service	\$119,077	\$0	4.50%
Cash Flow	(\$110,707)	\$0	Amortization (Yrs)
Cash Flow %	\$8,370	\$0	25
	1.17%	0.00%	Debt Service
			(\$110,707)

SCHEDULED INCOME

Current Leases				Proforma Leases				Annual Expenses			
Lessee	Approx. SF	Rent/SF	Monthly Rent	Lease Exp.	Rent/SF	Monthly Rent		Current and Projected (P)			
414-A	1,815	\$2.25	\$4,081.84			\$0.00		Taxes	\$26,500		
414-B	1,185	\$2.25	\$2,666.25			\$0.00		Insurance	\$5,000		
414-2nd fl	3,000	\$2.15	\$6,450.00			\$0.00		Maintenance	\$8,000		
								Utilities	\$7,000		
								Common Area			
								Reserves			
								Management			
								Other			
								Other			
								Other			
								Other			
Total:	6,000		\$13,198.09			\$0.00		Total Expenses	\$46,500		
	Annual Scheduled							Annual Reimbursements	\$7,200		
	Monthly x 12	\$158,377				\$0					

REMARKS:

Proforma Income & Expense Analysis. Loan amount/rate is a projected. Landlord to pay for Property Taxes, Property Insurance, Maintenance & Common Utilities. The Tenant pays a CAM charge and their separately metered utilities, telephone/data and inside janitorial service. The Leases shall be Modified Gross. Unit 414-A is Leased and other units would be delivered vacant with no Tenant.

The above information and projection is based on data provided by seller and certain assumptions and projections about the future. A prospect should verify information and assumptions to determine applicability and risk.

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REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL



CAPITALIZATION VALUE MODELING

Property: West Napa Street

Address/Location: 414 West Napa Street, Sonoma, CA



DESCRIPTION

Size:	6,000	square feet
Type:	Commercial & Medical	
Land:	.30	AC Lot
Zoning:	Mixed-Use	

INPUT

Vacancy Rate:	0.00%
CAP Rate 1:	4.50%
CAP Rate 2:	4.75%
CAP Rate 3:	5.00%
CAP Rate 4:	5.25%

Annual Gross Scheduled Income:	\$158,377
Plus Reimbursement:	\$7,200
Less Vacancy Amt.: (Vacancy Rate x GSI)	\$0
Annual Effective Income:	\$165,577
Less Expenses:	\$46,500
Annual Net Operating Income:	\$119,077

CAP RATE/VALUE MATRIX

Annual N.O.I.	Various CAP	Total	Resultant Value Price PSF
1. \$119,077	4.50%	\$2,646,156	\$441.03
2. \$119,077	4.75%	\$2,506,884	\$417.81
3. \$119,077	5.00%	\$2,381,540	\$396.92
4. \$119,077	5.25%	\$2,268,133	\$378.02

CAPITALIZATION VALUE MARKETING



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MARKETING SUMMARY



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LISTING PROPOSAL

Marketing Plan

Our marketing approach will be to expose the property on many fronts simultaneously. Our team of experts help compile a variety of data to incorporate into the marketing material. This will include any available floor plans, Hi resolution drone pictures as well as virtual tours, etc. We will use our website and CoStar/Loopnet to offer the property the widest market exposure. We will do targeted direct mail and email blast to our large list of brokers and clients. This will involve preparing a descriptive flyer for these purposes along with preparing a complete due diligence folder so when a buyer is found we can process the escrow in as quick a fashion as possible.

We find our most effective marketing tool is personal canvassing of users and brokers who are actively in the marketplace and presenting the properties most unique features and opportunities.

Being local and active in the community allows us to respond effectively and efficiently to all requests for information and scheduling tours. This flexibility allows us to get more prospects through the property.

Timeline










RECENT BUILDING SALES



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL

	ADDRESS	SIZE	SALE PRICE	PRICE PSF	SALE DATE
	583 3rd Street West, Sonoma	3,554 SF	\$1,350,000	\$379.85	04/24/2018
	635-651 Broadway, Sonoma	3,931 SF	\$2,069,070	\$526.35	02/28/2018
	645-651 Broadway, Sonoma	4,734 SF	\$2,319,799	\$490.33	02/28/2018
	1051 Broadway, Sonoma	4,254 SF	\$1,625,000	\$381.99	11/15/2018
	1247 Broadway, Sonoma	4,500 SF	\$2,600,000	\$577.78	12/19/2019

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ACTIVE LISTINGS ON THE MARKET



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL

NORTHERN CA

COMPETING OFFICE PROJECTS



1
35 Maple Street, Sonoma
\$1,800,000
\$533.81 psf
3,372 SF



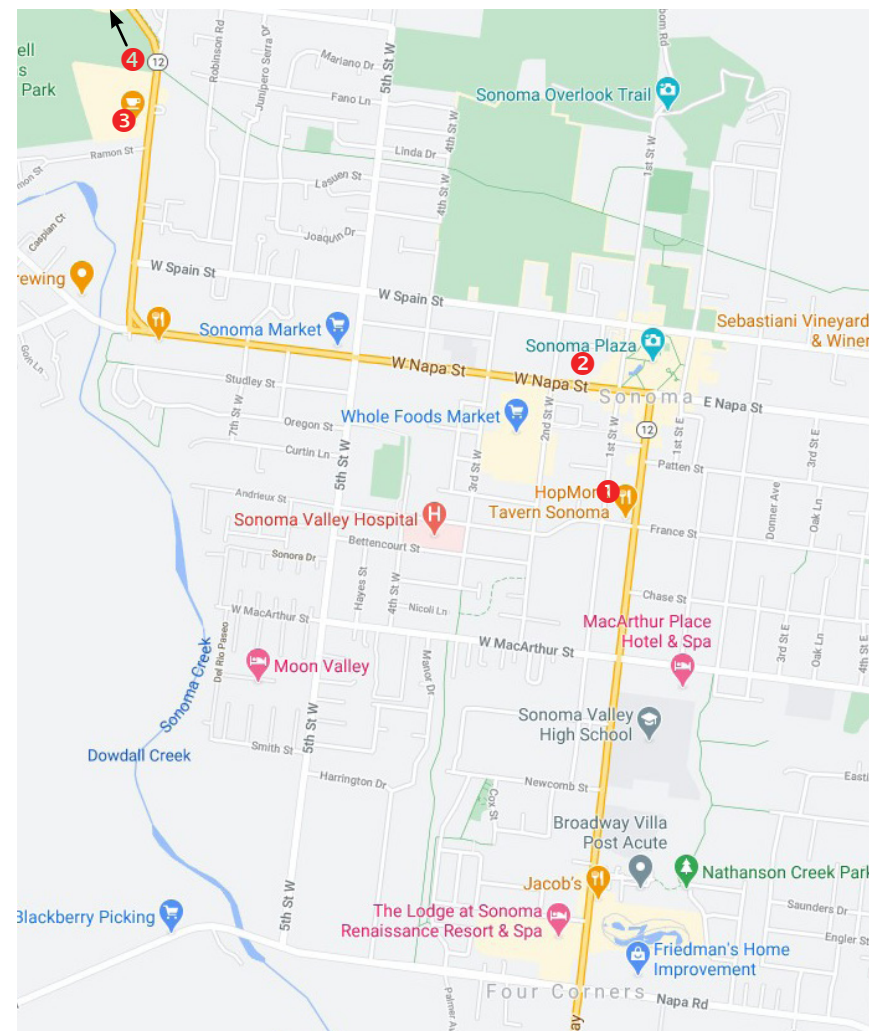
2
190 W. Napa Street, Sonoma
\$2,390,000
\$677.05 psf
3,530 SF



3
19150 Sonoma Highway, Sonoma
\$2,500,000
\$503.42 psf
4,966 SF



4
18590-18594 Sonoma Highway, Sonoma
\$1,995,000
\$462.34 psf
4,315 SF





HOW WE WORK PROPOSAL

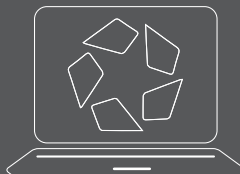


REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL



TARGETED EMAIL MARKETING



COSTAR, LOOPNET
AND ALL MAJOR LISTING PLATFORMS

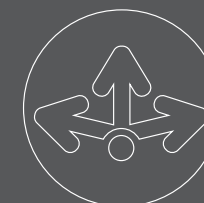


DYNAMIC WEB PRESENCE



PROPERTY WEBSITES

To ensure your success,
Keegan & Coppin offers a broad
and ever-expanding set of
leading-edge technologies, data
sources and marketing services.



PERSONAL CANVASSING



INTRA-OFFICE NETWORKING



NATIONAL NETWORKING



SPECIFIC APPROACH
TO SELLING OR LEASING EACH PROPERTY

PRESENTED BY: **RHONDA DERINGER**
PARTNER
LIC # 01206401

STEPHEN SKINNER
ADVISOR
LIC # 02020207

The above information, while not guaranteed, has been secured from sources we believe
Page 21 of 31
Submitted subject to error, change or withdrawal. An interested party
should verify the status of the property and the information herein.



ABOUT US



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL



Your partner in commercial real estate in the North Bay & beyond since 1976.

Keegan & Coppin has served our communities in the North Bay for well over 40 years. But our unmatched local experience is only part of what makes us the area's most trusted name in commercial real estate. At Keegan & Coppin, we bring together a range of services that go beyond traditional brokerage. That depth of knowledge and diverse skillset allows us to clarify and streamline all aspects of your transaction, giving you the confidence of knowing that we can help with anything that comes up through all phases of a project.

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OUR DIFFERENCE

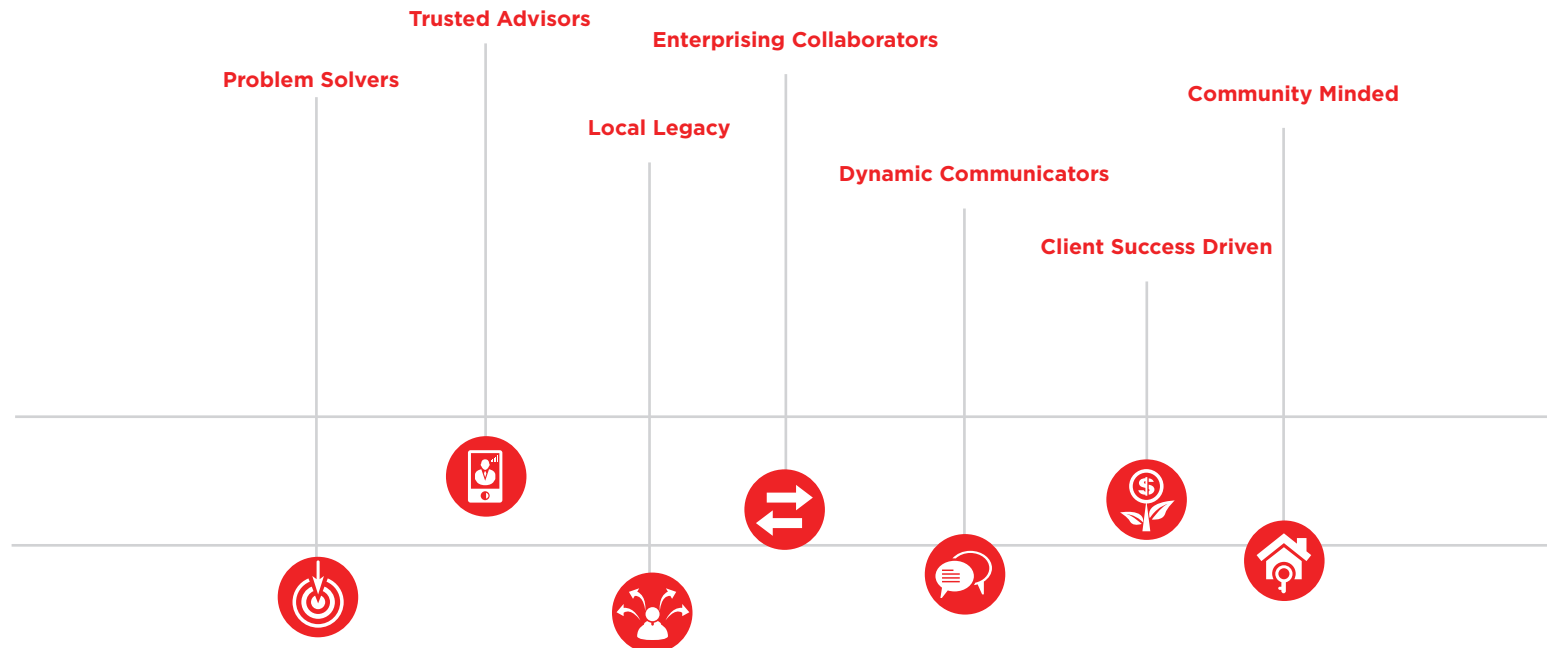


REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL

Keegan & Coppin brings deep regional market knowledge built on a long history in the area to every relationship.

Locally-owned with a passionate commitment to the community, we take a personal, creative, and highly-collaborative approach. Our goal is to be a trusted advisor, focused on your success, offering a wide range of expertise to help you easily navigate the intricacies of the entire process.



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AGENT RESUME

SANTA ROSA OFFICE



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL



Rhonda Deringer

Partner
General Commercial Real
Estate Sales and Leasing
License # 01206401

Santa Rosa Office
1355 North Dutton Ave. Santa
Rosa, CA 95401

(707) 528-1400 Tel
(707) 524-1419 Fax
RDeringer@KeeganCoppin.com

EXPERIENCE:

Rhonda's experience includes 28 years of working in commercial real estate, with knowledge and experience of Leasing and Sales, Landlord and Tenant representation in all areas of Commercial Real Estate. Rhonda became a Partner with Keegan & Coppin Co., Inc. in 2016.

Awarded 2014 Women in Business by the North Bay Business Journal for leadership roles, business-related innovations, vision and community involvement. Also was awarded the 40 under 40 Award for an Exceptional Professional under the age of 40 who are having an impact on businesses and communities in the region.

She also has over 22 years of experience in Commercial and Residential Development & Ownership, which included projects in Sonoma and Mendocino Counties; as Managing Member/President of Odyssey Development Company, LLC. Odyssey is a Development Consultant, Property Manager and has been a Joint Venture Partner with some of the largest Residential and Commercial Developers in the San Francisco Bay Area.

In 1992, Rhonda began her real estate career at Real Estate Investment Planners, a Sonoma County real estate firm specializing in multi-family investments. Thereafter, Rhonda joined Keegan & Coppin Co., Inc. in 1994.

LANDLORD/CLIENT REPRESENTATION

CURRENT AND PAST INCLUDE:

Armstrong Development
Burbank Housing
Barry Swenson Builders
Basin Street Properties
Sommers & Oates Development
Kimco Realty Corporation
Sonoma County Office of Education (SCOE)
Judicial Council of California - State of California
Ryder Homes of California
Billa Enterprises
Dylan Investments
West America Bank
Exchange Bank
JP Morgan Chase
Poppy Bank
Mahaveer, LLC

COMPLETED TRANSACTIONS

(PARTIAL LIST - 20,000+ SQ. FT.):

- 8911 Lakewood Drive, Windsor - 31,213 SF Office/Medical
- 2770-2780 Stony Point Road, Santa Rosa - 21,230 SF Retail
- 11 5th Street, Petaluma - 19,630 SF Office
- 1180 Fremont Drive, Sonoma - 40,000 SF Industrial
- 5460 Skylane Boulevard, Santa Rosa - 14,360 SF Office/R&D
- 5880 Commerce Boulevard, Rohnert Park - 16,302 SF Office
- 999 West Spain Street, Sonoma - 10,320 SF Warehouse/Retail
- Sundstrom Shopping Center, Gualala - 32,250 SF
- Coyote Valley Shopping Center, Hidden Valley - 30,813 SF

PRESENTED BY: **RHONDA DERINGER**
PARTNER
LIC # 01206401

STEPHEN SKINNER
ADVISOR
LIC # 02020207

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AGENT RESUME

SANTA ROSA OFFICE



REMIF
414 W NAPA STREET
SONOMA, CA

LISTING PROPOSAL



Stephen Skinner

Advisor

Office, Industrial,
and Investments

License # 02020207

Santa Rosa Office
1355 North Dutton Ave. Santa
Rosa, CA 95401

(707) 528-1400 Tel

(707) 524-1419 Fax

SSkinner@KeeganCoppin.com

EXPERIENCE:

Since joining Keegan & Coppin Company Stephen has specialized in Industrial Real Estate Sales & Leasing with an emphasis on successful cannabis related transactions. During the last two years Stephen has represented some of the top brands within the cannabis industry. He has a proven track record of completing successful transactions that benefit both Landlords and Tenants. "Win Win" is the best philosophy to have in mind when striving towards successful and long term relationships between landlords and tenants.

- **2020 North Bay Business Journal 40 Under 40 Winner**

PARTIAL LIST OF CLIENTS:

Auto Japan
Boost Mobile
Motion Analysis
Kind LED
G&C Auto Body
Custom Counter Tops
World of Carpets
Corrective Solutions
Cannabis Specific:
Manzanita & Madron
Plus Products
CannaRoyalty
Heritage Holdings
Mother Nature Edibles
Valhalla Confections
Solful Dispensary
EAZC Online Cannabis Dispensary
Sonoma County Gardens
Radiant Farms
Indomim

COMPLETED TRANSACTIONS

(PARTIAL LIST - 20,000+ SQ. FT.):

- 3401 Industrial Drive, Santa Rosa - 6,000 sf Industrial Building
- 3005 Wiljan Court, Santa Rosa - 23,000 sf Industrial Building
- 591 Lark Center Drive, Santa Rosa - 2,800 sf Industrial Building
- 400 Tesconi Circle, Santa Rosa - 9,000 sf Industrial Building
- 2915 Railroad Street, Graton - 36 Acres Diverse Ag. Land
- 421 Portal Street, Cotati - 12,000 sf Industrial Building
- 3236 Dutton Avenue, Santa Rosa - 10,000 sf Industrial Building
- 441 Sebastopol Avenue, Santa Rosa - 8,000 sf Retail/Residential Building
- 2111 Bluebell Drive, Santa Rosa - 4,000 sf Industrial Building
- 2123 Bluebell Drive, Santa Rosa - 5,200 sf Industrial Building
- 3262 Airway Drive, Santa Rosa - 9,750 sf Industrial Building
- 1232 Cleveland Avenue, Santa Rosa - 5,200 sf Industrial Building
- 3501 Industrial Drive, Santa Rosa - 11,000 sf Industrial Building
- 730 Bennett Valley Road, Santa Rosa - 9,750 sf Medical Building
- 2835 Duke Court, Santa Rosa - 24,510 sf Industrial Building
- 3019 Santa Rosa Avenue, Santa Rosa - 2.17 Acres Industrial Land
- 2300 Bethards Drive, Santa Rosa - 17,100 sf Office/Retail Building
- 2977 US-50, South Lake Tahoe - 14,000 sf Retail Building



PRESENTED BY:

RHONDA DERINGER
PARTNER
LIC # 01206401

STEPHEN SKINNER
ADVISOR
LIC # 02020207



KEEGAN & COPPIN CO., INC.

Go beyond broker.

THANK YOU

Santa Rosa Office
1355 North Dutton Ave.
Santa Rosa, CA 95401
(707) 528-1400 Tel
(707) 524-1419 Fax

keegancoppin.com

Petaluma Office
1201 North McDowell Blvd.
Petaluma, CA 94954
(707) 664-1400 Tel
(707) 792-7336 Fax

Larkspur Office
101 Larkspur Landing Cir., Ste. 112
Larkspur, CA 94939
(415) 461-1010 Tel
(415) 925-2310 Fax

Napa Office
135 Camino Dorado, Ste. 16
Napa, CA 94558
(707) 252-1400 Tel
(707) 252-0100 Fax



Keegan & Coppin
COMPANY, INC.

FOR LEASE

414 WEST NAPA STREET
UNIT B
SONOMA, CA

Sonoma
Commercial / Office
Space

414

FRANK E. JAMES
BUILDING
RENOVATED 2011
RENOVATED 2011
RENOVATED 2011

Go beyond broker.

PRESENTED BY:

RHONDA DERINGER, PARTNER
LIC # 01206401 (707) 528-1400
RDERINGER@KEEGANCOPPIN.COM



Keegan & Coppin
COMPANY, INC.



414 WEST NAPA STREET
UNIT B
SONOMA, CA

**Sonoma
Commercial / Office
Space**

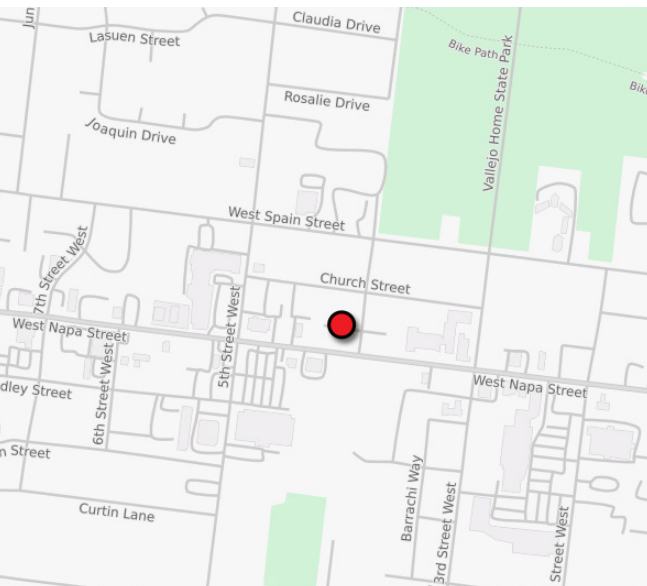
PROPERTY INFORMATION

- 1st Floor: Approximately 1,185+/- SF of Professional Office / Commercial Space for Lease on 1st floor
- Floor Plan Offers: 3 Private Offices, Open Area, Reception Area, Waiting Room, Storage Room, 2 Restrooms, Operable Windows on 3 sides - Access Doors on 3 sides
- Abundant on-site parking - parking lot at rear of building
- Access from West Napa Street off Fourth Street West
- Monument Signage Available

- Walking distance to downtown Sonoma Square amenities, banks, restaurants and other services and near shopping centers
- Zoned MX (Mixed Use) Professional and Medical Offices are permitted. Other uses proposed would be subject to review and approval of a Use Permit by the Planning Commission

LEASE RATE

\$2.25 psf





Keegan & Coppin
COMPANY, INC.

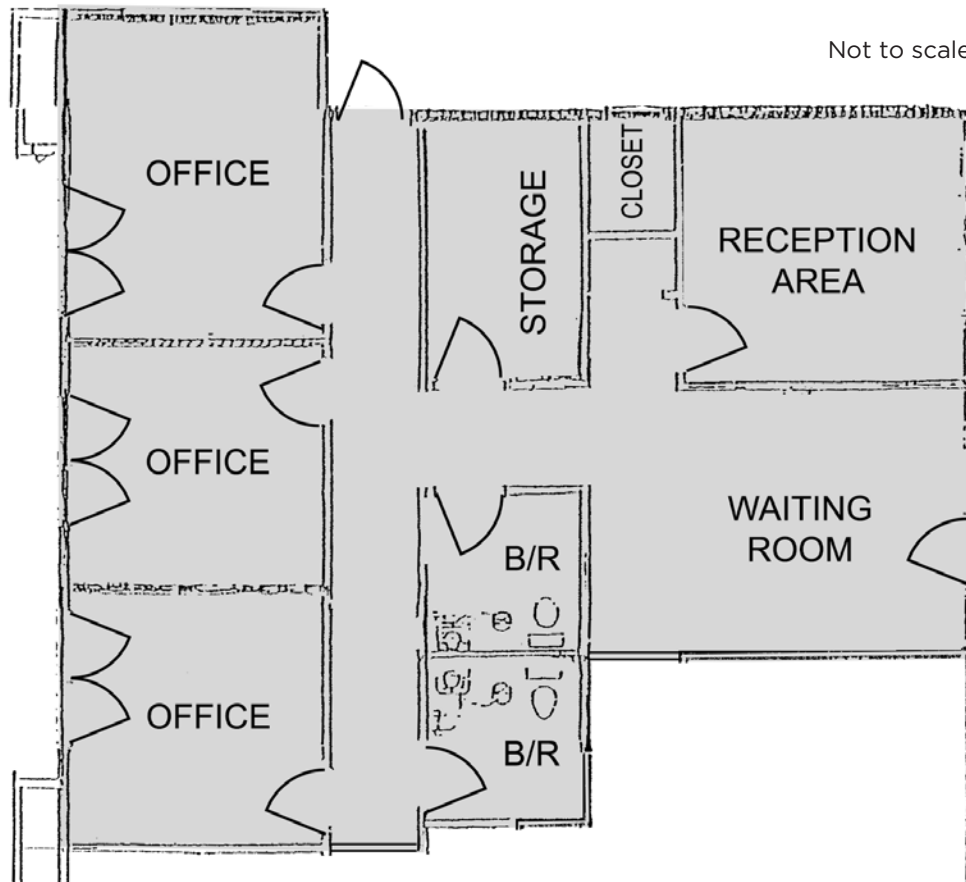


414 WEST NAPA STREET
UNIT B
SONOMA, CA

Sonoma
Commercial / Office
Space

1ST FLOOR PLAN

1,185+/- SF





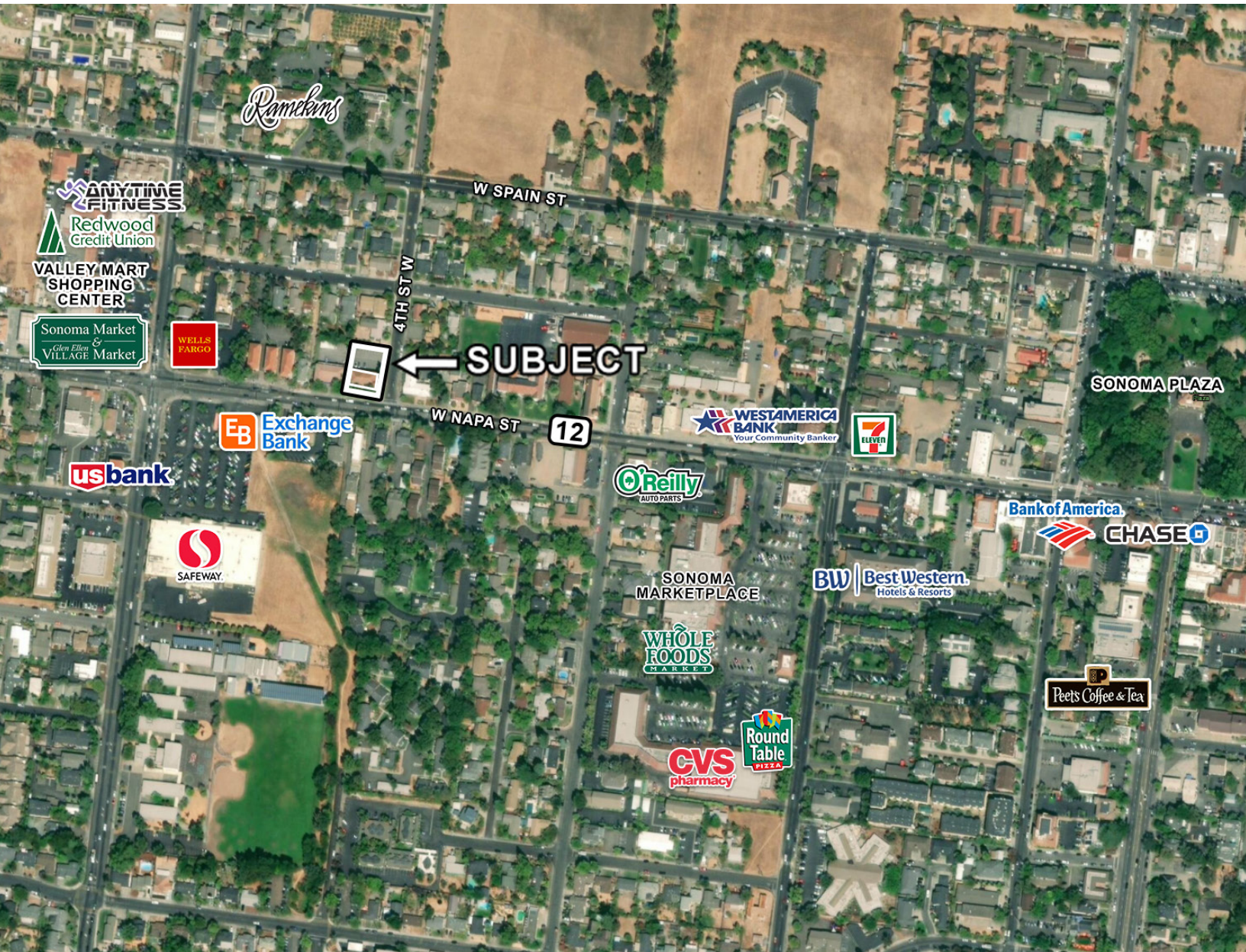
Keegan & Coppin
COMPANY, INC.



414 WEST NAPA STREET
UNIT B
SONOMA, CA

Sonoma
Commercial / Office
Space

AERIAL MAP



PRESENTED BY:

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RDERINGER@KEEGANCOPPIN.COM

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Keegan & Coppin
COMPANY, INC.



414 WEST NAPA STREET
UNIT B
SONOMA, CA

Sonoma
Commercial / Office
Space

PROPERTY PHOTOS



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