

1. How were the FTES numbers calculated and by whom?

The FTES projections were derived from limited trend Census Day enrollment data occurring in Southwest Bakersfield provided by the District Office Research Department. The projections were reviewed and discussed by Chancellor Burke, President Christian, Dean Mourtzanos, and VP Rozell and deemed to be very conservative.

What is the confidence in the accuracy of these numbers?

The initial projections for the South West Campus at the Fresno Pacific facility were 200 FTES. The actual FTES came in at just under 500 FTEs. This provides a high level of confidence in these projections.

Historically we fall short of these types of projections at our feeder sites.

BC Southwest has demonstrated continuous growth. While it may be difficult to project enrollment 20 years into the future, we are confident that BC Southwest is addressing an unmet need in our growing community. As BC enrollments continue to climb, and the population in Bakersfield (especially in the Southwest) continues to increase, there will be a need for a BC campus in the Southwest. BC believes the enrollment estimates provided are very conservative. We further believe we will exceed these targets sooner than expected.

Should we tie the rent to a performance clause on our side of making the FTES?

Due to this being an operating lease with no future option for ownership it is unlikely that a developer would agree to this type of arrangement. In addition, lending institutions that would finance a project like this prefer to have a clear understanding of the amount of future rental revenue streams.

2. Based on these numbers is the proposed square footage adequate over the next 20 years?

Yes, we believe there will come a point in our future growth where we will achieve building capacity. Short of leasing an additional building, we will solve this issue through creative scheduling (such as classroom sharing of hybrid courses, dual enrollment in local high schools, more evening classes, etc...). That being said the proposed 61,000+ sq ft will be enough space for us to facilitate educating the projected FTES.

3. Have we considered other facilities to rent, remodel, other contractors (RFP) or can we consider building ourselves?

The College reviewed seven other properties. Through the work of ASU Commercial on behalf of DeWayne and Nick Zinkin. (see attachment \_\_) The most significant issue that came from these sites is the leased square footage to parking ratios. The ratio for colleges is significantly higher than that of traditional commercial space occupants and thus doesn't make us desirable tenants. Additionally, many of the sites are not in the best locations in terms of visibility to the community.

In addition, the District issued a request for proposals which are part the Board of Trustees Finance and Audit Committee November 14, 2018 review.

District Facilities Planning and Construction has also analyzed alternative delivery scenarios including a remodel and new construction compared to the rental options (see attachment \_\_\_\_).

4. We appear to have negotiated a lease from Fresno Pacific to Castle and Cook through the end of 2019.

This is not entirely correct. We are subleasing from Castle & Cooke via FPU until March 31, 2019. Currently, we are negotiating an agreement with an extended time to the end of the year.

Should we approach Castle and Cook about an extension, modification or investigate their interest in working with us on a new site or structure?

As far as extending for a number of years with Castle and Cook, our negotiation attempts over the last year have not been productive due to the afore mentioned parking ratio needs that the complex can't provide without impacting their other tenants.

5. A big portion of the financial impact relies on achieving Center Status.

If we achieve this and have to relocate in 20 years what are the consequences?

Assuming we exceed anticipated enrollment in 20 years as a State-recognized center, the basis for having Center Status should continue as we would have already met the requirements.

Can we achieve a center status not owning the dirt or building?

. There is no requirement in the regulations to have to ownership of either.

6. What role is the Bakersfield College Foundation playing in this project?

- How much money, why, and when is it proposed to be used?
- Should we work directly with them if they have such an interest in investing and vertically integrate this project to all our benefits?

The finance and executive committee of the BC Foundation is considering investing up to \$10 million in a BC SW Campus. CSUB owns the parcel of land and has a long term exclusive ground lease agreement with Gregory D. Bynum & Associates, therefore there isn't an option for the Foundation to own the parcel. The Foundation is considering being an investor in the building on this parcel that BC would be leasing long term with a 20 year agreement.

8. If this site is not Measure J eligible then should we consider sale of other properties like Shafter Almond Orchard and using the funds here?

- Should we consider other options for financing such a project such as COP's or etc.?

We have to educate students in DSA approved buildings if (1) we own the property or (2) have an option to purchase the location. To educate in a non-DSA approved building requires KCCD to enter into a lease with no option for ownership. COP's would require us to go through the DSA process and therefore delay the building and occupancy timeline significantly and hamper our ability to provide continuous education to our 2,000+ students.

- Should we be looking at our commitment to the Bolthouse Property?

The Bolthouse property currently doesn't have approved plans to move forward at this time. It would add a minimum of six months to the process, but most likely closer to nine months on top of a yearlong construction timeline. BC needs to open our doors by January 6, 2020 to be ready to receive our students for the start of the spring 2020 semester. The recommendation of BC leadership and the KCCD district is to move forward with the CSUB location due to the timeline to occupancy and the numerous benefits related to the co-locating with CSUB.

- What is the status of our commitment to Arvin? Should we build this first?

Programming for the Arvin project is nearly complete. We are in the process of finalizing the scope with AECOM, they will then make a recommendation of a delivery method and we will move forward with the DSA process. It is scheduled to start construction Spring of 2020 and be completed the Summer of 2022. Additionally, our commitment to Arvin does not meet the student need in the SW and opportunity to co-locate with CSUB makes this the most ideal location.