

**COASTSIDE FIRE PROTECTION DISTRICT
SPECIAL BOARD OF DIRECTORS MEETING**

February 28, 2014

**LOCATION:
1191 Main Street
Half Moon Bay, CA 94019**

MINUTES

1. OPEN SESSION

President Burke called to order the special meeting of the Board of Directors of the Coastside Fire Protection District at 9:30 a.m. This purpose of this Special Board Meeting was for the Board to interview realtors in connection with the potential purchase of property for a new fire station.

2. ROLL CALL

Directors Present: Secretary Ginny McShane, Director Harvey Rarback, Vice President J. B. Cockrell, and President Gary Burke.
Admin. Secretary: Jean Headley.

Assistant Chief Cole and Director Anderson were absent due to medical reasons.

3. PLEDGE OF ALLEGIANCE

None.

4. PUBLIC COMMENT

None.

5. NEW BUSINESS

A. Board of Directors Interviews for Real Estate Broker Services

The scheduled candidates are Bob McCahon of Coldwell Banker, Bill Mahar of Alain Pinel, Rick Harding of Coldwell Banker, Cameron Jeffs of Bailey Creek Investments, and Gary Warhaftig.

Vice President McShane asked each candidate to fax his broker's license and evidence of liability insurance and Errors & Omissions insurance.

Each candidate was asked the same five questions. Their answers are summarized below.

Bob McCahon of Coldwell Banker

President Burke explained the reason for meeting with realtors.

Mr. McCahon provided his personal and real estate background.

Director Rarback asked Mr. McCahon each of the five questions on the questionnaire, and Mr. McCahon responded as follows:

1. Have you worked with any other government groups on the coast?
No, but he is aware of them. He has some POST experience.
2. What is your experience in commercial real estate?
Not much, but he would bring in a commercial expert. Some experience with ranches, residential and commercial.
3. Describe your real estate background
He has been an active real estate broker since 1985 and is widely known for his Coastside expertise and commitment to providing exceptional customer service.
4. Have you bought/sold property, buildings from public organizations?
This answer was included was included in his self-introduction.
5. Have you experience in dealing with vacant land?
Yes.

When asked why the Board should hire him, Mr. McCahon responded that he is honest, diligent, straightforward, and a good communicator.

The Board took a recess at 9:45 a.m. to await the next candidate and reconvened at 9:50 a.m.

Bill Mahar of Alain Pinel

President Burke explained the purpose for the Board interviewing realtors, and Vice President McShane asked Mr. Mahar the set of five questions.

1. Have you worked with any other government groups on the coast?
He said he worked with the school board and discussed a report he did for the water district regarding the Main Street building.

2. What is your experience in commercial real estate?
He indicated he has done commercial, office, retail and residential.
3. Describe your real estate background
He has been a realtor since 1969 and moved to the Coast in the late 1970s.
4. Have you bought/sold property, buildings from public organizations?
No.
5. Have you experience in dealing with vacant land?
Yes. When asked if he had any experience with the Coastal Commission regarding vacant land, he replied that his clients got their own approval from the Coastal Commission.

When the subject of appraisers was raised, Mr. Mahar said he is not an appraiser but he can come up with a market value. He also has a list of appraisers he can recommend.

When asked why the Board should consider hiring him, Mr. Mahar said that the Board meeting on Wednesday evening opened his eyes to the public process. He applauded the Board members for serving on the Board and said he felt embarrassed at the verbal abuse from the audience. He indicated that he would be pleased to represent the Board and help make the Board's decisions the best possible for the community.

The Board took a recess at 10:05 a.m. to await the next candidate and asked Staff to contact the last three candidates to see if they could come in earlier than their scheduled times. The Board reconvened at 10:15 a.m. when Mr. Harding arrived.

Rick Harding of Coldwell Banker

When President Burke asked Mr. Harding if he felt there would be hurdles to trying to put a new fire station on the coast, he replied that it would be best to inform the public ahead of time. He said if he were the District's realtor, he would be a part of this process.

1. Have you worked with any other government groups on the coast?
He worked with the City of Pacifica, did leases with the FAA in Burlingame and the post office in Walnut Creek, and recently showed the Shoreline Station to the post office.
2. What is your experience in commercial real estate?
He specializes only in commercial real estate, offices, and hotels.

3. Describe your real estate background
He got his real estate license in the 1970s, managed high rises in Hawaii, developed shopping centers in Martinez and Napa, remodeled a shopping center in Diamond Heights, was solo for ten years and then joined Coldwell Banker. Most recently he managed the Shoreline Station and sold it to the current owner.
4. Have you bought/sold property, buildings from public organizations?
Yes, in Palo Alto.
5. Have you experience in dealing with vacant land?
Yes. On March 17, he is closing a sale in the Harbor, a two-year process that includes 11 parcels, 28,500 sq.ft. Also, Shoreline Station might be considered vacant land in the appraisal process.

When asked why he would be the best person to represent the District, he replied that his wife saw the ad and said he had done all these things. He feels it would be a good fit. He knows what he is doing and feels that the District could use someone with his experience.

The Board took a recess at 10:33 a.m. after Mr. Harding's interview concluded and reconvened at 10:40 a.m. when Mr. Warhaftig arrived.

Gary Warhaftig

President Burke explained why realtors are being interviewed. Director Rarback asked the questions from the questionnaire.

1. Have you worked with any other government groups on the coast?
Yes, in 1986 he started the Montara/Moss Beach Water Improvement Association. From 1990 to 1995, he brokered real estate transactions, representing buyers and sellers, including 1986 acres of redwood forest. He worked with Pt. Montara Fire District and became well informed regarding water flow, hydrants, etc. and more recently with Coastside Fire Protection District regarding potential sites in Montara/Moss Beach for a new fire station.
2. What is your experience in commercial real estate?
He started in Half Moon Bay in 1978 when he got his real estate license, brokering ranches and land. In 1981 he moved his office to San Francisco where he dealt with urban hotels, office buildings and commercial buildings. In 1989-90, he brokered land for use by Japanese buyers.

3. Describe your real estate background
See response to # 2.
4. Have you bought/sold property, buildings from public organizations?
Yes, redwood forest, state parks; properties bought and sold during Montara/Moss Beach water issues.
5. Have you experience in dealing with vacant land?
Yes, assembled land for development and redevelopment of high rises in downtown San Francisco.

When asked how he operates without an office staff, Mr. Warhaftig said he has brokered \$20 million deals and has all the equipment required. He said he is basically semi-retired and only brokers a couple of deals per year. Therefore, if he were working with the District, he would be able to devote all of his time to the project. He said his wife does most of the work in their bed and breakfast establishment.

When asked why he would be the best choice, he responded that although there are lots of qualified people out there, he is very good at what he does and will do a conscientious job for the District. He stated that he cares about issues on the coast and is particularly interested in what happens with the firehouse in Montara/Moss Beach.

Cameron Jeffs of Bailey Creek Investments

President Burke explained the reason for interviewing realtors.

1. Have you worked with any other government groups on the coast?
No, unless you consider the Farm Bureau.
2. What is your experience in commercial real estate?
He has handled commercial and residential over eight years, including office, industrial, retail, and development.
3. Describe your real estate background
He started in financing/mortgages. He got his real estate license in 2006 and has since done sales, leasing, property management, and residential and commercial remodeling.
4. Have you bought/sold property, buildings from public organizations?
No.

5. Have you experience in dealing with vacant land?
Yes, on the coast he bought and subdivided properties. He worked with a consultant with the Coastal Commission and permitting bodies (for the City of Half Moon Bay and County of San Mateo). He has bought and sold lots in northern Monterey County.

When asked why he would be the best choice to represent the District, Mr. Jeffs said he could provide 1) an existing relationship with municipalities, land owners, and the business community; 2) a good knowledge base of what it takes to develop (CEQA, planning/zoning issues, etc.), and 3) he has a good feel for the local real estate market (leasing and building issues). He feels he has a good combination of skills, contacts, and quality experience.

When asked how he would manage community response to a proposed development, he stated he takes a pro-active approach and would immediately clearly communicate with affected neighbors regarding the intentions. He would hire a professional firm to manage the objections and transactions of the public.

Following the final interview, Board discussion occurred regarding Station 44's location. President Burke suggested the Board members rank the candidates from 1 to 5 as to who would be most appropriate.

President Burke suggested that the Board get information on how the decision was made to arrive at the creation of Station 40 (i.e., architect, who bought the land, etc.)

There was discussion regarding the land that Station 41 sits on.

6. **ADJOURNMENT**

President Burke adjourned the meeting at 11:40 a.m.

Respectfully submitted,



J. B. Cockrell, Secretary
Coastside Fire Protection District