



MERCED COLLEGE & LEGACY REALTY & DEVELOPMENT POTENTIAL PARTNERSHIP PROPOSAL

FEBRUARY 2025





PROJECT NARRATIVE

INTRODUCTION

This proposal outlines a no-cost agreement for Merced College to engage with Legacy as the master developer for a potential public-private partnership (P3) project. Contingent on both a predevelopment agreement (PDA) and final development agreement, Legacy will lead the development of an approximately 12-acre site on Merced College property, bringing in high-quality end users that align with the college's mission and goals.

SCOPE OF THE DEVELOPMENT

Legacy proposes to act as the master developer, contingent on aforementioned agreements and approval by the board, overseeing the development of the site and subleasing to individual end users. The initial proposed project scope tentatively includes:

- Restaurant/food service
- Coffee kiosk/shop
- Hotel
- Federally Qualified Health Center (FQHC)
- Multi-tenant retail building
- Ag Robotics Business Accelerator Warehouse Enterprise

Legacy may propose to expand the total site area if additional end users are identified that align with Merced College's vision for the development.

PREDEVELOPMENT AGREEMENT

To move forward, Merced College and Legacy would enter into a Predevelopment Agreement that clearly defines roles and responsibilities. Under this agreement, Legacy will:

- Conduct all necessary due diligence
- Identify and engage with potential end users
- Develop a comprehensive project model and present it to the Board for review and approval
- Other terms/plans mutually agreed upon by both parties

NO-COST COMMITMENT TO MERCED COLLEGE

This proposal represents a no-cost commitment for Merced College. Legacy will assume all upfront costs related to feasibility studies, due diligence, and outreach to potential end users. Once the formal agreement is approved, Legacy will proceed with securing tenants and developing construction documents, contingent on a final agreement with Merced College approved by the Board of Trustees.

BENEFITS TO MERCED COLLEGE

This partnership will provide multiple benefits to Merced College, including:

- Revenue Generation: The project will generate lease and other potential revenue without requiring financial investment from the college.
- Workforce Development Opportunities: The presence of businesses on-site will provide potential hands-on training and employment opportunities for Merced College students.
- College Campus and Community Engagement: The project will enhance the surrounding community by providing valuable services and amenities.

NEXT STEPS

Upon board approval, Merced College and Legacy will formalize the Predevelopment Agreement and present to the Board for consideration. If approved, the PDA will allow Legacy to begin due diligence, engage potential tenants, and refine the project scope. A final development plan will be presented to the Board for approval before any construction begins.

Sincerely,



Bill Cummings



FAMILY OF SERVICES



**SALES
LEASING
DISPOSITION**

Legacy Commercial (LCRE) is a commercial real estate brokerage focusing on the acquisition and disposition of investment properties.



**DATA
DESIGN
DEVELOP**

Legacy Realty & Development (LRD) is a vertically integrated development firm, managing projects from concept to permits, with the integration of area specific data and design services.



**PLAN
MANAGE
BUILD**

Legacy Construction (LC) is a full-service design build commercial contractor, licensed in 22 states, managing projects from permits through to certificate of occupancy.



**SALES
LEASING
DISPOSITION**

And the cycle repeats.





COMPANY PROFILE

Formed in 2012, Legacy Realty and Development (LRD) is a development firm that was created to provide a one-stop solution for projects and clients trying to navigate the complicated process of development, entitlements and building permits. With so much need, especially in the Central Valley, the extended periods of time to get projects permitted makes it challenging to build enough facilities to make a difference.

LRD is combination of designers, grant writers, real estate brokers, project managers and construction executives that have all come together to handle and manage 100% of a project from concept through permits. LRD uses market specific data products, real estate technology, and our proprietary management software to develop projects as quickly, and cost effectively, as possible. With so much uncertainty, LRD provides a sense of urgency and transparent communication that yields results.

MARKET REACH

With offices in Fresno, CA and Nashville, TN, LRD is able to offer development services anywhere in the US.

CORE SECTORS

FQHC & Healthcare QSR & Fuel Stations, Big Box Retail, Sports, Entertainment Hospitality, Mixed Use Developments





MERCED
COLLEGE



POTENTIAL / PROPOSED PUBLIC PRIVATE PARTNERSHIP SITE PLAN




LEGACY
REALTY & DEVELOPMENT

DATA
DESIGN
DEVELOP

5390 E. Pine Avenue
Fresno, California 93727
Message: 559.291.1922
Facsimile: 559.314.6190
info@lcfresno.com

PROPOSED BUILDING & SITE DEVELOPMENT

MERCED COMMUNITY COLLEGE DEVELOPMENT

SOUTH-WEST CORNER OF
COMMUNITY COLLEGE DR.
AND "G" STREET
MERCED, CA 95348

APN: 230-010-007

REVISIONS

DESCRIPTION	DATE

CONCEPT SITE PLAN

DATE DECEMBER 1, 2009
DESIGNED BY N/A
APPROVED BY N/A
PROJECT NO. N/A

A1.0



RENDERINGS OF POTENTIAL PPP SITE PLAN





RENDERINGS OF POTENTIAL PPP SITE PLAN





RENDERINGS OF POTENTIAL PPP SITE PLAN





CURRENT PROJECTS

MADERA RANCHOS

DETAILS:

Type: Mix-Use Development

Location: Madera, CA

Size: 4.5 AC

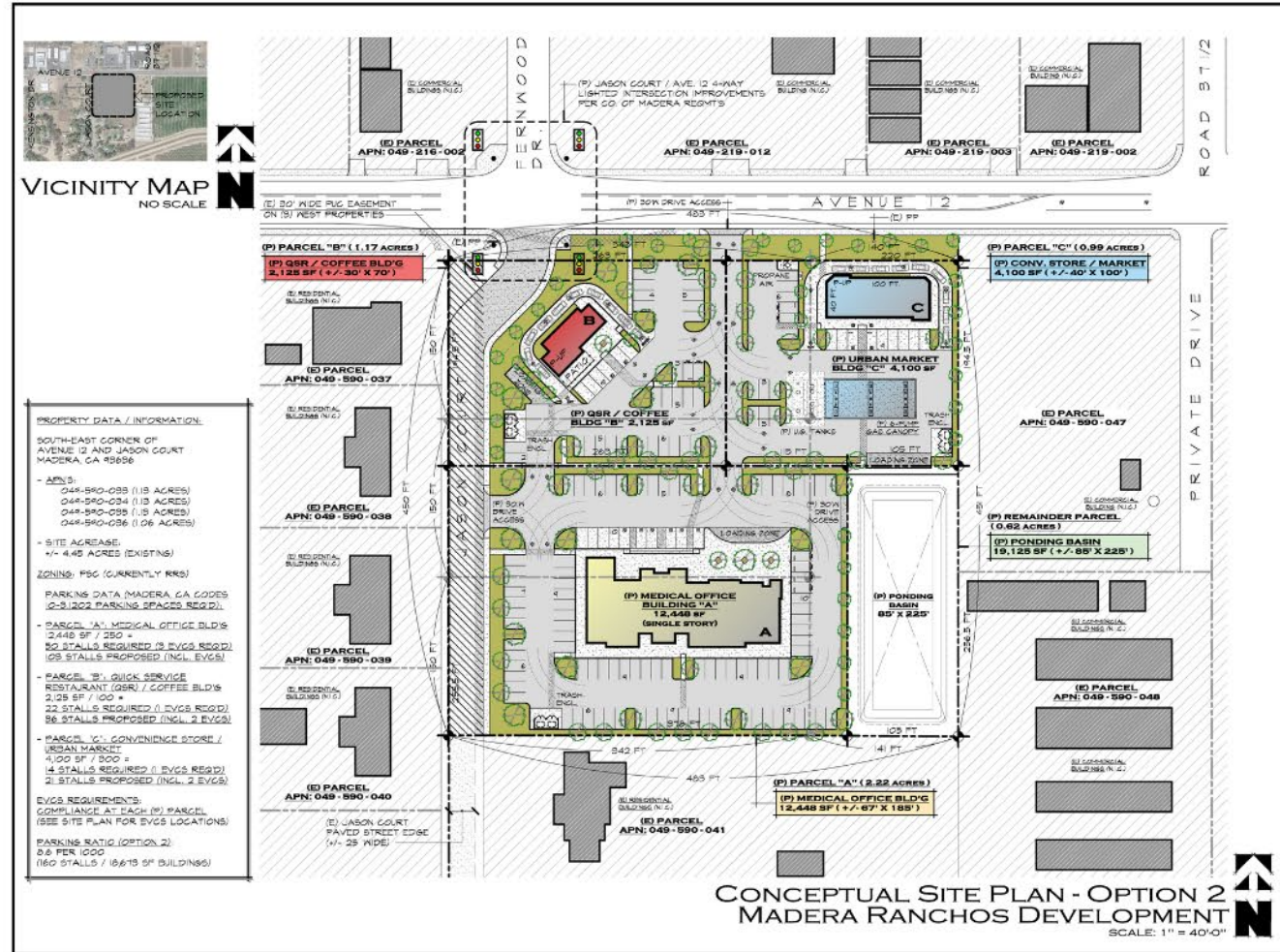
Estimated Completion: Q1 2026

HIGHLIGHTS: Quick Service Restaurant, Gas Station, Health Care Center

Developer: Legacy Realty & Development

General Contractor: Legacy Construction / COOPER CHASE

Architect: CENTERLINE DESIGN



- ACQUISITION
- PLANNING
- DESIGN

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CONCEPTUAL SITE & PROPOSED BLD'G DEVELOPMENT

SOUTH-EAST CORNER OF
AVENUE 12 & JASON CT.
MADERA, CA 93636

MULTIPLE APN'S:
044-590-033 (1.13 AC)
044-590-034 (1.13 AC)
044-590-035 (1.13 AC)
044-590-036 (1.06 AC)
~ 4.45 ACRES
(EXISTING COMBINED)

REVISIONS

DESCRIPTION	DATE

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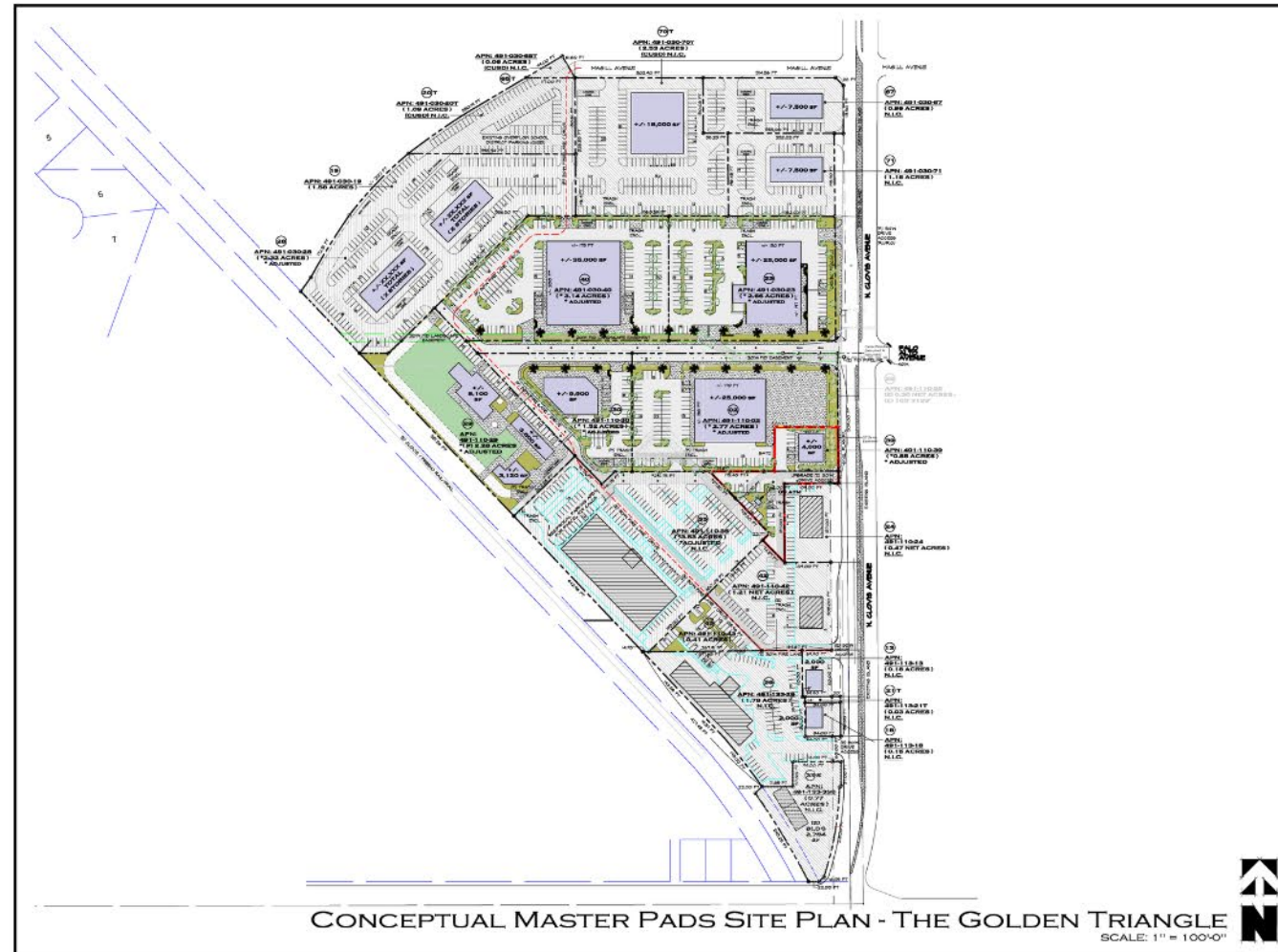
CONCEPTUAL SITE PLAN - MADERA RANCHOS DEV.

DATE: 10/15/2021
DRAWN BY: JLR
CHECKED BY: JLR
PROJECT NO: 21-046 MADERA RANCHOS AS AD



DETAILS:
Type: Mix-Use Development
Location: Clovis, CA
Size: 32 AC
Estimated Completion: Q3 2026

Developer: Legacy Realty & Development
General Contractor: Legacy Construction
Architect: CENTERLINE DESIGN





MERCED
COLLEGE



CURRENT PROJECTS

SHANGRI-LA

DETAILS:

Type: Tenant Improvement & Expansion

Location: Sacramento, CA

Size: 13 AC

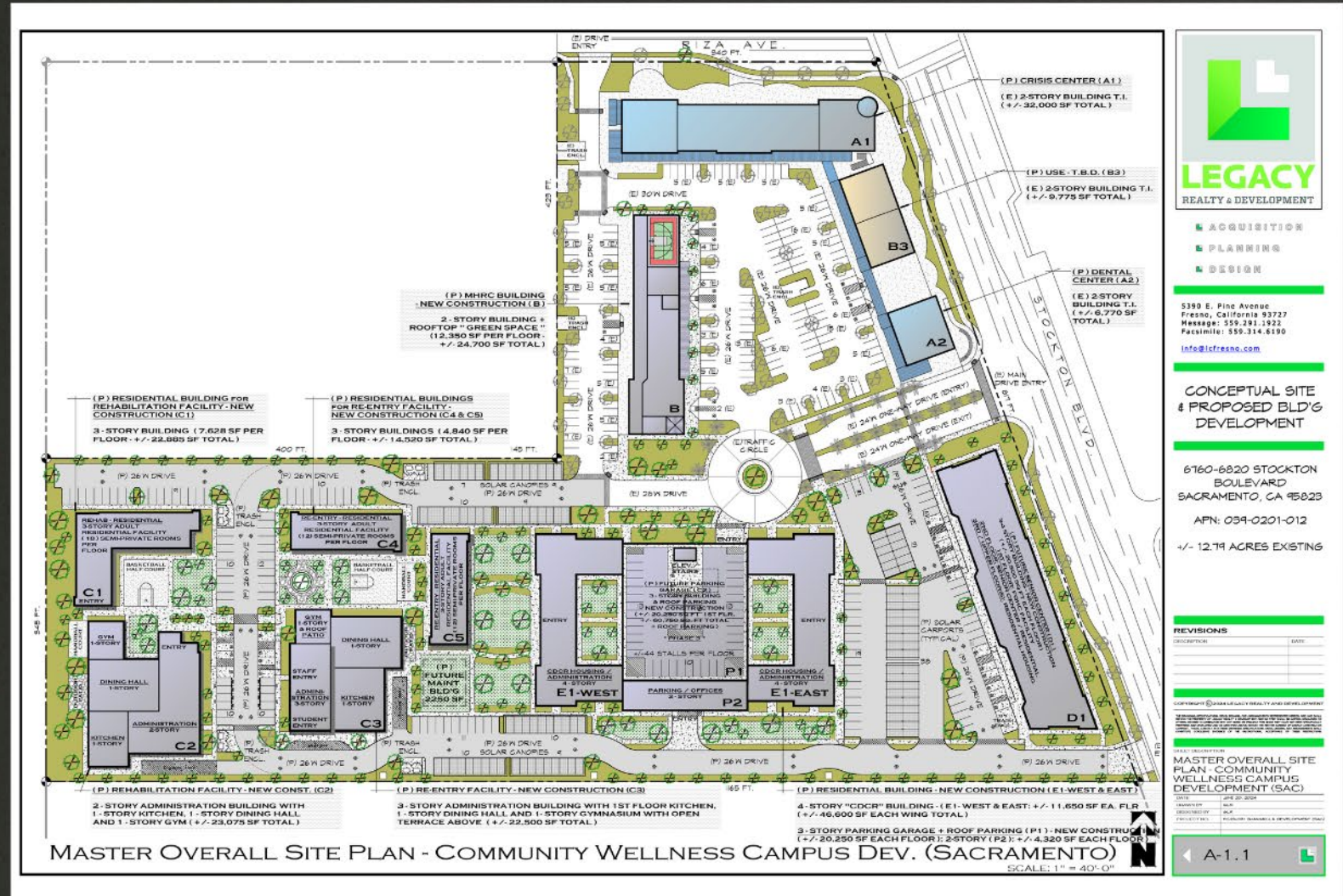
Estimated Completion: Q3 2027

HIGHLIGHTS: Health Ccare Campus that includes a Crisis Center, Dental Center, Rehab & Re-Entry

Developer: Legacy Realty & Development

General Contractor: Legacy Construction

Architect: Various





OTHER RELEVANT DEVELOPMENT EXPERIENCE





RESERVOIR

**INCUBATORS FOR
CALIFORNIA'S FUTURE**

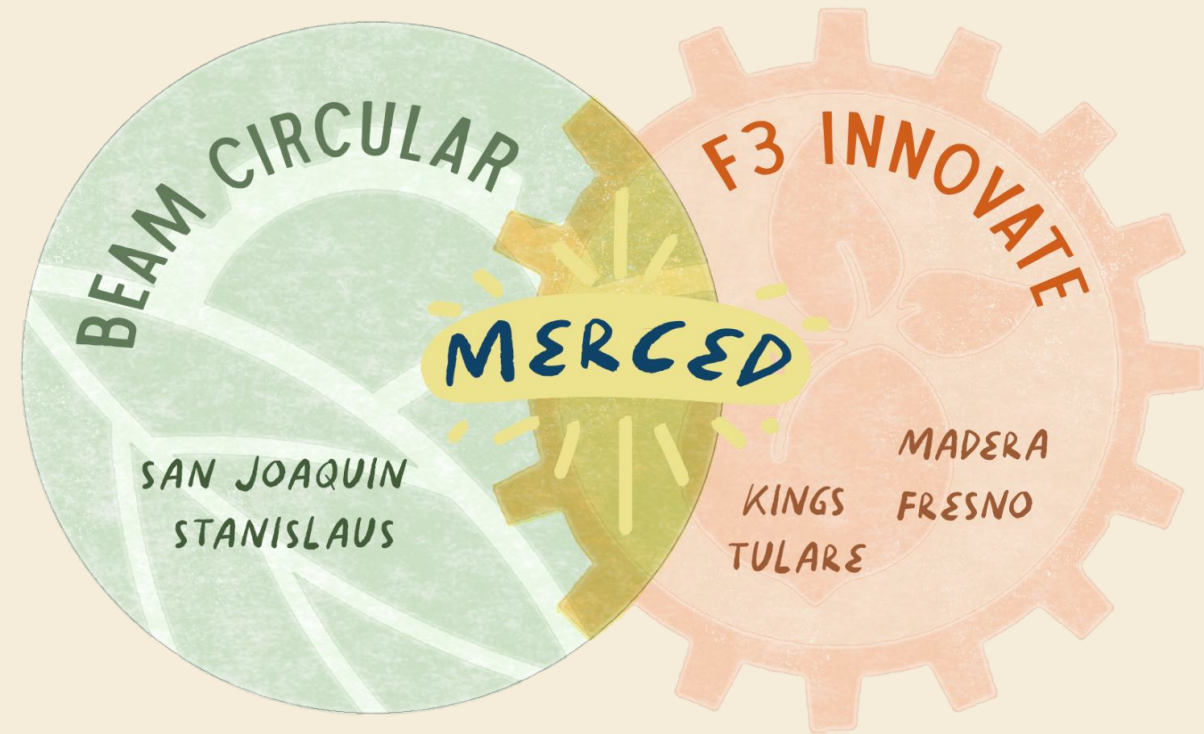
A Natural Hub for Tech Innovation in the Central Valley

Tech Startups Complement Merced

- 1 Boosting retail businesses
- 2 Supporting local institutions
- 3 Diversifying the economy

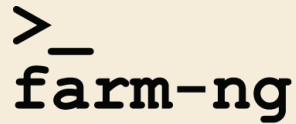
Tech Startups Bring New Opportunity

- 1 Attracting investment
- 2 Career pathways for new grads
- 3 Upskilling local workers



Merced is the only county included the Central Valley's two major technology initiatives, F3 Innovate and BEAM Circular

Survey of 50+ Ag Organizations



Learnings

No Access Shop Space and Farm Land to Test

- **Central Location:** Need a central facility in Salinas Valley, eliminating the need for separate workshops or equipment. Close to SF and Silicon Valley.
- **Customized Testing Fields:** Fields tailored to each startup's needs, always ready w/o scheduling delays.

Limited Access to Emerging STEM Talent

- **Ability to Validate:** Lack of third-party validation in agtech reduces trust with growers.
- **Ability to Iterate:** Contain errors in a low-stakes environment, maintaining a professional image.
- **Access to Talent:** Need access to shop and field talent.

Lack of Trust Between Startups & Growers

- **Training Challenge:** Difficult to immerse new hires in the world of agriculture.
- **Access to Learnings:** Facilitates research and testing without the complexities.

Lack of Capital Efficiency for Startups

- **Facility Cost Savings:** Shared facility reduces costs on rentals and equipment.
- **No Multi-Year Leases:** No requirement for a long lease, offering flexibility.
- **International Market Fit:** Helps European companies assess the US market.

MERCED

RESERVOIR FARMS





RESERVOIR FARMS

**Nonprofit Robotics
Incubators for
the Future of California
Agriculture**



Salinas & Merced Proposal

- FIRST ON-FARM AG ROBOTICS INCUBATORS
- ACCESS TO WORLD-CLASS SOIL AND PRE-PLANTED BEDS
- EXCLUSIVE WGA CERTIFICATION & VALIDATION
- ROBOTICS SHOPS & AGTECH TESTING
- LEARNING, MENTORSHIP & APPRENTICESHIP
- INTEGRATED WORKFORCE DEVELOPMENT

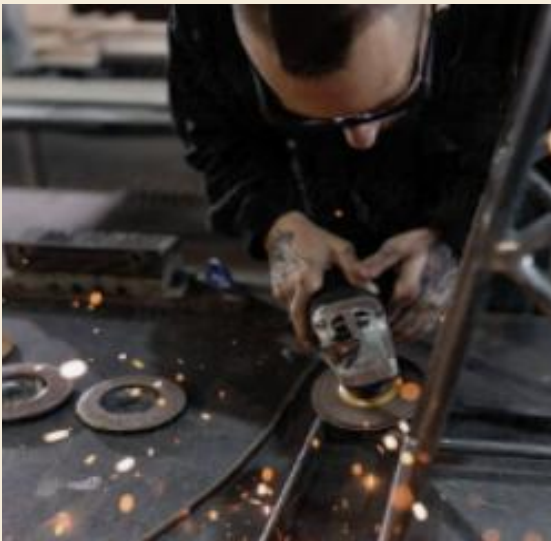


RESERVOIR FARMS

Planned Rental Offerings for Agtech Companies

❑ R&D Workshop

- Fully equipped facility for iterating on MVP
- Secure areas w/ benches, tables, workstations
- Hand and power tools, specialized equipment
- Shop parts and supplies
- Specialized workshop services



❑ Field Testing & WGA Validation

- Customized, pre-planted beds/crops



❑ Secure Storage & Parking

- Dedicated space for equipment
- Robust security infrastructure



❑ Meeting Customers & Demo Days

- Demonstration space
- Lead generation via the WGA network
- Bolster sales pipelines with global growers



Integrated Workforce Development

Apprenticeships, Certificates, Training, and Internships Aligned with Industry Needs

Trade/Craft

AGTECH TESTING AND VALIDATION

Train to work on agtech testing projects. Operating and maintaining high-tech agricultural machinery.

WORKSHOP & FACILITY OPERATIONS

Workshop and facility maintenance. Handling farm and workshop equipment, welding, and metalworking.

FARM & INFRASTRUCTURE

Farming ops and infrastructure, including facility and farm prep. Training in equipment and key ag tasks.

TECHNOLOGY & ADMIN

Tech infrastructure setup and support. Setting up workstations, managing tech equipment, and IT admin.

Recruitment Groups

- CBOs/local workforce
- Community colleges
- Local mechanical workers
- Students in vocational training
- Local farmers
- Students in ag programs
- Local IT professionals
- Digital NEST & Bay Valley Tech

RESERVOIR FARMS





THANK YOU FOR
CONSIDERING **LEGACY**

ANY QUESTIONS?



LEGACY
REALTY & DEVELOPMENT

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