



JLL Team Overview and CI Project 2025 Introduction

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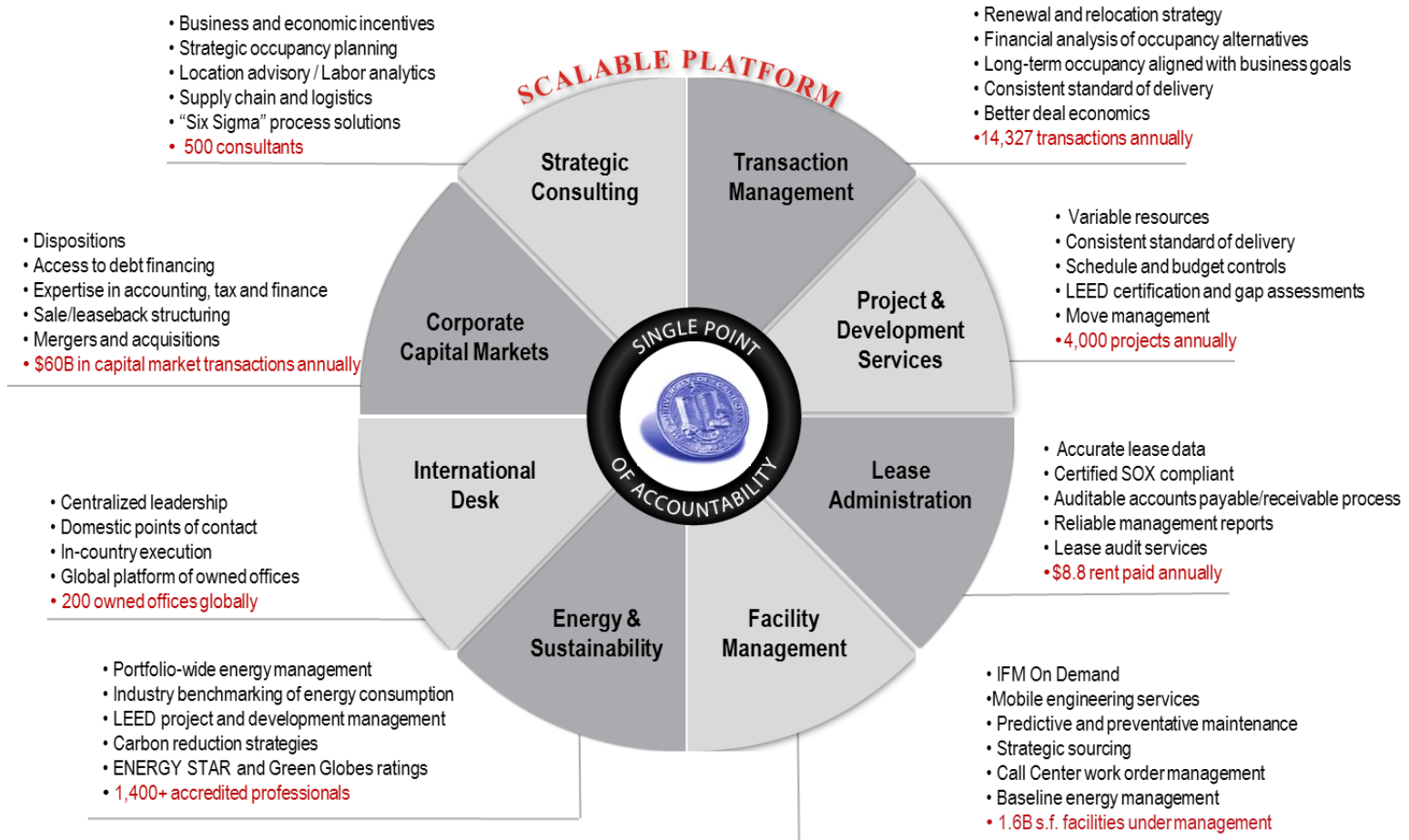
Jones Lang LaSalle (JLL)

A Global Comprehensive Real Estate Services Firm

- Operate in 70 countries from more than 1,000 locations worldwide.
 - 5 offices in Southern California
- 48,000 employees worldwide and over 14,000 in the United States.
- Completed 30,500 transactions for landlord and tenant clients in 2012, representing 618 million square feet of space;
- Provided capital markets sales, acquisitions and finance transactions totaling \$63 billion;
- Industry leader in property and corporate facility management services, with a portfolio of 2.6 billion square feet worldwide;
- Extensive Project and Development Services capabilities and is the ninth largest project management firm in the U.S. (Engineering News Record -2012)
- Dedicated Public Institutions Practice exclusively serving the needs of Government and Higher Education

Jones Lang LaSalle

Provide a Spectrum Of Services for Real Estate and the Built Environment



JLL's CI Project 2025 Partners



- One of the largest and most respected providers of Architectural and Engineering technical services in the world.
- Have worked on over 100 projects for the CSU system
- Will provide cost estimating, market research, performance specification and life cycle cost analysis services

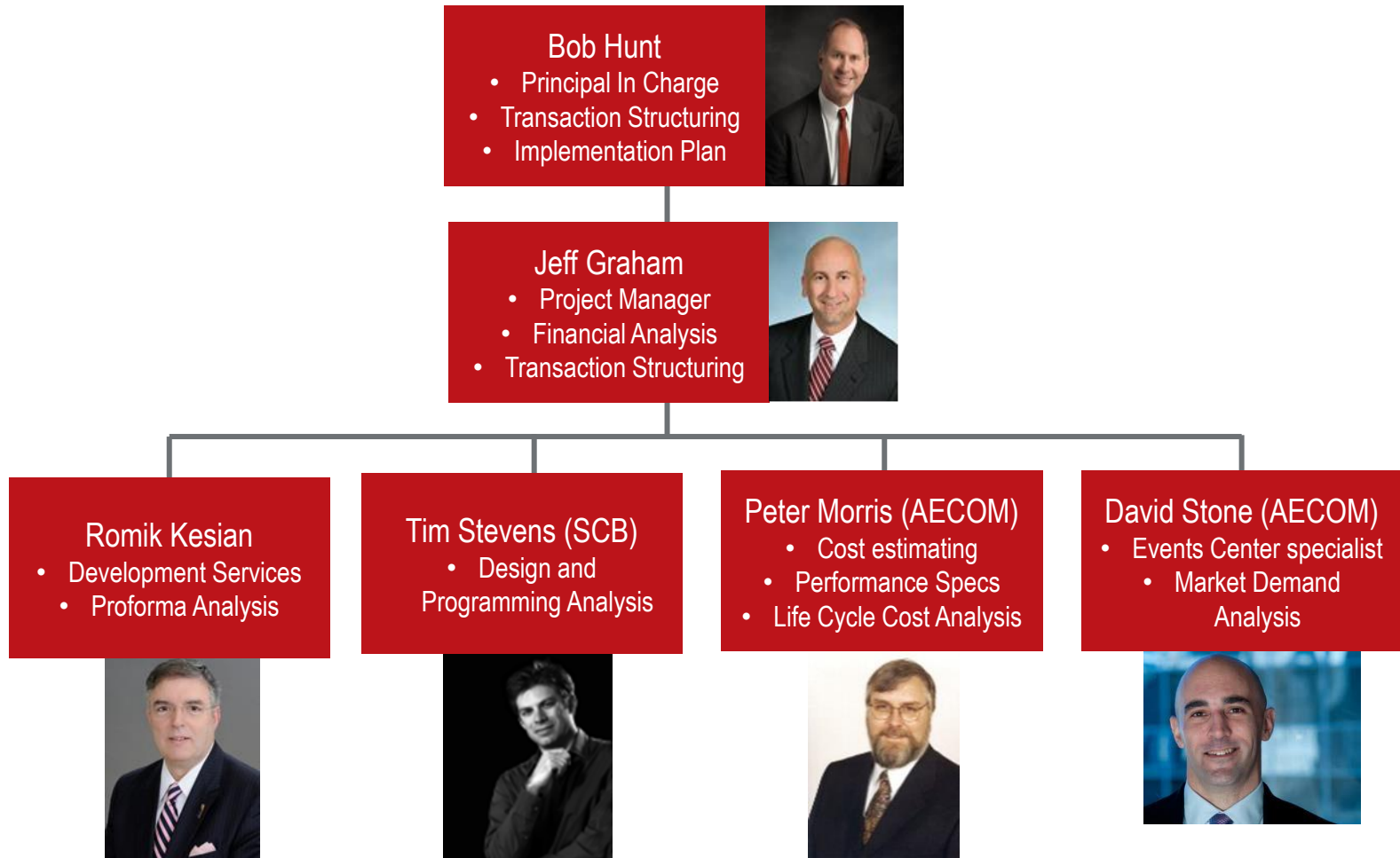
Solomon, Cordwell & Buenz (SCB)



- Award winning architecture, interior design, and planning firm that practices nationally and internationally from offices in Chicago and San Francisco
- Deep experience with Higher Education and the CSU system
- Will provide Program analysis services and other architectural services that may be required in later phases of the project

Your Core Team

Senior team of specialists with a successful track record of working together



Our Understanding of the 2025 Goals

Summary of initial work session with CI 2025 Project Team

- **Develop viable economic plans to support enrolment growth between now and 2025**
 - Academic Spaces
 - Support spaces and services to keep up with campus expansion
 - Plan for 5 and 10 year horizons
- **Identify and leverage all potential revenue sources**
 - State Funding
 - Site Authority (housing, retail, etc.)
 - Student Housing and parking
 - Public/public and public/private partnerships
 - Student fees
 - Grants and donors
- **Facilitate integration of campus with surrounding community**
 - Continuing Ed, Events, Athletics, Lecture Series, etc.

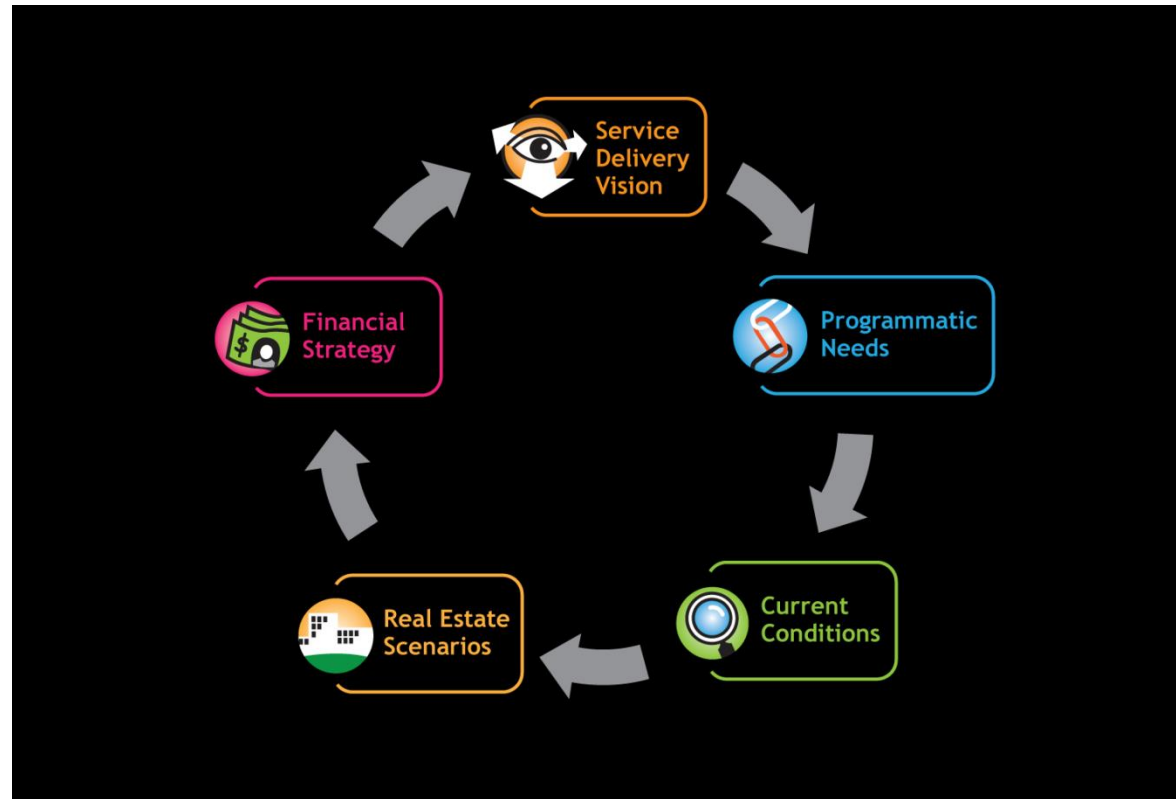
Our Initial Assignment

Assisting CI to Achieve its 2025 Development Aspirations

- Identify the optimal way implement the Project 2025 Programmatic needs
 - 0 – 5 years
 - 6 – 10 years
 - Beyond 10 years
- Preparation and evaluation of financial, SWOT and life cycle cost analysis of the alternative methods and approaches to delivery of the programmatic academic, student housing, and student services elements of the CI 2025 Project
 - Evaluate all potential revenue sources, including market demand and risk
 - Evaluate alternative financing and development structures, including public/private and public/public partnerships
 - Develop up to 3 strategies to support the achievement of Program priorities
- Develop an implementation plan for the selected development strategy

Our Process

- Continuous Learning Loop
- Highly collaborative, iterative process
- Expected Duration of 6 months



Schedule

		May		June					July				August				September					October			
	Week of	19-May	26-May	2-Jun	9-Jun	16-Jun	23-Jun	30-Jun	7-Jul	14-Jul	21-Jul	28-Jul	4-Aug	11-Aug	18-Aug	25-Aug	1-Sep	8-Sep	15-Sep	22-Sep	29-Sep	6-Oct	13-Oct	20-Oct	27-Oct
	Phase I Due Diligence & Diagnostics																								
	Academic Track																								
	Financial Track																								
	Events Center Track																								
	Community Partnership Track																								
	Phase II - Scenario Development and Selection																								

Key Activities

Assisting CI to Achieve its 2025 Development Aspirations

- **Initial Due Diligence** (2 weeks)
 - Evaluate all relevant past reports and studies
 - Review current Program for Academic and Student Services
 - Establish Framework for Development Scenarios
 - Establish Initial Goals and Objectives
- **Diagnostics** (6 weeks)
 - Stakeholder Interviews (CI and surrounding communities)
 - Market Studies (Events Centre, Student Housing, Retail, University Glen)
 - Program Review & Evaluation
 - Initial Financial Analysis
 - SA financial evaluation

Key Activities and Timeline

Assisting CI to Achieve its 2025 Development Aspirations

- **Summarize Initial Findings and recommend scenarios to develop (2 weeks)**
 - Review with CI Project Team
 - Presentation to CI Cabinet
- **Develop Strategies to achieve CI 2025 Goals and Objectives (6 Weeks)**
 - Program definition and cost analysis
 - Market Demand studies
 - Pro forma financial analysis
 - Potential partnerships and transaction structures
 - Financing Strategies
 - SWOT analysis
- **Develop Implementation Plan for selected Development Strategy (2 weeks)**



Thank you