

$\frac{3000}{3500}$ MARINA **BRISBANE, CA**

**UNIQUE OFFICE/LAB
DEVELOPMENT OPPORTUNITY
IN THE HEART OF THE BAY AREA'S
LIFE SCIENCES REGION**



EXECUTIVE SUMMARY



**CUSHMAN &
WAKEFIELD**

EXECUTIVE SUMMARY



MARINA BOULEVARD

3000
3500 MARINA



**HIGHWAY 101 DEVELOPMENT SITE****8.9 ACRES****OFFICE/R&D/LAB****438,104 BUILDABLE SQUARE FEET**

THE OFFERING

Cushman & Wakefield, Inc. as exclusive advisor is pleased to present the opportunity to acquire 3000-3500 Marina Boulevard (the "Property"), an 8.9 acre development site strategically situated along the San Francisco Peninsula in Brisbane, California. The site is approved under a 10-year Development Agreement (and First Amendment effective April 2017) with the City of Brisbane for approximately 438,104 square feet of office/lab space spread across two buildings along with a 5-level parking structure. Conceptual development plans include stunning design features, Highway 101 identity, flexible floor plans suited for a single or multiple users, abundant parking, and panoramic views of the San Francisco Bay, mountains, and Downtown San Francisco. The fee simple interest in 3000-3500 Marina Boulevard is being offered for sale without an asking price and on an all-cash basis.

The Property's exceptional Peninsula location within the Sierra Point submarket provides quick access to Highway 101, rail transit systems, San Francisco International Airport, numerous hotels and amenities, and the San Francisco Financial District. The advantageous Development Agreement and First Amendment in-place (defining the ability to build lab space and extending the term by 10 years), along with the Property's optimal location, create an outstanding opportunity for a developer or user to build a best-in-class office/R&D/lab campus in one of the Bay Area's most dynamic submarkets.

DEVELOPMENT SUMMARY

Site Address	3000 – 3500 Marina Boulevard Brisbane, CA 94005
Site Area	8.9 acres
Use	Office/R&D/Lab
Total Buildable Square Footage	Approximately 438,104 SF
Number of Buildings	Two
Number of Stories	3000 Marina: 10 stories 3500 Marina: 8 stories
Approved FAR	1.13
Parking Spaces	Structured – 1,175 (5-stories) Surface - 211 Total - 1,386
Parking Ratio	3.16 / 1,000
Development Agreement Term	April 1, 2027 (per the First Amendment)

DEVELOPMENT HIGHLIGHTS

10-YEAR DEVELOPMENT AGREEMENT WITH ABILITY TO BUILD HIGHLY SOUGHT-AFTER LAB SPACE

A Development Agreement with the city of Brisbane executed in June 2012 (with a First Amendment effective April 1, 2017) allows for the development of approximately 438,104 square feet in two buildings (one 8-story and one 10-story). The amendment defines the ability to build lab space, substantially enhancing the project's appeal to life science users.

HIGHWAY 101 EXPOSURE

The future development will benefit from ±782 linear feet of frontage along Highway 101, providing an outstanding signage opportunity with that will enjoy exposure to ±200,000 cars per day.

782' HIGHWAY FRONTAGE

200,000 CARS PER DAY



N →



**5-LEVEL PARKING GARAGE
(1,175 STALLS)**

10-STORY BUILDING

8-STORY BUILDING

MARINA BOULEVARD



SIERRA POINT MASTER PLAN

Sierra Point is comprised of 130 acres located on the San Francisco Peninsula in the cities of Brisbane and South San Francisco along Highway 101. The submarket is currently improved with a mix of mid-rise office buildings and hotels with available potential development sites. A conceptual master plan established by the city of Brisbane provides a long-term vision for the submarket which would include the development of eight office/R&D/life science buildings (spread across three campuses), retail amenities, a 700-room hotel and a city park.



**BRISBANE
MARINA**

**PROPOSED OFFICE
PARK DEVELOPMENT**

**HCP SIERRA POINT
5 BUILDINGS
540,000 SF**

**PROPOSED HOTEL
(700 ROOMS)**

**3000
3500 MARINA**



LIFE SCIENCE MARKET HIGHLIGHTS

GLOBAL HUB FOR LIFE SCIENCES & BIOTECH

The Bay Area retains the highest concentration of life science and biotech employees in the state and the San Francisco Peninsula is the location of choice for some of the world's premier life sciences, biotechnology, and pharmaceutical firms. San Mateo County contains 14.9 million square feet of biotech/life science space, accounting for approximately half of the Bay Area's total inventory. The majority of life sciences companies have collected near and around South San Francisco (just south of Sierra Point) where Genentech has established a significant presence and nicknamed the city the "Birthplace of Biotechnology."

CONTINUED SECTOR GROWTH

Thirteen San Mateo County based companies went public in 2015 and 2016 with a strong concentration in the life science sector including: Natera (\$180 million), Aimmune Therapeutics (\$160 million) and Global Blood Therapeutics (\$120 million). The growth of this sector is particularly apparent as the market has continued to witness the conversion of office buildings into life science and R&D use over the past 2 years.

SCARCITY OF LARGE BLOCK LIFE SCIENCE SPACE

The North San Mateo County submarket (South San Francisco, Brisbane, San Bruno, Millbrae, and Burlingame) absorbed more than 1.2 million square feet of life science space over the past eight quarters, bringing the vacancy rate down from 8.4% to 2.7% despite the addition of nearly 300,000 square feet of new inventory. The current submarket vacancy rate is made up of just four availabilities. This extreme supply shortage has resulted in a run up in asking rents. The average asking rent stood at \$4.75 (NNN) at year-end 2016, representing a 43% increase from one year prior. 3000-3500 Marina Boulevard is ideally positioned to capitalize on this supply/demand imbalance.

NORTH COUNTY SAN MATEO LIFE SCIENCE MARKET

2.7%

VACANCY

**\$4.75
NNN**

AVG. ASKING RATE

43%

INCREASE IN PAST
12 MONTHS

OFFICE/R&D MARKET HIGHLIGHTS

OUTSTANDING LOCAL MARKET DYNAMICS

Serving as a link from San Francisco to Silicon Valley, the San Francisco Peninsula is the location of choice for a wide range of businesses due to its transportation infrastructure and a vast array of amenities. Because of its location advantages, the office and R&D market continues to benefit from strong tenant demand. The market absorbed 3.3 million square feet over the past 24 months placing significant downward pressure on the region's vacancy levels. At year-end, the overall vacancy rate stood at 7.7%, compared to 9.5% at the end of 2014. Diminishing vacancy has continued to have a positive impact on average asking rents which reached \$5.14 per square foot at year-end (Class A, Full Service), representing a 10% increase from one year prior.

PENINSULA OFFICE/R&D MARKET



7.7%

VACANCY



\$5.14 FS

CLASS A AVG.
ASKING RATE

↑
10%

INCREASE IN PAST
12 MONTHS

LOCATION HIGHLIGHTS

SUPERIOR FREEWAY ACCESS

Ideally positioned along Highway 101, the Property is an estimated 5-minute drive to San Francisco International Airport (SFO) and a 20-minute drive to the San Francisco Financial District. Running North-South along the entire west coast, Highway 101 is one of the most traveled routes in the state and serves as the primary connection between the region's business centers and the suburban neighborhoods in the South Bay, SF Peninsula and North Bay. Additionally, Interstates 280 and 380 are within minutes of the Property.

PROXIMITY TO PUBLIC TRANSIT

Access to public transportation is a key factor for Bay Area businesses when selecting a location. Properties located within the Sierra Point submarket are provided with shuttle service to the nearby Millbrae Transit Station where commuters can access both BART and Caltrain service. Together, these major commuter rail services provide direct connections to five Bay Area counties. Shuttle services run every ± 30 minutes during peak commute hours. The Property is located within 5 minutes of the South San Francisco Caltrain station.



SOUTH SAN FRANCISCO CALTRAIN STATION

SOUTH SAN FRANCISCO FERRY TERMINAL

3000 3500 MARINA

MARINA BOULEVARD

US 101

Caltrain

CONCENTRATION OF INSTITUTIONAL OWNERS AND HIGH PROFILE USERS

The immediate area (Brisbane/South San Francisco) features a significant number of nationally recognized institutional owners and biotech users including Genentech/Roche, Amgen, HCP, BioMed Realty Trust, Alexandria Real Estate, Phase III Properties, and Boston Properties.

LIFE SCIENCE DEVELOPMENT & CONVERSION SITES

DOWNTOWN SAN FRANCISCO

3000 3500 MARINA

SOUTH SAN FRANCISCO FERRY TERMINAL



RevMab Biosciences
Walmart

successfactors
An SAP Company

RIGEL

FLUIDIGM

CollabNet

HITACHI
Inspire the Next

ebay
ultragenyx
pharmaceuticals

Colico
prothena

life
technologies

CYTOMX
THERAPEUTICS

ACTELION

Theravance
Biopharma
Medicines That Make a Difference

AMGEN

INTREXON

solazyme
JENALI
pharmaceuticals

NGM Bio

CALITHERA
BIOSCIENCES

CELLEGY

Genemed
Quality is in Our Genes

ONYX
pharmaceuticals

verily

RINAT
CYTOKINETICS

PORTOLA
ALIOS
BIOPHARMA

ORIC

Genentech

Counsyl

E GRAND AVE

US 101

3000 3500 MARINA

INVESTMENT CONTACTS

STEVE HERMANN
Executive Managing Director
+1 415 677 0465
steve.hermann@cushwake.com
Lic. 01352679

ERIC FOX
Executive Managing Director
+1 408 615 3469
eric.h.fox@cushwake.com
Lic. 01209035

ADAM LASOFF
Managing Director
+1 415 773 3536
adam.lasoff@cushwake.com
Lic. 01891096

SETH SIEGEL
Executive Managing Director
+1 415 773 3580
seth.siegel@cushwake.com
Lic. 01493953

LOCAL MARKET ADVISORY

MIKE MORAN
Managing Principal
+1 650 401 2121
mike.moran@cushwake.com
Lic. 00901003

BEN PAUL
Executive Managing Director
+1 650 867 9639
ben.paul@cushwake.com
Lic. 01210872

DEBT & EQUITY ADVISORY

KURT SCHEIDT
Managing Director
+1 415 677 0479
kurt.scheidt@cushwake.com
Lic. 01014206

NORCAL INSTITUTIONAL CAPITAL MARKETS GROUP

STEVE HERMANN / ERIC FOX / ADAM LASOFF / SETH SIEGEL / GEORGE ECKARD