

# Montezuma Water LLC

New Public Private Partnership Strategies

Presentation to CCSDA

September 19, 2022

# Background on the Montezuma team

- ▶ **Montezuma Water LLC is part of a family of companies that owns and develops sustainable projects all around SF Bay**
- ▶ **Combines unique technical, management, permitting and entrepreneurial capabilities:** Can often result in projects nobody else thought of.
- ▶ **Has undertaken innovative projects since 1985 with a range of partners:** Port of Oakland, Santa Fe Land Company, US Army, Major Private Landowners, Cities, Special Districts
- ▶ **Has worked on over 2,000 projects including some in Contra Costa County:** Project history started with bringing innovative solutions to environmental problems in the 1980s.
- ▶ **Based in Emeryville, CA**

# Benefits of a P3 Project

- ▶ **Normally occurs after the public agency designs a project:** Private partners are usually selected on their abilities to finance and execute the public agency design
- ▶ **Lowest cost and risk on complexity:** P3 team engages early to value engineer and resolve options, delivers on time or loses money.
- ▶ **Acceleration:** Integrated delivery can accelerate permitting and begin construction as design advances, reducing delivery by 1+ years.
- ▶ **Reduces staff burden:** Partnering early provides staff with expert resources that allow them to focus on other urgent utility priorities.
- ▶ **Combines Capabilities of Public and Private Partners:** Public and private partners each have unique skills and capabilities

# Benefits of an Early P3 Strategy

- ▶ **Brings entrepreneurial capabilities to the project before it's fully designed:** P3 Team can generate creative ideas and solutions that wouldn't ordinarily be part of a public agency decision-making analysis.
- ▶ **Results in project options that wouldn't normally be considered in a P3 solicitation:** Private partner can design and evaluate these options at its cost, and present those that survive internal analyses when ready.
- ▶ **Acceleration:** New ideas can further reduce project delivery timelines and chances of success

# Jersey Island as a Project Example

- ▶ **Goal setting**
- ▶ **Public solicitation and selection**
- ▶ **Refinement of goals and analysis of project options**
- ▶ **Innovative plan to maximize land value to ISD**
- ▶ **Montezuma takes on early burden of vetting the plan**

# Jersey Island Proposed Land Plan

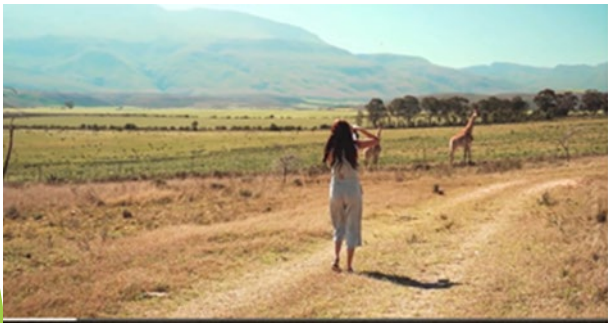
## ▶ Major ISD Goals

- ▶ Reduce public expenditures for ratepayers
- ▶ Retain critical functions on Jersey Island
- ▶ Eventually transfer burden of land ownership to private partner

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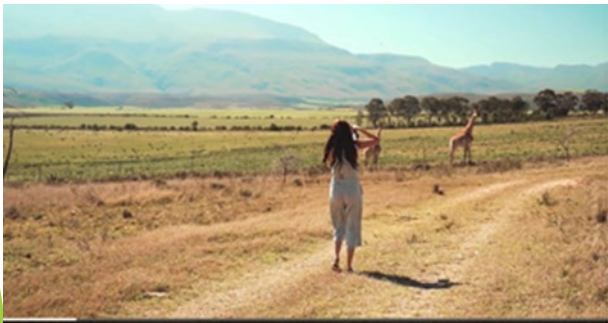
- ▶ **Additional Goals after selection of Montezuma**
  - ▶ Physical, financial and environmental sustainability for Jersey Island
  - ▶ Provide a range of unique educational, business, employment and entertainment opportunities for the surrounding community
  - ▶ Reduce the carbon footprint of current uses

## Montezuma's Proposed New Use Combines Economic, Environmental and Climate Benefits



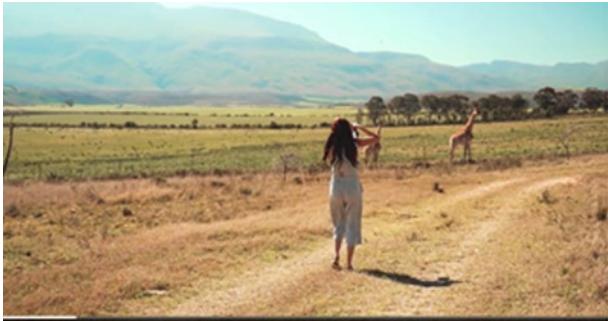
- ▶ Agricultural and park uses (maintained on over 90% of the Island)
- ▶ Wildlife Rescue Center and Refuge run by a major West Coast Zoo replaces cattle grazing and provides important conservation benefits for a range of species
- ▶ Development of approximately 150 MW of renewable green power makes the project carbon negative and helps fulfill the County's renewable energy goals
- ▶ Public Marina and Watersports Center including Wave Pool and constructed beach on the interior of the site provides beach and water access like nowhere else in the County

## Montezuma's Proposed New Use Combines Economic, Environmental and Climate Benefits



- ▶ Sports and Recreation Center provides unique recreation opportunities for E County residents
- ▶ Habitat Enhancement and Mitigation Bank
- ▶ Construction of Up to 450 Single Family Homes (700 would be allowed under Agricultural Zoning) pays for site infrastructure and for wildlife, beach and sports amenities
- ▶ Hotel and ferry terminal bring tourism, and outside income, jobs and business opportunities to E County

# Montezuma's Proposed New Use



**JERSEY ISLAND**  
CONTRA COSTA COUNTY | CALIFORNIA  
MONTEZUMA WATER LLC | 20-123  
DATE 10 | 06 | 21

1"=2000'-0" SCALE NORTH  
0 2000 4000

SITE PLAN | SP1



# Jersey Island Plan

- ▶ Can achieve all of ISD's goals plus a range of economic, educational and environmental benefits for the surrounding community
- ▶ ISD Board approved pursuit of New Use
- ▶ Progressive Permitting allows Habitat Restoration and Wind Energy to Proceed on Independent Paths
- ▶ Montezuma pays all costs and takes all risks

# Contact Info

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