



Contra  
Costa  
County

To: Board of Supervisors  
From: Keith Freitas, Airports Director  
Date: October 12, 2021

Subject: Exclusive Negotiating Agreement – Concord Aero 10, LLC for Land at the Buchanan Field Airport

---

**RECOMMENDATION(S):**

APPROVE and AUTHORIZE the Director of Airports, or designee, to execute an Exclusive Negotiating Agreement with Concord Aero 10, LLC, a Delaware limited liability company, for the negotiation of a long-term lease of approximately 9-acres of land on the west side of the Buchanan Field Airport, Concord/Pacheco Area.

**FISCAL IMPACT:**

There is no negative impact on the General Fund. The Airport Enterprise Fund could realize lease and other revenues. The County General Fund could realize sales tax and other revenues if a lease is successfully negotiated.

**BACKGROUND:**

After the County received a proposal from Montecito Development Company (Montecito) for the development of a 9-acre site on the west side of Buchanan Field Airport, on February 25, 2020, the Board authorized the Director of Airports, or designee, to negotiate a long-term ground lease and development terms for the site. After a solicitation for competitive interest in the site, no other proposals were received. Montecito

☒ APPROVE

☐ OTHER

☒ RECOMMENDATION OF CNTY ADMINISTRATOR

☐ RECOMMENDATION OF BOARD COMMITTEE

Action of Board On: **10/12/2021** ☒ APPROVED AS RECOMMENDED ☐ OTHER

Clerks Notes:

**VOTE OF SUPERVISORS**

AYE: John Gioia, District I Supervisor  
Candace Andersen, District II Supervisor  
Diane Burgis, District III Supervisor  
Karen Mitchoff, District IV Supervisor  
Federal D. Glover, District V Supervisor

I hereby certify that this is a true and correct copy of an action taken and entered on the minutes of the Board of Supervisors on the date shown.

ATTESTED: October 12, 2021

Monica Nino, County Administrator and Clerk of the Board of Supervisors

By: Stacey M. Boyd, Deputy

Contact: Beth Lee, (925)  
681-4200

cc:



BACKGROUND: (CONT'D)

subsequently formed Concord Aero 10, LLC (Concord Aero 10) to enter into the exclusive negotiating agreement with the County and to develop the property.

Concord Aero 10 desires to lease the site, which is located on the west side of Buchanan Field Airport generally between Sally Ride Drive and the airfield, and develop it for aviation purposes. The exclusive negotiation agreement will enable Concord Aero 10 to actively market the property in order to identify a tenant or tenants. In addition, the exclusive negotiating agreement will enable the County and Concord Aero 10 to feel confident in proceeding with the CEQA process, as mandated by State law.

Development of this 9-acre vacant parcel would expand economic development activity at the Buchanan Field Airport and lead to increased revenues to the Airport Enterprise Fund and added local jobs.

CONSEQUENCE OF NEGATIVE ACTION:

A delay in entering into an exclusive negotiating agreement will delay development of vacant land at Buchanan Field Airport and may negatively impact the Airport Enterprise Fund and County General Fund.