

FABC- Finance and Business Committee of the NCNC-UCC

Report and Recommendation to NCNC-UCC Council Meeting May 15, 2021

Dear Council Members,

FABC has been actively working on its charge from the Delegate's March 13<sup>th</sup> meeting that authorized the hiring of a real estate broker, and to explore the letter of interest from the Northern California Dance Collective (NCDC) and any other bona fide offers to purchase Camp Cazadero.

Immediately after the Delegate's meetings, FABC initiated a vetting process and interviews with two prospective real estate brokers. Jeff Bounsall of Compass Realty Sonoma was engaged in early April as our broker to list the property and guide us through the complexity of making a formal listing and for receiving and considering offers. Jeff has 37 years of experience in Sonoma County. Jeff recommended to FABC to engage Tom Havistead who specializes in research with Sonoma County regarding all aspects of permit history of Camp Caz. This work is a critical part for a seller to make full and detailed disclosure to potential buyers, especially with a complicated property as Camp Caz with a long history.

Initially FABC was focused on working with the NCDC that had sent a letter of interest early in 2021, and made several visits to Camp Caz to investigate the property. A collaborative relationship was developed between FABC and NCDC members to see if an agreement could be made. It was our intention that Jeff Bounsall would facilitate this negotiation as a point person as well as bringing strong real estate knowledge and negotiation experience. Several meetings were held in April with FABC members, NCDC and Jeff Bounsall. Around the third week of April, NCDC decided to retain their own broker to represent them in negotiations. FABC advised NCDC that they would have an exclusive opportunity to present an offer by May 1<sup>st</sup> before Camp Caz would be released on the Multiple Listings.

NCDC did not present an offer by that time so the MLS listing proceeded May 1<sup>st</sup> and Jeff Bounsall started receiving inquiries and requests to show the property. As of today May 14<sup>th</sup>, around 15 inquiries were received, and several parties visited the property shown by Jeff Bounsall and his son Casey. As of May 13<sup>th</sup> two formal offers were received, one from NCDC and the other from the Shelterwood Collective ([www.shelterwoodcollective.org](http://www.shelterwoodcollective.org)) based in Berkeley.

FABC considered both offers based on five criteria:

1. A purchase price that meets or exceeds the \$3.5M listing price.
2. A purchase that does not require NCNC financing.
3. A buyer/organization that has a commitment to preserving the CAZ property and lands and will consider engaging with the Sonoma Land Trust for a long term deed commitment to preservation of the property outside the building envelope.
4. A buyer that will be open to offer NCNC camp opportunities at prevailing rates.
5. A buyer that has a positive reputation in the greater community.

Based on these criteria, FABC is recommending to Council the Shelterwood offer which meets all of them. Shelterwood's enthusiasm and strong interest in the property is expressed in their offer letter, and is backed by a formal purchase offer that Jeff Bounsall characterizes as one of the cleanest he has seen in many years, and it exceeds the listing price. Shelterwood objectives for use of the camp appear to be much in line with NCNC values, and they expressed an interest in collaboration around camping programs.

FABC heartily recommends the Shelterwood purchase agreement to the NCNC-UCC Council May 15<sup>th</sup>.

Members:

Carmelle Knudsen

Richard Brabham

Barbara Colliander

Jeannie Hobson

Melissa Tumaneng

Nick Kukulian

Diane Weible

**May 15, 2021**

**NCNC Council voted at today's meeting to move the recommendation of FABC to the Business**

**Meeting of NCNC on May 22, 2021**