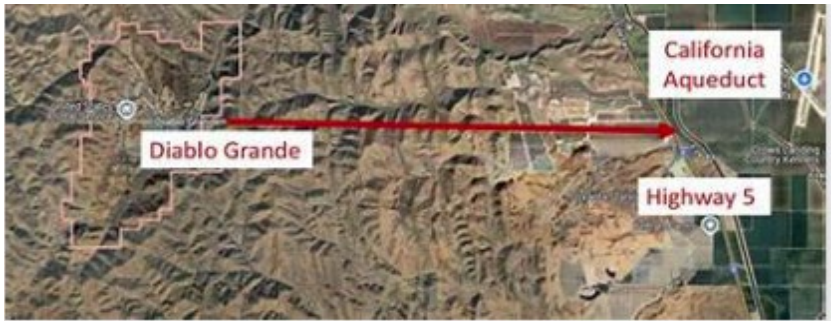
DIABLO GRANDE

Western Hills Water District





Presented To: Western Hills Water District of Diablo Grande, CA **August 17, 2026**

Prepared By: KW Government Services

Duncan Chapman, Managing Partner
Brice Shearburn, Project Lead, Public Private Partnership Director
Maureen Caldwell-Meurer, Regional Northern CA Associate
Nat Andreini, NW Regional Associate & Nonprofits Director

Proprietary Information -- Confidential

KW COMMERCIAL

GOVERNMENT SERVICES

KW Commercial Overview

KW COMMERCIAL

A company committed to excellence with 2,400 commercial agents in over 774 Market Centers across N. America

KW COMMERCIAL PHILOSOPHY

At KW Commercial, we believe that you are only as good as the people you are in business with. That's why we make it a priority to be in business with the best.

The Keller Williams philosophy of success through people and of seeking out win-win partnerships has fueled our company's growth to the largest real estate company in the world.

KW GOV SERVICES

Our goal is twofold in helping government agencies:
1- Monetize their real estate portfolio to reduce expenses
2- Create opportunities for economic development

MISSION

To build careers worth having, businesses worth owning and lives worth living.

VISION

To be the commercial real estate company of choice for a new generation of real estate agents, governmental entities, end users and property owners.

VALUES

God, Family, then Business

Table of Contents

- KW Commercial Overview
- WHWD Diablo Grande, CA Strategy
  - Process & Case Study: ”Client Pain Points”
- Why MMA (Monetizing Municipal Assets)?
  - Our Approach Unlocks the Value
  - Our Blueprint for Success
  - Partnership of Resources (Gov Agency, KW Commercial, Legal & Environmental)
- Services Provided by KWGS
- Case Studies
- KW Commercial Team Profiles

WHWD Diablo Grande's Strategy

COMMUNITY FOCUS

- What is the Community's vision for Economic Development...?
- State the Community's goals & objectives to achieve their vision
- 2 to 3 Year Outlook
- Key Drivers

REAL ESTATE PORTFOLIO

- Property Issues and/or Opportunities
  - What are the specific priorities to be addressed
  - What actions need to be completed to move ahead
- How can Gov Services help address these priorities

Process & Case Study: "Client Pain Points"

WHAT OUR GOVERNMENT ENTITY CLIENTS TELL US…

- **"We have a portfolio of properties that should be considered for revenue generation."**
- **More and more "tax taken" properties with no plan for reuse or disposition**
- **Unclear on how to proceed…**
- **Underdeveloped / impaired properties with complex issues**
- **Zoning issues**
- **Cumbersome procurement/disposition process**

GOVERNMENT ENTITY CLIENTS ARE IN A MORE CHALLENGING WORLD

- **Budget constraints**
- **Increasing Capital Requirements**
- **Operational Expenses**
- **"Cash flow restrictions and heightened reserve requirements."**

Why MMA (Monetizing Municipal Assets)?

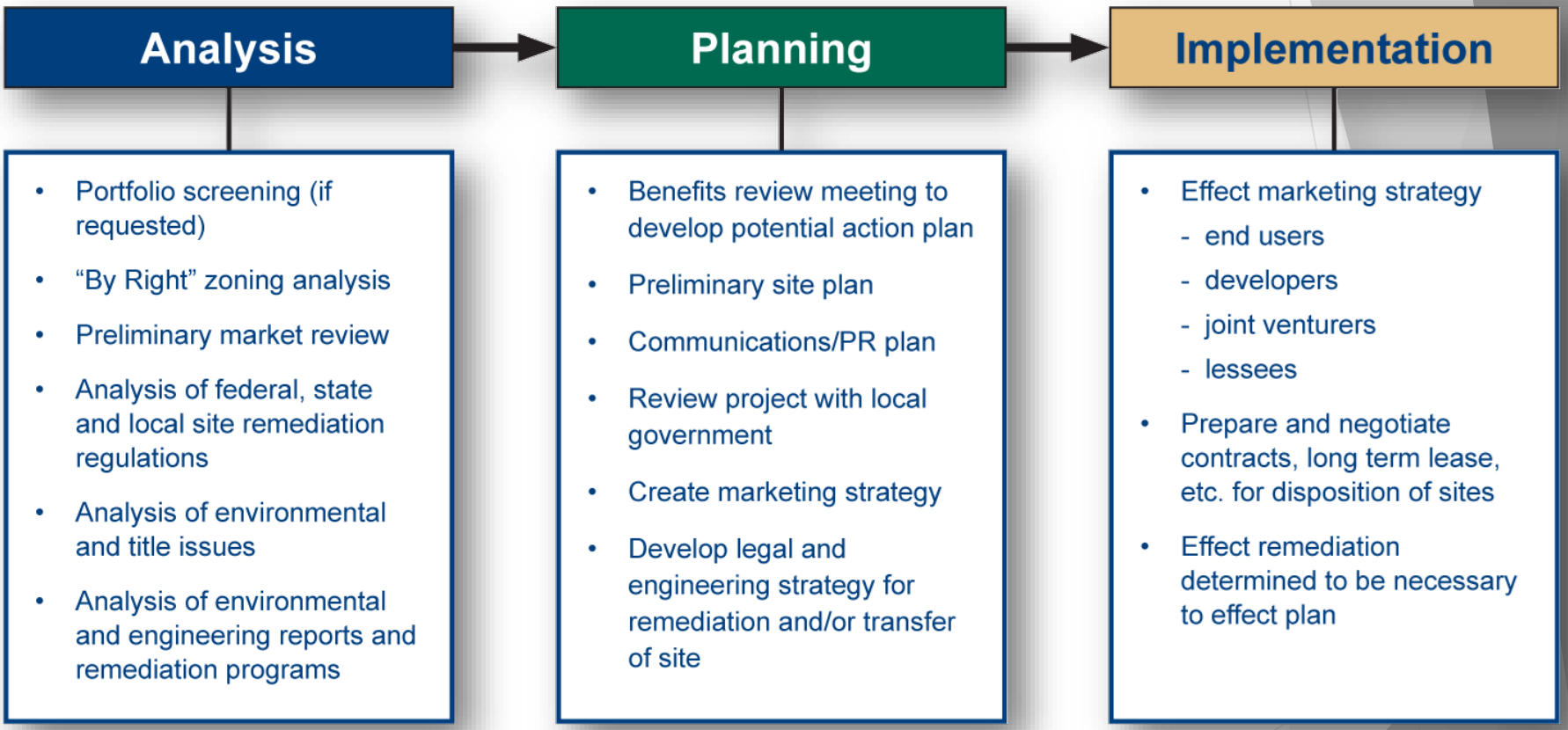
MONETIZE THE VALUE OF YOUR IMPAIRED, UNDERUTILIZED, AND/OR NON-PERFORMING ASSETS

- Create a revenue generation program
- Establish a program before the "Pain Points" force you to react
- Hire a consultant/broker to lead the program
- Unlock the "Hidden Value" of these owned/controlled assets

MMA'S PROCESS IS / WILL BE:

- Pro-active - Keeping the municipality in control
- Portfolio wide
- Team based – Complementing your staff, counsel and consultants
- Consider all land use alternatives
- Deliver results based on proven track-record

MMA: Our Blueprint for Success

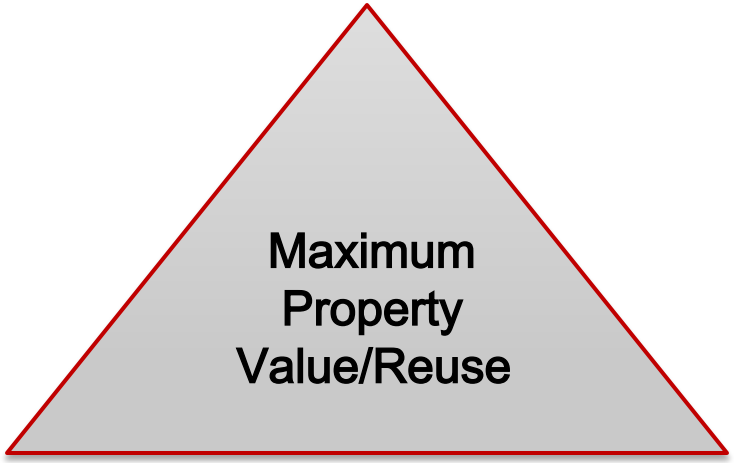


MMA: Partnership of Resources

Real Estate Considerations

(KW Commercial)

Highest & Best Use Evaluation
Identifying Market Uses
Market across North America
Local & State Programs: Incentives & Financing



Risk Management Considerations

(Outside Counsel)

Current and Future Liabilities
Purchase and Sale Agreements
Insurance Models
State Brownfield Credits
Environmental Liability Transfer

Environmental Liabilities

(Environmental Consultant)

Building Materials, Soil, Groundwater, Indoor Air
On-site and Off-site Concerns
Remediation Strategies
Probabilistic Cost Modeling
Environmental Liability Transfer

Case Study: Hull, MA Redevelopment Authority

NANTASKET AVENUE REDEVELOPMENT ASSESSMENT REPORT

PROJECT HISTORY:

KWGS completed an economic assessment of current and potential property valuations and related construction costs for a proposed mixed-use redevelopment opportunity that the Hull Redevelopment Authority was considering for a compilation of mixed-use land that they own along Nantasket Avenue in the busy beachfront community. The proposed project consisted of a mixed-use redevelopment that would provide housing, hotel, conference, retail, and open space uses. This report provides professional opinion for the valuation and construction costs of existing and proposed conditions for the proposed project. Report available upon request.

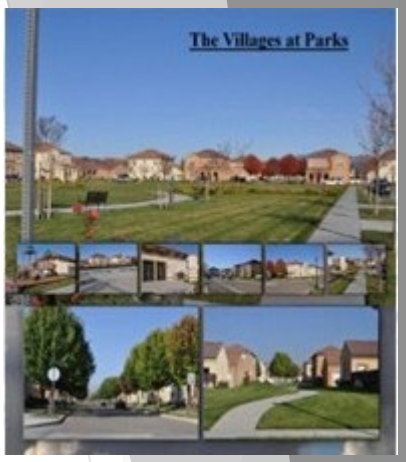
BENEFIT:

KWGS' assessment and valuation of property at this location assisted the community in determining potential costs and benefits associated with the noted mixed-use development.





Case Study: US Army Reserves Camp Parks Headquarters



6th Street Camp Parks, CA 94568 **Site Acreage: 84 acres**

Disposition Status

US Government Property Owned by USAR
Real Property Exchange (RPX) Completed Oct 2013
USAR received $126M in new construction and other reserve centers in exchange for the deed to the 84 acre parcel

Site History

Underutilized property within California Military Reserve Training Area Camp Parks
Next to expanding suburban communities
A quarter of a mile from a Bay Area Regional Transportation (BART) station

Environmental Issues:

Soil and groundwater contamination
Military property

Case Study: Gardner, MA

GARDNER REDEVELOPMENT AUTHORITY (GRA) BROKERAGE SERVICES

OVERVIEW:

- **KWGS, under a 2nd contract with the Gardner Redevelopment Authority (GRA) as their broker/consultant for the disposition of multiple properties.**
- **One 8-acre Industrial site on 10 yr. leased with option-to-buy, April 2020.**
- **One 10-acre Commercial site under "full price" purchase sale agreement, March 2020.**

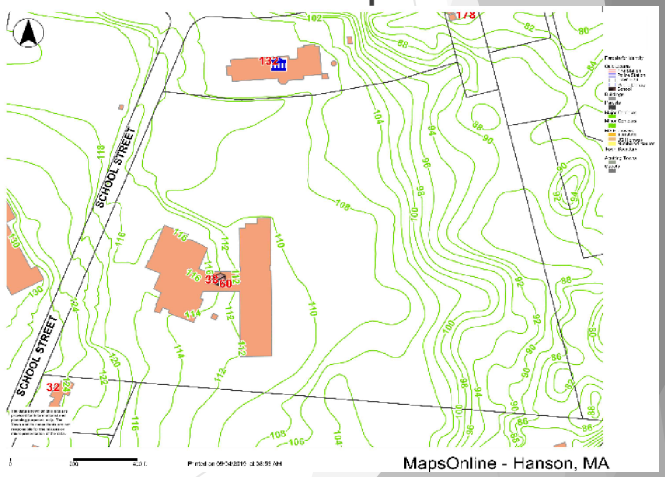
SOLUTION:

- **All assigned properties either under agreement or disposition has been completed..**



Case Study: Hanson, MA

- Gov Services competed and was selected by Town of Hanson to develop and manage an RFI & RFP for a Housing Development on a town parcel.
- The parcel was a former 30,000 SF middle school of 17 acres and is adjacent to the Town Library and Sr Center.
- The initial project concept is for 130 plus units
- The RFI has been completed. Developers and Architects have provided market intelligence for consideration for RFP.
- RFP to solicit and select developer Q2 2020.
- Planning and permitting Q3 2020.
- Construction commences Q4 2020.

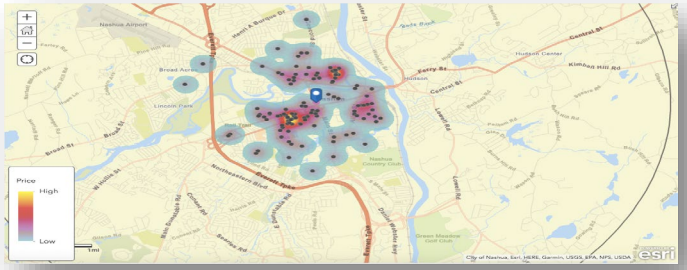


Case Study: Nashua, NH

CITY OF NASHUA, NH
MULTI-FAMILY HOUSING STUDY

PROGRAM OBJECTIVES:

- Determine potential demand for further development of market rate multifamily housing.
- Determine if Nashua's city-owned sites have potential for development.
- Provide a report for lenders to utilize in assessment of development of Multi Family housing in the city.



OUTCOME:

- The review included a segmentation analysis, research on all of the other existing multi-family housing projects in Nashua, and a full analysis of the third-party data. KWGS also completed first person research to provide real world data to determine what has happened, what are competitive projects, and where the market could potentially trend.
- The KWGS team submitted a multi-family study to the City of Nashua, NH that will assist in the City's future development, and provide the market and demographic data that provides the basis for recommendations.

Public Company Case Study: Texas Instruments

TEXAS INSTRUMENTS SENSORS & CONTROLS HQ CAMPUS ATTLEBORO, MA - SITE ACREAGE: 264 ACRES



- Hired January 2004
- RFP Process March-June 2004
- Purchase Sale Agreement executed July 2004
- Due Diligence Aug-Nov 2004
- Sold January 2005

SITE HISTORY:

- 800,000 SF of vacant manufacturing space in a market with negative absorption
- No demand for industrial land
- Environmentally challenged site with:
  - VOCs fuel oil and metals in soil and groundwater
  - Nuclear decommissioning project
  - Residual radium
  - Wastewater treatment sludge lagoons
  - Asbestos-containing material

Team Profile



Duncan Chapman

Managing Partner, Gov Services @ KW Commercial

Director, KW Commercial

Duncan is the Managing Broker for Government Services at Keller Williams. A retired Colonel, Duncan has extensive large-scale U.S. and international real estate brokerage experience. He has successfully worked on many government led real estate transactions at all levels: local, state, federal and quasi-government (e.g., military base redevelopments). Duncan has over 30 years of commercial and corporate real estate experience. He joined KW Commercial after eight years as President of Northeast Real Estate Solutions, Inc., a New England-based real estate brokerage and consulting firm. Prior to Northeast, he was a Senior Vice President at The Staubach Company for seven years, based in Boston, MA. He is a licensed real estate broker in Massachusetts and Rhode Island.

Duncan is a community leader, serving as a Commissioner on the Devens Enterprise Commission. Duncan has succeeded in completing complex projects for a diverse group of clients and organizations. Duncan's experience includes with clients such as Texas Instruments, Kaman Aerospace, and Cisco Systems.

Duncan Chapman • 617-545-4289 • Duncan@KW.com

Team Profile



Brice Shearburn

Public-Private Projects (P3) Director
@ KW Government Services

Brice Shearburn is a government-sector development specialist with more than 35 years of experience delivering federal, institutional, and mission-critical facilities. He has completed more than 70 GSA build-to-suit projects across seven states, serving agencies such as the Social Security Administration, DEA, ATF, DHS, the U.S. Attorney's Office, and the Federal Bankruptcy Court. His work includes site selection, feasibility studies, facility planning, adaptive reuse, and large-scale redevelopment of industrial and historic properties, overseeing more than 600,000 square feet of redevelopment and 750,000 square feet of commercial acquisitions and investments.

Since 2017, Brice has served as Managing Principal of Infill Delicate LLC, advising nonprofits and public agencies on facility strategy and development projects. Previously, as a Development Partner with JDL Castle Corporation, he delivered more than 1.55 million square feet of federal facilities and managed extensive industrial and commercial real estate portfolios. He holds a Bachelor of Arts in Humanities from Saint Louis University.

Team Profile



Maureen Caldwell -Meurer, Broker Associate

Keller Williams, Silin City/Santa Clara Valley

Commercial RE with a focus on Sustainable Management

Maureen is deeply passionate about sustainability and the environment, having recently earned a Certificate in Sustainable Management from Presidio Graduate School. She believes in the concept of Regenerative Business, which focuses on climate engagement by helping communities save money through green building practices while preserving vital resources.

Maureen is a dynamic real estate professional with over 10 years of experience in commercial and residential sales, leasing and financial analysis. She has a proven track record in client relationship management, contract negotiation and strategic marketing.

Maureen Caldwell-Meurer • 408.755.5972 • maureen@mcmrealty.org

Team Profile



Nat Andreini

NW Regional Associate
Nonprofits Director @ KW Government Services

Nat Andreini is a commercial broker with more than 10 years of nonprofit leadership and community education experience. He is focused on supporting nonprofits, mission driven organizations, and small businesses, leveraging his firsthand understanding of how these entities approach their real estate goals and needs. With intimate knowledge of the challenges and vulnerabilities that purpose driven organizations face, Nat positions his local experience and extensive network to create new opportunities that provide stability and growth for nonprofits and small businesses through real estate.

Prior to joining Keller Williams, Nat served as the founding co-director of a nonprofit museum where his tenacity and advocacy enhanced the organization's public profile to the national level by radically transforming the operational budget, procuring large-scale contracts, and through creative partnerships and fundraising.

Nat Andreini • 971.336.4123 • nat.andreini@kwcommercial.com