

JOINT VENTURE PARTNERSHIPS

US Citizenship & Immigration Services - Reno

The USCIS building in Reno is an approx. 18,000 s.f. facility designed and constructed to serve the needs of immigrants who wish to become naturalized citizens. The project incorporated extensive security protocols to meet the requirements of the Department of Homeland Security as it was constructed using a build to suit approach.

The land on which the building is located was originally a commercial lot for sale by a private real estate broker. California Gold Development Corp. had initially negotiated a purchase and sale agreement with the seller before creating a joint venture partnership with the family. In this case, the land owner pledged the value of the land based upon its fair market value as equity and California Gold agreed to provide its vertically integrated services to perform every necessary task to bring the project to completion under its 'one stop' platform. This included securing the lease agreement with the government, entitlement services to allow the development, and construction services to achieve the final result.

From our partner's perspective, they were able to preserve the value of their land without creating a taxable event upon the sale. California Gold was able to add value to the partnership by negotiating a return on the lease structure itself, through its construction management that generated over 20% in cost savings to the partnership, and through the final sale of the building



without the expense of a brokerage commission. All told, California Gold returned nearly 150% to its joint venture partner over and above the original land value invested in just over 18 months. As our partner Bud Flocchini said himself of California Gold, ***"We have been very satisfied with our experience with you, your partners and your personnel. Our joint venture met our every expectation and more. The outcome was even better than we thought possible. We hope we will have another opportunity to work together in the near future."***