



City of Oxnard, California
Request for Developer Qualifications
Multiple Mixed-Use Development Opportunity Sites

Group C (Plaza Park North)

Group F (Plaza Park South)

Group G (Plaza Park East)

RFQ Issued – Thursday, July 13, 2017
Deadline to Submit – Thursday, September 7, 2017 by 5:00 PM PST

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DEADLINE FOR SUBMITTAL: Thursday, September 7, 2017 at 5:00 PM PST

An electronic copy of the RFQ and supporting documentation can be accessed at the following location: <https://kosmont.box.com/s/txstejaibcnirb7fmfo3m5kpprac2mbn>

1. Introduction

The City of Oxnard is located on the “Gold Coast” of sunny California, approximately halfway between Los Angeles and Santa Barbara, and is known as the gateway to the Channel Islands. Oxnard is the only full-service City in Ventura County and is a thriving center of commerce, tourism, and industry. Oxnard is also the largest city in Ventura County with a population of over 200,000 residents.

While the City maintains steady growth with new development projects such as the Collection at RiverPark, a high-end office and retail shopping center, and Wagon Wheel, a 1,500-unit mixed-use development, it also promotes the preservation and economic health of its historic downtown as a vital mixed-use center of regional significance. Downtown Oxnard is the historic center of the City, located generally to the west of the Oxnard Boulevard and is centered on Plaza Park north of Fifth Street between B and C streets, which remains the City’s primary public space for special events.

Downtown Oxnard represents an undiscovered opportunity for new development. It is located just three miles south of the 101 Freeway and three miles east of Channel Islands Marina and the Pacific Ocean. Anchored by Plaza Park, the Oxnard Transit Center, providing Amtrak and Metrolink train service, Carnegie Museum, historic Heritage Square and a 14-screen movie theater, Downtown Oxnard is ripe for new residential and commercial development.



Previous Development Concept of Group C (Plaza Park North)

A. Overview of Sites

The City of Oxnard (“City”) and Oxnard Community Development Commission Successor Agency (“Successor Agency”)¹ invites developers to submit proposals for the development of three property groupings (Groups “C”, “F”, and “G”), which collectively total approximately 4.4 acres within historic Downtown Oxnard. Group C and Group F properties are partially owned by the Successor Agency and Group G properties represent a “bonus” development opportunity for developers interested in Group C and Group F. The properties are summarized as follows:

Group C (Plaza Park North): Suited for Mixed-Use Development (retail/residential). ~1.61-acre development opportunity located within historic Downtown Oxnard. Group C is comprised of seventeen (17) parcels (APN: 202-010-120, -121, -122, -123, -125, -127, -129, -131, -133, -135, -136, -137, -140, -141, -142, -143, and -144) and North Fifth Street, which is bordered by West Fourth Street to the north, South “C” Street to the west, Plaza Park to the south, and South “B” Street to the east (please see Figure 1).

Of the seventeen (17) parcels, Group C contains two (2) parcels owned by the former Oxnard Community Development Commission (now Successor Agency) (~0.34 acres), nine (9) parcels owned by the Oxnard Parking Authority (~ 0.49 acres), four (4) parcels owned by the City of Oxnard (~ 0.12 acres), and two (2) privately owned parcels, plus the potential for the inclusion of North Fifth Street for a total of ~1.61 acres. North Fifth Street is available for subterranean parking or outdoor seating, but it must remain open for weekly Farmer’s Market, on-going public events, and other special events at Plaza Park (please see Figure 1).

It is important to note that there may be design constraints to projects within this grouping due to the close proximity to the Carnegie Art Museum, a landmark on the U.S. National Register of Historic Places. The preferred respondent to this RFQ will need to demonstrate the ability to acquire the publicly owned property (~1.31 acres) and assemble/acquire adjacent privately-owned property (~0.30 acres) to consolidate ownership of the Site area.

Group F (Plaza Park South): Suited for Mixed-Use Development (retail/residential). ~1.50-acre development opportunity located within historic Downtown Oxnard. Group F is comprised of fourteen (14) parcels (APN: 202-010-302, -309, -310, -311, -312, -313, -314, -318, -319, -320, -321, -322, -323, and -324) and is bordered by West Fifth Street to the north, South “C” Street to the west, West Sixth Street to the south, and South “B” Street to the east (please see Figure 1 on page 5).

Of the fourteen (14) parcels, Group F contains two (2) parcels owned by the former Oxnard Community Development Commission (now Successor Agency) (~0.17 acres), four (4) parcels owned by the Oxnard Parking Authority (~ 0.39 acres), three (3) parcels

¹ References in this RFQ to “City” or “City/Successor Agency” refer to both the City and Successor Agency as separate legal entities.

owned by the City of Oxnard (~0.08 acres) (collectively ~0.64 acres of publicly owned property) plus five (5) privately owned parcels (~.86 acres) for a total of ~1.50 acres. The preferred respondent to this RFQ will need to demonstrate the ability to acquire the publicly owned property (~0.64 acres) and assemble/acquire adjacent privately-owned property (~0.86 acres) to consolidate ownership of the Site area.

Group G (Plaza Park East): Suited for Mixed-Use Development (retail/residential). ~1.28-acre development opportunity located within historic Downtown Oxnard. Group C is comprised of eleven (11) parcels (APN: 202-010-512, -517, -518, -519, -520, -521, -522, -523, -524, -526, and -527) and is bordered by West Fifth Street to the north, South “B” Street to the west, West Sixth Street to the South, and the midblock north/south alleyway between “A” and “B” streets to the east (please see Figure 1 on page 5).

Of the eleven (11) parcels, Group G contains four (4) parcels owned by the Oxnard Parking Authority (~0.81 acres), six (6) parcels owned by the City of Oxnard (~ 0.18 acres) (collectively ~0.99 acres of publicly owned property) plus one (1) privately owned parcel (~0.29 acres) for a total of ~1.28 acres. The preferred respondent to this RFQ will need to demonstrate the ability to acquire the publicly owned property (~0.99 acres) and assemble/acquire adjacent privately-owned property (~0.29 acres) to consolidate ownership of the Site area.

In 2016, the City of Oxnard in conjunction with the Congress for the New Urbanism (CNU) California Chapter solicited community input regarding transforming downtown Oxnard into a vibrant, pedestrian friendly, mixed-use area that includes parking, housing, shopping, and dining. The CNU used the public’s feedback to develop the Downtown Oxnard Vision Plan, which recommends the following actions to encourage Downtown revitalization:

1. “A” Street: The Main Street of Downtown (Section 2.2):

- a. Add a Class II bike lane to A Street from Third Street north to Deodar;
- b. Add bike parking near mid-block crossing;
- c. Improve landscaping and allow parklets (on-street dining areas);

2. Plaza Park (Section 2.4)

Implement the Plaza Park improvements such as a colonnade; kiosks for vending; creation of a plaza at the north end of the park; creation of a plaza through removal of turf in favor of hardscape in the southern half of the park.

3. Plaza Park Infill Development (Section 2.5)

Surround the park with multi-story, mixed-use buildings; and create a “restaurant row.”

4. Downtown Arts Hub (Section 2.6)

Create a “Downtown Arts Hub Liaison”; continue targeting film, production, and education opportunities; connect downtown restaurants with arts.

5. Infill Development (Section 2.7)

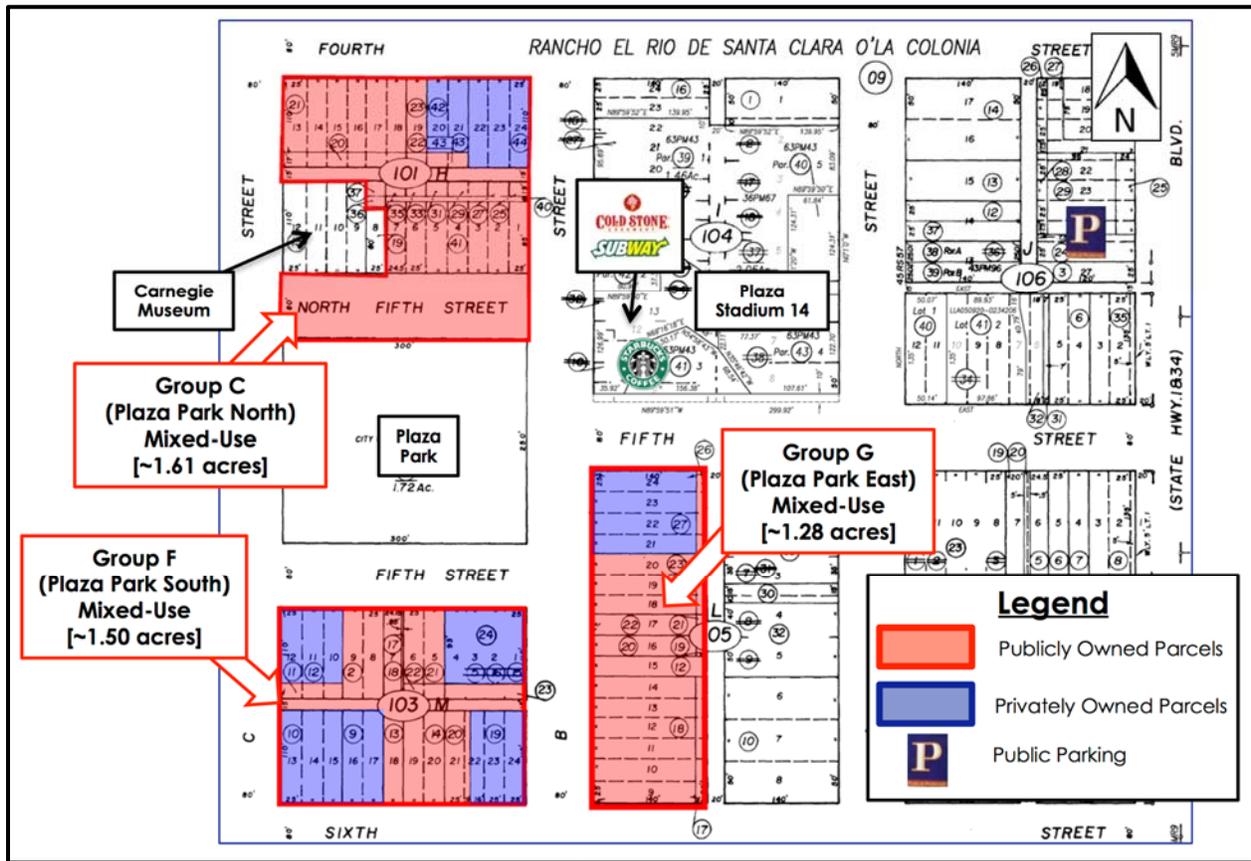
Implement the design and regulating plan from the Downtown District Master Plan to create “simple and elegant” architectural design for infill development.

6. Downtown Parking Strategy (Section 2.8)

Implement the 2009 Downtown Oxnard Mobility and Parking Management Plan to ensure good access; maintain pedestrian friendly street, and maintain sufficient parking.

The City is currently reviewing architectural guidelines and development standards for the Central Business District zone, which will also incorporate a permit streamlining program. The City is also reviewing its parking requirements and intends to establish an in-lieu fee. Respondents will be invited to participate as collaborative stakeholders and provide feedback on these initiatives.

Figure 1: Assessor Map with Ownership/Zoning Information – Groups C, F, and G:



Group	Ownership	APN	Acreage	Zoning
C	Public	202-010-120, 202-010-121, 202-010-122, 202-010-123, 202-010-125, 202-010-127, 202-010-129, 202-010-131, 202-010-133, 202-010-135, 202-010-136, 202-010-137, 202-010-140, 202-010-141, 202-010-143	~1.31 acres (Incl. N. Fifth Street)	Central Business District ("CBD")
	Private	202-010-142, 202-010-144	~0.30 acres	
	Total		~1.61 acres	
F	Public	<i>202-010-302, 202-010-311, 202-010-313, 202-010-314, 202-010-318, 202-010-320, 202-010-321, 202-010-322, 202-010-323</i>	~0.64 acres	
	Private	202-010-309, 202-010-310, 202-010-312, 202-010-319, 202-010-324	~0.86 acres	
	Total		~1.50 acres	
G	Public	202-010-512, 202-010-517, <i>202-010-518</i> , 202-010-519, <i>202-010-520</i> , 202-010-521, <i>202-010-522</i> , 202-010-523, <i>202-010-524</i> , 202-010-526	~0.99 acres	
	Private	202-010-527	~0.29 acres	
	Total		~1.28 acres	

Bold = owned by Successor Agency; *Italic* = owned by Oxnard Parking Authority

B. Overview of Development Considerations

The City desires that the selected developer(s) will be able to include the following design and development components:

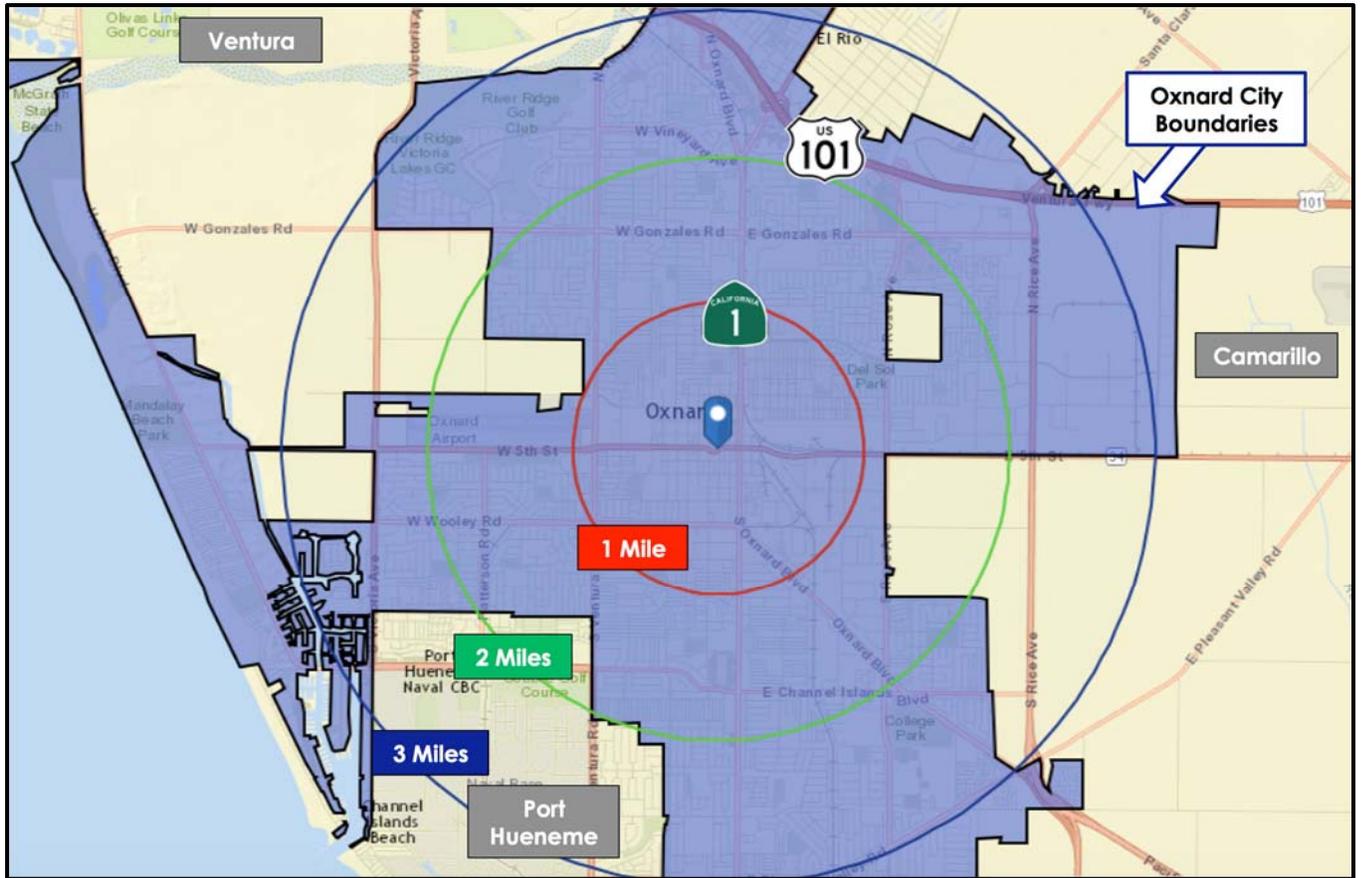
1. Potential uses identified by the City Council, Successor Agency and City staff include:
 - a. Restaurant anchor, retail, and/or commercial uses primarily on street level.
 - b. Residential uses primarily above and/or behind street level uses.
2. Proposed development(s) must meet the concepts, standards, and guidelines identified in the Oxnard Downtown Vision Implementation Plan (<https://tinyurl.com/ybtgw35v>), General Plan (<https://tinyurl.com/yavsxmbp>), and Zoning Ordinance (<https://tinyurl.com/ycvtwf8w>). Proposed development standards are currently under review and are subject to change.
3. Proposed development(s) must exemplify exceptional architecture and sustainable design and construction, as well as generate street-level activity. The developers selected to advance to **Round Two** of the RFQ process will have the opportunity to meet directly with staff to exchange priorities and details about the expected design, quality, and mix of the development as well as proposed offsite improvements that may impact this project.

These priorities will ultimately need to be considered and as part of the financial pro forma, valuation estimates, financial returns/feasibility, and estimates of project fiscal impacts that serve as the basis for the Letter of Intent (“LOI”) to be submitted in **Round Two** (see schedule).

4. The subject properties are all located within the downtown Oxnard Property Based Improvement District (“PBID”), which was formed in 2014 to help provide clean streets and public areas, enhance safety for professional employees and customers, and increase community awareness of downtown commercial and recreational activities. Each property owner will be assessed an annual fee based on lot area, building area, and street frontage.
5. Proposed development(s) should create pedestrian connectivity and synergy with the rest of Historic Downtown Oxnard, Oxnard Transit Center, Centennial Plaza, Carnegie Art Museum, and create a space for the community to gather.

Copies of a Regional Map and Site Aerial are provided on the following pages.

Figure 2: Regional Map and Demographics



OXNARD BY THE NUMBERS				
2017	City	1 Mile	2 Miles	3 Miles
Population	208,362	33,872	118,127	197,254
Pop. Aged 18-34	27.7%	28.5%	27.8%	27.8%
Households	51,967	7,930	28,140	48,670
Avg. HH Size	3.98	4.22	4.16	4.01
Avg. HH Income	\$81,657	\$62,030	\$74,588	\$79,457

MAJOR EMPLOYERS
Boskovich Farms Inc.
City of Oxnard
Dole Berry Co.
Haas Automation Inc.
Oxnard College
Oxnard Harbor District
Proctor & Gamble
St. John's Regional Medical Center

SITE FEATURES
Major employment Center in City
Short walk (0.25 miles) to Oxnard Transit Center
1 mile from Oxnard Airport
3 miles from Channel Islands Marina
Growing cultural arts district
Daytime population within 1 Mile: 33,815
Traffic Count (W. 5 th St. & S. Oxnard Blvd.): ~44,400 ADT

MAJOR AREA ATTRACTIONS
Carnegie Art Museum
Channel Islands Harbor
Channel Islands Maritime Museum
The Collection at RiverPark
Mullin Automotive Museum
Heritage Square
Oxnard Performing Arts and Convention Center
Silver Strand Beach

Sources: ESRI (2017);
 2017 Oxnard Chamber of Commerce Business Directory



Figure 3: Site Aerial Map



Link to OppSites Economic Development Marketplace page with additional info:

Group C: <http://bit.ly/2smcurK>

Group F: <http://bit.ly/2rtOoqO>

Group G: <http://bit.ly/2rp5dYP>

2. Disclosures

- a. The City/Successor Agency reserves all rights to modify or terminate the selection process, go outside of the selection process to select a developer, or not select a developer at all. This RFQ and selection process does not constitute any type of offer and creates no contractual or other liability to the City and/or Successor Agency. There is no guarantee that a sale will be consummated, or that a project will be reviewed or accepted pursuant to this RFQ.
- b. Approvals of future conveyance agreement may be subject to approval by City Council, Successor Agency, and Successor Agency Oversight Board.
- c. Additional properties may be added to the RFQ as City continues to evaluate the potential for inclusion of certain outparcels.
- d. The development standards provided in the RFQ are subject to change.
- e. Additional due diligence information and materials can be found here: (<https://www.oxnard.org/city-department/development-services-4/planning/>)

3. Submittal Requirements

A. Submittal Overview

The City/Successor Agency reserves all rights with regard to this solicitation, including but not limited to the right to amend or modify this RFQ, reject all proposals, extend any dates, or, subject to an approved conveyance instrument, to initiate negotiations with the next most preferred respondent if negotiations with the preferred respondent do not result in an agreement. Should the City/Successor Agency not receive qualified proposals of interest by a submittal deadline, it reserves the right to extend that deadline until qualified proposals of interest are received.

Respondents are responsible for ensuring submittals are actually received. All materials submitted during any part of the selection process become the property of City/Successor Agency. The respondent may designate portions of its submittals, which contain proprietary data as “confidential”, but the City/Successor Agency cannot guarantee that it will be able to enforce such confidentiality.

The City/Successor Agency shall not be responsible for any costs and/or obligations incurred by and/or on behalf of a potential developer in preparing, submitting or otherwise participating in any part of this RFQ, the selection, documentation, or the development process in its entirety. The City/Successor Agency reserves the right to request clarification or additional information from respondents. Information included in this RFQ is believed to be accurate, but should be independently verified by potential respondents prior to reliance upon.

B. Qualifications and Proposal Content

The City/Successor Agency’s top priority is to select a development partner to design and build a high quality mixed-use development project that will accommodate future growth and development intensity within Historic Downtown Oxnard. The evaluation criteria will consider prospective developer’s recent experience in working on projects of similar size, scope, and quality.

The evaluation and selection process will include two rounds as follows:

- **Round One** – Respondents shall provide all the information that follows in this Section. Once the Review Committee has had the opportunity to evaluate each response, some or all respondents may be invited to participate in **Round Two**.
- **Round Two** – Respondents selected to advance to **Round Two** will be notified via email. **Round Two** may include, but is not limited to, additional submittals, financial references, as well as an in-person interview and a preliminary LOI, which would include

a description of the proposed development, purchase price and terms, project delivery and performance benchmarks.

For the Submittal, at a minimum, please include the following information for **Round One** of the evaluation process:

1. **Letter of Introduction** – Include a summary of the respondent’s basic qualifications, experience, past projects of similar nature and size, and reasons for interest in this opportunity. The letter must be signed by a principal or authorized officer including a statement that the officer may make legally binding commitments for the entity.
2. **Detailed description of proposed conceptual project** – Include sufficient detail and definition as to proposed uses, tenants, and/or concept to give the Review Committee enough information to have an idea of what the final development could contain and look like from a proposed architectural standpoint. Supporting market data and collateral materials may be submitted to support the proposed concept.
3. **Team Members** – Identify members of the development team and provide a brief description of each team member’s role including the following:
 - Principals involved in the project.
 - Resumes of key team members.
 - A description of team member’s proposed role and relevant experience with projects of similar nature and size and experience in and familiarity with development in Oxnard or surrounding areas.
 - An organizational chart.
 - Designation of lead contact for the team.
4. **Relevant Project Experience** - A summary of current and previous experience of the team with regard to projects comparable both in size and uses within the state/city/region. As appropriate, this information should include a project description, photos, or site plans if available, land uses, dates completed, developer role, local representation, cost/value, financing sources, duration of development processes (including milestones), role of current employees in the project, existing status as to ownership and leasing of current developments, % owned since project completion, and volume sold/leased. Additionally, please identify similar completed projects in the area that the can be visited, and provide a name and contact information as well.

5. **Project Approach** - A high level summary of the team's approach and anticipated timing related to planning, design, approvals, financing, phasing, development, construction, and operation. A description of the method and strategy to assemble/acquire and develop adjacent privately-owned property. Provide examples of processes employed in other projects as it relates to mixed-use projects on urban infill sites. The City's preference for the conveyance of the publicly owned property is a fee simple sale. The RFQ response should identify the type of conveyance structure(s) preferred by and/or acceptable to the respondent.
6. **Financial Data** - A summary of the potential developer/development entity's capability to source the capital necessary to successfully fund and/or finance the proposed concept. Additionally, a description of the anticipated financing structure to be employed to finance the anticipated project and specific evidence needs to be provided to support proof of the ability to fund a project of this size.
7. **References** - An accurate list of no less than three references (name, title, entity, telephone number and contractual relationship to respondent) that may be contacted with respect to current and past relevant or mixed-use project experience. Additionally, a reference list of and contact information for five to ten public sector elected officials and executive staff involved in the previous projects identified as examples of Relevant Project Experience.
8. **Litigation History with Public Agencies** – Provide information as to any litigation that any developer/development entity that comprises the overall team has had with public agencies over the last ten years.

C. Submittal Date

Please return proposals as part of **Round One** for review by **Thursday, September 7, 2017 at 5:00 p.m. Pacific Standard Time** to the contacts listed below. The City/Successor Agency may continue to solicit qualifications beyond the above date if the City/Successor Agency, in its respective sole determination, is not satisfied with the number and/or quality of submittals received.

D. Submittal Quantity and Contact

Please provide five (5) printed copies of the submittal and one (1) electronic version on a thumb drive, CD, or DVD to:

Brian Moncrief, Senior Vice President
Kosmont Companies
1601 N. Sepulveda Boulevard, #382
Manhattan Beach, CA 90266

If you have any questions about the submittal process, please contact:

Brian Moncrief, Senior Vice President, Kosmont Companies
Phone: 805-469-7364
Email: bmoncrief@kosmont.com

Thomas Jirovsky, Senior Consultant, Kosmont Companies
Phone: 213-422-4097
Email: tjirovsky@kosmont.com

4. Evaluation Criteria, Procedures, and Tentative Timeline

A. Evaluation Criteria

The following criteria will be used as the primary basis for evaluating developer responses as part of **Round One**:

- The respondent's applicable experience and expertise as well as alignment with the City and Successor Agency's goals regarding revitalization and redevelopment of Historic Downtown Oxnard as contemplated in the Downtown Oxnard Vision Plan and related regulatory documents.
- The respondent's experience in formulating and implementing successful mixed-use projects of similar scope and character.
- The respondent's demonstrated ability to implement projects that retain and authentically reflect local character.
- The respondent's track record, experience, and financial capacity to start and complete projects and uses similar to those requested in the RFQ.
- The respondent's demonstrated ability to structure development and financial transaction structures, which minimize the City/Successor Agency's risk, while providing a market return on the public's assets and other public benefits.
- The respondent's demonstrated ability to access capital for the proposed scope of development.
- Experience of key project team members with similar projects.

The following criteria will be used as the primary basis for evaluating selected developer responses as part of **Round Two**:

- The criteria above, as well as the respondent's development proposal including the proposed land uses/tenant mix, massing, financial structure, project valuation, initial financial pro forma, supportive market data, quality of design and development, fiscal impact to the City and other taxing entities, and as applicable, project/site components to be provided by the City. In its consideration of the response to this RFQ, the City may request additional information.

The order of presentation of the above criteria does not necessarily denote the importance of the criteria.

B. Award Procedures

1. A committee, comprised of City/Successor Agency Staff and City consultants (the “Review Committee”), will evaluate responses in **Round One** of this RFQ. The Review Committee shall make selections for respondents to advance to **Round Two** based on the Review Committee’s evaluation of the respondents’ submittal.
2. The Review Committee will notify all respondents but confirm with those that have been selected to advance to **Round Two**. Those selected to advance to **Round Two** will be given the opportunity to meet with staff to discuss project approach and execution, and to better understand the City/Successor Agency’s expectations in terms of design, quality, and offsite improvements before submitting a response as part of **Round Two**. Staff will clarify what the preliminary and nonbinding LOI shall cover. Members of the City Council/ /Successor Agency Board may also participate in the discussion.
3. The Review Committee will rank project concepts and the LOI responses to **Round Two** of this RFQ based on their judgment as to which proposals best satisfy the objectives expressed by the City/Successor Agency, as well as provide a desired potential development project and financial return for the City. The Review Committee shall present the evaluation results to the City Council/Successor Agency Board, as appropriate, to make the final selection decision.
4. The City/Successor Agency will pursue negotiations with the top-ranked respondent with the goal of entering into one or more of a purchase and sale agreement, development agreement, a disposition and development agreement, or equivalent agreements effecting the conveyance of ownership and/or occupancy rights for the publicly owned sites to preferred respondent.
5. The conveyance instrument shall include, among other relevant terms, the agreements between City/Successor Agency and preferred respondent regarding the purchase price, deposit, due diligence/escrow period, design of the Project, and other business terms determined necessary or desirable for inclusion in the conveyance instrument to provide a scope of development acceptable to the City/Successor Agency.
6. If the City/Successor Agency and top-ranked respondent cannot successfully negotiate and execute a conveyance instrument, then the City/Successor Agency shall be free to pursue negotiations with the respondent that next best satisfies the objectives and goals expressed by this RFQ, as determined by the City/Successor Agency, or in its sole and absolute discretion proceed on alternative basis, or terminate process.
7. The conveyance instrument will be presented to the City Council/Successor Agency Board/Oversight Board, as deemed appropriate, for a final decision regarding its approval.

8. As appropriate, the selected development team must comply with statutory and administrative requirements pertaining but not limited to zoning ordinances, subdivision requirements, fee schedules, and other applicable City, County, State and Federal codes and ordinances.
9. The City/Successor Agency reserves all rights to modify or terminate the selection process, go outside of the selection process to select a developer, or not select a developer at all. This RFQ and selection process does not constitute any type of offer or creates no contractual or other liability to the City/Successor Agency. There is no guarantee that a sale will be consummated, or that any project will be reviewed pursuant to this RFQ.

C. Tentative Timeline

- Responses to **Round One** of RFQ due on Thursday, September 7, 2017 at 5:00 p.m. PST
- City review and evaluation of **Round One** responses and selection of **Round Two** candidates in September 2017
- **Round Two** interview, evaluation of **Round Two** responses and Review Committee recommendation in October/November 2017
- City Council/Successor Agency/Oversight Board to consider proposed conveyance instrument with preferred developer by May/June 2018

5. Additional Documentation and Contact Information

An online directory (<https://kosmont.box.com/s/txstejaibcnirb7fmfo3m5kpprac2mbn>) has been established containing additionally relevant information outlined below:

- This RFQ
- Zoning Ordinance (Central Business District and Parking)
- Development opportunity marketing flyers, prepared by Kosmont Companies (May 2017)
- Downtown Oxnard Three-Year Implementation Plan, Published December 2016
- Downtown Oxnard Vision Plan Charrette, Published May 2016
- Oxnard Downtown Management District Renewal Property & Business Improvement District – Management District Plan, Published December 2013
- City of Oxnard 2030 General Plan Goals and Policies, Published October 2011
- Downtown Mobility and Parking Management Plan, Published November 2009
- Downtown Oxnard Historic Resources Survey, Published July 2005
- Oxnard Downtown Strategic Plan, Project Report, Published April 2005

Prospective respondents should feel free to reach out to the City and Consultant contacts included below for questions regarding this submittal. Thank you for your consideration

City of Oxnard

300 W. Third St.
Oxnard, CA 93030

Kymberly Horner
Economic Development Director
Phone: (805) 385-7407
Email: kymberly.horner@oxnard.org

Todd C. Mooney
Kane, Ballmer, & Berkman
Phone: (213) 617-0480
Email: tmooney@kbblaw.com

Kosmont Companies (Consultant to City)

1601 N. Sepulveda Blvd. #382
Manhattan Beach, CA 90266

Brian Moncrief
Senior Vice President
Phone: (805) 469-7364
Email: bmoncrief@kosmont.com

Thomas Jirovsky
Senior Consultant
Phone: (213) 417-3338
Email: tjirovsky@kosmont.com