



**CITY OF SAN DIEGO  
Economic Development Department  
Real Estate Division  
1200 Third Avenue, Suite 1700  
San Diego, CA 92101-4195**

**REQUEST FOR IDEAS (RFI) FOR “BEST USE”  
OF  
APPROXIMATELY TWO (2)-ACRE CITY-OWNED SITE (SITE 419) LOCATED  
ON  
SORRENTO VALLEY ROAD (APN# 343-131-10-00)  
RFI # 2025-01**

**ALL INQUIRIES REGARDING THIS RFI SHALL BE DIRECTED TO:**

Koy Nichols, Program Manager, Lease Administration  
[knichols@sandiego.gov](mailto:knichols@sandiego.gov)

**KEY RFI DATES**

**Issued: January 21, 2025  
Submit Questions By: January 31, 2025  
Submit Responses By: February 26, 2025**

## **“BEST USE” RFI SORRENTO VALLEY ROAD**

### **A. Purpose**

The City of San Diego’s Economic Development Department is seeking information, ideas and innovative proposals from qualified individuals, organizations, and firms regarding the best use for an approximately 2-acre parcel of undeveloped land located on Sorrento Valley Road along the I-805 corridor. The goal of the RFI is to gather insights that will guide the strategic development or redevelopment of the site to maximize economic, public, community and/or environmental benefits.

Respondents are invited to provide input on the following:

1. Market Potential: Recommendations on viable uses based on market demand, community needs and economic factors;
2. Development Concepts: Proposed ideas for site development or redevelopment, including but not limited to:
  - Type and intensity of uses – proposed commercial, light industrial, mixed-use or other uses along with proposed square footage, parking or other information that would help the City fully understand the proposed scope of development;
  - Estimated project costs and rents;
  - Feasibility and timeline considerations;
  - Partnership structure and proposed partners which would be essential to implementing the scope of development; and
  - Proposed compensation to the City.

This RFI is issued for the purposes of gathering information and planning. The City may, in its sole and absolute discretion, consider and utilize information submitted in response to this RFI to develop a future competitive solicitation which could be limited to the Respondents to this RFI. Alternatively, the City, in its sole and absolute discretion, may consider negotiating a future transaction with a preferred Respondent.

In reviewing this RFI, the City may request additional follow up or seek clarifying information from one or more Respondents.

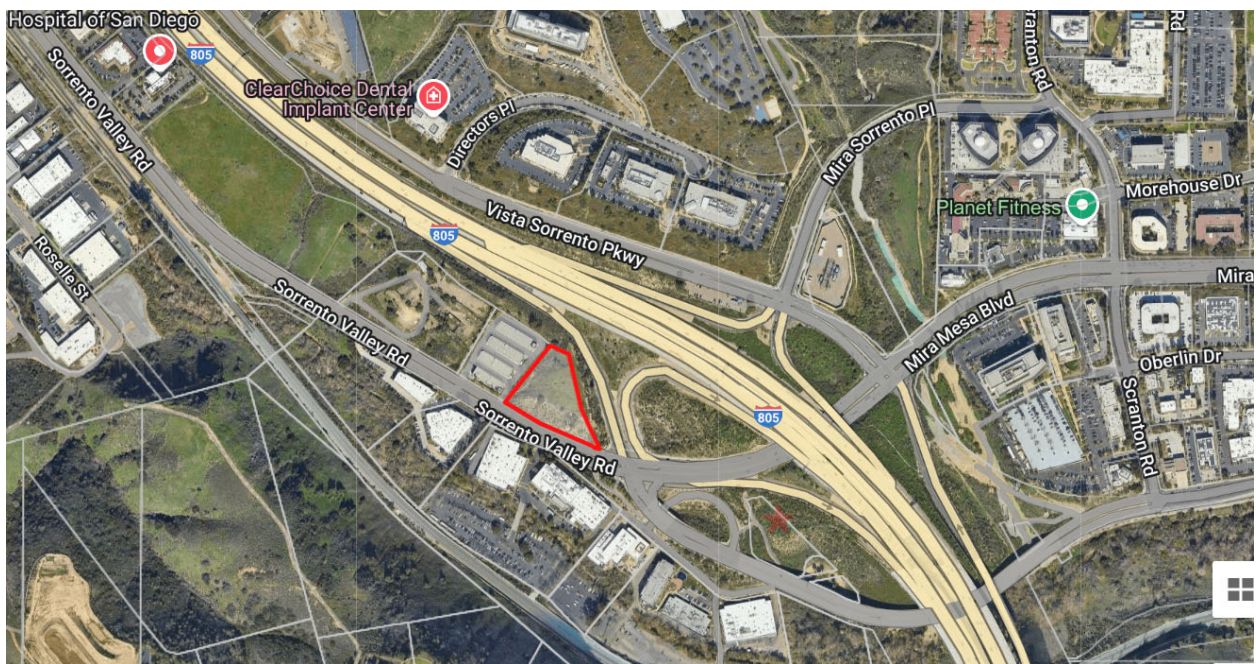
### **B. Background**

The property in question is an approximately 2-acre undeveloped parcel of land commonly referred to as Site 419 and is located in the 10100 block of Sorrento Valley Road, west of the I-805 exit ramp in Sorrento Valley within the Torrey Pines Community Planning Area in Council District 1 (Property). The community of Torrey Pines encompasses approximately 2,600 acres located in the northern coastal

region of the City of San Diego and is bounded by Interstate 5 and the Mira Mesa community on the east, the city of Del Mar and the Pacific Ocean to the west, the city of Solana Beach to the north, and the University community to the south. Predominant land uses are open space, residential and industrial (within Sorrento Valley).

The site is currently underutilized and presents significant potential for improvement and/or redevelopment.

The Property is an irregular, triangular shape and contains a storm drain that runs north and south through the Property. Adjacent to the Property is Golden Triangle Self Storage and across the street to the west are Shoreline Bioscience and ATyr Pharma.



#### Key Property Details:

- Parcel Size: Approximately 2 acres
- APN#: 343-131-10-00
- Current Zoning: [Torrey Pines Community Plan](#); [IL-3-1](#) (Industrial Light Zone) allows a mix of light industrial, office and commercial uses
- Existing Structures: None – Undeveloped Land
- Utilities: Storm Drain – Runs north south through parcel
- Community Context: Sorrento Valley, within the Torrey Pines Community serves as a significant hub for industrial and office spaces, particularly in the technology and biotech sectors. The area's strategic location near major transportation routes and research institutions makes it attractive for commercial development. However, detailed data on current commercial

market trends specific to Torrey Pines is limited. Respondents are encouraged to perform their own market and demographic research, as needed.

### **C. City's Financial Objectives**

In accordance with the City's policy with respect to disposition of City-owned real property, the City anticipates receiving market value for the Property. Discounts will not be negotiated unless an extraordinary need or circumstance is recognized by City Council resolution setting forth the amount of the discount and the justification for the discount based on the public benefit derived.

### **D. Submittal Requirements**

1. Cover Letter: Cover letter should at a minimum contain the following:
  - a. Brief introduction of the individual or entity and primary contact information (include address, email address, and telephone number) for the individual responsible for all queries made during the intake and processing of the response.
  - b. Overview of qualifications, expertise and relevant experience, which is similar to the proposed use/development, including any specific project names, locations and details of properties developed and constructed. For example, locations of properties developed, permits obtained, type of uses (commercial, vacant, multi-family, office, etc.).
2. Proposed Use and Concepts: Detailed response to the scope of the RFI should include at a minimum: any relevant conceptual plans, case studies, market studies, development costs, proposed project rents, feasibility and timeline considerations, partnership structures and key partners, compensation to the City or other relevant materials.
3. References: Contact information for at least two references for similar projects completed within the last five years.
4. Respondents should address any other issues related to this RFI that the Respondent deems important and relevant to the City's goals and objectives as described herein.
5. Respondents should describe any technical, business, legal, and/or revenue specifications the City should consider when structuring a competitive solicitation that accomplishes the City's goals and objectives.

### **E. RFI Submittal**

1. Response Submittal: All responses must be submitted via email to Koy Nichols, Program Manager, Lease Administration at [knichols@sandiego.gov](mailto:knichols@sandiego.gov)

2. Due Date: All responses to this RFI must be submitted and emailed **no later than 4:00 p.m. on February 26, 2025**. Responses received after that time will not be considered. No hard copy responses will be accepted.
3. Questions and Comments: All questions and comments must be submitted via email no later than the date specified on the RFI Cover Sheet. Responses from the City will be communicated via email to all the respondents of this RFI.
4. Future Competitive Solicitations: In the event the City issues a future RFQ/RFP, Respondents to this RFI are not prohibited from submitting proposals to the RFQ/RFP.

## **F. Specific Provisions**

1. Conflicts of Interest: State law makes it illegal for public officials or their employees to participate in the making of a contract in which he or she is financially interested. The law defines the making of a contract to include responding to RFI's. The law further defines a public official very broadly to include members of advisory boards that are not actual parties to the contract. Prospective respondents who are aware of circumstances that could create a conflict of interest if a response to this RFI was submitted are urged to contact the City of San Diego Ethics Commission immediately.
2. City's Unilateral Right: The City reserves the unilateral right to cancel this RFI, in whole or in part, or reject all information submitted in response to this RFI when such action is determined to be fiscally advantageous to the City or otherwise in the best interest of the City; to waive or permit cure of minor irregularities; and to conduct discussions with firms in any manner necessary to serve the best interest of the City.
3. Incurred Expenses: The City will not be responsible for any expenses incurred by firms or individuals in preparing and submitting a response to this RFI including public outreach, preliminary due diligence, oral presentations, and meetings.
4. California Public Records Act: Any information submitted in response to a RFI is a public record subject to disclosure unless the City determines that a specific exemption in the California Public Records Act (CPRA) applies. If a Respondent submits information clearly marked confidential or proprietary, the City may protect such information and treat it with confidentiality to the extent permitted by law. However, it will be the responsibility of the Respondent to provide to the City the specific legal grounds on which the City can rely in withholding information requested under the CPRA should the City choose to withhold such information. If the Respondent does not provide a specific and detailed legal basis for requesting the City to withhold the Respondent's confidential or proprietary information at the time a response is submitted, the City will release the information as required by the CPRA and Respondent will hold the City, its elected officials, officers, and

employees harmless for release of this information. It will be the Respondent's obligation to defend, at Respondent's expense, any legal actions or challenges seeking to obtain from the City any information requested under the CPRA withheld by the City at the Respondent's request. Furthermore, the Respondent shall indemnify and hold harmless the City, its elected officials, officers, and employees from and against any claim or liability, and defend any action brought against the City, resulting from the City's refusal to release information requested under the CPRA that was withheld at Respondent's request.