

FW: [EXTERNAL]Potential Purchase of CB Fox Building

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 11:59 AM

To: Habiger, Julie <julie.habiger@lacnm.us>

3 attachments (2 MB)

CB Fox Analysis.pdf; B - Design Consultant Presentation New Construction.pdf; CB Fox Project (1).pdf;

From: Patrick Sullivan <patrick@losalamos.org>

Sent: Monday, March 8, 2021 2:26 PM

To: ~County Council <~CountyCouncil@lacnm.us>

Cc: Burgess, Harry <harry.burgess@lacnm.us>

Subject: [EXTERNAL]Potential Purchase of CB Fox Building

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Dear Council,

I'm writing to provide some data and a point of reference regarding the potential purchase of the CB Fox building.

As I understand it, the goals of the purchase are:

1. To catalyze downtown by activation of an empty property.
2. To facilitate desired elements of the downtown such as adding residential units and providing the potential for local businesses to buy their own space.
3. To ensure the use of the property is not detrimental to the desired vision of downtown.

I fully agree with and support all three goals and regardless of the decision on March 16th, LACDC will work with Los Alamos County to see these goals achieved.

In my discussions with Councilors both in person and reading comments, it appears a potentially preferred scenario would be to acquire the building, demolish it, thus removing that cost from a developer, and then selling the vacant land through an RFP process similar to the two recent parcels on Trinity. I have put together a project cost for a new building based on the exact scenario for new construction presented at the Council work session. The estimate includes the same square footage, number of units etc... It is based on my recent experience with estimated costs of new construction at the Research Park and discussions with real estate and development professionals.

In the analysis I examine several different desired rates of return a developer would want on a mixed use project. Industry standard is 15% to 22%, I have run scenarios at 0%, 10%, 15% and 20%. The goal is to analyze if buying and removing the building is enough of a financial incentive to allow the developer to achieve the desired return and have sales price points that meet the needs of the business community. I made several assumptions that are included on page 2 of the analysis, please be sure to read them. Major assumptions include:

1. All units, both residential and commercial are sold, none are leased.
2. All residential units are sold at \$320/ sq ft, based on recent sales price of similar new units near downtown Los Alamos

I have also provided a comparison (as an example) on the 1,600 sq ft commercial unit between buying at different price points vs leasing at different price points. Currently space in the downtown leases for \$15-\$26/ per square foot, triple net. Most of the ground floor retail space is \$22-\$26 per square foot, triple net.

My conclusion in this scenario is that, even with the removal of demolition cost, it is very difficult to make the project pencil anywhere close to a purchase price that would be viewed as advantageous over leasing, or affordable to most of our small businesses. This does not mean I think the County should do nothing. What I am proposing is to extend the due diligence period on the 2 properties in question to gather additional information regarding the financial feasibility of the desired outcome, and consider other ways to utilize County money and bonding authority to produce a much larger and significant impact on our community. To avoid being too wordy, I'll refrain from proposing that scenario in this email, but I am happy to discuss at any time. I can be reached at 469-438-1328.

Attached are 3 documents:

1. a project cost summary
2. a cost analysis (notes on page 2)
3. reference slide from the work session that my analysis is based upon.

Please feel free to contact me at any time to discuss.

Thank you for your consideration,

Patrick

PATRICK SULLIVAN CECD, MBA

Executive Director | Los Alamos Commerce & Development Corporation

e: patrick@losalamos.org t: 505.661.4854 c: 469.438.1328 w: losalamosdevelopment.com

Project Cost \$9,853,252

Desired Return	0%	10%	15%	20%
Total Sale price of all units	\$ 9,853,252	\$ 10,838,577	\$ 11,331,240	\$ 11,823,902

15,400 square Feet of residential	
\$320/ sq ft based on most recent comp	\$ 4,928,000

Remaining Sales to reach desired return

Desired Return	0%	10%	15%	20%
	\$ 4,925,252	\$ 5,910,577	\$ 6,403,240	\$ 6,895,902

12,800 square feet of commercial

Cost of Commercial Space				
Desired Return	0%	10%	15%	20%
Average Price per Square Foot	\$385	\$462	\$500	\$539

Cost per unit to buy

Desired Return	0%	10%	15%	20%
1600 sq ft	\$615,657	\$738,822	\$800,405	\$861,988
1700 sq ft	\$654,135	\$784,999	\$850,430	\$915,862
2000 sq ft	\$769,571	\$923,528	\$1,000,506	\$1,077,485
5100 sq ft	\$1,962,405	\$2,354,996	\$2,551,291	\$2,747,586

Monthly payment on 1,600 sq ft commercial unit

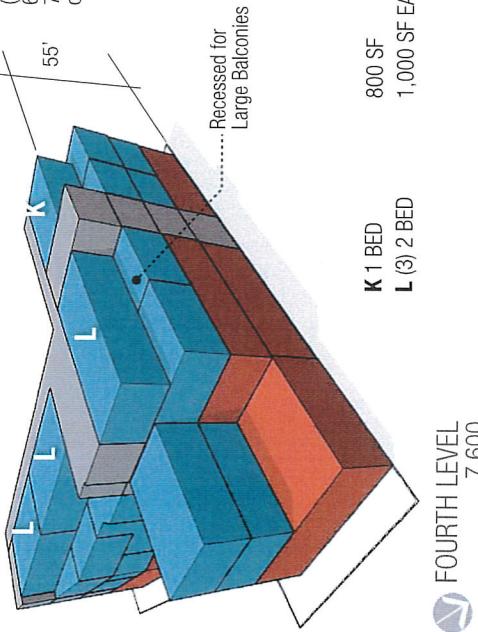
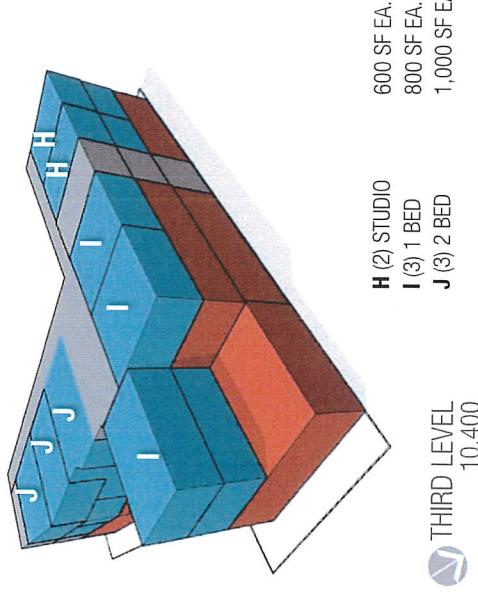
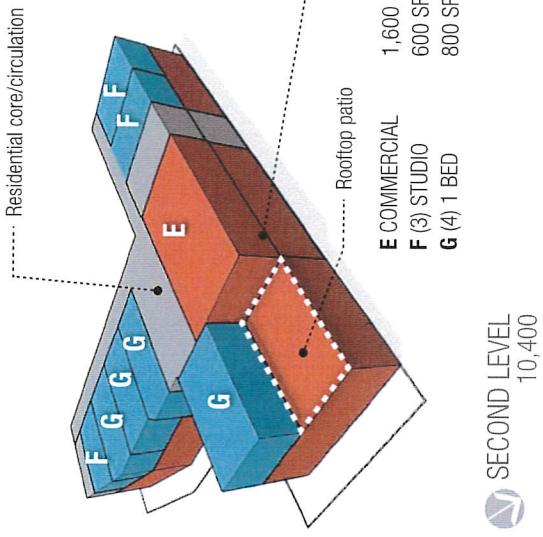
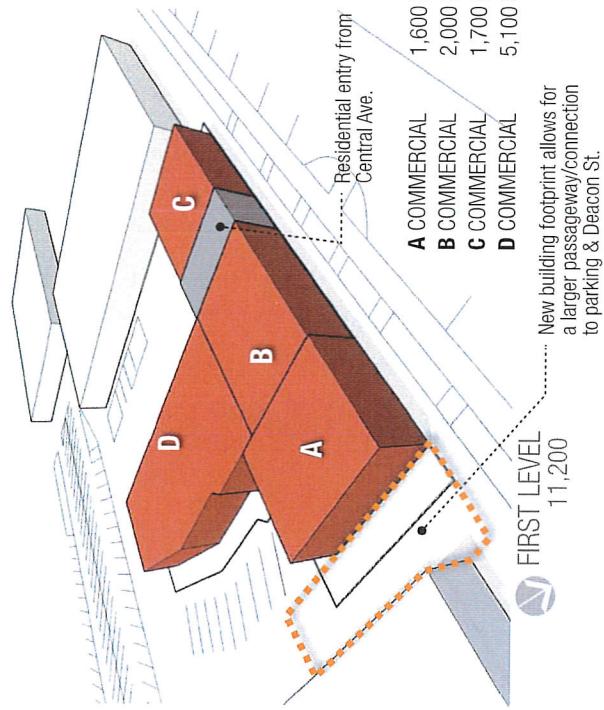
Desired Return	0%	10%	15%	20%
Buy	\$3,047	\$3,656	\$3,962	\$4,267
Cost of Down payment (25%)	\$153,914	\$184,706	\$200,101	\$215,497
Lease at @ \$20 sq ft / year	\$2,666	\$2,666	\$2,666	\$2,666
Lease at @ \$25 sq ft / year	\$3,333	\$3,333	\$3,333	\$3,333

Notes

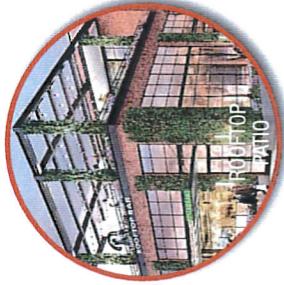
1. Project cost is based on recent estimates for construction at the Research Park and discussions with real estate and development professionals. It assumes a vacant land cost of \$650,000.
2. Project costs include no cost for additional parking
3. Residential sale price is based on recent downtown area condo sales that includes one dedicated parking space and one storage locker per unit.
4. Industry average rate of return for a mixed use project is 15% to 22%
5. Cost per square foot for both residential and commercial is averaged across all units. In reality, some units will be higher priced and some lower priced, but the total sales price remains the same.
6. The commercial unit sales costs reflect a warm shell similar to what exists at the new Smith's Development. It does not include any build out or tenant improvements
7. Example compares buying vs. leasing. Costs do not include build out or tenant improvement.

Scenario 3: New Building

DEMOLISH EXISTING BUILDING AND BUILD NEW



Attachment B 10



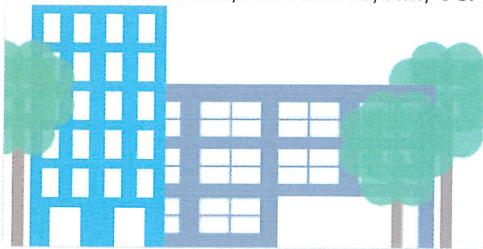
PARKING...

12,800 NSF (COMMERCIAL) / 625 = 21
15,400 NSF (RESIDENTIAL) / 950 = 17
38 TOTAL PARKING SPACES REQUIRED

DUE DILIGENCE STUDY FOR 1735 CENTRAL AVE.
LOS ALAMOS
where discoveries are made
fbt architects



1735 Central Avenue, Los Alamos, NM, USA



The Investment

The proposed project is a 35,250 SF property to be used for residential and commercial needs. The lot is 39,486 SF and will be/was purchased for \$650,000.

Rental Highlights

- 20 Residential Units
 - Local AMI is \$141,800
- 15,400 SF of rentable residential space
- 12,800 SF of rentable commercial space

Capital Highlights

Uses	
Property Acquisition Cost	\$ 650,000
Closing Costs	\$ 19,500
Site Work	\$ 394,860
Hard Construction Cost	\$ 6,825,000
Parking Construction Cost	\$ 40
Architectural & Engineering	\$ 682,500
Permitting & Zoning	\$ 68,250
Construction Contingency	\$ 273,000
Capitalized Interest	\$ 454,610
Financing Fees	\$ 73,350
Developer Fees	\$ 412,183
Total Uses	\$ 9,853,292

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FW: [EXTERNAL]CB FOX BUILDING OPINION

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:00 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

From: Dave Fox <kitsunedave@comcast.net>

Sent: Monday, February 22, 2021 6:41 PM

To: ~County Council <~CountyCouncil@lacnm.us>

Cc: Burgess, Harry <harry.burgess@lacnm.us>; Andy Fox <andy@cbfox.com>; Anne Fox <annegilbertfox@comcast.net>

Subject: [EXTERNAL]CB FOX BUILDING OPINION

Importance: High

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Dear Councilors,

Build a new building. I have previously described in detail the multiple problems with the building. And I've noted the continuing costs to CB Fox that failed ever to cease.

What I have not underscored is the most salient detriment of them all:

Maintenancece costs stole the opportunity to pay employees more every year. Forty years worth.

The building's shape and its 5 different offset levels were a built-in deterrent to many, meaning the building itself was an all-to-natural limit-placer on customer traffic. Perhaps the County's due diligence work has made apparent that the cost of overcoming the off-sets in an ADA-compliant way would be tantamount to irresponsible spending.

SOLUTION THOUGHTS FROM CONTINUAL TURNING OF THE MIX OF ISSUES, BEGINNING IN YEAR 2 OF OWNERSHIP:

- CHOSE A SHAPE THAT OPTIMIZES INCOME FOR THE PURPOSES A NEW STRUCTURE IS MEANT TO ACCOMPLISH FOR THE GOOD OF THE COUNTY AS A WHOLE.
- CHOSE A FOOTPRINT SIZE THAT IS LARGER THAN THE CURRENT FOOTPRINT BY PERMITTING UPPER-STORY PORTIONS OF THE BUILDING TO BE BUILT OVER THE AIRSPACE SURROUNDING IT ON THE 3 PARKING LOT SIDES. (CALLS FOR LEGAL PROCESSES WITH CENTRAL PARKING LOT ASSOCIATION.)
- THE PORTIONS OF THE BUILDING THAT ARE CONSTRUCTED ABOVE THE GROUND LEVEL NEED NOT ALL TOP OUT AT THE CURRENTLY ALLOWED HEIGHT LIMIT, ALTHOUGH IF THEY DID, OF COURSE, MORE RENT WOULD DERIVE FROM THAT DECISION.
- IN THE AIR SPACES, SHELTERED PARKING WOULD BECOME AVAILABLE, ESPECIALLY ALONG THE DEACON ST. SIDE.

- **DELIVERY SPACES- AN UTTERLY SERIOUS CONSIDERATION: BECAUSE THE NUMBER NEEDED WILL BE DETERMINED BY THE NUMBER OF RETAIL SPACES PLANNED FOR THE BUILDING!**
- **DELIVERY SPACES NEED NOT BE COVERED; THEY HAVE NEVER BEEN MISSED.**

CRUCIAL TO INTEGRITY OF DUE DILIGENCE:

- **WHETHER OR NOT REQUIRED BY THE CURRENT CONTRACT WITH CONSULTANTS, THE COMPOUNDED 40-YEAR COST OF LOST OPPORTUNITY CAUSED BY THE PRO-LONGED SHORT-COMINGS OF THE BUILDING OUGHT TO BE ESTIMATED AND COMPARED TO ESTIMATES OF FUTURE FINANCIAL AND FISCAL RETURNS BASED ON EACH SELECTED NEW BUILDING DESIGN SCENARIO.**

With utter respect for County Councils, past and present,

Dave Fox

FW: [EXTERNAL]CB Fox Building

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:01 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

From: Izraelevitz, David <david.izraelevitz@lacnm.us>
Sent: Monday, February 15, 2021 4:01 PM
To: ~County Council <~CountyCouncil@lacnm.us>
Subject: Fw: [EXTERNAL]CB Fox Building

Dear Councilors:

I am forwarding the letter below from Phil Kunsberg. In addition to owning Central Park Square, he was the previous owner of 1789 Central Ave, before Joe Arellano purchased it. He is a knowledgeable and thoughtful local property owner, and if you have not had a chance to meet and chat with him about this or other local issues, I highly encourage you to do so.

Please do not reply to this email.

Thanks,

David.

David Izraelevitz
Los Alamos County Council
phone: 505-412-9470
email: david.izraelevitz@lacnm.us

From: Philip Kunsberg <Philip@centralparksquare.com>
Sent: Monday, February 15, 2021 3:15 PM
To: Izraelevitz, David <david.izraelevitz@lacnm.us>
Cc: Laurent, Anne <anne.laurent@lacnm.us>
Subject: [EXTERNAL]CB Fox Building

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello David,

As you know, I own Central Park Square, across the street from the CB Fox Building.

I have seen the County presentation on options for development of the CB Fox Building. I support the option that would create several relatively small retail spaces along Central Avenue, with a County-owned facility in the rear high-ceiling space. The retail spaces would be sold as business condominiums. The County-owned facility could host theater and musical events, community meetings, science and historical presentations, art exhibits, indoor farmers' market, etc. If operated by a contractor, it could also be leased for private events, such as weddings or performances with ticket sales.

Although I lease retail spaces in near vicinity of the proposed business condominiums, there is differentiation in the market for leased space and space for sale to small business owners. There is some competitive overlap, but I am willing to accept that relatively minor consequence because of the more important benefits to the community and to the nearby commercial property owners and small businesses. The additional street-front retail spaces would add vitality to the downtown neighborhood. The County-owned multi-purpose space would bring customers to downtown restaurants and retailers, with attractions for tourists. It would enhance Los Alamos cultural life, providing new opportunities for performance arts and public gatherings, adding a new dimension in the core downtown area.

The CB Fox Building is central to the downtown neighborhood. Without County intervention, the property will be left in the hands of a private developer, either the current owner or a subsequent purchaser. The configuration and use of the property will be dictated by economic considerations. Business realities, including banks and investment partners, are likely to drive development to office or housing applications. That will exclude the community multi-purpose space. I have considered and studied the development of a similar space at Central Park Square. Under any scenario, I could not make the economics viable. I believe that the unique contribution of a public gathering place and cultural center in the heart of downtown Los Alamos justifies County involvement and investment.

If appropriate, please feel to share my reflections with other members of the Council.

Best regards,

Philip Kunsberg

Philip Kunsberg
Owner / Managing Member
Central Park Square LLC
130 Central Park Square
Los Alamos, NM 87544
Philip@centralparksquare.com
Office: 505-662-7999
Cell: 505-231-2807

FW: [EXTERNAL]Future Retail Space

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:01 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

From: Rachel Hensen <thecricketwindow@gmail.com>
Sent: Friday, February 12, 2021 10:06 AM
To: ~County Council <~CountyCouncil@lacnm.us>
Subject: [EXTERNAL]Future Retail Space

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

To whom this may conconcer,

Good morning. My name is Rachel Hensen. I am the owner of the new store in town, The Cricket Window. We specialize in eco-minded gifts and decor items. We source many of our products from local artists and feel that we have established a good reputation with local collectors, artists, and most importantly our customers. Our business is doing very well and we receive constant positive feedback from our customers. We are quickly outgrowing our space.

We are currently located upstairs from the Karen Wray Gallery at 1247 Central Ave. The space we are currently in is not ideal as we are not central to foot traffic. We are upstairs tucked away in a office type building and most people don't even know we are there. With that said, we would love to be in the old CB Fox building if the county does take ownership of it for retail use. We truly feel our tasteful and up-to-date store would help restore the downtown area to what it once was. I grew up here and I used to love to walk around downtown and shop at the fun stores, which we are severely lacking right now.

Our store supports local artisans throughout the area and we strive to only carry high quality unique items. We buy nothing from China or other mass produced sources. All of our items are carefully curated to reflect today's style as well as yesterday's treasures as we also carry many pieces from the Atomic Era that have been locally sourced as well. Please consider our store when you choose which businesses you might put into the new space. Ideally we would love the old CB Fox kids space. Thank you for your time and good luck with the deal!

-Rachel Hensen

FW: [EXTERNAL]visual survey of vacant commercial real estate in Los Alamos

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:03 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

1 attachments (825 KB)

acres.jpg;

From: Minesh Bacrania <minesh@bacrania.net>

Sent: Monday, March 8, 2021 8:07 AM

To: ~County Council <~CountyCouncil@lacnm.us>

Subject: [EXTERNAL]visual survey of vacant commercial real estate in Los Alamos

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Dear County Council,

I did a quick photographic survey of available/vacant/empty downtown commercial sites in Los Alamos this morning. The results are attached.

I absolutely support the idea of revitalizing Los Alamos, but I strongly oppose the county purchasing CB Fox and Reel Deal. I admit I don't understand the subtleties of the proposal, but overall this seems to me like a band-aid approach considering the other vacant properties around town.

Thank you,

-Minesh (Los Alamos resident since 2005)

--

Minesh Bacrania Photography

minesh@bacrania.net | 505.500.4280

[Website](#) | [Minstagram](#)



ACRES!

[Available Commercial Real Estate Sites in Los Alamos!]



Updated 3/8/2021

FW: [EXTERNAL]High compliments to County leadership Re: decision to purchase CB & Fox and Reel Deal buildings.

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:03 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

-----Original Message-----

From: Dave Fox <kitsunedave@comcast.net>

Sent: Saturday, March 6, 2021 9:02 AM

To: ~County Council <~CountyCouncil@lacnm.us>

Cc: Burgess, Harry <harry.burgess@lacnm.us>

Subject: [EXTERNAL]High compliments to County leadership Re: decision to purchase CB & Fox and Reel Deal buildings.

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Councilors,

It may seem presumptuous for a single citizen... but I'm doing it anyway... to offer high compliments to County leadership for the decision to purchase the CB & Fox and Reel Deal buildings for the purpose of using lawful tools that assure development of a renewed central core that can be counted on to be built in a manner that serves the folks who live here, and who want to be able to buy locally, as well as to serve those who visit this wonderful place for business, be it LANL-oriented or for private business purposes, or recreation and exploration.

When I arrived in Los Alamos 41 years ago as the new owner of what became CB Fox there was an abundance of evidence throughout Los Alamos and White Rock commercial areas, that the lack of an comprehensive strategic commercial plan was the reason for a then-so-obvious haphazard, decentralized sprawl.

However, what I did not at first recognize, but soon did, was that change was in the wind largely do to the leadership for change lead largely by the Waterman family and Bill Enloe and the Los Alamos Nat'l Bank Board of Directors.

In short order, once this formative group had gained the respect of a series of County Councils, strategy began the journey to becoming the shaping principal for community development.

Now, thanks to this Council's new decision, bolstered by its own out-reach for community input, strategy has rightly found it's place as the reason to look forward to our dynamic community's "Re-enhanced" future.

With great respect for the work of all, including certainly Harry Burgess and the County's dedicated staff,

Dave Fox

FW: [EXTERNAL]Proposed Purchases of CB Fox and Reel Deal Buildings

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:03 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

From: cary dirlam <chamisablue01@yahoo.com>

Sent: Wednesday, March 3, 2021 6:40 PM

To: ~County Council <~CountyCouncil@lacnm.us>

Subject: [EXTERNAL]Proposed Purchases of CB Fox and Reel Deal Buildings

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

To The County Council:

It is with a sense of incredulity that we've been reading about the prospect of the County purchasing the CB Fox building and the Reel Deal building. The County has no business being in Business.

The purchase of these properties by the County is folly, to be foisted on the backs of the taxpayer. For example: the CB Fox building is a very old building; and will need many upgrades to meet current Codes. will the County (us) also be paying for the upgrades of the building including new wiring, new plumbing, new windows, and correcting the stairway to the second floor because it is too steep, has ADA compliance issues, heating and a/c issues, will all have to be addressed. All of these issues will have to be addressed if the county sells, leases, or rent out the building. If the building were a good deal then it would have sold.

The desire for an anchor in downtown Los Alamos is understood, however, if there isn't the appropriate buying- customer traffic and support for an anchor business to support it, artificially trying to establish a customer base by building a multi-retail-plex isn't going to work. If there is no actual "buying" customer base failure is imminent. The County and some Council members are dreaming if they believe that the property can be rented or re-purchased without vast code updates. This is not a good business decision. Luxury items have never done well in Los Alamos. CB Fox could not sell high end clothing, the population would not support it.

As for the Reel Deal building, if it can't be leased now, why would it be leased later; is the County going to run a movie house?

As we all know, in general, landlords in Los Alamos sit back and wait for offers on overpriced and under-maintained properties, and the properties sit for sometimes years. Potential buyers do not see any possible profit from these vacant buildings. If there were opportunities to have a profitable retail business then these properties would not be vacant.

A Political controversy could/would arise over which vacant buildings are bought by the County: why buy CB Fox instead of the old Smith's grocery store, Hallmark store, the former Blue Window building. How are these decisions to be made? What sort of influences or pressures will be/are at play. Let us not be naive.

No, this is not solution.

If the Councilpeople want the county to go outside its comfort zone to experiment with Urban Planning, they should do it with their own personal funds and on their own time.

Respectfully,

Gordon and Cary Dirlam

FW: [EXTERNAL]Re: An Experience At McDonald's

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:03 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

From: mark devolder <articsandgeared@comcast.net>

Sent: Tuesday, March 2, 2021 12:40 AM

To: ~County Council <~CountyCouncil@lacnm.us>; Sgambellone, Dino <dino.sgambellone@lacnm.us>; bdevolder@comcast.net; tina.archuleta@state.nm.us

Subject: [EXTERNAL]Re: An Experience At McDonald's

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Mon 3-1-2021 11:56 p.m.

Please do not respond to this e-mail

At the Local and State level, my wife and myself have experienced some of the following issues.

- 1) Telephone Billings - We were charged for local calls which we did not make. It appears that there is a computer monitoring system for local telephone calls. Sometimes the computer randomly indicates that a local call was made when no call was actually made.
- 2) NM MVD - An automobile registration document came in from NM MVD recently. My wife's name was not on the document. NM MVD was contacted about this issue, and we were told that there was a computer error. The problem was corrected, but **these type of issues require time to resolve.**
- 3) LA Utility Billing - New water meters were installed not so long ago. A strange billing error appeared shortly thereafter. We investigated this issue and were told that the old water meter was not reading accurately. We are continuing to monitor this issue to determine our average water usage.
- 4) LA Financial Institution - We spent quite a bit of time trying to set up beneficiaries for our financial accounts. After doing all of this, documentation came in without beneficiaries. The problem was resolved, but once again it took time to resolve the issue.
- 5) US Post Office - There were issues with cleanliness at the Los Alamos branch of the US Post Office recently. Recycled material was overflowing from the small blue recycle bin. The trash containers were full and overflowing. The floors had not been cleaned. This had been going on for about 2 or more weeks. I was told by a postal worker that the Post Office had no janitor. I asked the postal worker if I could empty the blue recycle container into the recycle bin northwest of the Post Office, and I was told I could do so. The bin was extremely heavy, and I had to dispose of the recycle material in two batches. Later, I made some 8-1/2 x 11 signs which said, NO CUSTODIAN - Please Take Mail, Recycle Materials, and Trash Home. Then I contacted a supervisor at the Post Office. I told her that I had emptied the blue recycle container, and asked that the signs be posted. The supervisor refused and told me that they had a custodian. Then the supervisor began to verbally attack me for emptying the blue recycle container. It rapidly went downhill from there. I contacted the dispatcher at LAPD, and explained what had happened. The dispatcher proceeded to contact the EcoStation and they provide a larger blue roll-off bin for recycle material. Shortly thereafter, the trash bins were emptied and the floors at the Post Office were cleaned. I found all of this very upsetting and will

no longer enter the Los Alamos Post Office if I can avoid it. I was disappointed that the Los Alamos Public appeared to care little for such matters and contributed heavily to trashing the Post Office.

6) Telemarketers - Telemarketer attacks are frequent and ongoing. We often listen to these folks to determine something about the latest scam. We dare not respond with a "yes" answer to any telemarketer or anyone running a survey. It is becoming a very strange world full of fraud, waste / inefficiency, and abuse. There is concern on our part about identity theft too.

Regards,

Mark DeVolder

On 03/01/2021 10:12 PM mark devolder <articsandgeared@comcast.net> wrote:

Mon 3-1-2021 9:38 p.m.

****Please do not respond to this e-mail, I have already seen the capabilities (or lack thereof) in Los Alamos.****

The county council would like to attract light manufacturing or technical manufacturing to Los Alamos. I had an experience at McDonald's recently which makes me wonder if such a manufacturing effort is feasible.

When I visited McDonald's recently, I ordered a couple of McChicken sandwiches and a hamburger at a total cost (including tax) of \$5.28. I drove up to pay the order attendant, and handed her a \$5 bill. The attendant looked confused. Then I handed her 28 cents in change. She looked even more confused. Then she called her manager over to assist her. Finally, she handed me a receipt and a dollar in change. I took the receipt, and left her holding the dollar. This all took some time. I looked ahead while paying, and a hand popped out of the next window holding my food order. At that time, I was still sitting in my vehicle at the payment window. Then the arm with the food order disappeared. I drove up to pick up my order and there was no one at the window. Eventually I got my food order.

All of this creates doubts about the quality of students / graduates potentially coming out of the Los Alamos school system. To run a light manufacturing or technical manufacturing operation requires as much or considerably more capability than working at McDonald's.

My wife and I have also been encountering a variety of transaction issues at the Los Alamos financial institutions. In one case, a drive-up window teller sent us back a deposit slip and the check which we had just deposited.

I also visited to UPEX store recently to get a few copies made of a 6-page document. The attendant came back with 4 pages of copy material and two blank sheets. The work was not checked for clarity / accuracy / completeness.

I visited one of the auto parts stores in Los Alamos and provided the year and make of my automobile. Then the attendant asked me, "What is the year and make of your automobile."

I consider all of these to be ominous signs of worse to come, and I am paying taxes for all of this?.

Now LA County wants to do something with the CB Fox building. With the current American dumbing-down / distracted I-phone driver / crazy tailgating and empty-miniature-liquor-bottle-discardng-driver culture in Los Alamos, I would be afraid to turn someone loose with a potato gun in Los Alamos let alone try to operate a light manufacturing operation, technical manufacturing operation, or retail store here.

With continuing disappointment,

Mark DeVolder

FW: [EXTERNAL]Re: [EXTERNAL]CB Fox Memo

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:04 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

From: Greg White <gregcwhite@att.net>

Sent: Monday, March 1, 2021 5:01 PM

To: ~County Council <~CountyCouncil@lacnm.us>; Rytí, Randall <randall.ryti@lacnm.us>

Cc: LACManager <lacmanager@lacnm.us>

Subject: [EXTERNAL]Re: [EXTERNAL]CB Fox Memo

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello Councilors;

OK so going back and listening to the whole discussion and motion for the 3rd time, I will agree that technically there was nothing in the motion saying the County would release the memo.

But I find it an antithesis action to agree to waive privilege which implies that the memo will be released and then require citizens to ask for the memo through an IPRA request.

Especially when the fact citizens would be required to file an IPRA was not mentioned at all, and had the potential to flood the IPRA office with an overwhelming number of requests.

Thank you, Greg White

Have a Beautiful Day and Stay Well

On Sunday, February 28, 2021, 10:10:36 PM MST, Rytí, Randall <randall.ryti@lacnm.us> wrote:

Mr White

Just to be clear, on February 23 Council voted to remove the waive the attorney-client privilege on the December 14th memorandum, not to release it. I'm aware of one party that requested via IPRA and received said memorandum last week.

Randall Rytí, County Council Chair

From: Greg White <gregcwhite@att.net>

Sent: Sunday, February 28, 2021 8:05 PM

To: ~County Council <~CountyCouncil@lacnm.us>

Cc: LACManager <lacmanager@lacnm.us>

Subject: [EXTERNAL]CB Fox Memo

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello Councilors;

At the Feb 23rd meeting the Council voted to release the memo regarding CB Fox possible purchase to the public.

An online survey has been started with over 700 responses so far without the benefit of the memo which has yet to be released.

Not only does this violate the law, it also indicates that the memo is being edited before being released, which is in violation of the motion and Council vote.

The memo would take minutes to upload to the County site. Whether the few pages of Mr. Leaphart's opinion or the entire 45 pages.

If the memo is not uploaded by the end of Monday March 1st, and all the people who did not respond anonymously notified of the memo, I will be forced to file a Mandamus action with the District Court, which I may do anyways to order release of Councilor emails and/or testimony that the memo has not been edited.

It does nothing increase the public's trust to promise something and not deliver.

I am also disappointed in the 3 Councilors who feel as much as possible should be withheld from the public not matter the situation.

Greg White
Have a Beautiful Day and Stay Well

PS: release to private opinion website's including the Los Alamos Daily Post and the Los Alamos Reporter do not count. just because someone calls themselves a newspaper does not make them one, and neither is read by very many people, including me

FW: [EXTERNAL]Re: reel deal and cb fox

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:04 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

From: Charlie Strauss <cemss@mac.com>
Sent: Sunday, February 28, 2021 4:59 PM
To: ~County Council <~CountyCouncil@lacnm.us>
Subject: [EXTERNAL]Re: reel deal and cb fox

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

I've been looking over the utilization studies of for CB fox and Reel deal. My overall feeling is that the council hasn't put out a good enough set of pro-and-con arguments here. Simply saying what it might get used for doesn't answer the burning question of is this something the County should be doing? There's an obvious contrary position is to ask why the county should be any better than the free market at establishing businesses.

What I'm not saying here is that I'm against it or for it. I'm saying the arguments for the county intervening are not being socialized to the public. I think you need to publish some long pro- and con- debates in the papers to socialize the rationales here, otherwise the "con" argument will win by default.

My feeling is that the best arguments for this are the following.

1. We've tried not doing anything and not seizing the opportunity to purchase major properties in the past. Exhibit A is the dead whiterock shopping area between the whiterock storage site and the whiterock library. That is large and central enough that some sort of county scale planning for how it would be used could be argued for. The fact that it has remained derelict shows that free enterprise isn't finding the best use for it.
2. We need to do something to break the death grip of high price of real estate leases driven by demand from LANL and LANL contractors. The fact that lanl contractors occupy main-street store frontage is emblematic of how this is also bad for the town's retail district development.
3. Out periodic town planning excersices are toothless. Wishing for how the town should look and where parking should be and so on just hasn't panned out because the county has not control of how real estate gets developed. And each new development seems to prefer to teardown and build rather than occupy a dead zone on on mainstreet. So if the county wants to really shape the future they need to step in and control the realestate themselves. But that normally isn't possible as major sites are held by out of state companies or just are not for sale. Thus the county needs to act when the rare moments to buy land come up.

Thus there may be good argument for the county to aspire to become a major real estate property manager to help design the town center and to create affordable store frontage. there is a clear historical argument that sets us apart from other towns: our layout developed from a military base whereas other towns were built from the start to be optimal for retail and public service locations. So we have cause to intervene in the free market here.

My feeling is the major counter argument is, aside from generally questioning if a county can actually manage real estate better than the free market in a time when business are closing, is the following:

1. We haven't perused getting at the root causes through other means at the disposal of the county.
 - a. Zoning or compliance ordinances should be used to penalize derelict business property. I think one can sort out zoning so that it applies to the business district not say to empty housing.
 - b. Zoning or other methods that keep business's whose nature is not on-site retail (e.g. LANL and LANL contractors) out of the prime locations for that storefront retail activity or centrally located social activities.
 - c. Property taxes that are based on the asking price of the leases. I suspect one reason for high asking prices for leases is that each landlord is hoping to win the LANL office space lottery of exorbitant rents. And thus prices are simply kept high awaiting this payday. If taxes are assessed according to asking prices for squarefootage then property that is empty will soon lower their asking prices.
2. Both of these buildings have the worst possible geometry for any other uses. CB fox needs to be torn down as it's multilevel arrangement, ancient construction, lack of fire protection, and likelihood of asbestos just make it a renovation nightmare and when you are done a very inefficient use of real estate with its T-shape. Same with the sloped sidehill and low-parking space Real Deal. I suspect the county needs to look at the even higher cost of tearing down and building a mixed use higher density multi-story building and that might be beyond our resources.

It seems like the county council needs to approach this as a combined process. Try to use the zoning and taxes and ordinances to address the high cost of business development. If you don't do this then you are basically going to be in the business of leasing at below market rates.

On 12/11/20 10:52 AM, Charlie Strauss wrote:

I have a few thoughts on the proposed purchase of Reel Deal and CB fox.

1. For CB fox, it seems like it's best use is storefront. Keep the integrity of main street. However we certainly have a lot of underused storefront capacity now.

We also have a shortage of housing. So it seems odd to me the developer who owns it didn't move ahead on converting it to apartments. Thus this sounds fishy to me. Why sell unless there's a cash flow problem and they are looking for a bailout. Thus I while I like the idea of retaining it for future business use I'm wary of this as chance to profiteer on the county's dime.

2. The reel deal theater has a parking problem. If I recall correctly, it got a variance for a required number of spaces because it operated mainly at night when the parking for the mary deal building was not needed for the bussiness's inside.

Thus any other use of this property needs to consider that issue. If the building were to be torn down then perhaps a parking lot could be built there.

The proximity of the reel deal, walking distance to both the pool and the teen center, as well as food, make it seem like it's ideal use would be some sort of recreation facility. Basketball courts? Not sure what. If we had a bike trail system then maybe someday a bike rental and repair shop. Or perhaps it's the best place to put the chamber or commerce or any other tourist oriented outlet.

The key thing I want to note is just the location is unique for both recreation or tourism and so should be considered before being used for commercial space or housing.

A related thought I've had for some time that might be worth mentioning here is that if one wanted to build a second sheet of ice for Los Alamos one could imagine building this over the pool parking lot (with an observation deck on the roof!). For some uses of the Reel Deal, maybe the pool parking is close enough to serve as the parking area for the Reel Deal during the daytime. Or add a second level with more parking.

But overall I doubt the real deal location would make great housing or general commerical space.

--

Come up to the lab and see what's on the slab.

FW: [EXTERNAL]CB Fox and Reel Deal Theater (and a P.S.)

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:04 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

-----Original Message-----

From: Rebecca Chaiken <rebecca.chaiken@gmail.com>

Sent: Sunday, February 28, 2021 11:03 AM

To: ~County Council <~CountyCouncil@lacnm.us>

Subject: [EXTERNAL]CB Fox and Reel Deal Theater (and a P.S.)

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi - I tried to take the survey but I had technical problems. When I first heard of the proposal to purchase the buildings I was opposed, but after giving it some thought I changed my mind. If the buildings remain in the hands of a private business they can do with them as they wish - lab offices in the heart of downtown and file storage in the movie theater are certainly not what this county needs! If the county undertakes this project, it will retain control over the potential uses and can focus the development on housing, small business, restaurants, and in general attracting more interest in our downtown. I also LOVE the idea of using part of the theater for a food bank (LA Cares) to benefit those in our community who are food insecure.

P.S. the "road diet" was a great idea and it is working very well!

Rebecca Chaiken
20 Bonito Place
Los Alamos

FW: [EXTERNAL]Re: [EXTERNAL]Uses for Abandoned CB Fox Building / Real Deal Theater

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:05 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

From: mark devolder <articsandgeared@comcast.net>

Sent: Thursday, February 25, 2021 4:32 PM

To: Ryti, Randall <randall.ryti@lacnm.us>; ~County Council <~CountyCouncil@lacnm.us>

Subject: [EXTERNAL]Re: [EXTERNAL]Uses for Abandoned CB Fox Building / Real Deal Theater

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Thurs 2-25-2021 4:18 p.m.

Randall:

Based on your response to my e-mail, it would appear that LA County has another white elephant on it's hands in the form of the CB Fox Building. It occurred to me today that Los Alamos could use a high-quality trade school.

When I worked at LANL, I was never quite satisfied with the quality of the workmanship by the crafts. When I visited the STEM Center where students were working on the First Robotics Competition, it was also apparent that some of the students had limited machining capability. There were also coordination problems between the student CAD operators and the students doing the machining work.

School systems have recently thrown their support behind computer classes and have abandoned traditional shop-type classes. We pay a high price for low-quality products generated in the American workplace. Made in America (if anything is made in America anymore) no longer means the same thing that it used to mean decades ago.

An excellent trade school would have benefits for LANL and the community.

Regards,

Mark DeVolder

On 02/25/2021 10:05 AM Ryti, Randall <randall.ryti@lacnm.us> wrote:

Mr DeVolder

Thank you for the two emails regarding manufacturing business use of the former CB Fox building. This email lists of variety of businesses in Los Alamos/White Rock and which ones have closed over the years. Online retailers have certainly changed the traditional brick-and-mortar retail environment. There have been discussions about encouraging light or technical manufacturing in the County. So, this is something that has been considered. At this time manufacturing is not an allowed use in downtown Los Alamos. I have added a link

to a document with the permitted uses in the downtown overlay, so that you could have that information for reference.

Randall Rytí, County Council Chair

https://www.losalamosnm.us/UserFiles/Servers/Server_6435726/File/Government/Departments/Community%20Development/Planning%20Division/DT-TCO.pdf

Los Alamos County Downtown District: Town Center Overlay District (DT-TCO) List of Permitted Uses

Los Alamos County Downtown District: Town Center Overlay District (DT-TCO) List of Permitted Uses The Los Alamos County Code establishes Zoning Districts as shown on the Official Zoning Map.

www.losalamosnm.us

From: mark devolder <articsandgeared@comcast.net>
Sent: Thursday, February 25, 2021 1:30 AM
To: Rytí, Randall <randall.ryti@lacnm.us>; ~County Council <~CountyCouncil@lacnm.us>
Subject: [EXTERNAL]Uses for Abandoned CB Fox Building / Real Deal Theater

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Wed 2-24-2021 11:39 p.m.

I wrote previously and suggested turning the abandoned CB Fox Building into a facility for manufacturing products for export. I would like to augment my original suggestion to include high-profit manufacturing or niche manufacturing in Los Alamos. An example might be diamond cutting and polishing traditionally accomplished in locations such as New York City. There may be some opportunities to manufacture expensive, certified parts for aircraft. (Note: I believe there used to be a business in Albuquerque which manufactured turbine blades for aircraft engines.) I will give this some more thought.

I have been trying for three years to purchase an abandoned plant somewhere in the US. Most decent plants seem to have a starting price on Loop Net (the ebay of the commercial real estate business) of about 3 million dollars (far greater than my budget can afford). I have looked at "brown field" sites and they are mostly controlled by the USEPA. I was told to stay away from investing in brownfield sites / buildings. USEPA will provide Phase I clean-up funding, but it is impossible to get through USEPA Phase II. Most large plants were bought up during the last recession. Some of those plants became medical marijuana growing facilities.

Many older plants are being re-purposed into apartment buildings or condos. Even abandoned grain silos are finding applications as apartments.

I lived in Albuquerque many years ago and have driven around and / or shopped in Santa Fe. I took stock of the types of businesses in these cities to see if there might be some type of business or other activity which would fit into the abandoned CB Fox Building or the abandoned Real Deal Theater. I generally concluded the following: 1) LA is not currently a growing climate for business (that is, businesses appear to be going out of business), 2) Any new business / retail business would probably end up competing with some other existing business in LA which will reduce the market share for an individual business (for example, the new Natural Foods grocery store ends up competing with Smith's and the Food Co-op or building a Wendy's begins to compete with McDonald's or O'Reillys Auto Parts ends up competing with Knech's / NAPA Auto Parts or AutoZone), 3) The population in Los Alamos / White Rock is limited and there is probably not enough demand to justify starting some types of businesses (Note: CB Fox which provided items like furniture and toys closed. The Bealls clothing store closed. the Metzger's Auto Repair / Tire Store closed. The Real Deal closed probably because due to the availability of rental movies and computer streaming capabilities.), 4) Many people shop on-line (Amazon, ebay, Craig's List, etc.) and there is less of a need for brick and mortar stores, 5) The effort to develop a mini-mall / strip mall associated with Smith's never really took off and right across Trinity are numerous abandoned store fronts in the Mari Mac Shopping Center, 6) Customers have better choices in terms of pricing and variety if they go to Santa Fe or Albuquerque (Note: Walmart stores in Espanola and Albuquerque offer many items at discounted prices), 7) abysmal building compliance / code enforcement efforts in LA adversely affected Blue Window and Pig and Fig building activities.

The types of businesses I considered which potentially might occupy the abandoned CB Box building are as follows:

Apartment Complex (limited parking in the downtown area would create problems)
Appliance Sales / Repair (an appliance repair business in Santa Fe went out of business, major appliances are available from stores in Santa Fe and Albuquerque)
Auto dealership (not enough demand, competition from auto dealerships in Santa Fe, Albuquerque, Tillery Chevrolet)

Auto salvage yard (not enough space for wrecked / defunct autos and such a business would not fit into CB Fox or the Real Deal / consumers in LA don't work on their own autos)

Book store (the book store in the Bradbury Science Museum closed, would compete with the used book store in Mesa Public Library)

Clothing Store (Beall's closed, most clothing stores cannot compete with the Episcopal Church and United Church thrift stores or Boomerang)

Computer / Electronics Store (Radio Shack went out of business, computer repair services offered by a few local people)

Furniture store (CB Fox closed)

Drug Store (already have Nambe Drugs and Smith's Pharmacy, Express Scripts through LANL, CVS Pharmacy and Walgreens in Santa Fe and Albuquerque)

Garden / Nursery (business located in Philomena's restaurant location)

Hobby Shop (the Hobby Bench closed years ago, hobby shops all over the US have closed)

Lawn mower repair shop (capability available in White Rock)

Mini-Mall (no use re-purposing CB Fox for this type of activity, abandoned buildings in the Mari Mac Shopping Center, see Los Alamos Reporter Article below, no

expansion of proposed mini-mall in the Smith's location)
Old Town-like facility in Albuquerque / Canyon Road shops in Santa Fe (go to Albuquerque or Santa Fe if you want this, art gallery in LA located on Central)
Pawn Shop (curiously missing from LA probably due to relative affluence of community)
Radio / TV Station (LA already has the KRSN radio station, competition with Direct TV)
Roller Skating Rink (OK in the 1950's, but a little behind the times now)
Shoe Store (go to Smith's, there is a shoe repair shop in Santa Fe)
Ski Shop (competes with local ski swap activities)

None of this presents a pretty picture for expanded retail business in Los Alamos.

Source: The Los Alamos Reporter: *Letter to the Editor - Concerns About Mari-Mac Village Shopping Center*

Editor,

I read your article about Mari Mac, and I am really shocked by the actions of some of the Los Alamos County/Council. As you reported, Prashant Jain rented the unoccupied Blue Window with a plan to open it as a restaurant. He worked on the space, tried to get his modifications approved by the building folks, was red tagged, had to deal with all the red tape and lack of impartial hearings, all the time paying rent for a space that is going to be demolished.

What sort of people are working for the County and on the Council who would believe that it was honest for him to pay for the rent, the work, the lawyer, etc. while knowing that in the end it would all be wasted because of Kroeger's plans to redevelop? The actions of Kroeger in this scheme should make everyone in the County think twice about its honesty as a corporation if it is willing take rent for a space they knew would be demolished.

Furthermore, there are businesses in Mari Mac, such as Auto Zone, the Pub, and the China Palace, which struggled through the shutdown, served their customers, lost money but stayed open, and now will lose their businesses. These businesses employ local citizens who have families and homes in the community. These are the businesses Los Alamos County staff and Council should be fighting to keep, not destroy. Because LA Fitness, a long time business, could not even stay open during the shutdown, it has been even more financially impacted.

It's obvious that there will be financial repercussions because businesses who pay gross receipt taxes will be closing and it will be several years before new ones, paying higher rent, will open. Lawsuits are also highly possible, especially because of the actions against Prashant Jain's efforts to open Unquarked. How can there be a hearing on June 11 if the building will be demolished?

Throughout the country, local governments are straining to keep their local businesses. Does Los Alamos County/Council really believe that the extra taxes they might receive in the future are worth these duplicitous efforts?

Patricia Max

In the end, I figure that LANL will step in and open some kind of office space in the abandoned CB Fox Building and/or the Real Deal Theater. LANL has

limited conference room space and the Real Deal Theater might be a good fit for a large conference room-type space. However, there is limited parking in the area around the Real Deal Theater location.

Regards,

Mark DeVolder

FW: [EXTERNAL]Uses for Abandoned CB Fox Building / Real Deal Theater

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:05 PM

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From: mark devolder <articsandgeared@comcast.net>

Sent: Thursday, February 25, 2021 1:30 AM

To: Ryt, Randall <randall.ryt@lacnm.us>; ~County Council <~CountyCouncil@lacnm.us>

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Regards,

Mark DeVolder

FW: [EXTERNAL]Proposed Use for the Abandoned CB Fox Building

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:05 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

From: mark devolder <articsandgeared@comcast.net>

Sent: Wednesday, February 24, 2021 9:40 AM

To: Ryt, Randall <randall.ryti@lacnm.us>; ~County Council <~CountyCouncil@lacnm.us>; bdevolder@comcast.net

Subject: [EXTERNAL]Proposed Use for the Abandoned CB Fox Building

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Wed 2-24-2021 8:31 p.m.

My wife Barbara, who reads far more widely than I do, informed me that the Los Alamos County Council is in the process of hiring a consultant to provide input on what should be done with the abandoned CB Fox Building in **downtown Los Alamos**. This is a proposal to redevelop the building as the Los Alamos Exports Building.

Take a look at Los Alamos. Abandoned buildings here and there. The abandoned Metzger's building on Diamond is receiving a re-do, but to what end? The building remains abandoned.

The CB Fox building is in the "**heart of downtown Los Alamos**". The human heart, although not the most intelligent organ in the human body, is in the center of the human body and pumps blood containing nutrients to the rest of the human body. Blood with nutrients in it can be compared with healthy business in Los Alamos. If you want to understand the role of business in America, simply read what Alexander Hamilton had to say about it.

The city of Los Alamos has a proud heritage. This is the county (perhaps the city) "Where Discoveries Are Made". The name Los Alamos has a power all of its own, and it is worth capitalizing on that power.

I suggest that the abandoned CB Fox building be redeveloped as the Los Alamos Exports Building because the business of America "is business". **If you want to get some worthwhile use from a consultant, task that individual with items which can be manufactured in Los Alamos and marketed world-wide (that is, exported)**. If LANL is a "world-class" leader in science and technology, then maybe the City of Los Alamos should be a "world class" manufacturing center. Don't worry about space. Look at the space in Hong Kong compared with all the space in China. And look at what Hong Kong did economically before China became a manufacturing power house.

40% of Federal tax revenue comes from loans. This is not a good sign. It is time for America to resume its role as the "arsenal of democracy".

When I was young, I was fascinated by small party umbrellas which sold in packages at the local five-and-dime store for perhaps a nickel (Note: Forgive my memory on the exact pricing). The party umbrellas were marketed as a decoration for beverages and were a disposable item. There were several things which fascinated me about the party umbrellas. First, they were

neatly packaged. (Note: Japan has a tradition of putting effort into presentation of manufactured products.) Second, the umbrellas packaged (and unpackaged) were colorful. Third, the "high-quality" umbrellas were neatly manufactured from tiny wooden sticks and tissue paper. Fourth, the umbrellas actually worked (that is, they could be opened). Although the party umbrellas were low in cost, they were a clear indication of the formidable production capability of Japan. If you look at imported Japanese cars and other products (for example, the 256K RAM integrated circuit), you get some idea of where formidable production capability can lead.

Keep in mind that business in America started out small - and it grew. I remember from my religious upbringing that the mustard seed is one of the tiniest of seeds, yet it results in one of the largest of trees. So I recommend starting small, exporting the small item(s), and working endlessly on growing business in the community.

Growing export business in Los Alamos will help to offset fluctuations in LANL employment, and help to retain capable workers in the area.

If you take a look at the Countries of Origin on products marketed at Smith's grocery store, you will quickly see that Smith's (Kroger) is a world-class **importer**. It is time for that to change. Los Alamos needs to be a leader (not a follower) and spearhead the effort to become a world-class **exporter**.

I close with the philosophy espoused by 3M (Minnesota Mining and Manufacturing) - Never pour cold water on an idea (it might be the next million-dollar idea). You don't have to agree with someone's idea, but don't pour cold water on it.

Regards,

Mark DeVolder

P.S. Isn't there something in American History about the "shot heard around the world".

FW: [EXTERNAL]Please vote yes on purchasing the Reel Deal and CB Fox

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:05 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

From: Katie Bruell <ktbruell@gmail.com>

Sent: Wednesday, February 24, 2021 7:32 AM

To: ~County Council <~CountyCouncil@lacnm.us>

Subject: [EXTERNAL]Please vote yes on purchasing the Reel Deal and CB Fox

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Dear Councilors,

As a long-time resident of Los Alamos, plus a member of the Lodgers Tax Advisory Board and the Tourism Implementation Task Force, I've seen our residents' continual disappointment at the lack of restaurants, retail, and other types of entertainment venues. Now, two prominent buildings that are anchors of our downtown are in danger of being turned into offices. If we want to have a good quality of life for our residents and an attractive town for visitors, we must stop this from happening. I don't care if the County ends up as the eventual owner of those buildings or not, but I do care that they be specifically designated for a use that serves the public, not some closed, secure office building plopped in the middle of our town.

Thank you for carefully considering this issue.

Katie Bruell

FW: [EXTERNAL]Downtown Plans

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:06 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

From: jhall@newmexico.com <jhall@newmexico.com>

Sent: Monday, February 22, 2021 8:48 PM

To: Scott, Sara <sara.scott@lacnm.us>; Burgess, Harry <harry.burgess@lacnm.us>

Cc: patrick@losalamos.org

Subject: [EXTERNAL]Downtown Plans

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

This is my own opinion, and does not represent LACDC.

Comments on the CB Fox building and the Reel Deal Theater.

Apparently, the County has signed an agreement to buy the buildings. The County is almost certainly legally obligated to follow through.

I discussed the CB Fox building with Andy Fox a year or two and was quite impressed with his assessment of the difficulty of making substantial building changes.. Quite likely, it will have to be torn down

I applaud the County's willingness to spend resources to redevelop downtown. I also like the idea of mixed use: retail businesses on the first floor, perhaps offices on second-floor front, and a living development in the back of current building or its replacement..

The goal, of course is to bring people downtown and keep them there by expanding options and resources. Also, of course, that supports private development and enhanced tax receipts.

I am more concerned about plans for the Reel Deal theater. It is too recent to tear down, and reconfiguring the inside may not be simple. In my mind, highest and best use might include a theater, a performance space, and one or more other attractions that would bring people into the downtown area. Perhaps a creative use could be found that would "extend" the concept of downtown to the other side of the pond. Again, private investment would be a plus.

Thanks for the opportunity to comment.

Jim Hall
505-412-3091

FW: [EXTERNAL]RE: LA Daily Post Article on Thursday, February 18, "County Mulls Potential Purchase of Reel Deal and CB Fox Buildings"

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:06 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

From: Karen Wray <kewray40@comcast.net>

Sent: Monday, February 22, 2021 11:10 AM

To: ~County Council <~CountyCouncil@lacnm.us>

Subject: [EXTERNAL]RE: LA Daily Post Article on Thursday, February 18, "County Mulls Potential Purchase of Reel Deal and CB Fox Buildings"

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Dear County Councilors,

While reading this article, I noticed with great concern the suggestion that one of the Reel Deal theater spaces be used as an art gallery or meeting room space. Los Alamos currently subsidizes two art gallery spaces: the Fuller Lodge Art Center and the Mesa Public Library Art Gallery space. The Fuller Lodge Art Center, having very recently returned to a non-profit status, receives their gallery, classroom, and office space for free, receives free utilities and janitorial services as a condition of operating the facility. The Mesa Public Library art gallery space is also paid for by the County and is operated under a contract with Ken Nebel, who owns Village Arts and is the now Assistant Director at the Art Center. When the Library Art Gallery manager decided to retire, it was decided that rather than hiring a Library staff member to continue to operate it, the County let it out for bid. Operating an art gallery is not trivial nor cheap.

Art galleries are businesses. I have owned and operated The Karen Wray Gallery since 2009, a privately owned gallery, and I pay rent, utilities, advertising, promotion, security, payroll, and sales tax, among other expenses. Los Alamos is located merely 37 miles from the third largest art market in the United States. Santa Fe boasts several hundred fine art galleries. These art galleries are not subsidized by the City of Santa Fe. Art is a highly competitive business, not just a hobby for old people, kids or moms. Los Alamos already has two County-subsidized art galleries that provide exhibition space for local and some regional artists. If local artists and crafters desire more art gallery venues, they should do as the Cornwells, Andrews, and now Wrays have done; they can invest their own money and open an art gallery themselves.

Artists and crafts persons are ALWAYS searching for places to sell their work. That is true everywhere. There are always more artists than art galleries because art galleries offer space, lighting, staff, expertise, marketing and sales skills, insurance, security, utilities, etc., all of which cost money. Of all the art galleries in Santa Fe there are thousands more artists than gallery space to accommodate them.

When I was starting out as an artist, I started showing my work at the County Fair, at local restaurants, at other businesses that were willing to show my work for a 10-40% commission, the Los Alamos Artists Studio Tour, and home art shows. Many artists rent booths at arts and crafts fairs. It is the **artists' responsibility** to promote and show their own work. They are NOT entitled to exhibit their work in an art gallery. The County is NOT obliged to provide exhibition space for any and all artists or crafters who wish to show their work to the public.

For an artist to be accepted into an art gallery, they must be accomplished, have experience promoting and selling their own work, have a collector following, and are willing to work with a gallery to provide a steady supply of high-quality work and agree not to compete privately with their own gallery. Not every artist will be accepted into a gallery, nor should they be. Gallery representation is not at all a starting place for hobby or beginning artists. It is usually what most artists strive for in their careers.

Many communities have nonprofit art centers, like ours, but their missions are different from commercial art galleries. They are focused on art education and also themed art exhibitions and art exhibitions that are experimental in nature, exhibitions that commercial art galleries would find risky. And many art centers are

funded primarily through memberships, donations, sponsors, and grants. It is not at all common for art centers to have their ALL their space and utilities funded by taxpayer funds. Many communities may offer grant monies to the art centers for art education, such as Art Camp for kids, and other such projects.

Over the years there has become a trend in Los Alamos to solve commercial needs and wants with County- or Lab-subsidized solutions. For example the gift shops operated by the Fuller Lodge Art Center, the Historical Museum Gift Shop, Pajarito Environmental Education Center (PEEC) gift shop, and now the Bradbury Science Museum Gadgets gift shop, all of which are subsidized by the County or the Lab. In a community where small businesses are barely surviving, why try to replace them with government-subsidized solutions? The Otowi Station Bookstore was essentially replaced by these other nonprofit gift shops. Otowi Station was privately owned, paid rent, utilities, staff, insurance, and paid taxes. In response to the County's recent tourism emphasis, CB Fox responded by adding more tee shirts, mugs, and other tourist-related items to their inventory, only to learn of the Bradbury Science Museum's plans to open a Lab-subsidized gift shop. Competing with a government-subsidized business is a losing proposition. The County should not be in the business of competing with the private sector.

We could benefit more with private bookstores, private gift shops, and private art galleries than adding even more subsidized stores. The County does not need to and should not provide the type of tourist solution that private businesses can provide at no cost to the taxpayer. Nonprofits do not generate sales tax. If the County's goal is to use tourism to generate more tax revenues to the County, they need to stop subsidizing nonprofits as gift shops. Not a dime of sales tax is generated by nonprofit gift shops. Yes, commercial space is scarce, often inadequate, and ridiculously expensive in Los Alamos. However, that should not be an excuse to offer free space for what are usually commercial enterprises.

Thank you.

Karen E. Wray

Karen Wray, Owner
The Karen Wray Gallery
1247 Central Avenue, Suite D-2
Los Alamos, New Mexico 87544
(505)660-6382
<http://www.karenwrayfineart.com>
kewray40@comcast.net

FW: [EXTERNAL]Renovation of downtown Los Alamos

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:06 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

From: elizabeth jacob <jemezmt@gmail.com>

Sent: Monday, February 22, 2021 10:11 AM

To: ~County Council <~CountyCouncil@lacnm.us>

Subject: [EXTERNAL]Renovation of downtown Los Alamos

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

After reading the latest edition of the Los Alamos Daily Post regarding the Council Session with suggestions for the use of the Reel Deal Theater I was appalled by the suggestion that the Theater be made into a storage unit! The last thing this town needs is a storage unit right adjacent to our library, Demo Garden and beautiful Ashley Pond! We need attractions for our community residence, as well as vacationers, in our little gem of a city nestled next to the Jemez Mountains. I am suggesting that we renovate the Theater into a Hands-On Children's Museum similar to the one in Santa Fe. The possibilities for what can be incorporated inside the Theater for enjoyment as well as educational for our youth and adults are endless. The Mezzanine can be converted into a retail business complimentary to the museum's exhibitions bringing tax dollars into the county. Please, please councilors lets not turn this once productive downtown area into a wasteland bedroom community. That goes for the old CB Fox building as well. Elizabeth Jacob

FW: [EXTERNAL]Staff Report on CB Fox and Reel Deal properties

Burgess, Harry <harry.burgess@lacnm.us>

Thu 3/11/2021 12:07 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

-----Original Message-----

From: Aaron Walker <adwalker.usn@gmail.com>

Sent: Tuesday, February 16, 2021 10:04 AM

To: ~County Council <~CountyCouncil@lacnm.us>

Subject: [EXTERNAL]Staff Report on CB Fox and Reel Deal properties

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Councilors,

There is one thing in the staff report about these properties that raised concern for me. There is a slide called 'why purchase?' that identifies potential pros to buying the two properties on question. Nowhere in the report are potential cons to purchasing the properties. This gives the perception that staff is attempting to "tip the scales" in the direction of purchasing the properties. How can the council be expected to make an informed decision with only one side? I realize the decision is not tonight, but both the pros and cons need to be adequately addressed. Waiting until the final presentation seems quite underhanded to me, and does not give the appropriate public appearance. The last thing we need is more ongoing questions of bias within the county.

This needs to be brought up very bluntly, as addressed head on to ensure it does not affect the outcome of the eventual decision.

Respectfully,

Aaron Walker

FW: [EXTERNAL]For council

Burgess, Harry <harry.burgess@lacnm.us>
Thu 3/11/2021 12:07 PM
To: Habiger, Julie <julie.habiger@lacnm.us>

From: Robinson, James <james.robinson@lacnm.us>
Sent: Thursday, February 11, 2021 10:12 AM
To: Anna Dillane <annadillane@hotmail.com>
Cc: ~County Council <~CountyCouncil@lacnm.us>
Subject: Re: [EXTERNAL]For council

Good morning Anne,

I will be happy to provide this to the rest of Council and have CC'd them on this email so you have our general e-mail for future communication.

Thanks for reaching out!

Regards,

James Robinson
Vice Chair, Los Alamos County Council

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From: Anna Dillane <annadillane@hotmail.com>
Sent: Thursday, February 11, 2021 10:05:59 AM
To: Robinson, James <james.robinson@lacnm.us>
Subject: [EXTERNAL]For council

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello James,

Could you please forward this to the rest of council? I can't find that post with the email address I should use. It would be great if you could include that in all your council posts.

To the County Council of Los Alamos,

I am writing to voice my concern about the master plan versions that I have seen.

I don't really understand why these companies are focusing on increasing the live/work density option for properties like the one Boomerang occupies when the Smiths acreage of unused space continues to sit idle. I am certainly not opposed to progress, and updates to our downtown making it more walkable and increasing availability of space for retail would be wonderful. However, we cannot forget that the existing space being used for dentist office, title guarantee offices, medical offices, and lab space does absolutely nothing for our downtown appeal. Talking about making the changes in the master plan proposals without addressing those issues is pointless.

Also, taking away parking in front of businesses will be the final nail in our coffin. Easy access with vehicles is essential for my personal business and I think for many many others.

Business in Los Alamos is already difficult enough. We need you to look at every proposal through The eyes of local business and look for ways to make doing business in this town easier not harder. Survey after survey have proven this to be a priority of the local attempting to bust customers from Smith's parking lots or from the parking behind the old CB Fox is a horrendous plan.

Thank you for your time,
Anna Dillane
Boomerang Consignment and Resale
1247 A Central Ave
Los Alamos, nm 87544

FW: [EXTERNAL]LAC Proposed Acquisition & Suggested Principles

Laurent, Anne <anne.laurent@lacnm.us>

Thu 2/25/2021 1:44 PM

To: Burgess, Harry <harry.burgess@lacnm.us>; Lynne, Steven <steven.lynne@lacnm.us>; Habiger, Julie <julie.habiger@lacnm.us>; Andrus, Paul <paul.andrus@lacnm.us>

FYI

From: Dennis Erickson <erickson.djml@comcast.net>

Sent: Thursday, February 25, 2021 12:25 PM

To: Scott, Sara <sara.scott.ec@gmail.com>

Cc: Laurent, Anne <anne.laurent@lacnm.us>

Subject: [EXTERNAL]LAC Proposed Acquisition & Suggested Principles

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Sara –

Adding to our conversation of several days ago, I offer the following as you & your colleague councilors contemplate action on the CB Fox Building.

As I prefer planning, negotiating and/or decision-making for capital projects to be driven by principles, consider these in debating the merits of the CB Fox Building & site as possible keys to regenerating “downtown” Los Alamos.

- New food & beverage services drive economic development in Los Alamos County.
- Increased people density is necessary for such development.

You might want to watch the second episode on the four-part CNN series “Searching for Italy” hosted by actor Stanley Tucci as possible context for the first suggestion. The second episode of this CNN food tour of Italy ran this past Sunday and focused on Rome. Somewhere in this episode there are vignettes on the successful reinvigoration of old impoverished neighborhoods in Rome driven by the establishment of restaurants & food services. Might the same be possible for us?

You might want to have a conversation with Katy Korkos who as co-owner of the highly-regarded Katherine’s with husband David was an unabashed proponent of more eating establishments as mutually beneficial.

The second suggestion is synergistic with the first and should couple with other ways to leverage people density such as mixed use of a building or property, new hotel prospects, a County commitment to tourism as an explicit driver, and transportation improvements (e.g., parking or evening/weekend transit services).

As to the relevancy of these suggested principles, one might view the final mixed-use phase of the Mirador development in White Rock as a test case. Will the increase of rooftops and the significant flow of Bandelier/ Valles Caldera tourist motivate food & beverage services in Mirador or elsewhere in White Rock?

Finally as we discussed, I advise the Council to separate the two properties for independent consideration. Personally, I do not see need or development benefit (other than possibility for a political compromise) for the acquisition of the Reel Deal property.

Thanks!! Denny Erickson

FW: [EXTERNAL]Citizen Inquiry

Laurent, Anne <anne.laurent@lacnm.us>

Thu 2/18/2021 7:19 PM

To: Habiger, Julie <julie.habiger@lacnm.us>

Hi again Julie. I received this resident feedback on the CB Fox/Reel Deal presentation given to Council on Tuesday. Harry asked I send public response to you to collect. My understanding is Harry will provide suggestions for Open Forum questions such as:

Are there scenario ideas presented you support, don't support, not mentioned that should be considered, any other comments? He is also anticipating an interaction with the youth that mirrors what was done for the master plan. Please let me know how Eric, Louise and I can assist. Anne

From: JacknBetsy Comly <jack_comly@msn.com>

Sent: Wednesday, February 17, 2021 10:31 AM

To: Laurent, Anne <anne.laurent@lacnm.us>

Subject: [EXTERNAL]Citizen Inquiry

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Ms. Laurent,

I listened in on the ZOOM discussions last evening, and want to thank you for pointing out, over and over, that retail, unlike housing, is a real gamble for a developer, when it comes to Los Alamos County.

I live in White Rock - go to Los Alamos two or three times a year - so I am not affected by most County Council decisions, but still like to be informed.

So, thank you.

Betsy Comly

235 Kimberly

White Rock

672-1574

Sent from my Verizon, Samsung Galaxy smartphone