



Memorandum – CLIENT PRIVILEGED WORK PRODUCT

To: Robb Steele, Interim City Administrator, City of Rialto
John Dutrey, Project Manager – Development Services, City of Rialto

From: Ken K. Hira, Executive Vice President, Kosmont Companies
Archie Davenport, Vice President, Kosmont Companies

Date: March 21, 2018

Subject: Kosmont Update on Casmalia Site Outreach

As part of the Economic Development Services for the City of Rialto regarding the Casmalia Site, Kosmont Companies ("Kosmont") was tasked with outreach to RV Dealers / tenants. Kosmont reached out and gathered responses from various RV dealers and organizations that are active in California. (see attached list). Kosmont suggests the City continue this RV dealer outreach as part of ongoing communication and relationship building between the City and business community.

Kosmont had some insightful conversations with RV dealers and potential tenants and in many instances where merited, followed up with an email flyer of the Casmalia Site. In addition, City may consider the following findings/questions from interested businesses:

- Coordinate site tours with interested RV Dealers for March/April.
- Thus far, RV Dealers seem to be more interested in leasing rather than purchasing the site.
- Discuss with RV Dealers the sale / lease price range for the Casmalia Site.
- What if the dealer only wants to lease a portion of the Site?
- Questions regarding freeway visibility and signage?

Here are a few of the relevant responses and comments:

1. **Giant RV** – We're opening new locations and our concern is what if we don't need the entire 13 acres? Would the City be open to a lease on a portion of the Site? Mostly interested in a lease situation.
2. **Airstream Inland Empire** – We are actively looking for locations. There are concerns about freeway visibility and would need to see the Site. Besides airstream we also carry other brands, and would the City be open to an RV and Boat center, perhaps other recreational vehicles / equipment as well? Could the City be helpful on the permitting and development process?
3. **CalRVDA** – We will reach out to a few of our members who are expanding. What is the price range for sale or lease?
4. **Code3 RV** – We are expanding and are interested in new sites. What price range is the City thinking? We would consider a lease.

Site Plan Update: Nadel has completed initial research on various RV agencies and has sent an updated site plan(attached) for review.

Company	Contact	Phone	Email	Notes	Location
CalRVDA	Melissa Shetler	916.448.3444	Melissa@CalRVDA.org	RV org reached out to their members who are expanding. Answering price questions. F/U	
https://www.familyrvusa.com/	Jerry	951.285.0000	jerry@familyrvusa.com	not interested	10717 Indiana Avenue, Riverside, CA 92503
Richardson's RV Centers	Steve/Mark Richardson	Cell: 951-707-3108	steve@richardsonrv.com, mri	lft msg and sent flyer	
Giant RV Center	Frankie Barouti	Cell: 951-453-4491	frankie@giantrv.com	He's expanding. Spoke and sent flier. f/u week	9150 Benson Avenue Montclair, CA
Mike Thompson's RV Super Store	Mark Rosenbaum	562-921-0955	1justyneg@mikethompsonrv.com	spoke and sent flyer	13940 Firestone Blvd. Santa Fe Sp
Cruise America				sent several emails. To forward to managers	
Motoris, Inc.		877/MOTORIS		Not interested. They focus on LAX	
Road Bear Intl.	Iris	818/865-2925	direct@roadbearrv.com	Spoke with Iris, Manager. Not interested, they focus on LAX.	
Western Motor Coach		800.800.1181		called no response.	
El Monte RV	Joe Lang, mgr, stephen henry, mgr			Reached out in several ways, phone, email, website form. No response yet. Sent emails to Stephen and Joe	
Altman's Winnebago		310.518.6182		They are already located in San Bernardino nearby	
Airstream Inland Empire	Ken Kaden gen mgr. Jason Skinner Mgr.	909.497.0505	jason@airstreamoc.com; ken@airstreamoc.com; george@airstreamie.com	Spoke and sent flyer. They're interested and discussing	
All Valley RV Center	Troy	661.269.4800	Troy@allvalleyrvcenter.com	Spoke with Troy and sent flyer. F/U for response. They're reviewing the site.	
Apollo Motorhome Holidays		(310) 675-1335	artsmobilervservice@outlook.com	Not interested. Only 1 dealer per region	
Art's Mobile RV		805) 712-2087			
Barry's RV Outlet		(661) 201-5503	neal.klass@besttimerv.com	Not Interested. LAX only	El Cajon
Best Time RV					
Bobby Combs RV Center					Temecula
Code 3 RV, LLC	George	951.234.0203	code3rvgeorge@gmail.com	They're expanding and interested. Sent flier and spoke. F/U	
Crazy RV		626.699.1183	service@rvotel.com	Sent email and flier	Westminster
Dennis Dillon RV & Marine	Zach H	714.890.1444	zachh@ddrv.com	lft msg and sent flyer	
Expedition Motor Homes	Martin	866.416.4086	martin@expeditionmh.com	spoke w/ martin and sent flier. Expanding	
Major RV & Auto	Melissa	760.244.0224	melissa@majorrv.com	potential expanding. F/U	
Mike Thompson's RV	Justine/Frank	888.325.1409	1justyneg@mikethompson.com	spoke w/ Justine and sent flier. Maybe interest. No they're already in Colton	
Range RV	Alicia	800.429.6199	rangerv@rangerv.com	sent flier and spoke with Alicia	