



*A Roadmap to  
Maximizing  
Real Estate*

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**A presentation by:  
Scott Barnett**



# Real Estate Utilization-Maximize Potential

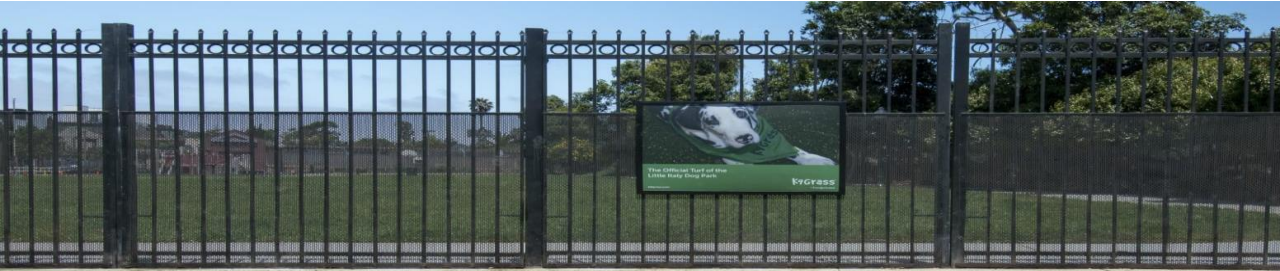
- Developing a real estate strategy for underutilized and/or excess properties in the LSUSD portfolio at no cost to the District.
- Create partnerships with the private and non-profit sector to “monetize” the value of the land.
- Generate ongoing and long-term lease revenues.
- Construct new and upgraded educational, STEM/CTE and Makerspace Labs, daycare and afterschool programs, athletic fields, gyms, community meeting rooms and other facilities.
- Potentially construct on-site “workforce” housing for educators.



# Case Study #1 Washington Elementary Dog Park

**PROBLEM:** Community members using Washington Elementary field as unofficial dog park, creating health hazards to students.

**OPPORTUNITY/SOLUTION:** SDUSD agreement with Little Italy Association to fund construction & maintenance of dog park & annual donation to Washington Elementary.





## **Case Study #2 Scripps Ranch “Joint Occupancy”**

***\$49 million Value to SDUSD: Land Lease, STEM & Makerspace lab.***

***www.thinkabitlab.com. Community Meeting Space & Garden.***

**+53 affordable (50% below market) units for SDUSD teachers/employees**





## Case Study #3 Pacific Beach Middle/YMCA

Potential vision: YMCA to operate & maintain pool. Mission Bay HS Swim Team would use pool at no cost. Swim lessons & use of YMCA for “free & reduced lunch” students.



# Real Estate Utilization Strategy

## **The Proposed Strategy will:**

- Prioritize options that will allow LSUSD to maintain ownership of its properties.
- Include public involvement.
- Propose full cost recovery.
- Include a detailed budget, timeline, proposed consultants, legal counsel, and key disciplines of individuals/firms who are experienced in school district property utilization.

# Real Estate Utilization SDUSD Examples

- Upfront & Ongoing Lease Revenues.
- STEM Lab.
- Makerspace Lab [www.thinkabitlab.com](http://www.thinkabitlab.com) Partnership with Qualcomm.
- Community Garden.
- “Affordable” teacher housing.
- Dog park (to separate dogs from students).
- School field and perimeter maintenance.
- Historic House preservation/an educational resource.
- CTE partnerships.
- Continued funding of SDUSD Old Town program by partnering with the Chamber of Commerce, saving educator’s jobs.
- “Pools for Schools” agreements with YMCA’s. Vision: In place, planned or under discussion: YMCA could operate & maintain pools. High school swim teams would use pool at no cost. Swim lessons & use of YMCA for “free & reduced lunch” students. Day care run by YMCA in school facilities.

# Real Estate Utilization Strategy

**Questions?**



# Real Estate Utilization Strategy Consultant

## **About Scott Barnett**

*Starting as a member of the Del Mar City in 1984, Scott Barnett has spent over four decades as a local elected official and as a consultant.*

*He specializes in leading and participating in innovative strategies and projects to generate revenues and services for local government.*

*In addition, since 1994 as a Taxpayers Advocate, Barnett has co-authored/authored dozens of analyses on local government spending.*

*As a former San Diego Unified School Board Trustee, Barnett received unanimous support of his colleagues and all bargaining units for his proposals to work with private developers, non-profit organizations, and state and local governments to create a land utilization process which resulted in projects on active school sites and excess properties.*

*In addition to lease revenues to the San Diego Unified School District ("SDUSD"), these projects have created (or will soon be completed) public spaces to serve students, families and surrounding communities.*

*Barnett has also been involved in conceiving, approval and oversight of over \$13 billion in school bonds on over 200 SDUSD educational facilities.*

*Currently he works part time Project Manager employee/owner at Harris & Associates, among other projects assessing the needs of facilities for homeless students at SDUSD.*

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