



Tsakopoulos buys more land in El Dorado

By Mike McCarthy

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Developer Angelo K. Tsakopoulos has bought 1,000 acres in west El Dorado County, part of 7,000 acres he hopes to see developed to pay for a new arena for the Sacramento Kings.

His attempt to swap development for a new arena and charities is a long shot. Success depends on getting cooperation from Sacramento and El Dorado counties and the Maloof brothers, main owners of the NBA basketball team. He would also have to overcome opponents who don't want to extend Greater Sacramento's sprawl.

But if the gambit doesn't work, Tsakopoulos can probably just develop the property. He has already scored big by developing homes in the El Dorado Hills area and could be expected to do it again with his new purchase, the Dunlap Ranch.

Industry sources believe Tsakopoulos paid the Dunlap family more than \$9 million for the property. The land is located roughly south of Wetzel Oviatt and Dunlap Ranch roads, which both feed into Latrobe Road. Dunlap Ranch sits between Latrobe Road and the Sacramento County line.

Tsakopoulos has purchased the property but doesn't intend to apply for development rights at this time, said Mike McDougal, president of MJM Properties, Tsakopoulos' manager for the El Dorado County projects.

The tract is zoned for rural residential development with parcels of 10 to 160 acres, so current zoning could allow 100 homes. But Tsakopoulos would probably try for more than that.

Familiar territory

Dunlap is extremely well situated for new homes because it's close to Highway 50, the upscale Serrano development, the fast-growing 700-acre El Dorado Hills Business Park, and developer Tony Mansour's Town Center -- the "downtown" for El Dorado Hills, said Dave Jarrette, a partner in the appraisal firm of Jarrette & Gianelli LLC.

Companies in the projects include DST Output and Blue Shield of California, two of El Dorado County's largest employers.

Dunlap is also close to Folsom's "sphere of influence" expansion area south of Highway 50. Tsakopoulos controls about a third of the 3,584-acre tract, which the city is working to annex.

Tsakopoulos has done well in the El Dorado Hills area, developing three large landholdings into three communities: the 1,100-home Promontory; 1,700-home Carson Creek; and 2,200-home Valley View. The three combined total 4,500 acres.

Tsakopoulos, founder of AKT Development Corp. of Sacramento, has long had an interest in two tracts that border the Dunlap purchase -- the Dalton and McCarthy ranches, both of which overlap into Sacramento County.

The three ranches make up almost half of the 7,000 acres that Tsakopoulos wants local

governments to entitle for development, in return for funding the arena and charities, McDougal said.

The basic offer

A month ago Tsakopoulos said he could donate up to 5,000 of the 7,000 acres for public benefit. The deal would include 3,000 to 3,500 acres for universities, plus 2,000 acres zoned for development and sold to finance the arena and charities.

AKT executive vice president Mark Enes estimated that the 2,000 acres could be sold for \$1 billion, of which \$400 million could go for the arena and charities. AKT and its partners would get development entitlements on the final 2,000 acres.

The Maloofs have been seeking a new arena for several years, arguing that Arco is outdated and decrepit. Questions of how to pay for it have derailed past attempts to finance a replacement.

The land-for-arena deal depends on the cooperation of both counties and the Maloofs. McDougal said Tsakopoulos is working on it.

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