

Real Estate Agent

You are a real estate agent. Your job is to sell homes to people. If you don't sell homes, you don't get paid!

You are FOR development!

Helpful hints

- 1) Selling homes is your job and your passion you love finding the perfect home for families.
- 2) There is a shortage of homes for people in the greater Paso Robles area, which is experiencing explosive growth. Recent college graduates currently cannot move back as no housing is available. The human population in the area is expected to increase by over 40,000 people in the next 20 years.
- 3) Camp Roberts is a mostly undeveloped area within central California that is the perfect location for new homes.
- 4) If you don't sell homes, you can't make money to feed your family.

To prepare for the town hall meeting

- I) Make a Claim/Evidence/Reasoning statement to highlight why you want to see new homes built at Camp Roberts.
- 2) What are two arguments someone will make against development? What will your counter argument be to respond to those?
- 3) What else could persuade the committee? Consider having Logos, Pathos, and Ethos statements ready!

Logos: persuasion using logical proof/actual evidence Pathos: target the feelings or morals of your audience



Environmental Protection Agency Scientist

You are an EPA biologist specializing in ecosystem monitoring of native mammalian species in valleys west of the Rocky Mountains.

You are AGAINST development!

Helpful hints

- I) You spend most of your time working in the field identifying areas that are habitat for threatened and endangered native species.
- 2) You monitor populations to provide data to government officials that must evaluate and mitigate the effects of development projects.
- 3) You spend most of your time mentoring your team of field researchers, crunching numbers, and publishing findings.
- 4) Your team has studied the San Louis Obispo County area and the range of the San Joaquin Kit Fox population and have deemed the Camp Roberts area as an important area prime habitat and have concern that if Camp Roberts undergoes further development it will fragment the population into smaller ones which could impact overall genetic variability and offspring survival.

To prepare for the town hall meeting

- I) Make a Claim/Evidence/Reasoning statement to highlight why you do not want to see the Camp Roberts area developed.
- 2) What are two arguments someone will make in favor of development? What will your counter argument be to respond to those?
- 3) What else could persuade the committee? Consider having Logos, Pathos, and Ethos statements ready!

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California Air National Guard Helicopter Crew Chief

You are a Helicopter Crew Chief for the California Air National Guard. Based out of Camp Roberts. Your unit has been deployed to combat zones, but also assists in disaster response and recovery missions.

You are AGAINST development!

Helpful hints

- I) You agree that the buildings on Camp Roberts are in great need of repair, and disagree that the better solution would be to relocate. Camp Roberts is a historic site, one of only three main training bases for the California National Guard, training more than 15,000 guardsman each year. It should be maintained.
- 2) Camp Roberts is home to over 200 highly trained guardsman ready to support firefighting missions in California. The location is ideal for quick deployment.
- 3) You worry about the many civilians who have highly specialized jobs on base who would lose their jobs or have to move if Camp Roberts relocates. The new development that is planned wouldn't provide jobs for most of these people for 1-3 years.
- 4) You know how valuable the land is at Camp Roberts and that most of it is a protected refuge for plants and animals. 32 threatened or endangered species, to be exact. You even know where to find a fox den.

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Scout Troop 39

You belong to Scout Troop 39. Your troop has spent the last year doing community service in the Salinas watershed near Camp Roberts. You and your fellow troop-mates have come to appreciate this native habitat.

You are AGAINST development!

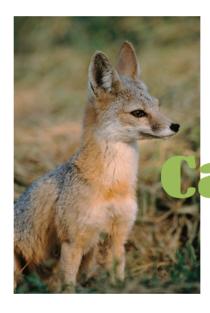
Helpful hints

- I) As a part of your community service you have been a part of a project to remove invasive weeds (like artichoke thistle, anise, and mustard) to restore native plant habitat. The Salinas Watershed is home to the very rare purple amole and is an important chaparral and oak woodland plant community, of which only 30% remain in the state of California.
- 2) Your project also involves monitoring the status of important native animal species. The area is home to animals such as the bald eagles and burrowing owls. These animals need space to live or threaten extinction. Protecting habitat can have a positive impact.
- 3) You regularly spot fox scat in the grasslands within the habitat, evidence that you are in the home range of the San Joaquin Kit Fox.

To prepare for the town hall meeting

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- 2) What are two arguments someone will make in favor development? What will your counter argument be to respond to those?
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Recent College Graduate

You just graduated from college and scored an amazing job managing a hotel in Paso Robles, are planning your wedding, and are ready to buy your first home. You want to make sure your home is close to work, and is in a nice area.

You are FOR development!

Helpful hints

- I) You are unable to find any affordable housing in Paso Robles. Rumor has it, the proposed new housing development just north of here in Camp Roberts will include more affordable housing that falls within your budget of \$250,000. You make good money in your new job, but not enough to pay for a larger mortgage.
- 2) Camp Roberts is close enough to your work that you will have a comfortable commute. There is also a good chance that with a couple years of experience under your belt, you could be hired to manage the hotel being proposed at Camp Roberts. This would be perfect timing as that's about when you hope to have your first child, and having almost no commute would be helpful.
- 3) You read in the local paper that this development would include a state-of-the-art community rec center that will be the perfect place for your new family to play!

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- 3) What else could persuade the committee? Consider having Logos, Pathos, and Ethos statements ready!

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Developer

You are a developer. Your job is to find land to build homes and other buildings. Once you have found suitable land, it is your job to get permission to build and manage the project.

You are FOR development!

Helpful hints

- I) You think that Camp Roberts would be a great area to build it is close to the booming businesses in Paso Robles, there is a big need for more housing, and it's located in an area with panoramic views that draw many people to this area.
- 2) You intend to acquire permits to convert the historic barracks at Camp Roberts into a chic hotel and use the expansive space once, used for combat training, to construct housing for the growing region.
- 3) You have done your homework! This is a prime location for such a development project it will benefit from the popularity of Paso Robles, the hillsides are perfect for growing grapes, and you have several business already knocking on your door ready to move. Your project would provide needed jobs and money to help stimulate the local economy.
- 4) Your company is just starting to recover after the difficult economic situation these past few years. If you can't build these homes, you will have a hard time making money to feed your family and will probably have to relocate your business.

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Council Person A

You are a Council Person for the city of Paso Robles. You are the voice of people in the city that want to see Camp Roberts be a successful development.

You are FOR development!

Helpful hints

- I) Paso Robles is booming! This area has been fast to recover after the economic recession of the last decade. The growth has been so explosive, that there aren't enough qualified workers for some jobs in the area. You are having a hard time enticing workers from out of the area to move to Paso Robles.
- 2) Many people in Paso Robles are looking for homes. There aren't enough homes for sale to meet the current demand. Most new residents are forced to move into rentals. As a result, rental costs are among the highest in the state. This is forcing young adults, who are just entering the job market, to leave the area, leaving an aging population in Paso Robles. In this long run, this will hurt the economy of Paso Robles.
- 3) You are excited about the idea of homes being built in Camp Roberts because Paso Robles needs more space to grow and needs affordable housing. With nearby San Miguel being owned by the Catholic Church, Camp Roberts is the only option.
- 5) The development will ensure opportunity for your young voters, new businesses, entice new families to move to the area, and bring needed revenue to the area.

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Council Person B

You are a Council Person for the city of Paso Robles. You are the voice of people in the city that do not want to see Camp Roberts developed.

You are AGAINST development!

Helpful hints

- I) You represent a growing voice of residents that are tired of so much human population growth and want to enjoy the open landscapes they grew up with. Enough is enough time to stop development.
- 2) Some residents also have great fear that if Camp Roberts is developed, it would change the dynamic of the community they are used to. New people would probably bring more crime and take our jobs.
- 3) You have been working closely with officials from the Department of Defense and have come to learn that Camp Roberts is considered one of the most important strategic base of operations for the western United States. At its maximum capacity in World War II, Camp Roberts was home to 45,000 soldiers. With so much global uncertainty, you feel it is in the best interest of your community and the American people to refurbish Camp Roberts as it would be ready to spring into action at a moments notice.

To prepare for the town hall meeting

- I) Make a Claim/Evidence/Reasoning statement to highlight why you do not want to see new development at Camp Roberts.
- 2) What are two arguments someone will make in favor development? What will your counter argument be to respond to those?
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Governor's Special Committee

You represent neutral individuals on the Governor's Special Committee, formed to make a decision about Camp Roberts that you will report back to the Governor. Your job is to gather together and listen to all of the stakeholder groups (ask questions if you need clarification), and make a recommendation to the Governor about whether or not Camp Roberts should be developed or preserved.

Running the meeting

- I) You are in charge of this town hall meeting and will call stakeholder groups one at a time to make their statements (2-minute statements).
- 2) You may ask a question of the stakeholder group following their statement.
- 3) Following their statements, you will give stakeholder groups 5 minutes to form rebuttals.
- 4) You will then call on a stakeholder group, one at a time, to make a 1-minute rebuttal.
- 5) If a rebuttal is made directly against a stakeholder group, they get 30 seconds to respond.
- 6) Continue steps 4-5 until each stakeholder group has had a chance to make a rebuttal.

You will be scoring each Stakeholder group off of a rubric to determine the quality of their argument and to help inform your decision and recommendation to the Governor.

Are the benefits good enough?

Do the risks outweigh the benefits?

Can the risks be mediated?

You decide.

Stakeholders identified in **green** are FOR development Stakeholders identified in **red** are AGAINST development

Scoring

For categories highlighted in gray, give a score on a scale of 0-3

0= missing

I = poor

2= made the argument, but I'm not convinced/it has some weaknesses

3= this was a well structured and convincing argument

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Stakeholder	Claim backed with relevant evidence and reasoning	Quality logos	Quality pathos	Quality Ethos	Overall quality of argument (add up the scores)	Question (s) you have
Real Estate Agent						
EPA Scientists						
Recent College Grad						
Scout Troop 39						
Developer						
Helicopter Crew Chief						
Council Person A						
Council Person B						