

August 13, 2018

Mr. Jonathan Veach  
Division Manager  
Housing and Community Services Division  
1500 Warburton Avenue  
Santa Clara, CA 95050

Dear Mr. Veach:

We are delighted to have the opportunity to present this mixed-income homeownership proposal for the development of the parcel of land located at 3575 De La Cruz Boulevard in Santa Clara. We are confident that Habitat for Humanity East Bay/Silicon Valley is best equipped to achieve the City's vision for the De La Cruz site. We see this as an incredible opportunity to expand affordable ownership housing in the City of Santa Clara. The proposed thirteen (13) unit development is 100% affordable, with seven (7) of the units planned as for-sale homes for "missing middle" workforce families with incomes from 80% to 120% of Area Median Income (AMI) and the remaining six (6) homes planned as affordable homes for households from 60% to 80% of AMI, creating a vibrant new community for a broad spectrum of families. Habitat is proposing that the City of Santa Clara transfer fee simple title to the property to Habitat for Humanity, and title will be transferred to the individual homeowners upon project completion and sale of the units, with a deed restriction ensuring affordability for a minimum of 30 years (or more if deemed appropriate by the City of Santa Clara). Habitat would retain a right of first refusal on any future sale, and reset the affordability restriction on each future sale within the deed restriction timeframe.

Habitat for Humanity East Bay/Silicon Valley ("Habitat") is an independent affiliate of Habitat for Humanity International serving Alameda, Contra Costa, and Santa Clara Counties. Habitat's mission is to create successful homeownership opportunities for families with limited incomes by building sustainable housing and revitalizing neighborhoods. Since 1986, Habitat has served over 8,000 individuals by providing affordable homeownership, including homes developed by Habitat along Gianera Street in Santa Clara. Our current project pipeline includes 30 homes under construction at Central Commons in the City of Fremont, 10 approved homes finishing design approvals at Sequoia Grove in Hayward, 42 approved homes in design development at Las Juntas in Walnut Creek, 29 homes in design development at Pacifica Landing in Bay Point, and 14 townhomes obtaining entitlement approvals in San Jose.

We are eager to fulfill the City's goals for this site through the creation of a community that will be an asset to the neighborhood and wider Santa Clara populace. Our vision for this new community is a modern development providing 100% affordable housing for a diverse array of households. We will realize this vision through an authentic, inclusive, and robust community engagement process that seeks to balance the goals of enhancing and preserving the existing neighborhood fabric while at the same time expanding new affordable housing opportunities for families.

This proposal by Habitat for Humanity achieves many of the goals and objectives of the 3575 De La Cruz RFP, as well as leverages our team's deep development experience to bring new innovations in affordable housing to the table.

The benefits realized through our proposal include:

- Construction of 13 units of affordable ownership housing – Mixed-income townhomes and flats available for sale to a diverse array of new residents earning from 60% to 120% AMI;
- Cohesive design that maximizes constructability and cost-efficiency while also providing homes that are healthy, energy efficient and durable;
- Reducing construction costs and complexity through efficient site and building designs to achieve cost savings and minimize public subsidy; and
- Robust community engagement process that seeks to understand the neighborhood context, build trust, and collaborate with stakeholders to arrive at mutually beneficial solutions.

Habitat has chosen to partner with PYATOK Architects, who we have worked with on several other stunning projects including Habitat's current Fremont Central Commons project and its Oakland Edes B project. Our conceptual design for the De La Cruz site seeks to maximize the number of affordable homes and strategically address various site constraints, including positioning the new homes to minimally impact the adjacent property owners and provide a transition to the industrial park to the south. Habitat and PYATOK have a proven track record in this regard and have established an approach that works: listen to residents, neighbors, and other community stakeholders; approach development sites with an open mind and receptivity to change; and put in the time to build trust and solutions with the community.

As a premier Bay Area affordable housing developer, Habitat has an exceptional track record of partnering with cities and counties to produce housing that meets the community's vision and becomes an integral part of the neighborhood fabric. We are particularly proud of our recently-developed or under construction family communities in Contra Costa and Alameda Counties, Muir Ridge and Central Commons. These communities have brought high-quality affordable homes to Martinez and Fremont. They are sustainably built with high quality materials and finishes to ensure the long-term success of the properties and its residents. These developments were made possible through the commitment of our local partners and we look to emulate this collaborative approach on the development of the De La Cruz RFP site.

Habitat's objective in every new development is to provide families with a stake in their neighborhood and give them the opportunity to become meaningful agents of positive change in their own communities. The Habitat community-building process during construction of the homes will be unique to the neighborhood, due to Habitat's commitment to working with community members and local volunteers. Habitat families are required to perform 500 hours of "sweat equity" where they work on the construction site to build their homes and the homes of their neighbors. Their work, combined with the work of volunteers, will foster neighborhood bonding and further enhance relationships with the entire community. Habitat developments include affordability re-sale restrictions for a minimum of 30 years, which reset each time a property is sold, and Habitat retains a first right of approval to re-acquire and sell each of its homes.



We very much look forward to working with the City of Santa Clara and the existing neighborhood to refine our development concept. Using the goals stated in the 3575 De La Cruz RFP as our touchstone, our innovative partnership will realize a collective vision for a new community that provides diverse housing options for families and individuals in need in Santa Clara.

Sincerely,

Janice Jensen

President and CEO

Habitat for Humanity East Bay/Silicon Valley

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**EAST BAY**  
2619 Broadway  
Oakland, CA 94612

**SILICON VALLEY**  
513 Valley Way  
Milpitas, CA 95035

HabitatEBSV.org  
866.450.4432  
@HabitatEBSV

**Habitat for Humanity East Bay/Silicon Valley**  
**Respondent Information**

Respondent Name:

Habitat for Humanity East Bay/Silicon Valley

Business Address:

2619 Broadway  
Oakland, CA 94612

Telephone Number:

(510) 251-6304

Proposal Contact Name:

Rob Simonds

Proposal Contact Mailing Address:

2619 Broadway  
Oakland, CA 94612

Proposal Contact Phone:

(510) 803-3380

Proposal Contact Email:

[RSimonds@HabitatEBSV.org](mailto:RSimonds@HabitatEBSV.org)

**ATTACHMENT A**  
**Respondent's Information Form**

RESPONDENT (please print): Habitat for Humanity East Bay/Silicon Valley

Name: \_\_\_\_\_

Address: 2619 Broadway, Oakland, CA 94612

Telephone: (510) 251-6304

FAX: (510) 251-6309

Contact person, title, telephone number, email address and fax number:

Rob Simonds, Project Manager, (510) 803-3380, RSimonds@HabitatEBSV.org

Respondent, if selected, intends to carry on the business as (check one)

- ☐ Individual
- ☐ Joint Venture
- ☐ Partnership
- ☒ Corporation

When incorporated? 1987

In what state? California

When authorized to do business in California? 1987

☐ Other (explain): \_\_\_\_\_

**ADDENDA**

To assure that all Respondents have received each addendum, check the appropriate box(es) below. Failure to acknowledge receipt of an addendum/addenda may be considered an irregularity in the Proposal:

Addendum number(s) received:

- ☒ 1
- ☐ 2
- ☐ 3
- ☐ 4
- ☐ 5
- ☐ 6

Or,

☐ \_\_\_\_\_ No Addendum/Addenda Were Received (check and initial).

## RESPONDENT'S SIGNATURE

No proposal shall be accepted which has not been signed in ink in the appropriate space below:

By signing below, the submission of a proposal shall be deemed a representation and certification by the Respondent that they have investigated all aspects of the RFP, that they are aware of the applicable facts pertaining to the RFP process, its procedures and requirements, and they have read and understand the RFP. No request for modification of the proposal shall be considered after its submission on the grounds that the Respondent was not fully informed as to any fact or condition.

**1. If Respondent is *INDIVIDUAL*,  
sign here:**

Date: \_\_\_\_\_

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Respondent's Name and Title (type or print)

**2. If Respondent is *PARTNERSHIP*  
or *JOINT VENTURE*, at least two  
(2) Partners or each of the Joint  
Venturers shall sign here:**

\_\_\_\_\_  
Partnership or Joint Venture Name (type or print)

Date: \_\_\_\_\_

\_\_\_\_\_  
Member of the Partnership or Joint Venture Signature

\_\_\_\_\_  
Respondent's Name (type or print)

Date: \_\_\_\_\_

\_\_\_\_\_  
Member of the Partnership or Joint Venture Signature

\_\_\_\_\_  
Respondent's Name (type or print)

3. If Respondent is a CORPORATION, the duly authorized officer(s) shall sign as follows:

The undersigned certify that they are respectively:

President & CEO (Title) and  
\_\_\_\_\_  
(Title)

of the corporation named below; that they are designated to sign the Proposal Cost Form by resolution (attach a certified copy, with corporate seal, if applicable, notarized as to its authenticity or Secretary's certificate of authorization) for and on behalf of the below named CORPORATION, and that they are authorized to execute same for and on behalf of said CORPORATION.

Habitat for Humanity East Bay/Silicon Valley  
Corporation Name (type or print)

By:  \_\_\_\_\_

Title: President & CEO

Dated: 8/10/18

By: \_\_\_\_\_

Title: \_\_\_\_\_

Dated: \_\_\_\_\_

**ATTACHMENT B**  
**Certification of Nondiscrimination**

As suppliers of goods or services to the City of Santa Clara, the firm and individuals listed below certify that they do not discriminate in employment of any person because of race, color, gender, age, religion, disability, national origin, ancestry, sexual orientation, housing status, marital status, or familial status; and that they are in compliance with all Federal, State and local laws, directives and executive orders regarding nondiscrimination in employment.

**1. If Respondent is *INDIVIDUAL*,  
sign here:**

Date: \_\_\_\_\_

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Respondent's Name and Title (type or print)

**2. If Respondent is *PARTNERSHIP*  
or *JOINT VENTURE*, at least two  
(2) Partners or each of the Joint  
Venturers shall sign here:**

\_\_\_\_\_  
Partnership or Joint Venture Name (type or print)

Date: \_\_\_\_\_

\_\_\_\_\_  
Member of the Partnership or Joint Venture Signature

\_\_\_\_\_  
Respondent's Name (type or print)

Date: \_\_\_\_\_

\_\_\_\_\_  
Member of the Partnership or Joint Venture Signature

\_\_\_\_\_  
Respondent's Name (type or print)



3. If Respondent is a CORPORATION, the duly authorized officer(s) shall sign as follows:

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Habitat for Humanity East Bay / Silicon Valley  
Corporation Name (type or print)

By: 

Title: President & CEO

Dated: 8/10/18

By: \_\_\_\_\_

Title: \_\_\_\_\_

Dated: \_\_\_\_\_

## **Habitat for Humanity East Bay/Silicon Valley**

### **Organization Description**

As a leading Bay Area affordable housing program, Habitat for Humanity East Bay/Silicon Valley (“Habitat”) offers families a variety of housing solutions. Through homeownership, home repair, and HUD-approved housing counseling programs, Habitat partners with families to help build or improve a place they can call home and find the stability and security they need for a better future. Bay Area affordable housing can seem like a farfetched dream, but Habitat works alongside future homebuyers to ensure that dream becomes a reality. Since its founding in 1986, Habitat has served over 8,000 individuals in need.

Habitat currently employs 89 staff employees, in addition to the countless volunteer partners who contribute to our mission of making homeownership possible for families in need.

Please refer to the following pages for information on our leadership team and development experience.

## **Habitat for Humanity East Bay/Silicon Valley**

### **Leadership Team**



**Janice Jensen**  
**President & Chief Executive Officer**  
**Habitat for Humanity East Bay/Silicon Valley**

Janice Jensen, President & CEO of Habitat for Humanity East Bay/Silicon Valley, has more than 25 years of experience in nonprofit management primarily in the fields of healthcare and affordable housing. Janice provides expertise in strategic planning, operations, fund development, marketing communications, advocacy, as well as a wealth of leadership experience.

In her leadership role with Habitat East Bay/Silicon Valley, Janice guides the overall vision, strategy, and impact of Habitat. In addition, she currently serves as vice chair of the board of directors for Silicon Valley@Home as well as Habitat for Humanity California State Support Organization. She also serves on the board of governors for the California Housing Consortium, as well as the Community Advisory Board for First Republic Bank. Janice is active regionally serving on various organizational legislative committees, and serves on the Technical Committee for CASA, Committee to House the Bay Area. She is very active with Habitat for Humanity nationally as current co-chair of a national initiative redefining Habitat's service model in the US, and was the vice chair of Habitat for Humanity International's US Council, and chair of the US Policy Committee.

Janice joined the staff of Habitat for Humanity East Bay/Silicon Valley in January 2005. Since then she has led her team to expand programs, increase home production and families served. Janice led two successful mergers between Habitat affiliates: the first in 2007 and the second in 2012. Habitat East Bay/Silicon Valley serves three large Bay Area counties – Alameda, Contra Costa, and Santa Clara – which includes 52 cities and unincorporated regions and a population of more than 4.3 million. In 2017, the Silicon Valley Business Journal honored Janice as a Woman of Influence for her community leadership.

Habitat East Bay/Silicon Valley continues on a growth path to serve more families by operating four ReStores and constructing, renovating and repairing affordable homes using environmentally sustainable methodologies. Habitat is also a HUD-certified housing counseling agency, which assists hundreds of lower income people each year as they prepare for homeownership. Habitat is growing a strong community building program and broadening community engagement so that substandard housing becomes socially, politically and morally unacceptable to the community-at-large, and more families will have an opportunity to own their own home.

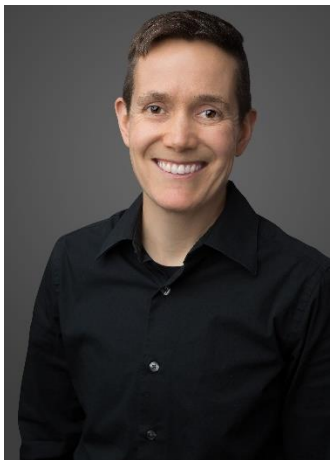


**James Obendorf**  
**Sr. Vice President & Chief Financial Officer**

Jim Obendorf joined Habitat in 2005 having held executive level finance and operational leadership roles in both large and small, for-profit organizations including IBM, American President Companies and Southern Pacific. Jim brings extensive experience in the areas of P&L / general management, operations, strategic planning, business development, process reengineering, and systems implementation across diverse industries. In addition, Jim brings specialized experience in public offerings, strategic partnerships, structured debt financing, private equity placements, corporate development, business analysis mergers and acquisitions, project management, and financial and budget controls.

Jim has lead Habitat East Bay/Silicon Valley's financial and operating affairs including the restructuring of Habitat's business model with the goal of tripling growth and creating a sustainable operating platform. This included the creation of markets to sell and securitized mortgage assets, the creation of equity-like debt instruments and the establishment of multiple profit subsidiaries to help fund affordable housing programs.

Jim has a BA in Economics and an MBA in Finance from San Jose State University and is Certified Management Accountant (CMA).



**Krysta Morgenthaller, CFRM**  
**Sr. Vice President, Development and Communications**

Krysta Morgenthaller joined the staff of Habitat for Humanity East Bay/Silicon Valley in 1997. In her 20-year career with Habitat, she has worked in all aspects of fund development, public relations and volunteer engagement, culminating in her current position as Senior Vice President, Development and Communications.

Krysta oversees an aggressively growing annual private source fundraising budget. She is primarily responsible for the oversight and management of the fund development, volunteer engagement and communications programs, including strategic planning, budgeting, and managing a team of

20.

In 2007 and again in 2012, she implemented the successful merger of two independent Habitat affiliates combining development programs and branding the new organization in the community. In 2013, Krysta and her team lead the efforts to host Former President Jimmy and First Lady Rosalynn Carter in the 30<sup>th</sup> anniversary Carter Work Project. The event netted \$1M above annual budget and engaged over 3,000 volunteers from the community who built, renovated, and repaired 30 homes. Having participated in dozens of Habitat builds locally, across the US, and abroad, she also knows a thing or two about building a home!



**Kevin Elliott,  
Sr. Vice President, Housing Development**

Kevin Elliott came to Habitat for Humanity East Bay/Silicon Valley with over 24 years of experience in the housing development industry. A highly-respected professional in the field, Kevin has managed the gamut of projects, from small-scale, single-family home developments to large-scale, multimillion dollar multifamily and commercial developments. Kevin started with Habitat East Bay/Silicon Valley as our Director of Construction in 2016, and his breadth of experience and strong management skills made him an ideal choice for Senior Vice President of Housing Development.

In this role, Kevin oversees the in-office housing development team, as well as all of our field staff, in the pre-development and construction of a variety of housing solutions, including single-family home renovations, new single-family home developments, and condominium/townhome developments. Kevin's management ensures the smooth operation of a major housing developer with the cost-consciousness of a nonprofit agency, bringing affordable homeownership within reach of hundreds of Bay Area families.

Kevin holds an AA in Construction Management from California State University at Hayward.



**Hamid Taeb  
Director of Real Estate Development**

Hamid Taeb came to Habitat East Bay/Silicon Valley in 2012, bringing with him three decades of experience in the housing industry. Hamid's career and expertise have spanned a broad array of functional areas, from project development through construction, with a particular emphasis on acquisition and entitlement, cost analysis, value engineering, and real estate investment.

Hamid's depth of capabilities – across development and project management, financial management, and business development – inform his leadership as our Director of Real Estate Development. In his role, Hamid oversees a project management staff that seeks and acquires land, navigates the pre-development process, and works closely with our construction team to create affordable homeownership opportunities in one of the world's most challenging housing markets.

In addition to his professional experience in real estate development, Hamid also has a BA of Arts and Design from the University of Illinois, as well as an MA in Urban and Regional Planning and Architectural Design from the University of Hawaii.





## MUIR RIDGE

*City: Martinez, CA*

*Number of Units: 20*

*Development Costs: \$10 million*

*Year Completed: 2018*

*Affordability: 100% affordable*



## **BROOKFIELD COURT**

*City: Oakland, CA*

*Number of Units: 12*

*Development Costs: \$5.0 million*

*Year Completed: 2014*

*Affordability: 100% affordable*

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Oakland, CA 94612

**SILICON VALLEY**  
513 Valley Way  
Milpitas, CA 95035

HabitatEBSV.org  
866.450.4432  
@HabitatEBSV





## KINSELL COMMONS

*City: Oakland, CA*

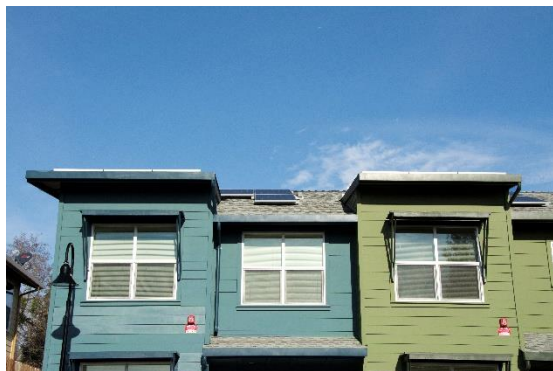
*Number of Units: 22*

*Development Costs: \$6.5 million*

*Year Completed: 2014*

*Affordability: 100% affordable*





## PLEASANT CREEK

*City: Walnut Creek, CA*

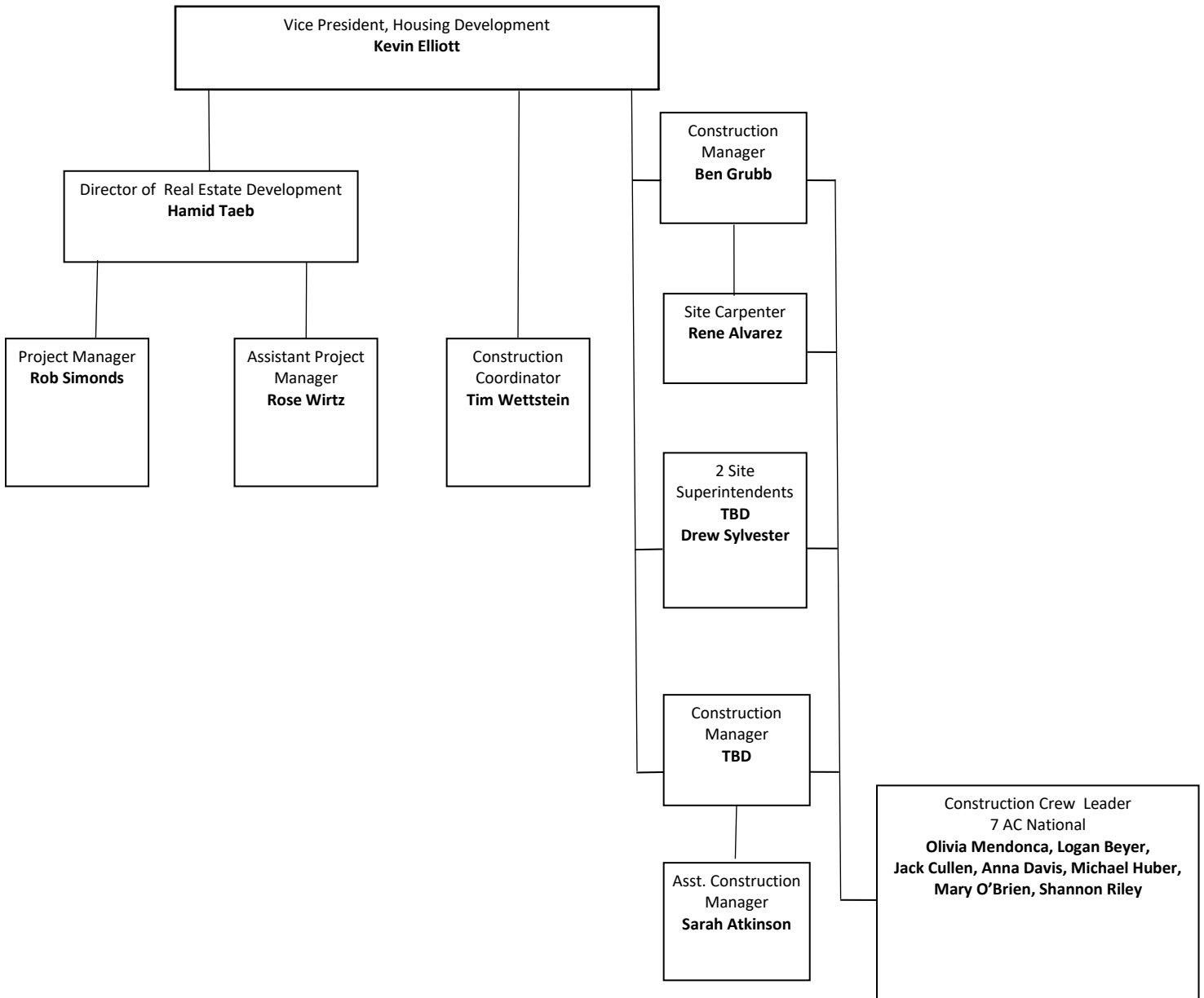
*Number of Units: 10*

*Development Costs: \$5.05 million*

*Year Completed: 2014*

*Affordability: 100% affordable*

**Proposed Housing Development Team  
De La Cruz Townhomes**



## **Habitat for Humanity East Bay/Silicon Valley** **De La Cruz Townhomes Financing Strategy**

Habitat for Humanity East Bay/Silicon Valley ("Habitat") has a 30+ year track record of providing affordable homeownership solutions to low- and moderate-income families throughout the San Francisco Bay Area. Habitat has created a proven financing model that combines federal, state and local resources for affordable housing with its own internal network of donor fundraising that leverages its volunteer and sweat equity construction methods to deliver outstanding homeownership projects.

For the De La Cruz Townhomes, Habitat anticipates applying for the following affordable housing resources once site control is established: Santa Clara County Measure A Ownership funding of \$900,000 (\$150,000 per low-income unit), State Affordable Housing and Sustainable Communities (AHSC) funding of \$600,000 (\$100,000 per low-income unit), and a smaller funding allocation from the Workforce Initiative Subsidy for Ownership Program (WISH). Additionally, depending on project timing, New Market Tax Credit funding may be available to reduce the currently projected City of Santa Clara subsidy of \$1.3M. Habitat has successfully applied for and used these (or similar) financing strategies on its projects throughout the Bay Area and has excellent relationships with these funding sources.

Habitat has structured the Townhome project to serve families qualifying in the low (<80% AMI) and moderate (<120% AMI) income strata. Based upon the proposed unit mix of 46% low (with a 75% AMI average) and 54% moderate (with a 110% AMI average), Habitat anticipates an average affordability across the entire Townhome project of no more than 94% AMI. Habitat has used the San Jose-Sunnyvale-Santa Clara, CA HUD Metro Area's 2018 Income Limits as its basis to establish its proposed unit sales prices and projected sales proceeds when developing its project pro forma.

Habitat has based its funding needs on project costs for similarly designed projects currently under construction in the Bay Area, as well as input from its design consultants, materials suppliers and contractors / subcontractors currently working in Santa Clara County. Habitat believes that the costs reflected in the current development budget accurately depict the construction costs for the Townhome project, though the wildly fluctuating current market conditions for materials and specific trades may require further analysis in the future.

Please see the attached Summary Development Budget reflecting Habitat's projected Sources and Uses of funds and Project Development Costs. Since this proposal is for a homeownership project, we have not included an Operating Budget or 30 Year Cash Flow Analysis. Also, we will not be providing an electronic copy of Habitat's Excel-based development proforma, as this is a proprietary software file that Habitat does not release. However, here are the projected Sales Prices (in 2018 \$\$) for the different Townhome units, which are slightly lower than the Below Market Unit Affordable Sales Prices provided by the City of Santa Clara as part of the RFP.

<b>Unit Size</b>	<b>&lt;80% AMI</b>	<b>&lt;120% AMI</b>
<b>2Br Initial Sale</b>	<b>\$ 283,500</b>	<b>\$ 454,300</b>
<b>3Br Initial Sale</b>	<b>\$ 349,800</b>	<b>\$ 509,750</b>
<b>4Br Initial Sale</b>	<b>\$ 382,250</b>	<b>\$ 553,950</b>

## Habitat for Humanity East Bay/Silicon Valley

### De La Cruz Townhomes Summary Development Budget

Habitat For Humanity East Bay/Silicon Valley  
 Project Name: 3575 De La Cruz, Santa Clara  
 Summary Development Budget  
 8/10/2018

2018 Budget

13 Units - 46% Low <80% AMI, 54% Mod (80%AMI-120%AMI)						
	1 BR	2 BR	3 BR	4 BR	Total Homes	Percentage
Living Sq. Ft.	638	992	1,192	1,442		
Very Low	-	0	0	0	-	0%
Low	-	3	3	0	6	46%
Moderate	-	3	3	1	7	54%
Market	-	0	0	0	-	0%
Total Units	-	6	6	1	13	100%
Total Sq. Ft.	0	5,952	7,152	1,442	14,546	

#### Project Time Line

	Start	Finish
Land Contract	2018	2018
Entitlement & CD	2019	2020
Infrastructure and Site Development	2021	2021
Construction of All Homes	2021	2022

#### Permanent Sources

	Total	Per Unit	% of Total Cost
Contributions - Habitat for Humanity	269,408	\$ 20,724	3.13%
City Financing	1,300,000	\$ 100,000	15.12%
Gap Financing	1,500,000	\$ 250,000	17.45%
CalHome/other Governmental Funding	-	\$ -	0.00%
Home Sales Proceeds - Low	1,863,780	\$ 310,630	21.68%
Home Sales Proceeds - Mods	3,572,520	\$ 510,360	41.56%
Home Sales Proceeds - Market Rate	-	\$ -	0.00%
Home Sales Proceed - AHP/WISH Funds	90,000	\$ 15,000	1.05%
<b>Total Permanent Sources</b>	<b>\$ 8,595,708</b>	<b>\$ 661,208</b>	<b>100%</b>

#### Development Costs

	Total	Per Unit	% of Total Cost
Site Acquisition/Due Diligence	\$ 50,000	\$ 3,846	0.58%
Site Remediation & Demolition	-	\$ -	0.00%
Design Consultants	639,867	\$ 49,221	7.44%
Site Development	1,349,205	\$ 103,785	15.70%
Home Construction	3,337,335	\$ 256,718	38.83%
Permits and Fees	855,400	\$ 65,800	9.95%
Administration	565,988	\$ 43,538	6.58%
Finance & Carrying	533,521	\$ 41,040	6.21%
Marketing/Homeowner Relations	246,182	\$ 18,937	2.86%
Additional Inflation In Development Cost	441,430	33,956	5.14%
Project Contingency	576,779	\$ 44,368	6.71%
<b>Total Development Costs</b>	<b>\$ 8,595,708</b>	<b>661,208</b>	<b>100%</b>

(Inflation = ±2% per year from 2017 \$)

## **Habitat for Humanity East Bay/Silicon Valley**

### **Community Engagement Strategy**

Habitat begins the community involvement process as soon as site control is established. Habitat starts by reaching out to the City for input on the key players and action groups in the neighborhood while also doing its own due diligence. For the De La Cruz site, this will include posting announcements on the City website and the City Manager's weekly blog. Habitat will then contact these groups to arrange one or more meetings with each group and/or person.

Habitat also has its title company compile a list of property owners in the area based upon an agreed-to radius with the City. For the De La Cruz site, we anticipate contacting owners within a 1000 ft. radius. Our project team will send out project meeting notices and updates to everyone within that radius.

Habitat agrees to meet with any and all groups the City and community deem necessary. These meetings are conducted as open discussions about the project that will give residents a chance to share their viewpoints on the proposal and ask questions. Usually, the meetings include an overview presentation of Habitat's mission statement and programs, the project in detail as currently designed, the dispersal of comment cards for input, and a robust Q&A/discussion.

As outlined in the Community Meeting and Survey Report compiled for the site, the community has a range of opinions about this development. This means it is all the more crucial to set up a collaborative development process to garner trust and favorable public opinion. Habitat will already fulfill some of the community's desires, including a townhome design and homes for workforce-level ownership. Habitat will work through more specifics of the site plan and building designs with the community. Habitat will also strive to make information on the site's development progress available and widely disseminated as the project moves forward.

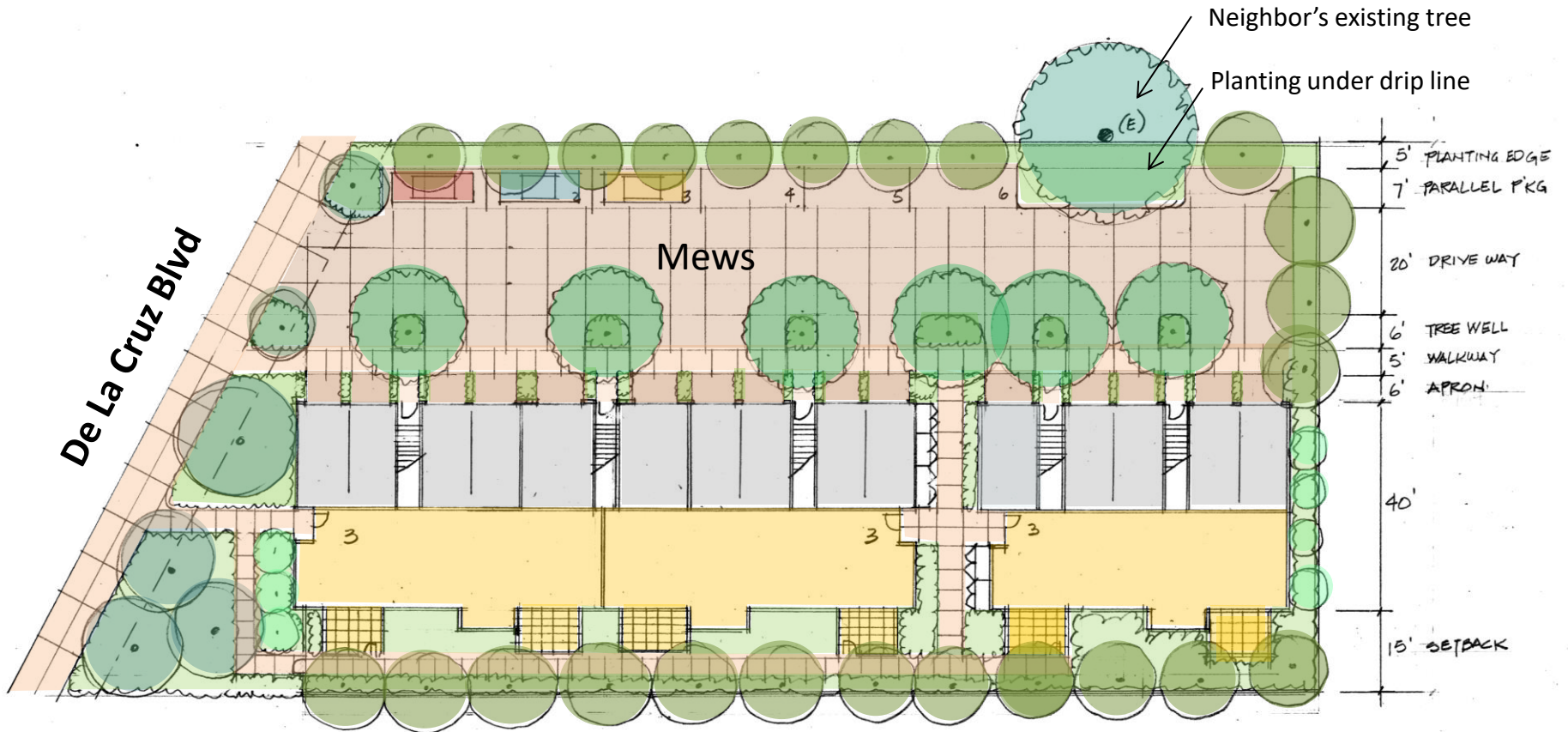
These methods are ones Habitat typically employs on all projects, with great success in unifying community support for our endeavors.



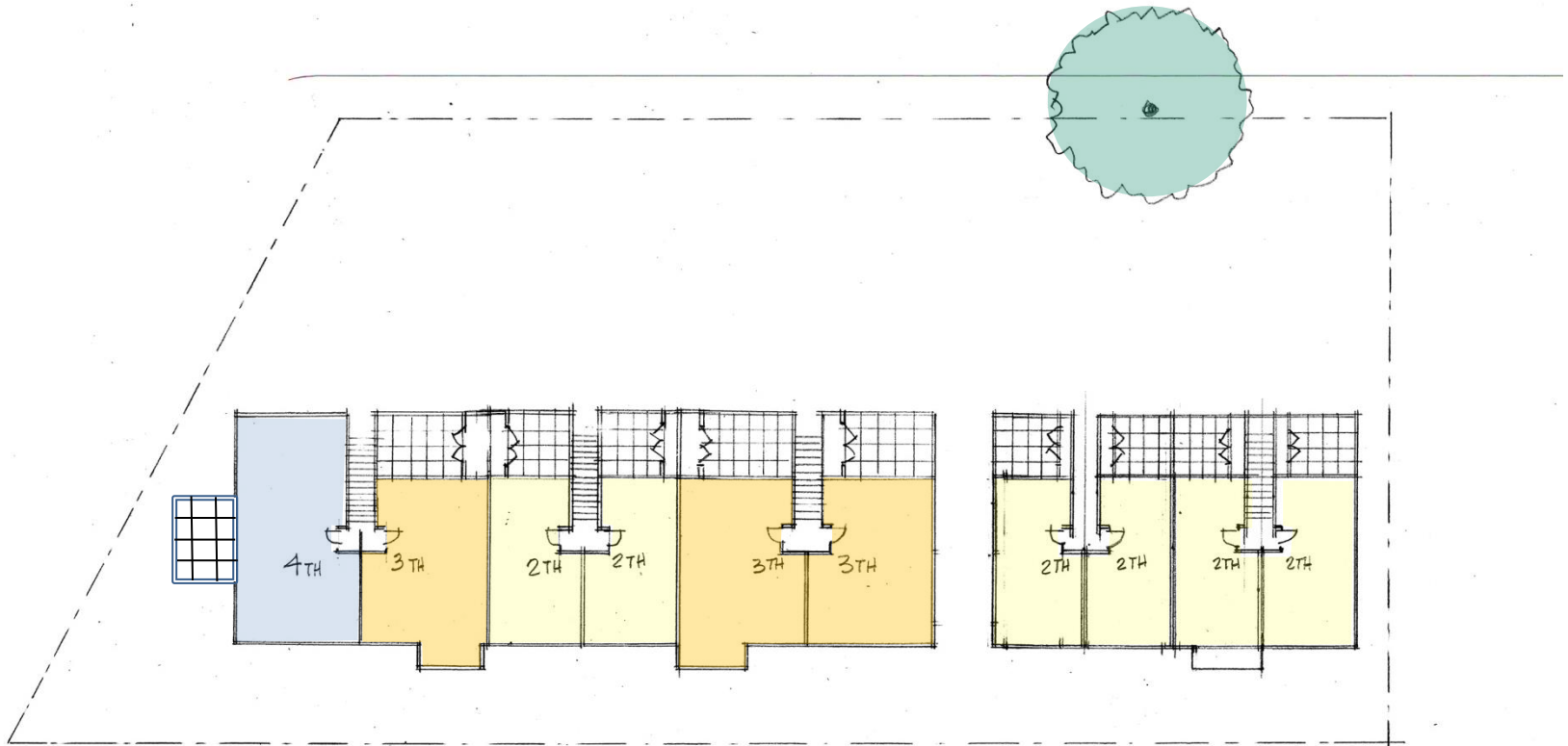


Site Plan





**First Floor:** three brm flats: 3  
garages: 15  
open stalls: 7



**Second Floor:** first level of townhomes  
two-brm townhomes: 6  
three-brm townhomes: 3  
four-brm townhome: 1  
10





Elevation facing Mews (north)



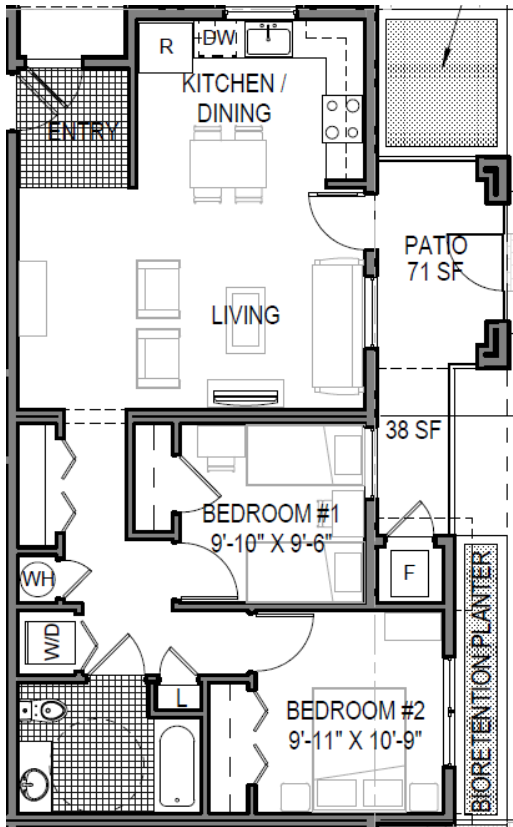
Elevation facing neighboring commercial building (south)



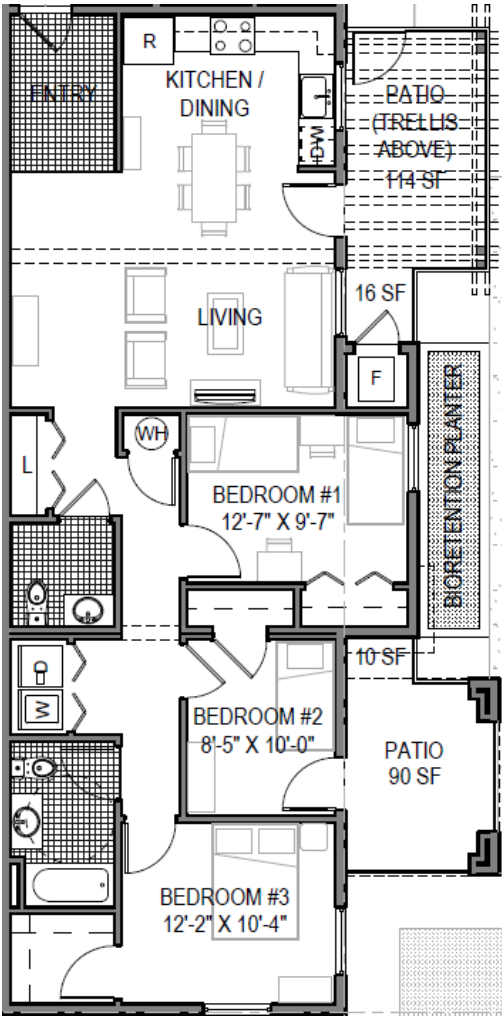
Elevation facing De La Cruz Boulevard (west)

# **De La Cruz Townhomes** **Preliminary Floor Plans**

**2 BR Flat**

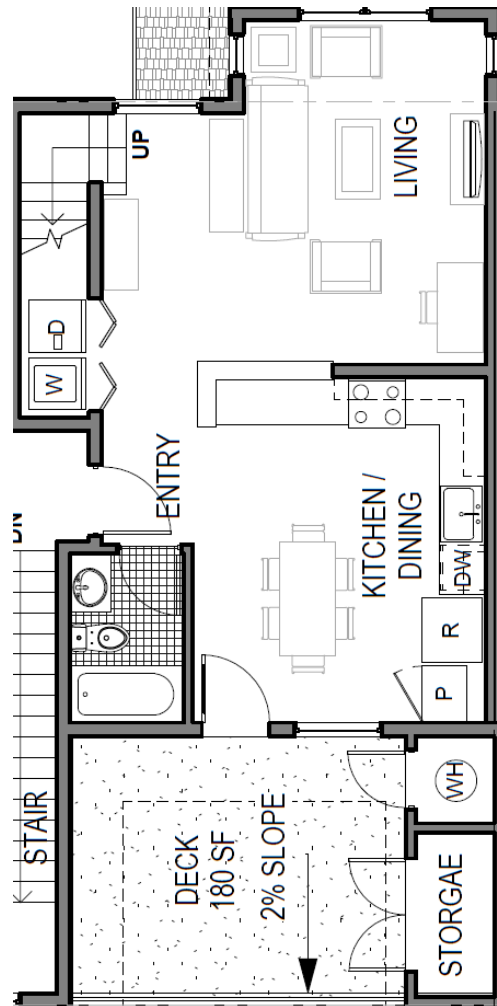


**3 BR Flat**



# **De La Cruz Townhomes** **Preliminary Floor Plans**

**2 BR Townhome - Lower Level**

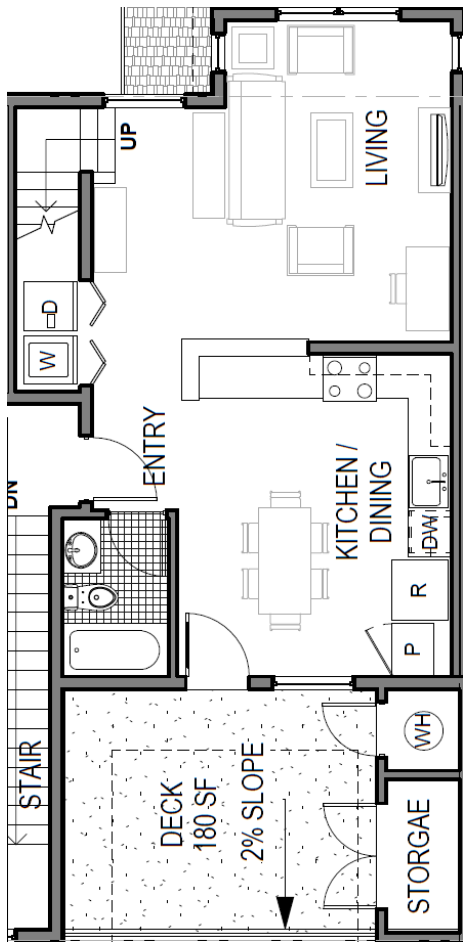


**2 BR Townhome - Upper Level**

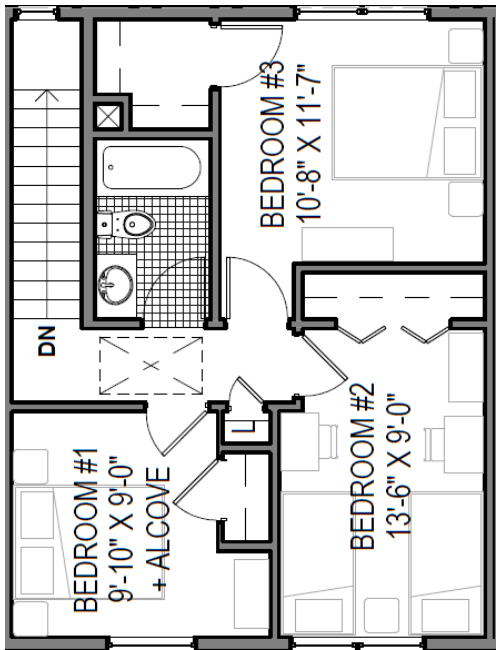


# **De La Cruz Townhomes** **Preliminary Floor Plans**

**3 BR Townhome - Lower Level**

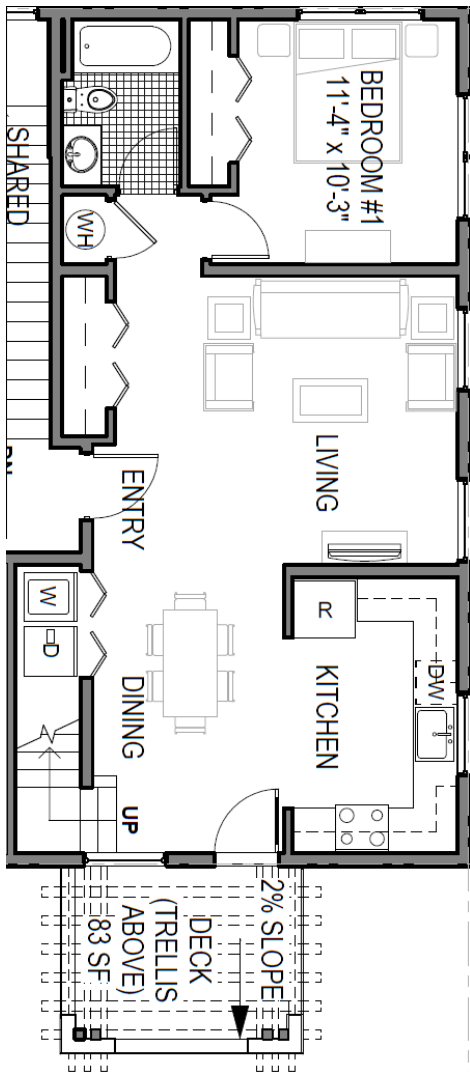


**3 BR Townhome - Upper Level**



# **De La Cruz Townhomes** **Preliminary Floor Plans**

**4 BR Townhome - Lower Level**



**4 BR Townhome - Upper Level**

