

PROPOSAL FOR DEVELOPER SERVICES

SAN TOMAS & MONROE /

2330 MONROE STREET, SANTA CLARA, CA

FREEBIRD DEVELOPMENT COMPANY + HOUSING CHOICES COALITION

MAY 31, 2018



May 31, 2018

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

**Re: 2330 Monroe Street / San Tomas and Monroe
Santa Clara, CA**

Dear Jonathan,

Thank you for the opportunity to respond to the City of Santa Clara's Request for Proposals ("RFP") for the 2330 Monroe Street / San Tomas and Monroe site.

Freebird Development Company, LLC ("Freebird"), and our development partner, Housing Choices Coalition, are pleased to submit our proposal to develop a mixed income community of 55 apartments, including 11 units for people with developmental disabilities. Our development proposal for Inclusive Workforce Housing builds a healthy community by housing the families of essential Santa Clara workers in a variety of income levels, while fostering equity and inclusion for people of diverse abilities.

Our development proposal meets the stated project goals of the RFP:

- With HKIT as our architect, PGA as landscape architect, and CORE Builders as general contractor, we have put together a stellar team with deep affordable housing and Santa Clara experience. Our development team undoubtedly brings the requisite resources, understanding, and experience to implement the proposed project.
- Freebird's financial partner, L+M Development Partners, Inc. ("L+M"), has a strong balance sheet and financial capacity to provide the necessary predevelopment funds and project guaranties to leverage financing for the project. Freebird's Founder, Robin Zimbler, has over 10 years of experience at L+M, and more recently at Related California, assembling financing for affordable and mixed income housing developments similar to the mixed income project proposed for 2330 Monroe, including closing on financing for over 1,150 units totaling over \$650 million in development in the Bay Area over the last 5 years.
- The Community Visioning Report provided the core elements of our development concept for Inclusive Workforce Housing, including: 1) 55 apartments in a two-story building with appropriate sound and privacy barriers between adjacent uses; 2) six separate income tiers between 30% - 120% AMI to reach a continuum of incomes; 3) an "All Abilities" play area central to the site plan which will be made available to the public; and 4) adequate parking to accommodate the proposed number of units and bedroom mix.
- If selected, our team will continue to take full advantage of the community insights that have already informed and enriched our development concept. We will convene five community meetings during the initial design period and quarterly updates post entitlements, as outlined in our Community Engagement Plan. Development is an iterative process, and the goal of Inclusive Workforce Housing requires a creative mix of financing sources. The community will be fully engaged in considering alternatives, as the project takes more definite shape over time.

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- We have fully detailed two different financing plans to ensure financial feasibility and ease of execution. Our preferred plan includes competitive funding sources that can help fill the gap created by the loss of tax credit equity that results from the goal of housing the City's workforce in the 60% to 120% AMI range. The alternative relies on low income housing tax credits and City sources with less reliance on competitive funding sources; however, the trade-off is the loss of middle income units. If selected, our team will work with the City to determine the best financing strategy to meet the City's goals of mixed income housing and minimizing City subsidy.

We are excited by this opportunity and look forward to working with the City and key stakeholders to create a valuable asset for the community. Should you have any questions regarding this proposal, please do not hesitate to contact us.

Sincerely,



Robin Zimble
Founder, Freebird Development Company, LLC
1111 Broadway
Oakland, CA 94607
410-905-0351

1. EXECUTIVE SUMMARY

1. EXECUTIVE SUMMARY

Freebird Development Company, LLC (“Freebird”), a joint venture between experienced developers Robin Zimbler and L+M Development Partners, Inc. (“L+M”), has assembled an extraordinary development team with the expertise, track record, community accountability, and imagination needed to fully realize the community’s vision for the under-utilized vacant lot at 2330 Monroe Street/San Tomas and Monroe site. The architect, HKIT, and builder, CORE Builders, have extensive track records of award-winning work in the City of Santa Clara and across the Bay Area. The project’s nonprofit general partner and resident service provider, Housing Choices Coalition, has community connections that are born from its founding in the City of Santa Clara more than 20 years ago and live on in the organization’s service to an active network of hundreds of City of Santa Clara families of people with developmental disabilities.

We have crafted our proposed project after carefully reviewing the Community Visioning Report, arriving at a 55-unit project in a two-story building with six separate income tiers to reach a broad range of incomes, including a 20% set-aside for people with developmental disabilities.

Our team’s project objectives flow from our following strengths:

- We transform lives through inclusive projects reaching households with a broad range of incomes and needs.
- We have a strong commitment to community engagement.
- We integrate projects within existing neighborhoods to enhance communities.
- We have a seasoned team with strong financial capacity and expertise, and a proven track record of bringing in projects on-time and on-budget.
- We bring a fresh perspective to development in Santa Clara and will make 2330 Monroe Street our #1 priority.

Transforming Lives

Freebird’s proposal for Inclusive Workforce Housing responds to the community’s desire to create homes in the City for people who work in a variety of much-needed lower-paying jobs—jobs that once placed a household in the middle-class and provided children of working parents with a stable home and the foundation for a better life. The City’s existing market rate rental housing is simply out of reach for many working families, especially those supported by workers in public service, health care, education, retail, hospitality, and social services.

While workers in the lowest-paid jobs (from minimum wage to 60% AMI) can apply for five-year wait lists for affordable housing, families in the 60% to 120% AMI range are excluded even from typical affordable housing. Freebird’s proposal for Inclusive Workforce Housing will enable working families with incomes from 30% to 120% AMI to forego two-hour commutes and even emigration from California. Instead these families will have the opportunity to live in the City whose residents they now serve, protect, educate, and care for.

Freebird, through Robin Zimbler and L+M, has experience developing and financing mixed income projects and integrating special needs populations into mixed income projects. More information on our mixed income experience can be found in Tab 3 of this proposal, including a fact sheet on Navy Green, which is but one example. While at L+M, Robin oversaw the entitlement of Navy Green, a 460-unit mixed income project, along with the financing and construction of the first 3 phases which included a range of units from units for formerly homeless and other special needs populations to units for households up to 100% AMI.

By selecting our development proposal for the Monroe Street site, the City of Santa Clara will create housing that includes people of diverse incomes and people of diverse abilities. A set-aside of 11 of the 55 units for the City’s growing population of adults with developmental disabilities addresses an unmet goal of the City’s 2014-2022 Housing Element, which is to collaborate with developers to create inclusive housing for people with developmental disabilities served by San Andreas Regional Center.

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This element of our proposal re-imagines and honors the City's trailblazing role from more than fifteen years ago when it partnered with San Andreas Regional Center and Housing Choices Coalition to facilitate the de-institutionalization of people living at Agnews Developmental Center. The City's Redevelopment Agency provided much-needed financing to create two inclusionary rental housing communities for people with developmental disabilities—Estancia Apartments (with a set-aside of 23 of 450 units) and Rivertown Family Apartments (with a set-aside of 15 of 100 units). Both of these inclusionary rental communities have enjoyed tremendous success. Many of the original residents with developmental disabilities continue to live there, and Housing Choices Coalition estimates that more than 90% of the residents it supports have retained their housing for five years or more.

In the intervening decades, however, the housing need among this portion of the City's population has grown dramatically. The City is now home to 755 people with developmental disabilities, representing a 42% increase in just the last decade. Three hundred and seventy-six (376) of the City's people with developmental disabilities are adults, only 63 of whom are living in their own apartment (55 of them in a Housing Choices Coalition Partner Property). An estimated 233 of the City's adults with developmental disabilities (62%) are living at home with aging parents, who regularly remind Housing Choices "I have an expiration date."

Income Level	Studio	1-Bedroom	2-Bedroom	3-Bedroom	Total	% of Total
	Qty. Units	Qty. Units	Qty. Units	Qty. Units	Qty. Units	
DD Set-Aside (30% AMI)	4	5	2	0	11	20%
50% AMI	3	2	2	1	8	15%
60% AMI	0	6	6	1	13	24%
80% AMI	0	2	2	1	5	9%
100% AMI	0	3	3	1	7	13%
120% AMI	0	4	4	2	10	18%
Manager	0	0	1	0	1	2%
Total	7	22	20	6	55	100%
% of Total	13%	40%	36%	11%	100%	

Housing Choices Coalition now supports an active database of 168 City of Santa Clara residents with developmental disabilities who are seeking an affordable place to live in the city in which they grew up and have both formal and informal networks of support. The housing need of the City's adults with developmental disabilities will continue to grow in the next two decades as people with developmental disabilities enjoy longer life spans and as a surge in autism diagnosis that began almost 30 years ago increases the number of 30, 40 and 50-year-olds with developmental disabilities living in the homes of 60, 70 and 80 year old parents.

The City of Santa Clara has led the way in California by including people with developmental disabilities in market-rate rental housing (Estancia) and in typical affordable rental housing (Rivertown). Our development proposal builds on that legacy by extending the City's commitment to inclusion of people with developmental disabilities to the Inclusive Workforce Housing proposal for the 2330 Monroe Street site.

Freebird will pursue HUD 811 Project Rental Assistance demonstration financing to support these 11 units. The inclusionary component will also reduce the parking impact of the project on the surrounding neighborhood because these residents will not drive or own cars. Finally, Housing Choices Coalition's many community connections will contribute to and enrich our community engagement process.

Being a Good Neighbor

We recognize the importance of community engagement, input and response, and will work closely with the community to garner support. Tab 6 of this proposal includes an extensive Community Engagement Plan, which includes five community meetings during the initial design phase and quarterly project updates post entitlements. We have successfully implemented similar plans in other low density and single family neighborhoods. The Community Engagement Plan more fully describes the process Robin and HKIT Architects used together at Sunnyside Parcel Q, a 55-unit new construction project in San Francisco that started construction in January of this year. Robin and Housing Choices Coalition together also employed a similar strategy in Sunnyvale to gain community support for the preliminary design concept for a 90-unit project at Mathilda and Iowa Avenues, directly across the street from a single family, affluent community.

We should also note that our development proposal is fairly flexible. Given the Community Visioning Report and limited public subsidy, we have proposed a two-story, 55-unit project because we think that is most in keeping with what the community wants and is financially feasible. Nonetheless, if through the community engagement process there is support for three stories on all or a portion of the site, we could potentially increase the unit count and/or include non-residential ground floor uses like a grocery store or fresh food uses, as such was a desire expressed in the Community Visioning Report. Robin and L+M have experience with developing and financing retail including grocery stores. Tab 3 of this proposal includes fact sheets on Refresh—a fresh food hub anchored by Whole Foods in New Orleans—that Robin led while at L+M, and Hahne & Company—a mixed use project in Newark, New Jersey, developed by L+M and also anchored by Whole Foods.

Integrating Project within Existing Neighborhood

Our proposed project already incorporates community input and is sensitive to its surrounding single family neighborhood in several key ways, as more fully described in Tabs 7 and 8 of this proposal. At 55 units, it meets the density indicated as ideal for the site—between 50-65 units. The project is able to include 55 units while maintaining a two-story height, which matches the height of apartment buildings across Monroe Street and minimizes impacts on the single-story homes to the south and east. As mentioned previously, if the community engagement process proves support for three stories on all or a portion of the site, we could increase the unit count to the higher end of the 50-65 unit range. The proposed project utilizes several mitigating measures including placing the density along Monroe Street with a generously sized “All Abilities” play area, courtyard, and surface parking between the bulk of the building and the neighboring single family homes, large setbacks from Monroe and San Tomas, a sound barrier between Monroe and the new building, and an attractive privacy fence along the property line shared with the neighboring single-family homes.

Robin and L+M have extensive experience in integrating affordable housing into existing communities. Tab 3 includes a fact sheet on Faubourg Lafitte in New Orleans, a 510-unit mixed income development that included public housing replacement units along with affordable and market rate apartments, that Robin led while at L+M. The 20+ acre site was previously a large super block public housing site. As a part of the new construction, we re-connected the new housing to the neighboring single-family community through a new street grid system, greenways, and compatible architectural design.

Ensuring Financial Feasibility and On-Time and On-Budget Delivery

In her last 10 years working for L+M and Related California, Robin has overseen the development and closed on financing for over 1,850 units totaling over \$900 million in investment, including six projects in California and multiple mixed-income projects similar to the one proposed for 2330 Monroe Street. Since 1984, L+M is responsible for more than \$7 billion in development, construction and investment, and has acquired, built or preserved more than 22,000 high-quality residential units in New York's Tri-State area, the Gulf Coast, and the San Francisco Bay Area. Clearly, between Robin and L+M, Freebird and our development team have the requisite financial expertise and capacity to implement the proposed project. The Financing Strategy included in Tab 5 of this proposal includes two different financing plans given some of the potential financing sources for the project have not been formalized by the County and/or State yet.

Moreover, we have assembled a best-in-class design and construction team for this project—all with relevant experience designing and building affordable housing in Santa Clara and the Peninsula. We have found that the best way to contain costs and ensure on-time and on-budget delivery is to have a seasoned team involved from Day 1 of predevelopment so that design and estimating can be an iterative process. We certainly have that with HKIT Architects, PGA Landscape Architects, and CORE Builders on our team, as more fully described in Tabs 3 and 4 of this proposal.

Establishing a Standard of Excellence for Freebird's Inaugural Project

As previously noted, Freebird is a recently launched joint venture between Robin Zimble and L+M Development Partners, Inc. As more thoroughly described in Tab 3 of this project, Robin is a leader in the affordable, mixed-income, and community development field with over 15 years of experience in the industry—a career spanning both the public and private sectors. After having worked the last 10 years in leadership roles for two of the largest affordable housing developers in the country, Robin is incredibly fortunate to have the confidence of L+M who is helping her realize her vision of starting her own Woman-Owned Business Enterprise. Our proposed project is deeply personal to Robin, who is the aunt to an adult nephew with developmental disabilities, and sees first-hand the struggles of a family to meet the on-going housing needs of an adult child with developmental disabilities. If selected as developer, 2330 Monroe Street will be Robin and Freebird's #1 priority. It won't be one of many, as it may be for other development teams who currently have deeper pipelines with projects that compete for their time, energy, and financial resources.



2. RESPONDENT INFORMATION

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RESPONDENT'S INFORMATION:

Freebird Development Company, LLC
1111 Broadway
Oakland, CA 94607
T: 410.905.0351
Robin Zimbler
robin@freebirddev.com

Robin Zimbler will be the main point of contact for the duration of the development.

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3. DEVELOPMENT TEAM

3. DEVELOPMENT TEAM

DEVELOPER

Freebird Development Company, LLC
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Lisa Gomez
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Freebird Development Company, LLC (“Freebird Development”) is a joint venture between Robin Zimblar (“Robin”) and L+M Development Partners, Inc (“L+M”) launched in May 2018 and anticipated to be certified as a Women’s Business Enterprise. Robin is a leader in the affordable, mixed-income, and community development field with over 15 years of experience in the industry—a career spanning both the public and private sectors. In her last 10 years working for L+M and Related California, Robin has overseen the development of over 1,850 units totaling over \$900 million in investment, including six projects in California and multiple mixed-income projects similar to the one proposed for 2330 Monroe Street. A detailed list of her past projects can be found on the following pages.

L+M is a full-service firm, working from conception to completion, handling development, investment, construction and management with creativity that leads the industry. Since 1984, L+M is responsible for more than \$7 billion in development, construction and investment, and has acquired, built or preserved more than 22,000 high-quality residential units in New York’s Tri-State area, the Gulf Coast, and the San Francisco Bay Area.

Robin will provide the day-to-day management of Freebird Development, financially backed by L+M, who has a strong balance sheet and deep financial capacity. Given that Freebird is a new endeavor with only two other projects currently in the development pipeline, Robin has a significant amount of capacity to oversee the 2330 Monroe Street project and will hire additional staff if awarded the project. She will also be supported, as needed, by L+M staff including development, construction, accounting, and legal staff.

L+M was founded on the belief that raising the bar on affordable housing strengthens the fabric of our society. Since 1984, L+M has been a real estate leader and innovator, responsible for more than \$7 billion of development and construction. Working with community, government and investment partners, the company has developed or invested in over 22,000 units of high-quality, affordable and market rate housing in the New York tri-state area, New Orleans, and California, and over a million square feet of commercial, office and community facility space. L+M’s projects include new construction, renovation of historic buildings and adaptive re-use, and range from single-family homes, to multi-unit apartment buildings and mixed-use developments.

Their development efforts are underpinned by a community investment approach, which includes partnering with local organizations as well as providing grants in the areas of education, workforce development and healthy food/healthy communities. L+M is currently ranked 10th in its listing of “Top 50 Affordable Housing Developers” by AHF magazine. L+M’s innovative and flexible approach to each project is a key element of its success. L+M is an industry leader in innovative financing solutions, and its projects have been financed in every way conceivable: through construction loans, taxable bonds, tax exempt bonds, tax credits, as well as City, State, and Federal subsidies.

The company is vertically integrated with teams that focus on development, investment, property management and construction. In its three main operating units, it employs approximately 350 people. The firm is headquartered in New York.

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Following is a list of Robin Zimbler's recent experience with the development of comparable residential communities while employed with both L+M Development partners and Related. She has participated in the development of more than 2,000 units in the past 6 years.



Employer	Project/ Location	Income	New or Rehab	Units	Budget	Completion Date
L+M	* 45 Clermont (Navy Green) Brooklyn, NY	Affordable	New Construction	101	\$27,300,000	2012
L+M	* 7 Clermont (Navy Green) Brooklyn, NY	Mixed-Income	New Construction	112	\$35,600,000	2012
L+M	* 8 Vanderbilt (Navy Green) Brooklyn, NY	Market Rate	New Construction	99	\$24,900,000	2016
L+M	* Townhomes (Navy Green) Brooklyn, NY	Market Rate	New Construction	23	\$24,900,000	2016
L+M	* Lafitte Phase I New Orleans, LA	Affordable	New Construction	134	\$42,100,000	2011
L+M	* Lafitte Phase II New Orleans, LA	Affordable	New Construction	142	\$48,300,000	2011
L+M	* Lafitte Phase III New Orleans, LA	Market Rate	New Construction	89	\$26,700,000	2015
L+M	* Refresh (Whole Foods Anchor) New Orleans, LA	Retail	Rehabilitation	0	\$18,200,000	2014
L+M	* Candlestick Heights San Francisco, CA	Affordable	New Construction	196	\$128,800,000	2014
L+M	* 5880 Third Street San Francisco, CA	Market Rate	New Construction	136	\$47,400,000	2015
Related	Five 88 San Francisco, CA	Affordable	New Construction	200	\$85,100,000	2017
Related	Robert Pitts Plaza San Francisco, CA	Affordable	Rehabilitation	203	\$86,200,000	2017
Related	Westside Courts San Francisco, CA	Affordable	Rehabilitation	136	\$95,600,000	Under Construction
Related	Westbrook Apartments San Francisco, CA	Affordable	Rehabilitation	226	\$168,900,000	Under Construction
Related	* Sunnydale Parcel Q San Francisco, CA	Affordable	New Construction	55	\$44,800,000	Under Construction
Related	Balboa Park Upper Yard San Francisco, CA	Affordable	New Construction	121	\$90,800,000	Pre-Development
Related	Sunnyvale Block 15 San Francisco, CA	Affordable	New Construction	92	\$52,000,000	Pre-Development
TOTAL				2,065	\$1,047,600,000	

* Project fact sheets are included on the following pages.

L+M Projects

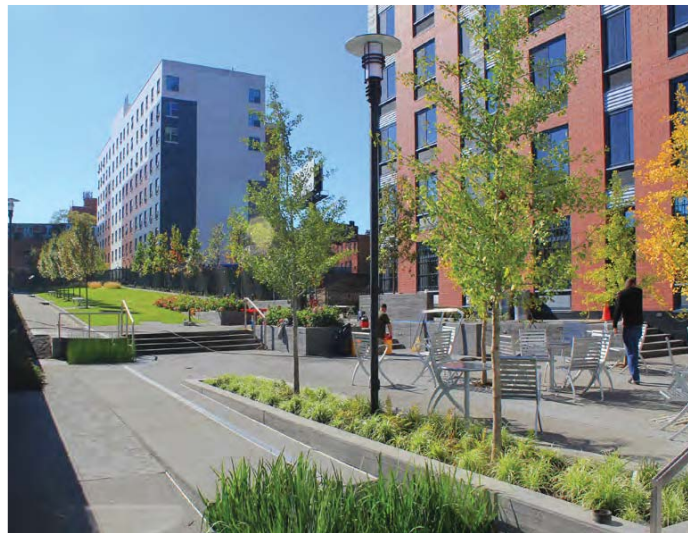
L+M has completed more than 50 projects containing more than 14,000 apartments, tens of thousands of commercial square feet and a total development cost in excess of \$4 Billion over the past 10 years.



		Project	Units		Type	TDC (millions)
					Mixed income/Mixed Use	
2017	Complete	Seward Site 5	211	New Acquisition (phase 2 is pres.)		\$ 130.00
2017	Complete	Zion Towers	268	Acquisition (phase 2 is pres.)	Affordable	
2017	Complete	Somerset/Livingston	120		Affordable	
2017	Complete	Seward Site 6	100	New	Affordable/Mixed use	\$ 36.00
2017	Complete	Greenpoint F2	103	New	Affordable	\$ 34.00
2016	Complete	Soundview Senior	86	New	Affordable	\$ 75.00
2016	Complete	PACC	492	Pres/Rehab	Affordable	\$ 465.00
2016	Complete	NYCHA Pres	875	Pres/Rehab	Affordable	\$ 23.00
2016	Complete	Navy Green TH	23	New	Market Rate	\$ 38.00
2016	Complete	Navy Green r2	99	New	Mixed income condo	\$ 175.00
2016	Complete	Marcus Garvey	625	Pres/Rehab	Affordable	\$ 90.00
2016	Complete	Livonia	278	New	Affordable	\$ 174.00
					Mixed income rental/Mixed use	
2016	Complete	Hahnes Greenpoint Landing G2	160	Conversion		\$ 28.50
2016	Complete		93	New	Affordable	\$ 32.00
2016	Complete	Greenpoint E3	98	New	Mixed	\$ 31.00
2016	Complete	Bellflower	169	Pres/Rehab	Affordable	\$ 47.00
2016	Complete	5830 Third	136	New	Affordable	\$ 23.00

2016	Complete	153rd	51	New	Affordable Mixed income/Mixed Use	\$ 100.00
2016	Complete	149 Kent	164	New		\$ 47.00
2015	Complete	Soundview Family	120	New	Affordable	\$ 24.00
2015	Complete	Lafitte P 3 Edgecombe/ Phase Piggyback	89	New	Market Rate	\$ 39.00
2015	Complete	Abeken	254	Pres/Rehab	Affordable	\$ 15.00
2015	Complete		178	Pres/Rehab	Affordable	\$ 27.00
2014	Complete	Utica Residential	87	New	Affordable	\$ 21.00
2014	Complete	Utica Commercial (40000)	0	New	Commercial	\$ 175.00
2014	Complete	Savoy	1802	Pres/Rehab	Mixed Income	\$ 18.00
2014	Complete	Refresh	0	New	Commercial	\$ 57.00
2014	Complete	Pearson	197	New	Market Rate	\$ 19.80
2014	Complete	Orange	72	New	Mixed Income	\$ 28.00
2014	Complete	Ocean village	1093	Pres/Rehab	Affordable	\$ 75.00
2014	Complete	Jamestown	196	New	Affordable Mixed income/mixed use	\$ 35.00
2014	Complete	Jackson	98	New		\$ 42.00
2014	Complete	Harlem River Point S (1951)	140	New	Affordable	\$ 37.00
2014	Complete	360 Pres	429	Pres/Rehab	Affordable	\$ 40.00
2014	Complete	320 Sterling	120	Rehab	Mixed Income	\$ 41.00
2014	Complete	117th	111	New	Affordable	\$ 50.00
2014	Complete	116th	88	New	Market Rate	\$ 10.15
2013	Complete	Warburton lofts	10	Pres/Rehab	Affordable	\$ 4.52
2013	Complete	ECDO / L+M	662	Pres/Rehab	Affordable	\$ 57.76
2013	Complete	1951 Park Ave - North + West Warburton	173	New	Affordable	\$ 31.69
2012	Complete	Riverview	92	New	Affordable	\$ 36.33
2012	Complete	Navy Green R1	112	New	Affordable/Co mmercial	\$ 16.66
2012	Complete	Loewen - E. 112th (scattered)	12	New	Mixed income	\$ 16.71

2012	Complete	LaFitte Redev- Phase 2*	142	New	Affordable	\$ 50.12
2012	Complete	LaCelia	123	New	Mixed income condo	\$ 75.84
2012	Complete	HCCI Preservation	447	Pres/Rehab	Affordable Mixed Income/Comm ercial	\$ 97.16
2012	Complete	11 Broadway Westhab - East	160	New		\$ 14.50
2011	Complete	181st	40	New	Affordable	\$ 37.14
2011	Complete	Site B1	107	New	Affordable	\$ 27.26
2011	Complete	NavyGreen R3	101	New	Affordable	\$ 16.66
2011	Complete	Loewen - E. 112th (scattered)	36	New	affordable	\$ 25.51
2011	Complete	Harlem Genesis	86	New	mixed income	\$ 25.49
2011	Complete	Burnside	76	New	affordable	\$ 54.42
2011	Complete	330 Riverdale	137	New	mixed income	\$ 86.33
2010	Complete	West 28th	88	New	Market Rate	\$ 59.00
2010	Complete	West 27th	34	New	affordable	\$ 40.49
2010	Complete	PS 90	75	Pres/Rehab	Mixed income condo	\$ 225.00
2010	Complete	Northside Piers - Tower 2	270	New	Market Rate Condo	\$ 35.39
2010	Complete	LaFitte Redev- Phase 1	100	New	Affordable	\$ 52.57
2010	Complete	Columbia Hicks	137	New	Mixed income	\$ 27.70
2010	Complete	1428 Fifth Ave	120	Pres/Rehab	Affordable	\$ 44.96
2009	Complete	The Beacon	168	New	Affordable	\$ 45.54
2009	Complete	Prospect Plaza	151	New	Affordable	\$ 16.82
2009	Complete	Melrose D	58	New	Affordable	\$ 53.17
2009	Complete	Cook Street	152	New	Affordable	\$ 113.45
2008	Complete	The Kalahari	249	New	Mixed Income Condo	\$ 30.30
2008	Complete	The Aurora	91	New	Mixed income condo	\$ 85.56
2008	Complete	The Arbor	127	New	Market Rate	\$ 21.16



NAVY GREEN DEVELOPMENT

FORT GREENE, BROOKLYN, NY

Navy Green is located in the Fort Greene /Wallabout area of Brooklyn. The 103,000 square foot former Navy prison site was converted to a unique new construction, mixed use development consisting of 460 residential units, commercial and community facility space, including 30,000 square feet of common green with gardens. Residences are a combination of supportive housing, affordable rental, mixed income condos, and market-rate townhomes. The first three buildings were completed in 2012, with the remainder completed in 2017.

DEVELOPER

L+M Development Partners, Inc., Dunn Development Corp., and IMPACCT Brooklyn



TOTAL DEVELOPMENT COST

\$124M

UNITS

7 Clermont Ave: 112 units at 40%-100% AMI 45 Clermont Ave: 101 units at 40%-60% AMI 8 Vanderbilt Ave: 98 units (74 affordable at 90%-150% AMI and 24 market-rate); TH: 23 market-rate single family homes

SQUARE FOOTAGES

7 Clermont Ave: 116,556; 45 Clermont Ave: 96,014; 8 Vanderbilt Ave: 114,600 sf; TH: 71,392 (3,104 sf per townhouse)

SOURCES OF FUNDING

NYC Housing Development Corporation Low-Income Affordable Marketplace Program (LAMP); NYC Housing Preservation and Development; NYS Homes and Community Renewal; JP Morgan Chase; Wells Fargo Bank

COMPLETION

2012 - 2017



FAUBOURG LAFITTE

TREME, NEW ORLEANS, LA

Faubourg Lafitte is a vibrant new neighborhood that provides opportunities for homeownership and affordable housing for seniors and families located in the heart of Tremé, one of New Orleans' oldest and most distinctive neighborhoods. The area is serviced by multiple streetcar and bus lines and lies within walking distance of the French Quarter, Central Business District and New Orleans' new Medical District. The neighborhood has been designed to Enterprise Green Communities criteria and features energy efficient lighting, appliances and HVAC in all units.

DEVELOPER

Enterprise Community Partners, L+M Development Partners, Providence Community Housing

TOTAL DEVELOPMENT COST

\$132.9M

UNITS

510 total at 50-80% AMI

SQUARE FOOTAGES

564,278 sf

AMENITIES

Spacious, open floor plans; Energy Star appliances; energy efficient central heat and air; off-street parking; community gardens; extensive landscaping and 100 year oaks; on-site tennis courts and playgrounds

SOURCES OF FUNDING

HANO funds, Disaster CDBG funds, FEMA, LIHTC equity, IDB bond

COMPLETION

2016



RELEVANT EXPERIENCE / CALIFORNIA PROJECT



CANDLESTICK HEIGHTS

BAYVIEW, SAN FRANCISCO, CA

L+M took over a partially built project for its first San Francisco venture, and successfully restructured and completed it as a 100% affordable rental project. Without incurring any additional time delays, L+M was also able to alter the design for Phase II to reconfigure a number of the larger three-bedroom units into four-bedroom units to help meet the need for affordable housing for large families. The parking structure was reconfigured to be able to include an approximately 1,000 square foot community room, which is being used for after-school care for the community, as well as over 32,000 square feet of landscaped open space.

DEVELOPER

L+M Development Partners, Inc., and Bayview Hunters Point Multipurpose Senior Services, Inc.

TOTAL DEVELOPMENT COST

\$129.5M

UNITS

196, including 151 at 60% AMI, 43 at 50%, 2 nonrevenue staff units

SQUARE FOOTAGES

343,472, including 1,100 of Community Facility

AMENITIES

Parking, on-site laundry facilities, landscaped courtyard

FINANCIAL PARTNERS

Citibank, Wells Fargo

SOURCES OF FUNDING

Tax exempt bonds, LIHCs, Inclusionary Proceeds

COMPLETION

2014



RELEVANT EXPERIENCE / CALIFORNIA PROJECT



5830 THIRD STREET

BAYVIEW, SAN FRANCISCO, CA

5830 Third Street is a 136-unit mixed income apartment development in the Bayview neighborhood of San Francisco. The building consists of a basement/subterranean level with parking, a ground floor with parking and amenities, and two 4-story modular residential towers atop a concrete podium. The unit mix will include junior one bedroom, one bedroom, and two bedroom units. 15% of the units will be income/restricted at 55% of AMI, and 85% of the units will be unrestricted/market rate. Project amenities include a fitness center, bike room, and community room with kitchenette. In addition, there will be a 10,000 sf extensively landscaped courtyard on top of the podium level.



DEVELOPER

L+M Development Partners and Holliday Development

TOTAL DEVELOPMENT COST

\$43M

UNITS

136, including 20 units at 55% AMI

SQUARE FOOTAGES

98,258 including 10,500 sf of landscaped courtyard on top of the podium level

AMENITIES

Fitness center, bike room, subterranean level parking, ground floor parking, community room with kitchenette

FINANCIAL PARTNERS

Citibank and the State of California

SOURCES OF FUNDING

Conventional loan, 1(C) Grant from State of California

COMPLETION

2016



THE REFRESH PROJECT

MID-CITY, NEW ORLEANS, LA

ReFresh, a groundbreaking community development project that promotes economic development in New Orleans. L+M Development Partners and Broad Community Connections helped convert a 60,000 SF former grocery store into a fresh food hub. ReFresh features a Whole Foods Market, Liberty's Kitchen, the Goldring Center for Culinary Medicine at Tulane University, Boystown, and the offices of FirstLine Schools and BCC. The Project includes an outdoor community garden that reinforces Refresh's goal to promote healthy lifestyles in the communities along Broad Street.

DEVELOPER

L+M Development Partners and Broad Community Connections



TOTAL DEVELOPMENT COST

\$20m

UNITS

100% commercial

SQUARE FOOTAGES

60,000, including 25,000 sf Whole Foods; 4,700 sf Tulane Teaching Kitchen; 10,000 sf Liberty's Kitchen; 10,947 sf Office

AMENITIES

Community lobby, outside community Garden

FINANCIAL PARTNERS

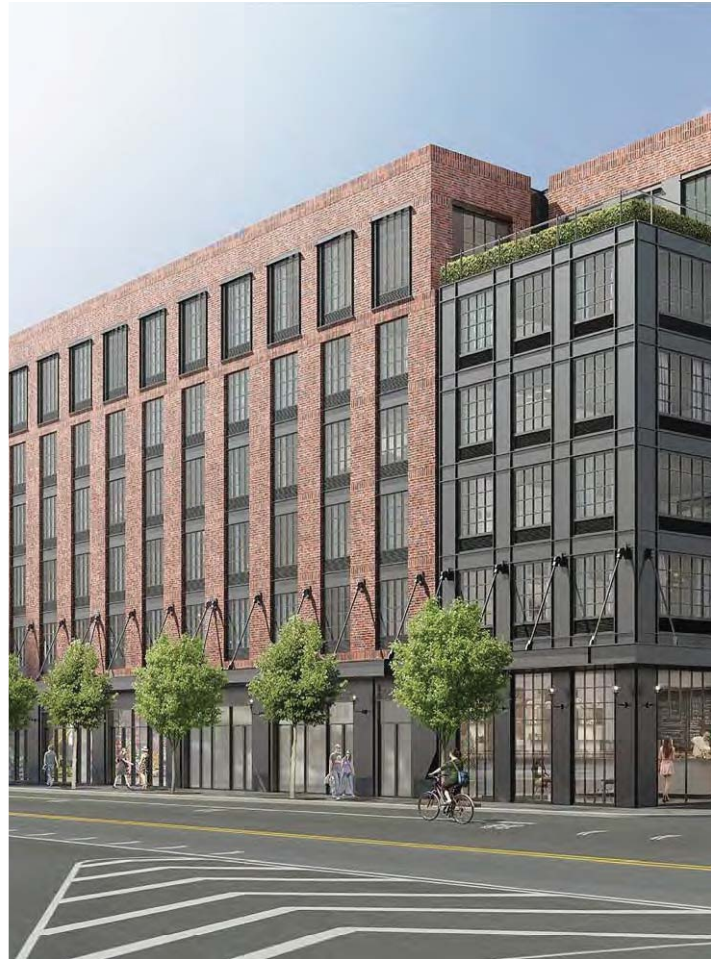
L+M Development Partners and Broad Community Connections

SOURCES OF FUNDING

JPMorgan Chase, Goldman Sachs, Low Income Investment Fund (LIIF); New Orleans Redevelopment Authority (NORA); HOPE; Foundation for Louisiana; Newman's Own Foundation

COMPLETION

2014



GREENPOINT LANDING

(BUILDINGS G2, E3, AND F2)

GREENPOINT, BROOKLYN, NY

Greenpoint Landing is a transformational development that will create new residential opportunities in the Greenpoint waterfront community, an area that has historically been a hub for manufacturing and industry. The Greenpoint Landing G2, E3, and F2 buildings feature three new 6- and 7-story buildings with a total of 294 low- and middle-income units. The apartments are affordable to families earning between 40% and 130% of area median income. The buildings feature several amenities including large landscaped courtyards.

DEVELOPER

L+M Development Partners, Inc. and Greenpoint Landing Associates



TOTAL DEVELOPMENT COST

G2: \$28.5m; E3: \$31.9m ; F2: \$36.2m

UNITS

G2: 93 low-income units

E3: 98 low-income and middle-income units

F2: 103 low-income units

SQUARE FOOTAGES

G2: 88,602 sf (2,703 retail); E3: 98,048 sf (1,615 retail);

F2: 105,465 sf (3,947 retail)

AMENITIES

Laundry room, fitness room, bike room and landscaped courtyards

FINANCIAL PARTNERS

Wells Fargo, HPD, HDC

SOURCES OF FUNDING

Tax-exempt bonds, 4% low income housing tax credits, HDC subsidy, HPD subsidy, private loans

COMPLETION

2017

RELEVANT EXPERIENCE / MIXED-INCOME



HAHNE & COMPANY

DOWNTOWN NEWARK, NEWARK, NJ

The former flagship department store Hahne & Company (Hahne's) is a 400,000 square foot early 20th century historic building located at 609-633 Broad Street in downtown Newark. The first floor will feature retail space that will activate Broad Street and the burgeoning small businesses on the Halsey Street corridor, including an approximately 28,000 square foot flagship Whole Foods Market that will deliver both healthy, sustainable food options and significant employment opportunities to the neighborhood. Within the development project, an approximately 50,000 square foot institutional space will be dedicated to Rutgers University use. In addition, 160 mixed income units will be located in both the existing and newly constructed building.

DEVELOPER

L+M Development Partners, Inc.

TOTAL DEVELOPMENT COST

\$174M

UNITS

160; 54 units at 60% AMI and 10 units at 40% AMI

SQUARE FOOTAGES

506,682, including 120,000 sf of retail/commercial

AMENITIES

8,000 sf skylit atrium; second floor courtyard

FINANCIAL PARTNERS

Prudential and Goldman Sachs (NMTC)

SOURCES OF FUNDING

Citibank, NJHMFA, LIIF, TRF, Goldman Sachs, Prudential, NJEDA

COMPLETION

2016



NON-PROFIT DEVELOPMENT PARTNER

Housing Choices
898 Faulstich Court, Suite B
San Jose, CA 95112
Jan Stokley, Executive Director
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E: jan@housingchoices.org

The mission of Housing Choices Coalition for Persons with Developmental Disabilities (Housing Choices) is to enhance the lives of people with developmental and other disabilities by creating and supporting quality, affordable housing.

Parents and service providers founded Housing Choices in 1997 because the lack of affordable and inclusive housing choices for people with developmental disabilities too often led to their segregation as adults in restrictive residential facilities. In the years since Housing Choices was launched, California has closed the state-run Developmental Center for people with developmental disabilities in the City of Santa Clara. Smaller, community-based residential care facilities in the region are closer faster than new ones are opening, making Housing Choices' mission not just a preferred alternative for those who seek to live more independently but a crucial resource for all people with developmental disabilities.

PROGRAMS

Housing Development: Housing Choices collaborates with local jurisdictions and developers of affordable housing to designate a percentage of rental units in both market-rate and affordable housing properties for rent to people with developmental disabilities. Housing Choices has secured and now safeguards long-term commitments of 252 units of affordable housing at fifteen different Partner Properties in Santa Clara County for rent to people with developmental disabilities, in addition to Partner Properties in the Monterey Bay area. Housing Choices has also secured set-aside commitments of more than 100 rental units at five additional Partner Properties in planning and development in Santa Clara County and two in construction in Santa Cruz County. Housing Choices currently has four Partner Properties in the City of Santa Clara, providing affordable housing to 55 people

with developmental disabilities. All of the set-aside units in the City of Santa Clara have long wait lists, with demand for the housing far-outpacing supply.

Housing Access: Individuals with developmental disabilities turn to Housing Choices for help in navigating the complex maze of affordable rental housing provided by multiple organizations with independent waitlists and different eligibility rules and procedures. Since 2002, Housing Choices has provided individual housing advice to thousands of people with developmental disabilities. To date, in FY 17-18, we have provided housing navigation assistance to more than 1,800 people with developmental disabilities seeking affordable housing in our service area.

Housing Stability: Housing Choices promotes individual housing stability and safeguards the long-term availability of rental units at Partner Properties by providing on-site resident support services for 252 people with developmental disabilities. The Housing Choices Resident Coordinator collaborates closely with the property manager and the residents with developmental disabilities. Housing Choices helps residents with developmental disabilities comply with lease terms and property rules, and prevents evictions by resolving problems with neighbors, roommates, and property managers. Housing Choices sponsors regular workshops and social events for residents to foster leadership and create supportive communities of friends and neighbors.

Housing Choices' Partner Properties, including the four properties in the City of Santa Clara (Estancia Apartments, Rivertown Family Apartments, Briarwood Housing Cooperative, and De La Cruz Housing Cooperative), enjoy very high rates of housing stability, with more than 90% of residents retaining their housing for five years or more.

Homeless Case Management: Our priority is to prevent homelessness and institutionalization among people with developmental disabilities. As a participant in the County of Santa Clara County Continuum of Care, Housing Choices also provides intensive case management to a growing number of homeless people with developmental disabilities in Santa Clara County. Housing Choices helps homeless individuals first gain temporary shelter and ultimately find permanent supportive housing.



SANTA CLARA COUNTY PARTNER PROPERTIES

408.498.5777
www.housingchoices.org

The mission of Housing Choices is to enhance the lives of people with developmental disabilities by creating quality affordable housing options. With service funding from San Andreas Regional Center, fifteen Partner Properties in Santa Clara County open new doors for people with developmental disabilities seeking to live in community rental housing.

RiverTown Apartments, Santa Clara, CA 95054
In partnership with Housing Authority of Santa Clara County
15 of 100 units; 1, 2, and 3 bedroom units



Japantown Senior Apartments, San Jose, CA 95112
In partnership with First Community Housing
10 of 75 units; 1 bedroom units



Jasmine Square Apartments, Morgan Hill, CA 95037
In partnership with Eden Housing
12 of 72 units; 1, 2, and 3 bedroom units



San Antonio Place, Mountain View, CA 94040
In partnership with Charities Housing
7 of 118 studio units



Fourth Street Apartments, San Jose, CA 95112
In partnership with First Community Housing
29 of 100 units; 1, 2, and 3 bedroom units



Gish Apartments, San Jose, CA 95113
In partnership with First Community Housing
13 of 35 units; Studios, 2, and 3 bedroom units



Edenvale Apartments, San Jose, CA 95013
In partnership with Eden Housing
14 units; 1 bedroom units



Estancia Apartments, Santa Clara, CA 95054
In partnership with Equity Apartments
23 of 450 units; 1, 2, and 3 bedroom units



Casa Feliz Studios, San Jose, CA 95112
In partnership with First Community Housing
21 of 60 studio units



Monterey Villa, San Jose, CA 95138
In partnership with Eden Housing
18 1 bedroom units; 1, 2 bedroom units



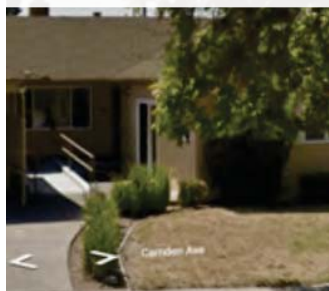
1585 Studios, Mountain View, CA 94040
In partnership with First Community Housing
26 studio units



Villa Esperanza Apartments, Gilroy, CA 95020
In partnership with Eden Housing
20 units; 1, 2, and 3 bedroom units



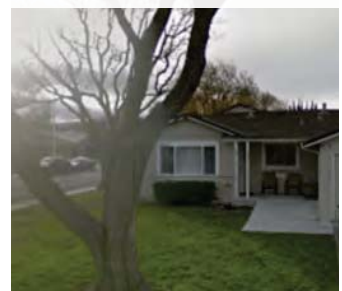
Camden Co-op, San Jose, CA 95124
In partnership with Hope Services
5 rooms in a single-family house



De La Cruz Co-op, Santa Clara, CA 95054
In partnership with Hope Services
5 rooms in a single-family house



Briarwood Co-op, Santa Clara, CA 95051
In partnership with Hope Services
5 rooms in a single-family house



ARCHITECT

HKIT Architects
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HKIT Architects has 70 years of experience working with non-profit developers on affordable residential developments. Through the years of experience, HKIT has built a practice that understands the importance of design in creating a strong community and how to design efficient, well detailed, buildings that meet the needs of the residents and clients. HKIT understands the critical importance of working with budgetary restraints, competitive funding sources, and diverse program needs. HKIT's process of cost control begins with conceptual design. At the outset, they will employ a number of strategies to appropriately and cost-effectively detail the building. HKIT's design strategies are to recommend where the least money will make the biggest difference, where it is critical to concentrate resources and to focus on the most efficient means to accomplish fundamental principles of fresh, contextual, thoughtful, durable design and the cost-effective use of technology. Small changes can make a big difference in the quality of life.

HKIT has provided architectural services and coordination activities for over 1,800 units of affordable housing funded through various programs such as TCAC and HUD.

The firm has completed the following projects in Santa Clara County:

Edenvale Supportive Housing, San Jose, CA
Devries Place, Milpitas, CA
(ULI Global Award of Excellence)
Monterey Villa (special needs), San Jose, CA
Donner Lofts, San Jose, CA
Ford Road Family Housing, San Jose, CA
Belmont Village, San Jose, CA

HKIT Architects is unique in the housing industry with a portfolio of experience including many types of supportive living environments. These are communities that rely heavily on creative design to provide structure to the needs of very special groups of residents, fostering a rich sense of community.

Our team provides a true sense of home and ownership for residents. The difference between housing and home is the personal investment of the resident in his or her own space. It is a subtle but critical difference when people believe that the place in which they live is in fact "theirs". Careful unit design, maximizing usable space, storage room and flexibility while providing plentiful natural light and air reinforce this sense of home. In addition, the unique skill and experience of our in-house interior design group enhances the livability and ambiance of our projects, including furnishings and finishes, allows us to utilize the materials, shapes, patterns, colors and textures that provide a warm, comfortable living environment and true sense of personal belonging, and a powerful sense of place.

A strong sense of security is a key component of our approach to housing for this specialized community. We can accomplish this through a variety of design elements such as public visibility in the entry/lobby, access control systems for unit doors, stair towers and elevators and common areas including the outdoor garden spaces. By providing good architectural design, we strive to minimize the necessity for expensive, obtrusive security systems by maximizing eyes on a space, a sense of ownership by residents, and clear unambiguous boundaries.

In a time of tight finances, we understand the necessity to spend dollars wisely. For this reason, we will provide careful, insightful and creative analysis that identifies cost-effective strategies. Our design strategies are to recommend where the least money will make the biggest difference, where it is critical to concentrate resources and to focus on the most efficient means to accomplish your fundamental principles of fresh, contextual, thoughtful, durable design and the cost-effective use of technology. We know that sometimes small changes can make a big difference in the quality of life.



FORD ROAD FAMILY HOUSING

SAN JOSE, CA

The Ford Road family housing development consists of 75 units of affordable family housing adjacent to 20-units of special-needs housing for an at-risk adult community (HUD 811). The challenge was to provide transit oriented housing including both family and special needs residents on a 3-acre surplus site with difficult site conditions. The resulting project consists of a high density podium scheme to maximize the number of units, in a design that was compatible with the adjacent residential community. Sustainable features include passive solar heating, high efficiency water fixtures, and sustainable flooring materials. The family housing development was presented to several neighborhood groups through community meetings to solicit input. The design team incorporated concerns and comments that came forward and ultimately when the project was presented to City Council it was approved unanimously without discussion.





EDENVALE SUPPORTIVE HOUSING

SAN JOSE, CA

These 15 special needs units are housed in an attractive two-story building set around an inviting courtyard. There are 11 one-bedroom one-bath units of approximately 600 SF and 4 two-bedroom two-bath units approximately 800 SF, one of which is for the manager. The two-bedroom units were designed to accommodate an attendant or family member living with the resident. All of the apartments are furnished with full kitchens for independent living and are designed in full ADA compliance to meet or exceed UFAS and FHA requirements. The building is a Type V one-hour fully sprinkled structure of approximately 13,379 SF. Other features include 733 SF community room with kitchen, laundry facility and offices for on-site management services.



RELEVANT EXPERIENCE / SPECIAL NEEDS HOUSING



MONTEREY VILLA

SAN JOSE, CA

Monterey Villa provides homes for 23 persons with disabilities who earn less than 50% of the Santa Clara County Area Median Income. Made possible by a HUD 811 grant, this community of affordable one and two bedroom apartment homes transformed a deteriorated, vacant parking lot into a high quality, well managed supportive residential community. Monterey Villa is adjacent to Ford Road Plaza a 75-unit affordable community, also designed by HKIT. These two developments are not only walking distance to a number of neighborhood amenities including public transportation, a grocery store, a drug store, and restaurants, but also provide integration, rather than segregation, of individuals with disabilities. Residents have a community room, computer learning center, central laundry facility and beautifully landscaped courtyards.





MIRAFLORES SENIOR COMMUNITY

RICHMOND, CA

More than 15 years in the making, Miraflores Senior Community is a testament to the commitments of the City of Richmond, Community Housing Development Corporation, and the Park Plaza Neighborhood Council to transform former flower nurseries into a vibrant new community. It is part of a larger plan to redevelop the former Sakai, Oishi, and Endo nurseries with a diverse mix of housing at varying levels of affordability, including the new market-rate ownership housing.

Miraflores is privileged to be one of the first developments to receive state Affordable Housing and Sustainable Communities funding. In partnership with the City of Richmond, a new public park that honors the history of the Japanese-American flower industry will be developed, including a bicycle and pedestrian path that will connect the park Plaza community to the Richmond Greenway and the McDonald Avenue Commercial District. Some of the original structures commemorating the rich history of the Japanese-American flower industry were relocated and will be preserved within the master development.





SUNNYDALE PARCEL Q FAMILY HOUSING

SAN FRANCISCO, CA

This 88,550 sf housing project is located in the Visitacion Valley neighborhood at the foot of McLaren Park in San Francisco. The City of San Francisco and the San Francisco Housing Authority are in the process of developing the Sunnydale and Velasco public housing sites into a new mixed income community with new infrastructure, new housing, and neighborhood serving amenities. Development of Sunnydale-Velasco public housing is under the City of San Francisco's HOPE SF initiative, a program modeled after the HUD HOPE VI program.

HKIT was selected as the architect for a portion of this project, known as the Sunnydale Parcel Q site which is a half acre of vacant land located at the intersection of Sunnydale Avenue and Hahn Street, directly across from the existing Sunnydale and Velasco developments.



LANDSCAPE ARCHITECT

PGA Design Inc.
444 -17th Street
Oakland, CA 94612
Karen Krolewski, Principal
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E. krolewski@pgadesign.com

PGAdesign is an award-winning landscape architectural studio that creates enduring and vibrant environments within the public realm. Founded in 1979, the firm focuses on a variety of project sectors throughout California, ranging in size and complexity. Woven deeply within our projects —urban civic spaces, high-density housing, educational facilities, places of historic significance, parks and trails, and transit-focused developments — are inspiring and purposeful designs that enrich the communities in which we live and work. Our site design reveals and expresses the distinct characteristics informed by a place's unique history and significant features. We skillfully navigate the challenges of a community's concerns and city agency conditions to generate consensus and successfully translate a project's vision into reality.

Our commitment to sustainability bridges our professional and personal lives, and we are devoted to improving communities through our design practice. Our projects demonstrate distinctive design solutions that not only conserve and protect natural resources, but also fulfill project visions and our clients' budget challenges. Through continual research and exploration, PGA's team of LEED Accredited Professionals and Bay-Friendly Qualified Professionals remain up-to-date on current technologies, initiatives, materials and ideas that prolong a site's life-cycle and legacy.

Through all of our projects, PGA builds successful partnerships with stakeholders — owners, agencies, institutions, developers, engineers and architects —affording us active leadership in the design process. We pride ourselves on possessing core strengths that greatly enhance a project's process such as thorough and attentive

communication skills and the development of distinctive design concepts that skillfully balance community needs and program requirements. With a majority of our work being in the public realm, PGA has accumulated a rich history and portfolio of projects involving the community and various outreach programs. We are purposeful listeners

and communicate concepts and ideas with particular clarity throughout the project's process. PGAdesign is a woman-owned, certified Small Local Business (SLBE) with multiple Bay Area public agencies and a Micro-Small Business Enterprise with the State of California.



Rotary PlayGarden

CLIENT

Rotary Club of San Jose with Hensel Phelps and City of San Jose.

SITE

Within the Guadalupe River Park System, adjacent to visitor's center, San Jose, CA.

PROGRAM

Design an inclusive children's play garden that expands the boundaries of play to include natural play.

COMPLETION DATE / BUDGET

2016 / \$6 million.

AWARDS

2016 Design Merit Award from the Northern California Chapter of the American Society of Landscape Architects (ASLA)

The fully accessible PlayGarden focuses on providing multiple activities that accommodate a variety of inclusive play needs and surpasses ADA requirements. There is rotating, swinging, sliding, climbing, spinning and bouncing equipment, kinetic elements, sand, tactile play, water play and even a wheelchair accessible carousel.

The park's legacy includes hiring and training staff with special needs to help maintain the park. In addition, Santa Clara County Office of Education and San Andreas Regional Center will support programming at the facility for their clients. Over 250,000 visitors have visited the site since it opened a year ago, and parking is often filled to capacity on the weekends.

Provided master planning, public outreach, construction documents, & construction administration. As prime landscape architect, PGAdesign led a full team of sub-consultants including civil engineer, structural engineer, electrical engineer, artist/fabricator, and geotechnical engineer.



Onizuka Crossing

CLIENT

MidPen Housing with David Baker Architects

SITE

Sunnyvale

PROGRAM

58 affordable homes with on structure courtyards.

COMPLETION DATE & BUDGET

2016 / \$32.3 million

AWARDS & CERTIFICATIONS

GreenPoint Rated

Named in honor of Ellison Onizuka, a NASA astronaut and Lieutenant Colonel with the United States AirForce, Onizuka Crossing is an affordable rental apartment community in Sunnyvale that accommodates formerly homeless veterans, working families, children, seniors and people with special needs.

The units are arranged in “pods” around a system of open-air corridors that run through the project like a spine, originating from a prominent “green” stair at the entry. The open corridors stitch the units together with gathering spaces in the courtyards.

Landscape includes three courtyards with custom play area featuring turtle and frog sculptures.



Candlestick Point Block 9A

CLIENT

Lennar Urban | FivePoint

SITE

Candlestick Point

PROGRAM

Multi-unit Housing (partially on-structure)
& Pedestrian Mews

COMPLETION DATE & BUDGET

2018

The mid-block break separating Block 9A and 9B is envisioned as a pedestrian mews allowing unrestricted public access through the middle of the block. Closed at each end to vehicular traffic, with removable bollards, the 26-foot-wide paved walking surface accommodates access for emergency vehicles and fire trucks. Working within the limitations of the EVA lane, areas of grass pavers have been introduced extending greenery into the mews and connecting to the landscaped buffer adjacent to the building.

Raised, private stoops to the townhomes face the mews, and with the open space requirements being met with a combination of the common-use podium courtyard and private balconies, larger areas of planting are provided, adding a generous buffer between the building and pedestrian path. Series of lushly planted, tiered and staggered planters soften the stoops and building façade and add to the visual appeal. The planters step down so that the entrances are easily identifiable and visually accessible from the pedestrian path. Trees are planted at-grade and within the planters, matching the modules of the townhouses. Lighted bollards, steps lights, and building-mounted lights illuminate each entry and the length of the mews.



Alma Point at Foster Square

CLIENT

MidPen Housing with BAR Architects

SITE

66 units in Foster Square, Foster City

PROGRAM

66 affordable senior housing units with on structure and at grades terraces.

COMPLETION DATE & BUDGET

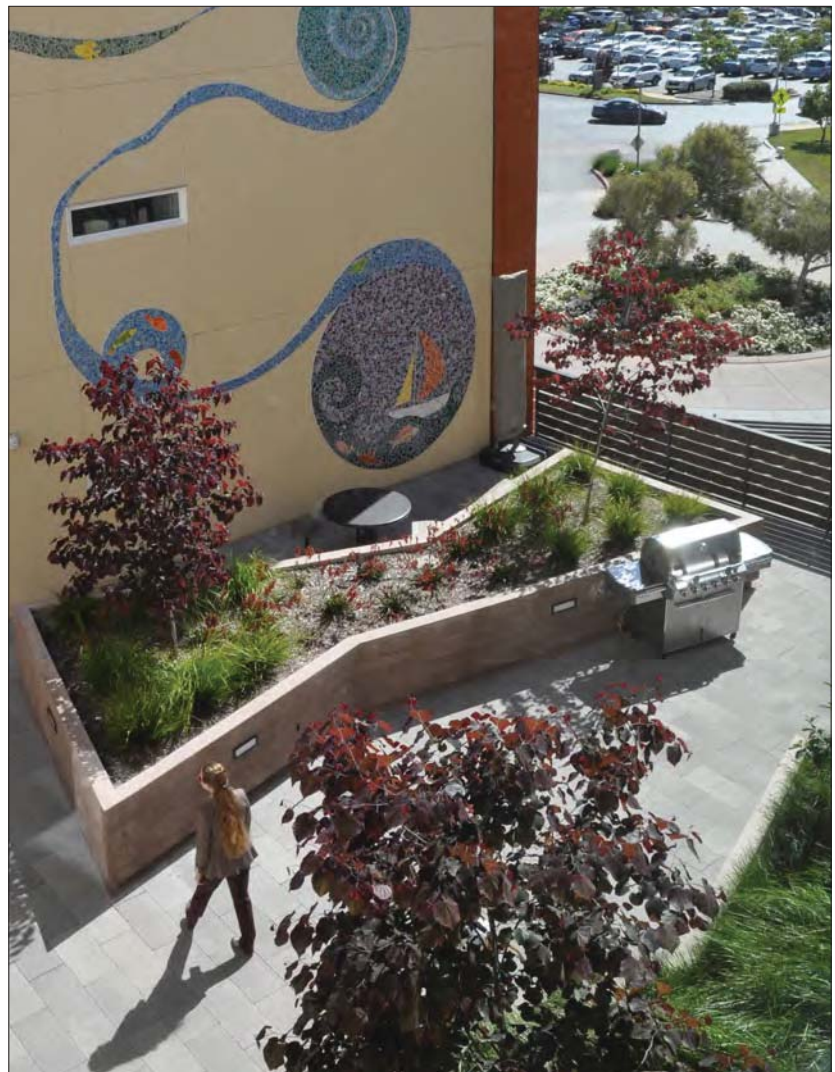
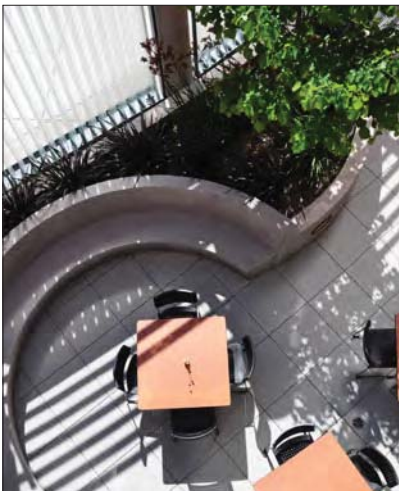
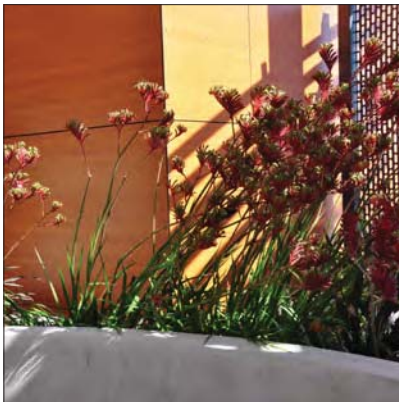
2016/\$30 million

AWARDS & CERTIFICATIONS

GreenPoint Rated

This 66-unit affordable housing building is part of a mixed use development and town center known as Foster square which includes additional market rate housing, new retail, assisted living, a public plaza, all intended to create a new active hub in the center of the Foster City. The project is in close proximity to City Hall, the Library, Community Center, Recreation Center, PJCC and Leo J. Ryan Park and focuses on creating a walkable environment.

PGAdesign's work included an on structure courtyard which features dining area and storm water treatment planters as well as an at grade entry area featuring custom benches.



CONTRACTOR

Core Builders
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Core General Contractor Inc., dba Core Builders was founded by David Neale in 2001, with the mission of providing high quality construction within the framework of an “across the board” team effort between developer and builder. Core Builders offers comprehensive construction services to its customers based on a strong foundation of trust, communication, and strategy between builder and owner. The company brings cost effective construction management services to both for-sale and affordable rental apartment markets.

Core Builders has constructed over 2,500 multi-family homes in the San Francisco’s Bay Area.

Core Builders engages in the initial planning stages to ensure that all value engineering opportunities are realized early enough to have a substantial impact without compromising the integrity of the building design.

CORE Builders works diligently through the entire construction process to ensure owners can deliver on the promises they make to lenders and investors.

Core Builders builds projects on time and on budget. This is achieved through a collaborative team approach working with subcontractors who understand the level of quality and timeliness required to deliver a consistent level of finished product.

CORE Builders is very fortunate to have constructed several projects that are similar to 2330 Monroe. Below are examples of similar projects along with general information about each. All projects were built with pride with personal oversight by David Neale and every project had unique challenges in schedule, budget, logistics and/or other constraints.

CORE BUILDERS

CA LIC# 796393

Recently Completed Projects:

<u>Project</u>	<u>Description</u>	<u>Owner</u>	<u>Contract Sum</u>	<u>Completion Date</u>
Delmas Park San Jose 123 Apartments w/ Retail	8 Story Concrete and Steel High Rise construction. Ground floor retail	Core Affordable and AOF Pacific	36,200,000	May 2007
Paseo Senter at Coyote Creek San Jose 218 Apartments	4 Story Wood Frame Wrapped around and above grade parking garage	Charities Housing Development	50,000,000	May 2008
Belovida Santa Clara San Jose 28 Senior Apartments	2 and 3 Story Wood Framed Construction over a Parking Podium	Charities Housing Development, Corp	7,300,000	October 2009
Cornerstone at Japantown San Jose 53 Townhome Units	3 Story attached townhomes on a grade in wood frame construction	Cornerstone at Japantown, L.P	13,000,000	July 2011
Belovida Newbury Park San Jose 185 Senior Apartments	4 Story Wood Frame Construction over a parking podium	Belovida Newbury Park, L.P	26,000,000	October 2011
Family Supportive Housing San Jose 36 Apartments	4 Story Apartment over above-grade garage	Family Supportive Housing	9,000,000	March 2012
Kings Crossing San Jose 94 Apartments	4 Story Apartment over underground garage	Charities Housing Development	23,000,000	March 2012
Presidio Santa Clara Santa Clara 40 Apartments	3 Story wood frame over carports. Ground floor retail. Design/build	Presidio El Camino, L.P	8,000,000	October 2012
West San Carlos Senior San Jose 95 Senior Apartments	4 Story apartment over concrete podium with attached retail – Design/Build	San Carlos Willard and Associates, L.P.	15,000,000	July 2014
899 Valencia San Francisco 18 Condos	4 Story Frame over 2 Story concrete podium	899 Valencia20, LLC	10,000,000	April 2015
Willow Housing Menlo Park 60 Apartments	2 Story frame over PT slab on grade Design / Build	Willow Housing, LP	12,000,000	December 2015
10th Street Apartments San Jose 166 Apartments	3 Story Frame over concrete podium. Design/Build	UrbanCo, LLC	32,000,000	September 2016
Newbury Park Apartments San Jose 230 Apartments	6 Story Texas Wrap garage, 5 Story slab on grade residential with retail. Design/Build	UrbanCo, LLC	43,000,000	March 2017

Core Builders Completed Projects

Current Projects under Construction:

<u>Project</u>	<u>Description</u>	<u>Owner</u>	<u>Contract Sum</u>	<u>Completion Date</u>
598 South First San Jose 105 Apartments	5 Story frame over podium (Type III)	SparQ SPV LLC	28,000,000	June 2019
Laurel Grove Apartments San Jose 82 Apartments	4 Story Wood Frame over 1 Level of Garage Underground	Laurel Grove Lane LP	37,000,000	July 2018
Park Ave Apartments San Jose 100 Apartments	4 Story Wood Frame over 1 Level of Garage Above Ground	Park Ave Seniors LP	31,000,000	July 2019

Sample Projects in the Construction Pipeline:

<u>Project</u>	<u>Description</u>	<u>Owner</u>	<u>Contract Sum</u>	<u>Start Date</u>
Main Street Milpitas 112 Apartments	4 Stories of wood frame with separate parking garage	The Core Companies	32,000,000	Q4 2018
Shorebreeze Mountain View 62 Apartments	3 Stories of wood frame with on-grade parking	MidPen Housing	15,000,000	Q3 2018





10th Street Apartments

Construction Contract: \$32,000,000
Construction Completion: September 2016
Number of Units: 166 Units

Site Challenge: Next to railroad tracks.
Expansive soil that could not be used in backfill.

Unique Features: A ton of amenities including a pool, roof deck, Z-Bar, library, lounge, gym, community room, bocce courts, dog park with dog wash stations, a park, bike kitchen, etc.



Willow Housing

Construction Contract: \$12,000,000
Construction Completion: December 2015
Number of Units: 60 Units

Site Challenge: Built on VA Campus with direct coordination with VA staff. Contaminated materials underground.

Unique Features: Housing for homeless veterans. Displays art and a sculpture created by veterans.



899 Valencia

Construction Contract: \$10,000,000
Construction Completion: April 2015
Number of Units: 18 Units

Site Challenge: Built in the heart of San Francisco with buildings against the property lines on two sides and roads on the other two

Unique Features: Luxury condos include private decks and customized cabinetry, flooring, counters, showers, etc.

Core Builders Completed Projects



West San Carlos Senior

Construction Contract: \$15,000,000
Construction Completion: July 2014
Number of Units: 95 Units

Site Challenge: Existing townhomes behind jobsite with contentious neighbors. Active bus line adjacent to property that could not be interrupted.

Unique Features: Every unit is accessible to accommodate seniors. Retail area was integrated in the construction of the building under a separate permit.



Presidio Santa Clara

Construction Contract: \$8,000,000
Construction Completion: October 2012
Number of Units: 40

Site Challenge: Frontage on El Camino with minimum set back.

Unique Features: Attached retail with distinctive architectural elevations tuck-under parking at rear of building. LEED for Homes Gold Award.



Family Supportive Housing

Construction Contract: \$9,000,000
Construction Completion: March 2012
Number of Units: 36

Site Challenge: Shared podium with adjacent Kings Crossing project. Re-routed main feed of fiber optic lines across the site.

Unique Features: Commercial kitchen. Provides temporary housing for homeless families.

Core Builders Completed Projects



Kings Crossing

Construction Contract: \$23,000,000
Construction Completion: March 2012
Number of Units: 94

Site Challenge: Subterranean garage with a very high water table excavated during the winter.

Unique Features: "Flying Wing" design on exterior elevation. Tot-lot, water feature, and concrete planters in courtyard.



Belovida at Newbury Park

Construction Contract: \$36,000,000
Construction Completion: October 2011
Number of Units: 185

Site Challenge: Difficult sequencing and logistics with new city street construction and adjacent construction. Delivered 2 ½ months ahead of schedule.

Unique Features: Senior Housing with common areas including kitchen, community space, fitness center, computer center and meeting spaces. Multi-Family Executive Magazine Senior Project of the Year 2012.



Cornerstone at Japantown

Construction Contract: \$13,000,000
Construction Completion: July 2011
Number of Units: 53

Site Challenge: Bring an affordable, townhome style community to a very busy intersection of the neighborhood

Unique Features: The 8 building property features lush landscaping, a courtyard, and an onsite club house. The pet-friendly two and three bedroom town homes boast a full size washers and dryers and private outdoor space.

Core Builders Completed Projects



Belovida Santa Clara

Construction Contract: \$7,300,000
Construction Completion: October 2009
Number of Units: 28

Site Challenge: The small lot (.57 acres) is bordered by single family residential located on a heavily trafficked arterial street on the corner.

Unique Features: Provides senior housing in the City of Santa Clara. Residents enjoy a variety of community spaces including; library, large family center and spacious outdoor patio.



Paseo Senter at Coyote Creek Phases I and II

Construction Contract: \$ 50,000,000
Construction Completion: May 2008
Number of Units: 208

Site Challenge: Adjacent to protected creek area caused site to be raised 2 additional feet above original grade.

Unique Features: Day care center on site and two types of construction (Type V and III) abutting each other.



Delmas Park Apartments

Construction Contract: \$36,200,000
Construction Completion: May 2007
Number of Units: 123 with 5000 square feet of retail

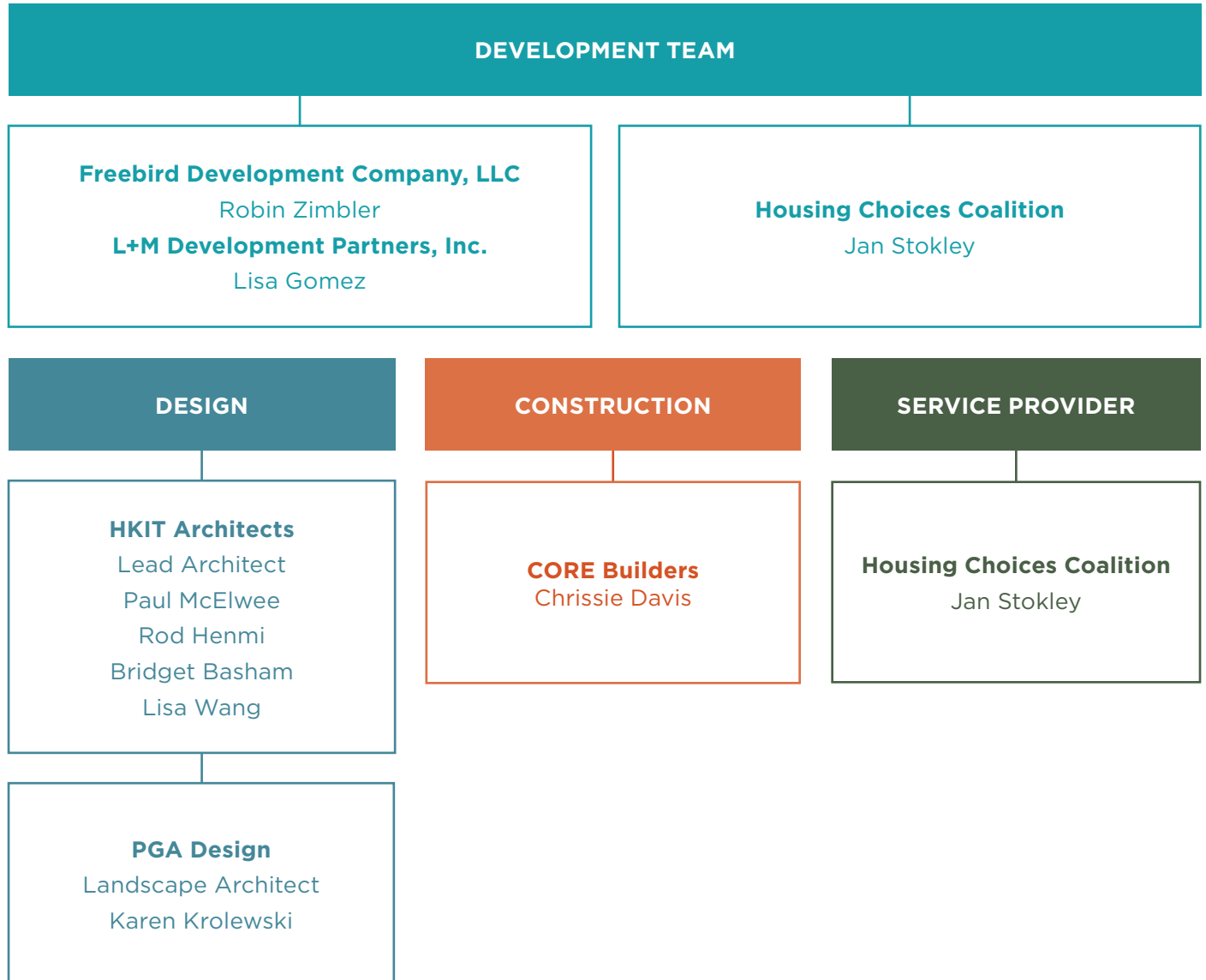
Site Challenge: Previously undisclosed or discovered tank which required environmental remediation.

Unique Features: High Rise Mixed Use project on less than 1 acre of land. Internal common space includes a roof deck with a BBQ lanai area including furniture, a tot lot with play structure and views of downtown San Jose Intern.



4. ORG CHART / RESUMES

4. ORG CHART & RESUMES





Robin Zimble
Founder
Freebird Development

Ms. Zimble recently established Freebird Development as a joint venture with L+M Development Partners. Most recently, she spent 3 years as Senior Vice President of Development for Related

California overseeing the affordable Bay Area office, where she was responsible for the coordination of all aspects of development and financing for Related's affordable residential developments.

Prior to joining Related, Ms. Zimble was Development Director at L+M Development Partners, Inc., a full-service development firm known for developing quality affordable, mixed-income and market rate housing, where she oversaw the development of three large scale, mixed-income residential developments: Faubourg Lafitte in New Orleans, Navy Green in Brooklyn, and Candlestick Heights in San Francisco, along with the ReFresh Project in New Orleans, an adaptive reuse converting a former grocery store into a new Whole Foods Market along with other uses, focused on bringing healthy food to an underserved community. Ms. Zimble was responsible for the financing of more than 1,070 housing units and over 70,000 square feet of commercial space, totaling over \$350 million. She began her career working in the public sector as Director of Multifamily Initiatives for the New York City Department of Housing Preservation and Development, and Director of Strategic Planning, Policy, and Programs for Baltimore Housing, a joint agency of Department of Housing and Community Development and the Housing Authority of Baltimore City.

Ms. Zimble holds a Master in City and Regional Planning from the University of North Carolina and a bachelor's degree from Washington University in St. Louis.



Lisa Gomez
Chief Operating Officer +
Partner (Development)
L+M Development Partners

Lisa Gomez oversees the day-to-day operations of L+M Development Partners and its affiliated companies. Lisa has more than 25 years of

experience in real estate finance and development. Prior to joining L+M, she was in senior management at the New York City Housing Development Corporation (HDC), overseeing \$1 billion annually in bond financing and mortgage insurance. At HDC, she was also responsible for developing and executing policy and financing programs to stimulate the creation of affordable housing for Mayor Bloomberg's successful New Housing Marketplace Plan. Lisa also held various positions at JP Morgan Chase Bank, the New York City Economic Development Corporation (EDC) and Silverstein Properties, among others. Lisa is a Board member of Center for the Urban Future as well as the Stella and Charles Guttman Community College Foundation. She is a past Chair of the New York State Association of Affordable Housing (NYSAAH) and the Greenpoint Manufacturing and Design Center. Lisa was also a Commissioner of the New York City Planning Commission from 2004 to 2007. She is a graduate of Louisiana State University.



Jan Stokley
Executive Director
Housing Choices Coalition

Executive Director, Jan Stokley, is a graduate of the University of Virginia with highest honors where she was an Echols Scholar. Following a Fulbright Fellowship, she attended the University of

Virginia School of Law where she graduated with the Order of the Coif. After practicing law with a firm in Los Angeles, Jan moved to the practice of affordable housing law with the National Economic Development & Law Center (now the Insight Center for Community Economic Development). Jan was a clinical law professor at the University of Maryland School of Law and led two other Bay Area nonprofit organizations before joining Housing Choices in 2012. She has written extensively in the fields of affordable housing, family support services, and early care and education. A parent of an adult daughter with developmental disabilities, Jan finds that her job at Housing Choices has woven together many different threads of her life in complex ways that never fail to surprise and reward.



**Paul McElwee, AIA,
LEED AP**
Principal
HKIT Architects

Paul brings over 20 years of experience specializing in multi-unit residential communities. His portfolio includes affordable and

market rate developments, senior housing, assisted living, multi-family, SRO and special needs housing. Paul is the recipient of several awards for his design work from various organizations, such as The Enterprise Foundation, San Francisco SPUR, and Dwell Magazine. Paul's recent residential experience includes the following projects:

- Ford Road Family Housing, San Jose
- Monterey Villa Special Needs Housing, San Jose
- Edenvale Special Needs Housing, San Jose
- Sunnysdale Parcel Q Family Housing, San Francisco
- Brooklyn Basin, Oakland
- Stargell Commons, Alameda
- Lion Creek Crossings, Oakland
- Miller Avenue Senior Housing, South San Francisco
- Riviera Family Apartments, Walnut Creek
- Vera Haile Senior Community, San Francisco
- 3268 San Pablo Ave, Oakland
- Veterans Housing, Marina
- Belmont Village Senior Housing, Albany
- Estabrook, San Leandro
- Kottinger Place, Pleasanton
- Miraflores Senior Community, Richmond
- Florin Road Family Housing, Sacramento
- Fruitvale Housing, Oakland
- Arnett Watson Apartments, San Francisco
- St. Vincent's School for Boys, San Rafael
- Arroyo Grande, Yountville

Paul received his Bachelors of Architecture from Carnegie Mellon University in 1996. He is a licensed architect in the State of California.



**Rod Henmi, FAIA,
LEED AP, NOMA**
Director of Design
HKIT Architects

Mr. Henmi joined HKIT in 2009 as Director of Design after serving in the same role for fourteen years with Michael Willis Architect. He

has significant experience in the design of residential facilities and has completed more than 2,000 units of housing. His work reflects an effort to design in a manner that is cost-efficient yet imaginative, mindful of functional requirements yet poetic. Following is a partial list of Mr. Henmi's recent experience with the design of senior and multifamily residential communities.

- Brooklyn Basin, Oakland
- Parcel Q Family Hsg, San Francisco
- Alice Griffith Family Apts, San Francisco
- Potrero Terrace Family Housing, San Francisco
- Veterans Housing, Marina
- Viamonte, Walnut Creek
- Belmont Village Senior Housing, Albany
- Miller Avenue Senior Community, South SF
- Lion Creek Crossing Phase V, Oakland
- Riviera Family Apartments, Walnut Creek
- Mandela Townhomes, West Oakland
- Mandela Gateway, Oakland (HOPE VI)
- Chestnut Court, Oakland (HOPE VI)
- Rosa Parks Senior Housing, San Francisco
- Easter Hill, Richmond, CA (HOPE VI)
- GEDC Family Housing, San Francisco
- Town Center and Courtyards at Acorn, Oakland

Mr. Henmi received his Master of Architecture and Urban Design from Washington University in 1982, and a Bachelor of Architecture with High Distinction from the University of Minnesota in 1975. He is a licensed architect in the State of California.



**Lisa Wang, AIA, IIDA
LEED AP**
Project Architect
HKIT Architects

Ms. Wang has over 25 years of experience in architectural design and practice, specializing in architectural interiors and

master planning for a range of project types including commercial, residential and senior communities. She has been with HKIT for a total of 17 years and has previously been the principal of her own architectural firm specializing in high-end residential work. She is a designer and project architect with experience encompassing all aspects of design, construction and project specifications for architectural elements of interior renovation projects, as well as coordinating with consulting project engineers. Ms. Wang is passionate about the design of interior spaces and the environments that people experience on a daily basis including designs for a variety of senior living dining venues. She is also committed to creating sustainable design and practicing to best 'green' standards, including the use of building systems designs that can enhance environmental quality and comfort. Recent projects include:

- Brooklyn Basin, Oakland
- Sunnysdale Parcel Q, San Francisco
- Heritage on the Marina Interior Renovation, San Francisco
- Spring Lake Village Interior Renovations, Santa Rosa
- Buena Vista Terrace Planning & Entitlement Phase, San Francisco
- Flower Park Plaza Interior Renovation, Santa Ana
- Carmel Valley Manor Master Plan, Carmel
- Brooklyn Basin, Oakland
- Miller Avenue Senior Community, South San Francisco
- Sunnysdale Parcel Q, San Francisco
- South Lake Tower Renovation, Oakland
- Viamonte Senior Community, Walnut Creek

Ms. Wang received both her Masters of Architecture degree and her Bachelor's degree in Architecture from the University of California at Berkeley in 1984 and 1981. She studied at the International Laboratory of Architecture and Urban Design (ILAUD) in Siena, Italy in 1984, and was a teaching assistant for undergraduate design studios at UC Berkeley from 1982 until 1984. She is a licensed architect in the state of California, a member of the American Institute of Architects and a registered LEED AP.



Bridget Basham
Job Captain
HKIT Architects

Ms. Basham is an integral part of the firm's housing design team. She is proficient with Revit and has a deep understanding of Construction with technical expertise that is supported by

two years as a Construction Supervisor for Habitat for Humanity in Baton Rouge, Louisiana and the East Bay. Bridget's experience prior to HKIT included serving as lead designer for the YMCA Day Care Center as part of a new affordable housing project at West Grand and Brush St. in Oakland while with Dilworth Eliot Studio. Bridget received her Bachelor of Architecture from the Royal Melbourne Institute of Technology (RMIT) in Melbourne, Australia and has participated in numerous international exhibits including: The Missing 32% Inspire Exhibit at the San Francisco AIA, the SOL Grotto, by Rael San Fratello, part of the 'Natural Discourse' at UC Botanical Garden, and re_Housing Conference, Melbourne. She was the recipient of the National Association of Professional Women (NAPW) Woman of the Year Award in 2015.

Relevant experience includes:

- Brooklyn Basin, Oakland (210 units)
- Parcel Q Family Housing, San Francisco (56 units)
- Viamonte, Walnut Creek (191 units)
- Dorothy Day Senior Housing Rehab, San Francisco



Chrissie Davis
Vice President
CORE Builders

As the Vice President for CORE Builders, Chrissie Davis oversees all projects currently under construction and works with clients in preconstruction. She prides herself in leading the

CORE team to provide quality products and services to all clients. Chrissie has helped grow CORE Builders into a company with \$50M+ annual revenue, building projects for third party clients and in-house. Chrissie Davis has been building in Southern and Northern California since 2000. She has a Civil Engineering Degree from Loyola Marymount University and a Masters Degree in Construction Engineering Management from Stanford. She started her career working for commercial builders, but found a home in multi-family construction mostly in the South Bay. Chrissie is a LEED AP and has a passion for giving back to the community. She spent a year dedicating herself to community service in AmeriCorps*NCCC stationed in Washington D.C.



Karen Krolewski
Principal
PGA Design

With over 20 years of professional experience, Karen Krolewski's talents are truly unique, spanning the breadth of landscape architecture and fine arts. As such, Karen's projects are

infused with a unique and creative blend and aesthetic appeal. Her focus on projects within the public realm includes parks and playgrounds, high-density housing, educational facilities and community-based spaces. At the heart of Karen's interests lies inclusive play design — incorporating universal access above and beyond ADA codes such as the inclusion of tactile elements for sensory disorders in play areas. As a Certified Playground Safety Inspector and Bay-Friendly Qualified Designer, Karen's insightful design ability paired with superior technical acumen gives her an unusually insightful problem-solving ability - from developing new uses for existing site materials to successfully complying with the most complex and challenging technical codes.



EDUCATION AND REGISTRATION

California Landscape Architect, #4347
Master of Landscape Architecture, 1995, University of Massachusetts
Bachelor of Fine Arts, 1991,
Cornell University
LEED Accredited Professional
Certified Playground Safety Inspector by N.P.S.I.
Bay-Friendly Qualified Landscape Professional
Bay-Friendly Rater

PROFESSIONAL AFFILIATIONS

American Society of Landscape Architects (ASLA), Member
Former Bay-Friendly Coalition/Re-Scape California,
Board Member
Friends of Oakland Parks and Recreation, Capital
Improvements Committee, former Board Member
Lecturer for Turf versus Synthetic Turf Debate for
City of San Carlos Wellness Committee, 2017



5. FINANCING STRATEGY

5. FINANCING STRATEGY

In response to the Community Visioning Report, we arrived at a 55-unit tax exempt bond project with six separate income tiers to reach a broad continuum of incomes and help ensure no gaps in coverage for low income and middle income households. More specifically, instead of proposing a 100% low income housing tax credit (LIHTC) project with all units affordable up to 60% AMI (which would be more financially feasible and rely on fewer competitive funding sources), we have included units at 80% AMI, 100% AMI, and 120% AMI to reach a broader range of incomes. These “middle income” units are not served by traditional affordable housing programs and are difficult to finance given: 1) the loss of tax credit equity financing, 2) the loss of property tax exemption, and 3) the loss of eligibility for most state and local funding sources. Nonetheless, we have been innovative in coming up with a variety of potential funding sources under a tax exempt bond structure. By leveraging 4 percent tax credits for the 30% AMI, 50% AMI and 60% AMI income tiers and other funding sources more fully described in this financing plan, we are able to stretch the limited public subsidy to support as many units as possible at the 80% AMI, 100% AMI, and 120% AMI levels.

Bedroom and Income Mix

The table below details the income mix and rent schedule for the proposed project. This mix achieves the RFP requirement of at least 50% of the units affordable to households at or below 80% AMI by including 70% of the units (including the manager unit) affordable to households at or below 80% AMI. The rents are based on TCAC rents less assumed utility allowances except for the 30% AMI rents. The 30% AMI units will be targeted to the developmentally disabled under CalHFA's Section 811 Rental Assistance Program, which now allows for the set-aside units to receive rental assistance based on the Fair Market Rents. As such, the 30% AMI units have been underwritten at current Fair Market Rents.

	Studio		1-Bedroom		2-Bedroom		3-Bedroom		Total	
Income Level	Qty. Units	Rent	Qty. Units	Rent	Qty. Units	Rent	Qty. Units	Rent	Qty. Units	% of Total
30% AMI	4	\$1,684	5	\$1,980	2	\$2,458	0	N/A	11	20%
50% AMI	3	\$1,131	2	\$1,195	2	\$1,432	1	\$1,655	8	15%
60% AMI	0	\$1,364	6	\$1,445	6	\$1,731	1	\$2,001	13	24%
80% AMI	0	\$1,830	2	\$1,944	2	\$2,330	1	\$2,693	5	9%
100% AMI	0	\$2,294	3	\$2,441	3	\$2,928	1	\$3,384	7	13%
120% AMI	0	\$2,759	4	\$2,939	4	\$3,526	2	\$4,076	10	18%
Manager	0	N/A	0	N/A	1	\$0	0	N/A	1	2%
Total Units	7		22		20		6		55	100%
% of Total	13%		40%		36%		11%		100%	

Development Costs

The total development costs for the project are expected to be \$29,318,975 made up of the following costs, which are more fully detailed on the following chart and budget included in the RFP response. A few assumptions that are important to note are:

- **Acquisition.** There is no capitalized purchase price in the development budget, as the development team will ground lease the property from the City of Santa Clara under a 55-year (or longer) ground lease. The financing plan assumes that there will be no annual base ground rent (in order to minimize the amount of the City's Residual Receipts Loan), but that residual ground rent will be paid equal

to 50% of residual receipts after repayment of the City's Residual Receipts Loan (any investor will require repayment of residual receipts loan prior to residual ground rent). The 55-year cash flow included in this RFP response shows a projection of \$18,471,075 in residual ground rent during the 55-year term of the ground lease.

- **Professional Fees.** The Professional Fees included in the budget are based on actual proposals we received from consultants for this project or from competitive proposals we received for similar projects.
- **Planning and Permit Fees.** The Planning and Permit Fees are based on the City of Santa Clara's published fee schedules. We have assumed a Park Mitigation Fee equal to \$21,007/unit less 15% credit for affordable housing project.
- **Construction Costs.** The construction cost of \$19,837,836 (\$360,688/unit) was provided by CORE Builders based on the schematics included in this RFP response. It is inclusive of a 20% premium for prevailing wages (should Measure A or MHP funds be pursued) and a 5% owner contingency. The per unit construction cost may seem low compared to other projects; however, it is comparatively low due to surface parking rather than podium parking, design efficiencies such as stacked units and double loaded corridors, and minimization of three-bedroom units. Since the project is structured as a 4% LIHTC project, the project is not required to have at least 25% three-bedroom units (which is a requirement of TCAC's 9% LIHTC program only).
- **Loan Costs.** The construction loan fee of 0.7% is consistent with terms available in the current marketplace. The 1% permanent loan fee is consistent with CalHFA's Permanent Take-Out Loan Program guidelines, which has been assumed as a funding source for this project. We have been able to minimize construction interest by assuming the City of Santa Clara construction funding is funded prior to the private bank debt. We have also assumed that net operating income during the stabilization period is used to help off-set post construction interest costs.
- **Bond Issuance and TCAC Fees.** All bond issuance costs are consistent with CalHFA program guidelines. All TCAC fees are consistent with TCAC program guidelines.
- **Legal, Accounting, and Insurance.** All legal, accounting, and insurance costs are based on costs incurred on similar sized projects.
- **Other Costs.** Community outreach, marketing, start-up, and FF&E costs are based on costs incurred on similar projects. Real estate taxes are based on 1.25% of construction contract prorated to the 100% AMI and 120% AMI units only (since the balance of the units will qualify for the welfare tax exemption even during construction) for a 21 month construction period.
- **Developer Fee.** The developer fee is \$3,500,000 of which \$2,200,000 is paid from development proceeds and the balance is deferred and payable from cash flow. This is consistent with TCAC's regulations which allow for higher developer fees to be included in basis for 4% deals in order to generate additional tax credit equity to flow to the project (thus reducing the need for local public subsidy). Under TCAC's rules, the project could actually qualify for more total developer fee and more total paid fee; however, we have capped at \$3,500,000 and \$2,200,000, respectively given MHP guidelines (should the project pursue MHP as a funding source). The 55-year cash flow shows the ability to pay the \$1,300,000 deferred developer fee over the tax credit compliance period (which any investor will require).
- **Reserves.** The Operating Reserve equals 3 months of operating expenses and debt service and the Replacement Reserve equals \$1,000/unit.

Uses	
Acquisition	\$ 0
Professional Fees	\$ 1,601,400
Permits and Fees	\$ 1,297,041
Construction	\$ 18,893,177
Construction Contingency	\$ 944,659
Loan Costs	\$ 1,205,000
Bond Issuance Costs	\$ 155,285
TCAC Fees	\$ 21,085
Legal, Accounting, and Insurance	\$ 640,000
Other Costs (Start-Up, FF&E, Real Estate Taxes)	\$ 437,744
Soft Cost Contingency	\$ 260,000
Developer Fee	\$ 3,500,000
Reserves	\$ 363,584
Total	\$ 29,318,975

Development Sources

There are five sources of capital financing. There will be a simultaneous construction loan and equity investment closing prior to the start of construction. The sources of capital financing are as follows:

- **Low Income Housing Tax Credit Equity.** Limited partner equity generated through 4% low income housing tax credits will serve as both construction and permanent financing. The net equity to the project is \$9,472,169. This is made up of:
 - \$5,505,908 derived from an allocation of \$550,646 in federal low income housing tax credits, which is based on a 60% applicable fraction given that 40% of the units are above 60% AMI tax credit rents. The amount of equity is based on the published June 2018 credit rate of 3.29% and a raise of \$1.00 on the dollar. We have received similar tax credit pricing on recent projects in the Bay Area post tax reform.
 - \$3,966,262 derived from an allocation of \$5,021,086 in state low income housing tax credits, which is also based on a 60% applicable fraction. Since the project is not located in a DDA or a QCT, it is eligible for state low income housing tax credits. The amount of equity is based on the State's 30% credit rate and a raise of \$0.79 on the dollar. The \$0.79 is based on a 21% discount from the raise on the federal tax credits given the 21% corporate tax rate.
- Between now and the time this project closes on construction financing, there may be changes upwards or downwards in that pricing given the industry is still stabilizing post tax credit reform. Of the net equity, 10% of the proceeds (\$947,217) will be paid into the project during construction.
- **Tax Exempt Bonds.** Tax exempt bonds in the amount of \$21,383,174 during construction and \$12,107,181 during the permanent period are the second source of financing. The tax exempt bonds will be interest only and non-amortizing during construction. The projected construction term is 21 months with an additional up to 7 months to meet the permanent loan take-out requirements (conservatively assumes 10 units leased per month plus a stabilization period). The permanent loan amount is based on \$820,089 in anticipated Year 1 Net Operating Income (NOI), a minimum 1.15 debt coverage ratio, and 40 year amortization (consistent with the terms of the CalHFA Permanent Take-Out Loan Program). Interest rates of 3.25% during construction and 5.18% during the permanent

period have been used in the underwriting based on current interest rates (without a cushion given the market may go up or down). We understand that Fannie Mae is in the process of launching a loan program targeted to 60% - 120% AMI with below market interest rates and hope to make use of that new program in this project. Key assumptions are:

- Residential income has been based on the rent schedule in the first chart included in this Financing Plan. This assumes 20% of the units at 30% AMI, 15% at 50% AMI, 24% at 60% AMI, 9% at 80% AMI, 13% at 100% AMI, and 18% at 120% AMI, with one manager unit. The rents are based on rents and utility allowance schedules as published by TCAC (rents) and the Santa Clara County Housing Authority (utility allowances) except for the 30% AMI rents. The 30% AMI units will be targeted to the developmentally disabled under CalHFA's Section 811 Rental Assistance Program, which now allows for the set-aside units to receive assistance based on the Fair Market Rents. As such, the 30% AMI units have been underwritten at current Fair Market Rents.
 - Operating expenses are based on a total of \$521,218 in annual expenses or \$9,477/unit. These expenses include \$72,996 for real estate taxes for the 100% AMI and 120% AMI units (since only units up to 80% AMI qualify for the welfare tax exemption), \$22,000 for replacement reserves (\$400/unit based on MHP underwriting requirements), \$27,500 for social services, and \$9,721 for HCD's required annual monitoring fee on the MHP loan. When discounting for these expenses, the per unit annual operating expenses are \$7,073/unit.
- **City of Santa Clara Residual Receipts Loan.** A \$4,125,000 construction period and permanent residual receipts loan from the City of Santa Clara has been included (\$75,000/unit). Our current underwriting shows 3% interest on the loan, which can be repaid during the 55-year term of the loan using 3% income and 3% expense inflators (which tax counsel permits for the purposes of the true debt test). The 55-year cash flow included in the RFP response shows that based on the City and County/State receiving 50% of the residual receipts on a pro rata basis, the loan will be repaid in Year 39 and, over that period, the City will receive \$4,525,240 in interest on the loan in addition to the \$4,125,000 repayment of principal. While we have currently assumed \$75,000/unit, this number may come down as program guidelines and loan limits are announced for County Measure A or State MHP programs, or new programs are implemented (such as the Fannie Mae middle income housing program mentioned above).
 - **County Measure A or State MHP Loan.** The fourth source of financing is \$2,314,625 in either County Measure A or State MHP funds. We have heard that County Measure A funds may be available for workforce housing projects next year. Similarly, we have heard that the State intends to launch a new round of MHP funding next year. For conservative purposes, since neither program has been finalized yet, we have assumed the same terms as the last MHP round (including loan limits). Either loan would be structured as a 3% residual receipts loan with a 55-year term. The 55-year cash flow included in the RFP response shows that based on the City and County/State receiving 50% of the residual receipts on a pro rata basis, the loan will be repaid in Year 39. The loan has been structured as a permanent source only given MHP guidelines.
 - **Deferred Developer Fee and Deferred Reserves.** The final source of financing is deferred costs including deferred developer fees and reserves. By deferring developer fee during construction, we are putting \$1,200,000 million of our \$2,200,000 paid developer fee at the back end of construction. As noted previously, \$1,300,000 of the total \$3,500,000 developer fee will be deferred during the permanent phase as well and paid from 50% of residual receipts. The operating reserve—capitalized at 3 months of operating expenses and debt service—is not required until conversion and has, therefore, been deferred during construction. Similarly, the replacement reserve has also been deferred during construction.

	Construction Sources	Permanent Sources
Tax Credit Equity	\$947,217	\$9,472,169
Tax Exempt Bonds	\$21,383,174	\$12,107,181
City of Santa Clara Residual Receipts Loan	\$4,125,000	\$4,125,000
County Measure A or State MHP Loan	\$0	\$2,314,625
Deferred Developer Fee	\$2,500,000	\$1,300,000
Deferred Operating Reserves	\$308,584	\$0
Deferred Replacement Reserves	\$55,000	\$0
Total	\$29,318,975	\$29,318,975

Other Sources Considered

We considered other potential financing sources for the project including the following:

- **Federal Home Loan Bank Affordable Housing Program (AHP).** While the AHP program could bring additional resources to the project, we do not think the mixed income nature of this project would result in a competitive score for an AHP funding round (the project would not receive any income targeting points given the inclusion of the 100% and 120% AMI units) and, therefore, we have not included it as a capital source.
- **CalHFA Subsidy Loan.** In the past, CalHFA has made taxable CalHFA earned surplus funds available for subsidy loans to serve as gap funds. These loans are repaid through residual receipts typically over the first 15 years of the project, so it leaves little to no repayment for other soft sources including the City Residual Receipts Loan. We are open to discussing this option with the City to determine if it's a good fit for the project (especially if the project turns out not to be competitive for Measure A or MHP funds given the mixed income nature), but since the RFP noted a goal to create a stable source of cash flow that can support future City efforts, we have not included it as a source at this time. As noted before, as currently structured, the projections show \$4,525,240 in loan interest to the City (on top of the \$4,125,000 principal repayment) and \$18,471,075 in residual ground rent over the 55-year term of the loan and ground lease.

Alternative Financing Plan - All LIHTC

As noted previously, financing middle income housing in the Bay Area is difficult given: 1) the loss of tax credit equity financing, 2) the loss of property tax exemption, and 3) the loss of eligibility for most state and local funding sources. Since the above financing strategy relies on competitive sources outside of our collective (the development team's and City's) control, under programs that have not yet been released (although they are anticipated to be released next year), we have also modeled the project as a 100% low income housing tax credit project. The bedroom and unit mix under this alternative financing plan is:

Studio			1 Bedroom		2 Bedroom		3 Bedroom		Total	
Income Level	Qty. Units	Rent	Qty. Units	Rent	Qty. Units	Rent	Qty. Units	Rent	Qty. Units	% of Total
30% AMI	4	\$1,684	5	\$1,980	2	\$2,458	0	N/A	11	20%
50% AMI	2	\$1,131	9	\$1,195	8	\$1,432	3	\$1,655	22	40%
60% AMI	1	\$1,364	8	\$1,445	9	\$1,731	3	\$2,001	21	38%
80% AMI	0	\$1,830	0	\$1,944	0	\$2,330	0	\$2,693	0	0%
100% AMI	0	\$2,294	0	\$2,441	0	\$2,928	0	\$3,384	0	0%
120% AMI	0	\$2,759	0	\$2,939	0	\$3,526	0	\$4,076	0	0%
Manager	0	N/A	0	N/A	1	\$0	0	N/A	1	2%
Total Units	7		22		20		6		55	100%
% of Total	13%		40%		36%		11%		100%	

Other than the income mix, the majority of the assumptions in the financing model are the same, except key differences are the following:

- Construction costs have been discounted by 20% since it is anticipated that neither the City nor the CalHFA Section 811 program will require prevailing wages (Section 811 does not require prevailing wages for less than 12 units). The mixed income model includes prevailing wages due to the Measure A or MHP funds (the tax credit program alone does not require prevailing wages).
- Developer fee is reduced to \$3,400,000. While the paid portion increases to \$2,500,000 since it is no longer limited by MHP funding, the amount that can be deferred is decreased to \$900,000 since that is the amount that can be repaid from 50% of residual receipts over the first 15 years.
- The applicable fraction for the calculation of tax credits increases to 100% since all units are tax credit eligible.
- No real estate taxes are included in the development budget or operating budget since all units will qualify for the welfare tax exemption.
- No HCD monitoring fee is included in the operating expenses since there is no MHP loan under this alternative financing plan.
- The amount of the City Residual Receipts Loan has been reduced to \$2,910,958 (\$52,927/unit). The 55-year cash flow projections shows \$2,490,452 in loan interest to the City (in addition to the principal repayment) plus \$13,594,236 in residual ground rent over the 55-year terms of the loan and ground lease.
- While this alternative scenario does not include Measure A or MHP funding, please note that it could qualify for \$3,492,480 in MHP funding under the old loan limits and, therefore, the project could pursue MHP funding if/when a NOFA is released (or Measure A or AHP funding) potentially reducing the City Residual Receipts loan to \$0.

The uses under the Alternate Financing Plan are:

Uses	
Acquisition	\$ 0
Professional Fees	\$ 1,601,400
Permits and Fees	\$ 1,270,146
Construction	\$ 15,744,314
Construction Contingency	\$ 787,217
Loan Costs	\$ 1,065,000
Bond Issuance Costs	\$ 126,585
TCAC Fees	\$ 33,000
Legal, Accounting, and Insurance	\$ 640,000
Other Costs (Start-Up, FF&E, Real Estate Taxes)	\$ 310,000
Soft Cost Contingency	\$ 253,000
Developer Fee	\$ 3,400,000
Reserves	\$ 281,186
Total	\$ 25,511,848

The construction and permanent sources uses under the Alternate Financing Plan are:

	Construction Sources	Permanent Sources
Tax Credit Equity	\$1,378,509	\$13,785,094
Tax Exempt Bonds	\$18,541,194	\$7,915,796
City of Santa Clara Residual Receipts Loan	\$2,910,958	\$2,910,958
County Measure A or State MHP Loan	\$0	\$0
Deferred Developer Fee	\$2,400,000	\$900,000
Deferred Operating Reserves	\$226,186	\$0
Deferred Replacement Reserves	\$55,000	\$0
Total	\$25,511,848	\$25,511,848

More details on both financing plans can be found on the following pages.



6. COMMUNITY ENGAGEMENT

6. COMMUNITY ENGAGEMENT

We believe in the importance of community input and are committed to developing neighborhood support. We listen carefully to community members, as our projects are enriched through their experience combined with intimate knowledge of the site and the surrounding neighborhood. We pay close attention to community dynamics, perceptions, history, and influences. We also involve the residents and stakeholders in discussions about the goals and aspirations for the future of their community.

We pride ourselves on presenting honestly, openly, sincerely and effectively. We have successfully utilized different community meeting formats including regular large group presentations and discussions, workshops utilizing small break-out groups and Charrettes (interactive design sessions). In certain instances we have found it to be beneficial to meet individually with community members to build effective and strategic support for the project. In all of these meetings we are careful to frame the discussion within the parameters of the project.

Throughout the project schedule - from pre-development through construction and management - we will invest time and resources in creating long term community relationships and involve community members in planning and designing a project that meets the needs of the community and future residents. It is important to incorporate the local community into the development process because:

- It is a respectful way of working in the community;
- The development will be better conceived, designed and executed;
- Formal public approval processes are facilitated;
- The neighborhood is better served; and
- It lays the foundation for the development to be accountably managed and for future work in the community.

We will be careful to avoid defining the project's surrounding community too narrowly or targeting only selected groups. An "open door" policy will be implemented, allowing participation of any interested individual or group. Targeted community stakeholders will include, but not be limited to, the following:

- Local Residents
- Local Businesses
- Homeowner/Neighborhood Associations
- Service Organizations
- Faith-Based Groups
- Local officials from City of Santa Clara and Santa Clara County



Community involvement will be facilitated through:

- Early meetings with neighborhood associations and residents;
- Conversations with City leaders and staff;
- Established participation in a collaborative and plan making structure with design team;

- Project design meetings that are based on respect for the community's input and includes clear communication of expectations and constraints;
- Provided tours of other affordable properties by development team members;
- Informational meetings/outreach materials to update stakeholders informing of anticipated milestones in the development process where the community will provide input;
- Community meetings and written communication throughout the development process to allow for structured opportunities for accountability to the community;
- Regular Developer attendance to neighborhood, community, and association meetings; and
- A continued open dialogue with community stakeholders.

Outreach Methods

Mailings:

Send mailings to interested parties, neighboring homeowner associations, and other stakeholders with key project info, website address, a save the date for upcoming public meetings.

Email List:

An email list will be maintained for all interested stakeholders. This list will be added to as the Community Engagement Plan is implemented and will be used as the main invitation list for all meetings/activities. Emails will be sent out containing general project updates and save the date for upcoming public meetings.

Project One-Page:

Detailed one page flier about the project that can be distributed before or during outreach events.

Display Boards:

Display boards and print material will be prepared by the development team to utilize in meetings to

help clearly illustrate the concepts and alternatives being presented /discussed.

Power Point Presentations:

Presentations will be prepared when necessary to clearly show material and concepts during meetings. These presentations can be available to stakeholders and shared through website and/or via email.

PHASE 1 – Introductory Meetings

Meeting 1:

Local Neighborhood Introduction Meeting

Stakeholders:

Neighboring Residential Residents and Neighborhood Associations within 1000ft

Presenters:

Freebird Development (Lead) / City of Santa Clara

Agenda:

Introduction to Development Team (Freebird/Housing Choices/HKIT) and the City of Santa Clara staff, review site background and RFP Process, provide details on the community engagement process and project timeline, provide Q&A.

A contact list will be started at this meeting for future outreach efforts. Participants will be asked if email or direct mail would be preferred for future notices.

Meeting 2:

Community Wide Introduction Meeting

Stakeholders:

Open to all Stakeholders

Presenters:

Freebird / City of Santa Clara

Agenda:

Introduction to Development Team (Freebird/Housing Choices/HKIT) and the City of Santa Clara, review site background and RFP Process, provide details on the community engagement process and project timeline, provide Q&A. This is a similar Agenda to Meeting 1, but with broader stakeholder group.

PHASE 2 – Concept Visionary Meeting

Meeting 3:

Project Background / Objectives / Goals / Constraints

Stakeholders:
Open to all Stakeholders

Presenters:
Freebird (Lead) / Housing Choices / HKIT

Agenda:
Overview of objectives and parameters set forth by the City, discuss housing concept and site design. Discussion points will include target income levels, rent levels, property management, development schedule, effect on property values etc.

Event:

Tour of HKIT Affordable Housing Project

Stakeholders:
Open to all Stakeholders

Presenters:
HKIT/Freebird

Agenda:
HKIT to provide a tour of a recently completed project to show how high quality design and affordable housing are not mutually exclusive.

PHASE 3 – Design Presentation and Feedback

Meeting 4:

Design & Feedback

Stakeholders:
Open to all Stakeholders

Presenters:
HKIT (Lead) / Freebird / Housing Choices

Agenda:
Present design options and hold small breakout sessions that will allow for productive feedback from participants.

Meeting 5:

Design & Feedback

Stakeholders:
Open to all Stakeholders

Presenters:
HKIT (Lead) / Freebird / Housing Choices

Agenda:
Present design and hold small breakout sessions that will allow for productive feedback from participants.

PHASE 4 – Ongoing Engagement

Quarterly Update Meetings

Stakeholders:
Open to all Stakeholders

Presenters:
Freebird / Housing Choices

Agenda:
Quarterly updates on project status and discuss project milestones where the community can provide input

Case Study: Sunnydale Parcel Q

Recently Robin Zimble (in her position at Related California) and HKIT were successful working with the Visitacion Valley neighborhood on Sunnydale Parcel Q in San Francisco, CA. Despite concerns about low income residents, density (the site is surrounded on three sides by single family homes), aesthetics, traffic and security we were able to develop a level of trust through frank and clear communication with neighborhood residents. In response to comments, we created an active street front of multiple elements with different heights, depths and patterns, and a building massing that steps down to the adjacent two-story townhomes. The result is a relatively high density infill project that fits comfortably into a neighborhood of townhomes and small apartment buildings. In the end, we received broad support from the community and were successfully able to negotiate license agreements with the 6 immediately adjacent neighbors so that we could have better access to the site during construction and complete the necessary shoring of the adjacent properties. We understand completely the importance of the community engagement process and have a consistent track record of creating projects that earn broad-based community approval, acceptance and most importantly, actual support.





7. LAND USE PLAN

7. LAND USE PLAN

The design minimizes traffic impacts through the site planning and parking strategies:

- The parking access drive is located to the east edge of the site in order to maximize the distance of the drive from the busy intersection of San Tomas and Monroe. The current roadway configuration appears to provide sufficient clearance for two-way turns in and out of the entrance drive.
- Parking exceeds the one car per unit ratio often used for affordable housing. The overall ratio is 1.3 spaces/unit with one parking space per studio or one bedroom unit, 1.5 spaces for each two-bedroom unit and two spaces for each three-bedroom apartment.
- In order to maximize parking and paving efficiency, the fire truck turnaround is included within the parking lot.
- Trash collection can occur along Monroe Street. In this scenario, a trash room located on the North side of the building would allow curbside pick-up. Alternatively, there is maneuvering space within the resident parking area for a collection truck to access trash from the South side.
- A 6-foot CMU/Concrete soundwall is proposed along the North side of the site to mitigate noise and dirt from the freeway. In addition, the building is located along the North perimeter of the site creating an open space that is further sheltered from the freeway. This open space is ideally situated to take advantage of sunlight year round.

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8. DESIGN CONCEPT

8. DESIGN CONCEPT

The design provides high-quality affordable housing that will transform a vacant site into a vibrant, welcoming, safe and secure complex. The building carefully wraps around and protects a generous one-third acre central open space from the noise and dirt of the San Tomas Expressway. This sheltered gathering area provides needed amenities, including a playground, community plaza/barbecue area and sitting spaces and serves as a beautiful, landscaped focal point. The building's main entry is centrally located off the central space and is observed by the management offices. A generous community room/laundry and service provider office all open to the community plaza. Parking areas provide plentiful parking and are set along the south and east property lines with a 10' landscaped buffer for a new attractive, solid fence or wall plus trees. The building massing minimizes impacts to the neighbors by being located along the west and northern edges and by a 25' setback at the south edge.



The design provides gracious and welcoming facades to the San Tomas Expressway and Monroe Street. There are generous setbacks along both streets that provide landscaped areas between the roads and the building. The minimum setback of 20' is a sufficient dimension to provide a screen of trees, stormwater treatment areas, patios, balconies and landscaping. This allows for an attractive buffer between the busy expressway as well as at Monroe Street. Secondly, there is a curving building face at the corner that wraps and provides a gentle transition to the new affordable housing and the neighborhood at large. A secondary entry at the corner provides convenient

access to the crosswalk leading to the San Tomas Aquino Creek Trail.

The design team recognizes the importance of community engagement, input and response and will work closely with the community to develop support. This design already incorporates community input in several key ways to shape a project that fits well into the neighborhood and addresses neighborhood concerns. The design addresses community and city input in the following ways:

- Meets the density indicated as ideal- between 50-65 units (55 units provided).
- Maintains the existing architectural and urban character of the surrounding neighborhood.
- Maintains a two-story height (preference of 50%), which matches the height of apartment buildings across Monroe and minimizes impacts on the single-story houses to the south and east.
- Provides large setbacks from Monroe and San Tomas, which were recommended by the large majority of neighbors. Along Monroe Street a 20' setback matches the setback of buildings on both sides of the street. At the San Tomas Expressway the setback varies from 20' up to 50' from the property line and the way the building curves back from the road to the south results in a consistent setback of 70'-80' from the curb. A sound wall will be provided for acoustical treatment and privacy.



Potential sound wall treatments include textured pre-cast concrete and concrete block alternatives

2330 MONROE STREET, SANTA CLARA, CA
 PROPOSAL FOR DEVELOPER SERVICES | 5.31.18

- Provides a 25' minimum setback from the residences plus an attractive, solid boundary fence or wall. The design minimizes the impacts on the neighbors by pulling the massing away from the neighbors.
- Provides ample parking of 72 spaces, a ratio of 1.3/unit. This allows for one parking space per studio or one-bedroom unit, 1.5 spaces for each two-bedroom unit and two spaces for each three-bedroom apartment.
- Provides "mixed incomes in a park-like setting." The design provides plentiful open space areas for its mixed-income residents.
- Provides a highly sustainable project meeting the highest possible green rating determined by the city and developer.

The units will be provide ample space, be efficient and, light-filled. Each will have a patio for private open space. Finishes will be handsome, durable, healthy, sustainable and cost-effective. The special needs residents will be interspersed in the community. It has been found by Housing Choices Coalition that this leads to better outcomes for the developmentally disabled.

The layout provides a modular-ready plan should a modular housing approach be necessary for cost reasons. However, at this time the development proposal is based on conventional wood-frame construction.



Potential treatment of privacy fence between the development and adjacent neighbors



Lion Creek Crossings V, Oakland, CA
 Affordable Housing

CONCEPT DRAWINGS

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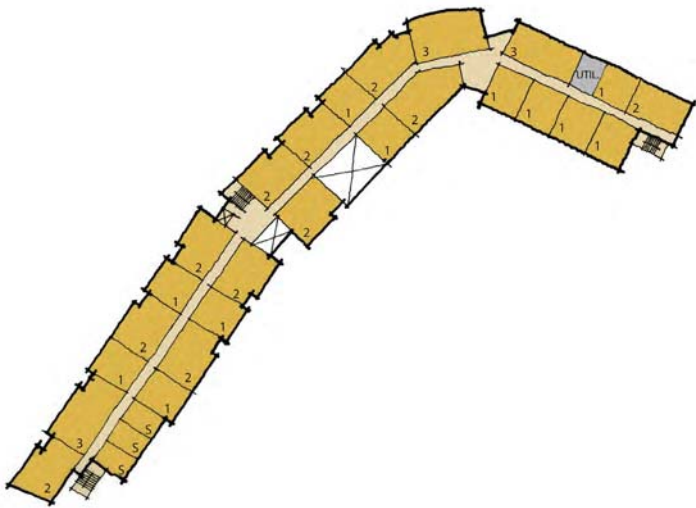


FLOOR 1 : 27 UNITS

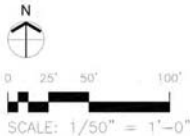


GROUND FLOOR PLAN
May 24, 2018

2330 MONROE STUDY
FREEBIRD DEVELOPMENT COMPANY
HOUSING CHOICES COALITION



UNIT MATRIX					
Floor	Studios	1BR	2BR	3BR	Subtotals
1	4	11	9	3	27
2	3	11	11	3	28
Subtotals	7	22	20	6	55



FLOOR 2 : 28 UNITS



SECOND FLOOR PLAN
May 24, 2018

2330 MONROE STUDY
FREEBIRD DEVELOPMENT COMPANY
HOUSING CHOICES COALITION



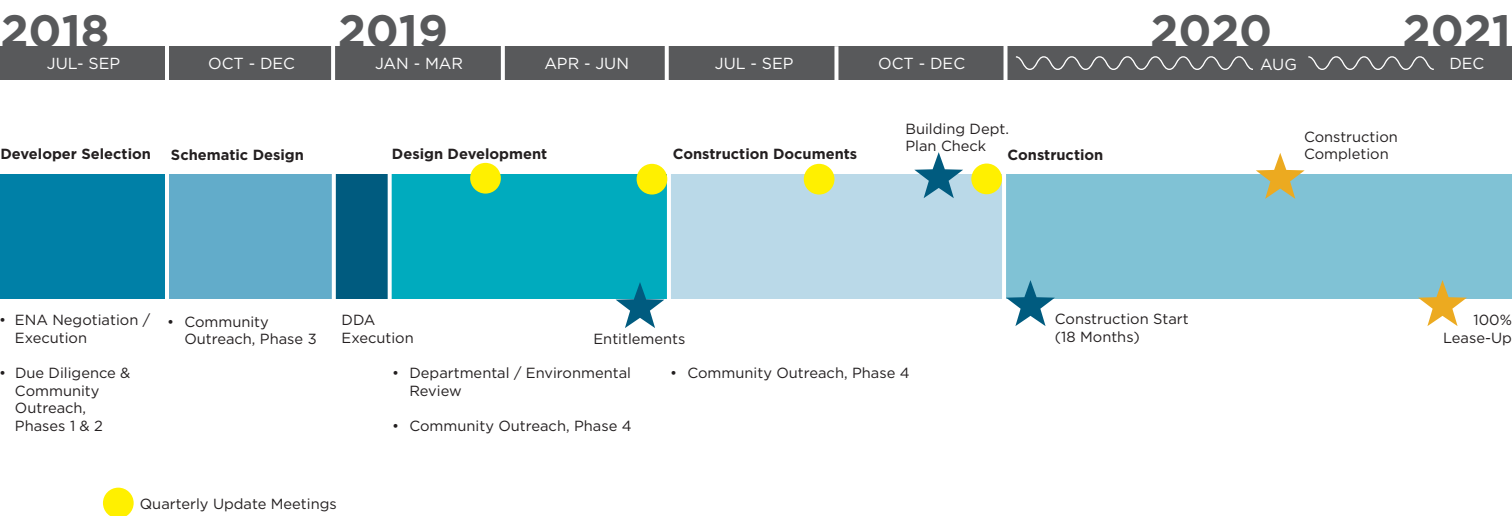




9. SCHEDULE

9. DEVELOPMENT SCHEDULE

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10. REFERENCES

10. REFERENCES

Freebird Development Company, LLC

Kate Hartley
Director
San Francisco Mayor's Office of Housing and
Community Development
1 South Van Ness, 5th Floor
San Francisco, CA 94103
T. 415-701-5500
E. kate.hartley@sfgov.org

Robin Zimbler has closed on financing for 5 projects with the San Francisco's Mayor's Office of Housing. While at L+M, she closed on Candlestick Heights with 4% LIHTCs and tax exempt bonds issued by the City and County of San Francisco (CCSF). At Related, she closed on 1) Pitts Plaza, Westside Courts, and Westbrook Apartments with 4% LIHTCs and tax exempt bonds and residual receipts loan issued/provided by CCSF; and 2) Sunnydale Parcel Q with 9% LIHTCs and residual receipts loan provided by CCSF. More details on these 5 projects can be found in Tab 3 of this RFP response.

Eric Enderlin
President
New York City Housing Development Corporation
110 William Street
New York, NY 10038
T. 212-227-8440
E. eeenderlin@nychdc.com

Robin Zimbler and L+M have both worked with Eric Enderlin over the last 12 years in his capacities at the New York City Department of Housing Preservation and Development (HPD) and now at the New York City Housing Development Corporation (HDC). At L+M, Robin oversaw the development of Navy Green, a large scale, multi-phased, mixed income and mixed use development project in Brooklyn, New York. 7 Clermont—a rental project serving 40-100% AMI, 45 Clermont—a rental project serving 40-60% AMI, and 8 Vanderbilt—a condo project serving 90-150% AMI with a market rate component, were all financed utilizing subsidy programs from HPD and HDC. More details on Navy Green can be found in Tab 3 of this RFP response.

Michelle Whetten
Vice President
Enterprise Community Partners, Inc.
643 Magazine Street, Suite 202
New Orleans, LA 70130
T. 504-335-2303
E. mwhetten@enterprisecommunity.org

At L+M, Robin Zimbler oversaw the development of Faubourg Lafitte, a large-scale, multi-phased, mixed income public housing redevelopment project in New Orleans, LA, in partnership with Michelle Whetten and her team at Enterprise Community Partners. The various phases at Lafitte were financed with Gulf Opportunity Zone tax credits, and subsidy provided by the Housing Authority of New Orleans and the State of Louisiana. More details on Faubourg Lafitte can be found in Tab 3 of this RFP response.

Housing Choices

Javier Zaldivar
Executive Director
San Andreas Regional Center
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San Jose, CA 95119
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(with a copy to Lourdes, his administrative
assistant lgonzalez@sarc.org / 408-341-3826)

Jim Rendler
Principal and Vice President
For the Future Housing, Inc.
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HKIT Architects

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1500 Warburton Ave.
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Jim Yee
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84 West Santa Clara Street, Suite 840,
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Ray Hashimoto
Principal & Vice President
HMH Engineers
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San Jose, CA 95131
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PO Box 249
San Mateo, CA 94401
www.sfautismsociety.org
info@sfautismsociety.org

City of Santa Clara
Housing and Community Services Division
1500 Warburton Avenue
Santa Clara, CA 95050

May 17, 2018

Re: 2330 Monroe Street housing; units for adults with developmental disabilities

To Whom It May Concern:

Autism Society San Francisco Bay Area strongly supports the proposal of Freebird Development Company, LLC ("Freebird") to develop 55 units of housing at 2330 Monroe Street in Santa Clara, with 11 units set-aside for rent to people with developmental disabilities who would receive housing support services from Housing Choices, a nonprofit organization dedicated to creating quality, affordable housing opportunities for people with developmental disabilities.

Autism Society San Francisco Bay Area represents the interests of the more than 20,000 individuals with autism residing in the Bay Area. The housing crisis facing adults with autism is acute—with incomes limited to SSI of approximately \$900 per month virtually no housing is available to them. Unless residential options are intentionally created, these members of our communities have no chance at independence and community participation.

The project proposed by Freebird with 11 of 55 units dedicated to this special population is not only a welcome contribution to help address the need for special needs housing, it is perfectly aligned with current state and federal policy. These policies require that people with developmental disabilities be included in the general community housing, with control over their housing separated from their choices of independent living and supportive living services. In addition, the clustering of 11 units will allow for a welcome economy and scale and sense of community for common activities and planning.

We hope the City of Santa Clara will support Freebird and Housing Choices in their truly wonderful proposal for the development of 2330 Monroe Street.

Very truly yours,

A handwritten signature in blue ink, appearing to read "Jill Escher".

Jill Escher
President



*Abilities United advances
advocacy, inclusion, and
independence for people
with developmental
disabilities.*

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Cindy Owyong, Vice President
Ishrag Khababa, Secretary
Geoff Ribar, Treasurer

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Jennifer Wagstaff-Hinton
Christy Wyatt

Chief Executive Officer

Charlie Weidanz



525 East Charleston Road
Palo Alto, CA 94306
T 650.494-0550
F 650.855.9710
AbilitiesUnited.org


May 18, 2018

To Whom It May Concern:

On behalf of Abilities United, I am pleased to provide a letter of support for the proposal of Freebird Development Company, LLC ("Freebird") to develop 55 units of housing at 2330 Monroe Street in Santa Clara, with 11 units set-aside for rent to people with developmental disabilities who would receive housing support services from Housing Choices, a nonprofit organization dedicated to creating quality, affordable housing opportunities for people with developmental disabilities.

The mission of Abilities United is to advance advocacy, inclusion and independence for children and adults with developmental disabilities. Freebird's proposal addresses a critical need for housing among the City of Santa Clara's residents with developmental disabilities. The city is currently home to 376 adults with developmental disabilities, of whom 168 have sought assistance from Housing Choices to secure an affordable place to live. The lack of access to affordable housing is the primary reason many adults with developmental disabilities continue to live at home with aging parents-- long past the time when the adult would prefer to live independently, with services provided by San Andreas Regional Center.

By collaborating with Housing Choices to set-aside 11 of the 55 units for people with developmental disabilities, Freebird's proposal aligns with federal and California priorities to provide housing for people with developmental disabilities in typical community housing, with control of their housing separate from their choices of independent living and supportive living services. In conclusion, we urge the City of Santa Clara to give the fullest possible consideration to the proposal of Freebird and Housing Choices for the development of 2330 Monroe Street.

Sincerely,

Charlie Weidanz
CEO
Abilities United



May 17, 2018

To Whom It May Concern:

On behalf of Hope Services, I am pleased to provide a letter of support for the proposal of Freebird Development Company, LLC ("Freebird") to develop 55 units of housing at 2330 Monroe Street in Santa Clara, with 11 units set-aside for rent to people with developmental disabilities who would receive housing support services from Housing Choices, a nonprofit organization dedicated to creating quality, affordable housing opportunities for people with developmental disabilities.

The mission of Hope Services is to improve the lives of people with Developmental Disabilities.

Freebird's proposal addresses a critical need for housing among the City of Santa Clara's residents with developmental disabilities. The city is currently home to 376 adults with developmental disabilities, of whom 168 have sought assistance from Housing Choices to secure an affordable place to live. The lack of access to affordable housing is the primary reason many adults with developmental disabilities continue to live at home with aging parents-- long past the time when the adult would prefer to live independently, with services provided by San Andreas Regional Center.

By collaborating with Housing Choices to set-aside 11 of the 55 units for people with developmental disabilities, Freebird's proposal aligns with federal and California priorities to provide housing for people with developmental disabilities in typical community housing, with control of their housing separate from their choices of independent living and supportive living services.

In conclusion, we urge the City of Santa Clara to give the fullest possible consideration to the proposal of Freebird and Housing Choices for the development of 2330 Monroe Street.

Sincerely,

Brent Kush

CFO and Interim CEO

Amazing is all in a day's work.

30 Las Colinas Lane • San Jose, CA 95119-1212 • t 408-284-2850 • f 408-284-2863 • hopeservices.org
printed on post-consumer-waste recycled paper.





LETTER OF SUPPORT FOR FREEBIRD AND HOUSING CHOICES

May 21, 2018

To Whom It May Concern:

On behalf of The Kelsey I am pleased to provide a letter of support for the proposal of Freebird Development Company, LLC ("Freebird") to develop 55 units of housing at 2330 Monroe Street in Santa Clara, with 11 units set-aside for rent to people with developmental disabilities in partnership with Housing Choices Coalition.

The mission of The Kelsey is to create thriving, inclusive housing where individuals of all abilities and backgrounds live, play, and serve their communities together and to partner with organizations and entities who seek to do the same.

Freebird's proposal addresses a critical need for housing among the City of Santa Clara's residents with developmental disabilities. The city is currently home to 376 adults with developmental disabilities, of whom 168 have sought assistance from Housing Choices to secure an affordable place to live. The lack of access to affordable housing is the primary reason many adults with developmental disabilities continue to live at home with aging parents, denied access to live in the community and experience life as an independent adult.

By collaborating with Housing Choices to set-aside 11 of the 55 units for people with developmental disabilities, Freebird's proposal aligns with federal and California priorities to provide housing for people with developmental disabilities in typical community housing, with control of their housing separate from their choices of services.

In conclusion, we urge the City of Santa Clara to ensure that the development of 2330 Monroe Street includes essential housing units for individuals with developmental disabilities. We are pleased to support Freebird and Housing Choses as they work to make Santa Clara a more inclusive community.

Sincerely,

Micaela Connery

Founder + CEO, The Kelsey

Greater Opportunities
for the Developmentally Disabled

Craig King, Executive Director



900 Lafayette Street, Suite 700
Santa Clara, CA 95050
(408) 248-4464

May 22, 2018

To Whom It May Concern:

On behalf of Greater Opportunities, I am pleased to provide a letter of support for the proposal of Freebird Development Company, LLC ("Freebird") to develop 55 units of housing at 2330 Monroe Street in Santa Clara, with 11 units set-aside for rent to people with developmental disabilities who would receive housing support services from Housing Choices, a nonprofit organization dedicated to creating quality, affordable housing opportunities for people with developmental disabilities.

The mission of Greater Opportunities is to empower adults with disabilities to achieve self-sufficiency and lead richer lives. Housing is a huge component of self-sufficiency!

Freebird's proposal addresses a critical need for housing among the City of Santa Clara's residents with developmental disabilities. The city is currently home to 376 adults with developmental disabilities, of whom 168 have sought assistance from Housing Choices to secure an affordable place to live. The lack of access to affordable housing is the primary reason many adults with developmental disabilities continue to live at home with aging parents-- long past the time when the adult would prefer to live independently, with services provided by organizations like Greater Opportunities which are vendored with San Andreas Regional Center.

By collaborating with Housing Choices to set-aside 11 of the 55 units for people with developmental disabilities, Freebird's proposal aligns with federal and California priorities to provide housing for people with developmental disabilities in typical community housing, with control of their housing separate from their choices of independent living and supportive living services.

In conclusion, we urge the City of Santa Clara to give the fullest possible consideration to the proposal of Freebird and Housing Choices for the development of 2330 Monroe Street.

Sincerely,

Ethan Robinson



Director of Operations

Greater Opportunities

408-248-4464 x12

erobinson@greateropp.org

<http://greateropportunities.org/>



Project Sentinel

May 22, 2018

To Whom It May Concern:

On behalf of Project Sentinel, I am pleased to provide a letter of support for the proposal of Freebird Development Company, LLC ("Freebird") to develop 55 units of housing at 2330 Monroe Street in Santa Clara, with 11 units set-aside for rent to people with developmental disabilities who would receive housing support services from Housing Choices, a nonprofit organization dedicated to creating quality, affordable housing opportunities for people with developmental disabilities.

The mission of Project Sentinel is "To develop and promote fairness and equality of housing for all person and to advocate peaceful resolution of disputes for community welfare and harmony."

Freebird's proposal addresses a critical need for housing among the City of Santa Clara's residents with developmental disabilities. The city is currently home to 376 adults with developmental disabilities, of whom 168 have sought assistance from Housing Choices to secure an affordable place to live. The lack of access to affordable housing is the primary reason many adults with developmental disabilities continue to live at home with aging parents-- long past the time when the adult would prefer to live independently, with services provided by San Andreas Regional Center.

By collaborating with Housing Choices to set-aside 11 of the 55 units for people with developmental disabilities, Freebird's proposal aligns with federal and California priorities to provide housing for people with developmental disabilities in typical community housing, with control of their housing separate from their choices of independent living and supportive living services.

In conclusion, we urge the City of Santa Clara to give the fullest possible consideration to the proposal of Freebird and Housing Choices for the development of 2330 Monroe Street.

Sincerely,

A handwritten signature in blue ink, appearing to read "Ann Marquart", is written over a light blue circular stamp.

Ann Marquart
Executive Director



May 17, 2018

Jonathan Veach, Division Manager
City of Santa Clara
Housing & Community Services Division
1500 Warburton Avenue
Santa Clara, CA 95050

SANTA CLARA COUNTY

6203 San Ignacio Avenue
Suite 200
San Jose, CA. 95119

P.O. Box 50002
San Jose, CA
95150-0002
Tel: 1(408) 374-9960
Fax: 1(408) 281-6960

MONTEREY COUNTY

344 Salinas Street
Suite 207
Salinas, CA 93901
Tel: 1(831) 900-3636
Fax: 1(831) 424-3007

SANTA CRUZ COUNTY

1110 Main Street
Suite 8
Watsonville, CA 95076
Tel: 1(831) 900-3737
Toll Free
Within Santa Cruz County
1(831) 688-7633
Fax: 1(831) 728-5514

www.sarc.org

Member of the Association
of Regional Center Agencies

Re: Letter of Support for Freebird Proposal for 2330 Monroe Street

Dear Mr. Veach:

On behalf of San Andreas Regional Center, I am pleased to provide a letter of support for the proposal submitted by Freebird Development Company, LLC ("Freebird") to create 55 units of housing at 2330 Monroe Street, with 11 units set-aside for rent to people with developmental disabilities.

The mission of San Andreas Regional Center is to ensure that people with developmental disabilities in Santa Clara County, including the City of Santa Clara, have the services and support they need to live independently and inclusively in the communities they call home. Funding for these services is an entitlement under California's Lanterman Act. But the Lanterman Act does not pay for the cost of housing. In our high cost county, housing has become the single greatest barrier to the goal of independent living for those we serve.

Nowhere is this barrier more evident than in the City of Santa Clara, where 62% of the city's adult residents with developmental disabilities have been unable to secure an affordable place to live. As a direct result of high housing costs, approximately 233 City of Santa Clara adults with developmental disabilities are living at home with aging parents, while only 63 are living in their own apartment. Of those 63 living in their own place, 55 are living in Housing Choices' Partner Properties, demonstrating the critical role that this housing model plays in helping people with developmental disabilities secure affordable housing in the City of Santa Clara.

Freebird's proposal would replicate the Housing Choices Partner Property model of integrated and affordable rental housing for people with developmental disabilities, first launched in 2003 in response to the closing of Agnews Developmental Center. At that time, the City of Santa Clara was instrumental in helping to secure a set-aside of 23 units of affordable rental housing for people with developmental disabilities at the 450-unit market rate rental community, Estancia Apartments, and 15 units at the 100-unit

"Consumers First Through Service, Advocacy, Respect and Choice"



State Council on Developmental Disabilities
Silicon Valley/Monterey Bay

• website • www.sccd.ca.gov • email • siliconvalley@sccd.ca.gov

2580 N First Street, Suite 240
San Jose, CA 95131



STATE OF CALIFORNIA
Edmund G. Brown Jr.
Governor

(408) 324-2106
(408) 324-2108 fax

May 17, 2018

To Whom it May Concern

I am writing to express the support of the Central Coast regional office of the State Council on Developmental Disabilities for **the Freebird Housing Development project**, a proposed development which will include **11 units of rental housing set aside for people with developmental disabilities**. This housing opportunity along with supports and services made available by the San Andreas Regional Center, assures the full community inclusion of these individuals.

The mission of the State Council on Developmental Disabilities is to support system change and quality of supports and services within the community for individuals and families with developmental disability.

Freebird's proposal addresses a critical need for housing among the City of Santa Clara's residents with developmental disabilities. The city is currently home to 376 adults with developmental disabilities, of whom 168 have sought assistance from Housing Choices, a residential support organization, to secure an affordable place to live. The lack of access to affordable housing is the primary reason many adults with developmental disabilities continue to live at home with aging parents -- long past the time when the adult would prefer to live independently.

By collaborating with Housing Choices to set-aside 11 of the 55 units for people with developmental disabilities, Freebird's proposal aligns with federal and California priorities to provide housing for people with developmental disabilities in typical community housing, with control of their housing separate from their choices of independent living and supportive living services.

Lack of affordable rental housing is the greatest single barrier to achieving the goal of independent living for people with developmental disability. Securing an affordable place to live depends entirely on the commitment of local jurisdictions such as the City of Santa Clara and developers such as Freebird. State Council for Developmental Disability Central Coast urges the City of Santa Clara to give the fullest possible consideration to the proposal of Freebird and Housing Choices for the development of 2330 Monroe Street.

Sincerely,

David Grady, MA
Regional Manager
State Council on Developmental Disability
Central Coast

"The Council advocates, promotes & implements policies and practices that achieve self-determination, independence, productivity & inclusion in all aspects of community life for Californians with developmental disabilities and their families."



May 21, 2018

To Whom It May Concern:

On behalf of Bay Area Housing Corporation (BAHC) www.BAHC1.org, I am pleased to provide a letter of support for the proposal of Freebird Development Company, LLC ("Freebird") to develop 55 units of housing at 2330 Monroe Street in Santa Clara, with 11 units set-aside for rent to people with developmental disabilities who would receive housing support services from Housing Choices, a nonprofit organization dedicated to creating quality, affordable housing opportunities for people with developmental disabilities.

I know first hand how important these set-asides are, my daughter Darcy McCann, who has cerebral palsy, was lucky enough to get a Section 8 voucher and participate in the Housing Choices Coalition lottery. She was able to get a 3 bedroom apartment at Estancia that is in Santa Clara and be able to use her Section 8 voucher and the BMR unit subsidy that makes it possible for her to live in a wonderful environment that supports her life. Housing Choices Coalition was very involved in this set-aside program when the original developer Art Evans developed the 450 plus apartments located on Hope Drive in Santa Clara. The need for these units are critical for the successful of people with developmental disabilities and the City of Santa Clara County has always been a leader in this effort.

Freebird's proposal addresses a critical need for housing among the City of Santa Clara's residents with developmental disabilities. The city is currently home to 376 adults with developmental disabilities, of whom 168 have sought assistance from Housing Choices to secure an affordable place to live. The lack of access to affordable housing is the primary reason many adults with developmental disabilities continue to live at home with aging parents-- long past the time when the adult would prefer to live independently, with services provided by San Andreas Regional Center.

By collaborating with Housing Choices to set-aside 11 of the 55 units for people with developmental disabilities, Freebird's proposal aligns with federal and California priorities to provide housing for people with developmental disabilities in typical community housing, with control of their housing separate from their choices of independent living and supportive living services.

In conclusion, we urge the City of Santa Clara to give the fullest possible consideration to the proposal of Freebird and Housing Choices for the development of 2330 Monroe Street.

If you have any questions, please contact me at 408-438-7392.

Sincerely,

Kristine McCann
Executive Director of BAHC

Bay Area Housing Corporation
101 Church Street, Suite 4, Los Gatos, CA 95030
408 395 5100 ☎ www.bahc1.org 🌐

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10. REFERENCES

11. SIGNATURES



Robin Zimble, Founder
Freebird Development Company, LLC
1111 Broadway
Oakland, CA 94607
T: 410.905.0351

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12. DISCLOSURES

12. DISCLOSURES

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May 31, 2018

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

Re: 2330 Monroe Street Disclosures

Dear Jonathan,

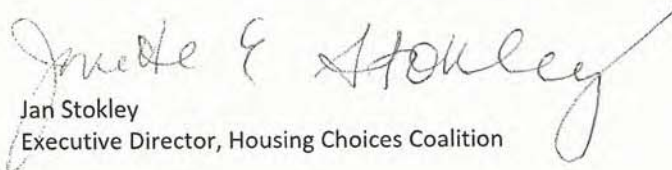
Freebird Development Company, LLC ("Freebird") has no prior or ongoing incidents as to which it is alleged that Freebird has defaulted or failed to perform which has led the other party to terminate the contract. There are no civil or criminal litigation or investigation pending which involves Freebird or in which Freebird has been judged guilty or liable.

Housing Choices Coalition ("HCC") has no prior or ongoing incidents as to which it is alleged that HCC has defaulted or failed to perform which has led the other party to terminate the contract. There are no civil or criminal litigation or investigation pending which involves HCC or in which HCC has been judged guilty or liable.

Sincerely,



Robin Zimble
Founder, Freebird Development Company, LLC



Jan Stokley
Executive Director, Housing Choices Coalition

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13. AUDIT INFORMATION

13. AUDIT INFORMATION

As the financial partner in Freebird Development Company, LLC, L+M Development Partners, Inc. will be providing the necessary predevelopment funds and project guaranties. A copy of L+M's most recent financial audit has been sent to Jonathan Veach under separate cover directly from Lenny Rueben, L+M's Chief Financial Officer.

Any questions regarding the financials should be directed to Lenny at lrueben@lmdevpartners.com

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14. ATTACHMENTS

ATTACHMENT A

ATTACHMENT A
Respondent's Information Form

RESPONDENT (please print): Freebird Development Company, LLC
Name: Robin Zimbler
Address: 1111 Broadway, Suite 300 Oakland, CA 94607
Telephone: 410-905-0351
FAX: N/A

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

Robin Zimbler, Founder 410-905-0351 robin@freebirddev.com

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

- ☐ Individual
☐ Joint Venture
☒ Partnership with Housing Choices Coalition
☐ Corporation

When incorporated? _____

In what state? _____

When authorized to do business in California? _____

- ☐ 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:**

To be formed Partnership between Freebird Development Company, LLC
and Housing Choices Coalition

Partnership or Joint Venture Name (type or print)

Date: 5/25/2018



Member of the Partnership or Joint Venture Signature

Robin Zimble, Founder, Freebird Development Company, LLC

Respondent's Name (type or print)

Date: 5/25/2018



Member of the Partnership or Joint Venture Signature

Jan Stokley, Executive Director, Housing Choices Coalition

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:

_____ (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.

Corporation Name (type or print)

By: _____

Title: _____

Dated: _____

By: _____

Title: _____

Dated: _____

ATTACHMENT B

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

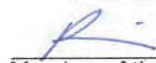
Respondent's Name and Title (type or print)

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

To be formed Partnership between Freebird Development Company, LLC
and Housing Choices Coalition

Partnership or Joint Venture Name (type or print)

Date: 5/25/2018

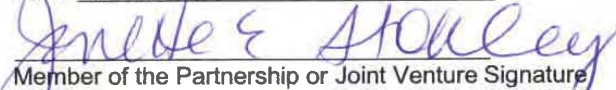


Member of the Partnership or Joint Venture Signature

Robin Zimble, Founder, Freebird Development Company, LLC

Respondent's Name (type or print)

Date: 5/25/2018



Member of the Partnership or Joint Venture Signature

Jan Stokley, Executive Director, Housing Choices Coalition

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:

_____ (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.

Corporation Name (type or print)

By: _____

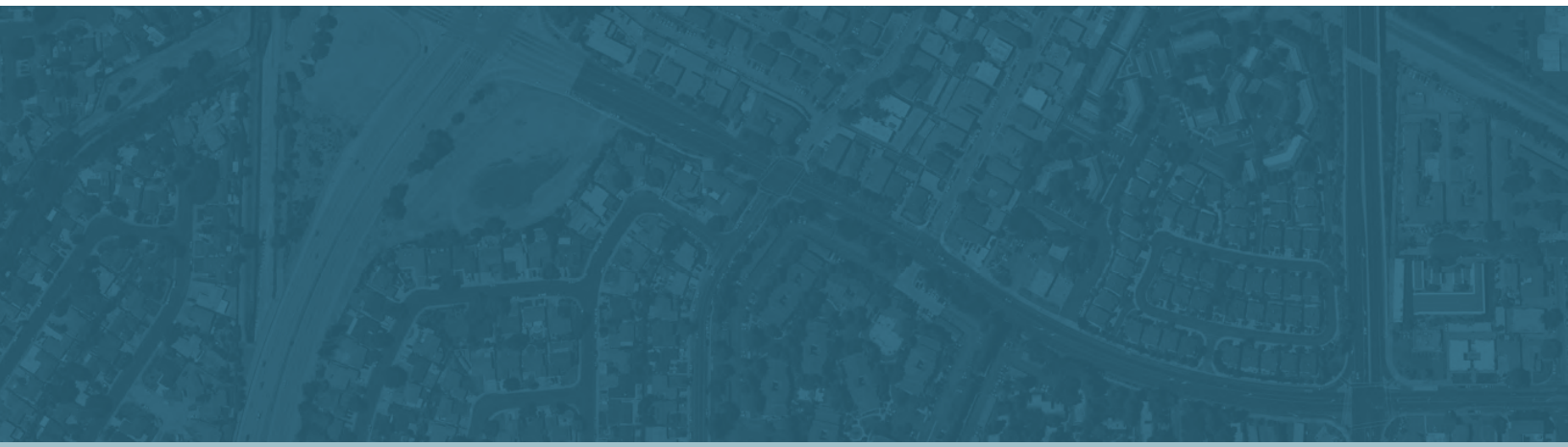
Title: _____

Dated: _____

By: _____

Title: _____

Dated: _____



Freebird Development
1111 Broadway, Oakland, CA 94607
410-905-0351