



2018 MAR -1 PM 4:44

# AGENDA REPORT

**TO:** Sabrina B. Landreth  
City Administrator

**FROM:** Mark Sawicki  
Director, EWD

**SUBJECT:** ENA for 95<sup>th</sup> and International Blvd.  
and 3050 International Blvd.

**DATE:** February 22, 2018

City Administrator Approval

Date:

3/1/18

## RECOMMENDATION

### Staff Recommends That The City Council

- 1) Adopt A Resolution Authorizing The Right To Negotiate And Execute An Exclusive Negotiating Agreement, Without Engaging In A Competitive Solicitation Process, With Acts Community Development Corporation and The Related Companies of California, and/or Affiliated Entities For One Year With One Optional Six-Month Administrative Extension For The Potential Lease Disposition and Development Of A Mixed-Use Affordable Housing Project On Seven Contiguous City-Owned Parcels (APNs 044-4967-002, 044-4967-003, 044-4967-004-02, 044-4967-004-03, 044-4967-005, 044-4967-007-01, and 044-4967-009) Located At 95th Avenue and International Boulevard; and
- 2) Adopt A Resolution Authorizing The Right To Negotiate And Execute An Exclusive Negotiating Agreement, Without Engaging In A Competitive Solicitation Process, With Satellite Affordable Housing Associates and Native American Health Center and/or Affiliated Entities For One Year With One Optional Six-Month Administrative Extension For The Potential Lease Disposition and Development Of A Mixed-Use Affordable Housing and Retail Project Located At 3050 International Boulevard.

## EXECUTIVE SUMMARY

### 95<sup>th</sup> and International Blvd.

The City owns seven contiguous parcels totaling approximately 28,800 square feet (0.66 acres), with frontage on International Boulevard, between 94th Avenue and 95th Avenue. Acts Community Development Corporation in partnership with The Related Companies of California ("ACDC/Related Team") are interested in a long-term ground lease for the seven City-owned parcels to develop a mixed-use, retail and 100% affordable housing project ("95<sup>th</sup> Project"). The 95<sup>th</sup> Project would include approximately 57 units, 3,700 square feet of ground floor retail, and

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2,500 square feet of community space. The subject project will target households with incomes between 30% and 50% of the County of Alameda area median income. This development would represent the second phase of a larger envisioned project that proposes to span four blocks on both sides of International Blvd. between 94<sup>th</sup> and 96<sup>th</sup> Avenues. The ACDC/Related Team recently completed Phase I, a 59-unit project across the street. Staff is seeking authorization to negotiate and execute an Exclusive Negotiation Agreement (ENA) for a 12-month period, with an optional six-month administrative extension.

### **3050 International Blvd.**

The City also owns a vacant 0.75-acre parcel at 3050 International Boulevard (the former Melrose Ford site). Native American Health Center in partnership with Satellite Affordable Housing Associates (SAHA), are interested in a long-term ground lease for the parcel to develop a mixed-use, retail and 100% affordable housing project ("3050 Project"). The 3050 Project would include approximately 75 units of affordable housing, and 17,000 square feet of commercial space anchored by a 7,000 square foot pharmacy. The housing units would be affordable to working families earning less than 60 percent of area median income. Staff is seeking authorization to negotiate and execute an Exclusive Negotiation Agreement (ENA) for a 12-month period, with an optional 6-month administrative extension.

## **BACKGROUND / LEGISLATIVE HISTORY**

### **95<sup>th</sup> and International Blvd.**

The 95<sup>th</sup> Project site is approximately 28,800 square feet (0.66 acres) and zoned CN-3 ("Neighborhood Commercial"), with frontage on International Boulevard between 94<sup>th</sup> Avenue and 95<sup>th</sup> Avenue. The 95<sup>th</sup> Project will be designed as an urban infill project with a 4-story, on-grade building and 38 on-grade parking spaces. Site amenities, such as a community room and new retail space will also be located on the first floor. The 57 residential units will be located across all four floors, and will be offered between 30% and 50% of the County of Alameda area median income.

The Related Companies of California ("Related") and Acts Community Development Corporation ("ACDC") will form a limited partnership of which an affiliate of Related is the Administrative General Partner and ACDC is the Managing General Partner. Related is one of the largest developers of urban and affordable housing in California, having developed over 10,000 units of multifamily housing from San Francisco to San Diego, almost all of which have been or are being developed in some form of public/private partnership. ACDC is an affiliate of Acts Full Gospel Church, a longstanding and respected institution in Oakland that has spearheaded many community improvement efforts in local underserved communities over the last 30 years. Finally, ACDC and Related California are the co-developers of 94<sup>th</sup> and International, the affordable 59-unit mixed-use project located directly across the street from the 95<sup>th</sup> Project.

In 2011, after significant engagement with the East Oakland community, the former Redevelopment Agency purchased seven contiguous parcels at 95<sup>th</sup> and International Blvd. pursuant to Resolution No. 2011-0056 C.M.S approved on July 5, 2011 (**Attachment A**), for a total of \$1,227,038, including closing costs.

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The 95th Project currently has a number of separate street addresses and assessor parcel numbers (APNs) since it is comprised of seven contiguous City-owned parcels:

- 1) 9409 International Blvd. or APN 044-4967-002;
- 2) 9415 International Blvd. or APN 044-4967-003;
- 3) 9423 International Blvd. or APN 044-4967-004-03;
- 4) 9431 International Blvd. or APN 044-4967-005;
- 5) 9437 International Blvd. or APN 044-4967-007-01;
- 6) 1361 95<sup>th</sup> Avenue or APN 044-4967-004-02; and
- 7) 95<sup>th</sup> Avenue with no street address or 044-4967-009

The 95th Project previously contained a number of separate, freestanding structures in poor and dilapidated condition which the former Redevelopment Agency demolished and cleared from the site. It is currently vacant and secured with chain link fencing. The 95<sup>th</sup> Project site is less than 1.5 miles from both Interstate 880 and Interstate 580, and is well-served by public transit including the Bus Rapid Transit project currently under construction.

The overall development was originally envisioned as a multi-phased approach. However, due to lack of funding and site control, the project phases have been entitled and developed separately. Phase I was recently completed and is already 100 percent occupied. It is located across the street at 9400 International Blvd., and includes a 59-unit affordable mixed-use family apartment development with an on-site community center with computer room, tot lot, and 3,500 square feet of retail space. The 59 units in Phase I have been offered to households with incomes between 30% and 50% of the County of Alameda area median income. The 95<sup>th</sup> Project would represent Phase II of the larger multi-phased development.

In addition, the development team recently secured an option to purchase 9451 International Blvd. which is a privately-owned corner property immediately adjacent to the City owned parcels. With this additional property, the ACDC/Related Team is able to provide a larger footprint and create a more feasible design.

### **3050 International Blvd.**

The 3050 Project site is approximately 32,515 square feet (0.75 acres) and is located at the southeast corner of Derby Avenue and International Boulevard. The Assessor parcel number for the property is 025-0719-00-701 and it is zoned CC-2 ("Community Commercial"). The proposed development calls for 75 affordable apartment units and 17,000 square feet of commercial space, anchored by a 7,000 square foot pharmacy. The residential units would be available to working families earning less than 60 percent or less of area median income with rents ranging from \$318 per month to \$1,556 per month depending on the size of the unit and target affordability.

Native American Health Center ("NAHC") is a non-profit, Federally Qualified Health Care Center that provides community wellness programs that relate to medical, dental, behavioral health, women, infant, and children in Alameda County, San Francisco County, and Contra Costa County. In 2016, NAHC's Oakland/Fruitvale clinic served over 8,900 community members. NAHC has been in the Fruitvale area since 1976 at the Fruitvale Medical Building which is

located across the street from the proposed site. NAHC recently redeveloped a nearby property on 2920 International Boulevard, changing it from a retail warehouse property into an office and future clinic.

Satellite Affordable Housing Associates (SAHA) is a non-profit housing development corporation and property management company with over 50 years of experience in the field. SAHA specializes in creating infill housing and mixed use developments throughout the Bay Area for working families, seniors, and people with special needs. SAHA's innovative properties provide more than 3,000 residents in seven counties in Northern California with much needed affordable housing and services. In the immediate area, SAHA built and manages the Orchard on Foothill located at 2719 Foothill Boulevard which provides 65 units of housing to very low income seniors, and is developing an affordable housing project at the corner of 23<sup>rd</sup> Avenue and International Blvd.

Pursuant to Resolution No. 2010-0015 C.M.S., approved on February 16, 2010 (**Attachment B**), the property for the 3050 Project was originally purchased in conjunction with another parcel (not included in the 3050 Project site). The former Redevelopment Agency purchased both parcels for a total of \$3,250,000, from Melrose Holdings. The property for the 3050 Project was vacant and contained one building with surface parking that was previously used by Melrose Ford as an automotive dealership and sale service facility. The dealership closed in March 2006 and vacated the property in July 2009.

The 3050 Project site was originally acquired to pursue development consistent with the established revitalization goals and objectives for the Coliseum and Central City East (CCE) Project Areas. The redevelopment plans were developed through a collaboration with the CCE Project Advisory Committee members that represented residents, property owners, community groups, and tenants in the area. This site along with other sites in the area were purchased to address vacant blighted properties along International Boulevard. In conjunction with the work of the Coliseum and CCE area plans, staff initiated a community process to identify catalyst areas along International Boulevard as part of a Transit Oriented Development (TOD) Plan to leverage the services of the planned Bus Rapid Transit (BRT) system. The 3050 Project site is in one of these TOD catalyst sites.

### **ANALYSIS / POLICY ALTERNATIVES**

Staff recommends entering into ENAs with the two development teams on these projects rather than issuing a Request for Proposals (RFP) to solicit further interest. The development teams for both projects have been fully vetted, have proven track records, have a vested interest in the neighborhood, and have shown significant interest in bringing vibrant mixed-use developments to areas of East Oakland that are in desperate need of such improvements. Both teams propose a long-term ground lease based on the fair market value of the land. In addition, the development team for 95<sup>th</sup> Project are already in contract negotiations to acquire the privately held corner parcel adjacent to the City owned parcels. Finally, entering into a formal RFP process would require additional staff time and resources without the guarantee of soliciting or obtaining any better proposals or results.

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## **FISCAL IMPACT**

Aside from staff time there is no fiscal impact on the City for the development and execution of an ENA with the development teams of either of the two projects described in this report. In order to cover the costs of staff time related to these projects, and reasonable third-party expenses during the ENA process, the City will require a Project Expense Payment of \$25,000 each for the 95<sup>th</sup> Project and 3050 Project. All Project Expense Payment funds will be accepted and appropriated into Miscellaneous Capital Projects (Fund 5999), Project account to be determined, for the administration and management of both ENAs.

The City is not currently providing funding to any of the developers for the predevelopment costs on either of the two projects, including the ENA process. However, we would expect both Projects to submit a request for City and County financing in the next Notice of Funding Availability. Preliminary sources and uses indicate a need of \$7.8 million and \$4.2 million, respectively in City loans to subsidize the 95<sup>th</sup> Project and 3050 Project. Both the Economic and Workforce Development Department and Housing and Community Development Department will review revised requests for funding to ensure they are reasonable and competitive for the level of below market rate housing to be provided.

## **PUBLIC OUTREACH / INTEREST**

### **95th and International Blvd.**

The City and former Redevelopment Agency have worked with the property owners and development teams for over a decade to realize the vision of a mixed-use affordable housing development with ground floor retail on both sides of International Boulevard between 94<sup>th</sup> Avenue and 96<sup>th</sup> Avenue. Community outreach from 2008 onwards has influenced both Phase I as well as Phase II developments. Related and ACDC plan to solicit input from the same East Oakland community again for the 95<sup>th</sup> Project. Since first embarking on the 94<sup>th</sup> and International development in 2008, Related and ACDC established and continued to implement a community outreach strategy in this community. The 94<sup>th</sup> Project development team is eager to continue that dialogue. Similar to the development at 94<sup>th</sup> and International, the strategy for the 95<sup>th</sup> Project will involve the interaction of owners/residents, community leaders, neighborhood organizations, and local officials. As part of the ENA, the development team is required to hold a series of community meetings inviting community organizations, residents, and stakeholders to solicit feedback, input, and comments regarding the proposed development.

### **3050 International Blvd.**

The property for the 3050 Project is included in the overall plan for the former Coliseum and Central City East (CCE) Redevelopment areas. The redevelopment plans were developed working with the CCE Project Advisory Committee members that represented residents, property owners, community groups, and tenants in the area. The Site was one of many in the area that the City purchased as a way to promote development and address the problem of vacant blighted properties along International Blvd. In conjunction with the work of the Coliseum and CCE area plans, staff started a community process to address catalyst areas along International Boulevard as part of a Transit Oriented Development (TOD) Plan to leverage the services of the planned Bus Rapid Transit (BRT) system. The 3050 Project site is in one of

these TOD catalyst sites. The community process for the TOD plan was over a year in 2010 with three community workshops that were held to receive input from community members. The purpose of the TOD Plan was to assess opportunities for developing TOD projects along International Boulevard, and identify and develop a menu of options for implementing the strategies. The TOD Plan was divided into five sub-areas of which this site is in the Fruitvale sub-area. The process included working with a Community Advisory Committee (CAC) specifically established for the TOD study. Area residents and other stakeholders, participants at community workshops and staff identified eight TOD Catalyst Areas. The TOD Catalyst Area in Fruitvale is between 30th Avenue and Fruitvale Avenue. As part of the ENA, the developer will also be required to hold a series of community meetings inviting community organizations, residents, and stakeholders to solicit feedback, input, and comments regarding the proposed development.

### COORDINATION

EWD staff will coordinate with the Bureau of Planning on the project entitlement work, and Housing and Community Development on financing the affordable housing. The Office of the City Attorney also assisted in preparation of the staff report and legislation, and will assist in preparing the ENAs for both development projects.

### SUSTAINABLE OPPORTUNITIES

**Economic:** There are no direct economic impacts connected to the request for separate ENAs with the respective developers for each of the two projects described in this report. However, new, local jobs would be created. The projects would improve neighborhood conditions and make the neighborhood area more attractive to current and prospective homeowners and businesses, and add additional services for residents and commuters traveling along one of Oakland's biggest commercial corridors.

**Environmental:** There are no direct environmental impacts connected to the request for separate ENAs with the respective developers for each of the two projects described in this report. However, the two proposed mixed-use projects would remove vacant blighted property from International Blvd., and add much needed affordable infill-housing and retail development within the currently underserved community in East Oakland. The developers of both projects will use their good faith efforts to design, develop and construct an environmentally sustainable project in conformance with the "Build It Green" commercial checklist.

**Social Equity:** There are no direct equity impacts connected to the request for separate ENAs with the respective developers for each of the two projects described in this report. However, both affordable mixed-use projects would be a positive stimulus to two East-Oakland neighborhoods and would provide much needed affordable housing and retail services to underserved areas. Both projects will also be a catalyst to the neighborhood where the development of land is both welcomed and important to the continued neighborhood growth and stability.

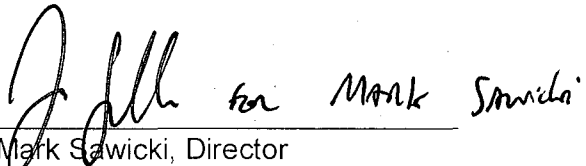
**ACTION REQUESTED OF THE CITY COUNCIL**

Therefore, staff recommends that City Council adopt the following two pieces of legislation:

- 1) Resolution Authorizing The Right To Negotiate And Execute An Exclusive Negotiating Agreement, Without Engaging In A Competitive Solicitation Process, With Acts Community Development Corporation and Related California and/or Affiliated Entities, For One Year With One Optional Six-Month Administrative Extension For The Lease, Disposition and Development Of A Mixed-Use Affordable Housing Project On Seven Contiguous City-Owned Parcels (APNs 044-4967-002, 044-4967-003, 044-4967-004-02, 044-4967-004-03, 044-4967-005, 044-4967-007-01, and 044-4967-009) Located At 95th Avenue and International Boulevard; and
  
- 2) Resolution Authorizing The Right To Negotiate And Execute An Exclusive Negotiating Agreement, Without Engaging In A Competitive Solicitation Process, With Satellite Affordable Housing Associates and Native American Health Center and/or Affiliated Entities For One Year With One Optional Six-Month Administrative Extension For The Lease, Disposition and Development Of A Mixed-Use Affordable Housing and Retail Project On The City-Owned Parcel 3050 International Boulevard.

For questions regarding this report, please contact Larry Gallegos, Area Manager at (510) 238-6174.

Respectfully submitted,

  
Mark Sawicki, Director  
Economic and Workforce Development

Reviewed by:  
Patrick Lane, Division Manager  
Larry Gallegos, Area Manager

Prepared by:  
Rupa Parikh, Urban Economic Analyst III  
Theresa Lopez, Urban Economic Coordinator  
Public/Private Development

Attachments (4):

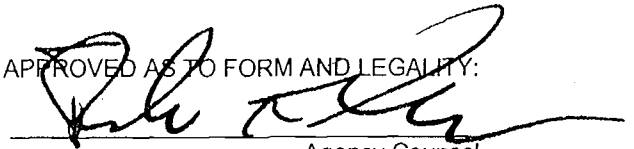
- A: Resolution No. 2011-0056 C.M.S
- B: Resolution No. 2010-0015 C.M.S
- C: 95<sup>th</sup> and International Blvd. Proposal
- D: 3050 International Blvd. Proposal

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**ATTACHMENT A**

Resolution No. 2011-0056 C.M.S

APPROVED AS TO FORM AND LEGALITY:



Agency Counsel

REDEVELOPMENT AGENCY  
OF THE CITY OF OAKLAND

2011-0056

RESOLUTION NO. \_\_\_\_\_ C.M.S.

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**AGENCY RESOLUTION AUTHORIZING THE PURCHASE OF REAL PROPERTY AT 9409, 9415, 9423, 9431, AND 9437 INTERNATIONAL BOULEVARD, 1361 95<sup>TH</sup> AVENUE AND AN UNKNOWN ADDRESS ON 95<sup>TH</sup> AVENUE (ASSESSOR'S PARCEL NUMBER: 044-4967-009) IN THE COLISEUM REDEVELOPMENT PROJECT AREA FOR BLIGHT REMOVAL AND LAND ASSEMBLY, FROM ELMHURST PLAZA DEVELOPER, LLC, CHARLES HILL AND CHERRY HILL, AND CHARLES HILL, SURVIVING JOINT TENANT, IN AN AMOUNT NOT TO EXCEED \$1,221,000, AND AUTHORIZING UP TO \$650,000 FOR ABATEMENT, DEMOLITION RELOCATION AND REAL ESTATE CLOSING COSTS**

**WHEREAS**, the Coliseum Redevelopment Plan adopted by the City Council on July 29, 1995, includes alleviation of general blight and unsafe conditions as a goal for the Coliseum area; and

**WHEREAS**, the Redevelopment Agency of the City of Oakland (the "Agency") is implementing projects in the Coliseum Redevelopment Project Area as part of the Redevelopment Plan to improve the Redevelopment Area; and

**WHEREAS**, Section 33391 of the California Community Redevelopment Law (Health & Safety Code Sections 33000, et seq.) authorizes a redevelopment agency to purchase real property in a project area for purposes of redevelopment; and

**WHEREAS**, real property located at 9409, 9415, 9423, 9431 and 9437 International Boulevard, 1361 95<sup>th</sup> Avenue and an unknown address on 95<sup>th</sup> Avenue (Assessor's Parcel Number: 044-4967-009), depicted on Exhibit A attached hereto, (the "Property") is within the Coliseum Redevelopment Project Area in Oakland; and

**WHEREAS**, the Property, consisting of a parcel totaling approximately 28,800 square feet of land with approximately 12,604 square feet of commercial buildings, is currently blighted and underutilized; and

**WHEREAS**, the Agency desires to acquire the Property to hold to land bank for future development, to rid the Property of blight, and to assemble the parcels to make them more developable; and

**WHEREAS**, Elmhurst Plaza Developer, LLC, Charles Hill and Cherry Hill, and Charles Hill, Surviving Joint Tenant, agreed to sell the Property to the Agency at the fair market value of \$1,221,000; and

**WHEREAS**, the sale by the owners was not induced, the sale price is at fair market value as established by an appraisal, and no federal funds will be used for acquisition of the Property; and

**WHEREAS**, the Property has been appraised, an environmental investigation completed, and the Agency has executed an option contract to enter into a purchase and sale agreement with the owner of the properties, to acquire the Property; and

**WHEREAS**, the cost of abatement, demolition relocation and real estate closing is estimated to be \$650,000; and

**WHEREAS**, the Agency issued and received Coliseum Area Redevelopment Project Taxable Tax Allocation Series 2006B-T bonds for the Coliseum Area Redevelopment Project to be used for, among other things, the acquisition of vacant, blighted, obsolete and/or underutilized properties; and

**WHEREAS**, the funding for the acquisition of the Parcel is available from the Coliseum Area: Tax Allocation Bond Series 2006 (Taxable) Bond Fund (9456), Capital Improvement Project (CIP) Economic Development Organization (94800), Coliseum Area Land Acquisition –Taxable Bond Project (T315820); and

**WHEREAS**, the requirements of CEQA, the CEQA Guidelines as prescribed by the Secretary for Resources, and the provisions of the Environmental Review Regulations of the City of Oakland have been satisfied; now, therefore, be it

**RESOLVED:** That the Agency hereby authorizes the Agency Administrator to exercise the Agency's purchase option, and to purchase the Property located at 9409, 9415, 9423, 9431 and 9437 International Boulevard, 1361 95<sup>th</sup> Avenue and an unknown address on 95<sup>th</sup> Avenue (Assessor's Parcel Number: 044-4967-009) for an amount not to exceed \$1,221,000, and authorizes \$650,000 for costs of abatement, demolition relocation and real estate closing, and be it

**FURTHER RESOLVED:** That the Agency hereby finds and determines as follows:

1. That the funding of the acquisition of 9409, 9415, 9423, 9431 and 9437 International Boulevard, 1361 95<sup>th</sup> Avenue and an unknown address on 95<sup>th</sup> Avenue (Assessor's Parcel Number: 044-4967-009) from redevelopment funds will benefit the Coliseum Redevelopment Project Area by assembling the parcels to create a better opportunity for future development of the parcels to better serve area residents and businesses and improve physical conditions in the Coliseum Redevelopment Project Area;
2. That the use of tax increment funds from the Coliseum Redevelopment Project Area for the purchase is consistent with the implementation plan adopted for the Coliseum Project Area and will assist in the elimination of blight in the Project Area by redeveloping underutilized parcels; and be it

**FURTHER RESOLVED:** That funds will be allocated from Coliseum Area: Tax Allocation Bond Series 2006B-T (Taxable) Fund (9456), Capital Improvement Project (CIP) Economic Development Organization (94800), Coliseum Area Land Acquisition – Taxable Bond Project (T315820); and be it

**FURTHER RESOLVED:** That the Agency has independently reviewed and considered this environmental determination, and the Agency finds and determines that this action complies with CEQA because this action on the part of the Agency is exempt from CEQA under Section 15061(b)(3) (activity covered by the general rule, no significant effect on the environment) and Section 15183 (projects consistent with the General Plan), of the CEQA Guidelines, and directs the Agency Administrator to file a Notice of Exemption and an Environmental Declaration (under California Fish and Game Code section 711.4) with the County of Alameda; and be it

**FURTHER RESOLVED:** That the Agency Administrator or his designee is hereby authorized to negotiate and execute all agreements and to take whatever other action is necessary with respect to the Property acquisition, consistent with this Resolution and its basic purposes; and be it

**FURTHER RESOLVED:** That Agency Counsel shall review and approve all documents and agreements related to this acquisition as to form and legality, and a copy shall be placed on file with the City Clerk.

**JUL 5 2011**

IN AGENCY, OAKLAND, CALIFORNIA, \_\_\_\_\_, 20\_\_

**PASSED BY THE FOLLOWING VOTE:**

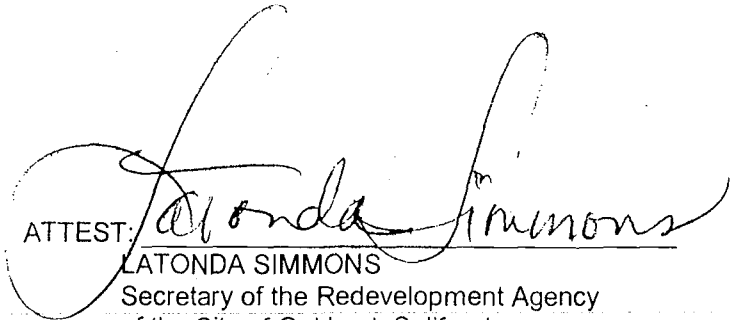
AYES - BRUNNER, KERNIGHAN, NADEL, SCHAAF, DE LA FUENTE, BROOKS, KAPLAN, AND  
CHAIRPERSON REID - 8

NOES - 0

ABSENT - 0

ABSTENTION - 0

ATTEST:



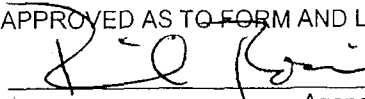
*Latonda Simmons*

LATONDA SIMMONS  
Secretary of the Redevelopment Agency  
of the City of Oakland, California



**ATTACHMENT B**

Resolution No. 2010-0015 C.M.S



2010 JAN 13 PM 7:02

## REDEVELOPMENT AGENCY OF THE CITY OF OAKLAND

2010-0015  
RESOLUTION NO. \_\_\_\_\_ C.M.S.

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**AN AGENCY RESOLUTION AUTHORIZING THE PURCHASE OF REAL PROPERTY AT 3050 INTERNATIONAL BOULEVARD IN THE COLISEUM REDEVELOPMENT PROJECT AREA AND THE DERBY AVENUE LOT LOCATED ADJACENT TO 3028 INTERNATIONAL BOULEVARD, IN THE CENTRAL CITY EAST REDEVELOPMENT PROJECT AREA, FROM MELROSE REAL ESTATE HOLDINGS FOR \$3,250,000, LESS THE COST OF ANY ENVIRONMENTAL SITE REMEDIATION, AND AUTHORIZING UP TO \$20,000 FOR REAL ESTATE CLOSING COSTS**

**WHEREAS**, the Coliseum Area Redevelopment Plan adopted by the City Council on July 25, 1995 and later amended on July 29, 1997, includes alleviation of general blight and unsafe conditions as a goal for the Coliseum Project Area; and

**WHEREAS**, the Central City East Redevelopment Plan adopted by the City Council on July 29, 2003, includes alleviation of general blight and unsafe conditions as a goal for the Central City East Project Area; and

**WHEREAS**, the Redevelopment Agency is implementing projects in the Central City East and Coliseum Redevelopment Project Areas as part of their respective Redevelopment Plans to improve the Redevelopment Areas; and

**WHEREAS**, Section 33391 of the California Community Redevelopment Law (Health & Safety Code Sections 33000, et seq.) authorizes a redevelopment agency to purchase real property in a project area for purposes of redevelopment; and

**WHEREAS**, real property located at 3050 International Boulevard (Assessor's Parcel Number 025-0719-007-01) is in the Coliseum Redevelopment Project Area, and real property located at the Derby Avenue Lot (Assessor's Parcel Numbers 025-0719-007-01) adjacent to 3028 International Boulevard is in the Central City East Redevelopment Project Area (together, these two parcels are referred to as the "Property" and are further identified in *Exhibit "A"* to this Resolution); and

**WHEREAS**, the Property, consisting of a vacant commercial building encompassing a total of approximately 25,300 square feet, and a vacant lot with a land area of 9,000 square feet is currently blighted and underutilized; and

**WHEREAS**, the Agency desires to acquire and hold the Property for future development, to rid the Property of blight, and to redevelop the Property in the future; and

**WHEREAS**, Melrose Real Estate Holdings, the owner, offered to sell the Property to the Agency at market value of \$3,250,000 minus the cost of site remediation, to assist the Agency in its redevelopment efforts in the Central City East and Coliseum Redevelopment Project Areas; and

**WHEREAS**, the sale by the owner was not induced, the sale price is at market value as established by an appraisal, and no federal funds will be used for acquisition of the Property; and

**WHEREAS**, the Property has been appraised, a Phase I environmental investigation has been completed and the Agency has executed an option contract to enter into a purchase and sale agreement with the owner of the Property to acquire the Property for \$3,250,000, less any site remediation costs; and

**WHEREAS**, the cost of real estate closing is estimated to be \$20,000; and

**WHEREAS**, the Agency issued and received Series 2006A-T bonds for the Central City East Redevelopment Project Area and Series 2006 for the Coliseum Redevelopment Project Area to be used for, among other things, the acquisition of vacant, blighted, obsolete and/or underutilized properties; and

**WHEREAS**, funding for the acquisition of the Property is available from Central City East Tax Allocation Bond Series 2006A-T (Taxable) Bonds Fund (9543), Central City East Organization (88699), CCE Land Acquisition Project (S233351) and Coliseum Redevelopment Project Area Tax Allocation Bonds, Series 2006 (Taxable) Fund (9456) Capital Improvement Project, Economic Development Organization (94800) Coliseum Land Acquisition- Taxable Bond Project (T315820); and

**WHEREAS**, the Central City East Redevelopment Project Area Committee has recommended that the Agency acquire the Property; and

**WHEREAS**, the requirements of CEQA, the CEQA Guidelines as prescribed by the Secretary for Resources, and the provisions of the Environmental Review Regulations of the City of Oakland have been satisfied; now, therefore, be it

**RESOLVED:** That the Agency hereby authorizes the Agency Administrator to negotiate and execute an agreement for the purchase of the Property for a purchase price of \$3,250,000 minus the cost of site remediation; and be it

**FURTHER RESOLVED:** That the Agency hereby finds and determines as follows:

1. That the funding of the acquisition of the Property from redevelopment funds will benefit the Central City East and Coliseum Redevelopment Project Areas by creating future development opportunities to better serve area residents and businesses and improve physical conditions in both Redevelopment Project Areas;

2. That the use of tax increment funds from the Central City East and Coliseum Redevelopment Project Areas for the purchase is consistent with the implementation plan adopted for the Central City East and Coliseum Project Areas and will assist in the elimination of blight in the Project Areas by redeveloping underutilized parcels; and be it

**FURTHER RESOLVED:** That up to \$20,000 shall be used for real estate closing costs; and be it

**FURTHER RESOLVED:** That funds in the amount of \$ 2,877,600 will be allocated from Central City East Tax Allocation Bond Series 2006A-T (Taxable) Bonds Fund (9543), Central City East Organization (88699), CCE Land Acquisition Project (S233351), and funds in the amount of \$ 392,400 will be allocated from Coliseum Redevelopment Project Area Tax Allocation Bonds, Series 2006 (Taxable) Fund (9456) Capital Improvement Project, Economic Development Organization (94800) Coliseum Land Acquisition- Taxable Bond Project (T315820) for this purpose; and be it

**FURTHER RESOLVED:** That the Agency has independently reviewed and considered this environmental determination, and the Agency finds and determines that this action complies with CEQA because this action on the part of the Agency is exempt from CEQA under Section 15061(b)(3) (activity covered by the general rule, no significant effect on the environment) and Section 15183 (projects consistent with the General Plan) of the CEQA Guidelines, and directs the Agency Administrator to file a Notice of Exemption and an Environmental Declaration (under California Fish and Game Code section 711.4) with the County of Alameda; and be it

**FURTHER RESOLVED:** That the Agency Administrator or his designee is hereby authorized to negotiate and execute all agreements and to take whatever other action is necessary with respect to the acquisition consistent with this Resolution and its basic purposes; and be it

**FURTHER RESOLVED:** That Agency Counsel shall review and approve all agreements and other documents related to this acquisition as to form and legality, and a copy shall be placed on file in the Office of the Agency Secretary.

FEB 16 2010

IN AGENCY, OAKLAND, CALIFORNIA, \_\_\_\_\_, 2010

**PASSED BY THE FOLLOWING VOTE:**

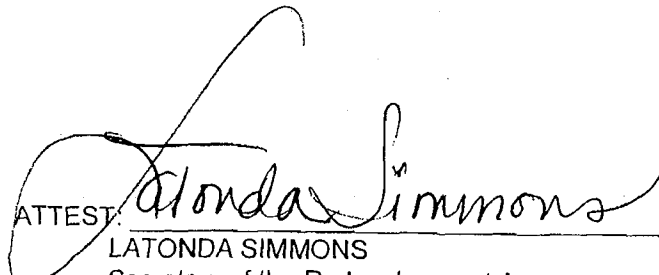
AYES- KERNIGHAN, NADEL, QUAN, DE LA FUENTE, BROOKS, REID, KAPLAN, AND  
CHAIRPERSON BRUNNER - 8

NOES- 0

ABSENT- 0

ABSTENTION- 0

ATTEST:

  
LATONDA SIMMONS  
Secretary of the Redevelopment Agency  
of the City of Oakland, California

**ATTACHMENT C**

95th and International Blvd. Proposal

# RELATED

January 26, 2018

Larry Gallegos  
Manager  
Housing and Community Development  
1 Frank H. Ogawa  
Oakland, CA 94612

RE: **City Owned sites – 9409, 9415, 9417, 9419, 9423, 9431, 9437 International Boulevard and 1361 9th Avenue, Oakland, CA 94603 (the “City Owned Properties”)**

Dear Larry,

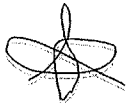
On behalf of Acts Community Development Corporation and The Related Companies of California (“ACDC/Related Team”), attached is an updated project proposal for the City Owned Properties. The overall site footprint includes the acquisition of 9401 International Boulevard (corner of 95th and International), of which the ACDC/Related Team currently has site control. The plan for the combined site footprint of the City Owned Properties and 9401 International Boulevard includes approximately 57 units and 3,700 SF of retail/commercial space. We look forward to seeing this plan become the second phase of the 94<sup>th</sup> and International project, which recently completed construction and is 100% occupied.

We contemplate utilizing 9% low-income tax credits, local soft funds (City and County), and Project Based Section 8 subsidy from the Oakland Housing Authority. The ACDC/Related Team would propose to enter into a long term ground lease for the City Owned Properties, which would be financed by a seller carryback loan based on the value of the land. In addition, the ACDC/Related Team will also be researching the availability of AHP funds and AHSC funds.

We are looking to obtain site control as soon as possible to allow the development team to meet the threshold requirements per the City of Oakland Housing and Community Development Department’s NOFA. The application for funding was submitted September 15, 2017.

Thank you for your continued support, and we look forward to making this project a reality in the near future.

Sincerely,



Saki S. Middleton  
Partner Acquisitions/Development

CC: Bishop Bob Jackson, Acts Full Gospel Church  
Pastor Mark Claybrooks, Acts Community Development Corporation

**PHASE II - 95<sup>th</sup> & INTERNATIONAL**  
**PROPOSED MIXED-USE RESIDENTIAL PROJECT**  
**OAKLAND, CA**

**January 26, 2018**

**ACTS COMMUNITY DEVELOPMENT CORPORATION**

** RELATED**

## TABLE OF CONTENTS

- I. EXECUTIVE SUMMARY
- II. MASSING AND DENSITY STUDY
- III. TARGET POPULATION
- IV. PROFORMA



## I. EXECUTIVE SUMMARY

The Related Companies of California ("Related") and Acts Community Development Corporation ("ACDC") plan to joint venture to develop the 95<sup>th</sup> and International project (the "Development"), a mixed-use family residential development in the City of Oakland.

### OVERVIEW

The Development site is comprised of approximately 32,325 sq.ft. (0.74 acres), with frontage on International Blvd between 94<sup>th</sup> Avenue and 95<sup>th</sup> Avenue. The site is currently improved with a two-story existing building. The Development will have two components:

1) RETAIL/COMMERCIAL COMPONENT ("COMMERCIAL COMPONENT")

This component will have approximately 3,700 sq.ft. of retail/commercial space located on the ground floor of International Blvd. The retail space will be leased to either a regional and/or national tenant that will provide much needed neighborhood services for the community.

2) RESIDENTIAL RENTAL FAMILY COMPONENT ("FAMILY COMPONENT")

This component will have approximately 57 units of family housing comprised of one, two and three bedroom units.

### EXPERIENCED DEVELOPER/OWNER

The Development will be owned and developed by ACDC and Related. Related is one of the largest developers of urban and affordable housing in the State. It has developed, or has under development, over 10,000 units of multifamily housing from San Francisco to San Diego, almost all of which have been or are being developed in some form of public/private partnership. ACDC's, which is led by Bishop Bob Jackson, mission is the development of affordable housing and revitalization of the City of Oakland's residential and neighborhood commercial districts. ACDC is an affiliate of Acts Full Gospel Church, one the City's largest churches. ACDC and Related are the co-developers of 94<sup>th</sup> and International, which is a 59-unit mixed project located directly across the street from the subject property.

### PROPERTY MANAGEMENT

Related Management Company (RMC) was formed in 1974, an affiliate of Related and currently manages developments located in ten (10) states across the U.S. RMC maintains regional and district offices across the U.S. The Irvine, CA office for RMC will be responsible for the property management of the proposed project.

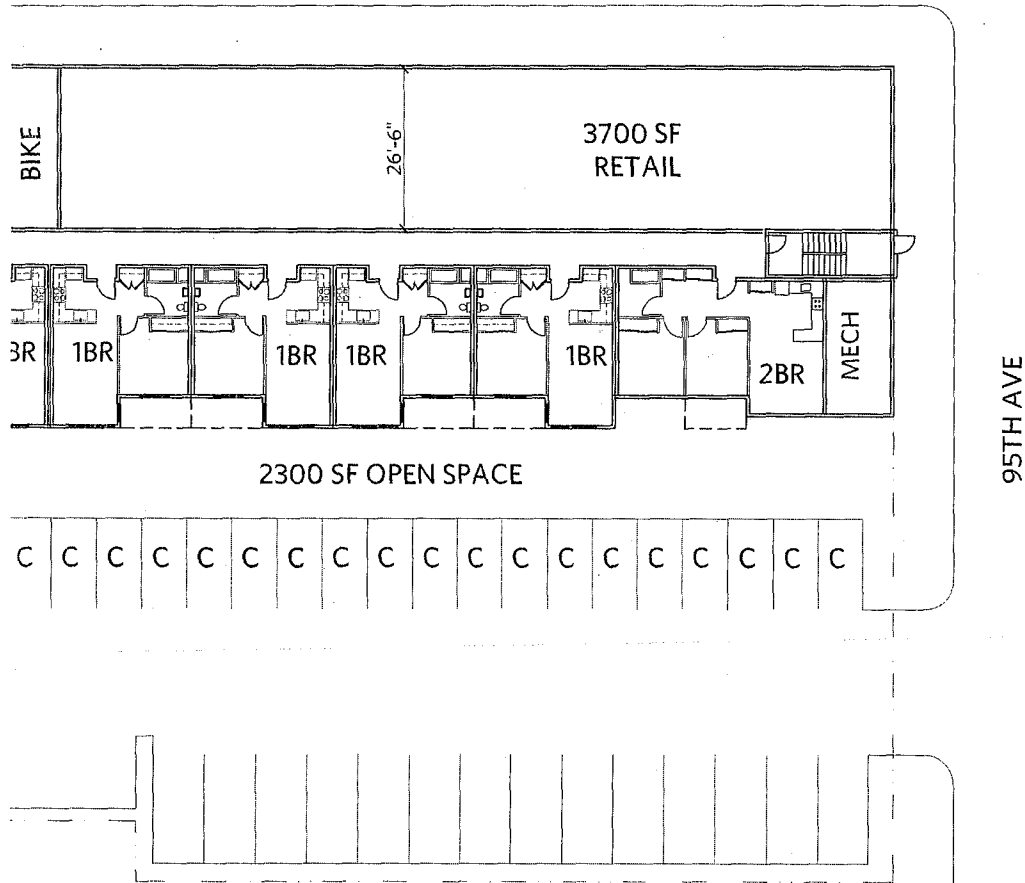
## II. MASSING AND DENSITY STUDY

### 57-unit mixed-use concept

- 32,325 SF site (includes corner parcel)
- 76.8 units/acre
- 2,500 SF of leasing/management/community space
- 3,700 SF of retail/commercial space
- 38 open parking spaces (0.67 spaces/unit)
- 27 one-bdrm units
- 15 two-bdrm units
- 15 three-bdrm units

# CONCEPT A: 57 Unit Mixed-Use Concept

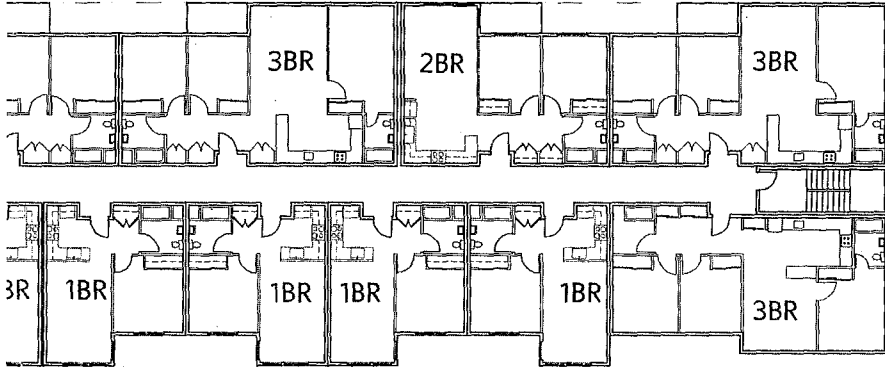
INTERNATIONAL BOULEVARD



August 12, 2016



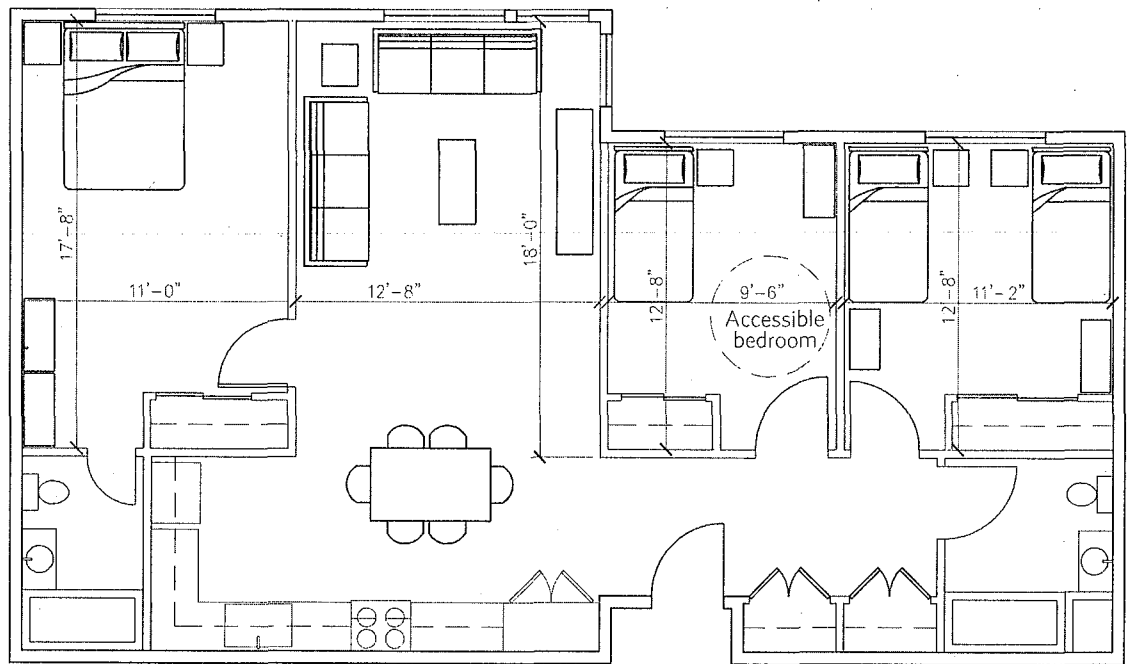
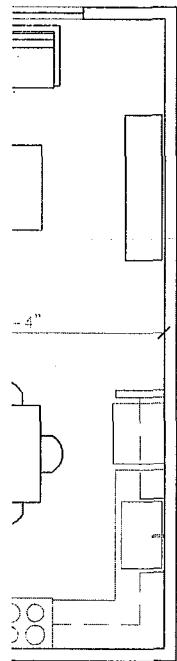
mwa architects



August 12, 2016



mwa architects



3 BEDROOM

August 12, 2016



mwa architects

### III. TARGET POPULATION

The subject project will target households with incomes between 30% and 50% of the County of Alameda area median income. The following is a breakdown of rent levels and target household incomes for the project.

- A. One Bedroom Units - The one bedroom units will be marketed to seniors. The following are the target rent and income levels:

Net Rents: \$540 to \$931  
Incomes: \$21,930 to \$41,750 annually

- B. Two Bedrooms Units - The two bedroom units will be marketed to families. The following are the target rent and income levels:

Net Rents: \$648 to \$1,117  
Incomes: \$25,050 to \$52,150 annually

- C. Three Bedrooms Units - The three bedroom units will be marketed to families. The following are the target rent and income levels:

Net Rents: \$742 to \$1,285  
Incomes: \$28,170 to \$60,500 annually

## IV. PROFORMA





UNIT DISTRIBUTION

95th and International - 57 Units  
 Development Profoma 2011 V1.2 - ILP

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Number Of Units	Income Category	SF	Gross Rent	Utility Allowance	Net Rent	Net Rent Per SqFt	Monthly Rent	Annual Rent	Unit %	Total Square Footage
<b>Studio</b>										
0	30% TC	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	35% TC	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	40% TC	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	45% TC	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	50% TC	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	60% TC	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	Market	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	Manager	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0										
<b>1 Bedroom</b>										
6	30% TC	560	\$587	\$54	\$533	\$0.95	\$3,198	\$38,376	11%	3,360
0	35% TC	560	\$0	\$54	0	n/a	\$0	\$0	0%	0
3	40% TC	560	\$783	\$54	\$729	\$1.30	\$2,187	\$26,244	5%	1,680
0	45% TC	560	\$0	\$54	0	n/a	\$0	\$0	0%	0
17	50% TC	560	\$978	\$54	\$924	\$1.65	\$15,708	\$188,496	30%	9,520
0	60% TC	560	\$0	\$54	0	n/a	\$0	\$0	0%	0
0	Market	560	\$0	\$0	0	n/a	\$0	\$0	0%	0
1	Manager	560	\$0	\$0	0	n/a	\$0	\$0	2%	560
27										
<b>2 Bedrooms</b>										
4	30% TC	822	\$704	\$76	\$628	\$0.76	\$2,512	\$30,144	7%	3,288
0	35% TC	822	\$0	\$76	0	n/a	\$0	\$0	0%	0
2	40% TC	822	\$939	\$76	\$863	\$1.05	\$1,726	\$20,712	4%	1,644
0	45% TC	822	\$0	\$76	0	n/a	\$0	\$0	0%	0
9	50% TC	822	\$1,173	\$76	\$1,097	\$1.33	\$9,873	\$118,476	16%	7,398
0	60% TC	822	\$0	\$76	0	n/a	\$0	\$0	0%	0
0	Market	822	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	Manager	822	\$0	\$0	0	n/a	\$0	\$0	0%	0
15										
<b>3 Bedrooms</b>										
4	30% TC	1,127	\$813	\$98	\$715	\$0.63	\$2,860	\$34,320	7%	4,508
0	35% TC	1,127	\$0	\$98	0	n/a	\$0	\$0	0%	0
1	40% TC	1,127	\$1,085	\$98	\$987	\$0.88	\$987	\$11,844	2%	1,127
0	45% TC	1,127	\$0	\$98	0	n/a	\$0	\$0	0%	0
10	50% TC	1,127	\$1,356	\$98	\$1,258	\$1.12	\$12,580	\$150,960	18%	11,270
0	60% TC	1,127	\$0	\$98	0	n/a	\$0	\$0	0%	0
0	Market	1,127	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	Manager	1,127	\$0	\$0	0	n/a	\$0	\$0	0%	0
15										
<b>4 Bedrooms</b>										
0	30% TC	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	35% TC	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	40% TC	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	45% TC	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	50% TC	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	60% TC	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	Market	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0	Manager	0	\$0	\$0	0	n/a	\$0	\$0	0%	0
0										

Unit Distribution Summary

Summary		Income	Units	Total %	Unit Size	Units	Total %
Net Residential SF	44,355	30	14	25%	Studio	0	0%
Avg. Unit SF	778	35	0	0%	1 Bedroom	27	47%
Monthly Rent	\$51,631	40	6	11%	2 Bedrooms	15	26%
Annual Rent	\$619,572	45	0	0%	3 Bedrooms	15	26%
Avg. Rent (excl. manager's)	\$922	50	36	64%	4 Bedrooms	0	0%
Avg. Rent PSF (excl. manager's)	\$1.18	60	0	0%	Total	57	100%
Bedrooms	102	Market	0	0%			
		Subtotal	56	100%			
		Manager	1				
		Total	57				

ANNUAL OPERATING EXPENSE BUDGET

95th and International - 57 Units  
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	Project Budget (57 units)
<b>RENTING</b>	
Advertising	\$3,700
Misc. Renting	550
<b>TOTAL RENTING</b>	<u>4,250</u>
<b>ADMINISTRATION</b>	
Office	2,715
Legal	3,042
Audit	11,165
Telephone/Computer	9,469
Tenant Relations	2,861
Misc. Administrative	2,847
<b>TOTAL ADMINISTRATION</b>	<u>32,100</u>
<b>MANAGEMENT FEE</b>	
Contract Management	60,704
<b>TOTAL MANAGEMENT</b>	<u>60,704</u>
<b>OPERATING</b>	
Electricity	12,211
Water	33,383
Gas	9,707
Sewer	29,778
Exterminating	2,410
Rubbish Removal	26,508
Misc. Operating	2,265
<b>TOTAL OPERATING</b>	<u>116,262</u>
<b>MAINTENANCE</b>	
Security	
Grounds	6,110
Repairs	10,562
Elevator	10,783
Unit Turns	4,553
Misc. Maintenance	419
<b>TOTAL MAINTENANCE</b>	<u>56,390</u>
<b>SALARIES AND BENEFITS</b>	
Office Salaries	61,655
Maintenance Salaries	48,048
Payroll Taxes and Benefits	48,849
<b>TOTAL SALARIES AND BENEFITS</b>	<u>158,552</u>
<b>TAXES AND INSURANCE</b>	
Real Estate Taxes	1,000
Business Taxes and Licenses	0
Insurance	21,000
Misc. Taxes and Insurance	0
<b>TOTAL TAXES AND INSURANCE</b>	<u>22,000</u>
<b>RESERVES AND OTHER EXPENSES</b>	
Replacement Reserves	34,200
City Asset Monitoring Fee	7,980
Social Programs	20,000
<b>TOTAL RESERVES AND OTHER COSTS</b>	<u>62,180</u>
<b>TOTAL OPERATING EXPENSES</b>	<u>\$512,438</u>

DEVELOPMENT COSTS & ELIGIBLE BASIS DETERMINATION

95th and International - 57 Units  
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	Project Budget	Res 93.91%	Retail 6.09%	Res TCAC % Eligible	TCAC Eligible Basis
<b>ACQUISITION COSTS</b>					
Purchase Price (Corner Parcel + City Owned Properties)	\$1,645,000	1,614,854	30,146	0%	0
Other Acquisition Costs	0	0	0	0%	0
<b>TOTAL ACQUISITION COSTS</b>	<b>1,645,000</b>	<b>1,614,854</b>	<b>30,146</b>		<b>0</b>
<b>PROFESSIONAL FEES</b>					
Architecture & Engineering	1,835,000	1,723,248	111,752	100%	1,723,248
Other Professional / Consulting	140,000	131,474	8,526	100%	131,474
<b>TOTAL PROFESSIONAL FEES</b>	<b>1,975,000</b>	<b>1,854,722</b>	<b>120,278</b>		<b>1,854,722</b>
<b>FEES AND PERMITS</b>					
City/County Fees and Permits	1,557,000	1,462,178	94,822	100%	1,462,178
Utility Fees/Costs	0	0	0	100%	0
<b>TOTAL FEES AND PERMITS</b>	<b>1,557,000</b>	<b>1,462,178</b>	<b>94,822</b>		<b>1,462,178</b>
<b>CONSTRUCTION COSTS</b>					
Demolition	108,681	102,062	6,619	0%	0
Offsite Improvements	100,000	93,910	6,090	100%	93,910
Site Improvements	1,865,995	1,752,355	113,640	100%	1,752,355
Landscaping / Common Areas	164,730	154,698	10,032	100%	154,698
Residential Structures	13,831,430	13,831,430	0	100%	13,831,430
Retail Core + Sneil	1,202,500	0	1,202,500	0%	0
General Conditions	1,037,566	974,378	63,188	100%	974,378
Contractor Overhead	357,935	336,136	21,798	100%	336,136
Contractor Profit	357,935	336,136	21,798	100%	336,136
Contractor Insurance	204,153	191,720	12,433	100%	191,720
Construction Bond Premiums	116,369	109,282	7,087	100%	109,282
Construction Contingency	1,934,729	1,816,904	117,826	100%	1,816,904
Construction Management	0	0	0	100%	0
<b>TOTAL CONSTRUCTION COSTS</b>	<b>21,282,022</b>	<b>19,699,011</b>	<b>1,583,011</b>		<b>19,596,949</b>
<b>FINANCING COSTS</b>					
Acquisition Loan Costs	0	0	0	0%	0
Gap Loan Costs	50,000	46,955	3,045	0%	0
Construction Loan Costs	75,000	70,432	4,568	7%	4,741
Construction Loan Fees	172,000	161,525	10,475	7%	10,872
Construction Period Interest	401,000	376,579	24,421	100%	376,579
Post-Construction Interest	231,000	216,932	14,068	0%	0
Permanent Loan Costs	0	0	0	0%	0
Permanent Loan Fees	0	0	0	0%	0
Bond Issuance Costs	0	0	0	0%	0
TCAC Fees	96,960	96,960	0	0%	0
Misc. Finance Costs	20,000	18,782	1,218	0%	0
<b>TOTAL FINANCING COSTS</b>	<b>1,045,960</b>	<b>988,166</b>	<b>57,794</b>		<b>392,191</b>
<b>OTHER COSTS</b>					
Furnishings, Fixtures & Equipment	200,000	200,000	0	100%	200,000
Marketing Costs	200,000	200,000	0	0%	0
Legal Fees	175,000	164,342	10,658	20%	32,868
Property Taxes	20,000	18,782	1,218	75%	14,086
Soft Cost Contingency	100,000	93,910	6,090	100%	93,910
Relocation Expenses	300,000	281,730	18,270	0%	0
Accounting / Audit / Insurance	435,000	408,508	26,492	90%	366,249
Developer Overhead	0	0	0	100%	0
Developer Fees	2,421,000	2,238,401	182,599	62.5%	1,400,000
Operating Deficit Reserve	464,304	464,304	0	0%	0
Other Reserves	0	0	0	0%	0
City of Oakland Loan Fee	166,000	155,891	10,109	0%	0
<b>TOTAL OTHER COSTS</b>	<b>4,481,304</b>	<b>4,225,868</b>	<b>255,436</b>		<b>2,107,114</b>
<b>TOTAL DEVELOPMENT COSTS / TOTAL ELIGIBLE BASIS</b>	<b>\$31,986,286</b>	<b>29,844,799</b>	<b>2,141,487</b>	<b>79%</b>	<b>\$25,413,154</b>
<b>TOTAL BASIS REDUCTION (Amount over Adjusted Threshold Basis Limit or Voluntary Exclusion)</b>					<b>(10,115,957)</b>
<b>TOTAL REQUESTED UNADJUSTED ELIGIBLE BASIS</b>					<b>15,297,197</b>
High Cost Area Adjustment					<b>130%</b>
<b>TOTAL ADJUSTED ELIGIBLE BASIS</b>					<b>19,886,356</b>
Applicable Fraction					<b>100%</b>
<b>TOTAL QUALIFIED BASIS</b>					<b>19,886,356</b>
Total Credit Reduction	0%				<b>0</b>
<b>TOTAL ADJUSTED QUALIFIED BASIS</b>					<b>19,886,356</b>

**TAX CREDIT CALCULATION**

**95th and International - 57 Units**  
**Development Profoma 2011 V1.2 - ILP**

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Total Project Cost	
Total Permanent Sources	
Funding Shortfall	
Total Qualified Basis	
Annual Federal Credits - Calculated	(1
Annual Federal Credits - Awarded	
Total Federal Credits (10 Years)	
Federal Tax Credit Price	
<b>Federal Tax Credit Investor Equity</b>	
Total Requested Unadjusted Basis	
Total 4-Year State Credits - Calculated	
Total 4-Year State Credits - Awarded	
<b>State Tax Credit Investor Equity</b>	
Calculated Acquisition Basis	
Available Acquisition Basis	
Annual Acquisition Credits - Calculated	
Annual Acquisition Credits - Awarded	
Total Acquisition Credits (10 Years)	
<b>Acquisition Tax Credit Investor Equity</b>	
<b>Total Tax Credit Investor Equity (Federal + State+ Acquisition)</b>	

<b>Threshold Basis Limits</b>	<b>2018 Alameda Limits</b>	<b>Units</b>	<b>Li</b>
Efficiency		0	249,0
1 Bedroom		27	287,0
2 Bedrooms		15	347,0
3 Bedrooms		15	444,0
4 Bedrooms		0	495,0
		<b>57</b>	

**SOURCES AND USES OF FUNDS**

95th and International - 57 Units  
 Development Profoma 2011 V1.2 - ILP  
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**Construction Sources and Uses**

<u>Construction Sources</u>		
Tax Credit Equity	1,705,113	10% of tax credit equity
Construction Loan	17,159,717	
City of Oakland RR Loan	6,640,000	
Alameda 1 County RR Loan	2,846,151	
City of Oakland Seller Carryback Loan	1,150,000	
Deferred Developer Fee	2,021,000	
Deferred Operating Reserve	464,304	
	<hr/>	
Total Construction Sources	31,986,286	
<u>Construction Uses</u>		
Total Development Cost	31,986,286	
 Amount Over/(Under)	 0	

**Permanent Sources and Uses**

<u>Sources</u>		
Tax Credit Equity	17,051,134	
Permanent Financing	1,158,000	
Tranche B Loan	3,141,000	
City of Oakland RR Loan	6,640,000	
Alameda 1 County RR Loan	2,846,151	
City of Oakland Seller Carryback Loan	1,150,000	
	<hr/>	
Total Permanent Sources	31,986,285	
<u>Uses</u>		
Total Development Cost	31,986,286	
 Amount Over/(Under)	 (0)	

Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
619,572	635,061	650,938	667,211	683,892	700,989	718,514	736,476	754,888	773,761	793,105	812,932	833,255	854,087	875,439	
4,104	4,207	4,312	4,420	4,530	4,643	4,759	4,878	5,000	5,125	5,253	5,385	5,519	5,657	5,799	
441,300	452,333	463,641	475,232	487,113	499,290	511,773	524,567	537,681	551,123	564,901	579,024	593,499	608,337	623,545	
(52,249)	(54,580)	(55,945)	(57,343)	(58,777)	(60,246)	(61,752)	(63,296)	(64,878)	(66,500)	(68,163)	(69,867)	(71,614)	(73,404)	(75,239)	
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
1,011,727	1,037,020	1,062,946	1,089,520	1,116,758	1,144,676	1,173,293	1,202,626	1,232,691	1,263,509	1,295,096	1,327,474	1,360,661	1,394,677	1,429,544	
(32,100)	(33,224)	(34,386)	(35,590)	(36,835)	(38,125)	(39,459)	(40,840)	(42,270)	(43,749)	(45,280)	(46,865)	(48,505)	(50,202)	(51,960)	
(60,204)	(62,828)	(65,027)	(67,503)	(69,659)	(72,097)	(74,620)	(77,232)	(79,935)	(82,733)	(85,628)	(88,625)	(91,727)	(94,938)	(98,261)	
(116,263)	(120,351)	(124,543)	(128,902)	(133,413)	(138,083)	(142,916)	(147,918)	(153,095)	(158,453)	(163,999)	(169,739)	(175,680)	(181,829)	(188,193)	
(56,390)	(58,364)	(60,400)	(62,521)	(64,709)	(66,974)	(69,318)	(71,744)	(74,255)	(76,854)	(79,544)	(82,328)	(85,209)	(88,191)	(91,278)	
(158,352)	(164,101)	(169,845)	(175,789)	(181,942)	(188,310)	(194,901)	(201,722)	(208,783)	(216,090)	(223,653)	(231,481)	(239,583)	(247,968)	(256,647)	
(1,009)	(1,025)	(1,051)	(1,077)	(1,104)	(1,131)	(1,160)	(1,189)	(1,218)	(1,249)	(1,280)	(1,312)	(1,345)	(1,379)	(1,413)	
(21,099)	(21,735)	(22,496)	(23,283)	(24,098)	(24,941)	(25,814)	(26,718)	(27,652)	(28,621)	(29,623)	(30,659)	(31,732)	(32,843)	(33,993)	
(4,250)	(4,399)	(4,553)	(4,712)	(4,877)	(5,048)	(5,224)	(5,407)	(5,596)	(5,792)	(5,995)	(6,205)	(6,422)	(6,647)	(6,879)	
(21,099)	(21,735)	(22,496)	(23,283)	(24,098)	(24,941)	(25,814)	(26,718)	(27,652)	(28,621)	(29,623)	(30,659)	(31,732)	(32,843)	(33,993)	
(42,180)	(42,180)	(42,180)	(42,180)	(42,180)	(42,180)	(42,180)	(42,180)	(42,180)	(42,180)	(42,180)	(42,180)	(42,180)	(42,180)	(42,180)	
(512,453)	(523,887)	(535,911)	(548,531)	(561,768)	(575,642)	(590,177)	(605,395)	(621,321)	(638,079)	(655,694)	(674,194)	(693,605)	(713,947)	(735,238)	
499,290	508,134	517,035	525,988	534,990	544,034	553,116	562,230	571,370	580,530	589,702	598,880	608,055	617,220	626,366	
(87,832)	(87,832)	(87,832)	(87,832)	(87,832)	(87,832)	(87,832)	(87,832)	(87,832)	(87,832)	(87,832)	(87,832)	(87,832)	(87,832)	(87,832)	
83,120	91,964	100,865	109,818	118,820	127,864	136,946	146,060	155,200	164,360	173,532	182,710	191,885	201,050	210,196	
(5,000)	(5,150)	(5,305)	(5,464)	(5,628)	(5,796)	(5,970)	(6,149)	(6,334)	(6,524)	(6,720)	(6,921)	(7,129)	(7,342)	(7,563)	
(15,000)	(15,450)	(15,914)	(16,391)	(16,883)	(17,389)	(17,911)	(18,448)	(19,002)	(19,572)	(20,159)	(20,764)	(21,386)	(22,028)	(22,689)	
63,120	71,364	79,647	87,964	96,310	104,679	113,065	121,463	129,865	138,264	146,654	155,025	163,370	171,680	179,945	
31,560	35,682	39,823	43,982	48,155	52,339	56,533	60,731	64,932	69,132	73,327	77,513	81,685	85,840	89,972	
31,560	35,682	39,823	43,982	48,155	52,339	56,533	60,731	64,932	69,132	73,327	77,513	81,685	85,840	89,972	
6,640,000	6,819,498	6,996,422	7,170,761	7,342,504	7,511,641	7,678,166	7,842,074	8,003,360	8,162,024	8,318,065	8,471,489	8,622,299	8,770,504	8,916,115	
199,200	199,200	199,200	199,200	199,200	199,200	199,200	199,200	199,200	199,200	199,200	199,200	199,200	199,200	199,200	
(10,702)	(22,276)	(24,461)	(27,457)	(30,662)	(32,675)	(35,293)	(37,914)	(40,536)	(43,158)	(45,777)	(48,390)	(50,995)	(53,589)	(56,168)	
6,819,498	6,996,422	7,170,761	7,342,504	7,511,641	7,678,166	7,842,074	8,003,360	8,162,024	8,318,065	8,471,489	8,622,299	8,770,504	8,916,115	9,059,147	
2,846,151	2,923,090	2,998,927	3,073,655	3,147,270	3,219,769	3,291,148	3,361,405	3,430,538	3,498,547	3,565,432	3,631,195	3,695,838	3,759,364	3,821,779	
85,385	85,385	85,385	85,385	85,385	85,385	85,385	85,385	85,385	85,385	85,385	85,385	85,385	85,385	85,385	
(8,445)	(9,548)	(10,656)	(11,769)	(12,886)	(14,006)	(15,128)	(16,251)	(17,375)	(18,499)	(19,622)	(20,742)	(21,858)	(22,970)	(24,076)	
2,923,090	2,998,927	3,073,655	3,147,270	3,219,769	3,291,148	3,361,405	3,430,538	3,498,547	3,565,432	3,631,195	3,695,838	3,759,364	3,821,779	3,883,087	
1,150,000	1,146,588	1,142,730	1,138,424	1,133,668	1,128,462	1,122,803	1,116,690	1,110,124	1,103,103	1,095,629	1,087,700	1,079,320	1,070,488	1,061,207	
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
(3,412)	(3,838)	(4,306)	(4,755)	(5,207)	(5,659)	(6,112)	(6,566)	(7,021)	(7,475)	(7,928)	(8,381)	(8,832)	(9,281)	(9,728)	
1,146,588	1,142,730	1,138,424	1,133,668	1,128,462	1,122,803	1,116,690	1,110,124	1,103,103	1,095,629	1,087,700	1,079,320	1,070,488	1,061,207	1,051,479	
1.20	1.22	1.24	1.26	1.29	1.31	1.33	1.35	1.37	1.39	1.42	1.44	1.46	1.48	1.51	

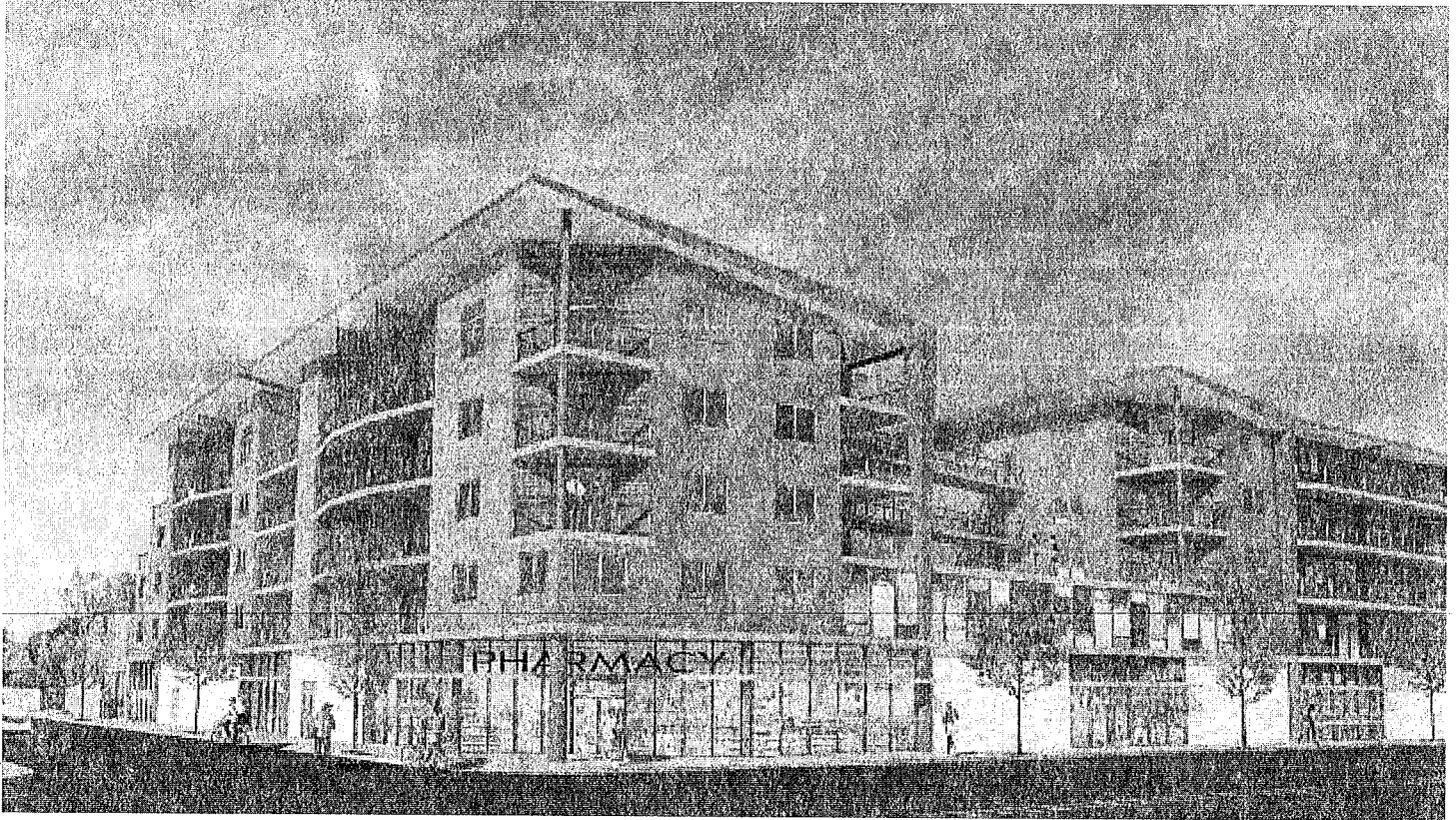
**ATTACHMENT D**

3050 International Blvd. Proposal

# DEVELOPMENT PROPOSAL

3050 INTERNATIONAL BOULEVARD

Oakland CA 94601



submitted by

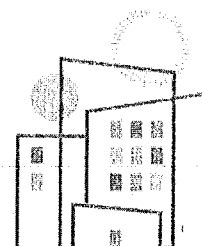
Native American Health Center

Satellite Affordable Housing Associates

September 11, 2017



**NATIVE AMERICAN  
HEALTH CENTER**



**SAHA**  
SATELLITE  
AFFORDABLE  
HOUSING  
ASSOCIATES





# NATIVE AMERICAN HEALTH CENTER



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**SECTION 1: COVER LETTER**

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September 11, 2017

Mr. Larry Gallegos  
Ms. Aliza Gallo  
City of Oakland  
250 Frank H. Ogawa Plaza Suite 3315  
Oakland, CA 94612

(via email [lagallegos@oaklandnet.com](mailto:lagallegos@oaklandnet.com) and [agallo@oaklandnet.com](mailto:agallo@oaklandnet.com) )

RE: Development Proposal for 3050 International Boulevard

Dear Mr. Gallegos and Ms. Gallo:

Native American Health Center (NAHC) and Satellite Affordable Housing Associates (SAHA) are pleased to present the attached proposal to create a vibrant, mixed-use community at 3050 International Boulevard. Our development concept includes 17,000 square feet of commercial space, anchored by a 7,000 square foot pharmacy, as well as 75 apartment homes, parking, and other amenities. All of the apartments will be affordable to working families earning 60 percent or less of the area median income. Rents will range from as low as \$318 per month up to \$1,556 depending on unit size and target affordability.

NAHC and SAHA will joint venture to carry out the proposed development. As a team, we bring NAHC's active presence in the neighborhood and vision for its future together with SAHA's expertise and successful track record in real estate development and property management.

NAHC is a non-profit Federally Qualified HealthCare Center that provides medical, dental, school-based, behavioral health, women infant & children and community wellness programs to its neighbors in Alameda County, San Francisco County and Contra Costa County. In calendar year 2016, NAHC's Oakland/Fruitvale clinic served over 8,900 unique community members with over 42,500 visits not counting its WIC and community wellness programs.



NAHC began serving community members in 1976 at the Fruitvale Medical Building, which is located directly across the street from the subject site. From its humble beginnings with a modest budget of a few hundred thousand dollars and a handful of employees, the agency currently works with an annual budget of almost \$30 million and over 260 employees; approximately 200 of which works within two blocks of the subject site. Over the past 40+ years, the agency has matured from being a tenant to becoming owner of multiple properties in San Francisco County and Alameda County. On International Blvd and within 2 blocks in both directions of the subject lot, NAHC is very proud of its portfolio of 3 properties comprising of over 52,000 square feet of commercial real estate and option control over 61,000 square feet of residential space allowing NAHC to provide services and stake its unwavering commitment to the community.

Consistent with its spirit of reinvesting in the neighborhood as evidenced by its recent redevelopment of the 2920 International Bodega property from a retail/warehouse property into an office/future clinical property, NAHC is excited to contribute to the continuous revitalization of the Fruitvale district by collaborating with SAHA in potentially developing 3050 International into the above-described project. The project concept is consistent with NAHC's vision for the neighborhood in providing the necessary affordable housing and services, which NAHC believes will contribute to the improvement of health and overall betterment of its neighbors in NAHC's home of Fruitvale.

SAHA is a nonprofit housing development corporation and property management company with over 50 years of experience in the field. SAHA specializes in creating infill housing and mixed use developments throughout the Bay Area for working families, seniors, and people with special needs. Our work is informed by our commitment to create a more just society that promotes the health, security, and personal development of all people regardless of their financial means.

SAHA's innovative properties provide more than 3,000 residents in seven counties in Northern California with much-needed affordable housing and services. With a commitment to high-quality design and responsive property management, we empower our residents to build better lives and



create healthier, safer neighborhoods. With 61 affordable communities completed in the Bay Area and a strong pipeline of new projects in development, SAHA is one of the most robust community-based nonprofit housing organizations in the region.

The attached submittal describes in detail our project concept and qualifications. We believe we are uniquely qualified to carry out the redevelopment of 3050 International Boulevard in a way that responds to current and future community needs; we look forward to working with you. Please direct any follow up questions and communications to Alan Wong either by email [alanw@nativehealth.org](mailto:alanw@nativehealth.org) or phone: 510-747-3042.

Sincerely,

Alan Wong, CFO

Native American Health Center

Enclosures:

cc: Eve Stewart, Martin Waukazoo

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## SECTION 2: PROJECT OVERVIEW

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## SECTION 2: PROJECT OVERVIEW

NAHC and SAHA envision a vibrant mixed-use development at 3050 International Boulevard that provides commercial space for the neighborhood as well as affordable residences for working families. The building will consist of commercial space and parking on the ground floor with 75 affordable apartments and associated amenities (community room, management & services offices) and a spacious garden located on the upper levels. The proposed building is a total of five floors (60' height) at a density of over 100 dwelling units (DU) per acre.

### **Commercial Component:**

As shown on the enclosed concept drawings, the proposed building includes approximately 17,000 square feet of commercial space, primarily located on the ground floor. Approximately 40% of this commercial space has been contingently committed, as we have identified Dolphin Health Pharmacy as the potential anchor tenant. Dolphin Health Pharmacy, an Oakland based specialty pharmacy has expressed written interest in occupying 7,000 square feet. The remaining commercial space will offer much needed space for office, retail, or food/restaurant uses especially for smaller, local businesses that have struggled to find space in this tight and highly competitive real estate market. The building will provide ample parking for commercial tenants (39 spaces proposed); in addition, its location directly on the new Bus Rapid Transit (BRT) line encourages transit use and will help to ease parking congestion in the area.

### **Residential Component:**

The Residential portion of the building will consist of approximately 75 affordable apartment homes and associated amenities located on floors 2-5 of the proposed building. A pedestrian entrance and secure lobby, and residential parking entrance will be located on Derby Avenue. Upstairs on the second floor are found the main activity areas including spacious community room, smaller craft/meeting room, property management offices, resident services coordination office, and on-site laundry. The community room and staff offices are within close proximity to each other and adjacent to the spacious podium-level open space. These adjacencies help to foster a strong community and sense of neighborliness among residents and also to facilitate indoor-outdoor activities such as gardening, farm-to-table cooking classes, community meals, and children's activities. As at all of our

buildings, SAHA will staff a Resident Services Coordinator on-site to assist residents in meeting their individual needs and to promote community-building at the property.

The apartments themselves will be a mix of studio, one-, two-, and three-bedroom apartments to accommodate a range of households and family sizes. All of the apartments will be income-restricted for households earning 60% or less of the area median income (AMI) which is a maximum of \$62,580 annually for a family of four. Proposed rental ranges are as follows:

Unit Type	Monthly Rental Range
Studio	\$318-\$683
1-Bedroom	\$344-\$1126
2-Bedroom	\$413-\$1351
3-Bedroom	\$471-\$1556

Please see attached **Table 1** for detailed unit mix and rents.

Residential parking will be accommodated in the parking garage with driveway access off of Derby Avenue. With the inclusion of parking lifts, 30 residential parking spaces can be accommodated in the garage.

**Green Building & Sustainable Design:**

Over the past 15 years, SAHA has made substantial investments in green building technologies at our housing developments and within our organization. Since 2003, the majority of SAHA's developments have incorporated renewable energy systems (photovoltaics and/or solar thermal) and we have recently upgraded our older buildings with PV systems using an incentive program from the State's California Solar Initiative. Our projects have been featured on the Build It Green Home tours and guidebook since 2005 and we have been called upon to set regional standards for green building through participation in pilot programs with Build It Green, HUD EnergyStar Midrise, and Bay-friendly Landscaping Coalition. We have set an internal goal of achieving a minimum of LEED Silver on all new construction projects and several of our newest developments have earned LEED Platinum accreditation.



At 3050 International Boulevard, sustainable design will be integrated into each design decision, from building orientation to material selection. We will manage indoor air quality by paying special attention to the sustainable elements of the heating, air conditioning, and water heating systems that are installed. Additional details that produce a more comfortable living space are efficient windows, increased ventilation, and avoiding the presence of Volatile Organic Compounds. Stormwater management will be integrated into the landscape design via bioswales; the use of drought tolerant landscape program will give the site a sustainable landscape identity. We will also work to implement virtual net-metering at the development to distribute savings from the property's photo-voltaic system back to tenants thereby directly reducing their individual electricity bills. We have successfully implemented net-metering at a recent development in the City of Sonoma. The overall goal for this project is to achieve a minimum LEED Silver certification.

**Timeline for Development:**

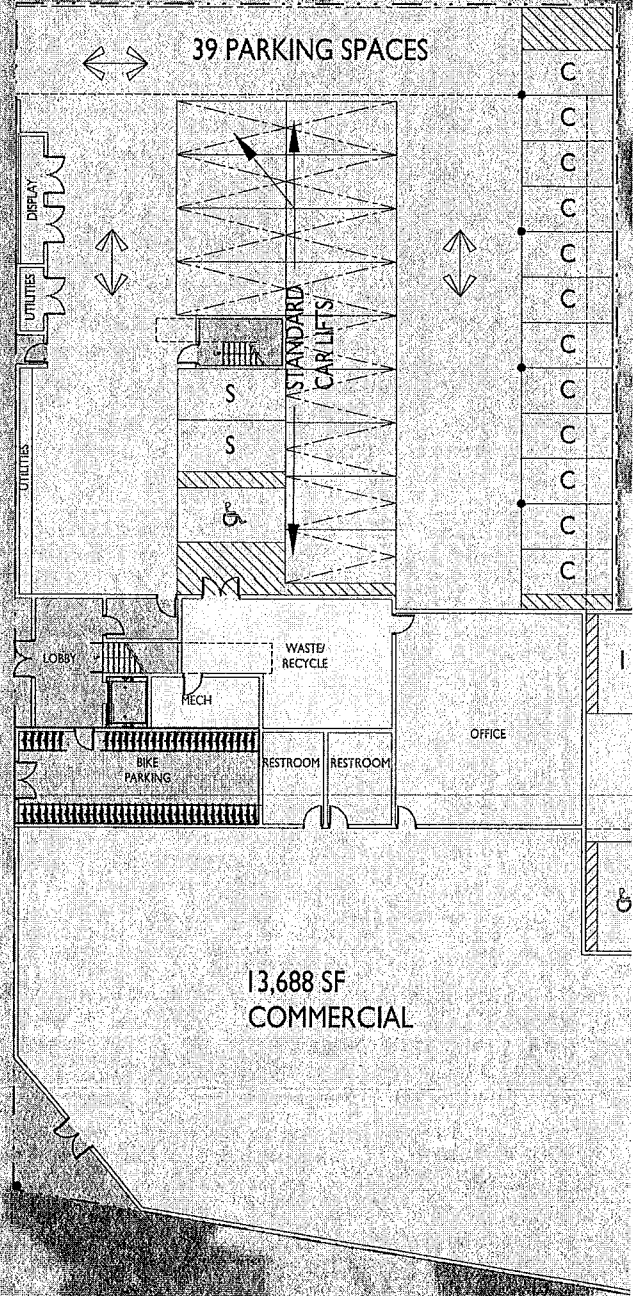
Please find below a detailed project schedule. We anticipate being able to complete the project in approximately four years. Below is an estimated schedule.

Milestone	Date
Negotiate Option to Ground Lease	Sept-Nov 2017
Execute Option to Ground Lease	Dec 2017
Begin Design & Community Engagement	Jan 2017
Planning Application Submittal	July 2018
Planning Approval	Jan 2019
Secure Project Funding	Jan-Dec 2019
Design Development, CDs/, Bldg Permit	Feb-Dec 2019
Exercise Option; Start Construction	Feb 2020
Complete Construction	Oct 2021



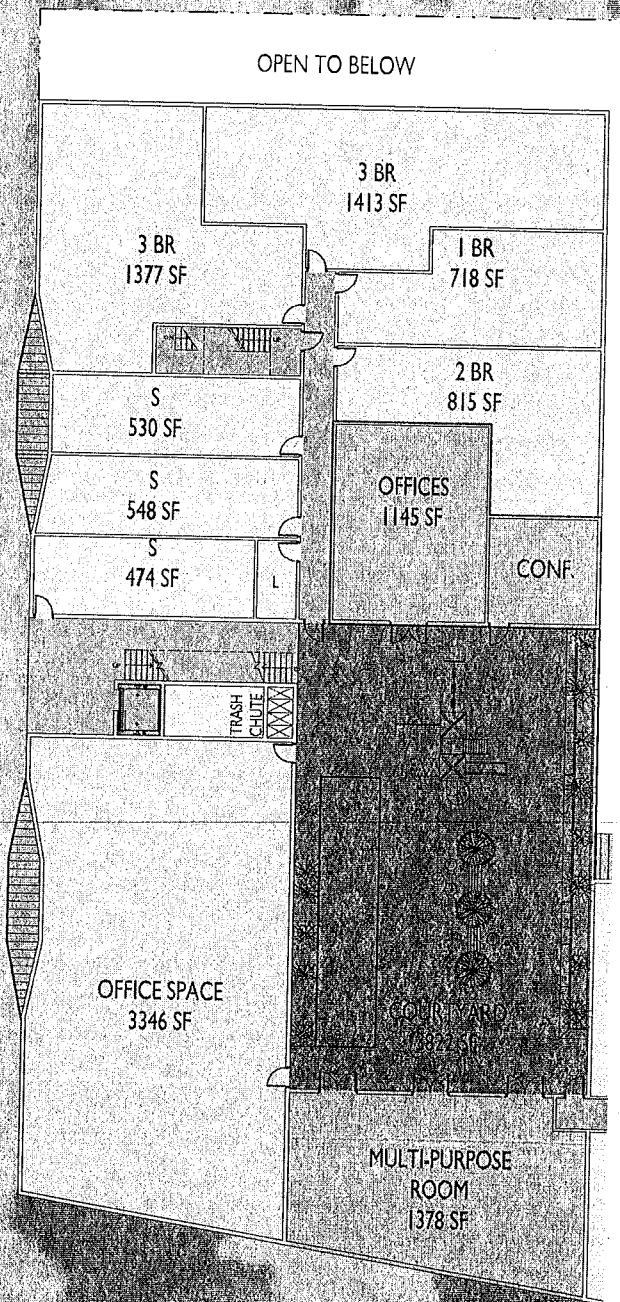
STREET VIEW





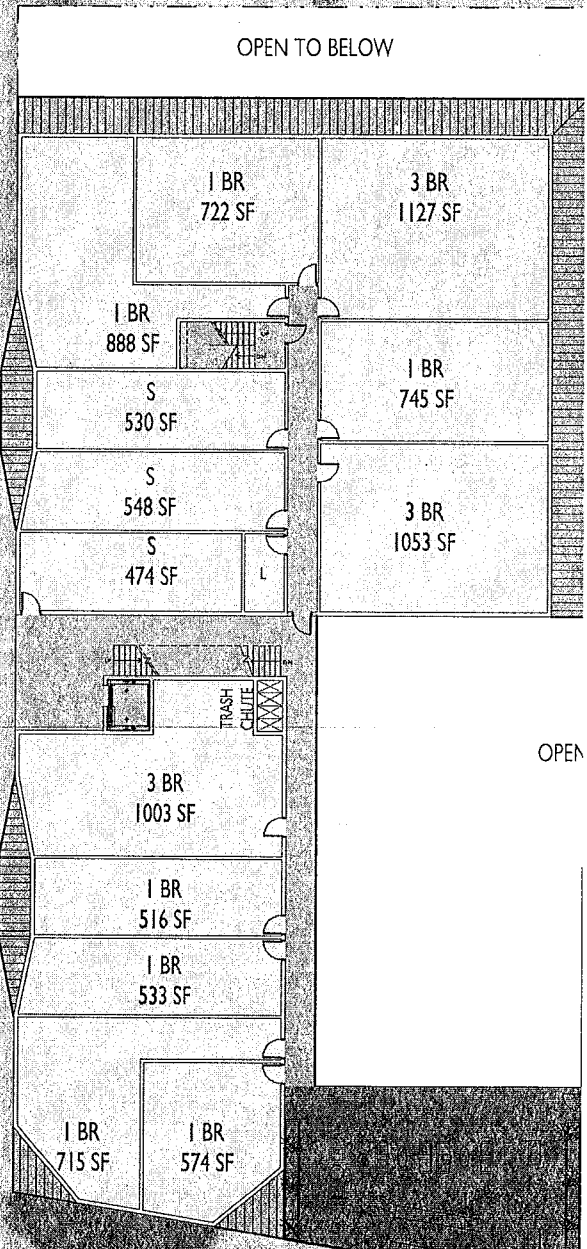
FIRST FLOOR DIAGRAM





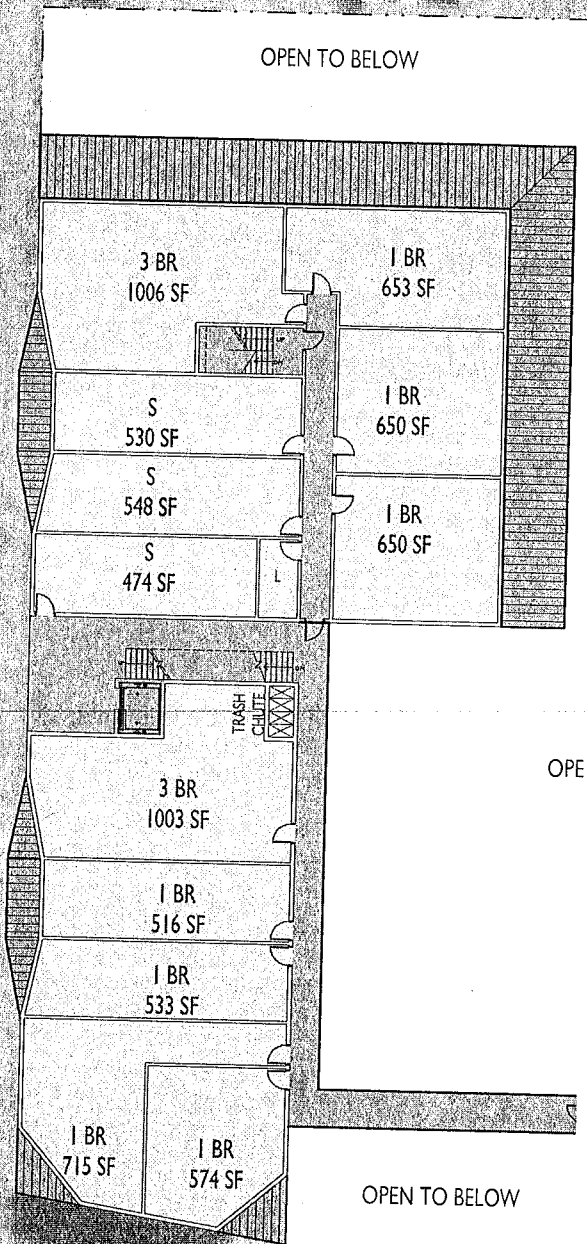
SECOND FLOOR DIAGRAM





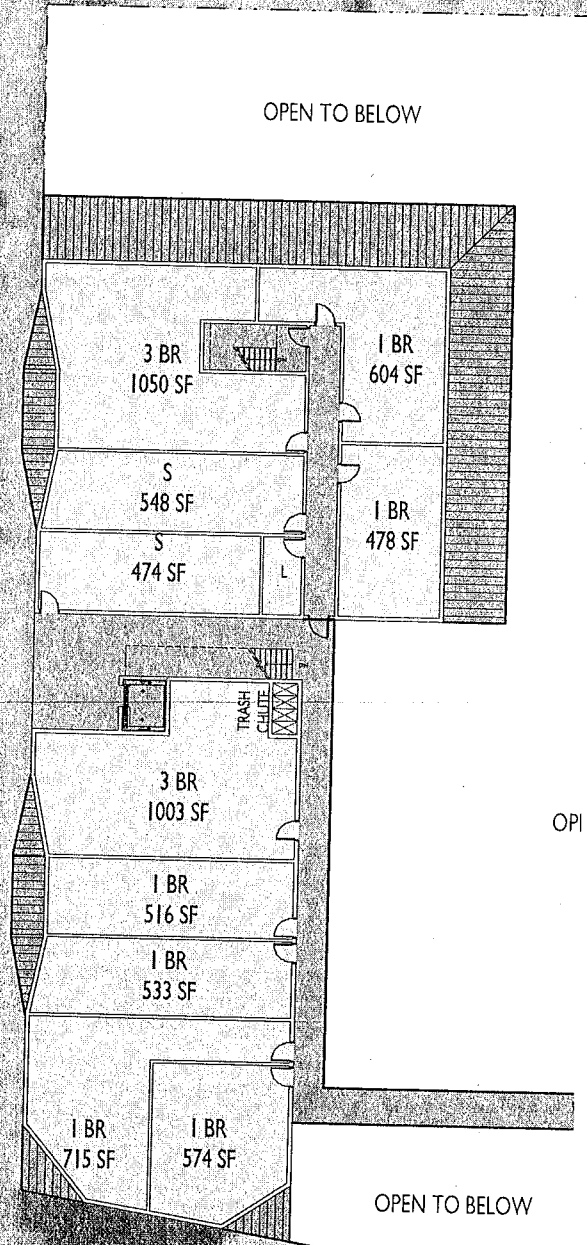
THIRD FLOOR DIAGRAM





FOURTH FLOOR DIAGRAM





FIFTH FLOOR DIAGRAM





BUILDING SETBACK  
TO MITIGATE IMPACT  
ON ADJACENT  
STRUCTURES

AERIAL MASSING VIEW



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## SECTION 3: FINANCING PLAN

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### SECTION 3: FINANCING PLAN

SAHA has a strong reputation in the industry as an innovative and capable developer and is highly-regarded by financial partners. SAHA has an excellent record of securing long-term competitive subsidies from local, state, and federal sources as well as private equity and debt that are needed to provide low-income residents with permanently affordable housing.

The total development budget for 3050 International Boulevard is estimated at \$49 million. This total includes land costs as well as all hard and soft costs associated with the development of the parking garage and parking systems, the residences and the commercial space built out to a “warm vanilla shell” finish.<sup>1</sup> Please note that all construction costs assume prevailing wages, compliance with Section 3 federal hiring requirements, and City of Oakland’s local hire requirements.

Key items to note include:

- **Land Acquisition.** We propose to acquire a 99-year ground lease interest in the land for \$2.4 million (\$74 per square foot), to be provided as a lump sum payment. We propose entering into a five-year Option to Ground Lease Agreement with the City in order for NAHC/SAHA to establish site control during the entitlement process and predevelopment period. The option will be exercised and the ground lease executed no later than the start of construction.
- **9% LIHTC Program.** The financing plan includes the use of 9% low-income housing tax credits (LIHTC), which we project will generate over \$26 million in private equity proceeds. SAHA has used 9% tax credit to fund the majority of our new construction projects over the past 10 years. LIHTC is a program of the Internal Revenue Service (IRS) and is not subject to annual congressional approval.
- **City & County Funds.** In order to achieve rents affordable to low and extremely low income families, SAHA will work with the City of Oakland and Alameda County to secure deferred payment, low interest loans for the project. With the recent passage of voter initiatives to fund affordable housing (Oakland’s KK program and Alameda County’s A-1), the City and County have new resources to contribute to the creation of permanent affordable housing.
- **Private Debt.** The financing plan includes a private construction loan, to be provided by a major financial institution such as Citibank in the amount of approximately \$32 million. We

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<sup>1</sup> A warm vanilla shell typically refers to a commercial building finished with ceilings, lighting, plumbing, heating and cooling (HVAC), interior walls (painted or unpainted), electrical outlets, elevators, rest rooms, and a concrete floor. A warm vanilla shell is ready for tenant improvements such as furniture, fixtures, and equipment (FFE) necessary to conduct business.

estimate the permanent mortgages, typically financed through the same institution providing the construction loan, to be in the amount of \$10.2 million.

Please note that an alternative financing plan, incorporating a relatively new State funding program known as the Affordable Housing & Sustainable Communities (AHSC) program, is also possible. AHSC, funded through California's cap & trade emissions market, debuted in 2015 and provides funding for transit-oriented affordable housing as well as transit-related improvements. SAHA was one of the few organizations in the State to secure funding for our projects during the program's first and second award rounds in 2015 and 2016. Because the AHSC funds require substantial coordination with local Public Works department and transit agencies, additional research is required to determine if AHSC funding would be appropriate for this project. Therefore, we chose to model our financing plan on 9% LIHTC funding; however, we will continue to explore the feasibility of incorporating AHSC funds at this project.

**Financing Plan**

<b>Construction</b>		<b>Permanent</b>	
<b>Uses</b>		<b>Uses</b>	
\$ 2,400,000	Land / Acquisition	\$ 2,400,000	Land / Acquisition
\$ 37,131,356	Construction Hard Costs	\$ 37,131,356	Construction Hard Costs
\$ 2,042,225	Architecture	\$ 2,042,225	Architecture
\$ 105,000	Survey & Engineering	\$ 105,000	Survey & Engineering
\$ 2,151,035	Construction Interest & Fees	\$ 2,151,035	Construction Interest & Fees
\$ -	Permanent Financing Costs	\$ 95,871	Permanent Financing Costs
\$ 70,000	Owner Legal	\$ 70,000	Owner Legal
\$ -	Reserves	\$ 1,003,032	Reserves
\$ 2,428,786	Other Costs	\$ 2,463,786	Other Costs
\$ 760,000	Developer Costs	\$ 1,460,000	Developer Costs
\$ 151,170	Syndication Costs	\$ 234,340	Syndication Costs
<b>\$ 47,239,572</b>	<b>Total Uses</b>	<b>\$ 49,156,794</b>	<b>Total Uses</b>
<b>Sources</b>		<b>Sources</b>	
\$ -	Perm Loan Tranche A	\$ 2,093,493	Perm Loan Tranche A
\$ -	Perm Loan Tranche B - Sec 8	\$ 4,893,620	Perm Loan Tranche B - Sec 8
\$ -	Commercial Loan	\$ 3,252,565	Commercial Loan
\$ 2,624,738	Federal Tax Credit Equity	\$ 26,247,375	Federal Tax Credit Equity
\$ 740,000	FHLB AHP	\$ 740,000	FHLB AHP
\$ 4,200,000	City of Oakland	\$ 4,200,000	City of Oakland
\$ 7,129,741	Alameda County A1	\$ 7,129,741	Alameda County A1
\$ 600,000	HOPWA - Alameda County	\$ 600,000	HOPWA - Alameda County
\$ 31,945,094	Construction Loan		
<b>\$ 47,239,572</b>	<b>Total Sources</b>	<b>\$ 49,156,794</b>	<b>Total Sources</b>

### Unit Mix (Rent and Income Levels)

Bedrooms	AMI	Subsidy Description	Section 8	Total Units	Gross Rent	Utility Allowance	Net Rent	Proposed Rent	Annual Rental Income	FMR/ Contract Rents	Sec Pay
0	20%		No	2	\$ 365	\$ 47	\$ 318	\$ 318	\$ 7,632		
0	30%		No	2	\$ 547	\$ 47	\$ 500	\$ 500	\$ 12,000		
0	40%			7	\$ 730	\$ 47	\$ 683	\$ 683	\$ 57,372		
1	20%	OHA	Yes	3	\$ 391	\$ 47	\$ 344	\$ 344	\$ 12,384	\$ 1,725	\$
1	30%	OHA	Yes	1	\$ 586	\$ 47	\$ 539	\$ 539	\$ 6,468	\$ 1,725	\$
1	50%		No	10	\$ 978	\$ 47	\$ 931	\$ 931	\$ 111,720		
1	50%		No	0	\$ 978	\$ 47	\$ 931	\$ 931	\$ -		
1	60%		No	7	\$ 1,173	\$ 47	\$ 1,126	\$ 1,126	\$ 94,584		
2	20%	OHA	Yes	8	\$ 469	\$ 56	\$ 413	\$ 413	\$ 39,648	\$ 2,175	\$
2	30%	OHA	Yes	0	\$ 703	\$ 56	\$ 647	\$ 647	\$ -	\$ 2,175	\$
2	30%		No	0	\$ 703	\$ 56	\$ 647	\$ 647	\$ -		
2	40%		No	0	\$ 938	\$ 56	\$ 882	\$ 882	\$ -		
2	50%		No	6	\$ 1,173	\$ 56	\$ 1,117	\$ 1,117	\$ 80,424		
2	60%		No	8	\$ 1,407	\$ 56	\$ 1,351	\$ 1,351	\$ 129,696		
3	20%	OHA	Yes	2	\$ 542	\$ 71	\$ 471	\$ 471	\$ 11,304	\$ 3,020	\$
3	30%	OHA	Yes	4	\$ 813	\$ 71	\$ 742	\$ 742	\$ 35,616	\$ 3,020	\$
3	30%		No	0	\$ 813	\$ 71	\$ 742	\$ 742	\$ -		
3	40%	OHA	No	4	\$ 1,084	\$ 71	\$ 1,013	\$ 1,013	\$ 48,624		
3	50%			5	\$ 1,356	\$ 71	\$ 1,285	\$ 1,285	\$ 77,100		
3	60%			5	\$ 1,627	\$ 71	\$ 1,556	\$ 1,556	\$ 93,360		
3		Managers		1	\$ -						
Total:				75					\$ 817,932		

### Square Footage of Units

Unit Type (# of bedrooms)	Count	Avg. square feet per unit tupe	Residential Area
0	11	450	4950
1	21	575	12075
2	22	850	18700
3	21	1050	22050
4	0	1200	0
Total:		75	57775

TCAC 9% Minimum square footages
200
500
750
1000
1200

---

## SECTION 4: QUALIFICATIONS

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#### SECTION 4: QUALIFICATIONS & EXPERIENCE

SAHA Housing Development will lead the development phase of this joint venture project between NAHC and SAHA. The SAHA Housing Development team is highly skilled in all phases of project development including site acquisition, managing design and entitlements, securing project financing, and overseeing construction completion. Satellite Affordable Housing Associates (SAHA) has developed a total of 61 affordable apartment communities throughout the Bay Area and own and manage over 40,000 square feet of commercial space. SAHA specializes in higher-density urban-infill developments. Each potential development site is evaluated closely to ensure it is located near quality-of-life amenities such as transit, schools, health clinics, parks, and shopping. On every project, the architectural team is carefully selected to ensure it has the right design aesthetic for the surrounding neighborhood as well as the appropriate experience. Representative, recent projects are highlighted on the following pages. In addition, a full project list documenting SAHA's legacy over the past 50 years, is included.

SAHA's development efforts will be overseen and implemented by Eve Stewart and the experienced members of her team. The following key staff members will be involved in the development of this project:

- **Eve Stewart**, Director of Housing & Real Estate Development. Eve will oversee all aspects of SAHA's work to develop 3050 International Boulevard and will be the primary point of contact during the acquisition and predevelopment phase.
- **Katie Fisher**, Project Manager. Katie will carry out day-to-day project management work including managing the design & entitlements process and securing construction and permanent financing for the project.
- **Ruben Farias**, Assistant Project Manager. Ruben will provide support to Jonathan and Eve on a variety of tasks (due diligence, community outreach, funding applications) during all phases of the project.

This joint venture will be NAHC's second mixed-use project partnership with a non-profit housing development agency. NAHC together with a different partner completed its flagship 7 Directions

Medical Clinic and Apartments almost 10 years ago and NAHC envisage that it will enjoy the same success for this contemplated project. The NAHC key staff member that will be working closely with SAHA will be Alan Wong.

- **Alan Wong CPA**, Chief Financial Officer. Alan will be working closely with SAHA on all phases of this project to ensure its successful completion. Prior to beginning his healthcare career, Alan spent over 20 years in real estate and has experience in private equity, development and brokerage.

#### SAHA References:

**Norma Thompson, Manager**

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250 Frank Ogawa Plaza  
Oakland, CA 94612  
Phone: 510. 238.7137  
Email: [NThompson@oaklandnet.com](mailto:NThompson@oaklandnet.com)

**Michelle Starratt, Deputy Director**

Alameda County Housing & Comm. Dev't  
224 W. Winton Ave., Room 108  
Hayward, CA 94544-1215  
Phone: 510.670.5207  
Email: [michelle.starratt@acgov.org](mailto:michelle.starratt@acgov.org)

**Paul Buddenhagen, Director**

City of Berkeley Housing & Community Services  
2180 Milvia Street  
Berkeley, CA  
Phone: 510.981.5426  
Email: [PBuddenhagen@cityofberkeley.info](mailto:PBuddenhagen@cityofberkeley.info)

**Fiona Hsu, Manager**

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555 Mission Street, Suite 900  
San Francisco, CA 94105  
Phone: 415. 764. 3125  
Email: [fhsu@svb.com](mailto:fhsu@svb.com)

**Lori Saito, Vice President**

Community Lending & Investment  
Wells Fargo Bank - Debt  
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San Francisco, CA 94105  
Phone: 415.396.0965  
Email: [saitol@wellsfargo.com](mailto:saitol@wellsfargo.com)

**Dan Wendle, Vice President**

Raymond James Tax Credit Funds  
Phone: 503.675.3933  
Email: [Dan.Wendle@RaymondJames.com](mailto:Dan.Wendle@RaymondJames.com)



**NAHC References:**

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Economic Development Manager  
City of Oakland  
250 Frank H. Ogawa Plaza Suite 3315  
Oakland, CA 94612  
Phone: 510 238-7405  
Email: [agallo@oaklandnet.com](mailto:agallo@oaklandnet.com)

John H. Self  
Director Public Finance/Municipal Placements  
Wells Fargo Bank  
1700 Lincoln 21<sup>st</sup> Floor  
Denver, CO 80203  
Phone: 303 863-6461  
Email: [John.h.self@wellsfargo.com](mailto:John.h.self@wellsfargo.com)

Jonathan Shindo  
Senior Vice President  
Wells Fargo Bank  
794 Davis Street First Floor, Suite 100  
San Leandro, CA 94577  
Phone: 510 347-2521  
Email: [Jonathan.Shindo@wellsfargo.com](mailto:Jonathan.Shindo@wellsfargo.com)

COMPLETION DATE  
December 2014

TOTAL COST  
\$33,663, 76

DENSITY  
13 units acre

NUMBER OF UNITS  
92 Total  
91 - 1 bedrooms  
1 - 2 bedroom

INCOME LEVELS  
20%- 0% AMI

ARCHITECT  
David Baker Architects

GENERAL CONTRACTOR  
Roberts-Obayashi

FINANCING PARTNERS  
Oakland Housing  
Authority  
9% Tax Credits  
State HCD, MHP  
FHLB AHP  
California Community  
Reinvestment Corp

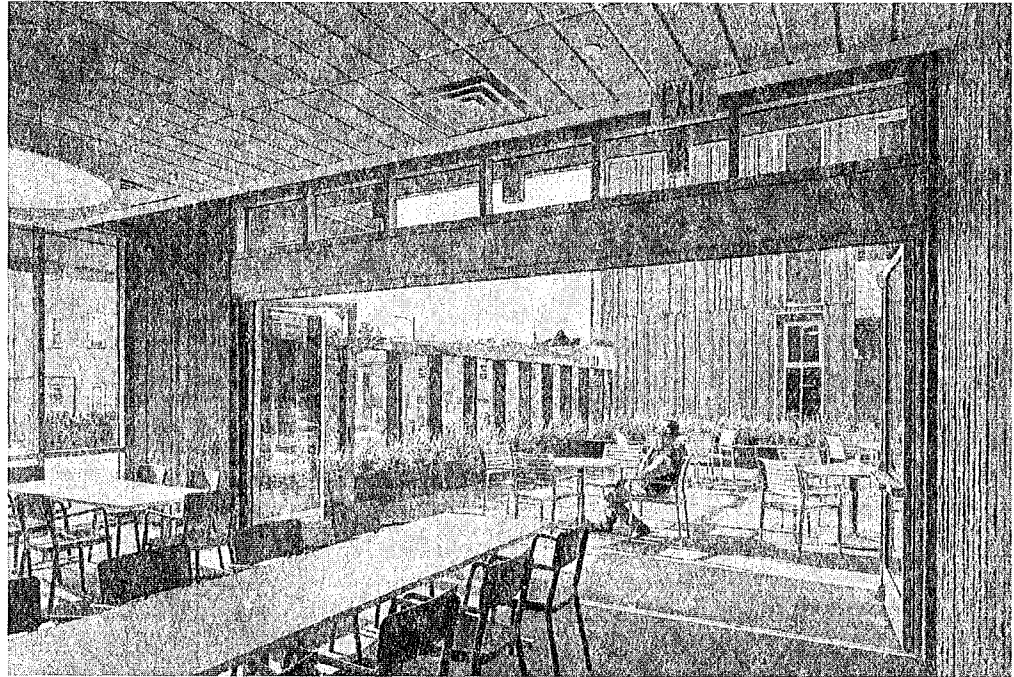
PROPERTY MANAGER  
SAHA

SERVICE COORDINATOR  
SAHA  
St. Mary's Center



# LAKESIDE SENIOR APARTMENTS

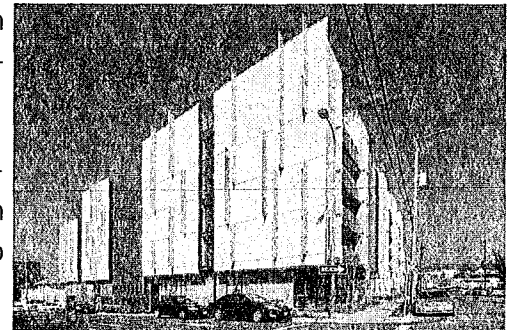
1507 2nd AVENUE, OAKLAND, CA



Lakeside Senior Apartments includes 92 apartments affordable to seniors with incomes between 20 and 0 percent of median. Thirty-two units are reserved for homeless seniors with special needs. The project received a fifteen-year commitment for ninety-one (91) Oakland Housing Authority project-based Section vouchers that will ensure that the apartments are affordable to seniors with even lower incomes, including those living on SSI.

The building includes a number of areas where residents can interact with each other throughout their daily activities. The first floor community room includes a community kitchen, dining area, and television lounge. It opens onto a large patio with vibrant landscaping and patio tables to encourage social interactions among residents. The adjacent library room includes computer workstations with high-speed internet access drop-in computer classes are provided at no cost to residents. Two ground floor services offices and a multipurpose room provide space for both SAHA and St. Mary's Center service providers to conduct health outreach and case management. Laundry facilities are located on all five floors, further encouraging resident contact. The fifth floor community room includes a second community kitchen and dining room where residents can enjoy sweeping views of Lake Merritt. The adjacent Wellness Room encourages physical exercise and social interaction.

Lakeside Senior Apartments is ideally located to offer seniors the opportunity to age in place in their community with easy access to amenities and services.



COMPLETION DATE  
April 2015

TOTAL COST  
\$26,000,000

DENSITY  
57 Units per Acre

NUMBER OF UNITS  
48

INCOME LEVELS  
20-50% AMI

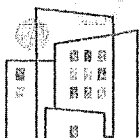
ARCHITECT  
Van Meter Williams  
Pollack LLP

GENERAL CONTRACTOR  
James E. Roberts-  
Obayashi Corp

FINANCING PARTNERS  
City of Walnut Creek  
Contra Costa County  
CalHFA  
Wells Fargo Bank  
CTCAC

PROPERTY MANAGER  
SAHA PM

SERVICE COORDINATOR  
SAHA



**SAHA**  
SATELLITE  
AFFORDABLE  
HOUSING  
ASSOCIATES

# ARBOLEDA

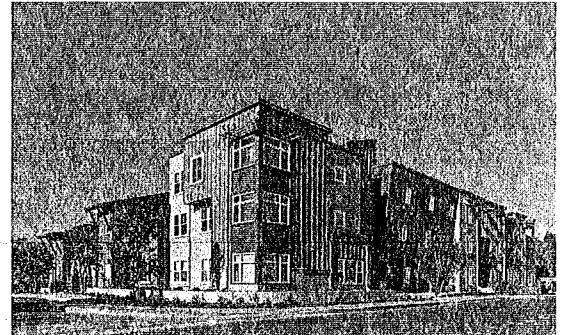
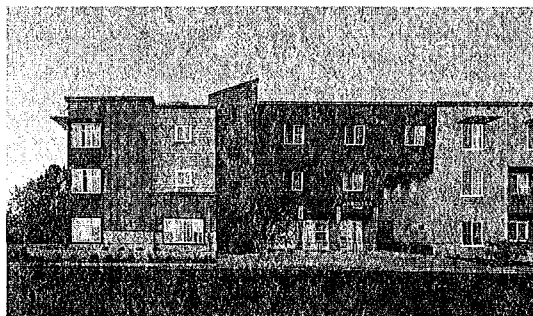
## 1550 THIRD AVENUE, WALNUT CREEK



Arboleda is a 48-unit community for very low-income families and individuals. Located in Walnut Creek, Arboleda provides permanent affordable housing for households whose income is at or below 50% of the area median.

15 units are reserved for families in which at least one member has a developmental disability. Two units are reserved for families in which at least one member is living with HIV/AIDS. The Housing Authority of the County of Contra Costa provided 29 project-based Section 8 vouchers, which were assigned to the units described above and 12 additional units. In addition, five units are reserved for families in which at least one member has a serious mental illness.

Arboleda is a three story structure built over a subterranean parking garage on a 0.84 acre site. The homes are a mix of one, two and three bedroom apartments and include both two story townhomes and flats. Common amenities include a community room opening onto a generously sized internal court-yard, a computer room, a children's play structure and informal seating areas. This environmentally sustainable building includes a 44.2kW photovoltaic system, a solar hot water heating system, ample bicycle storage and individual water meters for each unit. Arboleda is certified LEED Platinum.



# MADISON @14TH APARTMENTS

160 14th Street Oakland, CA 94612

COMPLETION DATE  
April 200

TOTAL COST  
\$30,900,000

DENSITY  
241 units acre

NUMBER OF UNITS  
79 Total  
Studio, 1 bd, 2bd, 3 bd

INCOME LEVELS  
2 -60% AMI  
Transition-Age Youth

ARCHITECT  
Leddy Maytum Stacy  
Architects

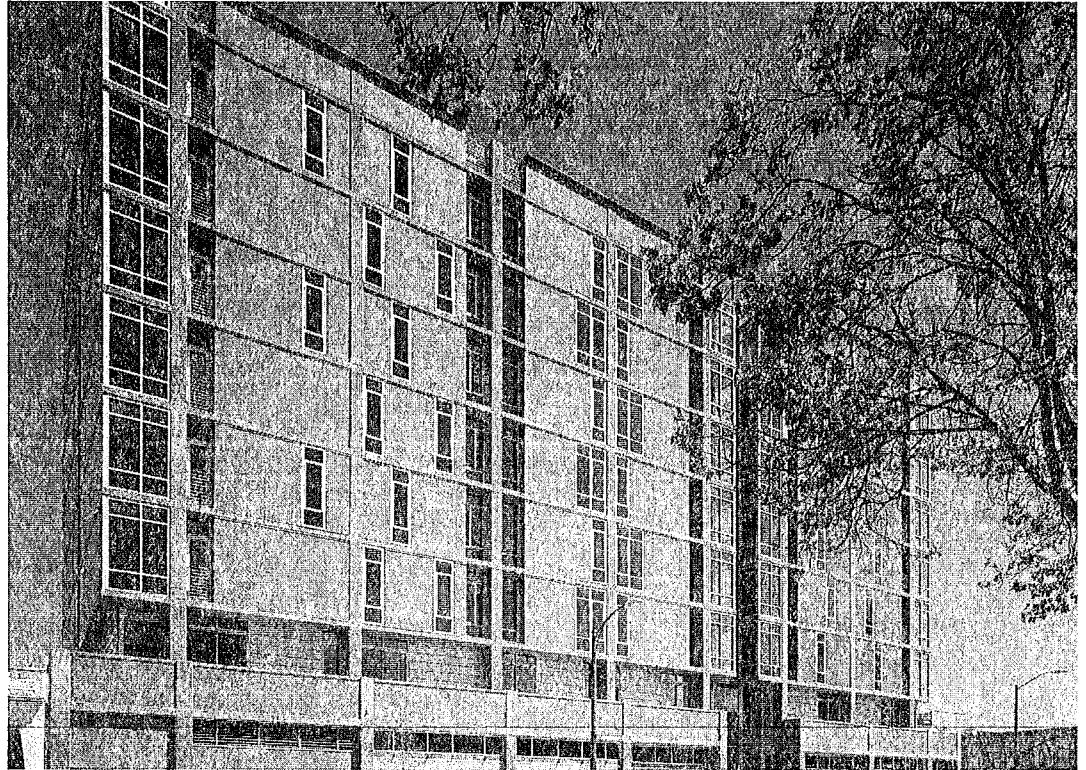
GENERAL CONTRACTOR  
Nibbi Brothers  
Construction

FINANCING PARTNERS  
City of Oakland  
Alameda County  
California MHP  
4% Tax Credits  
FHLB AHP  
US Bank

PROPERTY MANAGER  
SAHA

COMMERCIAL SPACE  
2,600 s . ft retail

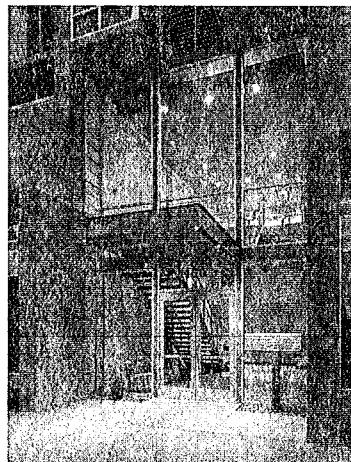
SERVICE COORDINATOR  
First Place for Youth  
Toolworks



Madison 14th Apartments targets traditionally underserved populations homeless foster youth and working families. Designed by Leddy Maytum and Stacy, Madison 14th was awarded a Bay Area Regional Design Award for Best Residential Building by the American Institute of Architecture. The building also includes 2,600 s . ft. of retail space.

Through a groundbreaking partnership with First Place For Youth, Madison 14th provides support programming to transitioning foster care youth that includes employment and education counseling, physical and mental health workshops, economic literacy classes, transition groups, self-suf ciency skills development, and community building events.

Madison 14th includes photovoltaic solar panels to provide energy needed for lighting and heating the common areas, community room and social service space.





COMPLETION DATE

April 2013

TOTAL COST

\$2 ,400,000

DENSITY

N A

NUMBER OF UNITS

101 - Studios

INCOME LEVELS

2 %- 0% AMI

ARCHITECT

Anne Phillips Architec-  
ture

GENERAL CONTRACTOR

J.H.Fitzmaurice Inc.

FINANCING PARTNERS

City of Oakland HOME,  
RDA PATH grant  
Oakland Housing Au-  
thority

Alameda County MHSA  
HOPWA

CALHFA

State of California HCD

FHLB AHP

9% Tax Credits

PROPERTY MANAGER

ohn Stewart Co.

SERVICE COORDINATOR

Lifelong Medical Care



**SAHA**  
SATELLITE  
AFFORDABLE  
HOUSING  
ASSOCIATES

# THE SAVOY

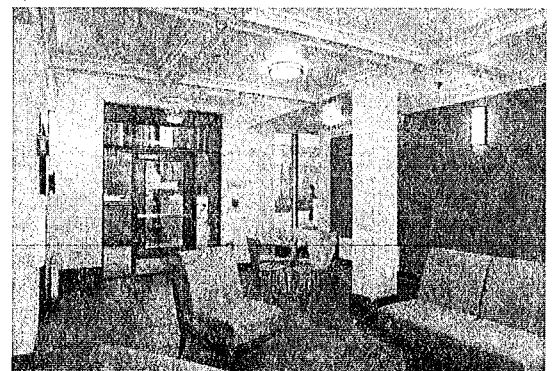
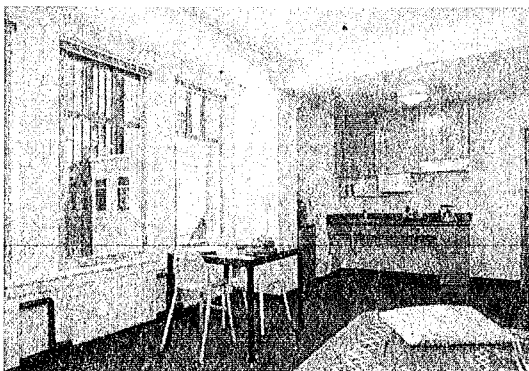
## 1424 JEFFERSON STREET, OAKLAND, CA



The Savoy involves the substantial rehabilitation of two adjacent properties in downtown Oakland that were originally constructed over 100 years ago the Oaks Hotel located at 711th Street and the adjacent property, the Jefferson Inn at 1424 Jefferson Street. The 7-story Oaks Hotel was previously in use as an 184-unit SRO hotel with shared bathrooms and kitchens serving formerly homeless individuals. The 6-story Jefferson Inn was operated as a 60-room market rate hotel with two commercial spaces.

The ground floors of both buildings are joined to create a central entrance of the Savoy on Jefferson Street and common area amenities including 24-hour front desk service, services offices, computer library and lounge areas. The project offers 101 studio apartments to serve homeless and chronically homeless households as well as residents with mental health disabilities and other special needs.

Lifelong Medical Care provides onsite services to help residents maintain their housing and achieve their personal goals. Property management services are provided by the John Stewart Company.



COMPLETION DATE  
May 2012

TOTAL COST  
\$2,400,000

DENSITY  
20 units acre

NUMBER OF UNITS  
70 Total  
- Studios  
- 1 bedrooms  
10 - 2 bedrooms

INCOME LEVELS  
30%- 0% AMI

ARCHITECT  
Leddy Matum Stacy

GENERAL CONTRACTOR  
Nibbi Brothers

FINANCING PARTNERS  
City of Oakland  
Alameda County MHSA  
HOPWA  
9% Tax Credits  
State HCD Infill Grant  
FHLB AHP  
Union Bank

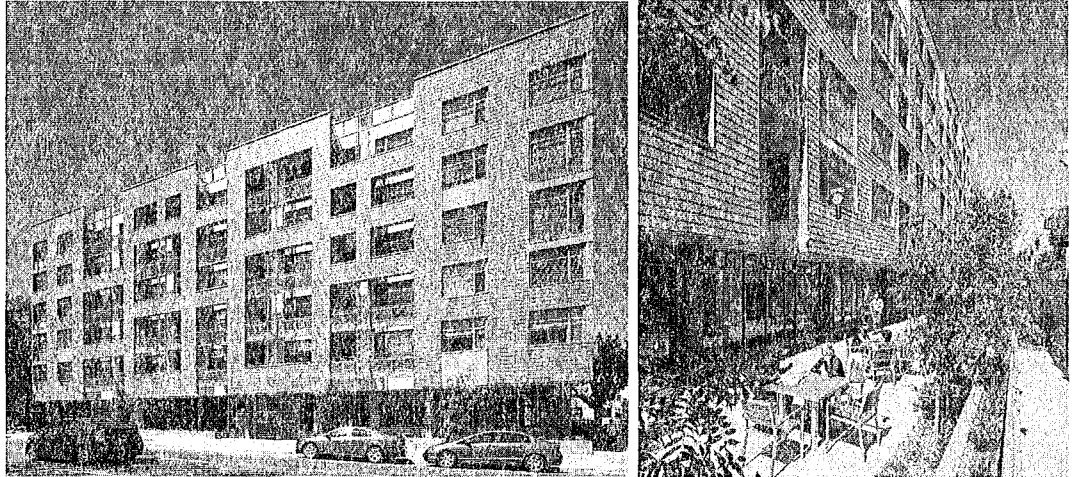
PROPERTY MANAGER  
SAHA

SERVICE COORDINATOR  
SAHA



# MERRITT CROSSING

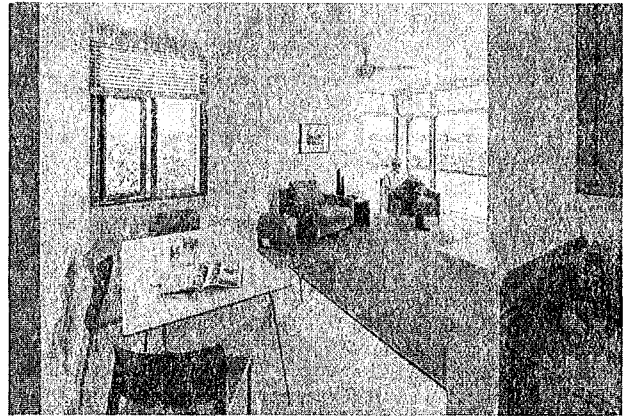
## 609 OAK STREET, OAKLAND, CA



Merritt Crossing Senior Apartments includes 70 apartments affordable to seniors with incomes between 30 and 50 percent of median. The project has received a fifteen-year commitment for fifty (50) Oakland Housing Authority project-based Section 8 vouchers that will ensure that the apartments are affordable to seniors with even lower incomes, including those living on SSI.

The building includes a number of areas where residents can interact with each other throughout their daily activities. The community room is on the first floor and opens onto the large, 3,000 square foot open space. The open space provides space for a community garden for residents, and also encourages physical exercise and social interactions among residents. The community room includes computer workstations; drop-in computer classes are provided at no cost to residents. A large services office off the lobby provides space for visiting service providers to conduct health outreach and case management. The main laundry facilities are nearby, further encouraging resident contact. Each unit in the development includes access to high-speed internet at no cost to the resident.

Merritt Crossing Senior Apartments is ideally located to offer seniors the opportunity to age in place in their community with easy access to amenities and services. Lake Merritt BART is two blocks away. A variety of grocery stores, senior centers, parks, shopping, and medical services are all within ½ mile. Located just outside Oakland's Chinatown there are a number of other service providers active in the neighborhood including Family Bridges, Asian Health Services, LifeLong Medical Care and Bay Area Community Services.



# HARMON GARDENS

3240 Sacramento Street, Berkeley, CA 94702

## COMPLETION DATE

August 2011

## TOTAL COST

\$6,400,000

## DENSITY

106 units acre

## NUMBER OF UNITS

16 Total

1 Studios 1 2bedroom

## INCOME LEVELS

30- 0% AMI

## ARCHITECT

HKIT Architects

## GENERAL CONTRACTOR

Midstate Construction

## FINANCING PARTNERS

City of Berkeley

Alameda County

9% Tax Credits

MHSA

FHLB AHP

Berkeley Housing

Authority

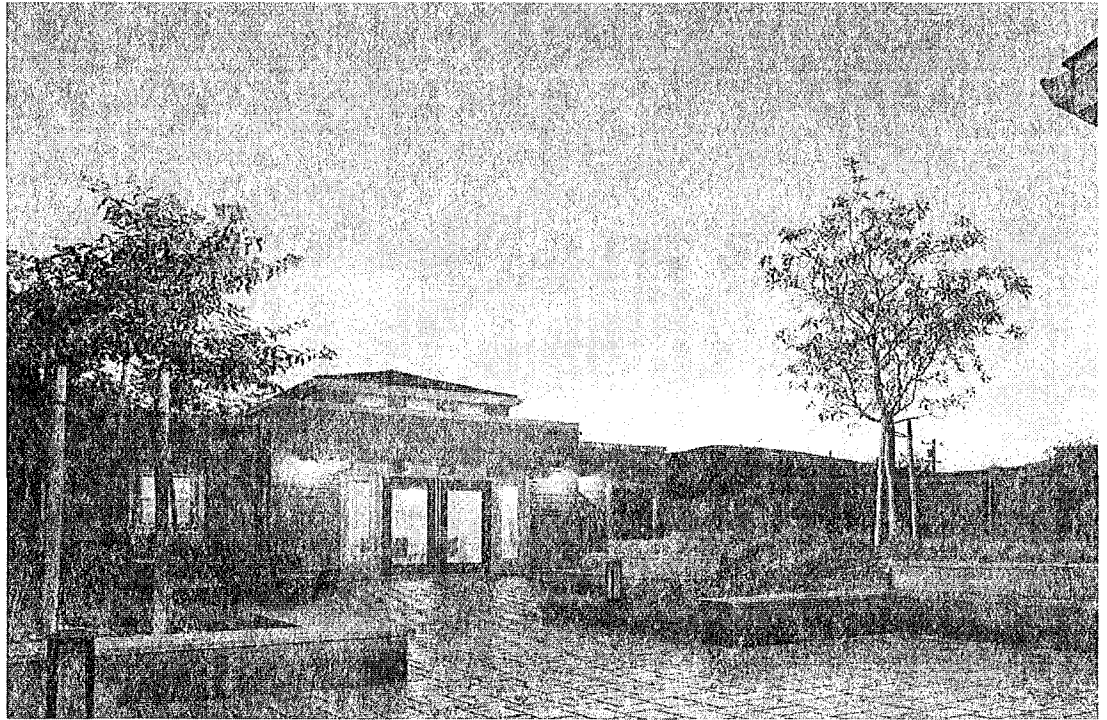
## PROPERTY MANAGER

SAHA

## SERVICE COORDINATOR

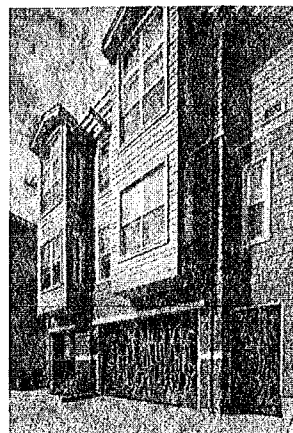
Fred Finch Youth Center

Berkeley Mental Health



Harmon Gardens is home to 1 young adults who are either homeless or at high-risk of homelessness. The property has 16 apartments (1 studios and 1 two-bedroom manager unit) including ten units set-aside for residents challenged by mental illness. The beautifully designed apartments and common areas provide a safe, comfortable, and healthy environment for tenants to adjust to living on their own for the first time. The property management and resident services of cafes, backyard garden, laundry facilities, and a community house provide ample space for the high-level of supportive services offered on-site by Fred Finch Youth Center and Berkeley Mental Health.

The building incorporates numerous green building measures and sustainable design features and has achieved an impressive Green Point Rating of 170, a LEED for Homes Platinum rating and served as a pilot for developing the Multi-family High Rise LEED for Homes rating system and the EPA Indoor Air Plus Program. It has also received a Bay Friendly Landscaping certification.





COMPLETION DATE  
March 2013

TOTAL COST  
\$17, 00,000

DENSITY  
N A

NUMBER OF UNITS  
4 Total

INCOME LEVELS  
30% - 0% AMI

ARCHITECT  
McCamant Durrett

GENERAL CONTRACTOR  
Segue Construction

FINANCING PARTNERS  
City of Sonoma RDA  
County of Sonoma  
CTCAC  
Silicon Valley Bank

PROPERTY MANAGER  
SAHA PM

SERVICE COORDINATOR  
La Luz

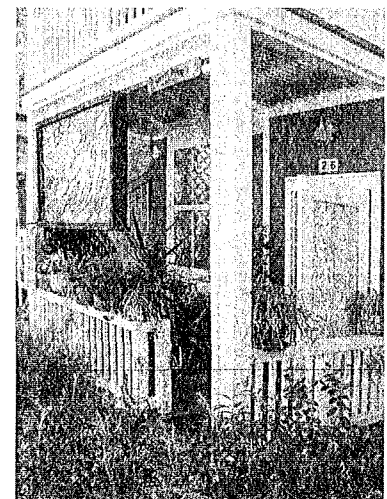
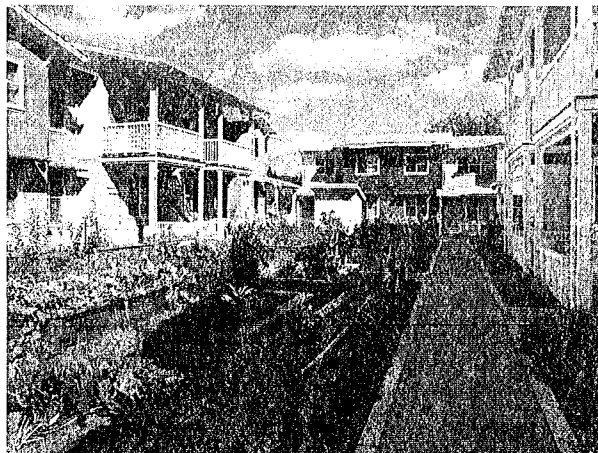
# VALLEY OAK HOMES

875 LYON STREET, SONOMA, CA



Valley Oak Homes is a 43-unit affordable rental project on a 2.07 acre formerly vacant site located in the City of Sonoma. The project is new construction and designed to create a vibrant family community within an environmentally sustainable development. The project serves low to extremely low income families, with incomes at or below 0% Area Median Income.

SAHA prioritized community space for residents by creating a large common open space fronting a clubhouse with a common terrace. The clubhouse acts as the community hub for the seven residential buildings and includes a multipurpose room with a common kitchen, public gathering space, a homework computer room, a tenant services office, and a resident manager office. A community garden and bicycle parking is also included to bring residents together and encourage healthy living.





COMPLETION DATE  
July 2007

TOTAL COST  
\$22,000,000

DENSITY  
N/A

NUMBER OF UNITS  
0 Total

INCOME LEVELS  
30-60% AMI

ARCHITECT  
HKIT

GENERAL CONTRACTOR  
N/A

FINANCING PARTNERS  
Silicon Valley Bank  
City of Berkeley  
CTCAC  
FHLB AHP

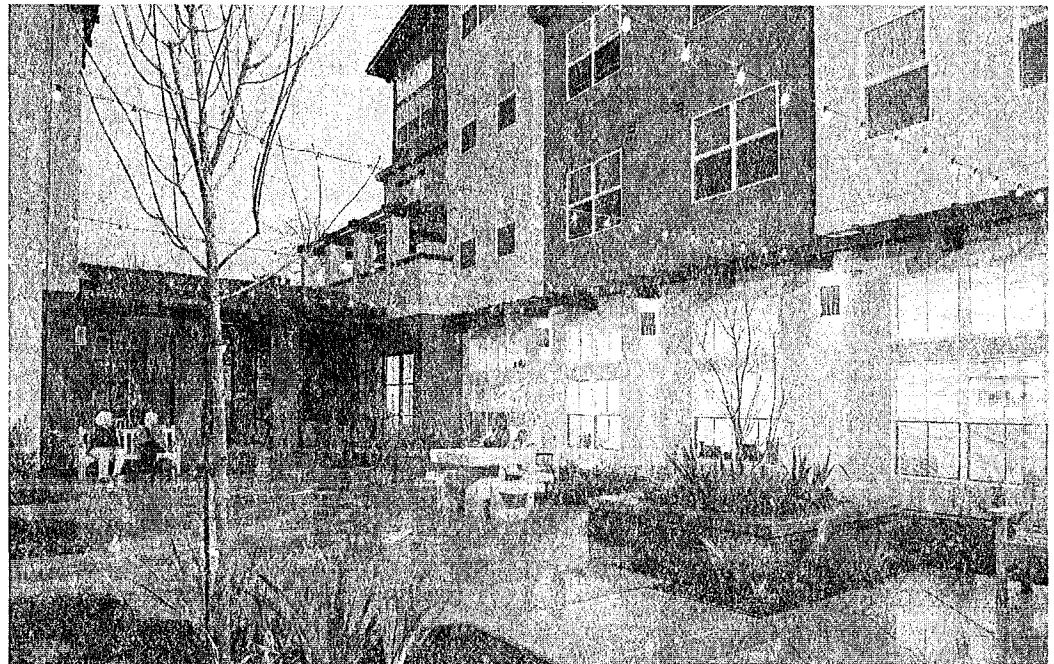
PROPERTY MANAGER  
SAHA PM

SERVICE COORDINATOR  
SAHA

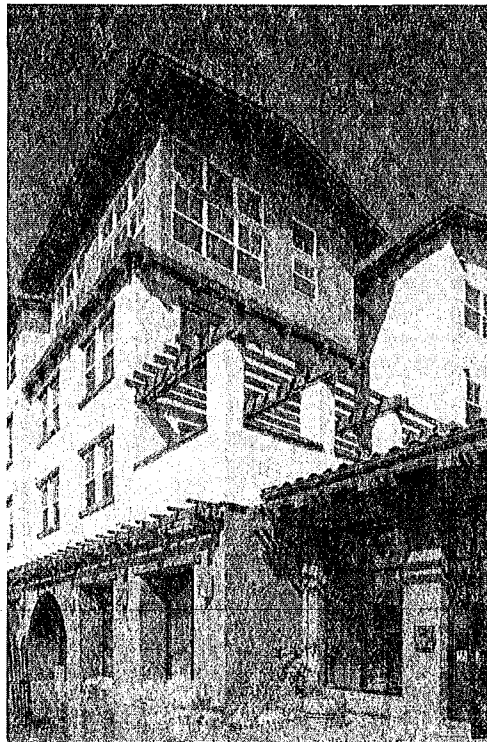


# HELIOS CORNER

## 1531 UNIVERSITY AVENUE, BERKELEY



Helios Corner is an 0-unit affordable housing community for low-income seniors and seniors with special needs located in the City of Berkeley. Located along the major thoroughfares of Sacramento Street and University Avenue, the community is ideally-located near amenities such as grocery stores, parks, service providers, and public transit. The site is within walking distance of the North Berkeley BART Station and major AC Transit lines stop in front of the site on University Avenue.



As a mixed use development, Helios provides ground floor commercial space and continuation of the Salvation Army's food pantry and service office previously operated on the site.

Helios has also been featured as an example of a green building, exceeding Title 24 standards, featuring a large photovoltaic system and a hydronic heating system.



# SACRAMENTO SENIOR HOMES

1501 Blake Street Berkeley, CA 94702

COMPLETION DATE  
November 2006

TOTAL COST  
\$12,100,000

DENSITY  
9 units acre

NUMBER OF UNITS  
40 Total

INCOME LEVELS  
2 -60% AMI  
Seniors

ARCHITECT  
McCamant Durrett

GENERAL CONTRACTOR  
BBI Construction

FINANCING PARTNERS  
City of Berkeley  
Alameda County  
California MHP  
4% Tax Credits  
FHLB AHP  
US Bank

PROPERTY MANAGER  
SAHA

COMMERCIAL SPACE  
2,440 sq ft retail

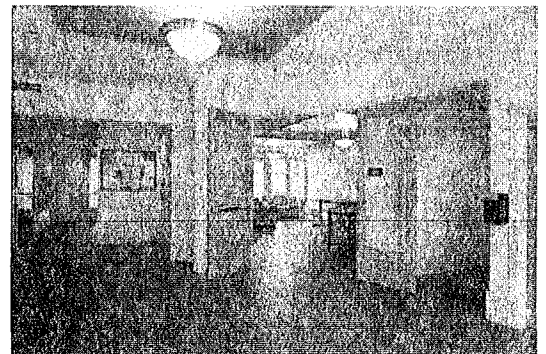
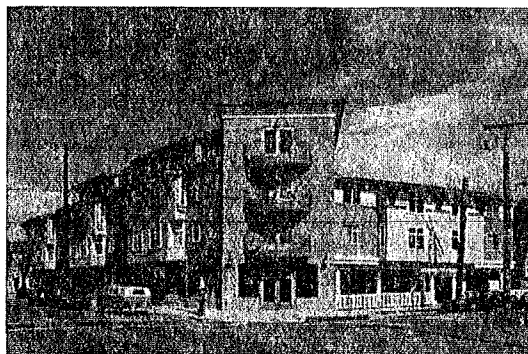
SERVICE COORDINATOR  
Toolworks



This high density urban in ll building serves very low income senior citizens, many of whom were homeless before moving into their new homes. The property is located on a major transit corridor and within walking distance of neighborhood amenities such as grocery stores, health care and pharmacies.

The building incorporates many sustainable and innovative features. Building materials and systems were chosen to maximize energy efficiency, indoor air quality, durability, and resident comfort. To power the common area's electricity needs, a 30 kilowatt solar system was installed on the roof.

Sacramento Senior Homes was awarded the 2006 Design Award by the Berkeley Design Advocates and was a finalist for the PCBC sponsored Gold Nugget Award. The award recognizes excellent design and sensitivity to community needs.



# THE ORCHARDS ON FOOTHILL

2719 Foothill Boulevard Oakland, CA 94601

COMPLETION DATE  
September 200

TOTAL COST  
\$20,000,000

DENSITY  
114 units acre

NUMBER OF UNITS  
6 Total  
1 bedroom

INCOME LEVELS  
30- 0% AMI  
Seniors

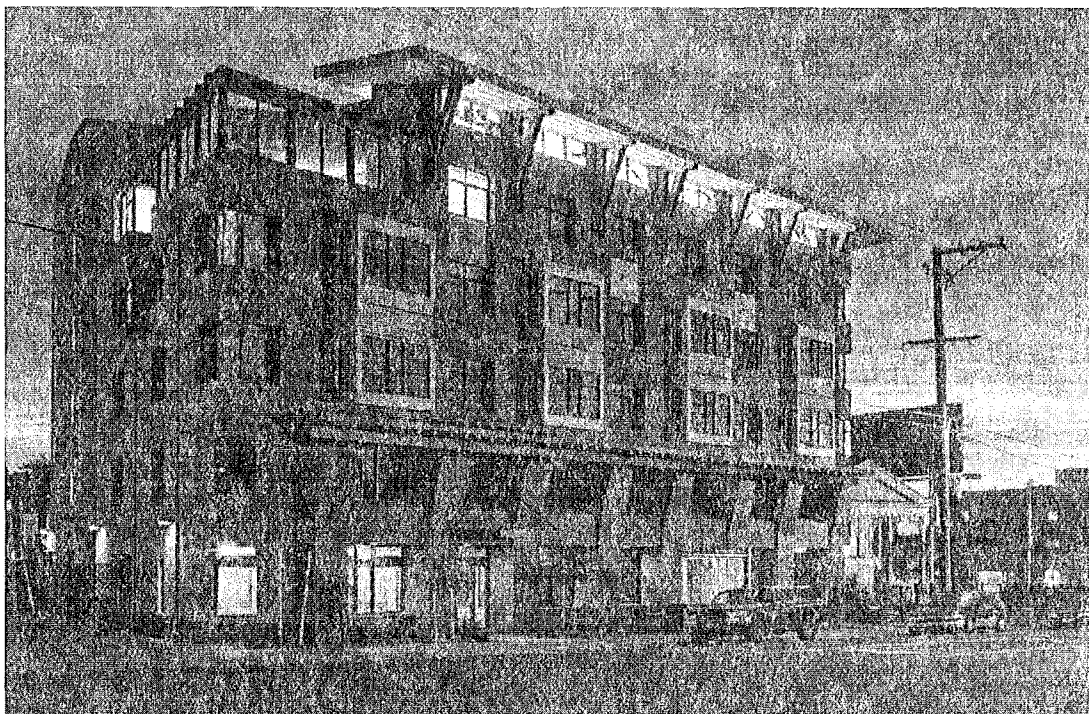
ARCHITECT  
Pyatok Architects Inc.

GENERAL CONTRACTOR  
H Fitzmaurice, Inc.

FINANCING PARTNERS  
City of Oakland  
9% Tax Credits  
FHLB AHP  
Wells Fargo

PROPERTY MANAGER  
SAHA

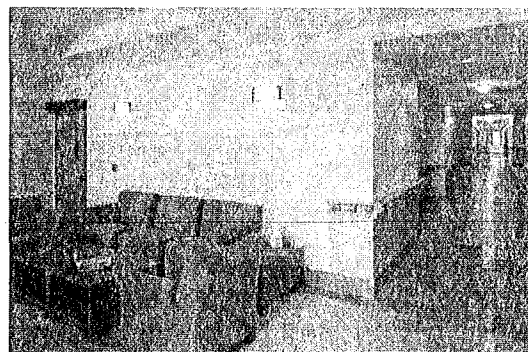
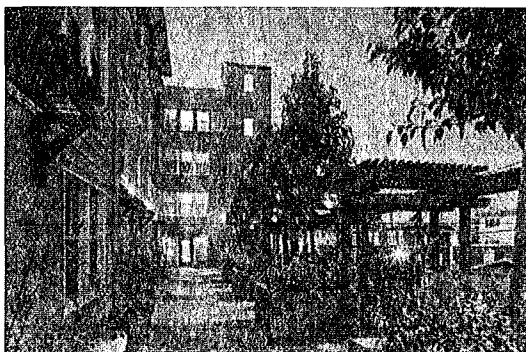
SERVICE COORDINATOR  
Toolworks



Located in Oakland's Lower San Antonio district close to the Fruitvale Transit Village, the Orchards on Foothill transformed vacant industrial land on one of Oakland's primary transit corridors into 6 apartments for very-low income seniors. The building is well located near services and includes universal design features that are adaptable to residents with disabilities.

The building's design includes a variety of common interior and outdoor spaces where both casual and organized social activities can take place. The building includes a spacious lobby and mailbox area where residents can wait for transit or sit and enjoy the neighborhood. The Orchards has a large outdoor terrace with seating areas and a variety of fruit trees and native plants. The residents can also plant their own small gardens in the community vegetable beds.

The Orchards includes many green features that enable it to operate efficiently and with limited environmental impact, including photovoltaic solar panels that power the common area energy load. Orchards on Foothill was the 2009 Gold Nugget Merit Winner by the Pacific Coast Builders Association in the Outstanding Affordable Project and Outstanding Senior Community categories.





# ADELINE STREET LOFTS

2320 Adeline Street Oakland, CA 94607

## COMPLETION DATE

January 2002

## TOTAL COST

\$9,000,000

## DENSITY

N/A

## NUMBER OF UNITS

3 Total

1 bd, 2bd, 3 bd

## INCOME LEVELS

30- 0% AMI

Live-Work

## ARCHITECT

Kava Massih Architects

## GENERAL CONTRACTOR

H Fitzmaurice, Inc.

## FINANCING PARTNERS

City of Oakland

CCRC

9% Tax Credits

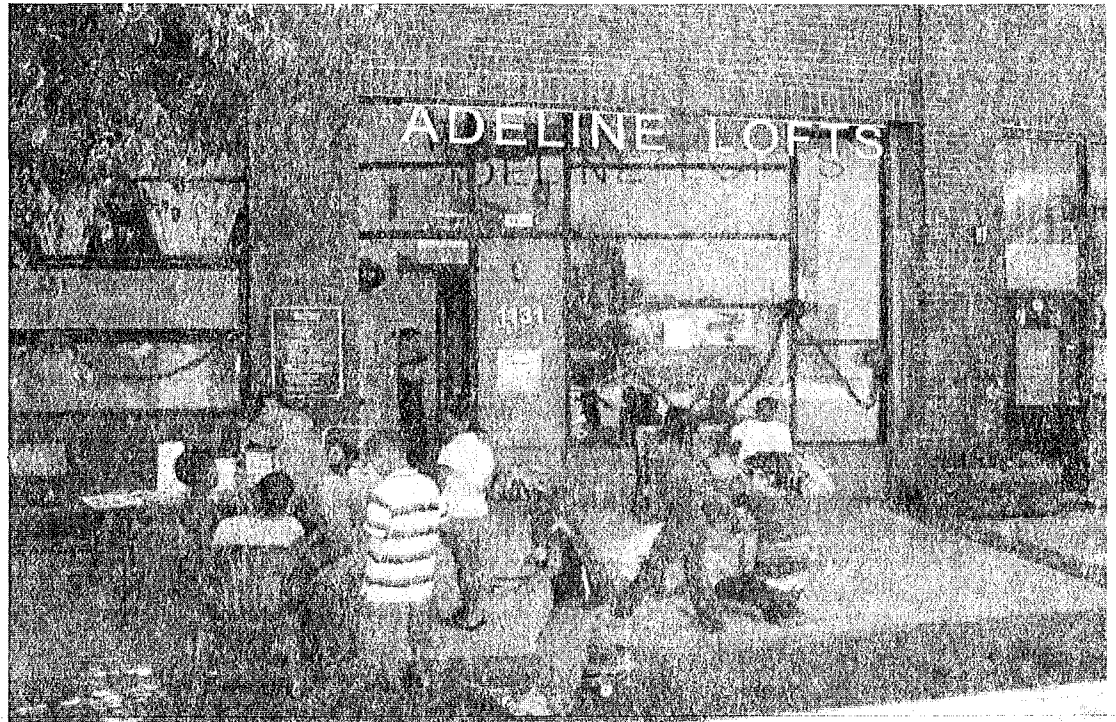
FHLB AHP

## PROPERTY MANAGER

SAHA

## SERVICE COORDINATOR

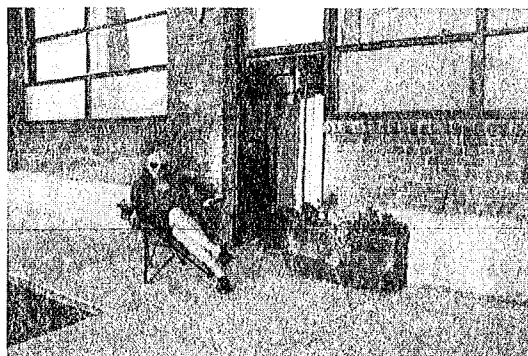
Toolworks



AHA bought the abandoned rubber factory in 1999 and spent three years transforming it into the much-lauded Adeline Lofts, the East Bay's first live work development. The apartments are permanently affordable to low-income artists, artisans, entrepreneurs and their families.

All of the units are spacious and filled with light, featuring amenities such as high ceilings, skylights, large windows, granite countertops and maple cabinets. AHA provides business support services to residents at Adeline Lofts, enabling them to build their businesses and work from home.

Adeline Lofts is currently home to photographers, fashion designers, musicians, dancers, and families with children—a community as diverse as Oakland itself.



**SAHA Communities**  
*Meeting local housing needs since 1966*

<b>Year of Completion/Start of Management</b>	<b>Development Name</b>	<b>Address</b>	<b>No. of Units</b>	<b>Population</b>	<b>Development Cost</b>	<b>Role of SAHA</b>
Sept-17	Harper Crossing	3132 MLK Jr. Way Berkeley, CA	42	Seniors	\$16.3 M	Developer, Owner and Property Manager
May-16	Tower Park	17 <sup>th</sup> & G Street Modesto, CA	50	Seniors	\$14.9 M	Developer, Owner and Property Manager
Jul-15	Strawberry Creek Lodge	1320 Addison Street Berkeley, CA	150	Seniors	\$23.4M	Developer, Owner and Property Manager
Feb-15	Arboleda	1550 Third Ave, Walnut Creek, CA	48	Family / Special Needs	\$25.7M	Developer, Owner and Property Manager
Dec-14	Lakeside Senior Apartments	1507 2nd Ave. Oakland, CA	92	Seniors	\$25.0M	Developer, Owner and Property Manager
April-14	Robin Lane	1149 Meadow Lane & 1890 Robin Lane Concord, CA	16	Multi-family/Special Needs	\$2.4M	Developer, Owner and Property Manager
Dec-13	Jack Capon Villa	2216 Lincoln Avenue, Alameda, CA	18	Special Needs	\$13.9M	Developer, Owner and Property Manager
May-13	Rising Oaks	3800 Coolidge Avenue Oakland, CA	31	Transition-Age Youth	\$9.3M	Developer
April-13	Kelsey Village	2830 Stockton Blvd Sacramento, CA	20	Multi-family/Special Needs	\$5.5M	Developer, Owner
April-13	The Savoy	1424 Jefferson Street Oakland, CA	101	Multi- family/Homeless/Retail	\$28.0M	Developer, Owner and Property Manager
Mar-13	Valley Oak Homes	875 Lyon Street Sonoma, CA	43	Multi-family	\$17.5M	Developer, Owner and Property Manager
Mar-13	Kenneth Henry Court	6475 Foothill Blvd. Oakland, CA	51	Multi-family	\$12.3M	Developer, Owner and Property Manager
Sept-12	Project Pride	2545 San Pablo Avenue Oakland, CA	20	Special Needs	\$4.2M	Developer

Jun-12	Merritt Crossing	609 Oak St., Oakland, CA	70	Seniors	\$28.4M	Developer, Owner and Property Manager
Aug-11	Harmon Gardens	3240 Sacramento St., Berkeley, CA	16	Transition-Age Youth	\$6.3M	Developer, Owner and Property Manager
May-11	Valley Vista	20503 & 20709 San Ramon Valley Boulevard San Ramon, CA	105	Seniors	\$31.2M	Co- Developer
Apr-11	Fairmount	401 Fairmount Ave., Oakland, CA	30	Multi-family	\$12.2M	Developer, Owner and Property Manager
Mar-11	Amistad House	2050 Delaware Berkeley, CA	60	Seniors	\$8.4M	Developer, Owner and Property Manager
Jan-11	Octavia Court	261 Octavia Boulevard San Francisco, CA	15	Special Needs/Dev. Disability	\$9.5M	Co- Developer, Co-Owner
Jan-11	Newark Gardens	35300 Cedar Street Newark, CA	150	Seniors/Special needs	\$9.4M	Developer, Owner and Property Manager
Jul-09	St. Patrick's Terrace	1212 Center Street Oakland, CA	66	Seniors	\$8.8M	Developer, Owner and Property Manager
Jun-09	Montego Place	1485 Montego Walnut Creek, CA	33	Seniors	\$8.0M	Developer, Owner and Property Manager
Feb-09	Petaluma Avenue Homes	565-577 Petaluma Ave., Sebastopol, CA	45	Multi-family	\$17.0M	Developer, Owner and Property Manager
Sep-08	Orchards on Foothill	2719 Foothill Blvd., Oakland, CA	65	Seniors	\$18.2M	Developer, Owner and Property Manager

Apr-08	Madison @ 14 <sup>th</sup> Street Apartments	160 14 <sup>th</sup> St., Oakland, CA	79	Multi- family/Transition-Age Youth/Retail	\$30.9M	Developer, Owner and Property Manager
Jan-08	Carmen Avenue Apartments	2891 Carmen Ave., Livermore, CA	30	Multi-family/Special Needs	\$12.6M	Co- Developer, Owner and Property Manager
Dec-07	Allston House	2121 7 <sup>th</sup> St., Berkeley, CA	47	Multi-family	\$9.3M	Developer, Owner and Property Managed
Jul-07	Ashby Lofts	1001 Ashby Ave., Berkeley, CA	54	Multi-family/Retail	\$21.8M	Developer, Owner and Property Manager
Jul-07	Helios Corner	1531 University Ave Berkeley, CA	80	Seniors/Special Needs/Retail	\$22.7M	Developer, Owner and Property Manager
Nov-06	Sacramento Senior Homes	1501 Blake St., Berkeley, CA	40	Senior/Retail	\$12.1M	Developer, Owner and Property Manager
Aug-06	Lincoln Oaks	40852 Lincoln St. Fremont, CA	11	Special Needs/Dev. Disability	\$4.4M	Co- Developer, Co-Owner
Oct-05	Eastside Arts & Housing	2283 International Blvd., Oakland, CA	19	Multifamily/Retail	\$5.0M	Co- Developer, Co-Owner and Property Manager
Jun-05	University Neighborhood Apartments	1725 University Ave., Berkeley, CA	27	Multi- family/Disabled/Retail	\$11.6M	Developer, Owner and Property Manager
Dec-04	Oak Street Terrace	1109 Oak St., Oakland, CA	39	Seniors/Retail	\$7.7M	Developer, Owner and Property Manager

Oct-04	Oak Park Apartments	2618 E. 16th Street Oakland, CA	35	Multi-family	\$9.2M	Co-Developer
Mar-04	Acalanes Court	1988 Trinity Ave Walnut Creek, CA	17	Multi-family	\$7.4M	Developer, Owner and Property Manager
Apr-05	Fremont Oak Gardens	2681 Driscoll Road Fremont, CA	51	Seniors	\$19.3M	Developer, Co-Owner and Property Manager
Jan-02	Adeline Lofts	1131 24 <sup>th</sup> St. Oakland, CA	38	Live/Wk./Artist/Artisans/Entrepreneurs	\$9.5M	Developer, Owner and Property Manager
Jun-01	Hillegass Avenue Apartments	2500 Hillegass Ave., Berkeley, CA	19	Multi-family	\$2.5M	Developer, Owner and Property Manager
Oct-01	Bancroft Senior Homes	2320 55 <sup>th</sup> Avenue Oakland, CA	61	Seniors	\$8.9M	Co-Developer and Co-Owner
Oct-01	Tice Oaks	2150 Tice Valley Boulevard Walnut Creek, CA	91	Senior	N/A	Co-Developer
Dec-99	Hookston Senior Homes	80 W. Hookston Rd., Pleasant Hill, CA	100	Seniors	\$8.8M	Developer, Owner and Property Manager
Sep-98	Shattuck Senior Homes	2425 Shattuck Ave., Berkeley, CA	27	Seniors	\$2.7M	Developer, Owner and Property Manager
Aug-98	Ashby Courts Apartments	1222-1228 Ashby Ave., Berkeley, CA	20	Multi-family	\$899,000	Developer, Owner and Property Manager
Sep-97	Prince Street Apartments	1534 Prince Street Berkeley, CA	6	Multi-family	\$307,000	Developer, Owner and Property Manager



Nov-96	Sierra Gardens	150-170 Sierra Dr., Walnut Creek, CA	29	Multi-family	\$2.3M	Developer, Owner and Property Manager
Mar-96	Peter Babcock House	2350 Woolsey St., Berkeley, CA	6	Special Needs/HIV/AIDS	\$512,000	Developer, Owner and Property Manager
Nov-95	Ashby Apartments	1317 Ashby Ave., Berkeley, CA	12	Multi-family	\$485,000	Developer, Owner and Property Manager
Nov-95	Ashby Studios	1303-1311 1/2 Ashby Ave. Berkeley, CA	6	Multi-family	\$485,000	Developer, Owner and Property Manager
Jul-95	Columbia Park Manor	1780 Chester Dr., Pittsburg, CA	79	Seniors	\$7.1M	Developer, Owner and Property Manager
Mar-95	Alcatraz Apartments	1900 Alcatraz St. Berkeley, CA	9	Multi-family	\$500,000	Developer, Owner and Property Manager
Dec-94	Allston Commons	828-836 Allston Way & 2203-2207 6 <sup>th</sup> St. Berkeley, CA	12	Multi-family	\$625,000	Developer, Owner and Property Manager
Jul-94	Heart Studios	950 Hearst Ave. Berkeley, CA 94710	12	Multi-family	\$360,000	Developer, Owner and Property Manager
Apr-93	Newark Gardens II	35322 Cedar Blvd. Newark, CA	50	Seniors	\$4.7M	Developer, Owner and Property Manager

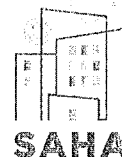
Jul-87	Casa Montego	1485 Montego, Walnut Creek, CA	80	Seniors	\$3.9M	Developer, Owner and Property Manager
Feb-79	Valdez Plaza	280 - 28th St. Oakland, CA	150	Seniors/Special Needs	\$15.2M	Developer, Owner and Property Manager
Jun-78	Newark Gardens I	35300 Cedar Blvd. Newark, CA	150	Seniors/Special needs	\$8.4M	Developer, Owner and Property Manager
Nov-71	Otterbein Manor	5375 Manila Ave. Oakland, CA	39	Seniors	\$2.2M	Developer, Owner and Property Manager
Jul-71	Lawrence Moore Manor	1909 Cedar St. Berkeley, CA	46	Seniors	\$2.5M	Developer, Owner and Property Manager
Apr-71	Linda Glen	32 Linda Ave. Oakland, CA	42	Seniors	\$2.1M	Developer, Owner and Property Manager
Feb-71	Saint Andrew's Manor	3250 San Pablo Ave. Oakland, CA	60	Seniors	\$3.0M	Developer, Owner and Property Manager
Jan-71	Beth Asher	3649 Dimond Ave Oakland, CA	50	Seniors	\$2.4M	Developer, Owner and Property Manager
Jan-71	Saint Patrick's Terrace	1212 Center St. Oakland, CA	66	Seniors	\$7.3M	Developer, Owner and Property Manager
Apr-69	Park Blvd	4135 Park Blvd. Oakland, CA	42	Seniors	\$2.4M	Developer, Owner and Property Manager

Jan-69	Doh On Yuen	211 Eighth St. Oakland, CA	48	Seniors	\$2.8M	Developer, Owner and Property Manager
Feb-68	Satellite Central	540-21st St. Oakland, CA	152	Seniors	\$8.1M	Developer, Owner and Property Manager
Dec-67	Stuart Pratt Manor	2020 Durant Ave. Berkeley, CA	44	Seniors	\$2.5M	Developer, Owner and Property Manager
Aug-67	Glen Brook Terrace	4030 Panama Ct. Oakland, CA	66	Seniors	\$3.1M	Developer, Owner and Property Manager



SAHA Awards (since 2006)

- 2017 Gold Nugget Award of Merit, Lakeside Senior Apartments
- 2015 AIA East Bay: Design Honor Award, *Lakeside Senior Apartments*
- 2015 Sharing the Benefits Award: The Association of Bay Area Governments, *Jack Capon Villa*
- 2015 Real Estate Deal of the Year Nominee: San Francisco Business Times, *Lakeside Senior Apartments*
- 2014 Readers Choice Winner: Affordable Housing Finance, *Valley Oak Homes*
- 2014 Readers Choice Winner: Affordable Housing Finance, *The Savoy*
- 2014 Gold Nugget Award of Merit, *Jack Capon Villa*
- 2014 Gold Nugget Award of Merit, *Valley Oak Homes*
- 2014 Number 34 of Top 50 Affordable Housing Developers in the US, Affordable Housing Finance
- 2014 San Francisco Business Times Real Estate Deal of the Year, *The Savoy*
- 2014 The American Institute of Architects Housing Award for Architecture, *Merritt Crossing*
- 2013 The American Institute of Architects' Committee on the Environment Top Ten Award, *Merritt Crossing*
- 2013 Berkeley Design Advocates: Award of Excellence, *Amistad House*
- 2013 Number 19 of Top 25 Bay Area Developers, San Francisco Business Times Book of Lists
- 2013 Readers Choice Finalist: Affordable Housing Finance, *Merritt Crossing*
- 2012 East Bay AIA Chapter: Exceptional Residential Honor Award, *Merritt Crossing*
- 2012 Gold Nugget Award of Merit, *Valley Vista Senior Homes*
- 2012 Gold Nugget Award of Merit, *Harmon Gardens*
- 2012 Aging Services of California, Advocates of the Year
- 2012 LEED for Homes Platinum Award, *Harmon Gardens*
- 2011 Enterprise Community Partner of the Year
- 2011 Gold Nugget Award of Merit, *401 Fairmount Apartments*
- 2011 Mental Health Community Services Award, Alameda County Mental Health Board
- 2011 Readers Choice: Affordable Housing Finance, *401 Fairmount Apartments*



2011 California Supportive Housing, Achieving Excellence in Design, *Madison at 14th*

2011 Community Impact Award, Northern California Community Loan Fund

2011 Top 50 Affordable Housing Developers, Affordable Housing Finance Magazine

2010 Readers Choice: Affordable Housing Finance, *Petaluma Avenue Homes*

2010 Gold Nugget Grand Award, *Petaluma Avenue Homes*

2010 Metlife Foundation Award for Excellence in Affordable Housing, *St. Patrick's Terrace*

2010 Urban Land Institute's Award of Excellence for the Americas, *Madison at 14th*

2009 National Housing Award, American Institute of Architects, *Madison at 14th*

2009 Readers Choice: Affordable Housing Finance, *Madison at 14th*

2009 Gold Nugget Award of Merit, *Sacramento Senior Homes*

2009 Gold Nugget Award of Merit, *Orchards on Foothill*

2009 Charles Edson Tax Credit Excellence Award Finalist, *Madison at 14th*

2008 Don Turner Prize for Innovation & Leadership in Affordable Housing Semifinalist, *Madison @ 14th*

2008 East Bay AIA Chapter "Best Residential Building," *Madison at 14th*

2008 Gold Nugget Award of Merit, *Helios Corner*

2008 Environmental Protection Agency Regional Energy Star Award for Excellence in Energy Efficient Affordable Housing

2008 Housing Consortium of the East Bay Partnership Award

2007 Bank of America Foundation's Neighborhood Excellence Award

2006 Berkeley Design Advocates: Award of Excellence, *Sacramento Senior Homes*

2006 Action for Beauty Council's Best New Housing Project for a Distinguished Contribution to Beauty of Environment, *Acalanes Court*

2006 Readers Choice: Affordable Housing Finance, *Fremont Oak Gardens*

2006 California Housing Consortium, California Housing Hall of Fame Inductee

2006 League of California Cities, Helen Putnam Award for Excellence, *Fremont Oak Gardens*

2006 Enterprise Foundation's Innovative Venture Prize, *University Avenue Apartments*

2006 Charles Edson Tax Credit Excellence Award Finalist, *University Avenue Apartments*

2010 MAR -1 PM 4: 44

OAKLAND CITY COUNCIL



City Attorney

RESOLUTION NO. \_\_\_\_\_ C.M.S.

Introduced by Councilmember \_\_\_\_\_

RESOLUTION AUTHORIZING THE RIGHT TO NEGOTIATE AND EXECUTE AN EXCLUSIVE NEGOTIATING AGREEMENT, WITHOUT ENGAGING IN A COMPETITIVE SOLICITATION PROCESS, WITH ACTS COMMUNITY DEVELOPMENT CORPORATION AND THE RELATED COMPANIES OF CALIFORNIA, AND OR AFFILIATED ENTITIES, FOR ONE YEAR WITH ONE OPTIONAL SIX-MONTH ADMINISTRATIVE EXTENSION FOR THE POTENTIAL LEASE DISPOSITION AND DEVELOPMENT OF A MIXED-USE AFFORDABLE HOUSING PROJECT ON SEVEN CONTIGUOUS CITY-OWNED PARCELS (APNS 044-4967-002, 044-4967-003, 044-4967-004-02, 044-4967-004-03, 044-4967-005, 044-4967-007-01, AND 044-4967-009) LOCATED AT 95TH AVENUE AND INTERNATIONAL BOULEVARD.

WHEREAS, the City owns 0.66-acre of land composed of seven contiguous parcels (APNs 044-4967-002, 044-4967-003, 044-4967-004-02, 044-4967-004-03, 044-4967-005, 044-4967-007-01, and 044-4967-009) with frontage on International Boulevard between 94<sup>th</sup> Avenue and 95<sup>th</sup> Avenue; and

WHEREAS, the Property was acquired for economic development and the proposed action furthers the City's use of the Property; and

WHEREAS, Acts Community Development Corporation in partnership with The Related Companies of California (the "Developer"), has submitted an unsolicited proposal to the City to develop a mixed-use affordable housing and retail project on the Property; and

WHEREAS, the City and the Developer are interested in entering into a period of preliminary study and exclusive negotiations over the proposed disposition of the Property for the project, with the understanding that this does not constitute a binding commitment on the part of the City to any project or developer for the Property; and

WHEREAS, the City shall require the Developer to pay a nonrefundable Project Expense Payment of \$25,000 to reimburse the City for third-party expenses; now, therefore, be it

**RESOLVED:** That the City hereby authorizes the City Administrator to negotiate and enter into an Exclusive Negotiating Agreement ("ENA") with Acts Community Development Corporation in partnership with Related California and/or related entities or affiliates approved by the City administrator, for the purposes of developing a project proposal for the City Council

review and approval, undertaking the necessary environmental review process, and negotiating the terms and conditions of a Lease or Disposition and Development Agreement; and be it

**FURTHER RESOLVED:** That the initial exclusive negotiating period will be for twelve (12) months from the date of this Resolution, with the option for the City Administrator to extend said period by an additional six months in her sole discretion; and be it

**FURTHER RESOLVED:** That the \$25,000 nonrefundable Project Expense Payment from Developer will be accepted and appropriated to Miscellaneous Capital Projects Fund 5999, and Project to be determined later; and be it

**FURTHER RESOLVED:** That the City Council finds and determines, after independent review and consideration, that this action is not subject to CEQA pursuant to Section 15262 (feasibility and planning studies), and Section 15601(b)(3)(general rule) of the CEQA Guidelines; and be it

**FURTHER RESOLVED:** That the City Administrator is further authorized to negotiate and enter into agreements and take whatever action is necessary with respect to the ENA and the Property consistent with the Resolution and its basic purposes.

IN COUNCIL, OAKLAND, CALIFORNIA, \_\_\_\_\_, 2018

**PASSED BY THE FOLLOWING VOTE:**

AYES - BROOKS, CAMPBELL WASHINGTON, GALLO, GIBSON McELHANEY, GUILLEN, KALB, KAPLAN AND PRESIDENT REID

NOES -

ABSENT -

ABSTENTION -

ATTEST: \_\_\_\_\_  
LaTonda Simmons  
City Clerk and Clerk of the Council  
of the City of Oakland, California

2010 MAR -1 PM 4:44

OAKLAND CITY COUNCIL

  
City Attorney

RESOLUTION NO. \_\_\_\_\_ C.M.S.

Introduced by Councilmember \_\_\_\_\_

**RESOLUTION AUTHORIZING THE RIGHT TO NEGOTIATE AND EXECUTE AN EXCLUSIVE NEGOTIATING AGREEMENT, WITHOUT ENGAGING IN A COMPETITIVE SOLICITATION PROCESS, WITH SATELLITE AFFORDABLE HOUSING ASSOCIATES AND THE NATIVE AMERICAN HEALTH CENTER, AND OR AFFILIATED ENTITIES, FOR ONE YEAR WITH ONE OPTIONAL SIX-MONTH ADMINISTRATIVE EXTENSION FOR THE POTENTIAL LEASE DISPOSITION AND DEVELOPMENT OF A MIXED-USE AFFORDABLE HOUSING AND RETAIL PROJECT LOCATED AT 3050 INTERNATIONAL BOULEVARD**

**WHEREAS**, the City owns a 0.75-acre parcel of land (“the Property”) located at 3050 International Boulevard with APN 025-0719-007-01; and

**WHEREAS**, the Property was acquired for economic development and the proposed action furthers the City’s use of the Property; and

**WHEREAS**, Native American Health Center in partnership with Satellite Affordable Housing Associates (the “Developer”), have submitted an unsolicited proposal to the City to develop a mixed-use affordable housing and retail project on the Property; and

**WHEREAS**, the City and the Developer are interested in entering a period of preliminary study and exclusive negotiations over the proposed disposition of the Property for their project, with the understanding that this does not constitute a binding commitment on the part of the City to any project or developer for the Property; and

**WHEREAS**, the City shall require the Developer to pay a nonrefundable Project Expense Payment of \$25,000 to reimburse the City for third-party expenses; now, therefore, be it

**RESOLVED:** That the City hereby authorizes the City Administrator to negotiate and enter into an Exclusive Negotiating Agreement (“ENA”) with Native American Health Center in partnership with Satellite Affordable Housing Associates, or related entities or affiliates approved by the City administrator, for the purposes of developing a project proposal for the City Council review and approval, undertaking the necessary environmental review process, and negotiating the terms and conditions of a Lease or Disposition and Development Agreement; and be it



**FURTHER RESOLVED:** That the initial exclusive negotiating period will be for twelve (12) months from the date of this Resolution, with the option for the City Administrator to extend said period by an additional six months in her sole discretion; and be it

**FURTHER RESOLVED:** That the \$25,000 nonrefundable Project Expense Payment from Developer will be accepted and appropriated to Miscellaneous Capital Projects Fund 5999, and Project to be determined later; and be it

**FURTHER RESOLVED:** That the City Council finds and determines, after independent review and consideration, that this action is not subject to CEQA pursuant to Section 15262 (feasibility and planning studies), and Section 15601(b)(3)(general rule) of the CEQA Guidelines; and be it

**FURTHER RESOLVED:** That the City Administrator is further authorized to negotiate and enter into agreements and take whatever action is necessary with respect to the ENA and the Property consistent with the Resolution and its basic purposes.

IN COUNCIL, OAKLAND, CALIFORNIA, \_\_\_\_\_, 2018

**PASSED BY THE FOLLOWING VOTE:**

AYES - BROOKS, CAMPBELL WASHINGTON, GALLO, GIBSON McELHANEY,  
GUILLEN, KALB, KAPLAN AND PRESIDENT REID

NOES -

ABSENT -

ABSTENTION -

ATTEST: \_\_\_\_\_  
LaTonda Simmons  
City Clerk and Clerk of the Council  
of the City of Oakland, California