

JONATHAN FEARN

Accomplished real estate development professional with nearly 20 years of experience in development and policy analysis. Experience encompasses affordable and market rate housing, urban in-fill, mixed-use, single-family and multi-family residential development. Developed projects with a total value of over \$4B. Reputation for understanding diverse and complex issues from legislation formation to individual project impact and formulating common sense decisions.

PROFESSIONAL EXPERIENCE

GREYSTAR DEVELOPMENT, SAN FRANCISCO, CA

5/2018 – Present

Sr. Director, Development

Oversee all development activity for Greystar in Redwood City and Santa Clara.

- Manage and direct all aspects of all projects from acquisition to disposition.
- Entitling largest project in region (8.3 acres, 540 units, 530,000sf office, 30,000sf retail; \$1B total development cost).
- Oversee largest division within region with over 3,000 units and over \$2B in value.
- Projects cover all region initiatives – traditional multifamily, co-housing, affordable, office.

SUMMERHILL HOUSING GROUP, PALO ALTO, CA

3/2011 – 5/2018

Vice President of Development

Manage and lead procurement of entitlements (EIR certifications, General Plan Amendments, Zoning Amendments) and design for multifamily and single-family projects throughout the Bay Area.

- Entitled largest project in company's 40-year history (26 acres, 994 units, 40,000sf retail, over \$500MM total development cost). Closely collaborated with the City of Santa Clara during the development of the specific plan and zoning for the larger area the project was located within.
- Hired as Development Manager in 2011, promoted three times in six years at company
- Significant experience interfacing with City staff and review committees (planning commission, city council) throughout the design and project review process to achieve project approval.
- Lead coordinator and facilitator of community meetings throughout project approval process.
- Provide input/assessment of entitlement risks during due diligence
- Oversee and select design/consultant team production of project plan set from schematic design through construction documents, and preparation of entitlement package for City approval.

FRONTDESK, WALNUT CREEK, CA

4/2010-3/2011

Co-Founder

Founded a comprehensive home maintenance and improvement company offering homeowners a single point of contact for any needed maintenance, repair and upgrades for their home. Firm offered a suite of services that:

- Completed repairs and routine services through its handyman service
- Caught potential issues not noticed by typical homeowners through an annual assessment
- Served as a one-stop information resource that provided homeowners with answers and services to any and all issues they may have regarding their homes.

SUMMERHILL HOMES, PALO ALTO, CA

Manager, Construction Division

11/2008-4/2009

Directed all day-to-day activities for all projects, both multifamily and single family in the SummerHill portfolio from entitlement through sales. Portfolio encompassed over 900 units valued over \$600M

- Negotiated and executed inclusionary housing agreements between SummerHill and local jurisdictions based on local housing policies and requirements.
- Created and implemented SummerHill's green building program in response to government mandates and incentives while balancing desires of homeowners and company profitability.
- Delivered record number of units in a single month for FY 2009 while raising customer satisfaction.

Project Manager, Urban Division**4/2006-3/2008**

Selected to establish multifamily division within SummerHill that focused on high-density projects, and projects located in close proximity to transit.

- Advised development and entitlement staff during pre-construction stage to effectively manage conceptual design of projects during negotiations with City staff.
- Oversaw construction phase of projects and managed third party general contractors.
- Implemented green building techniques during project design stage.

EM JOHNSON INTEREST, INC., SAN FRANCISCO, CA**6/2001-4/2006****Project Manager**

Managed project lifecycle (land acquisition through sales) for a development firm that specialized in urban economic development and affordable housing projects.

- Oversaw complex entitlement processes for projects involving multiple agencies such as the San Francisco Redevelopment Agency, San Francisco Planning Department, Oakland Housing Authority and Oakland CEDA.
- Life-cycle project manager (acquisition, entitlements, construction) for 13-story, 80-unit condominium project with 19,000sf jazz club, 6,500sf restaurant, and publicly-owned garage in San Francisco.
- Worked closely with local housing agencies such as the San Francisco Redevelopment Agency, Oakland Housing Authority, Oakland Redevelopment Agency, and Richmond Housing Authority.
- Monitored state and local affordable housing legislation that boosted or constrained potential housing opportunities in target market.
- Applied for and successfully received local, state, and federal affordable housing loans and grants such from the Federal Home Loan Bank (Affordable Housing Program), Department of Housing and Urban Development (HOME and HOPE VI), California Housing Finance Agency, and local bond funds.

EDUCATION

Masters, City and Regional Planning, University of California, Berkeley, CA (2001)

- Concentration – Housing and Community Development

Bachelor of Arts, Wesleyan University, Middletown, CT (1996)

VOLUNTEER/LEADERSHIP ACTIVITIES

Co-Chair, AllHome Regional Impact Council	2020-Present
Board Member, Housing Trust Silicon Valley	2020-Present
Commissioner, Oakland Planning Commission	2017-Present
Member, RHNA Housing Methodology Committee	2019-Present
Member, Technical Committee, MTC/ABAG Committee to House the Bay Area (CASA)	2017-2018
Member, Policy Advisory Council, Metropolitan Transportation Commission	2016-2017