

REQUEST FOR DEVELOPER QUALIFICATIONS

North Berkeley BART Station Transit-Oriented Development



**BRIDGE Housing, AvalonBay Communities,
Berkeley Food & Housing Project, EBALDC**

AUGUST 26, 2022

Table of Contents

| | |
|--|------------|
| A. Transmittal Letter | 7 |
| B. Development Team Summary | 11 |
| C. Small Business Participation | 59 |
| D. Description of Relevant Experience | 65 |
| E. Preliminary Development Concept | 101 |
| Concept Statement | |
| Development Program Matrix | |
| Project Schedule and Phasing | |
| Site Plans | |
| F. Narrative | 111 |
| Affordable Housing | |
| Community Engagement | |
| Design | |
| Structural Needs | |
| Open Space Maintenance | |
| Local Housing Priorities | |
| G. Demonstration of Financial Capacity and Related Information | 117 |
| H. Exclusive Negotiating Agreement (ENA) Comments | 131 |
| I. References | 137 |
| J. Optional Part 2 Submittal and Predevelopment Funding Application | 141 |
| K. Appendix | 145 |
| Company Brochures | |



Section A / Transmittal Letter

A. Transmittal Letter

August 26, 2022

Shannon Dodge
Principal Property Development Officer
San Francisco Bay Area Rapid Transit District
2150 Webster Street, 9th floor
Oakland, CA 94612

Subject: Developer Qualifications for Transit-Oriented Development at the North Berkeley BART Station

Dear Ms. Dodge,

On behalf of BRIDGE Housing, EBALDC, Berkeley Food & Housing Project and AvalonBay Communities, we are excited to submit the enclosed qualifications re-imagining North Berkeley BART Station for Transit-Oriented Development. We believe this site is an extraordinary opportunity to deliver on BART and the City of Berkeley's vision for a new mixed-income community. Given the importance of this site, we firmly believe the project requires a team with a proven track record of success with BART, culturally competent community engagement, and organizational and financial capacity to commit to a multi-phase master planned project.

As a mission-driven nonprofit developer, BRIDGE Housing brings a 39-year track record of collaboration with public agencies throughout the Bay Area. Led by Brad Wiblin and Smitha Seshadri, our team is uniquely positioned to realize the City and BART's goals and have assembled an industry-leading team. We are confident that no other team brings our combination of vision and execution, institutional resources, and local expertise.

Development Team:

- BRIDGE Housing Corporation, Non-Profit Affordable Housing Developer
- EBALDC, Non-Profit Affordable Housing Developer
- Berkeley Food and Housing Project, Non-Profit Affordable Housing Developer and Residential Service Provider
- AvalonBay Communities, Market-Rate Developer

Consultant Team:

- David Baker Architects, Master Planning and Housing Design
- Rhoades Planning Group, Entitlement and Development Consultant
- Yes Duffy Architects, Associate Architect
- Einwiller Kuehl, Master Planning and Landscape Design
- Lotus Water Engineering, Civil Engineering
- Tipping Structural Engineers, Structural Engineering
- The Art of Access, Site Accessibility Consultant

- Zander Design, Transportation Consultant
- Monica Wilson/CIWI, Workforce Development
- Goldfarb & Lippman, Attorney

Our team brings the following expertise:

- *Track record of success with BART and experience to hit the ground quickly.*
Our team includes multiple non-profit affordable developers that will allow us to launch three separate affordable projects in phase one.
- *Building an inclusive, accessible community serving residents from all walks of life.* We are excited to propose a mixed-income strategy that will serve families with children and households earning as little as 30% of the Area Median Income up to market-rate and including a stand-alone permanently supportive housing building.
- *Authentic, culturally competent outreach.* Led by a diverse team of Berkeley residents who are active in their communities, we are committed to community engagement and outreach.

Lead Development Entity:

The Lead Development Entity will be a partnership led by BRIDGE Housing in partnership with EBALDC, Berkeley Food & Housing Project and AvalonBay Communities. Please see the attached MOU between the parties.

Primary Contact:

Brad Wiblin, Executive Vice President BRIDGE Housing Corporation;
600 California Street, Suite 900 San Francisco, CA 94108
415.321.3565 or 619.888.7705

In sum, our team brings a proven track record of working together with BART, the City of Berkeley, and our neighbors in Berkeley in redeveloping BART parking into communities that enhance the lives of our residents, the quality of their neighborhoods, and the quality of the existing community. Should you have any questions, please do not hesitate to call or email. We are excited about the opportunity to work with BART and the City of Berkeley again and look forward to re-imagining the North Berkeley BART Station together.

Sincerely,



Brad Wiblin
BRIDGE Housing



Joe Kirchofer
AvalonBay



Calleene Egan
BFHP



Andy Madeira
EBALDC



Section B / Development Team Summary

B. Development Team / Introduction

Our team leads the East Bay region in neighborhood place-making, with a specialization in community-driven processes, technical design and engineering solutions, and proven results. We have assembled a team with an unparalleled track record with BART, City of Berkeley, and Alameda County. Featuring BRIDGE Housing, EBALDC, Berkeley Food & Housing Project, and AvalonBay Communities, we are prepared to re-imagine the North Berkeley BART Station for Transit-Oriented Development.

Given the importance of this site, we firmly believe the project requires a team with the experience, technical proficiency, and financial capacity to commit to a multi-phase master planned project. In the past decade, all together, our development partners have led 11 similar master planned, transit-oriented developments in the East Bay and San Francisco. When including the portfolio of our design and consulting partners, this total increases to 15 projects (across more than 40 buildings)



B. Development Team / Introduction

COMMUNITY BUILDERS

Our development team brings the right combination of vision and execution, institutional resources, and local expertise to build this project.

- *Track Record of Success with BART.* Experience at hitting the ground quickly, including multiple non-profit affordable developers that will allow us to launch three separate affordable projects in Phase One.
- *Building an Inclusive, Accessible Community Serving Residents.* Our site accessibility expert will ensure the design serves all residents.
- *Authentic, Culturally Competent Outreach.* This diverse team is steeped in Berkeley in terms of residency, community involvement, and advocacy work.

COLLABORATIVE PARTNERS

We support residents and neighbors through all phases of development, with a continued presence long after the development has been built. Resident engagement continues with resident services programs, resident leadership, neighborhood collaborations, renovation projects, and more.



Community Planning



Needs Assessments



Design Program



Implementation



PORTFOLIO OF RELEVANT DEVELOPMENT EXPERIENCE

Public-Private Partnerships

BART

Other Public Agencies

| | Berkeley Way | MacArthur | Public Market | Lake Merritt | Broadway | Fruitvale | San Leandro | Balboa Reservoir | Pleasant Hill | West Dublin | Dublin/Pleasanton |
|--|--------------|-----------|---------------|--------------|----------|-----------|-------------|------------------|---------------|-------------|-------------------|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 |

| | | | | | | | | | | | |
|-----------------------|---|---|---|---|---|---|---|---|---|--|---|
| BART | | ■ | | ■ | | ■ | ■ | | ■ | | ■ |
| Other Public Agencies | ■ | | ■ | | ■ | ■ | | ■ | | | |

Development Team

Lead Non-Profit Developer: BRIDGE Housing

Non-Profit Developer: EBALDC

Non-Profit Developer: Berkeley Food & Housing Project

Market-Rate Developer: AvalonBay Communities

Total Employees

400+

165

128

3,000+

| | | | | | | | | | | | |
|---------------------------------|---|---|---|---|---|---|---|---|---|---|---|
| BRIDGE Housing | ■ | ■ | | | | ■ | ■ | ■ | | | |
| EBALDC | | | | ■ | ■ | ■ | | | | | |
| Berkeley Food & Housing Project | ■ | | | | | | | | | | |
| AvalonBay Communities | | | ■ | | | | | ■ | ■ | ■ | ■ |

Project Approach

Master Planned

Mixed Use

Midrise 6+

Public / Civic Spaces

| | | | | | | | | | | | |
|-----------------------|---|---|---|---|---|---|---|---|---|---|---|
| Master Planned | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ |
| Mixed Use | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ |
| Midrise 6+ | ■ | ■ | ■ | ■ | ■ | | | ■ | ■ | | |
| Public / Civic Spaces | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ | ■ |

B. Development Team / Organizational Chart

Lead Developer



BRIDGE HOUSING CORPORATION

Master Plan Developer
Non-Profit Affordable Housing Developer

Development Team



AVALONBAY COMMUNITIES

Market Rate Housing Developer



BERKELEY FOOD & HOUSING PROJECT

Affordable Housing Developer & Service Provider



EAST BAY ASIAN LOCAL DEVELOPMENT CORPORATION

Affordable Housing Developer & Service Provider

Development Consultants

RhoadesPlanningGroup

RHOADES PLANNING GROUP

Development/Entitlement Consultant



MONICA WILSON COMMUNITY & REAL ESTATE DEVELOPMENT

SBE/Workforce Consultant

goldfarb lipman attorneys

GOLDFARB & LIPMAN LLP

Legal Counsel

Design Team



DAVID BAKER ARCHITECTS

Master Planning and Housing Design

ESTD. 2012



EINWILLER KUEHL

Master Planning and Landscape Design



YES DUFFY ARCHITECTS

Associate Architect and Community Engagement



TIPPING STRUCTURAL ENGINEERS

Structural Engineer



LOTUS WATER

Civil Engineer



THE ART OF ACCESS

Site Accessibility Consultant



ZANDER DESIGN

Transportation Consultant

BERKELEY STAKEHOLDERS

We carefully selected many of our key team members for their professional *and* personal dedication to Berkeley's future.

- Resident Community
- Business Community
- UC Berkeley, Graduate
- UC Berkeley, Faculty/Instructor
- Community Groups



Brad Wiblin, EVP, BRIDGE Housing
Smitha Seshadri, EVP, BRIDGE Housing
Jonathan Stern, Director, BRIDGE Housing
Jon McCall, Project Manager, BRIDGE Housing



Joe Kirchofer, SVP, AvalonBay
Calleene Egan, CEO, BFHP
Jessica Dancisak, Chief of Staff, BFHP
Michelle Martinez, Director of Operations, BFHP



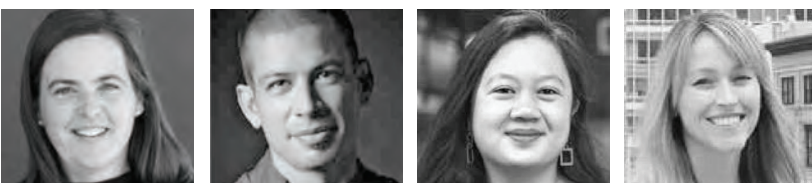
Angela Upshaw, Director of Programs, BFHP
Kathy Treggiari, Director of Special Projects, BFHP
Scott Falcone, Falcone Development
Mark Rhoades, CEO, Rhoades Planning Group



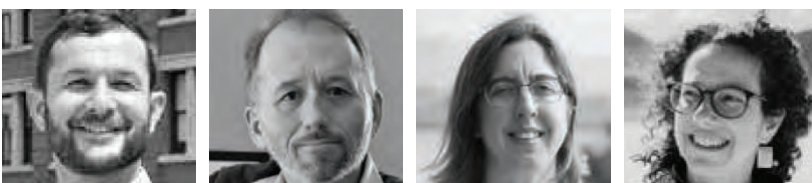
Mia Perkins, Partner, Rhoades Planning Group
Monica Wilson, Principal, Monica Wilson Consulting
Heather Gould, Partner, Goldfarb & Lipman
Daniel Simons, Principal, DBA



Chelsea Johnson, Managing Director, DBA
Meghan McAllister, Associate, DBA
Joel Millar, Associate, DBA
Josie Morgan, Designer, DBA



Sarah Kuehl, Principal, EinwillerKuehl
Yes Duffy, Principal, Yes Duffy Architects
Joy Wei, Associate, Tipping Structural
Shauna Dunton, President, Lotus Water



Bryce Wilson, Senior Project Manager, Lotus Water
Erick Mikiten, Principal, Art of Access
Sofia Zander, Principal, Zander Design
Liz Westbrook, Senior Planner, Zander Design

B. Non-Profit Affordable Developer / BRIDGE Housing

BRIDGE Housing (“BRIDGE”) strengthens communities and improves the lives of its residents, beginning – but not ending – with affordable housing.

We are the largest nonprofit developer of affordable and workforce housing on the West Coast and bring a nearly 40 year track record of building high-quality affordable and mixed-income housing together with local partners. As a mission-driven non-profit, we pay close attention to the double bottom line of financial and social return on investment, always in pursuit of quality, quantity, affordability.

Since 1983, BRIDGE has participated in the development of 18,000 homes and 708,000 square feet of retail/commercial space. BRIDGE currently owns and operates 106 properties consisting of 11,895 homes that we own or manage in Washington, Oregon, and California. BRIDGE’s current pipeline consists of \$3.8 billion in total development costs representing 7,000 homes. Together with our partners, we currently offer more than 350 resident programs at over 80 properties and have an A+ rating from Standard and Poor’s, the first nonprofit developer of its kind to be rated. BRIDGE has also received more than 180 local, national and international awards, including five ULI Global Awards for Excellence. BRIDGE is unique among nonprofit developers in possessing the financial strength and expertise to play a lead role in complex, public-private projects. We frequently team with market-rate partners such as Holland Partners, Lowe Enterprises, AvalonBay, Essex Residential Trust, and Summerhill – allowing our local and State partners to leverage limited public resources. Our A+ S&P rating allows BRIDGE to obtain financing at more advantageous terms than others. BRIDGE Housing Corporation has successfully completed the financial closings on 187 projects since 1983, each involving different types and combinations of financing.

BRIDGE is in excellent financial condition and has ample access to capital, multiple successful lender and investor relationships, exemplary past performance, and strong creditworthiness. BRIDGE’s long track record of success has resulted in the company having access to both debt and equity resources at extremely favorable rates.

The fact that BRIDGE developments get the best rates for financing means that our local government partners have a smaller funding gap to fill. BRIDGE has also used a variety of innovative financing tools to finance the development and operations of its mixed-use, urban infill developments.

LOCATION

BRIDGE Housing Corporation
600 California Street; Suite 900
San Francisco, CA 94108
415.321.3565

YEARS IN BUSINESS

39 years

EMPLOYEES

Over 400 full-time employees

PRIMARY CONTACT

Brad Wiblin, Executive Vice President
Tel: 415.321.3565
Cell: 619.888.7705
Email: bwiblin@bridgehousing.com

KEY TEAM MEMBERS

Brad Wiblin, Executive Vice President
Jonathan Stern, Director of Planning and Acquisitions
Smitha Seshadri, Executive Vice President of Development
Jon McCall, Project Manager, Berkeley Hope Center



B. BRIDGE Housing / Team Members



bwiblin@bridgehousing.com

415.321.3565

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BRAD WIBLIN

Executive Vice President

Since joining BRIDGE in 1994, Mr. Wiblin has completed the development of over 2,000 units of affordable and market-rate housing in San Jose, Irvine, Carlsbad, San Marcos, and San Diego. In 1998 he opened BRIDGE's San Diego office, establishing a solid foundation for BRIDGE's expanded presence in Southern California. Currently based in San Francisco, he leads the company's Business Development Group, which sources and acts on development and acquisition opportunities and positions BRIDGE to enter new markets.

Prior to BRIDGE, Mr. Wiblin was a land planner and urban designer primarily responsible for the design elements of residential and mixed-use communities. He is an associate member of the Urban Land Institute and a member of the Residential Real Estate Committee of the University of San Diego. He holds a Bachelor of Science in Design from Arizona State University and a Masters in City and Regional Planning from UC Berkeley.



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415.321.3516

SMITHA SESHADRI

Executive Vice President of Development

Smitha Seshadri leads BRIDGE's real estate development in Northern California; she is also responsible for construction and design quality control standards, policies and procedures across the company's development footprint from San Diego to Seattle. She rejoined BRIDGE in 2017 from Habitat for Humanity Greater San Francisco, where she served as Vice President of Real Estate. As part of that executive team, she was responsible for building the organization's infrastructure, leading the real estate development and construction teams, and working with the Board to plan for strategic growth.

Prior to joining BRIDGE in 2006, Ms. Seshadri was Director of Development for the Santa Clara Housing Authority. She has experience directing all aspects of real estate development and has managed a variety of complex new construction, rehab, supportive housing, and adaptive reuse projects, including the St. Joseph's Campus in Oakland, which won a 2015 ULI Global Award for Excellence. She holds a B.A. in Architecture from Mangalore University, an M.A. in Architecture from Kansas State University, and an M.B.A. from the University of Chicago, Booth School of Business. She serves on the Board of Directors of NPH and SAHA.

B. BRIDGE Housing / Team Members



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415.321.3537

JONATHAN STERN

Director, Planning & Acquisition

Jonathan directs BRIDGE's business development, planning, and acquisition activities, with an emphasis on projects in Northern California. He currently acts as project director of the Arden Armory Project in Sacramento and project manager of the Daly City Carter Martin project and Educator Housing at San Francisco's Balboa Reservoir project. He managed the acquisition and financing of three buildings totaling 360 units in San Mateo and San Cruz counties.

Before joining BRIDGE, he served ten years in the public sector, leading major real estate transactions and public/private partnerships in the University of California system and at the Port of San Francisco. Previously, he was a principal at BAE Urban Economics—an economic planning and real estate development consulting firm—evaluating demographics, markets and real estate feasibility.



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415.321.4023

JON MCCALL

Project Manager

As a Project Manager at BRIDGE, Jon is responsible for managing affordable real estate projects in all stages of development, including predevelopment, construction, leasing, and permanent conversion. He is currently managing the construction of the Berkeley Hope Center construction phase as that project readies to open for operations and tenancy. Additionally, he is managing the Arden Armory predevelopment and Sycamore rehab projects. He recently managed the Montara/Bay Meadows project in San Mateo through perm conversion.

Jon is a recent graduate of the Master in City Planning program at UC Berkeley, where he conducted research at the Turner Center for Housing Innovation regarding the climate impacts of the Bay Area's housing shortage. Prior to that, he worked for the Port of San Francisco on environmental regulation and compliance at the Pier 70 and Mission Rock developments. Before graduate school, Jon was a middle and high school science teacher for eight years in New York City, Guangzhou, China, and Quito, Ecuador. In addition to his M.C.P. degree from UC Berkeley, Jon holds a B.A. in Environmental Studies from Oberlin College and an M.S. in science education from Pace University.

B. Market Rate Developer / AvalonBay Communities



AvalonBay is a developer, owner, and manager of apartment communities in the Bay Area and around the country. We intend to be long-term owners of our communities, so all of our new developments are planned, designed, and built to withstand the test of time. We want our residents to be as excited to move into our buildings in year 30 as they are on the first day we open our doors.

Our local Bay Area roots go back to the 1970's, and during that time we've completed a variety of complex transit-oriented, mixed-use, and mixed-income developments. We've worked directly with BART to develop new mixed-income housing at Pleasant Hill and Dublin/Pleasanton stations. We've built pioneering new mixed-use projects, being the first to execute in newly approved TOD area plans in places like Union City and San Francisco. And we've helped a number of local jurisdictions bring their housing goals to fruition.

We're currently partnered with Bridge Housing in developing the Balboa Reservoir in San Francisco, a 17-acre mixed-income property that will achieve 50% affordable housing. In all, we currently own and operate 43 Bay Area apartment communities housing around 20,000 Bay Area residents.

LOCATION

Local offices in downtown San Francisco and in Santana Row in San Jose.

YEARS IN BUSINESS

29 years (Founded 1993)

EMPLOYEES

380 in Bay Area/3,000+ Nationwide

PRIMARY CONTACT

Joe Kirchofer, Senior Vice President of Development

Joe_Kirchofer@avalonbay.com

628.267.2701



B. AvalonBay Communities / Team Members



Joe_Kirchofer@avalonbay.com
628.267.2701

JOE KIRCHOFER

Senior Vice President of Development, AvalonBay Communities

Mr. Kirchofer serves as Senior Vice President of Development for AvalonBay, with responsibility for all of the company's development activity in Northern California. The company is a leading developer, owner, and manager of multifamily and mixed-use developments in the region. Mr. Kirchofer joined the company in 2013, and since that time has led developments in San Francisco, San Jose, the Peninsula, and the East Bay, including both mixed-use and mixed-income developments, as well as partnerships with non-profits on major master developments.

Prior to joining AvalonBay, Mr. Kirchofer led complex affordable residential and mixed-use projects in the Bay Area for MidPen Housing, a non-profit affordable housing developer.

Mr. Kirchofer is a former member of the Executive Committee of the San Francisco Housing Action Coalition, and a member of the SPUR Housing Policy Board, ULI, Stanford Professionals in Real Estate, and the UC Berkeley Fisher Center Policy Advisory Board. Mr. Kirchofer received a Bachelor of Arts from Stanford University.



Nora_Collins@avalonbay.com
628.267.2702

NORA COLLINS

Senior Development Director, AvalonBay Communities

Ms. Collins serves as a Senior Director of Development at AvalonBay. Since joining the company in 2017 she has led a number of projects, from entitlement through lease up around the Bay Area. She is currently leading a master development with BRIDGE Housing in the city of San Francisco—a 50% affordable, 1,100 unit project with four acres of open space.

Prior to joining AvalonBay, Nora worked in retail and mixed use development for EDENS, a Retail REIT based in Washington DC, where she was responsible for placemaking and lease up of a 2-million-square-foot TOD.

Nora is a Board Member at the Housing Action Coalition, on the Steering Committee for the Urban Land Institute's Young Leaders Group, and a member of SPUR and the Anderson Real Estate Association. She received a Masters in Business from University of California Los Angeles, and a Bachelor's degree from Bates College.

B. Affordable Housing Developer & Service Provider / Berkeley Food & Housing Project



Berkeley Food & Housing Project (BFHP) has been a provider of homeless services since 1970. BFHP serves the counties of Alameda, Contra Costa, Solano, San Joaquin, Sacramento, and Amador.

After years of operating emergency shelters in partnership with the City of Berkeley, BFHP undertook its first housing development with the acquisition and renovation of 2140 Dwight Way (funded by the City of Berkeley) to include transitional housing for severely mentally ill and formerly homeless women. Over the years, BFHP continued to expand the housing opportunities at Dwight Way to include additional shelter beds, veterans transitional housing, and veteran's permanent supportive housing.

In addition to Dwight Way, BFHP has operated a 17-bed Board and Care in Berkeley known as Russell Street Residence (RSR) since 2002 for formerly homeless adults diagnosed with serious and persistent mental illness (SMI) where residents receive 24/7 care. BFHP has also operated the adjacent 1743 Russell Street, Russell Street Annex, an existing 4-bedroom single-family house since 2002, as housing for formerly homeless persons with disabilities. Both RSR and the Annex are supported by multi-year grants from the City of Berkeley.

In 2021, BFHP completed the development of Rio Vista Veterans Residence, a 6-bedroom, 3-bath house in Rio Vista

LOCATION

3225 Adeline Street
Berkeley, CA 94703

YEARS IN BUSINESS

52 years

EMPLOYEES

128 full-time employees

PRIMARY CONTACT

Calleene Egan

Chief Executive Officer
cegan@bfhp.org
510.601.2607

KEY TEAM MEMBERS

Calleene Egan, Chief Executive Officer
Jessica Dancisak, Chief of Staff
Michelle Martinez, Director of Operations
Angela Upshaw, Director of Programs
Kathy Treggiari, Director of Special Projects
Scott Falcone, Real Estate Development Consultant



B. Affordable Housing Developer & Service Provider / Berkeley Food & Housing Project

that provides a permanent home with support services for local veterans. The project was built in partnership with Solano-Napa Habitat for Humanity, American Legion Post 178, Solano County, and the City of Rio Vista.

BFHP's Hope Center, scheduled for completion this September, will provide 53 units of permanent supportive housing for homeless and disabled men and women, 32 shelter beds for homeless men and 12 transitional housing beds for homeless male veterans. The Hope Center was funded with low-income housing tax credits and multiple state and local City and County funding sources.

In addition to providing both temporary and permanent housing facilities for extremely low-income households, BFHP continues to expand its rapid rehousing program for Veterans, through our Roads Home Program. Surge funding in Alameda County and Contra Costa County will allow us to serve approximately 500 homeless veterans over the next two years, throughout both neighboring counties. The rapid rehousing program began in 2013 when BFHP received funding from the VA's Support Services for Veterans Families (SSVF) program to provide homelessness prevention and rapid re-housing services to 200 homeless and underhoused veteran households in Alameda, Contra Costa, and Solano Counties.

As a co-member of the General Partner, in partnership with BRIDGE Housing, on the Hope Center in downtown Berkeley, BFHP provided the property management and support services planning and input for the project's two housing components, the Permanent Supportive Housing and the Temporary Housing. BFHP anticipates providing the North Berkeley BART project with similar resources for development and construction. Additionally, BFHP's continuing role as operator, property manager, and supportive services provider at the Hope Center is a replicated model to provide the continuum of affordability and support services critical for the long-term success of residents.

B. Berkeley Food & Housing Project / Team Members



cegan@bfhp.org
510.601.2607

CALLEENE EGAN

Chief Executive Officer

Calleene brings over a decade of experience in nonprofit leadership to her current role as Chief Executive Officer of BFHP. As CEO, Calleene has helped to foster a culture of inclusion, diversity, and philanthropy across the organization and has transformed many areas of the agency to run more smoothly, efficiently, and with greater satisfaction and effectiveness. She oversees all departments, collaborates closely with the Board of Directors, manages and grows key partnerships with stakeholders, and guides the overall strategic vision of the agency.

Calleene earned a Master's Degree in Social Entrepreneurship and Change from Pepperdine University before joining Caminar, a regional nonprofit focused on providing services to individuals with complex mental health, substance use, and co-occurring needs. She had risen to the level of Regional Director of Social Enterprise at Caminar when she learned about BFHP and was so moved by BFHP's impactful work and organizational potential that she decided to join the agency as Director of Programs in 2019. When long-time Executive Director Terrie Light retired later that year, Calleene was selected by the Board of Directors to take over as Executive Director and CEO. While at BFHP, she more than doubled the agency's budget, oversaw the final development phase, financing, and construction of The BFHP Hope Center—the largest project ever undertaken by the agency—expanded programs into new regions and masterfully navigated the huge challenges brought on by the COVID-19 pandemic. Under her leadership, the agency adopted the currently operational 3-Year Strategic Plan which identifies the development of more permanent housing projects as a key focus, and she plans to continue to lead the agency forward into being a leading housing provider for those experiencing homelessness in the Bay Area and beyond.



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510.601.2616

JESSICA DANCISAK

Chief of Staff

Jessica Dancisak has been with Berkeley Food & Housing Project since 2016. In her role as Chief of Staff she plays an integral role in facilitating and coordinating real estate development projects. She has worked on various aspects of The Hope Center from early in the project, including the successful completion of the capital campaign, marketing and communications materials, financial closing documents, signage design, and artwork selection.

Jessica holds a Masters in Humanities from Dominican University of California.

B. Berkeley Food & Housing Project / Team Members



mmartinez@bfhp.org
510.601.2601

MICHELLE MARTINEZ

Director of Operations

As Director of Operations, Michelle oversees facilities, finance, compliance, and IT for BFHP. Since joining BFHP, Michelle's leadership has brought huge organizational improvements across the agency. She overhauled our finance department's systems to run in a more efficient, accurate, and timely manner, oversaw several large-scale IT projects that brought greater synergy and effectiveness to the organization, led a successful CARF accreditation for BFHP's Roads Home program, and has been instrumental in the successful planning and operation of BFHP's housing and office facilities. Michelle holds an MBA with a specialty in nonprofit business administration from Golden Gate University, and previously held director-level positions at organizations such as Project Management Associates Inc., The Fulfillment Company, Marin Services for Women, Hospice by the Bay, and the Bay Area Discovery Museum.



aupshaw@bfhp.org
510.250.8606

ANGELA UPSHAW

Director of Programs

Angela brings nearly a decade of experience in public health, non-profit leadership, and social services expertise to her role as Director of Programs at BFHP. She oversees all programs across BFHP's six-county service area and ensures consistency and quality of service to our clients, fiscal responsibility, accurate reporting, and innovative, effective program design across the agency. Angela holds Master's of Public Health from Touro University as well as a Masters of Business Administration from the University of Phoenix. Angela previously worked as a Health Education Specialist with Solano County Health & Social Services where she organized, administered, and supervised health programs targeted at marginalized and underserved communities including African American, Latino, and LGBTQ communities. Since joining BFHP, Angela has successfully expanded BFHP's programs to many new regions, forged and grown key partnerships with other service providers, government agencies, and other stakeholders, and maintains a steadfast dedication to bringing the best possible service and support to those most in need in the community.

B. Berkeley Food & Housing Project / Team Members



ktreggiari@bfhp.org
510.601.2612

KATHY TREGGIARI

Director of Special Projects

As Director of Special Projects, Kathy Treggiari is responsible for the planning, implementation, services, and outcomes of new BFHP Programs, including the BFHP Hope Center. She has an integral part in securing funding for projects under development. She leads the design and implementation of supportive services to be delivered, supervises key program delivery staff members, and collaborates with Property Management and other project partners to facilitate the lease-up process, new tenant move-ins, and facility flow as new buildings come online.

Kathy has a Masters in Human Services from Springfield College and over 20 years of experience working in social services.



scott@falconedevelopment.com
415.218.0411

SCOTT FALCONE

Falcone Development

Scott calls on his more than 20 years of experience in community development and non-profit housing creation in his role as consultant for BFHP's development projects. He earned a Master's Degree in City Planning from UC Berkeley and subsequently held positions at Mission Economic Development Corporation and NCB Development Services. He then served for nearly a decade at Citizens Housing Corporation in San Francisco, where he rose to the rank of Director of Development and oversaw the development of more than 1,500 affordable housing units throughout the Bay Area. Scott now owns and operates Falcone Development Services, a development services firm which assists partners such as BFHP in real estate and community development projects. He was instrumental in the successful planning and execution of The BFHP Hope Center, and works closely with Calleene, Michelle, and Angela on all property development projects.

B. Non-Profit Affordable Developer / EBALDC



EBALDC is a non-profit community development organization that builds healthy, vibrant, and safe neighborhoods in the East Bay.

We address the specific needs of individual neighborhoods by connecting the essential elements of health and well-being through our Healthy Neighborhoods Approach. EBALDC is known for developing and managing diverse, mixed-income communities, while providing vital social and financial services, to help give longtime, low-income residents the ability to stay in their communities.

We know the East Bay well and invest deeply in our neighborhoods. Our core real estate development business lines include: new construction of affordable multifamily apartment buildings; resyndication and rehabilitations of existing affordable apartment buildings; real estate and financial consulting to strategic partners that provide services in our neighborhoods, but which are outside our programmatic expertise (e.g. grocery stores); and acquisition of existing market-rate apartment buildings in order to stabilize rents for existing tenants. In total, EBALDC has developed more than 2,200 affordable homes and more than 300,000 square feet of commercial space for local businesses and nonprofits. EBALDC's other core business activities include residential and commercial property management services, and we also provide a variety of free services in support of residents and neighbors.

LOCATION

East Bay Asian Local Development Corporation
1825 San Pablo Avenue, Suite 200
Oakland, CA 94612

YEARS IN BUSINESS

47 years

EMPLOYEES

165 full time employees

PRIMARY CONTACT

Liz Probst

Director of Real Estate Development
lprobst@ebaldc.org
510.935.3201

KEY TEAM MEMBERS

Andy Madeira, CEO

Capri Roth, EVP of Real Estate Development

Liz Probst, Director of Real Estate Development

Annie Ledbury, Senior Manager

Matt Almonte, Project Manager



EAST BAY ASIAN LOCAL
DEVELOPMENT CORPORATION

B. EBALDC / Team Members

EBALDC provides a broad range of expertise in real estate development, property management, resident services, and placemaking.



ANDY MADEIRA **CEO**

As the Chief Executive Officer, Mr. Madeira brings over 30 years of experience in affordable housing and community development. Prior to joining EBALDC, he served as the Senior Vice President of Real Estate Development at Eden Housing, greatly expanding their new construction pre-development pipeline, recapitalizing and renovating their existing portfolio, and opening development offices in Monterey and San Diego, California. In addition to his role at Eden Housing, Mr. Madeira was a Senior Banker for JP Morgan Chase Community Development Banking; Vice President, Real Estate Development for Citizens Housing Corporation; Director of Real Estate Development at BRIDGE Housing Corporation; and Vice President at Community Preservation and Development Corporation in Washington, DC. He also has significant real estate lending and finance experience, having spent six years at Fannie Mae's American Communities Fund, which financed affordable housing development, provided joint venture equity for workforce housing, and provided loans to local governments. He continues to be active in community development, serving on the Board of Directors for Community Vision and the Non-Profit Housing Association of Northern California.

B. EBALDC / Team Members



croth@ebaldc.org

CAPRI ROTH

Executive Vice President of Real Estate Development

As Executive Vice President of Real Estate Development, Ms. Roth provides leadership and support for all aspects of development for EBALDC's affordable housing, commercial and mixed-use, and mixed-income pipeline and portfolio. Since joining EBALDC, she has overseen the development, acquisition, and rehabilitation of 558 units of affordable housing as well as 20,000 square feet of community-serving commercial space, representing over \$300 million in asset value. Prior to joining EBALDC, she was a Project and Asset Manager for Terrex Development Corporation, overseeing the development of 320 units of affordable housing. In addition to her development projects, she provides policy and advocacy support, including participating in the Nonprofit Housing Association of Northern California's (NPH) Legislative Issues and Regulatory Issues working groups, as well as participating in advocacy campaigns with East Bay Housing Organizations (EBHO) and other partners. She holds a Master's in Business Administration from Lehigh University and a Bachelor of Arts in Liberal Arts from The New School.



lprobst@ebaldc.org
510.935.3201

LIZ PROBST

Director of Real Estate Development

As Director of Real Estate Development, Ms. Probst provides department leadership and support for all aspects of development for EBALDC's affordable housing, mixed-use, and mixed-income pipeline. She has been instrumental in growing all four business lines: acquisition, new construction, rehabilitation, and consulting. As part of this expansion, she originated three of the department's past lines-of-credit involving six lenders, mobilizing the organization with revolving bridge capital essential to funding acquisition and predevelopment. In addition to her time at EBALDC, she has consulted on for-profit development projects, and previously worked as a planning and urban design consultant for 35 jurisdictions in 12 states. She has a Bachelor of Arts, Political Science, from George Washington University, and a Bachelor of Landscape Architecture, Master of Landscape Architecture, and Master of Community Regional Planning from Iowa State University. Over the past 15 years, her projects have received state awards in Texas, Illinois, Iowa, Wyoming, and Georgia, in addition to numerous awards at the local and national levels.

B. EBALDC / Team Members



aledbury@ebaldc.org

ANNIE LEDBURY, LEED AP BD+C

Community Engagement Lead

Ms. Ledbury is a licensed architect and community developer who brings hands-on project management, culture and creativity, and health into affordable housing and comprehensive neighborhood development. Her work ranges in scale from grassroots to neighborhood planning to systems change; from ephemeral to temporary to permanent improvements to the built environment. Her creative community development programs and projects empower longtime Oakland residents to envision, plan, and construct collective, creative actions that advocate for the city they want to see. Ms. Ledbury has been working in West Oakland with the SPARC Collaborative since 2015, during which time she has supported resident teams to envision, plan, and has completed numerous creative action projects in public spaces. She was an Enterprise Rose Architectural Fellow from 2015–17 and currently serves on the board of the Open Architecture Collaborative and the Pathways to Equity program. Annie earned her Master of Architecture degree from the University of Oregon in Portland, where she received the Mark O. Hatfield Award for Excellence in Design and Public Service. She also holds a Bachelor of Science degree from University of Michigan.



malmonte@ebaldc.org

MATT ALMONTE

Project Manager

Mr. Almonte is a project manager in the real estate department with over seven years of experience in affordable housing. After receiving his Bachelor of Science in Business Administration from California State University – East Bay, he started in operations at HumanGood and transitioned to Beacon Development Group as a developer. He has extensive transactional experience applying for local and state funding applications and closing on complex structured financing. He recently led a closing, as senior developer in a joint venture with Allied Housing, which included development subsidy from the City, County, and three separate State HCD programs, in addition to AHP funds from Federal Home Loan Bank. It also included two separate operating subsidies: project-based Section 8 from the local housing authority and permanent supportive services subsidy from Alameda County. Mr. Almonte's versatility has equipped him to lead some of our most complex projects.

B. Development/Entitlement Consultant / Rhoades Planning Group

Rhoades Planning Group (RPG) combines planning and development technical expertise to entitle complex housing projects for the private, non-profit, and public sectors all over the San Francisco Bay Area. RPG has entitled thousands of sustainable, transit-oriented housing units with a focus on projects in Berkeley. RPG successfully combines state and local laws to help design and entitle development projects in high barrier-to-entry markets and complex partnership entities. Our strategies engage decision-makers, community, and local agency staff at once.

RPG has in-depth knowledge of the policy, zoning, and economic realities of designing and building sustainable mixed-use projects. RPG's clients benefit from a unique combination of development and urban planning expertise: an integrated, forward-thinking, and reality-based approach to planning and development for private and non-profit entities and public agencies.

RPG continues to write the book for housing implementation in California. We submitted California's first SB 35 application and have successfully completed numerous others. Mark Rhoades, CEO, has 30+ years' experience implementing urban infill projects, as an urban planner and as a development consultant. From 1997 to 2007 Mark was Berkeley's City Planning Manager.

RPG has extensive experience working with housing and especially affordable housing development. We have or are currently working with the following entities in the SF Bay Area: BRIDGE Housing, Charities Housing, Resources for Community Development, Berkeley Food & Housing Project, Satellite Affordable Housing Associates, and the Santa Clara County Housing Authority. We have led or strongly assisted the entitlement effort for each of these groups and more than 2,500 below market rate units (some projects service enriched) since 2018.

LOCATION

2140 Shattuck Avenue, Suite 705
Berkeley, CA 94704
510.545.4341
www.rhoadesplanninggroup.com

YEARS IN BUSINESS

10 years

EMPLOYEES

Four FTE equivalent. Three full time and two part time.

PRIMARY CONTACT

Mark Rhoades, AICP
mark@rhoadesplanninggroup.com

RhoadesPlanningGroup

B. Rhoades Planning Group / Team Members

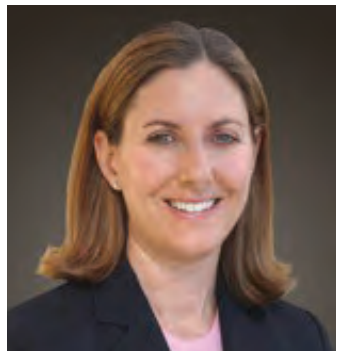


mark@rhoadesplanninggroup.com

MARK RHOADES, AICP

Partner/CEO, Rhoades Planning Group

Mark Rhoades has more than 30 years of professional experience in land use and real estate and will be the lead for entitlement and CEQA aspects of the project. His background includes zoning, environmental and entitlement law, and land use legislation, implementation, and policy development. Mark's experience includes all aspects of entitlements for urban, sustainable, transit-oriented, and infill development. Mark's experience includes the entitlement of thousands of dwelling units in a variety of San Francisco Bay Area jurisdictions over the last 15 years. Prior to that, Mark was a professional planner in the public sector, including 10 years as the Berkeley City Planning Manager. Mark is an active member of the American Institute of Certified Planners, the California Planning Roundtable (think tank organization for the CA Chapter of the American Planning Association), American Planning Association, Downtown Berkeley Association, and Lambda Alpha International (land use economics).



mia@rhoadesplanninggroup.com

MIA PERKINS

Partner/Senior Project Manager, Rhoades Planning Group

Mia Perkins has over 16 years of experience in land use and real estate. Mia will project manage the entitlement and CEQA aspects of the project. Her background includes real estate law, specifically in land use and development. Mia's project management experience includes all aspects of entitlements for sustainable/transit-oriented urban infill development. Mia has helped lead project teams for the production of thousands of housing units all over the San Francisco Bay Area and possesses significant expertise in SB 35, SB 330, and State Density Bonus Law. Mia maintains excellent staff communication and relationships in all project work. In addition, she has worked on projects for cities that include yield analysis and zoning general plan research.

B. SBE/Workforce Consultant / Monica Wilson/ Community+ Real Estate Development



MWilson is a CA-SBE and SF-LBE (WBE/Micro) with over 25 years of experience working on large-scale public/private real estate development projects with an emphasis on mixed income/mixed use developments, including extensive community and SBE/MBE/WBE outreach and engagement work, designing creative community benefits and workforce programs, and managing a summer internship program for BIPOC/first generation college students.

MWilson is a member of the Housing Action Coalition (HAC) Executive Committee as well as a Board member for Neighborhood Housing Services of the East Bay (NHS of the East Bay) based in Richmond, CA.

MWilson is also a founding member and Project Director for Construction Industry Workforce Initiative (CIWI), a Bay Area-based summer internship program focused on BIPOC/first generation young adults interested in real estate development, construction, A/E, civic engagement and community/economic development.

To date, CIWI has delivered approximately 150 internships. Key stakeholders include ULI-SF and its EDI team, Housing Action Coalition (HAC), US Green Building Council (USGBC), SPUR, Buildout CA as well as many of the Bay Area's largest developers, general contractors, and professional services firms.

LOCATION

Richmond, CA and
Hunter's Point/Bayview, SF

YEARS IN BUSINESS

12 years

EMPLOYEES

1 full time employee

PRIMARY CONTACT

Monica Wilson, Principal
monte@mwilsonconsulting.com



B. Monica Wilson / Team Members



monte@mwilsonconsulting.com

MONICA WILSON

Principal

TEAM ROLE

SBE/Small and Emerging Firm. Procurement Outreach and Engagement. Professional Services and Construction. Outreach through Technical Assistance and Capacity Development with an emphasis on small and emerging (WBE/MBEs).

Internships. Creating internship opportunities targeted to BIPOC/ First Generation College Students in A/E, Development, Construction and Sustainability with an emphasis on young adults attending local community colleges and four-year institutions.

Workforce. Working with key project stakeholders to maximize job and job training opportunities for local construction workforce community members and create innovative training and placement opportunities for construction workers.

Community Benefits. In partnership with key project stakeholders, MWilson works to design and implement custom-tailored curriculum and learning modules on public/private projects, using the project itself (for example, North Berkeley TOD) as the project-based assignment and delivering a multi-month community benefits program for key project stakeholders, including BIPOC/First Generation young adults.

For these initiatives, MWilson identifies key stakeholders (local high school, junior colleges, and other educational institutions) as well as key area community-based programs. MWilson has/is currently working with several students attending Berkeley Community College and Laney College as interns in CIWI who are also transferring to UC Berkeley to pursue architecture in the near future.

Examples include extensive sustainability training (in partnership with USGBC and other industry partners), workforce training programs for women interested in construction (in partnership with Rising Sun and other local programs), and partnering directly with local schools for guest speaker series, job site tours, and related engagement.

B. Legal Counsel / Goldfarb & Lipman LLP

Goldfarb & Lipman LLP is a California law firm with a practice that emphasizes the areas of affordable housing, real estate, land use, community economic development, and municipal law.

Since 1971, our work has focused on real estate syndications, public finance, environmental law, fair housing, cooperatives, condominiums and other subdivisions, land use, leasing, financing, securities, and related areas of corporate law. Our practice includes all areas of legal expertise required by our clients related to the development of projects as well as trial and appellate litigation. We are a women-owned enterprise, certified by the Women's Business Enterprise National Council. We encourage you to visit our website for additional information regarding our work.

AFFORDABLE HOUSING

Affordable housing is a mission-driven business, and our clients are passionately committed to developing quality affordable housing in order to provide everyone the opportunity to live with dignity. Goldfarb & Lipman supports and shares our clients' commitment to affordable housing development. Since 1971, we have been a leader in affordable housing law representing hundreds of public agencies, affordable housing developers, and for-profit developers in creating affordable housing for low- and moderate-income households. We have helped our clients develop over 50,000 affordable housing units throughout California, utilizing a wide variety of public and private financing sources.

Our comprehensive services include representation on real estate, tax, finance, land use and fair housing issues in connection with the development of both rental and for-sale affordable housing. We effectively represent our clients on a full-range of affordable housing projects and services, including: rental, cooperative and condominium development, single family subdivision development, including self-help housing, mobile home park conversions, government subsidy programs, inclusionary housing programs, tax syndications and project financing, second mortgage resale restriction programs, and preserving the affordable housing status of at-risk projects. We have expertise in understanding all phases of the housing process, from the creation of the development entity to financing, construction and management.

LOCATION

Oakland
1300 Clay Street
11th Floor
Oakland, CA 94612

Los Angeles
550 South Hope Street,
Suite 2685, KPMG Building
Los Angeles, CA 90071

San Diego
2260 El Cajon Boulevard
No. 922
San Diego, CA 92104

YEARS IN BUSINESS

51

EMPLOYEES

28 attorneys and
over 50 full-time employees

PRIMARY CONTACT

Heather Gould

hgould@goldfarblipman.com

B. Goldfarb & Lipman LLP / Team Members



hgould@goldfarblipman.com

HEATHER GOULD

Heather Gould is a partner in the firm practicing in the areas of affordable housing and real estate finance. Ms. Gould assists public agencies and private developers in structuring commercial and housing development transactions and has extensive experience in preparing and negotiating exclusive negotiating rights agreements, ground leases, disposition and development agreements and loan agreements for her clients.

Ms. Gould has worked on numerous transit-oriented development projects including the Contra Costa Centre/Pleasant Hill BART Station development, MacArthur BART Station development and San Leandro BART Station development.

In her housing work, Ms. Gould represents numerous affordable housing developers and public agencies in connection with the development, financing and management of low and moderate income projects and programs and has drafted, negotiated and reviewed numerous development and loan documents, construction contracts and other land use approvals. Ms. Gould has special expertise in homeownership, land trust, cooperative, and condominium housing development and operations. She lectures on fair housing and other housing matters related to the development and operation of affordable housing projects. She is co-author of *Between the Lines, a Question and Answer Guide on Legal Issues in Supportive Housing*, which was updated in 2010.

B. Master Planning and Housing Design / David Baker Architects



David Baker Architects (DBA) is a progressive, collaborative architecture firm that creates acclaimed buildings and sustainable communities in diverse urban environments.

DBA is known for exceptional housing, creative site strategies, designing for density, and integrating new construction into the public realm. We create thoughtful places that serve as a “multiplier of good” — that support engagement, connection, and other community benefit.

The AIA California 2020 Firm of the Year, DBA is a deeply experienced housing architect: We have designed and built more than 15,000 homes throughout the Bay Area and beyond — including more than 8,500 affordable homes. Our deep and broad housing practice has been informed and enriched by our work in urban planning, community engagement, hospitality, interiors, fabrication, and modular construction.

LOCATIONS

461 Second Street, Loft c127
San Francisco, CA 94107

2135 San Pablo Avenue
Oakland, CA 94612

415.896.6700
info@dbarchitect.com
dbarchitect.com

YEARS IN BUSINESS

40 years

EMPLOYEES

60 full-time employees

PRIMARY CONTACT

Daniel Simons, FAIA, LEED AP, Principal
danielsimons@dbarchitect.com
415.799.4585

“No local firm has a better track record than
David Baker Architects at mending the civic
fabric.”

—John King, *San Francisco Chronicle*



**David Baker
Architects**

B. David Baker Architects / Team Members



Role: Principal in Charge
danielsimons@dbarchitect.com

DANIEL SIMONS, FAIA, LEED AP **Principal, David Baker Architects**

With more than 20 years of architectural experience, Daniel Simons has focused on the field of sustainable multifamily housing. He uses his extensive knowledge of green-building practices, emerging technologies, and progressive city planning to minimize environmental impact while improving the quality of life for residents.

Daniel has overseen dozens of complex developments across the Bay Area spanning affordable housing for families, seniors, and unhoused residents, as well as diverse mixed-use market-rate housing. For several years, he has co-taught the James R. Boyce Studio, a Masters-level interdisciplinary studio at UC Berkeley that comprehensively guides students to explore affordable housing design and development on real sites. In 2019, Daniel was elevated to the AIA College of Fellows. Under his leadership, He is the co-author of *9 Ways to Make Housing for People*, a new book that outlines a thoughtful framework of flexible, community-oriented strategies for making better housing.

A long-time resident of Berkeley, Daniel is a current board member for the Bay Area Housing Action Coalition. He holds a Master of Architecture from the University of Washington, Seattle.



Role: Urban Designer
josiemorgan@dbarchitect.com

JOSIE MORGAN **Designer, David Baker Architects**

An Oakland native, Josie is a committed designer interested in architecture's relationships to the public realm and the impact of design on community, social well-being, and resiliency.

Josie focuses on urban design implications for affordable and market-rate developments ranging from 0.25 to 40 acres. She is skilled at complex zoning, yield, and feasibility studies, and enjoys translating site influences—from context to topography to regulatory controls—into urban scale design. Her recent projects include RESHAP Alameda—a collaborative 10-acre master plan with four non-profit developers to reimagine the former Alameda Navy base as a cohesive 267-home community—and San Francisco's Stonestown Mall plan—an infill proposal to add significant density near transit while resolving complex infrastructure, transportation, and urban design considerations.

Josie holds a Master in City Planning with a specialization in Urban Design and a Certificate in Real Estate from the University of California, Berkeley, where she served as a Graduate Student Researcher for the Center for Community Innovation.

B. David Baker Architects / Team Members



Role: Project Architect
Market-Rate (w/AvalonBay)
chelseajohnson@dbarchitect.com

CHELSEA JOHNSON, AIA, LEED AP

Managing Director, David Baker Architects

Chelsea Johnson is an accomplished architect interested in the intersection of urban architecture and the natural world—including green site design, the creative expression of sustainable strategies, and addressing climate change resilience as a social-justice issue. Her recent work has focused on providing all-electric buildings for affordable housing communities.

Chelsea has comprehensive experience designing large multifamily housing developments and overseeing complex project teams. She was Project Architect for 855 Brannan in San Francisco, a 453-home mixed-use, market-rate community featuring six buildings interlaced with public mid-block passages, a transformed pedestrian frontage, and a courtyard centered on an urban redwood grove. As Project Architect for Hunters View Phase 3—a two-building, 118-home affordable community and public park within a San Francisco master plan—she led a comprehensive community outreach process, managed collaboration with an Associate Architect, and guided the all-electric design through the Living Building Challenge Affordable Housing Pilot.

Chelsea holds a Master of Architecture from the University of California Berkeley, where she has served as a lecturer on urban housing design.



Role: Project Architect
Affordable (w/BRIDGE Housing)
joelmillar@dbarchitect.com

JOEL MILLAR, AIA, LEED AP

Associate, David Baker Architects

A Bay Area native and architect deeply engaged in the creation of equitable homes, Joel believes that well-designed housing creates opportunity for residents while benefiting the community at large.

Joel has led the design of affordable and market-rate multifamily developments totaling more than 750 homes. He is Project Architect for 355 Sango Court, a modular community providing 102 supportive affordable homes near Milpitas BART, and 1100 La Avenida, a 100-home affordable building in Mountain View. He is currently guiding the team developing a Senior Housing Playbook for the Washington DC Housing Authority, outlining best practices for special-use housing design.

Keenly interested in the intersection of community, architecture, and fabrication, Joel is co-founder of DBA_Lab—the firm's in-house research and exploration studio. He is a board member for One Treasure Island, a non-profit committed to stewarding an equitable community amidst rapid development. Joel holds a Bachelor of Architecture from the University of California, Berkeley.

B. David Baker Architects / Team Members



Role: Project Architect
Affordable (w/EBALDC)
taylordearinger@dbarchitect.com

TAYLOR DEARINGER, AIA, LEED GA

Associate, David Baker Architects

Taylor is a creative architect and project manager with experience across affordable and market-rate housing, hospitality, and policy studies, including San Francisco's Density Bonus program.

Taylor is currently overseeing a range of projects that have been entitled or undergoing entitlements utilizing the SB 35 State Density Bonus, including 1804 Bay Road, a 75-home affordable community in East Palo Alto; 130 El Camino, a 30-home market-rate building adjacent to Millbrae BART; and Vista Montaña, a four-phase, 3-acre community bringing 448 affordable homes to San Jose. She is the Project Architect for 965 Weeks, a 136-home affordable community in East Palo Alto, and collaborated with EBALDC on 12th & Harrison, an affordable housing development slated for Oakland's Chinatown neighborhood.

Taylor is a co-founding member of DBA_Lab and a leader of DBA's equity initiatives, including JUST certification, B Corp application, and spearheading a comprehensive JEDI training program. Taylor is a board member for ADPSR (Architects/Designers/Planners for Social Responsibility). She holds degrees in both Architecture and Architectural Engineering from Oklahoma State University.



Role: Project Architect
Permanent Supportive Housing (with
Berkeley Food & Housing)
meghanmcallister@dbarchitect.com

MEGHAN MCALLISTER, AIA

Associate, David Baker Architects

Meghan is an architect and urbanist with experience working in both the public and private sectors. She has collaborated extensively on both U.S. and international projects, proactively exploring ways for design to empower communities.

Meghan is the Project Architect for Sunnydale Blocks 3A & 3B, a gateway building for a HOPE SF master plan with 170 affordable homes, an early childhood education center, and a family wellness clinic run by the San Francisco Department of Public Health. Before joining DBA, Meghan worked for the Bureau of Architecture at San Francisco Public Works, where she played a pivotal role in the design and development of five Navigation Centers for people experiencing homelessness.

Committed to supporting emerging designers, Meghan consistently provides student reviews for multiple local institutions, including the UC Berkeley College of Environmental Design. She is active in the local Berkeley community, and as a member of Berkeley Friends Meeting, she has volunteered for local non-profits, such as Youth Spirit Artworks. Meghan holds a Master of Architecture from Yale University.

B. Master Planning and Landscape Design / EinwillerKuehl



Einwiller Kuehl was founded as a collaborative studio and has become an award-winning landscape architecture and urban design practice.

Based in Oakland, California, the practice is known for guiding generative collaboration and interdisciplinary design innovation across a range of project types and scales. Working with architects, urban designers, communities, and contractors the office creates strong designs and often works in long term transformative relationships with clients over many years and successive projects. All the firm's work demonstrates a passion for legacy thinking and how landscape can create a healthier world where people are more equitably connected to nature and to each other.

Einwiller Kuehl was named one of the TOP 10 Landscape Architecture Firm For 2021: <https://bit.ly/3G0P65J>

Urban design critic John King of the San Francisco Chronicle described Township Commons as:

"...a startling act of urban reinvention that, with time, should pull people from across the city to an area that until now has been off the map." "

LOCATION

318 Harrison street suite #301
Oakland, CA 94608
www.einwillerkuehl.com

YEARS IN BUSINESS

10

NUMBER OF EMPLOYEES

12

PRIMARY CONTACT

Sarah Kuehl

sarah@einwillerkuehl.com
510-891-1696

ESTD. 2012

EINWILLERKUEHL
LANDSCAPE ARCHITECTURE

B. EinwillerKuehl / Team Members



sarah@einwillerkuehl.com
510.891.1696

SARAH KUEHL, RLA 5903

Founder and Principal, EinwillerKuehl

Sarah is a licensed Landscape Architect and has extensive experience creating visionary public realm proposals and achieving community support for their realization. She is known for her ability to synthesize complex ecological, social, budgetary, and technical layers on challenging sites. In the last 10 years she has led many transformative urban design projects in both the public and private sector and is an advocate for the integrated design of buildings and the outdoor public realm.

Sarah graduated Magna cum laude from Harvard College and attended UC Berkeley for her Master's in Landscape Architecture. She won the prestigious Rome Prize in 2004 and lives in Oakland, CA with her husband and their 3 children.



lauren@einwillerkuehl.com

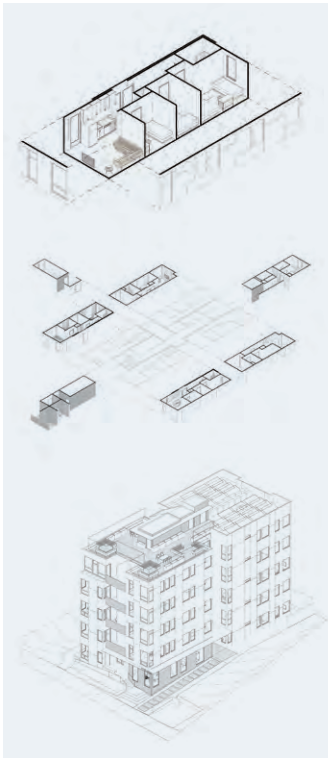
LAUREN MCCLURE

Designer, EinwillerKuehl

Lauren is mindful of creating engaging inter-generational designs in public spaces and believes that the ability to play is an important component of urban life. She previously worked for the City of San Francisco and designed numerous award winning playgrounds in the public realm. She is deeply knowledgeable about the relationships between design standards and built projects. She is expert at the important coordination of curb and sidewalk designs with transportation, greening, and circulation programs and is leading the integration of these urban trails into the overall public realm vision for many TOD projects..

Lauren attended the UCLA and received her Master's in Landscape Architecture from Harvard University.

B. Associate Architect and Community Engagement / Yes Duffy Architects



At Yes Duffy Architects we pride ourselves in reformulating complex design problems into innovative solutions by synthesizing the transdisciplinary expertise of community builders, developers, building scientists, technologists, engineers, product designers and others across industries.

Our work hybridizes contemporary design methods with traditional architectural wisdom to achieve collaborative, place-based innovations.

Our ‘people-first’ approach to designing affordable, mixed-use, urban projects emerges from human-centered design thinking, new innovations in construction technology, and deep collaboration with community.

We are an active member of the National Organization of Minority Architects, and the American Institute of Architects. We are also currently in the process of certifying as an MBE.

LOCATION

Strawberry Creek Design Center, # 101
1250 Addison St.
Berkeley, CA 94702
yesduffyarchitects.com

YEARS IN BUSINESS

4 years

EMPLOYEES

2 full time employees

PRIMARY CONTACT

Yes Duffy, AIA
yes@yesduffy.com
510.593.7139



B. Yes Duffy Architects / Team Members



yes@yesduffy.com
510.593.7139

YES DUFFY, AIA, NOMA

Principal, Yes Duffy Architects

Yes Duffy, AIA, NOMA is an activist-architect, fabricator, university instructor, and urban-interventionist. His work combines contemporary fabrication methods with traditional architectural wisdom to achieve collaborative, community-focused, place-based innovations. He holds Masters Degrees in Architecture and City and Regional Planning from UC Berkeley.

As a citizen-Architect and Berkeley native, Yes currently serves on the Berkeley Zoning Adjustments Board representing District 1, which includes North Berkeley BART. He and his multigenerational family of community activists have been in the North Berkeley neighborhood for over two decades advocating for workers rights, social justice, and affordable housing locally and nationally.

Throughout 2010-2018, Yes designed a wide range of award-winning, sustainable, mixed-use developments at David Baker Architects in San Francisco and Oakland. He was instrumental in developing DBA's expertise in modular housing, custom manufacturing, digital fabrication, and designing for a new generation of maker spaces and creative communities.

Yes helped design, entitle and manage construction of over 1,000 units of housing while at DBA and his significant projects include: The Union, Potrero 1010, Five88 (then San Francisco's largest affordable housing development in over a decade); The Rivermark (affordable family housing in West Sacramento), Mason on Mariposa, 855 Brannan, and many others.

Over the past four years, as Principal of the Berkeley-born architecture firm Yes Duffy Architects, Yes has designed many affordable multifamily homes—from modular workforce housing to market rate student dormitories, all while creatively capitalizing on new state pro-housing legislation such as SB35, State Density Bonus, SB330, and SB9 among others.

Work from his Design/Build courses at UC Berkeley and while at David Baker Architects has been published widely and has won numerous local and national awards.

B. Structural Engineer / Tipping Structural Engineers



Unlocking greater possibilities. Tipping Structural Engineers is a service-forward structural engineering practice with an unconventional approach that blends creativity with technical mastery.

Client service is at the core of what we do. We operate as thought partners to our clients, working side-by-side with them throughout the process. We believe that early and frequent collaboration is key to the success of a project.

We work at the edge of possible to solve the seemingly unsolvable. We leverage our deep understanding of structural behavior, along with our suite of custom-built analytical tools to achieve what otherwise might seem out of reach. Our high level of technical mastery allows us to help realize our client's vision in unexpected ways.

Rigorous design thinking leads to impactful design solutions. Our unconventional approach blends creative vision with sophisticated technical tools to push the boundaries of engineering for our clients. We think holistically about project goals, consider the task from all angles, and explore the unexpected.

We build value into our process.

We continually integrate cost efficiencies throughout our design process. We collaborate closely with architects and project teams to craft elegant and cost-effective solutions that achieve project goals in innovative ways.

LOCATION

1906 Shattuck Avenue
Berkeley, CA 94704
510.549.1906

YEARS IN BUSINESS

39 years

EMPLOYEES

40 full-time employees

PRIMARY CONTACT

Marc Steyer, SE, Principal
510.549.1906 ext 233
m.steyer@tippingstructural.com

KEY TEAM MEMBERS

Marc Steyer, SE, Principal
Joy Wei, SE, Project Director

TIPPING
STRUCTURAL ENGINEERS

B. Tipping Structural Engineers / Team Members



Project role: Principal-in-Charge,
Structural Engineer of Record
m.steyer@tippingstructural.com
510.549.1906 ext 233

MARC STEYER, SE

Principal

As a principal at Tipping, Marc directs his vision, talents, and energies externally and internally: He works to understand and internalize the unique goals, concerns, and needs of his clients. He manages internal operations to allow for superior client service and, in alignment with client goals, pursues innovative avenues for project delivery and design collaboration.

Marc's wide range of experience includes work for engineering, architecture, and construction firms. Since joining Tipping in 2005, he has combined his engineering and management expertise on dozens of affordable and market-rate housing projects achieving cost-effective and resilient solutions for his clients. Relevant projects include: 4200 Geary, 1950 Mission, 2001 Market, and 2550 Irving in San Francisco; Acheson Commons in Berkeley; and Light Tree Residences, Tennyson Gardens, Faith Mannor in Hayward, and many others.

Marc earned his AB in molecular biology from Princeton University and MEng in civil engineering from the Massachusetts Institute of Technology. After nine years at Tipping, he was named principal in 2014.



Project role: Project Director
j.wei@tippingstructural.com
510.549.1906 ext 247

JOY WEI, SE

Associate

A desire to work on objects with permanence led Joy Wei into structural engineering. She earned a BS in Civil Engineering from University of Michigan, and an MEng in structural engineering with minors in Sustainability and Architecture from UC Berkeley. After graduating from UC Berkeley, Joy spent two years building houses as a construction crew leader at Habitat for Humanity East Bay and also volunteered at Engineers without Borders. This hands-on experience impressed upon her the need for design to be practical, communicated clearly, and constructable, which underpins much of her design approach to this day.

After joining Tipping Structural Engineers in 2013, Joy has gained experience in a wide variety of project types, with a particular focus in affordable housing. Joy has worked on many of the firm's notable housing projects including: 2550 Irving and Sierra Madre in San Francisco; 4345 Crenshaw Housing in Los Angeles; and Berkeley Plaza Residences in Berkeley.

Joy was elevated to project manager in 2018 and associate in 2021.

C. Civil Engineer / Lotus Water



Sustainable design is our passion. Lotus integrates water cycle analysis with urban design, natural systems engineering, and traditional civil engineering in an effort to develop economically, environmentally, and socially balanced design solutions.

Technical excellence driven by collaborative innovation.

We provide value to our clients by developing innovative yet feasible solutions inspired by an appreciation for pioneering new approaches, and rooted in our deep understanding of technical principles, client objectives, community engagement, regulatory requirements, and respecting the importance of every discipline.

Versatility and resilience for tomorrow. From new waterfront parks adapted for sea level rise, to interactive stormwater and water reuse features on constrained redevelopment sites, to freeway corridors reimagined as multi-benefit flood resilient spaces, Lotus specializes in crafting solutions for high-profile green buildings and public spaces in the Bay Area that are optimized to meet project financial goals, integrate seamlessly with site aesthetics, exceed sustainability targets, and adapt to the uncertainties of the future.

LOCATION

660 Mission Street, Suite 200
San Francisco, CA 94105
415.800.6805

YEARS IN BUSINESS

15 years

EMPLOYEES

20 full-time employees

PRIMARY CONTACT

Shauna Dunton, PE, Principal
415.800.6805 ext 704
sdunton@lotuswater.com

KEY TEAM MEMBERS

Shauna Dunton, PE, Principal
Eric Zickler, PE, LEED AP, Principal
Bryce Wilson, PE, Senior Project Manager
Cindy Do, EIT, Project Engineer



Lotus Water
engineering

B. Lotus Water / Team Members



Project role: Principal-in-Charge,
Civil Engineer of Record
sdunton@lotuswater.com
415.800.6805 ext 704

SHAUNA DUNTON, PE **Principal**

Shauna Dunton brings over 20 years of civil engineering experience, with over 15 years leading design and project management for high-profile green infrastructure (GI) projects in recreational, institutional, commercial, and residential settings in the Bay Area. Her specialties include green building site development, integrated stormwater solutions, GI streetscape design, and onsite water reuse design. Ms. Dunton is currently leading the civil design of an institutional campus project in San Francisco, developing sustainable stormwater management solutions for a state-of-the-art, mixed-use urban village in Oakland, and supporting agencies across the Bay Area with the implementation of large-scale GI projects.



Project role: QA/QC
ezickler@lotuswater.com
415.800.6805 ext 703

ERIC ZICKLER, PE, LEED AP **Principal**

As principal of community infrastructure at Lotus, Eric has over 20 years of experience working for large public-sector clients on wet utility design and planning, as well as private and institutional clients on master planning and infrastructure design. He has participated in all aspects of water resource engineering design and planning including technical policy development, program management, capital planning, and regulatory compliance. Eric has dedicated his career to providing sustainable and cost-effective infrastructure solutions at scales ranging from individual building sites to major cities. Eric's deep knowledge of the evolving regulatory environment is helping to inform the development of innovative alternative compliance frameworks for clients throughout the West Coast.

B. Lotus Water / Team Members



Project role: Senior Civil Engineer
bwilson@lotuswater.com
415.800.6805 ext 705

BRYCE WILSON, PE **Senior Project Manager**

With nearly 20 years of broad site development and master planning experience, Bryce is a civil engineer who specializes in innovative stormwater facilities, high-performance green infrastructure (GI), and alternative water reuse. He has worked on a diverse range of projects, from the detailed design of individual streetscapes to large-scale regional master plans. Mr. Wilson has extensive experience collaborating with multidisciplinary teams, public agencies, and private developers on infrastructure and development projects from planning and conceptual design through construction. Recent work includes coordination across multiple city departments and developer teams to evaluate the feasibility and cost-benefits for alternative water and reuse systems at Mission Rock and Pier 70, two major waterfront redevelopment projects in San Francisco.



Project role: Project Engineer
cdo@lotuswater.com
415.800.6805 ext 719

CINDY DO, EIT **Project Engineer**

Cindy has over 5 years of civil engineering experience on various site-specific residential, industrial, and commercial projects, as well as public projects of a broader scale. Her expertise includes stormwater management, watershed analysis, site design using Civil3D (grading, utilities design, earthwork), assessing design impacts with hydraulic modeling, and permit support. Ms. Do is currently analyzing water reuse opportunities for a mixed-use commercial site development in Oakland, designing multiple GI retrofit projects in San Francisco, as well as providing plan review support for the SFPUC's City Distribution Division (CDD).

B. Site Accessibility Consultant / The Art of Access



UNIVERSAL DESIGN EXPERTS

The Art of Access is a unique group of Universal Design experts with lived experience of disability. There are thousands of ADA consultants to choose from, but that's a small fraction of what we do; no other group combines the breadth of lived experience, practical architectural knowledge, and artistic vision that we bring to projects.

We've helped teams throughout the US and Europe to leverage our personal experiences and broad professional expertise to create some of the most accessible, comfortable, and inclusive places on the globe.

LOCATION

2415 Fifth Street, Suite 100
Berkeley, CA 94710
510.540.7111
www.ArtOfAccess.com

YEARS IN BUSINESS

31 years

EMPLOYEES

5 full-time employees

KEY TEAM MEMBERS

Erick Mikiten

erick@artofaccess.com
510.540.7111



B. The Art of Access / Team Members



erick@artofaccess.com
510.540.7111

ERICK MIKITEN, AIA

Erick Mikiten, AIA has used his unique insights gained from a lifetime of lived disability experience to design cutting edge inclusive buildings since founding Mikiten Architecture in 1991 — the same year the ADA became law. Three decades later, he saw too many new buildings still failing to meet even the low bar of the ADA due to a lack of understanding how people with disabilities really use environments. And he saw designers struggling with the assumption that the trappings of accessibility would conflict with their artistic desires. So after 30 years of the ADA, Mr. Mikiten realized that the profession needed to shift its view, needed inspiration, and needed a design partner to help projects succeed in beauty and accessibility. He founded The Art of Access in 2021 to do just that.

Mr. Mikiten's unique lived experience and insight into Universal Design as a wheelchair-riding architect and hearing aid user were recognized by Governor Jerry Brown, who in 2012 appointed him as the disabled member of the California Building Standards Commission, the body that creates the California Building Code, where he has served for 10 years.

B. Transportation Consultant / Zander Design



At Zander Design, we plan and design outdoor access for connection and stewardship. Our vision is for a network of beautiful spaces that have safe and inviting access for everyone. We bring inclusion and understanding to our projects by listening to all the voices and collaborating on solutions that balance needs. Our experience and skills allow us to efficiently develop plans that are contextually appropriate at every scale: from trailhead to regional network.

Our team approaches design as a collaborative process with the understanding that designing for the most vulnerable users benefits all users. We specialize in trails, bikeways, greenways, and active transportation projects in California, particularly working with diverse stakeholders on complex, multi-faceted projects requiring strategic cross-disciplinary partnerships. Zander Design's deep experience with public sector work and community outreach allows us to efficiently develop successful plans that reflect the needs of the community.

Zander Design is California DGS SB(Micro), DBE, WOSB, and Alameda County SLEB Certified. We have been honored to present our work at the California Trails and Greenways conference, and to have been awarded "Best Public Works Project" of 2021 for our work on the Point Pinos Trail in Pacific Grove.

LOCATION

2927 Newbury Street, Suite B
Berkeley, CA 94703
510-847-1491
hello@sofiazander.com
www.sofiazander.com

YEARS IN BUSINESS

2 years

EMPLOYEES

3 full-time employees

KEY TEAM MEMBERS

Sofia Zander
Liz Westbrook



landscape
architecture
& planning

B. Zander Design / Team Members



Project role — Principal in Charge
sofia@sofiazander.com
510-847-1491

SOFIA ZANDER, ASLA, PLA **Principal Landscape Architect**

Sofia is a landscape architect and planner with 20 years' experience in public and private practice focusing on trails, public access, and active transportation. Sofia is passionate about projects that contribute to a world where everyone has safe access to active transportation options, outdoor recreation facilities, and natural areas. She approaches design as a collaborative and iterative process, making room for all voices to be heard and has led projects throughout California involving master planning, construction documentation, site design, and environmental analysis.

Sofia has worked on urban trails and greenway projects throughout the East Bay, including projects on the San Francisco Bay Trail, the Iron Horse Trail, and multiple connectivity projects in Fremont. She has served on the City of Berkeley Transportation Commission—including as Chair and Vice Chair—and currently lives in Berkeley, where she has raised her kids and supported her parents through their final years, providing a varied perspective on this dynamic town.



Project role — Project Designer
liz@sofiazander.com
510-847-1491

LIZ WESTBROOK **Senior Planner and Designer**

Liz is a trail and open space planner and designer with over 14 years' experience in non-profit and private practice focusing on trail design and construction. She is adept at facilitating stakeholder planning and design on complex public projects and is passionate about managing, planning, and advocating for equitable public access through thoughtful design, education, and community participation. Liz is currently working on the the Dumbarton Bridge to Quarry Lakes Trail in Fremont and a feasibility study of California Coastal Trail within the Caltrans right of way in San Mateo County. While living in San Francisco, Liz co-founded a community-based urban wayfinding and site design project to promote exploration, safety, history, and community engagement.

Liz holds a Master of Landscape Architecture and Certificate in Real Estate Development from the University of Michigan, Ann Arbor. She has served as a board member for the Oakland Parks and Recreation Foundation and TOGETHER Bay Area and is currently the co-chair of the Policy & Funding Working Group of the Bay Area Trails Collaborative.

B.7. Memorandum of Understanding

BRIDGE Housing, AvalonBay Communities, EBALDC, and Berkeley Food & Housing Project have executed a Memorandum of Understanding outlining our approach as a team to the North Berkeley BART Station TOD project.

BRIDGE will act as the Lead Developer and be responsible for sitewide planning and development. We will form an entity (likely a limited liability corp.) formalizing the team as working entity when we are selected.

Previous working relationships between team members include:

- BRIDGE and Berkeley Food & Housing Project jointly developed the recently opened Berkeley Hope Center and Berkeley Way Affordable Apartments.
- BRIDGE and AvalonBay Communities have collaborated since 2016 on the Balboa Reservoir development that is 50% affordable through entitlement, design, mapping and about to break ground on infrastructure.
- BRIDGE and EBALDC have cooperated at adjacent buildings at Fruitvale BART and the development of the Frank G. Mar Apartments in Oakland.

North Berkeley BART RFQ

Memorandum of Understanding

This Memorandum of Understanding (MOU) is made and entered into this 23rd day of August 2022 by and among BRIDGE Housing Corporation (“BRIDGE”), a California non-profit corporation, having an address at 600 California Street, Suite 900, San Francisco, CA, AvalonBay Communities a Delaware corporation (AVB), having an address at 455 Market Street, Suite 1650, San Francisco, CA, East Bay Asian Local Development Corporation (“EBALDC”), a California non-profit corporation, having an address at 1825 San Pablo Ave #200, Oakland, CA 94612, and Berkeley Food & Housing Project, (“BFHP”) a California non-profit corporation, having an address at 3225 Adeline St, Berkeley, CA 94703 (together the “Parties”) have agreed to team and collectively respond to BART’s North Berkeley BART Station Joint Development’s Request for Qualifications.

Background: BART issued a RFQ for development of BART-owned parcels that comprise the main parking lot of the North Berkeley BART station. If selected, the Parties expect to enter into an Exclusive Negotiating Agreement (ENA) with BART that will lead to a DDA and ground leases on each development site.

Proposal and Project Description: The Parties proposed a mixed-use, mixed-income development including approximately 600-800 apartments, child care, ancillary retail/commercial uses and up to 120 public parking spaces. Proposed affordable housing to be developed, owned and managed by BRIDGE/BFHP and EBALDC. The market rate apartments will be developed, owned, and managed by AVB.

Planning: The Parties expect there will be significant master planning and entitlement efforts resulting in a minimum of six separate development projects and a minimum of four affordable housing projects, each subject to its own ground leases, construction contracts, etc.

Affordable Housing: Multiple Affordable housing projects, as shown attached Concept Plan, are proposed including by Phase:

Phase 1

- A family affordable building with at least 100+ units to be developed by BRIDGE in conjunction with BFHP
 - A family affordable building with at least 65 units to be developed by EBALDC
 - A permanently supportive (PSH) affordable building with at least 55 units to be developed by BRIDGE in conjunction with BFHP
-

Phase 2

- A family affordable building with at least 100+ units to be developed by BRIDGE in conjunction with BFHP

Consultants: The parties initially selected a list of consultants to work on various aspects of the project including:

- David Baker Architects, Lead Master Planning Architect
- Yes Duffy Architects, Associate Architect
- Einwiller Kuehl, Landscape Architect
- Lotus Water Engineering, Civil Engineering
- Tipping Structural Engineers
- Rhoades Planning Group, Entitlement & Development Consultant i
- Monte Wilson/CIWI, Workforce Development
- Zander Consulting, Transportation Consultant
- Mikiten Architecture, Site Accessibility Consultant
- Goldfarb & Lippman, Attorney

BRIDGE Roles and Responsibilities:

BRIDGE will act as the Lead Developer and lead master development efforts including:

1. Lead completion of initial due diligence for the property
2. Lead engagement with community partners, neighborhood groups, elected officials and other constituency groups as part of the community outreach effort.
3. Provide leadership and administrative support during negotiations with the BART and the City of Berkeley
4. Manage the entitlement process and submittals to the City of Berkeley including CEQA clearance/streamlining
5. Coordinate infrastructure design and financing plans necessary to support the overall project
6. Establish the phasing plan
7. Provide project accounting to track expenses during the feasibility and master planning phases for Master Project expenses
8. As team lead, Brad Wiblin, BRIDGE Executive Vice President is empowered to sign documents to advance the North Berkeley BART Station TOD project after consultation with the Parties. However, major decisions and/or binding commitments must be formally agreed upon by all parties.

Joint Responsibilities of the Parties:

1. Project Management: each Party will designate an individual Project Manager who will have day to day responsibility for guiding the project through completion. Except as otherwise specifically set forth in the MOU, precise division of labor for project management tasks needed in order to manage the project efficiently will be discussed after selection.
2. Contracting and Contract Administration: For the development of each building, the lead development entity for each building will enter in to contracts with the

- consultants as needed and have responsibility for their work.
3. Predevelopment Funding: The Parties anticipate that the non-profit entities, BRIDGE, EBALDC, and BFHP will apply for City of Berkeley predevelopment funding through the NOFA outlined in the RFQ. All other predevelopment costs will be self-funded proportionally by the Parties, after mutual agreement on a shared predevelopment budget. If either Party advances any mutually approved pre-development costs, which shall be done in proportion to each Party's respective share of units, such costs shall be reimbursed from predevelopment funding sources, or, if unavailable for such reimbursement, from the Project construction financing.
 4. Representation to BART and City of Berkeley agencies: to the extent possible, all Parties will attend meetings with BART staff and City of Berkeley agencies.
 5. The Parties will form an entity to enter into the relevant agreements with BART, anticipated to include an Exclusive Negotiation Agreement, followed by Ground Leases, and agreements with the City of Berkeley including Loan Agreements, and Regulatory Agreements.
 6. Guarantees: The Parties will each make any guarantees as required for their individual buildings and the Parties will participate in any guarantees for master development and site work in a proportion to be negotiated.


Other Responsibilities of Specific Parties

1. BFHP will manage resident services component of the 2 BRIDGE/BFHP affordable buildings and PSH BRIDGE/BFHP. BFHP. The resident services will include; lease up, supportive programming, and tenancy retaining services appropriate to the different populations.
2. For the EBALDC building, EBALDC will be responsible for real estate development, property management, and resident services. The resident services will include: lease up, supportive programming, and tenancy retaining services appropriate to the different populations.
3. AVB will build any required BART-related parking as part of its market-rate housing development parking. Funding sources for BART parking is to be determined.
4. AVB will provide a subsidy for affordable housing in an amount currently budgeted (per RFQ guidelines) at \$200,000 for per unit for 20% of the market rate units (or an equivalent of \$40,000 per market rate unit). Details of this requirement is expected to be negotiated with the City of Berkeley and BART.
5. As part of these negotiations, AVB will require (and the development team will support) that payment of this required affordable housing subsidy amount (into escrow, as a fee to the City/BART, or directly one of the affordable developers) will constitute compliance with AVB's affordable housing requirements, and no additional timing requirements will be placed on AVB's buildings in relation to the completion of other affordable housing buildings.


Nothing herein shall be construed to create a partnership or operating agreement between the Parties, and no such partnership or operating agreement shall exist unless and until a further agreement is executed by the Parties. This Agreement may not be assigned by any Party hereto.

Acknowledged and Agreed:

BRIDGE Housing Corporation

By: 
Name: Brad Wiblin, Executive Vice President

AvalonBay Communities

By: 
Name: Joe Kirchofer, Senior Vice President

East Bay Asian Local Development Corporation

By: 
Name: Andre Madeira, CEO

Berkeley Food & Housing Project

By: 
Name: Calleene Egan, CEO



Section C / Small Business Participation

C. Small Business Participation

The BRIDGE team is committed to small business and local worker participation in all of our projects. We have built in many communities with strong local, small, women- and minority-owned business participation goals, and we have always accepted the challenge and provided leadership in meeting or exceeding expectations.

Our team will work closely with Monica Wilson/Community+Real Estate Development to maximize participation with state certified small business. Already the team includes 5 certified SBEs and 4 firms that are striving to achieve certification including:

- Yes Duffy Architects, Associate Architect (in process)
- Einwiller Kuehl, Landscape Architect (just awarded SBE)
- Lotus Water Engineering, Civil Engineering (SBE)
- Tipping Structural Engineers (SBE)
- Rhoades Planning Group, Entitlement & Development Consultant (in process)
- Monte Wilson/CIWI, Workforce Development (SBE)
- Zander Consulting, Transportation Consultant (in process)
- The Art of Access, Site Accessibility Consultant (in process)

We are committing to a range of small business participation at a minimum of 20% ranging to 25% sitewide across all infrastructure, market-rate, and affordable development.

When finalizing our team—especially general contractors—we will ensure posting a wide array of its construction job advertisements and/or seek the assistance of a community service provider organization to ensure the best-efforts hiring requirement provided for Local Workers is exceeded. We have a track record of selecting GCs that are creative about community and small business outreach and maximizing

the achievement of these goals. In addition to this our team will employ the following strategies:

- Outreach to unions and nonprofits that promote and encourage workforce diversity in the Bay Area and the East Bay
- Communicate career/job opportunities
- Review hiring process, access to job announcements and analysis of job hires
- Identify impediments to access and or opportunity when and where possible

Some examples of our workforce achievements:

BRIDGE recently completed the Abigail which consists of 128 affordable and 27 market-rate apartment homes in the Pearl District of Portland, similar in scale to Building 3 at the Spring District. Over 25% of Professional Service costs on this project were to Disadvantaged, Minority-Owned, Women-Owned, Emerging Small Businesses, Service Disabled Veterans Business Enterprises Certified Firms. In addition to this, minority participation of the Workforce Training and Hiring Program was 45% and female participation was 7%.

BRIDGE recently completed Cedar Grove at Jordan Downs, the first phase of new residential construction for the revitalization of Jordan Downs, a 1950s-era public housing development in the Watts neighborhood of Los Angeles. BRIDGE partnered with the Watts/LA WorkSource Center. The coordinators play an integral role training Section 3 candidates and referring them for available positions on the project. A large part of the program success (see following chart for specific Section 3 Accomplishments) revolves around training and referrals. The Watts/LA WorkSource Center is operated by the Housing Authority of the City of Los Angeles (HACLA) and

C. Small Business Participation

its collaborative partners. Since 1992, HACLA in participation with both the private and public sector has offered its customers employment readiness, job training and placement services. BRIDGE designed and implemented a targeted hire program because the approach requires workforce partners to seek out and employ people facing employment barriers, such as chronic unemployment, coming from low-income households, who have a history of involvement with the criminal justice system, experiencing homelessness, or lacking a high school diploma/GED. Typically, local hire programs exclude people who may benefit most from meaningful training and employment because their priorities rely on geography rather than the impact on a persons' condition.

Here are some of the accomplishments from Cedar Grove at Jordan Downs:

- 69% hire rate (this exceeded the goal of 30 percent of all new jobs)
- Total worker earnings reached \$1.2MM
- Created 108 new jobs; 75 workers were targeted hires from Jordan Downs or Watts
- Earned an average pay rate of \$29.07 per hour
- Worked a total of 42,768 hours; 87 percent of hours were from disadvantaged workers (exceeded the goal of 10 percent of all hours)
- 68% percent of workers (51 of the 75) remained employed for more than 90 consecutive days
- 47% of workers (35 individuals) secured positions with unions
- 19% of all hires were women

C. Small Business Participation

| Participating Firm | Check if SB | Nature of Participation |
|--|-------------|---|
| Monica Wilson/Community+Real Estate Development 1485 Bayshore Blvd. #184, SF, CA 94124 Point of Contact: Monica Wilson, Owner Email: vectis.bayarea@gmail.com Phone: 415.748.2301 | x | SBE/Workforce Consultant Outreach, Engagement and Procurement Community Benefits Programming Summer Internship Opportunities |
| Tipping Structural Engineers 1906 Shattuck Ave., Berkeley, CA 94704 Point of Contact: Marc Steyer Email: m.steyer@tippingstructural.com Phone: 510.549.1906 | x | Structural Engineer |
| Sustainable Watershed Designs, Inc (dba Lotus Water) 660 Mission St., SF, CA 94105 Point of Contact: Eric Zickler Email: ezickler@lotuswater.com Phone: 415.800.6805 | x | Civil Engineer |
| Sofia Zander (dba Zander Design, Landscape & Planning) 2927 Newbury St, Suite B, Berkeley, CA 94703 Point of Contact: Sofia Zander Email: sofia@sofiazander.com Phone: 510.847.1491 | x | Transportation Consultant |
| Einwiller Kuehl Inc 318 Harrison Suite #301 Oakland, CA 94607 Point of Contact: Sarah Kuehl Email: sarah@einwillerkuehl.com Number: 510.891.1696 | x | Landscape Architects |

The SB participation commitment offered by Proposer will be 20% (minimum) to 25%.

Name of Authorized Officer of Proposer: Brad Wiblin, Executive Vice President BRIDGE Housing Corporation

Signature of Authorized Officer of Proposer:





Section D / Description of Relevant Experience

D. Experience / BRIDGE / MacArthur Station - Mural Apartments



BRIDGE acted as the master developer of MacArthur Station — a master-planned, transit-oriented development at Oakland’s MacArthur Station with a total estimated project value of over \$461,000,000 in its multi-phase design.

The project included the design of Parcels A, B, C1, and Mural which brought in over 700 residential units, over 100 affordable units, and a plethora of amenities including rooftop gardens. BRIDGE worked with the City of Oakland on entitlements and BART on the disposition and development of the existing BART parking lot including the construction of the BART parking structure with State 1C funds (the precursor of the IIG program).

Mentioned above is the Mural Apartments, part of the second phase of MacArthur Station. Mural includes 90 rental apartments that are affordable to residents with annual incomes ranging from 30% to 50% of Area Median Income. Amenities include a large community room and kitchen, laundry facilities, two landscaped courtyards, and a tot lot. The site has excellent access to the BART station, AC Transit bus service (including a future Telegraph Bus Rapid Transit line), local parks and convenient public schools, and a number of nearby stores and neighborhood amenities. Mural is named after the iconic geometric murals within the MacArthur BART station as well as Oakland’s rich tradition of mural art. The property itself features a locally commissioned mural of reclaimed wood in the front entryway.

1. LOCATION: 3838 Turquoise Way
Oakland, CA 94609

2. TYPE: Mixed-use Residential

3. LEAD DEVELOPER:
Project Manager: Yasmin Tong
Lead Developer Entity: BRIDGE
Housing (through a SPE)

4. ROLE: Managing Partner:
BRIDGE Housing

5. GENERAL CONTRACTOR: James
E. Roberts Obayashi Corp.

6. ARCHITECT: Van Meter Williams
Pollack

7. CONSTRUCTION DATES:
Start: 09/2013
Completed: 07/2016

8. CONSTRUCTION TYPE:
Type IIIA over Type IA
Wood over concrete podium

D. Experience / BRIDGE / MacArthur Station - Mural Apartments



9. TOTAL # OF RESIDENTIAL UNITS: 90 units

10. UNIT MIX:

| Unit Type | ≤ 30% AMI | 40% AMI | 50% AMI | 60% AMI |
|-----------|-----------|---------|---------|---------|
| Studio | 1 | 0 | 1 | |
| 1-br | 8 | 0 | 14 | |
| 2-br | 10 | 0 | 19 | |
| 3-br | 10 | 9 | 17 | |

Total Units: 90

Average Affordability Level: 42.4%

11. POPULATION: Family Rental

12. PRIVATE AMENITIES: Large community room and kitchen, laundry facilities, two landscaped courtyards and a tot lot

13. PUBLIC AMENITIES: N/A

14. PUBLIC AMENITY FUNDING: N/A

15. TOTAL RESIDENTIAL SF: 100,824 sqft

16. TOTAL COMMERCIAL SF: N/A

17. OFF-STREET PARKING: 90 residential Below Grade Parking Spaces

18. RESIDENTIAL PARKING RATIO: 90 Below Grade Parking Spaces roughly equal to local ratios

19. PARKING TYPE: Per TCAC regs residential parking is bundled. BART controls pricing on their parking.

D. Experience / BRIDGE / MacArthur Station - Mural Apartments

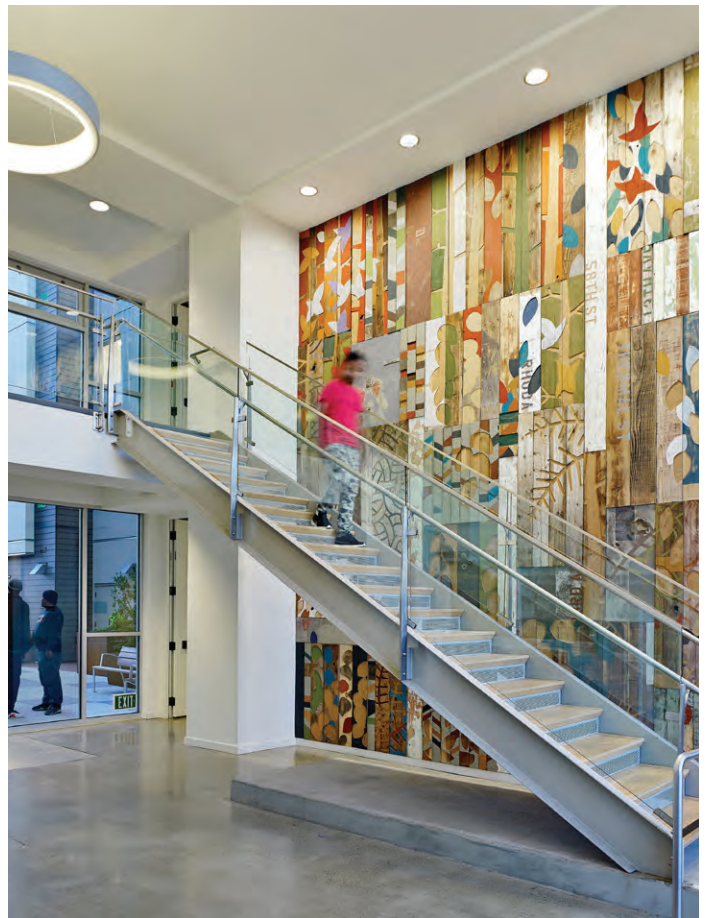
20. SUMMARY OF FINANCING SOURCES:

Mural Apartments Permanent Funding Sources

| | |
|----------------------------------|--------------|
| USB Perm Loan | \$2,585,000 |
| USB 2nd Loan | \$1,574,000 |
| City of Oakland RDA | \$16,732,000 |
| Prop 1C IIG | \$2,300,000 |
| City Loan: Prop 1C TOD | \$500,000 |
| General Partner | |
| (BART Acquisition Credit) | \$1,780,407 |
| General Partner | \$850,000 |
| Limited Partners (Event Funding) | \$7,000 |
| Limited Partners (Union Bank) | \$16,532,290 |

Mural Apartments Construction Funding Sources

| | |
|----------------------------------|--------------|
| Construction Loan | \$23,988,000 |
| City of Oakland RDA | \$11,240,000 |
| Prop 1C IIG | \$2,300,000 |
| City Loan: Prop 1C TOD | \$500,000 |
| General Partner | |
| (BART Acquisition Credit) | \$1,780,407 |
| General Partner | \$850,000 |
| Limited Partners (Event Funding) | \$7,000 |
| Limited Partners | \$500,000 |



21. TOTAL DEVELOPMENT COST:

\$43,800,000 | \$487,000 per unit | \$434 per sqft

22. GOVERNMENT AFFORDABLE HOUSING

PROGRAM INVOLVEMENT: Please see sources above

23. CONTACT INFORMATION FOR LENDERS (CURRENT):

USBank: Lisa Gutierrez
lisa.gutierrez@usbank.com
p. 916.498.3457

24. GROUND LEASE: San Francisco Bay Area

Rapid Transit
99 years ground lease

25. BUSINESS RELATIONSHIP WITH PUBLIC AGENCY: This project included a Development Agreement with the City of Oakland, an Owner Participation Agreement with the Redevelopment Agency of the City of Oakland, and a Purchase and Lease Option with Bay Area Rapid Transit for 99 Years.

D. Experience / BRIDGE / MacArthur Station - Mural Apartments



26. COMMUNITY ENGAGEMENT:

From the beginning BRIDGE strived to achieve the local Citizens Planning Committee's (CPC) vision for Mural which included encouraging economic development and expanding housing options in the community.

During Mural's predevelopment phase, BRIDGE met with community groups close to 30 times, providing information and updates on all facets of the process including affordability levels, open and community space, city approvals, building design and retail and commercial. In doing so BRIDGE created a level of transparency and trust which allowed Mural's development to proceed with complete community support.



27. AWARDS:

Best Affordable Residential, East Bay, 2015
San Francisco Business Times Real Estate
Deals of the Year

Best On the Boards Multi-Family Project,
2011 PCBC Gold Nugget Merit Award

D. Experience / BRIDGE / San Leandro Station - Marea Alta Apartments and La Vereda



Located on a former BART parking lot adjacent to the San Leandro BART Station, Marea Alta includes 115 rental apartments affordable to households earning 30-55% of Area Median Income.

Building amenities include a community room with full kitchen, laundry facilities, bike storage, and a landscaped courtyard with gathering space and a children's play structure. Marea Alta also includes a future child care center, as well as the creation of more than 240 below-grade parking spaces for BART patrons. Removal of the former parking lot, combined with the addition of ground floor community-serving space, enriches San Leandro Boulevard and promotes pedestrian activity.

The second phase of a two-phase development, La Vereda (San Leandro Senior Apartments) is an 85-unit transit-oriented, affordable senior housing development at the San Leandro BART station. La Vereda provides affordable one- and two-bedroom apartments to senior households earning between 30% and 50% of the area median income. Amenities include a ground-floor community banquet room with an adjoining community kitchen and an exterior courtyard. BRIDGE partnered with Episcopal Senior Communities to provide services to the residents. La Vereda, like Marea Alta, was built using modular construction techniques.

1. LOCATION:

Marea Alta Apartments: 1400 San Leandro Blvd, San Leandro, CA, 94577

La Vereda: 528 West Juana Ave, San Leandro, CA, 94577

2. TYPE:

Marea Alta Apartments: Mid-rise Family Rental

La Vereda: Affordable Senior Housing

3. LEAD DEVELOPER:

Marea Alta

Project Manager: Adhi Nagraj

Lead Developer Entity: BRIDGE Housing (through a SPE)

La Vereda

Project Manager: Kelly Hollywood

Lead Developer Entity: BRIDGE Housing (through a SPE)

4. ROLE: Managing Partner: BRIDGE Housing

D. Experience / BRIDGE / San Leandro Station - Marea Alta Apartments and La Vereda



5. GENERAL CONTRACTOR: Cannon Constructors North, Inc.

6. ARCHITECT: Ankrom Moisan Architects, Inc.

7. CONSTRUCTION DATES:

Marea Alta:
Start: 03/2015
Completed: 05/2017

La Vereda:
Start: 06/2017
Completed: 01/2020

8. CONSTRUCTION TYPE:

Marea Alta: Modular/ four stories of wood construction over a one-story concrete podium and include two levels of subterranean parking

La Vereda: Modular/ four stories of wood construction on grade

9. TOTAL # OF RESIDENTIAL UNITS:

Marea Alta: 115 total including 2 manager units
La Vereda: 85 total including 1 manager unit

10. UNIT MIX:

Marea Alta

| Unit Type | ≤ 30% AMI | 40% AMI | 50% AMI | 60% AMI |
|-----------|-----------|---------|---------|---------|
| Studio | 0 | 3 | 3 | 2 |
| 1-br | 5 | 7 | 18 | 19 |
| 2-br | 3 | 3 | 6 | 10 |
| 3-br | 4 | 11 | 19 | 0 |

Total Units: 113

Average Affordability Level: 45.9%

La Vereda

| Unit Type | ≤ 30% AMI | 40% AMI | 50% AMI | 60% AMI |
|-----------|-----------|---------|---------|---------|
| Studio | 0 | 0 | 0 | 0 |
| 1-br | 8 | 14 | 54 | 0 |
| 2-br | 5 | 0 | 3 | 0 |
| 3-br | 0 | 0 | 0 | 0 |

Total Units: 84

Average Affordability Level: 45.3%

11. POPULATION:

Marea Alta: Family Rental
La Vereda: Senior Rental

12. PRIVATE AMENITIES:

Marea Alta: community room w/full kitchen, laundry facilities, bike storage, landscaped courtyard with gathering space and a children's play structure, professional on-site management

La Vereda: ground floor community banquet room w/ adjoining community kitchen and an exterior courtyard

13. PUBLIC AMENITIES: N/A

14. PUBLIC AMENITY FUNDING: N/A

D. Experience / BRIDGE / San Leandro Station - Marea Alta Apartments and La Vereda



15. TOTAL RESIDENTIAL SF: Marea Alta: 252,336 sf
La Vereda: 345,769 sf

16. TOTAL COMMERCIAL SF: N/A

17. OFF-STREET PARKING: San Leandro BART's TOD development brought in over 400 parking spaces. For Marea Alta, there are 409 parking spaces including 245 below-grade parking spaces for BART patrons and La Vereda has a total of 36 parking spaces for seniors.

18. RESIDENTIAL PARKING RATIO: For Marea Alta, there are 409 parking spaces including 245 below-grade parking spaces for BART patrons and La Vereda has a total of 36 parking spaces for seniors.

19. PARKING TYPE: Per TCAC regs residential parking is bundled. BART controls pricing on their parking.

20. SUMMARY OF FINANCING SOURCES:

Marea Alta Permanent Funding Sources

| | |
|----------------------------------|--------------|
| Permanent Loan | \$5,493,000 |
| City of San Leandro – Former RDA | \$9,100,000 |
| HCD Prop 1C TOD | \$8,628,470 |
| City of San Leandro – HOME | \$650,000 |
| AHP | \$1,000,000 |
| BART Land Donation | \$3,117,068 |
| HCD Prop 1C IIG | \$3,117,068 |
| Tax Credit Equity | \$27,940,639 |

Marea Alta Construction Funding Sources

| | |
|----------------------------------|--------------|
| Construction Loan | \$28,849,000 |
| City of San Leandro – Former RDA | \$9,100,000 |
| HCD Prop 1C TOD | \$8,628,470 |
| City of San Leandro – HOME | \$650,000 |
| AHP | \$1,000,000 |
| BART Land Donation | \$3,117,068 |
| HCD Prop 1C IIG | \$3,117,068 |
| Tax Credit Equity | \$3,537,887 |

D. Experience / BRIDGE / San Leandro Station - Marea Alta Apartments and La Vereda

La Vereda Permanent Funding Sources

| | |
|----------------------------|--------------|
| Permanent Loan – A Tranche | \$1,110,000 |
| Permanent Loan – B Tranche | \$4,389,000 |
| Prop 1C IIG/TOD | \$1,092,005 |
| AHSC HRI Grant | \$2,482,761 |
| AHSC TRI Grant | \$550,000 |
| City of San Leandro | \$1,000,000 |
| AHP | \$1,000,000 |
| Alameda County | \$916,066 |
| Impact Fee Waiver | \$194,419 |
| Donated Land Value | \$5,100,000 |
| AHSC Loan – TOD | \$4,965,047 |
| General Partner | \$100 |
| Limited Partner | \$18,284,796 |

La Vereda Construction Funding Sources

| | |
|---------------------|--------------|
| Construction Loan | \$26,861,450 |
| Prop 1C IIG/TOD | \$1,092,005 |
| AHSC HRI | \$2,482,761 |
| AHSC TRI | \$550,000 |
| City of San Leandro | \$1,000,000 |
| Alameda County | \$916,066 |
| Impact Fee Waiver | \$194,419 |
| Donated Land Value | \$5,100,000 |
| General Partner | \$100 |
| Limited Partners | \$1,782,480 |

21. TOTAL DEVELOPMENT COST:

Marea Alta:
\$60,000,000 | \$521,700 per unit | \$238 per sqft
La Vereda:
\$41,100,000 | \$483,529 per unit | \$119 per sqft

22. GOVERNMENT AFFORDABLE HOUSING

PROGRAM INVOLVEMENT: Please see #20 above

23. CONTACT INFORMATION FOR LENDERS (CURRENT):

La Vereda

US Bank is the construction lender and tax credit equity investor. Barings LLC provided the permanent loans.

USBank: Christina LaGorio
christina.lagorio@usbank.com
303.585.4038

Barrings: Christopher Tison
christopher.tison@barings.com
469.440.5627

Marea Alta:

Wells Fargo: Jeff Bennett
jeff.a.bennett@wellsfargo.com
415.801.8522, (cell) 415.308.8308

24. GROUND LEASE: Marea Alta and La Vereda are both on a 65-year ground lease.

25. BUSINESS RELATIONSHIP WITH PUBLIC AGENCY: This project involved a business relationship with the City of San Leandro and Bay Area Rapid Transit. Marea Alta is located on a long-term ground lease with BART for 65 years.

26. COMMUNITY ENGAGEMENT: As a commitment to the City of San Leandro, a comprehensive community outreach program for local hires was developed. BRIDGE worked with the City and the General Contractor to aggressively and proactively engage in outreach prior to and during the construction bid process, in order to obtain the highest level of community involvement possible. These strategies included reaching out directly to a local listing of subcontractors, vendors, chamber of commerce and community groups; advertising in local print media, to local workers unions, and east bay builders' exchanges; advertising on local websites such as San Leandro Chamber of Commerce; and communicating job openings with local organization.

27. AWARDS:

Marea Alta: Best Affordable Housing Community (60-100 du/acre), 2017 PCBC Gold Nugget Merit Award

D. Experience / BRIDGE / Balboa Reservoir



In August 2017, the San Francisco Public Utilities Commission, the SF Planning Department, and SF Workforce Development announced the selection of BRIDGE Housing in partnership with AvalonBay to partner with the City to transform and bring new housing and open space to the 17-acre Balboa Reservoir site, adjacent to the SF City College.

The plan includes developing 1,100 units in two phases, with half of the units affordable. The project also includes the development of significant public amenities, such as a large park with a dog run, public restroom, childcare facility, and public community room.

The project is fully entitled, and the land transfer will occur at the end of 2022, with the infrastructure work starting in early 2023 and the first phase of residential starting in mid-2023.

1. LOCATION: 50 Phelan Avenue, San Francisco, CA 94112

2. TYPE: Multi-Family

3. LEAD DEVELOPER:
Project Manager: Brad Wiblin

Lead Developer Entity: BHC
Balboa Builders LLC (Entity of
BRIDGE Housing)

D. Experience / BRIDGE / Balboa Reservoir



4. ROLE: BRIDGE Housing is the master developer, in partnership with AvalonBay Communities (market rate rental developer) and Mission Housing (nonprofit developer of Building B). BRIDGE is overseeing all infrastructure work, including development of the publicly accessible park, as well as developing three affordable buildings (A, E, and F). Buildings A and E are Large Family affordable projects, and Building F will contain housing for SF City College and SFUSD teachers

5. GENERAL CONTRACTOR:

Building E: Nibbi Brothers General Contractor/

Building F: Cahill Contractors

Building A: TBD

6. ARCHITECT:

Building E: Van Meter Williams Pollack, LLP

Building F: David Baker Architects

Building A: TBD

7. CONSTRUCTION DATES: This is a phased development, with the infrastructure phase starting in Q1 2023, the first residential phase in Q3 2023, and the second residential phase in 2025.

Estimated Start: June 2023

Estimated End: June 2028

8. CONSTRUCTION TYPE:

Varies – some wood (Type V), some Type V over podium, some Type I - poured in place concrete.

D. Experience / BRIDGE / Balboa Reservoir



9. TOTAL # OF RESIDENTIAL UNITS: 1,100 units (550 affordable) on a 17-acre parcel, with the affordable units contained in 4 different projects, 3 of which are being built by BRIDGE (A, E, and F) and the 4th built by Mission Housing (Building B). AvalonBay Communities is building the market rate rental buildings, and a TBD homebuilder will build the 100 townhomes.

Affordable Buildings:

- Building A: 181
- Building B: 90
- Building E: 128
- Building F: 151

Market Rate Buildings:

- Buildings C&D: 260
- Townhomes: 100
- Building G: 190

10. UNIT MIX:
Affordable Buildings in Aggregate

| Unit Type | ≤ 30% AMI | 50% AMI | 60% AMI | 80–120% AMI |
|-----------|-----------|---------|---------|-------------|
| Studio | 13 | 32 | 25 | 12 |
| 1-br | 17 | 43 | 34 | 15 |
| 2-br | 34 | 85 | 68 | 30 |
| 3-br | 21 | 53 | 42 | 20 |

Total Units: 545
Average Affordability Level: 57%

11. POPULATION: Family rental housing for a range of income levels, with one building of affordable housing for teachers at SF City College and SFUSD.

12. PRIVATE AMENITIES: Community rooms, laundry rooms, roof deck with grills and seating, private outdoor space, and parking garages to serve both new residents and City College staff.

D. Experience / BRIDGE / Balboa Reservoir



13. PUBLIC AMENITIES: There are significant public amenities included in the project, most notably a large 2 acre publicly accessible park, including a dog park, and two large pedestrian and slow bike paseos connecting the project to the greater neighborhood. Also contained in the project is a 7,500 SF childcare facility for 100 children, a publicly accessible community room of 1,500 square feet that can accommodate up to 100 occupants, and a public restroom.

14. PUBLIC AMENITY FUNDING: The public amenities as well as the infrastructure are being funded through the sale of the townhome parcel to a homebuilder, and ongoing maintenance paid for through HOA fees paid by each of the affordable and market rate projects, including the townhomes.

15. TOTAL RESIDENTIAL SF: Approximately 1.5 million sf (both market rate and affordable)

16. TOTAL COMMERCIAL SF: 1,500 sf public community space and 7,500 sf childcare facility

17. OFF-STREET PARKING: TBD, up to 450 spaces

18. RESIDENTIAL PARKING RATIO: Parking ratios dictated by the City of San Francisco Development Agreement

19. PARKING TYPE: Parking is unbundled

20. SUMMARY OF FINANCING SOURCES: The infrastructure and public amenities are being financed from the sale of the townhomes parcel. The affordable projects are being financed through tax exempt bonds and 4% LIHTC, HCD's AHSC and IIG programs, SF Mayor's Office of Housing and Community Development, and some subsidy from the sale of the townhome parcel.

21. TOTAL DEVELOPMENT COST: \$548,346,041 (for the affordable buildings A, B, E, and F), \$996,992 per unit and \$887 per sf.

22. GOVERNMENT AFFORDABLE HOUSING PROGRAM INVOLVEMENT: The first phase of the project has received allocations of funds from California HCD's AHSC and IIG programs, and the Mayor's Office of Housing and Community Development is providing subsidized financing. It is anticipated that all of the affordable housing projects will apply for tax exempt bonds and 4% LIHTC, as well as additional AHSC and IIG funds.

23. CONTACT INFORMATION FOR LENDERS (CURRENT): TBD

24. GROUND LEASE: The entire site is being sold to BHC Balboa Builders LLC, and then the affordable parcels will be sold back to the Mayor's Office of Housing and Community Development for \$1, which in turn will ground lease the sites to each affordable project's ownership entity for an annual ground lease payment of \$15,000.

25. BUSINESS RELATIONSHIP WITH PUBLIC AGENCY: The land is being purchased from the San Francisco Public Utilities Commission, and is being financed in part by the Mayor's Office of Housing and Community Development.

26. COMMUNITY ENGAGEMENT: The development of Balboa Reservoir involved working with the community through monthly CAC workshops, meetings with neighborhood groups and stakeholders all while maintaining collaboration with the city college.

27. AWARDS: Best On-the-Boards Site Plan, 2012 PCBC Gold Nugget Grand Award

D. Experience / AvalonBay / Avalon Walnut Creek



This project is the result of a 15+year partnership with BART and Contra Costa County at the Pleasant Hill BART Station.

- AvalonBay expanded BART's station parking garage, and then converted a large surface parking lot into a new mixed-use TOD neighborhood.
- Neighborhood retail lining Treat Boulevard, including well-loved independent restaurants.
- Easily accessible by BART and freeways, and also adjacent to the Iron Horse Regional Trail, a key bike and pedestrian artery in the East Bay.
- Worked with BART and the County over the years to adjust the development plan to meet evolving economic cycles and market conditions, keeping the development plan alive and fulfilling the project vision.

1. LOCATION: 1001 Harvey Drive, Walnut Creek, CA 94597

2. TYPE: Multi-Family Apartment Community

3. LEAD DEVELOPER:
AvalonBay Communities, Inc.
Joe Kirchofer, Senior Vice President of Development

4. ROLE: Developer, General Contractor, Owner & Manager

5. GENERAL CONTRACTOR:
AvalonBay Communities, Inc.

6. ARCHITECT: SVA Architects, Dahlin Group Architecture

D. Experience / AvalonBay / Avalon Walnut Creek

7. CONSTRUCTION DATES:

Phase 1 Start: August 2008

Completion: October 2010

Phase 2 Start: November 2017

Completion: January 2020

8. CONSTRUCTION TYPE:

Wood-Frame over podium

9. TOTAL # OF RESIDENTIAL UNITS:

Phase 1: 422

Phase 2: 200

Total: 622 Units

10. UNIT MIX:

| Unit Type | Phase 1 Market Rate | Phase 1 Affordable 50% AMI | Phase 2 Market Rate | Total |
|-----------|---------------------|----------------------------|---------------------|-------|
| Studio | 25 | 7 | 9 | 41 |
| 1-br | 149 | 37 | 87 | 273 |
| 2-br | 140 | 35 | 82 | 257 |
| 2-br th | | | 13 | 13 |
| 3-br | 23 | 6 | 9 | 38 |
| total | 337 | 85 | 200 | 622 |

Total Units: 622

Average Affordability Level: 50% AMI

11. POPULATION: Market Rate Family Housing, with a portion of the apartments dedicated as deed-restricted Affordable.

12. PRIVATE AMENITIES: Outdoor pool, clubhouse, fitness center, landscaped courtyards, and a rooftop lounge with fireplace and kitchenette.

13. PUBLIC AMENITIES: Project included the replacement of BART parking in a new garage, as well as an extensive placemaking scope of work, including a public plaza outside the BART station with extensive seating areas organized around a feature fountain. The project also improved walkability throughout the station area, and extensively landscaped the entire transit village with both new plantings, and improvements to preserve large areas of native oaks. Other more functional elements and BART infrastructure improvements were also included.

14. PUBLIC AMENITY FUNDING: A placemaking budget was included as part of the development program, and was part of the negotiation between AvalonBay and the Joint Powers Association that governed the transit village.

15. TOTAL RESIDENTIAL SF:

Phase 1: 694,000 SF

Phase 2: 344,000 SF

Total = 1,038,000 SF

16. TOTAL COMMERCIAL SF:

33,000 GSF of Retail (Phase 1 & 2)

17. OFF-STREET PARKING:

PHASE 1

- 593 spaces in a flexible dual-use garage, shared between residents, retail customers, and nearby office users.

PHASE 2

- Residential: 217
- Retail/Public: 11

18. RESIDENTIAL PARKING RATIO: Parking ratios are within the levels required by Contra Costa County.

19. PARKING TYPE: Parking is unbundled.

20. SUMMARY OF FINANCING SOURCES:

100% Financed with AvalonBay internal capital

21. TOTAL DEVELOPMENT COST: Phase II total cost: \$113M, or \$565k per apartment

22. GOVERNMENT AFFORDABLE HOUSING PROGRAM INVOLVEMENT:

Phase 1 was 20% affordable housing, and thus qualified for Low Income Housing Tax Credits, which refunded AvalonBay for a portion of its up-front capital. Phase 2 is 100% market rate with no outside financing.

23. CONTACT INFORMATION FOR LENDERS (CURRENT):
N/A

24. GROUND LEASE: Yes

D. Experience / AvalonBay / Avalon Walnut Creek

25. BUSINESS RELATIONSHIP WITH PUBLIC AGENCY:

This project is the result of a 15+ year partnership with BART and Contra Costa County at the Pleasant Hill BART Station. AvalonBay expanded BART's station parking garage, and then converted a large surface parking lot into a new mixed-use TOD neighborhood.

AvalonBay worked with BART and the County over these 15+ years to continually adjust the development plan to meet evolving economic cycles and market conditions, keeping the common vision alive and making it a reality.

26. COMMUNITY ENGAGEMENT: Extensive outreach to the Walden community group and neighboring business owners through the Transit Village Association.

D. Experience / AvalonBay / Avalon Public Market



- Developed in conjunction with a master plan to revitalize and create a vibrant corridor around Emeryville's historic Public Market.
- The master development was reimagined as a live-work-play space, with life science, vibrant retail, a new park, and a mix of residential units
- The site is ideally located — convenient to Berkeley, Oakland, and San Francisco, minutes from I-80, I-880, I-580, and SR- 24, adjacent to the last AC transit stop before the city, and on the Emery Go-Round line that provides quick access to MacArthur Bart.
- The development consists of two buildings, both a podium and wrap structures and seamlessly shares parking with the other office and retail uses throughout the site.

1. LOCATION: 6301 Shellmound Street, Emeryville, CA 94608

2. TYPE: Multi-Family Apartment Community

3. LEAD DEVELOPER:
AvalonBay Communities, Inc.
Nora Collins, Senior Development Director

4. ROLE: Developer, General Contractor, Owner & Manager

5. GENERAL CONTRACTOR:
AvalonBay Communities, Inc.

6. ARCHITECT: TCA Architects

7. CONSTRUCTION DATES:
Phase 1: November 2018
Completion: May 2020
Phase 2: Start: March 2019
Completion: July 2020

D. Experience / AvalonBay / Avalon Public Market

8. CONSTRUCTION TYPE:

Wood-Frame over Podium

9. TOTAL # OF RESIDENTIAL UNITS:

Phase 1: 223

Phase 2: 66

Total = 289

10. UNIT MIX:

| Unit Type | Phase 1 Market | Phase 1 Affordable | Phase 2 Market | Phase 2 Affordable |
|-----------|----------------|--------------------|----------------|--------------------|
| Studio | 21 | 3 | 2 | 1 |
| 1-br | 73 | 9 | 23 | 2 |
| 2-br | 77 | 10 | 17 | 2 |
| 2-br th | 7 | 1 | 11 | 1 |
| 3-br | 20 | 2 | 2 | 2 |
| 3-br th | | | 3 | |

Total Units: 289

Average Affordability Level: Affordable units at 80% and 120% AMI%

11. POPULATION: Market Rate Family Housing, with a portion of the apartments dedicated as deed-restricted Affordable.

12. PRIVATE AMENITIES: Pool, fitness center, clubroom, child play room, roof top lounge, lounge with fire-place, pet spas

13. PUBLIC AMENITIES: Developed in partnership with City Center Retail Partners, the master developer for the redevelopment of Emeryville's Public Market. As the residential developer on the master plan team, AvalonBay's 289 new apartments have been key in bringing activation and vitality to the common spaces and retail hub of the market. The master development also included the creation of Christie Park and the reconfiguration of Shellmound Street to improve access to the Emeryville Amtrak station.

14. PUBLIC AMENITY FUNDING: All privately funded by the partners as part of the master development.

15. TOTAL RESIDENTIAL SF: 471,000 sf

16. TOTAL COMMERCIAL SF: N/A

17. OFF-STREET PARKING:

Phase 1: 296 stalls

Phase 2: 85 stalls

Parking for both phases is located within shared use garages that serve the retail/commercial and office elements of the Public Market, as well as our residences. A large portion are provided in parking stackers.

18. RESIDENTIAL PARKING RATIO: Parking ratios are within the levels required by the City of Emeryville.

19. PARKING TYPE: Parking is unbundled.

20. SUMMARY OF FINANCING SOURCES:

100% Financed with AvalonBay internal capital

21. TOTAL DEVELOPMENT COST:

\$175M Total Dev Cost (Phase 1 & 2)

\$606k/per unit

22. GOVERNMENT AFFORDABLE HOUSING

PROGRAM INVOLVEMENT: Phase 1: 11% affordable

Phase 2: 10% affordable

Affordable units are deed restricted as part of Emeryville Inclusionary Housing program.

23. CONTACT INFORMATION FOR LENDERS (CURRENT):
N/A

24. GROUND LEASE: None

25. BUSINESS RELATIONSHIP WITH PUBLIC AGENCY:
None

26. COMMUNITY ENGAGEMENT: Outreach during the design and entitlement process, as part of the master development team, to various neighbors and community stakeholders.

D. Experience / AvalonBay / Avalon Dublin Station



- A partnership with between AvalonBay, BART and Alameda County, Avalon Dublin Station was a catalyst project for development around the Dublin/Pleasanton Bart Station.
- Adjacent to the Dublin/Pleasanton BART station with easy access to Highways 880, 87, 280, and 101; this community's prime address makes it a commuter-friendly home base for work and play.

1. LOCATION: 5200 Iron Horse Pkwy, Dublin, CA 94568

2. TYPE: Multi-Family Apartment Community

3. LEAD DEVELOPER:
AvalonBay Communities, Inc.
Joe Kirchofer, Senior Vice President of Development

4. ROLE: Developer, General Contractor, Owner & Manager

5. GENERAL CONTRACTOR:
AvalonBay Communities, Inc.

6. ARCHITECT: Niles Bolton Associates

7. CONSTRUCTION DATES:
Phase 1 Start: April 2012 /
Completion: January 2014
Phase 2 Start: June 2014 /
Completion: July 2016

D. Experience / AvalonBay / Avalon Dublin Station

8. CONSTRUCTION TYPE:

Wood Frame Podium

9. TOTAL # OF RESIDENTIAL UNITS:

Phase 1: 253

Phase 2: 252

Total = 505

10. UNIT MIX:

| Unit Type | Phase 1 Market | Phase 1 Affordable | Phase 2 Market | Phase 2 Affordable | Total |
|-----------|----------------|--------------------|----------------|--------------------|-------|
| Studio | 22 | 2 | 22 | 2 | 48 |
| 1-br | 106 | 11 | 106 | 12 | 235 |
| 2-br | 96 | 10 | 96 | 10 | 212 |
| 3-br | 4 | 2 | 3 | 1 | 10 |
| total | 228 | 25 | 227 | 25 | 505 |

Total Units: 505

Average Affordability Level: 120%

11. POPULATION: Market Rate Family Housing, with a portion of the apartments dedicated as deed-restricted Affordable.

12. PRIVATE AMENITIES: Fitness center, two swimming pools, sun decks, outdoor movie theatre, BBQ Areas with picnic seating

13. PUBLIC AMENITIES: Prior to the development of the residential phases, AvalonBay completed a turnkey garage on behalf of BART, which was turned over to BART ownership. As part of the AvalonBay development, we also completed Campbell Green, a public open space featuring dog amenities and a children's play area.

14. PUBLIC AMENITY FUNDING: The BART Garage and other placemaking elements were negotiated as part of the land agreement between BART, Alameda County Surplus Land Authority, and AvalonBay.

15. TOTAL RESIDENTIAL SF:

Phase 1: 248,000 sf

Phase 2: 243,000 sf

Total = 491,000 sf

16. TOTAL COMMERCIAL SF: Approximately 10,000 sf are present in the first phase built by AvalonBay, subsequently sold and now known as Dublin Station

by Windsor.

17. OFF-STREET PARKING:

Phase 1: 371 stalls/1.5:1 ratio

Phase 2: 365 stalls/1.5:1 ratio

18. RESIDENTIAL PARKING RATIO: Parking ratios are within the levels required by the City of Dublin.

19. PARKING TYPE: Partially unbundled

20. SUMMARY OF FINANCING SOURCES:

100% Financed with AvalonBay internal capital

21. TOTAL DEVELOPMENT COST:

\$162M Total Dev Cost

\$321K per unit

22. GOVERNMENT AFFORDABLE HOUSING PROGRAM INVOLVEMENT:

Local Inclusionary Housing Program

Phase 1: 10% affordable

Phase 2: 10% affordable

23. CONTACT INFORMATION FOR LENDERS (CURRENT):
N/A

24. GROUND LEASE: None

25. BUSINESS RELATIONSHIP WITH PUBLIC AGENCY:

Land Purchase negotiated between BART and the Alameda County Surplus Land Authority, and involved turnkey construction of a replacement garage for BART.

D. Experience / Berkeley Food & Housing / Berkeley Way Hope Center



The Development is a partnership between Berkeley Food & Housing Project (BFHP), a leading agency that provides care to Berkeley's homeless, special needs, and extremely low-income populations, and BRIDGE Housing Corporation (BRIDGE), with the John Stewart Company (JSCo) serving as the third-party project manager.

The Hope Center includes 53 units of permanent supportive housing on the upper four floors and temporary housing on the bottom two floors. The temporary housing consists of a shelter and transitional beds to be operated by BFHP. Of these 44 beds, 32 are for homeless adult men and 12 are dedicated to homeless veterans. The community kitchen will provide daily meals and socialization opportunities for all residents and clients of the Hope Center and is also open to the public.

Immediately adjacent to the Hope Center is the BRIDGE Berkeley Way Affordable apartments with 89 units of affordable housing, BRIDGE Berkeley Way Affordable apartments will be developed and managed by BRIDGE. The Hope Center site is in the heart of downtown Berkeley, with close proximity to the University Ave. and Shattuck Ave. retail district, the UC Berkeley Campus, Berkeley City College, Berkeley High School, and main public library and Berkeley Civic Center. There are rich local transport

options with the Downtown Berkeley BART station two blocks away and several AC Transit and UC Berkeley bus lines converging nearby. The high-quality transit serving the area will connect residents to regional job centers, health centers, education, and recreational amenities. In addition to housing, the project will deliver sustainable transport improvement, including an extension to the Milvia Bicycle path, a new zero-emissions AC Transit Bus and improvements for pedestrians around University Ave. and North Berkeley BART. The Hope Center, intended to be a place for residents to begin progress out of poverty and homelessness, has a design concept that focuses on creating warm, welcoming, safe spaces, with opportunities for connection and rest, and plenty of natural light, and easy wayfinding. The exterior of the building integrates with the neighboring residential context through the use of materials and massing, while large windows overlooking landscaped areas create a connection to nature.

D. Experience / Berkeley Food & Housing / Berkeley Way Hope Center

1. LOCATION: 2012 Berkeley Way, Berkeley, CA, 94704

2. TYPE: Mixed-use development

3. LEAD DEVELOPER:

Project Manager: Jon McCall, BRIDGE & Scott Falcone, BFHP

Lead Developer Entity: BRIDGE is co-developing with Berkeley Food and Housing Project (BFHP)

4. ROLE: Managing Partner: BRIDGE Housing

5. GENERAL CONTRACTOR: Nibbi Brothers General Contractors

6. ARCHITECT: Leddy Maytum Stacy Architects

7. CONSTRUCTION DATES:

Start: July 2020

Complete: Sept 2022

8. CONSTRUCTION TYPE:

Type III over Type I

First two floors are concrete podiums with the remaining four floors as wood frame

9. TOTAL # OF RESIDENTIAL UNITS: 53 units of permanent supportive housing plus an additional 44 beds as temporary transitional housing including set-asides for chronically homeless, veterans, and chronically disabled/mentally ill.

10. UNIT MIX:

| Unit Type | ≤ 30% AMI | 40% AMI | 50% AMI | 60% AMI |
|-----------|-----------|---------|---------|---------|
| Studio | 53 | | | |
| 1-br | | | | |
| 2-br | | | | |
| 3-br | | | | |

**44 beds of temporary transitional housing

Total Units: 53

Average Affordability Level: 15%

11. POPULATION: Permanent Supportive Housing and temporary transitional housing

12. PRIVATE AMENITIES: The Hope Center features a community room/dining room, an industrial kitchen, and on-site resources.

13. PUBLIC AMENITIES: The project features a community kitchen that serves meals once a day to food insecure households.

14. PUBLIC AMENITY FUNDING: Please see project narrative

15. TOTAL RESIDENTIAL SF: 49,628 sqft

16. TOTAL COMMERCIAL SF: N/A

17. OFF-STREET PARKING: N/A

18. RESIDENTIAL PARKING RATIO: N/A

19. PARKING TYPE: N/A

20. SUMMARY OF FINANCING SOURCES:

BFHP Hope Center PSH Funding

| | |
|--|--------------|
| Perm. PSH - City of Berkeley | \$7,727,630 |
| Perm. PSH - Alameda County – A1, Boomerang | \$6,362,839 |
| Perm. NPLH | \$3,590,816 |
| Perm. SHMHP | \$3,854,205 |
| Perm. AHSC | \$2,238,142 |
| Perm. HHC | \$2,795,580 |
| Perm. TSH - City of Berkeley | \$16,964,507 |
| Perm. TSH - Alameda County A1 | \$1,352,534 |
| Perm. TSH – BFHP Capital Campaign | \$1,600,000 |
| Construction Loan | \$18,037,401 |
| Perm. General Partner Contribution | \$452,920 |
| Limited Partner @99.99% | \$12,566,365 |

BFHP Hope Center Temporary Housing Funding

| | |
|---|--------------|
| Perm. County – A1 Bond Funds – 10% Base City Allocation | \$1,352,534 |
| Capital Campaign | \$1,600,000 |
| City of Berkeley | \$16,964,507 |

D. Experience / Berkeley Food & Housing / Berkeley Way Hope Center

21. TOTAL DEVELOPMENT COST:

PSH Total: \$59,506,538 | \$1,122,765 per unit |

\$1,199 per sf

Temp. Transitional Total: \$19,878,361 | \$451,781

22. GOVERNMENT AFFORDABLE HOUSING

PROGRAM INVOLVEMENT: The project has City of Berkeley funds, Alameda County A-1 Bond funds, State HCD funds from four different programs (HHC, AHSC, NPLH, and SHMHP) as well as tax credits and tax-exempt bonds from State TCAC / CDLAC.

23. CONTACT INFORMATION FOR LENDERS (current):

Construction Loan: **Katie Fisher**, Silicon Valley Bank

Email: KFisher@svb.com

24. GROUND LEASE: The project is on a ground lease with the City of Berkeley for 75 years

25. BUSINESS RELATIONSHIP WITH PUBLIC AGENCY:

The project involves a relationship with the City of Berkeley for a 75-year ground lease.

26. COMMUNITY ENGAGEMENT:

BRIDGE worked closely with BFHP to facilitate community meetings with city council members and engaged with the neighborhood for feedback throughout the development process.

27. AWARDS: N/A

D. Experience / EBALDC / Prosperity Place



A partnership with the Oakland Housing Authority, Prosperity Place is the first family development in Oakland's Chinatown in decades.

Located at the edge of Oakland's Chinatown and blocks from Lake Merritt, this 71-unit affordable, mixed-use, transit-oriented development with 3,000 square feet of retail is located along the Bus Rapid Transit line and three blocks from the Lake Merritt BART Station. This five-story building design maximizes light and air for the units with floor-to-ceiling windows. The design wraps an L-shape building around an east facing courtyard. This space provides the center of community life, with a patio deck and a community meeting room that spills onto the courtyard.

1. LOCATION:

188 11th Street, Oakland, CA

2. TYPE: Mixed Use, Multi Family, 100% Affordable

3. LEAD DEVELOPER:

East Bay Asian Local Development Corporation
Project Manager: Everett Clevelan

4. ROLE: EBALDC is the Sole and Managing Member of the Managing General Partner. Oakland Housing Authority is a Class B Special Limited Partner and Land Owner.

5. GENERAL CONTRACTOR: Branagh

6. ARCHITECT: HKIT

7. CONSTRUCTION DATES:

March 2017 - December 2018

8. CONSTRUCTION TYPE:

Type IIIA (wood) over Type 1 (concrete podium)

D. Experience / EBALDC / Prosperity Place



9. TOTAL # OF RESIDENTIAL UNITS: 71

| Unit Type | ≤ 30% AMI | 40% AMI | 50% AMI | 60% AMI |
|-----------|--------------|------------|------------|------------|
| Studio | | | | |
| 1-br | 4 | | 2 | 11 |
| 2-br | 8 | | 8 | 12 |
| 3-br | 10 | | 8 | 7 |

10. UNIT MIX:

Total Units: 71 (70 units + 1 Manager unit)

Average Affordability Level: 48%

11. POPULATION: Family; Housing Opportunities for Persons with AIDS (HOPWA) (8 units)

12. PRIVATE AMENITIES: Community room, resident courtyard, computer room, laundry, management office, resident service office

13. PUBLIC AMENITIES: N/A

14. PUBLIC AMENITY FUNDING: N/A

15. TOTAL RESIDENTIAL SF: 14,210 SF

16. TOTAL COMMERCIAL SF: 3,623 SF Dental Clinic

17. OFF-STREET PARKING: 60 spaces (4 commercial)

18. RESIDENTIAL PARKING RATIO: Greater than (required 1 per unit x .5 = 35.5)

19. PARKING TYPE: Bundled

D. Experience / EBALDC / Prosperity Place

20. SUMMARY OF FINANCING SOURCES:

- \$23,142,714 Wells Fargo Construction Loan (constr)
- \$21,323,158 Wells Fargo Bank 9% LIHTC equity (constr/perm)
- \$3,156,639 State of California Infill Infrastructure Grant (constr/perm)
- \$1,263,250 County of Alameda Housing Opportunities for Persons With AIDS (HOPWA) residual receipts loan (constr/perm)
- \$2,877,336 City of Oakland residual receipts loan (constr/perm)
- \$1,680,557 California Community Reinvestment Corp (CCRC) (perm)
- \$3,260,100 California Community Reinvestment Corp (CCRC) (perm)
- \$43,874 GP Partner Contribution (perm)

21. TOTAL DEVELOPMENT COST: \$33.8M (\$477,237/unit) (\$,1900/SF)

22. GOVERNMENT AFFORDABLE HOUSING

PROGRAM INVOLVEMENT: City of Oakland loan (HOME); Alameda County Housing Opportunities for Persons with AIDS (HOPWA); California State Infill Infrastructure Grant

23. CONTACT INFORMATION FOR LENDERS (current):

Eric Leimbach

Vice President - Senior Relationship Manager
Community Lending and Investment
Wells Fargo Bank, N.A
415.801.8516, (cell) 415.203.0417
eric.leimbach@wellsfargo.com

Maria Majczinger

Senior Vice President
California Community Reinvestment Corporation
818.550.9803
maria.majczinger@e-ccrc.org

Michelle M. Hasan

Director of Leased Housing
Oakland Housing Authority
mhasan@oakha.org
510.587.2110, (cell) 510.290.9727

Christia Katz Mulvey

Manager, Housing Development Services
City of Oakland Housing & Community Development
510.238.3623
cmulvey@oaklandca.gov

Michelle L. Starratt

Housing Director
Alameda County Community Development Agency
Housing & Community Development Department
michelle.starratt@acgov.org

24. GROUND LEASE: Ground Lease with Oakland Housing Authority

25. BUSINESS RELATIONSHIP WITH PUBLIC AGENCY:

Oakland Housing Authority is a Class B Special Limited Partner and Land Owner

D. Experience / EBALDC / Prosperity Place



26. COMMUNITY ENGAGEMENT:

Since its inception in 1975, EBALDC has been involved with community development in the Chinatown neighborhood.

We consider it vitally important to involve many different stakeholders in our community so that our project can meet the widest range of needs possible. Our emphasis on the Healthy Neighborhoods approach necessitates the development of a project that is integrated into the local fabric and serves not only our residents, but the wider neighborhood. We engaged neighbors and community organizations around design and programming through two community charettes.

27. AWARDS:

NAHRO National Award of Excellence

D. Experience / EBALDC / Fruitvale Transit Village II-A



Developed by two Oakland-based community developers, EBALDC and The Unity Council, Casa Arabella is an affordable 94-unit transit-oriented development adjacent to the Fruitvale BART Station in Oakland.

The four-story development is a mix of family units, but also includes 20 units set aside for formerly homeless U.S. military veterans, who are provided with intensive case management services by an experienced, third-party nonprofit organization.

To accommodate a variety of family sizes, Casa Arabella includes both flats and townhouse units. The project includes a community room, three spacious courtyards with an all-ages play area, bicycle parking, and community garden.

The project was designed with street-fronting stoops and porches (complete with birdhouses) along its primary street to enliven the street at the sidewalk level. Located only 30 feet from the BART Station, living at Casa Arabella provides the most convenient transit access to employment in the Bay Area, and residents are further supported by being provided with deeply discounted transit passes from Alameda County Transit, which operates the regional bus network. The transit-rich nature of the site has enabled the developer to reduce parking to a ratio of 0.5:1. The project also includes the construction of a new emergency vehicle access lane that also serves as a new bicycle and pedestrian path, providing safe and quick access for residents and neighbors to the BART Station turnstiles.

1. LOCATION:

Fruitvale Transit Village II-A
(Casa Arabella)
3611 E. 12th Street, Oakland, CA

2. TYPE:

Multi Family, 99% Affordable

3. LEAD DEVELOPER:

East Bay Asian Local
Development Corporation
Project Manager: Liz Probst

4. ROLE: EBALDC is the Sole and Managing Member of the Managing General Partner. EBALDC is the lead developer in a joint venture with The Unity Council. The City of Oakland is the Land Owner, BART shared use and maintenance easements.

5. GENERAL CONTRACTOR:

Branagh Inc.

6. ARCHITECT: Pyatok Architects

7. CONSTRUCTION DATES:

December 2017 - December 2019

8. CONSTRUCTION TYPE: Type 3A
(wood frame)

D. Experience / EBALDC / Fruitvale Transit Village II-A



9. TOTAL # OF RESIDENTIAL UNITS: 94

10. UNIT MIX:

| Unit Type | 20% AMI | 30% AMI | 40% AMI | 50% AMI | 60% AMI |
|-----------|---------|---------|---------|---------|---------|
| Studio | 0 | 0 | 0 | 0 | 0 |
| 1-br | 5 | 8 | 2 | 6 | 2 |
| 2-br | 0 | 4 | 8 | 19 | 15 |
| 3-br | 0 | 6 | 7 | 7 | 3 |

Total Units: 94 (93 units + 1 Manager unit)

Average Affordability Level: 44.8%

11. POPULATION: Family and Permanent Supportive Housing (20 units reserved for Formerly Homeless/ Special Needs residents)

12. PRIVATE AMENITIES: Community room, three courtyards, computer room, laundry, management office, resident service offices, bike room

13. PUBLIC AMENITIES: Public paseo, street and sidewalk facility improvements

14. PUBLIC AMENITY FUNDING: Mix of public and private funding; a portion of State HCD Transit-Oriented Development Grant and Loan

15. TOTAL RESIDENTIAL SF: 121,824 SF

16. TOTAL COMMERCIAL SF: N/A

17. OFF-STREET PARKING: 0.5

18. RESIDENTIAL PARKING RATIO: Less than local requirements

19. PARKING TYPE: Bundled

D. Experience / EBALDC / Fruitvale Transit Village II-A



20. SUMMARY OF FINANCING SOURCES:

| | |
|-------------------------------|--------------|
| Union Bank Construction Loan | \$44,739,618 |
| Citibank Permanent Loan | \$17,262,608 |
| Citibank Rate Lock Refund | \$350,000 |
| U.S. Bank LIHTC Equity | \$23,732,279 |
| Federal Home Loan Bank - AHP | \$920,000 |
| Owner Deferred Developer Fee | \$1,700,000 |
| General Partner Capital | \$3,784,708 |
| City of Oakland | \$3,331,167 |
| City of Oakland Land Donation | \$0 |
| County of Alameda – perm only | \$6,350,000 |
| CA Transportation | |
| Grant and Loan – perm only | \$8,000,000 |
| Total Sources | \$64,080,762 |

21. TOTAL DEVELOPMENT COST:

\$64,080,762 (\$681,710 per unit), \$527/sf

22. GOVERNMENT AFFORDABLE HOUSING PROGRAM INVOLVEMENT: See above

23. CONTACT INFORMATION FOR LENDERS (CURRENT):

Larry Gallegos

Development Program Manager
City of Oakland
510.238.6174
lgallegos@oaklandca.gov

Josh Evju

Director
Union Bank
925.947.2491
joshua.evju@unionbank.com

Sebastian Glowacki

Vice President
U.S. Bank
303.349.4132
sebastian.glowacki@usbank.com

24. GROUND LEASE: Ground lease with the City of Oakland

25. BUSINESS RELATIONSHIP WITH PUBLIC AGENCY:

City of Oakland (ground lease) and BART (use and maintenance easements)

D. Experience / EBALDC / Fruitvale Transit Village II-A



26. COMMUNITY ENGAGEMENT:

The community engagement process, which has included over 400 meetings since the original Phase 1 was constructed, identified several goals: minimize displacement; ensure disadvantaged neighborhood residents would gain access to the new housing; create new retail, health services, and public services for the neighborhood; and create construction and permanent jobs for local residents.

These goals arose from the detailed community assessments undertaken by a Technical Assistance Team, which included broadening input from underrepresented, multilingual, and multicultural groups.

The project team implemented a one-year outreach plan and met with more than 20 constituent groups. These meetings were conducted in English, Mam, and Spanish, reflecting Fruitvale's high proportion of Latino residents. The developer also conducted an outreach survey to garner stakeholder project design preferences, and this survey was presented in multiple ethnic languages.

This community drove the project design, as a consensus for family housing emerged, rather than higher density with smaller units – a reflection of the community's demographic composition. The survey initially led to the design of a 275-unit market-rate condominium development with a percentage of affordable units included. Subsequently, however, as the need for affordable housing became more urgent, the project was split into two phases, with Casa Arabelle developed as a 100% affordable development to address the community's evolving housing priority.

27. AWARDS:

Phase II-A:

- 2021 ULI Americas Award for Excellence

Phase I:

- Rudy Bruner Award for Urban Excellence, 2005
- Builder's Choice Grand Award, 2005
- Gold Nugget Grand Award, Pacific Coast Builders Conference, 2005
- NAHB Pillars of the Industry - Best Mixed-Use Community, 2005
- Best of American Living Platinum Award, 2004

D. Experience / EBALDC / Lake Merritt BART Master Plan



The Lake Merritt BART Senior Affordable Housing project will be the first of four buildings that are part of a larger multi-phase transit-oriented development on BART-owned land in Oakland Chinatown.

Lake Merritt BART Senior Affordable Housing will be developed and managed by EBALDC. It will be the affordable anchor for a larger multiphase, multiblock transit-oriented development (TOD) in partnership with Strada Investment Group and the Bay Area Rapid Transit District (BART) that will strengthen the existing neighborhood with an extensive suite of community benefits.

The entire development features four new buildings across two blocks owned by BART—at the Lake Merritt station—and will include two affordable buildings (including the Senior project) built by EBALDC. The Lake Merritt BART Senior Affordable Housing project is anticipated to be the first of the four buildings to start construction and be completed.

The project will be a mixed-use 97-unit affordable housing project targeting senior households (55+), as well as Special Needs and formerly Homeless households, with Area Median Incomes (AMIs) ranging from 30% – 60% AMI. The ground floor will have commercial space adjacent to and interacting with the entrance to the Lake Merritt BART Station and a publicly accessible paseo public area that will offer spaces for gathering, play, rest, and food. The upper levels will house the 97 affordable housing units, 25 of which will be reserved for special needs and homeless populations.

1. LOCATION:

Lake Merritt BART Master Plan
Senior Affordable Housing
800 Madison Street, Oakland, CA
94607

2. TYPE: Mixed Use, Multi Family,
100% Affordable

3. LEAD DEVELOPER: East Bay
Asian Local Development
Corporation
Project Manager: James Perez

4. ROLE: EBALDC is the Sole
and Managing Member of the
Managing General Partner. BART
is the Land Owner.

5. GENERAL CONTRACTOR: TBD

6. ARCHITECT: Pyatok Architects

7. CONSTRUCTION DATES: October
2023 (est) - July 2025 (est)

8. CONSTRUCTION TYPE:
Type 1 (concrete)

9. TOTAL # OF RESIDENTIAL UNITS:
97

D. Experience / EBALDC / Lake Merritt BART Master Plan



10. UNIT MIX:

| Unit Type | ≤ 30% AMI | 40% AMI | 50% AMI | 60% AMI |
|-----------|-----------|---------|---------|---------|
| Studio | 4 | 7 | 5 | 6 |
| 1-br | 20 | 11 | 20 | 19 |
| 2-br | 1 | 1 | 1 | 1 |

Total Units: 96 + 1 manager's unit

Average Affordability Level: 45%

11. POPULATION: Senior and Permanent Supportive Housing (25 units reserved for Formerly Homeless/Special Need residents)

12. PRIVATE AMENITIES: Two community rooms, roof deck, computer room, laundry, management office, two resident service offices, bike room

13. PUBLIC AMENITIES: Public paseo, street and sidewalk facility improvements

14. PUBLIC AMENITY FUNDING: Mix of public and private funding; a portion of an Affordable Housing & Sustainable Communities (AHSC) award; a portion of a Transit & Intercity Rail Capital Improvement Program (TIRCP) award. Several outstanding applications pending.

15. TOTAL RESIDENTIAL SF: 79,124 (GSF per Zoning, less Commercial)

16. TOTAL COMMERCIAL SF: 3,235 sf Commercial kitchen and vendor stalls

17. OFF-STREET PARKING: No parking

18. RESIDENTIAL PARKING RATIO: No parking

19. PARKING TYPE: No parking

20. SUMMARY OF FINANCING SOURCES:

- \$60,644,922 TBD Construction Loan (constr)
- \$42,458,659 TBD 4% LIHTC equity (incl. State Credits) (constr/perm)
- \$5,976,184 California HCD Infill Infrastructure Grant (constr/perm)
- \$16,500,000 California HCD State of California Affordable Housing & Sustainable Communities (perm)
- \$5,976,184 California HCD Multifamily Housing Program (perm)
- \$13,400,000 California DSS Community Care Expansion Program (const/perm)

D. Experience / EBALDC / Lake Merritt BART Master Plan



21. TOTAL DEVELOPMENT COST:

\$84.5 MM (\$871,134/unit) (1,027/SF)

22. GOVERNMENT AFFORDABLE HOUSING PROGRAM INVOLVEMENT:

California HCD AHSC Program
California HCD IIG Program
California HCD MHP Program
California DSS CCE Program

23. CONTACT INFORMATION FOR LENDERS (current):

Eric Leimbach

Vice President - Senior Relationship Manager
Community Lending and Investment
Wells Fargo Bank, N.A.
415.801.8516, (cell) 415.203.0417
eric.leimbach@wellsfargo.com

24. GROUND LEASE: Projected to enter into ground lease with BART

25. BUSINESS RELATIONSHIP WITH PUBLIC AGENCY:

Ongoing negotiation with BART on ground lease terms (to be finalized in late 2022)

D. Experience / EBALDC / Lake Merritt BART Master Plan



26. COMMUNITY ENGAGEMENT: Since its inception in 1975, EBALDC has been involved with community development in the Chinatown neighborhood. We consider it vitally important to involve many different stakeholders in our community so that our project can meet the widest range of needs possible. Our emphasis on the Healthy Neighborhoods approach necessitates the development of a project that is integrated into the local fabric and serves not only our residents, but the wider neighborhood. We engaged neighbors and community organizations around design and programming through two community charettes.

27. AWARDS: N/A



Section E / Preliminary Development Concept

E. Preliminary Development Concept / Statement



The Gateway—connective/cultivating/communal

A dynamic diagonal connection of the Ohlone Greenway draws people into and through the site, offering activity spaces and gathering spots en route to the station. (View looking from entry on Sacramento)

ALIGNMENT WITH THE JOINT VISION & PRIORITIES (JVP)

This proposal exceeds the JVP affordability requirement of 35% with a full 50% affordable homes serving households at or below 60% AMI. The plan can accommodate more than 900 diverse homes and up to 1,500 bedrooms, well exceeding the required 1,000 bedrooms. We confirm that our approach meets the shared, high-level expectations outlined in terms of housing capacity and configuration, urgency, phasing, financing, accessibility, inclusivity, and the creation and care for a vital public realm.

PUBLIC REALM

Organized around a restored diagonal trail connection of the Ohlone Greenway, this plan creates a garden promenade, community anchor, and nexus of active transit where BART riders can enjoy their commute and neighbors can come together. This public space is restorative, flexible, and responsive to the surrounding context. Bicycle-forward design upgrades station access, safety, convenience, and quality of experience for pedestrians and cyclists especially.

A neighborhood-serving child-care and other features—picnic area, playground, seating, bike station, café—complement available local resources. Places to gather and connect are immersed in plantings that emphasize resilience and beauty, minimizing water use and maximizing wild habitat. A spirit of abundance abounds, with little free libraries and the like rooting the new homes into the culture of North Berkeley. With soft, wild edges, this mixed-use pathway and surrounding sidewalks will entice a flow of people for a range of informal community activities.

PARKING STRATEGY

Parking is tucked away in an embedded garage wrapped by housing, energized by an active ground floor, and screened with dynamic plantings and art. BART has an iconic tradition of tile and precast concrete artwork and textures that could be brought into this design. Incorporating 120 BART spaces, the proposal offers a maximum parking strategy of 438 spaces and considers a lower-yield plan with 313 spaces. Parking is currently unbundled. If BART's 120-space requirement were lifted, we would reduce the size of the garage, and/or AvalonBay would be open to selling some limited number of spaces to BART for commuters at a market rate.

E. Preliminary Development Concept / Statement

SITE CIRCULATION

This plan minimizes vehicle access to the extent possible, while meeting BART's operational needs. The plan maintains existing functionality, retaining the primary north-south internal drive between Virginia and Delaware for BART access and accommodating the requested 400 feet of curbside loading space. East-west connectivity is repaired with a new mid-block pedestrian passage from Francisco to the BART Plaza. The deep integration of the Ohlone Greenway prioritizes micromobility and creates a welcoming approach to the station. The child-care is located for easy drop-off by foot or bike, simplifying this task for local and commuting caretakers. Multimodal services are gathered together and organized for robust connections to the Bike Boulevard on Virginia Street and casual carpool along Sacramento Street, BART access, bus lines, and ride-share options.

INNOVATIVE APPROACHES— Climate-Responsive Design

This design team shares the City of Berkeley's pioneering, future-forward mindset about climate action. Going well beyond the "checking boxes" approach to green building, DBA has defined four core principles that ground our ambitions and guide our approach to resilient design. The stability and community repair that the housing itself can achieve is essential for a sustainable future. By creating diverse, well-resourced housing integrated with an inviting and accessible transit hub, we hope to support residents and neighbors to thrive.

- *Design for everyday human needs:* Make decisions that expand opportunity; prioritize health, comfort and control; and provide meaningful refuge.
- *Decarbonize:* Eliminate on-site fossil fuels and maximize the benefit of solar PV & storage.
- *Do more with less:* Choose to use simple, efficient materials, systems, and construction methods.
- *Connect to nature:* Leverage the power of site planning and open space design to enhance belonging and wellbeing, and to repair ecosystems.

PUBLIC AMENITIES

This reinforced portion of the Ohlone Greenway, framed by residential uses, offers a true neighborhood place. Anchoring amenities include a new neighboring-serving child-care that will streamline the commute for working caretakers, as well as a café at the casual carpool site and a spot for a bike valet/repair station. This envisioned bicycle resource can offer increased security and convenience for BART riders, as well as support a workforce initiative providing opportunity for residents in Berkeley Food & Housing programs. The greenway draws people into outdoor zones that can be shaped to offer a range of experiences. Flexible ground-floor programming in the buildings preserves opportunity for small spaces that could be populated by local vendors or community groups, or claimed for residential amenity uses, avoiding empty storefronts.

ECONOMIC FLUCTUATIONS

This plan is designed for phasing flexibility. Owned by four developers, the six standalone buildings are independent in terms of financing, infrastructure, and operation, and can be built incrementally. Parking is shared, reducing construction cost. This design strikes a balance between height and density and realistic feasibility, anticipating fluctuations in the market. DBA's extensive affordable housing design experience proves that good design does not need to be expensive. With 40 years of building housing throughout economic ups and downs, DBA has a strong track record of getting projects built. Rhoades Planning Group has completed the SB35 documentation for the Hope Center in Berkeley with BRIDGE and BFHP, as well as documentation for RCD's Maudelle Shirek Project. Over the last four years RPG has completed or has in process more than 20 SB35 projects, totalling more than 3,000 affordable apartment units with six different non-profit housing providers. DBA has designed many projects under SB 35 and can further streamline the application and design process.



E. Preliminary Development Concept



The Heart—responsive/inclusive/easy

New homes enliven the open space and provide stewardship for a rich new landscape. Convenient child-care drop-off and other community uses upgrade the everyday experience for commuters and neighbors. (View looking from entry on Virginia)



Gentle Density—contextual/respectful/refined

Sensitively stitched into the residential fabric, the community's edges are softened with low-scale townhomes, welcoming stoops, and lush wild plantings. (View looking south down Acton)

E. Program Matrix

To provide flexibility, the proposed development concept can vary in density. Our team developed three density alternatives—low, moderate, and high—which increase the number of building levels and extend the BFH and EBALDC buildings into the Zone of Influence to gain units.

The “moderate” scheme was used as the basis for our proposed program (shown below), site plan, and other visuals. A summary is also provided for the low and high density alternates on the following page.

PROPOSED PROGRAM (MODERATE DENSITY)

| PHASE | PHASE 1 | PHASE 1A | PHASE 1 | PHASE 1 | PHASE 1 | PHASE 2 | | |
|----------------------------------|--------------|-----------------|---------------|---------------|---------------|---------------|----------|-----|
| | AVALONBAY 1* | AVALONBAY 2 | BRIDGE 1 | EBALDC | BFH | BRIDGE 2 | TOTAL | % |
| # Stories | 7 | 6 | 8 | 6 | 6 | 8 | | |
| Total Bedrooms | 421 | 149 | 212 | 112 | 73 | 221 | 1,188 | |
| Market Rate Bedrooms | 421 | 149 | | | | | 570 | 48% |
| Affordable Bedrooms | | | 212 | 112 | 73 | 221 | 618 | 52% |
| Total Units | 279 | 105 | 121 | 64 | 73 | 126 | 768 | |
| Market Rate Units | 279 | 105 | | | | | 384 | 50% |
| Affordable Units | | | 121 | 64 | 73 | 126 | 384 | 50% |
| Extremely Low Income (30% AMI)** | | | 24 (20%) | 16 (25%) | 72 (99%) | 29 (23%) | 141 | 37% |
| Very Low Income (31-50% AMI) | | | 35 (30%) | 47 (73%) | 0 (0%) | 95 (75%) | 177 | 46% |
| Low Income (60% AMI) | | | 60 (50%) | 0 (0%) | 0 (0%) | 0 (0%) | 60 | 16% |
| Manager units | | | 2 (2%) | 1 (2%) | 1 (1%) | 2 (2%) | 6 | 2% |
| Res. Service/Common - GSF | 12,000sf | 8,600sf | 4,100sf | 3,450sf | 5,900sf | 4,440sf | 38,490sf | |
| Flex Retail/Cafe - GSF | | | | 590sf | 990sf | | 1,580sf | |
| Childcare - GSF | | | | | | 2,675sf | 2,675sf | |
| Parking Spaces | | 438 | 0 | 0 | 0 | 0 | 438 | |
| Resident Spaces*** | | 318 (.83 Ratio) | 0 / 0.0 Ratio | 0 / 0.0 Ratio | 0 / 0.0 Ratio | 0 / 0.0 Ratio | 318 | |
| BART Spaces | | 120 | | | | | 120 | |

*includes 16 townhome units along Acton St.

**ELI units are expected to be special needs units for permanent supportive housing including set-asides for chronically homeless, veterans, and chronically disabled/mentally ill.

***includes 5-10 rideshare spaces available for BART riders and market-rate & affordable residents

****includes 120 BART and 5-10 rideshare spaces

E. Program Matrix and Schedule

LOW TO HIGH CONCEPT ALTERNATES

| PHASE | PHASE 1 | PHASE 1A | PHASE 1 | PHASE 1 | PHASE 1 | PHASE 2 | | |
|---|-----------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------|------|
| | AVALONBAY 1* | AVALONBAY 2 | BRIDGE 1 | EBALDC | BFH | BRIDGE 2 | TOTAL | % |
| # Stories | 5-8 | 5-11 | 7-9 | 6-9 | 5-9 | 7-9 | | |
| Total Bedrooms | 328-434 | 133-231 | 187-238 | 112-198 | 61-126 | 194-249 | 1,015-1,476 | 100% |
| Market Rate Bedrooms | 328-434 | 133-231 | | | | | 461-665 | 45% |
| Affordable Bedrooms | | | 187-238 | 112-198 | 61-126 | 194-249 | 554-811 | 55% |
| Total Units | 213-288 | 94-163 | 107-136 | 64-113 | 61-126 | 111-142 | 650-968 | 100% |
| Market Rate Units | 213-288 | 94-163 | | | | | 307-451 | 47% |
| Affordable Units | | | 107-136 | 64-113 | 61-126 | 111-142 | 343-517 | 53% |
| % of Affordable Units At/ Below 60% AMI (includes ELI) | | | 98-99% | 98% | 98%-99% | 98%-99% | 98%-99% | |
| Res. Service/Common - GSF | 10,000- 11,200sf | 5,100- 7,800sf | 3,080- 5,090sf | 3,450- 5,230sf | 5,900- 6,180sf | 4,020- 5,340sf | 31,550- 40,840sf | |
| Flex Retail/Cafe - GSF | | | | 510-590sf | 990sf | | 1,500- 1,580sf | |
| Childcare - GSF | | | | | | 2,675sf | | |
| Parking Spaces**** | 313-438 (.6-.7 Ratio) | | 0 / 0.0 Ratio | 0 / 0.0 Ratio | 0 / 0.0 Ratio | 0 / 0.0 Ratio | 313-438 | |

SCHEDULE

The schedule includes our estimates of the time needed for developing objective design standards and negotiating leases and other agreements. We are analyzing various further entitlement and streamlining options to minimize the overall predevelopment period. Phase 1 timing is driven by the endeavor to

launch 3 affordable buildings – this schedule is tuned to the MHP/IIG SuperNOFA expected schedule; the AHSC schedule is unpredictable and differs every year. AvalonBay expects to build all market-rate housing as a single phase concurrent to phase 1.

| | 2023 | | | | 2024 | | | | 2025 | | | | 2026 | | | | 2027 | | | | 2028 |
|--|------|----|----|----|------|----|----|----|------|----|----|----|------|----|----|----|------|----|----|----|------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 |

PREDEVELOPMENT

| | | | | | | | | | | | | | | | | | | | | | |
|----------------------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| ENA Negotiations | | | | | | | | | | | | | | | | | | | | | |
| Due Diligence | | | | | | | | | | | | | | | | | | | | | |
| Ground Lease Negotiations | | | | | | | | | | | | | | | | | | | | | |
| Objective Design Standards | | | | | | | | | | | | | | | | | | | | | |
| Community Engagement | | | | | | | | | | | | | | | | | | | | | |

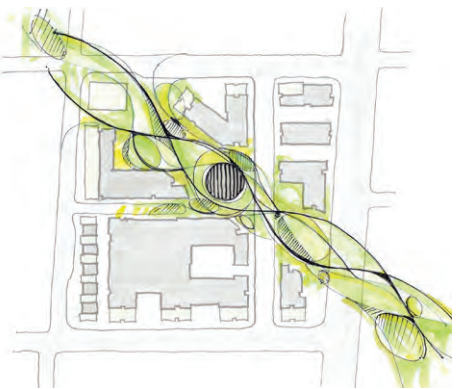
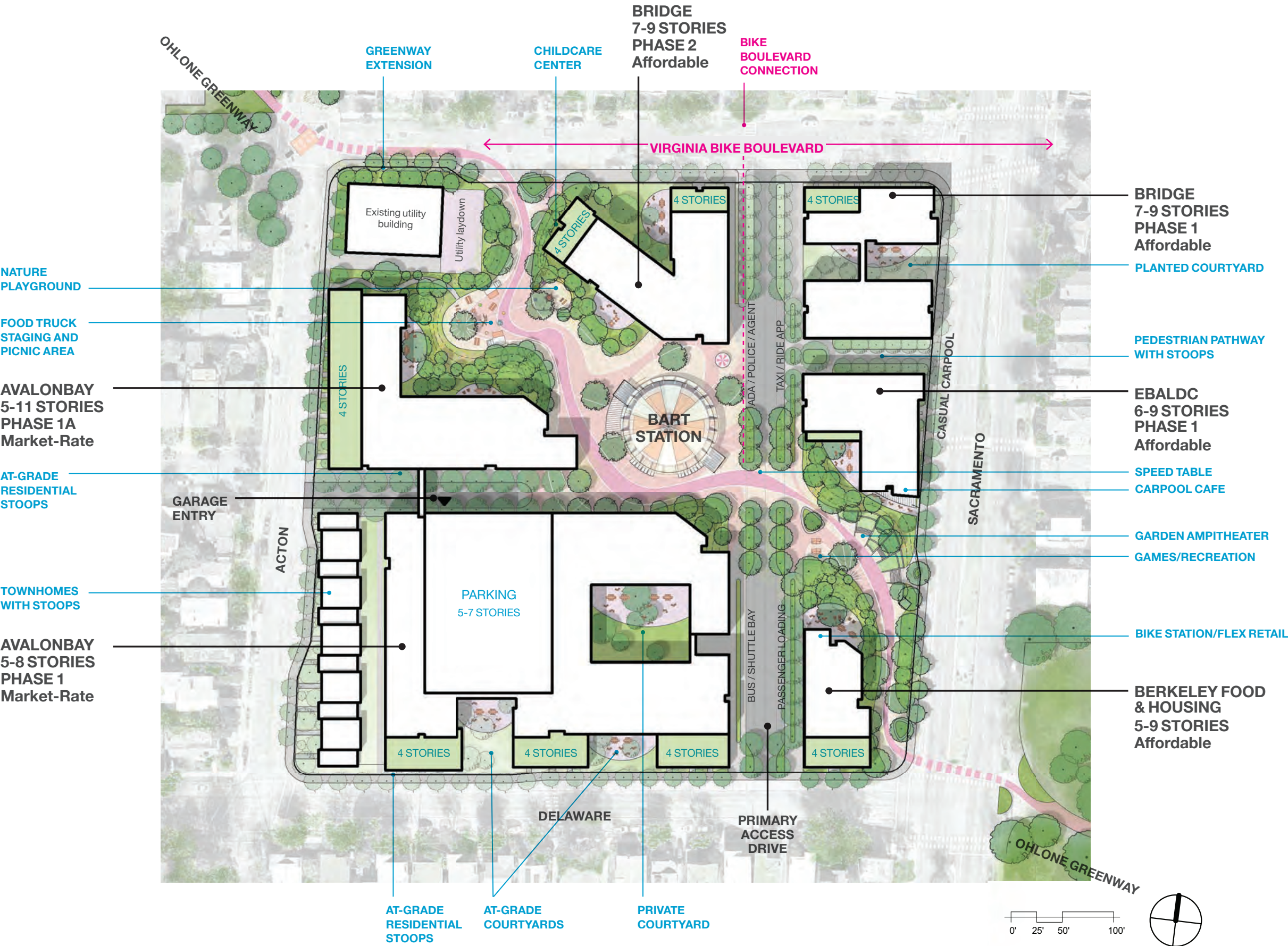
PHASE 1 – Affordable / Market-Rate Buildings

| | | | | | | | | | | | | | | | | | | | | | |
|--------------|--|--|--|--|-------------|------|------------|------------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Design | | | | | Master Plan | SD | DD | CD | | | | | | | | | | | | | |
| Financing | | | | | | City | County/MHP | TCAC/CDLAC | | | | | | | | | | | | | |
| Permitting | | | | | | | | | | | | | | | | | | | | | |
| Construction | | | | | | | | | | | | | | | | | | | | | |

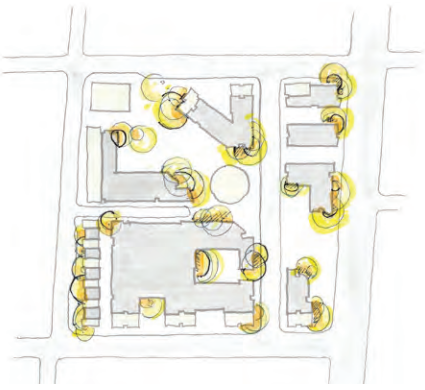
PHASE 2 – Affordable Family Building

| | | | | | | | | | | | | | | | | | | | | | |
|--------------|--|--|--|--|--|--|--|--|------|------------|------------|--|--|--|--|--|--|--|--|--|--|
| Design | | | | | | | | | SD | DD | CD | | | | | | | | | | |
| Financing | | | | | | | | | City | County/MHP | TCAC/CDLAC | | | | | | | | | | |
| Permitting | | | | | | | | | | | | | | | | | | | | | |
| Construction | | | | | | | | | | | | | | | | | | | | | |

E. Preliminary Development Concept / Site Plans



Reweaving and rewilding the Ohlone Greenway



Dynamic ground-floor uses enrich the public realm



Inviting edges enhance the surrounding streetscape



Section F / Narrative

F. Narrative

AFFORDABLE HOUSING

Our baseline proposal of 50% affordable housing is based on our analysis of design configurations on the site, and we feel that this ratio will make optimal use of this key opportunity site. Of course, meeting this level of affordability will also depend on sufficient levels of subsidy. We feel that a target of 50% is achievable, and in fact BRIDGE and AvalonBay are developing a comparable project at the Balboa Reservoir in San Francisco that will meet a target of 50% affordable. However, another one of our primary objectives at North Berkeley is project feasibility, so we have also contemplated scenarios where the affordable mix drops to the minimum level of 35% in situations where sufficient subsidy is not available.

On the other hand, in the event that more subsidy is available, we would definitely consider expanding the level of affordability in the project, all the way to 100% if that was possible. This scenario would, of course, eliminate any affordable subsidy coming from the market rate units on site, and thus the government investment would need to increase. But if funds were available, our team would be thrilled to pursue an 100% affordable development.

COMMUNITY ENGAGEMENT

Our team is composed of members with extensive experience in community engagement in complex multi-jurisdictional settings.

An iterative design, community outreach, and participation process during the design phases has proven to provide the greatest possible community involvement and ensures the greatest opportunity for obtaining community support and acceptance. The team has broad experience leading extensive community engagement efforts on Major TOD projects including on BART property. Some examples include:

BRIDGE has developed an expertise in guiding complex and sometimes controversial projects through approvals while garnering support from neighbors and stakeholders. Balboa Reservoir & Rebuild Potrero public housing redevelopment are extensive planning efforts that used a variety of techniques,

such as community-wide meetings, facilitated focus groups, and casual “get-togethers,” to solicit resident input and tap local expertise, ensuring a successful and inclusive master plan. Working with contentious wealthy neighborhood groups as well as public housing residents, BRIDGE has led efforts that gain planning approvals with nearly zero opposition.

AvalonBay stands out among large market rate developers for taking community engagement seriously and incorporating input in its projects. BRIDGE and AvalonBay co-led the Balboa Reservoir efforts which consisted of monthly Community Advisory Group meetings and participation in dozens of community and stakeholder group meetings.

EBALDC is experienced at leading community engagement process for its real estate pipeline of over a dozen projects, including master planned projects at Lake Merritt BART and Fourth and Broadway in Oakland.

BRIDGE and BFHP led the efforts to build the opening Berkeley Hope Center in Downtown Berkeley.

David Baker Architects has extensive experience working with communities to develop housing that meets development constraints and leverages all opportunities. DBA’s approach is to engage early and often; establish the most effective means of communication; connect with key community representatives; be transparent; and elicit relevant feedback.

Yes Duffy is a long-time Berkeley resident, a local citizen-architect, and a member of the Zoning Adjustments Board. Involved in the North Berkeley BART vision process since 2019, Yes specializes in community collaboration, including synthesizing many opinions and inputs into achievable designs.

Rhoades Planning Group has assisted neighborhoods, cities, and non-profit developers on the zoning, design, and entitlement of more than 2,000 affordable units in 20+ projects in the last four years alone. RPG works carefully with community and local agencies using state laws to achieve their goals.

F. Narrative



DESIGN

David Baker Architects is deeply experienced at designing contextual, high-density urban housing and has developed a robust, nuanced design framework that is tuned to creating housing that is as much an asset to the neighborhood as it is to new residents.

We recognize the challenges around achieving high density in this low-scale residential context. Although a central component of our approach is to maximize the number, diversity, and affordability of new homes provided, this proposal engages a range of complementary strategies to prioritize livable density, gracefully meet the surrounding context, and establish the new community as a good neighbor.

Reweave the Urban Fabric: This neighborhood of six buildings—varied in height, form, and detail—will create an eclectic and harmonious new community characterized by moments of relief and delight. The bold stroke of the Ohlone Greenway diagonal will serve to organize the site as both a new and a neighborhood place. Density will be concentrated along Sacramento Street, while building heights will



step down to four stories along the key residential edges of Virginia, Acton, and Delaware. Along Acton Street, a low-scale townhouse edge will relate to the finer-grained context, extending outward with private entries, stoops, and plantings. DBA created a similar transitional edge at Foundry Commons in San Jose, where two-story walk-up cottages lining a larger five-story structure engage with the low-scale neighborhood to the east. At 300 Ivy, a five-story market-rate building along an arterial roadway in San Francisco, a wood-shingled townhouse edge with private entries suits the alley scale.

F. Narrative



Make Big Moves: Buildings over four stories incorporate generous massing breaks and deep neighborhood-facing courtyards to provide visual breaks and views of plants and sky. These courtyards add porosity and invite glimpses into the life of the site, while reflecting the landscaped setbacks characteristic of the surrounding single-family setting.

Activate the Edges: Courtyards and plantings along the outer edges of the site enhance the surrounding streetscape for all. The garage is wrapped with apartments, enlivening streetscapes on Sacramento and Acton. On primarily residential frontages, stoops create a low-scale point of focus and connect outward. All building ground floors engage the Greenway, and care and attention is taken with waiting spaces, such as casual carpool and transit stops. Natural materials palettes inspired by Berkeley's eclectic aesthetic will integrate these new buildings into the North Berkeley setting. At 855 Brannan in San Francisco, ground-floor apartments open directly onto the surrounding streets and inner courtyards, including one centered on a redwood grove.

Cultivate Connection: The robust new spur of the Ohlone Greenway reinforces the communitarian ethos that led to the creation of Ohlone Park in 1969. The Greenway is rewilded with forward-looking ecosystem services and programmed with inviting spaces for the larger neighborhood. Similarly, at Mason on Mariposa in San Francisco, a meandering public passage interlaced with the housing increases neighborhood connectivity and shelters gathering and seating spaces.



Enlightened Circulation: The prominence and sensitive framing of the Greenway diagonal through the site draws focus from the scale of the buildings. Open-air green stairs and transparent daylit corridors break up the massing and offer indoor-outdoor links. At Williams Terrace in Charleston, North Carolina, we designed broad open-air porches encircling an entry courtyard, which double as circulation space and extensions of the one-bedroom homes.

STRUCTURAL NEEDS

Developing this project to its fullest potential will require detailed coordination with the BART Zone of Influence (ZOI) bisecting the site. While it is feasible to encroach into the ZOI with new buildings, doing so requires careful engineering of the foundations so as not to impart any new loads on the BART tunnel.

The DBA/Tipping team has extensive experience designing buildings adjacent to BART tunnels in San Francisco and the East Bay, including numerous buildings in Berkeley along Shattuck Avenue. We understand the engineering substantiation that BART requires, and we have experience designing a variety of foundation types for such situations. Additionally, amenities and plantings in the ZOI need to be carefully planned and engineered so as not to effect the structural integrity of BART infrastructure. We understand both the cost implications and programmatic advantages of encroaching into the ZOI. Lastly, we have the technical experience to execute a design that will balance the competing factors in order to make the project successful.

F. Narrative

OPEN SPACE MAINTENANCE

We plan to manage the operations and maintenance of the new open space collectively, through an association made up of each of the building owners on site. At a basic level, each building owner will pay into the association proportionally based on the size and use of its buildings, and each organization will be a voting member of the association. However, it should be noted that intensive management of this space could be quite costly, and could impact the feasibility of each building. So, our team will take two approaches to ensure the proposed design and uses remain feasible. First, we will carefully plan the open space to minimize the need for ongoing staffing to manage and maintain it. We will instead seek partnerships with other organizations who can bring programming to the space, while minimizing the association's direct payroll. Second, we will explore additional funding streams as a way to help alleviate some of this cost burden. In other similar projects we have concluded that the fees associated with a CFD execution erode much of the benefit of this structure. However, an IFD that could tap into a portion of the tax increment generated by the project could be a way to fund a more robust program without imperiling the feasibility of the individual buildings.

LOCAL HOUSING PRIORITIES

The non-profit affordable housing team of BRIDGE, EBALDC, and Berkeley Food & Housing Project (BFHP) is very well positioned to deliver affordable housing that meet the needs and priorities to the Berkeley community. BFHP is Berkeley's premier provider of services to the chronically homeless, and those at risk of homelessness. The Berkeley Hope Center, delivered as a collaboration between BRIDGE and BFHP, includes both permanent supportive housing as well as transitional housing including set asides for people experiencing chronic homelessness, Veterans, and people who are chronically disabled or have a mental health diagnosis.

Our vision for the site is to continue the guiding principles of the Hope Center, serving those most in need within our community. Onsite services throughout all four proposed affordable housing buildings

will work together to create and deliver an inclusive and supportive community to all residents. BFHP and EBALDC will deliver supportive services in collaboration with each other with residents at the center of our service delivery. Our overarching goal at North Berkeley BART, is creating one community, that brings all residents within the development together, living as neighbors in an accessible location.

Our primary proposal includes three buildings launched in phase 1. These include two family buildings developed by EBALDC and BRIDGE/BFHP with 20-25% homeless/special needs units and a 100% permanent supportive building run by BFHP. The second phase will also have a BRIDGE/BFHP family building targeted with 25% homeless units. We look to meet or exceed a target of 25% extremely low income/special needs units as a sitewide goal, in line with State policies guiding funding for the majority of its affordable housing grant and loan programs.

This program will allow us a fast launch of phase 1 with each building targeting a different funding stream: a EBALDC MHP family building, a BRIDGE/BFHP AHSC building and a BFHP/BRIDGE 100% supportive MHP building (a similar approach to the Hope Center). Since the site is located in a High Resource Area, these state funding applications should be very competitive in the MHP/IIG SuperNOFA.

Across both phases, this will result in a total of approximately 384 affordable units, 42% large units (2- and 3-bedroom apartments) and 37% supportive units.

Just as we are striving to create a diverse housing inventory, our design team led by David Baker Architects and Erick Mikiten of The Art of Access will emphasize site and building designs that useful to people with diverse abilities and accommodates a wide range of individual preferences and abilities.



Section G / Demonstration of Financial Capacity and Related Information

G / Demonstration of Financial Capacity

BRIDGE FINANCIAL CAPACITY

BRIDGE Housing Corporation has successfully completed the financial closings on 187 projects since 1983, each involving different types and combinations of financing. BRIDGE has ample access to capital, multiple successful lender and investor relationships, exemplary past performance and strong creditworthiness. BRIDGE has also used a variety of innovative financing tools to finance the development and operations of its mixed-use, urban infill developments. BRIDGE does not have any non-performing assets and has never defaulted on a loan. Neither BRIDGE nor any of its affiliates have filed for bankruptcy and has never lost a project to foreclosure.

BRIDGE Housing has earned an “A+” issuer credit rating from Standard & Poor’s Ratings Services. BRIDGE pursued the rating as part of its five-year strategic initiative to double its production of affordable and mixed-income housing. S&P noted several attributes driving this rating of BRIDGE, including strong overall management, coupled with a strategic plan that supports BRIDGE’s mission to provide quality low-income housing in the least-affordable markets, a strong enterprise risk profile supported by extremely strong economic fundamentals, a very strong asset quality, and very strong liquidity versus the average for BRIDGE’s social and affordable housing peers.

BRIDGE is in excellent financial health and has ample access to capital, successful lender relationships, exemplary past performance and strong creditworthiness. BRIDGE’s long track record of success has resulted in the company having access to both debt and equity resources at extremely favorable rates. We have also used a variety of innovative financing tools to finance the construction and operations of our developments. BRIDGE has a strong balance sheet and sufficient working capital to invest as predevelopment funding into our projects. BRIDGE has strong relationships with all of the industry’s major real estate lenders, including Bank of America, JP Morgan Chase, Union Bank, Citibank, and Wells Fargo Bank.

BRIDGE’s enviable track record with developments typically attracts large equity investments from private parties, most often utilizing Low Income Housing Tax Credits, which induce private corporations to invest in workforce housing developments. BRIDGE’s

experience in developing and managing high quality, sustainable communities results in lower risk for investors, which in turn leads investors to pay higher rates when investing in BRIDGE developments

Public subsidy funding as well as a private investment are crucial for the development of affordable communities, and BRIDGE has an excellent record in competing strongly in the programs that need to be targeted. BRIDGE has secured loan and grant funding for numerous projects from the California Housing and Community Development Department’s (HCD) Multifamily Housing Program such as \$20M for Anaheim and Walnut. Most recently, BRIDGE has successfully secured \$10M in AHSC funds for the Fruitvale Transit Village IIB project in Oakland, \$7.5M in IIG for Vermont and Manchester Family Building and \$1.9M in IIG funds for Jordan Downs Phase II.

In addition, BRIDGE utilizes available local sources such as Local Housing Trust funds and HOME funds and often incorporated Redevelopment funds prior to the elimination of Redevelopment Agencies. These programs all reward experience, financial strength, and management company performance, all areas in which BRIDGE routinely scores the maximum available points, which is crucial when competing for scarce resources. Furthermore, BRIDGE has been successful in the recruitment of leveraging subsidy funding including Federal Home Loan Bank Affordable Housing Program (FHLB AHP) funds, Community Development Block Grant (CDBG) loans, solar incentives and greening rebates, and increased US Housing and Urban Development (HUD) support including RAD and project-based Section 8 contracts.

G / Demonstration of Financial Capacity

AVALONBAY COMMUNITIES FINANCIAL CAPACITY

AvalonBay Communities, Inc. is one of the leading providers of housing in the nation, and is widely recognized as having one of the strongest balance sheets in the residential REIT industry.

AvalonBay's financial position is designed to withstand even the most challenging economic climates, and allows easy access to cost-effective capital during any part of the market cycle. All of AvalonBay's recent Bay Area developments have been financed with 100% internal capital, which was sourced from a blend of corporate-level bond issuance, offerings of equity to the stock market, and asset sales. AvalonBay obtains premium pricing through all three of these venues, and thus the company does not need to seek project-level debt or equity to complete its developments. We project that we will employ a similar strategy for the market-rate housing at North Berkeley BART, thus eliminating the need to rely on outside funding partners for equity or debt.

G.1 / Financial Statements

BRIDGE, Berkeley Food & Housing (BFHP), and EBALDC audited financial statements and AvalonBay annual reports for 2019, 2020, and 2021 are provided digitally in separate, sealed envelope.

As a publicly-traded company, AvalonBay publishes regular public financial reports, and a full range of financial information is publicly available from its corporate website: investors.avalonbay.com

AvalonBay Communities Annual Reports can be found at:
<https://investors.avalonbay.com/sec-filings/annual-reports/default.aspx>

We are also happy to provide any additional information, or reports on specific information, upon request.

G.2 / Annual Reports

BRIDGE 2020-21 annual report and **BFHP** and **EBALDC** annual reports for 2019, 2020 and refresh for 2021 provided digitally with financial statements.

AvalonBay Communities Annual Reports can be found at:
<https://investors.avalonbay.com/sec-filings/annual-reports/default.aspx>

G.3 / Financial Structure – Five Projects / BRIDGE Housing

COGGINS SQUARE

Perm Conversion (March 2022)

| SOURCE OF FUNDS | RATE/ EQUITY PAY-IN | TERM | CONSTRUCTION PERIOD | PERMANENT PERIOD | NOTES |
|---|---------------------------|------|------------------------|---------------------|---------------------------|
| First Mortgage | 3.50% | 17 | 0 | 8,434,400 | 40-year amortization |
| Tax Exempt Construction Financing | 2.90% | | 31,121,520 | 0 | |
| Seller Note | 0.00% | 55 | 3,796,156 | 3,796,156 | |
| Contra Costa County CDBG/ HOME (Existing) | 3.00% | 55 | 2,450,000 | 2,450,000 | Includes accrued interest |
| Contra Costa County (Successor Agency, Existing) | 3.00% | 55 | 350,000 | 350,000 | Includes accrued interest |
| Contra Costa CDBG (NEW) | 0.00% | 55 | 2,370,000 | 2,370,000 | |
| Contributed Reserves | 0.00% | | 767,824 | 767,824 | Awarded |
| Deferred Developer Fee | 0.00% | | 0 | 909,073 | |
| Sponsor Loan | 0.00% | | 0 | 8,995,367 | |
| GP Loan | | | 0 | 1,763,345 | |
| | | | | | |
| Tax Credit Equity | \$0.99 | | 1,529,009 | 16,059,750 | |
| GP Equity | | | 51,000 | 1,814,345 | |
| TOTAL SOURCES | | | 42,435,509 | 47,710,260 | |

G.3 / Financial Structure – Five Projects / BRIDGE Housing

AVANZA 490

Perm Conversion (Dec-21)

| SOURCE OF FUNDS | RATE/ EQUITY PAY-IN | TERM | CONSTRUCTION PERIOD | PERMANENT PERIOD | NOTES |
|---------------------------------|---------------------------|------|------------------------|---------------------|---------------------------------|
| Permanent Mortgage | 5.54% | 25 | | 6,544,000 | Barings |
| Construction loan (residential) | 5.87% | 33 | 32,100,000 | | Bank of America |
| MOH Loan | 0.00% | 55 | 22,038,096 | 27,665,943 | |
| Deferred Developer Fee | | | | 1,001,702 | |
| | | | | | |
| Tax Credit Equity | \$1.02 | | 2,428,343 | 24,215,936 | \$1.015 from Bank of America |
| GP Equity | | | 998,298 | 998,298 | |
| TOTAL SOURCES | | | 57,564,737 | 60,425,879 | |

LA FENIX / 1950 MISSION

Perm Conversion (July 2022)

| SOURCE OF FUNDS | RATE/ EQUITY PAY-IN | TERM | CONSTRUCTION PERIOD | PERMANENT PERIOD | NOTES |
|-------------------------------|---------------------------|------|------------------------|---------------------|-------|
| Permanent Mortgage | 5.15% | 35 | | 5,928,000 | |
| Construction Loan | 3.72% | 30 | 56,300,000 | | |
| MOH Loan | 0.00% | 55 | 42,677,998 | 42,677,998 | |
| AHSC Programs Grant (GP Loan) | 0.00% | 55 | | 500,000 | |
| AHSC Loan | 3.00% | 55 | | 10,000,000 | |
| Deferred Developer Fee | | | 243,849 | 243,849 | |
| Earn Out Reserve (MOHCD) | 0.00% | 0 | | 1,000,000 | |
| GP Equity | | | 100 | 100 | |
| AHP Loan | 0.00% | 55 | 1,250,000 | 1,250,000 | |
| | | | | | |
| Tax Credit Equity | \$1.06 | | 4,836,063 | 43,523,863 | |
| GP Equity | | | 0 | 0 | |
| TOTAL SOURCES | | | 105,308,010 | 105,123,810 | |

G.3 / Financial Structure – Five Projects / BRIDGE Housing

SONGBIRD

Perm Conversion (Sep-21)

| SOURCE OF FUNDS | RATE/ EQUITY PAY-IN | TERM | CONSTRUCTION PERIOD | PERMANENT PERIOD | NOTES |
|-------------------------------------|---------------------------|--------------|------------------------|---------------------|---|
| Construction Loan - USBank | 4.82% | 24 months | 15,623,572 | 0 | .75% buffer |
| Perm Loan - Barings | 5.28% | 17 years | 0 | 5,781,000 | 35 Amort. Rate has .15% buffer |
| Portland Housing Bureau Gap Loan | 0.00% | 99 years | 4,050,000 | 4,500,000 | 45 year term |
| Oregon State Bond (LIFT) | 0.00% | 30 years | 2,467,755 | 2,741,950 | 45 year term |
| GP Loans (LIWP, Metro TOD, EPA) | 0.00% | 55 years | 450,000 | 975,708 | Grants contributed as Loans |
| Deferred Developer Fee | | | | 1,885,964 | |
| | | | | | |
| Tax Credit Equity | 0.99 | 15 years | 500,000 | 10,064,109 | |
| GP Equity (from Dev Fee) | | | | 112,872 | dev fee flow through for addt equity |
| TOTAL SOURCES | | | 23,091,327 | 26,061,603 | |

G.3 / Financial Structure – Five Projects / BRIDGE Housing

753 DAVIS / BROADWAY COVE Perm Conversion (Jan-22)

| SOURCE OF FUNDS | RATE/ EQUITY PAY-IN | TERM | CONSTRUCTION PERIOD | PERMANENT PERIOD | NOTES |
|------------------------|---------------------------|------|------------------------|---------------------|-------|
| Permanent Mortgage | | | 0 | 0 | |
| Construction loan | | | 21,867,500 | 0 | |
| MOH Loan | | | 12,194,196 | 18,525,959 | |
| MOH Loan - Commercial | | | 561,635 | 561,635 | |
| FHLB AHP Grant | | | 0 | 1,000,000 | |
| Deferred Costs | | | 760,003 | 0 | |
| Deferred Developer Fee | | | 0 | 0 | |
| | | | | | |
| Tax Credit Equity | | | 1,699,527 | 16,995,267 | |
| GP Equity | | | 4,029,642 | 4,029,642 | |
| TOTAL SOURCES | | | 41,112,502 | 41,112,502 | |

G.3 / Financial Structure – Five Projects / EBALDC

FRANK G. MAR

Permanent Financing

| | |
|------------------------|-------------------|
| Taxable Perm Loan | 1,766,000 |
| City of Oakland Loan | 12,335,703 |
| HODAG | 4,536,802 |
| Sponsor Loan | 17,360,921 |
| Seller Carryback Loan | 5,414,196 |
| Tax Credit Equity | 22,750,483 |
| GP Capital | 5,748,614 |
| Deferred Developer Fee | 1,500,000 |
| Deferred Interest | 308,528 |
| Income from Operations | 87,065 |
| Total | 71,808,312 |

Construction Financing

| | |
|---------------------------|-------------------|
| Taxable Construction Loan | 38,680,982 |
| City of Oakland Loan | 12,335,703 |
| HODAG | 4,536,802 |
| Seller Carryback Loan | 5,414,196 |
| Tax Credit Equity | 1,537,524 |
| GP Capital | 5,748,614 |
| Deferred Developer Fee | 1,500,000 |
| Deferred Interest | 308,528 |
| Total | 70,062,349 |

MADISON PARK APARTMENTS

Permanent Financing

| | |
|----------------------|-------------------|
| Tax Exempt Perm Loan | 8,900,000 |
| City of Oakland Loan | 6,014,900 |
| State HCD CHRP Loan | 1,475,800 |
| Seller Carryback | 9,485,965 |
| Sponsor Loan | 2,400,000 |
| Tax Credit Equity | 20,369,797 |
| GP Equity | 209,977 |
| Accrued Interest | 961,179 |
| Deferred Fee | 3,785,863 |
| Reserves | 1,187,492 |
| Total | 54,790,973 |

Construction Financing

| | |
|------------------------------|-------------------|
| Tax Exempt Construction Loan | 25,556,950 |
| City of Oakland Loan | 6,014,900 |
| State HCD CHRP Loan | 1,475,800 |
| Seller Carryback | 9,485,965 |
| Tax Credit Equity | 2,173,433 |
| Accrued Interest | 961,179 |
| Reserves | 1,073,050 |
| Total | 46,741,277 |

FRUITVALE TRANSIT VILLAGE II-A (CASA ARABELLA)

Permanent Financing

| | |
|--|-------------------|
| Tax Exempt Perm Loan | 17,262,608 |
| State HCD TOD Loan | 4,000,000 |
| State HCD TOD Grant to City, Loan from City | 4,000,000 |
| City of Oakland Loan | 2,250,000 |
| Alameda County A1 | 6,350,000 |
| AHP | 920,000 |
| Tax Credit Equity | 23,732,279 |
| GP Equity | 3,784,708 |
| Deferred Developer Fee | 1,700,000 |
| Accrued Interest | 81,167 |
| Total | 64,080,762 |

Construction Financing

| | |
|--|-------------------|
| Tax Exempt Construction Loan | 41,000,000 |
| Taxable Tail | 3,739,618 |
| State HCD TOD Grant to City, Loan from City | 4,000,000 |
| City of Oakland Loan | 2,250,000 |
| AHP | 920,000 |
| Tax Credit Equity | 2,202,000 |
| GP Equity | 3,784,708 |
| Accrued Interest | 81,167 |
| Total | 57,977,493 |

G.3 / Financial Structure – Five Projects / EBALDC

SAN PABLO HOTEL

Permanent Financing

| | |
|------------------------|-------------------|
| Tax Exempt Perm Loan | 8,030,000 |
| State HCD Loan | 8,096,220 |
| City of Oakland | 4,262,824 |
| Seller Carryback | 2,172,750 |
| Tax Credit Equity | 15,070,314 |
| GP Equity | 5,639,020 |
| Deferred Developer Fee | 3,094,025 |
| Deferred Interest | 478,314 |
| Total | 46,843,467 |

Construction Financing

| | |
|------------------------|-------------------|
| Construction Loan | 25,245,427 |
| State HCD Loan | 8,096,220 |
| City of Oakland | 4,262,824 |
| Seller Carryback | 2,172,750 |
| Tax Credit Equity | 1,623,156 |
| Deferred Developer Fee | 3,094,025 |
| Deferred Interest | 478,314 |
| Total | 44,972,716 |

PROSPERITY PLACE

Permanent Financing

| | |
|----------------------|-------------------|
| Tax Exempt Perm Loan | 1,680,557 |
| Tranche B Loan | 3,260,100 |
| State HCD Loan | 3,156,639 |
| City of Oakland | 2,750,000 |
| Alameda County HOPWA | 1,200,000 |
| OHA Land Donation | 6,800,000 |
| Tax Credit Equity | 21,432,774 |
| GP Capital | 43,874 |
| Deferred Interest | 190,586 |
| Total | 40,514,530 |

Construction Financing

| | |
|------------------------------|-------------------|
| Tax Exempt Construction Loan | 23,142,714 |
| State HCD Loan | 3,156,639 |
| City of Oakland | 2,750,000 |
| Alameda County HOPWA | 1,200,000 |
| OHA Land Donation | 6,800,000 |
| Tax Credit Equity | 1,547,073 |
| GP Capital | 43,874 |
| Deferred Interest | 190,586 |
| Total | 38,830,886 |

G.3 / Financial Structure – Five Projects / AvalonBay

AVALON WEST DUBLIN

Under Construction

499 units, \$270M

100% Financed with AvalonBay internal capital

AVALON WALNUT CREEK PHASE I AND II

Completed 2020

289 units, \$174M

100% Financed with AvalonBay internal capital

AVALON WALNUT CREEK PHASE II

Completed 2020

200 units, \$113M

100% Financed with AvalonBay internal capital

AVALON DOGPATCH

Completed 2018

326 units, \$204M

100% Financed with AvalonBay internal capital

AVALON DUBLIN STATION

Completed 2016

252 units, \$174M

100% Financed with AvalonBay internal capital

G.3 / Financial Structure – Five Projects / BFHP

BFHP

N/A

G.4 / Non-Performing Loans or Default Loans

BRIDGE

BRIDGE and its affiliates do not currently have any loans in forbearance, and have not defaulted on any loans in the past 10 years.

EBALDC

East Bay Asian Local Development Corporation (EBALDC) and its affiliates do not currently have any loans in forbearance, and have not defaulted on any loans in the past 10 years. (Refer to CEO Certification Letter)

AVALONBAY

None

BFHP

None

G.5 / Litigation or Other Legal Disputes

BRIDGE

BRIDGE and its affiliates are from time-to-time involved in lawsuits in the ordinary course of business. Neither BRIDGE nor any of its affiliates has ever received an adverse judgement in litigation. All currently pending litigation against BRIDGE Housing Corporation related to our real estate projects and properties has been tendered to, and is being defended by, insurance carriers.

EBALDC

EBALDC and its affiliates are from time-to-time involved in pending lawsuits or judgments in the ordinary course of business. All litigation has been tendered by insurance.

AVALONBAY

In the course of its ordinary operations, AvalonBay is party to various civil and administrative proceedings (e.g. personal injury lawsuits, contract disputes, landlord-tenant actions, etc.), but AvalonBay does not currently believe that any of these proceedings, individually or in the aggregate, will have a material adverse effect on its financial condition or results of operations. AvalonBay is not currently a party to, and has not been convicted in, any criminal proceedings.

BFHP

None

G.6 / Filed Bankruptcy or Lost in Foreclosure

BRIDGE

None

BRIDGE and its affiliates do not currently have any loans in forbearance, and have not defaulted on any loans in the past 10 years.

AVALONBAY

None

BFHP

None

EBALDC

None

East Bay Asian Local Development Corporation (EBALDC) and its affiliates do not currently have any loans in forbearance, and have not defaulted on any loans in the past 10 years. (Refer to CEO Certification Letter)



Section H / Exclusive Negotiating Agreement (ENA) Comments

H. ENA/Team Comments

North Berkeley BART TOD ENA Comments

2.3 Refund of Fees Upon Termination

The Exclusivity Fee, Extension Fee, and Access Plan Fee (“the Fees”) shall be non-refundable except that (i) if this Agreement is terminated due to a BART default, the Developer shall be entitled to receive, within forty-five (45) days of such default, a refund of the unused portion of the Fees or unused portion of any additional deposits, but shall not receive a refund of any BART Costs that have been incurred or paid at the time of said default, and (ii) if this Agreement is terminated voluntarily by the Developer, the Developer shall be entitled to receive, within forty-five (45) days of such voluntary termination, a refund of the unused portion of the Access Plan Fee, and the unused portion of the Exclusivity Fee and Extension Fee, except that BART shall retain a portion of the Exclusivity Fee or Extension Fee equal to Twenty-Five Thousand Dollars (\$25,000) as well as any amounts that BART has incurred, but not paid at the time of said Developer termination. If this Agreement is terminated due to a default by the Developer, BART will retain the Exclusivity Fee and any Extension Fee that has been paid, and the Developer shall be entitled to receive, within thirty (30) days of termination, a refund of any unused portion of the Access Study Fee.

4.1 Quarterly Progress Reports

Upon full execution of this Agreement, Developer shall provide BART with written progress reports upon request but no more than every each calendar quarter on all material matters pertaining to the Project. The progress reports shall include, but not be limited to, updates on the following areas: key milestones achieved and those expected to be achieved in the next quarter, financing, schematic design, entity organizing documents, market analysis, community engagement activities, and any alterations to the Project program and design, or changes to the proforma previously submitted to BART.

Deleted: after

4.2 Small Business Enterprise Utilization Report

Developer shall maintain records to verify Small Business (SB) participation in the activities undertaken in connection with this Agreement. Such records shall show the name and business address of each SB participating in the Agreement and the total dollar amount actually paid each SB and the date of payment. A report based on these records and certified to be correct by Developer shall be submitted upon request and quarterly after the first construction start. Developer shall include with the quarterly report any other efforts made which are relevant to meeting the SB participation goal commitment. Developer shall submit with the first quarterly report copies of all SB subcontracts and purchase orders that have been entered into or issued in connection with the Agreement and shall submit with subsequent quarterly reports copies of any new such subcontracts or purchase orders. The quarterly report shall include copies of all invoices submitted by each SB during the reporting period. BART will verify with each SB the amount actually paid to the SB. SB

H. ENA/Team Comments

participation will not be counted toward Developer's SB goal commitment until the SB has been paid.

6. OBLIGATIONS OF BART

During the Negotiation Period, BART shall act in good faith in all dealings with the Developer. BART shall also reasonably assist the Developer in conducting meetings with the community and stakeholders, and in the entitlement process, including CEQA compliance. However, the Developer shall retain sole responsibility for meeting all requirements set forth in this Agreement except for those specifically established for BART or within the sole control of BART.

BART shall reasonably cooperate with Developer to seek external funding to support BART-related infrastructure needs from funding sources that support TOD such as Affordable Housing & Sustainable Communities (AHSC) and Infill Infrastructure Grants (IIG). BART will take priority on use of IIG funding for station access infrastructure. Any available IIG funding not needed for station access costs will be available for affordable housing infrastructure. BART shall have sole and absolute discretion to determine reasonable cooperation with respect to seeking external funding and may, in its determination, consider whether and to what extent any conditions that may be imposed in connection with such funding are consistent with BART's operation. The intent of this paragraph is to identify and cooperate in seeking grants and similar, alternative sources of project funding, and is not intended to apply to Developer's efforts to obtain commercial mortgage loans,.

As long as Developer has adhered with the above provision that BART will take priority on use of IIG funding for station access infrastructure, BART shall reasonably cooperate with all Developer funding applications and be deemed to have pre-approved submittals for affordable housing funding applications including all State, Regional, City and local programs including Affordable Housing & Sustainable Communities (AHSC), Infill Infrastructure Grants (IIG), Multifamily Housing Program (MHP), and other HCD, TCAC and CDLAC affordable housing funding programs.

7. EFFECT OF NEGOTIATIONS

Developer understands and acknowledges that BART execution of a negotiated Option Agreement and attachments, including without limitation, any form(s) of ground lease attached thereto, is subject to prior approval by BART's Board of Directors, at its sole and absolute discretion, and that the Draft and Final Term Sheets are non-binding. If the terms of a mutually satisfactory Option Agreement have not been negotiated during the Negotiation Period, or if BART's Board of Directors declines to authorize execution of Option Agreement for any reason, then, without further action, this Agreement shall automatically terminate and neither Party shall have any further rights or obligations, except with regard to the Exclusivity Fee, Access Plan Fee and Extension Fee, as set forth in Section 2.

Deleted:

H. ENA/Team Comments

9.2 Termination Upon Developer Default

If Developer fails to cure any material default during the cure period described above, BART shall have the right to terminate this Agreement upon written notice of termination to Developer, and thereafter neither of the Parties shall have any further rights or obligations hereunder, except as to the Exclusivity Fee [and Extension Fee](#) as set forth in Section 2. In no event shall BART be entitled to any damages, of any kind or character, from Developer, except as to the Exclusivity Fee and Extension Fee. [In no event will Developer be liable to BART for any damages, including any consequential, punitive and special damages and BART hereby waives its rights to such damages.](#)

Deleted: s

9.3 Default by BART

In the event that BART fails to materially perform any of its obligations under this Agreement, Developer shall have the right to terminate this Agreement by written notice to BART. Upon termination of this Agreement, neither of the Parties shall have any further rights or obligations hereunder, except that the remaining Exclusivity Fee [and Extension Fee](#) shall be returned to Developer as set forth in Section 2. In no event shall Developer be entitled to any damages, of any kind or character, from BART.

3

Comments on Exclusive Negotiating Agreement for Development at the North Berkeley BART Station



Section I / References

I.1. References / Financial Contacts

BRIDGE HOUSING

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and Investment
420 Montgomery Street, 6th Floor
San Francisco, CA 94104-1207
T: 415.801.8522
C: 415.308.8308
jeff.a.bennett@wellsfargo.com

In the past 5 years Wells Fargo has provided funding for BRIDGE projects including construction debt and tax credit equity totaling nearly \$360m in project financing.

Cécile Chalifour

Managing Director
Chase Community Development
Banking
300 South Grand Avenue, Suite
300
Los Angeles, CA 90071
T: 213.621.8122
C: 213.864.3067
cecile.chalifour@chase.com

In the past 5 years Chase has provided funding for five BRIDGE projects totaling nearly \$375m in construction and permanent debt.

Sindy Spivak

Senior Vice President
Bank of America
Community Development Banking
333 S. Hope Street, 20th Floor
Los Angeles, CA 90071
T: 213.621.4814
C: 310.869.5642
sindy.spivak@bofa.com

In the past 5 years Bof A has provided funding for BRIDGE projects including construction debt and tax credit equity totaling in excess of \$310m in project financing.

AVALONBAY COMMUNITIES

N/A – AvalonBay's projects are self-funded, and we do not rely on third party debt or equity.

EBALDC

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Sebastian Glowacki

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Steve Peelor

Chief Lending Officer
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240.595.1561
speelor@neighborworkscapital.org

I.2. References / Public or Government

BRIDGE HOUSING

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Housing and Community
Development Manager
Alameda County Community
Development Agency
510.670.6474
jennifer.pearce@acgov.org

RELEVANT PROJECT

Berkeley Hope Center

Progress: Nearing Occupancy

Tom Liao

Community Development Director
City of San Leandro Community
Development Dept.
510.577.6003
tliao@sanleandro.org

RELEVANT PROJECTS

Marea Alta

Progress: Completed

La Vereda

Progress: Completed

Anne Taupier

Director of Development
Office of Economic &
Workforce Development
City of San Francisco
415.554.6969
anne.taupier@sfgov.org

RELEVANT PROJECT

Balboa Reservoir, San Francisco, CA

Progress: Predevelopment

AVALONBAY COMMUNITIES

James Kennedy

Principal, James Kennedy
Consulting Services
Former Redevelopment Director,
Contra Costa County
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EBALDC

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Christia Katz Mulvey

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City of Oakland Housing &
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Michelle M. Hasan

Director of Leased Housing
Oakland Housing Authority
510.587.2110, (cell) 510.290.9727
mhasan@oakha.org



Section J / Optional Part 2 Submittal and Predevelopment Funding Application

J. Optional Part 2 Submittal and Predevelopment Funding Application

If invited, this development team will provide a complete Part 2 Submittal packet no later than 10 days after the announcement of the short list.



Section K / Appendix / Company Brochures

Company Brochures / BRIDGE Housing / Non-Profit Affordable Housing Developer

About BRIDGE Housing

BRIDGE Housing strengthens communities and improves the lives of its residents, beginning—but not ending—with affordable housing.



Since 1983, BRIDGE has been a mission-driven nonprofit that operates like a business. We pay close attention to the double-bottom line of financial and social return on investment, always in pursuit of quality, quantity, affordability.

- Participated in the development of more than 18,000 homes and apartments in California, Oregon and Washington, with total development cost of over \$3 billion
- Approximately 12,300 apartments under property and/or asset management
- \$3.8 billion in total development cost currently under construction and in pipeline
- Consistently ranked among the top affordable housing developers in the nation, according to *Affordable Housing Finance*
- Successful track record of partnerships with all levels of government, market-rate developers and other nonprofits
- 350+ resident programs at 80+ properties
- A+ rating from Standard & Poor's, first nonprofit developer of its kind to be rated
- Recipient of more than 180 local, national and international awards, including five ULI Global Awards for Excellence
- Headquartered in San Francisco, with offices in Los Angeles, San Diego, Orange County, Portland and Seattle

05/2020

www.bridgehousing.com



BUILDING

SUSTAINING

LEADING

BRIDGE Property Management Company (BPMC)

In 1988, BRIDGE launched an in-house property management company to maintain high-quality standards and community responsiveness in our award-winning developments.

To the benefit of our residents, partners and partners, we are careful stewards of the operational, physical and financial health of our properties. Today BPMC manages approximately 9,000 rental apartments in more than 90 developments. BPMC also manages 61,000+ square feet of commercial space within our buildings, including projects with community-serving uses such as childcare centers and health clinics. Property management revenues in excess of costs are reinvested to support resident and community services, and to create new affordable housing opportunities.

Among the responsibilities of our dedicated, professional team:

- Leasing activities, including applicant screening and initial income certification
- Rent collection
- Annual income recertifications for existing residents
- Maintenance of apartments and common areas
- Collaboration with service providers to support residents' housing retention
- Community activities and resident relations

BPMC has a proven track record of managing properties with complex regulatory requirements, including set-asides for special populations, a range of rental tiers and layered subsidy programs such as low income housing tax credits, tax exempt bonds, HOME, CDBG, HOPWA, Section 8, Federal Home Loan Bank Affordable Housing Program, MHP, RHCP and other sources.



Company Brochures / AvalonBay Communities / Market Rate Housing Developer

CREATING A
BETTER WAY
TO LIVE

AVALON DOGPATCH
San Francisco, CA

AvalonBay
COMMUNITIES



AVB Northern California



20,000
TOTAL BAY AREA
RESIDENTS



AVB Nationwide



2nd LARGEST
APARTMENT
REIT



10
NATIONAL
REGIONS

150K+
TOTAL RESIDENTS
NATIONWIDE



3K+
ASSOCIATES



253
COMMUNITIES



12K+
APARTMENT
UNITS



ANNUALIZED
SHAREHOLDER
RETURN SINCE IPO

13.5%



\$120^k
MEDIAN AVG HHI



\$25^B TOTAL
ENTERPRISE VALUE

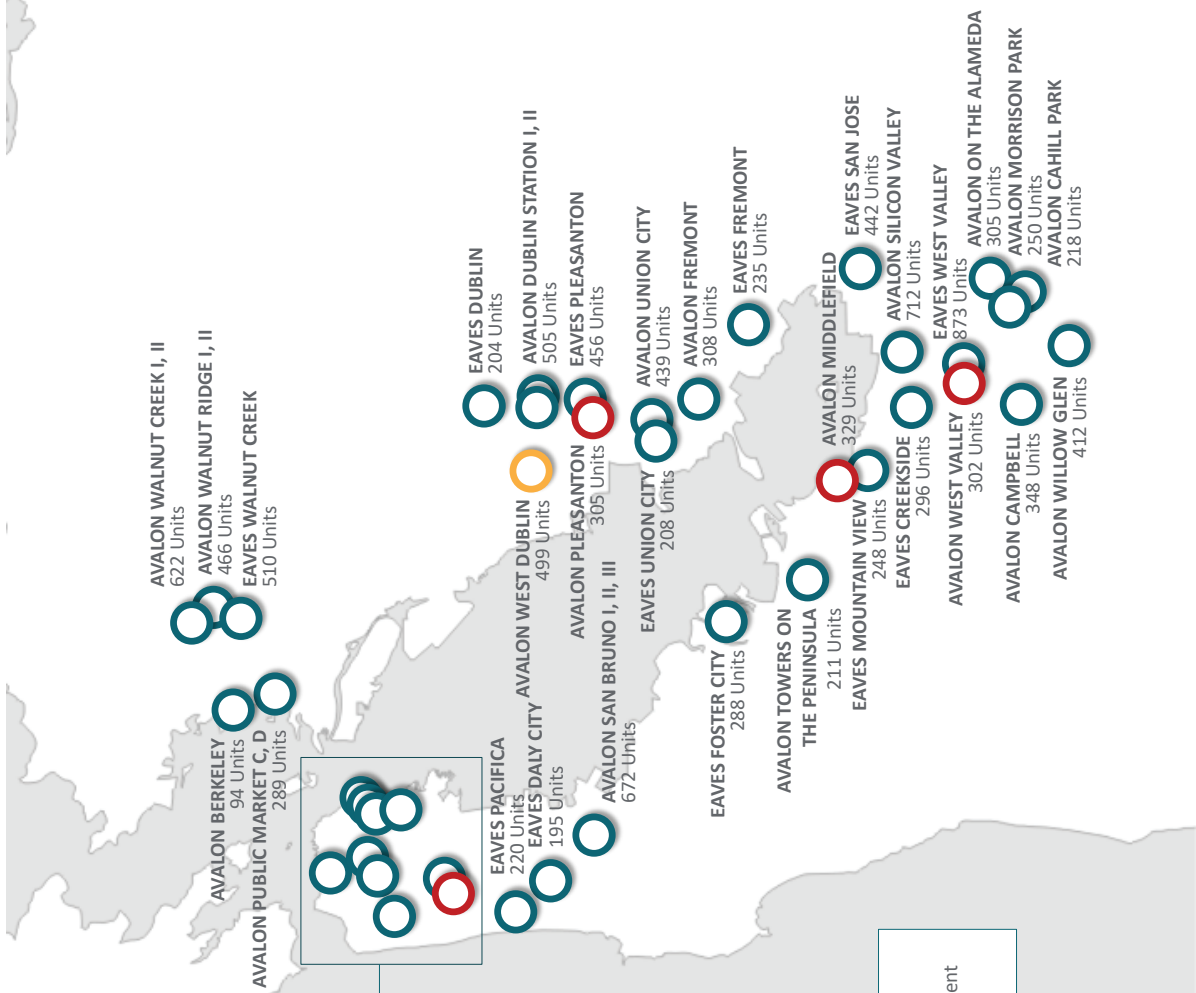


\$2.5B
UNDER
CONSTRUCTION

Northern California

SAN FRANCISCO COMMUNITIES

- AVALON NOB HILL
185 Units
- AVALON HAYES VALLEY
182 Units
- AVA 55 9TH
273 Units
- AVALON MISSION BAY I, II, III
823 Units
- AVALON DOGPATCH
326 Units
- AVALON BALBOA RESERVOIR
451 Units
- AVALON OCEAN AVE
173 Units
- AVALON SUNSET TOWERS
243 Units



Why Partner
with Us?

WE BUILD LOCAL CONSENSUS

We don't just build new buildings, we strengthen the local community fabric. Our process includes extensive engagement with local officials, community organizations, neighbors and neighborhood groups.

Our team's deep local knowledge helps us understand and incorporate all sorts of feedback. It also helps us map out and execute efficient paths through the complex and dynamic approval process.

We know from experience that this approach shortens development timelines, secures approvals quickly, and results in richer and more integrated new developments.





WE'RE IN IT FOR THE LONG HAUL

As long-term owners, we have a vested interest in the quality of our buildings over time. So we always invest the necessary time and money up front to ensure our communities meet exacting standards for quality design and construction.

We partner with expert architects and engineers, and our in-house construction group oversees all aspects of project delivery, including logistics, scheduling and managing subcontractors.

This gives us accurate cost data early in the process and allows us to anticipate and address construction challenges. The result is a community built on time and on budget—one that leaves a lasting positive impact on the surrounding community

WORKING TO BUILD A BETTER WORLD

Avalon Bay is committed to responsible, sustainable development as we build, re-develop and operate our communities and conduct our business.

From reduced GHG's to resilient landscaping, diligent composting to transit-minded locations, we apply innovative ideas to support a greener and more sustainable world.

We believe that diversity, equity and inclusion strengthen all aspects of our organization.

And we put these values into practice across our region, partnering with groups that are working help improve our communities.



WE'RE STABLE AND CONSISTENT

We've been at this a long time and have the experience, insight and financial acumen to navigate the unforeseeable twists and turns that affect every development project.

We've been in the Bay Area since the 1970's and have demonstrated our ability to manage through uncertainty and meet our objectives.

Our long-term investment outlook, backed by the financial strength and stability of a \$25+B company, allows us to provide a firm commitment early on and not overreact to changes that may appear along the way.

Company Brochures / Berkeley Food & Housing Project / Affordable Housing Developer & Service Provider



Serving individuals and families experiencing housing and food insecurity across the counties of Alameda, Contra Costa, Solano, San Joaquin, Sacramento, and Amador.

NEED HELP?

If you are experiencing homelessness, please call: 211 (This phone line is open 24/7)

If you are a veteran experiencing homelessness call:

- 1-888-479-1926 (Alameda County)
- 1-855-862-1804 (Solano County)
- 1-925-957-6042 (Contra Costa County)
- 1-833-255-4899 (Sacramento, San Joaquin & Amador Counties)

GET INVOLVED

- Make a donation
- Start a drive
- Volunteer

Visit BFHP.org for more info



BFHP.org



info@bfhp.org



(510) 649-4965



3225 Adeline Street
Berkeley, CA, 94703



Scan to donate!

BFHP is a 501(c)(3) non-profit organization. Our tax ID number is 94-2979073

Follow us on social media!



Our mission is to ease and end the crisis of homelessness in our communities. Founded in 1970 as a community soup kitchen in Berkeley, BFHP now operates across six counties and serves approximately 3,000 people each year providing food, housing, and supportive services.





Our continuum of **SERVICES**

OUTREACH

We meet people where they are. Our outreach teams visit homeless encampments, public libraries, parks, and free meal programs to engage with those who are often the hardest to reach and connect them with services.

EMERGENCY SHELTER

Our emergency shelter programs offer a safe place to stay with warm meals for adults experiencing homelessness. It allows residents the safety and support they need to build income and skills while they seek permanent housing.



TRANSITIONAL HOUSING

An intermediate step between emergency shelter and permanent housing. It is more long-term, service-intensive, and private than emergency shelters, yet remains time-limited. This can be a great step for those who need the time and space to stabilize before moving into their own homes.

RAPID RE-HOUSING

Rapid Re-housing is quickly placing people into a home of their own, usually with the assistance of a time-limited rental voucher that may include support services. Once housed, clients can, with the assistance of a case manager, focus on stabilizing, building income, and finding a more permanent housing solution.

PERMANENT SUPPORTIVE HOUSING

We provide permanent housing with support services to clients who need ongoing support and case management. This housing solution is often helpful for people who have experienced homelessness for years, as they often need extra support to adapt to living indoors.



FOOD

Our Meals Program serves tasty and nutritious meals to people who are experiencing food and/or housing insecurity. In addition to the meals cooked for our residential clients, we provide free meals to our Berkeley community at our longstanding Community Meal.

VOCATIONAL

Our employment program provides wraparound services to homeless Veterans, ensuring they have the tools they need to gain employment and build income while they work to achieve stable housing.

REAL ESTATE DEVELOPMENT

We are working to bring more affordable and permanent supportive housing to all the communities we serve, through projects like The BFHP Hope Center and the Rio Vista Veterans Residence.

Learn more at bfhp.org

Company Brochures / EBALDC / Affordable Housing Developer & Service Provider



Neighborhood Collaborations



EAST BAY ASIAN LOCAL
DEVELOPMENT CORPORATION

OUR MISSION

Emphasizing our historic and continuing commitment to Asian and Pacific Islander communities, EBALDC works with and for all the diverse populations of the East Bay to build healthy, vibrant, and safe neighborhoods through community development.

OUR VISION

We envision that everyone in Oakland and the East Bay can live in a safe and affordable home, and that every neighborhood provides opportunities that enable people to live long, healthy lives, regardless of income or ethnic background.

TABLE OF CONTENTS

| | |
|---|---|
| I. Overview of Neighborhood Collaborations. | 3 |
| II. San Pablo Area Revitalization Collaborative (SPARC) | 4 |
| III. Healthy Havenscourt Collaborative (HHC) | 6 |
| IV. Oakland Chinatown Coalition (OCC) | 8 |
| V. Creative Community Development (CCD) | 9 |

THE NEIGHBORHOOD COLLABORATIONS TEAM

Anita Kumar, PhD
DIRECTOR, NEIGHBORHOOD COLLABORATIONS

Annie Ledbury
SENIOR MANAGER,
CREATIVE COMMUNITY DEVELOPMENT

Aurora Chavez
MANAGER, NEIGHBORHOOD COLLABORATIONS

Ener Chiu
EXECUTIVE VP OF COMMUNITY BUILDING



In 2013, EBALDC adopted a Healthy Neighborhoods Approach to Community Development. Our health and well-being is dependent on a range of interconnected social, economic, and physical factors that impact the place where residents live. EBALDC works to address place-based health inequities by providing vital social and financial services, affordable housing, and building collaborations that support residents to thrive.

“Neighborhood collaboratives are a very effective way to co-locate programs and services, making it more accessible to residents. There is a higher level of community engagement and opportunity to build trust because residents see and experience the partners’ investment and care in the neighborhood.”

— Kym Johnson, CEO, Bananas. Inc

NEIGHBORHOOD COLLABORATIONS CORE VALUES

- RESIDENT-LED
- EQUITY
- PARTNERSHIPS
- COLLABORATIONS
- DATA-DRIVEN

NEIGHBORHOOD COLLABORATIONS OVERVIEW



NEIGHBORHOODS MATTER. Where we live, work, and play matter.

We also know some neighborhoods need more attention than others. Often low-income residents and communities of color are left out of key decisions and plans. **Equity is a core value.**

As a community development corporation (CDC) with over 47 years of working in Oakland and the East Bay, EBALDC believes that the major problems we face today in housing unaffordability, health disparities, and income inequality are place-based and systemic. Most importantly, they cannot be solved by individual actors. **They require collective action.** Collaboration is essential.

As part of our Healthy Neighborhoods approach, we convene and facilitate place-based collaboratives, bringing together residents, community-based organizations, and public agencies across sectors to build neighborhoods of opportunity for all to thrive.

COVID-19 has only underscored the critical role place plays in resident health and well-being.

SINCE 2013

96 partners engaged

across SPARC, Healthy Havenscourt,
& Oakland Chinatown Coalition

92% (70 partners) actively contribute to the collaboratives by aligning their organizational goals with collaborative action plans, leveraging in-kind resources, contributing data

**337 resident
leaders** across SPARC & HHC

**785 resident-led
projects and events**
completed across SPARC & HHC

WHAT WE DO

- Develop resident-driven neighborhood action plans
- Convene and facilitate strategic partner alignment to implement collaborative strategies
- Foster resident leadership through creative projects and events
- Strengthen cross-sector and cross-organizational communication and coordination
- Develop a shared measurement system to track impact
- Support partners in collaborative fundraising
- Support partner backbone capacity, including fundraising and staffing

FOSTER A CULTURE OF COLLABORATION





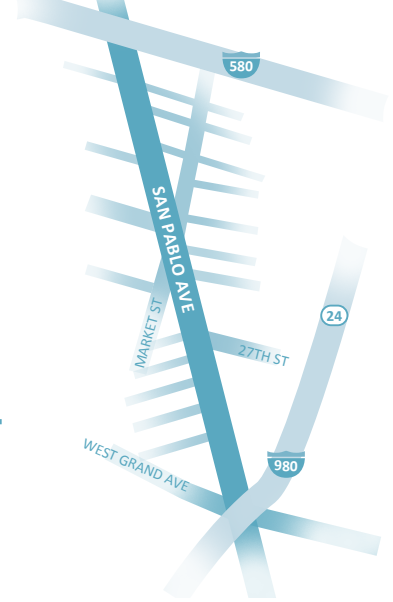
San Pablo Area Revitalization Collaborative (SPARC)

Strengthening health through housing and a thriving streetscape

Decades ago, the San Pablo Avenue Corridor (SPC) was a diverse neighborhood with Black, Latinx, and Asian-owned businesses, homes, and a thriving music and cultural scene. Years of disinvestment and racist land use policies have resulted in vacant land, derelict housing, and a neighborhood more often associated with crime than its rich cultural history or its arts and community assets.

Today, Oakland is undergoing rapid changes due to its proximity to technology and finance hubs, increasing income inequality and the housing affordability crisis.

SPARC was formed in 2014. SPARC's focus has been to ensure future development and growth benefit the long-time residents that live near and along the 1.5 miles of the San Pablo Corridor and support their health and well-being.



**SPARC CREATIVE
COMMUNITY
DEVELOPMENT
(CCD) SPOTLIGHT:**

Black Liberation Walking Tour (BLWT)



A project of the West Oakland Cultural Action Network (WOCAN), the BLWT is a cultural asset map that celebrates Hoover-Foster's multi-generational Black history and culture and preserves rapidly disappearing Black cultural spaces.

To help WOCAN launch the BLWT, EBALDC provided seed funding and CCD technical assistance. TA included connecting WOCAN to Bay Area Mural Project (BAMP) to co-create a 3-story mural specifically for the tour.

*For more information on the BLWT, visit:
black-liberation-tour.vercel.app/*



2014–2019 KEY ACCOMPLISHMENTS

\$5.7M

raised in
programming

\$211M

in neighborhood
infrastructure investments to support
housing and economic development



AFFORDABLE HOUSING

584 units in pipeline of which **149 units** completed

6 parcels acquired by **4 non-profits**
(EBALDC, St. Mary's Center, SAHA, & RCD)



THRIVING STREETScape

SPARCitplace: activated a vacant lot
to support community events and resident-led
businesses

55 vendors
supported with
technical assistance

5 local businesses
launched or expanded



RESIDENT LEADERSHIP

18 residents
participated
in SPARC governance

92 Resident
Leaders completed
43 CCD projects



SPARC'S NEXT PHASE: CONTINUING TO FIGHT DISPLACEMENT PRESSURES

In 2021, EBALDC stepped back as collaborative convener and SPARC transitioned to shared leadership. SPARC also adopted the SPARC 2.0 Action Plan:

SPARC 2.0 ACTION PLAN

- **HOLDING SPACES:** Identify and advocate for community-owned businesses, housing, and resources along the SPC.
- **EQUITABLE RECOVERY FROM COVID-19:** Strengthen social supports, particularly for Black and Brown residents.
- **RESIDENT LEADERSHIP:** Prioritize the voice of residents and small business along the SPC.

“In this racially changing neighborhood where Black folks are being, have been, and continue to be displaced at great rates, to be able for me to see my culture reflected on these walls, reaffirms there is a place for me here, there was and there will be.”

— Dave Peters (Executive Director, WOCAN & EBALDC Board Member)





Healthy Havenscourt Collaborative (HHC)

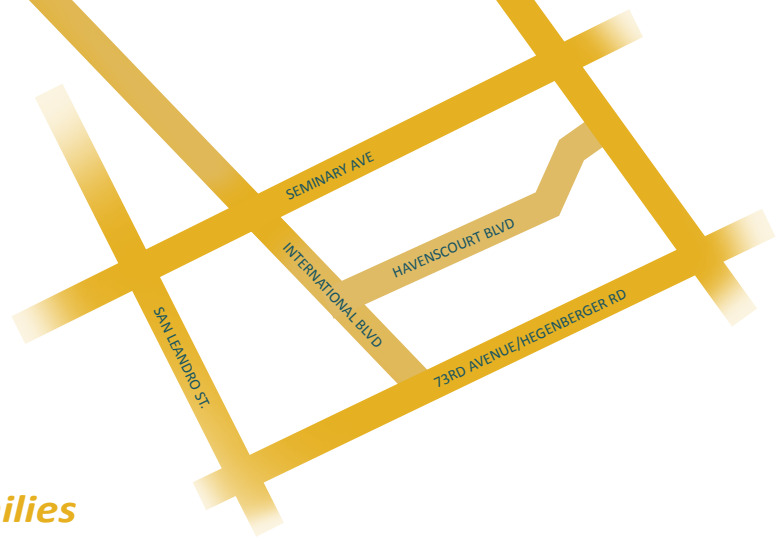
Building community resource hubs for East Oakland children, youth, and families

Located in East Oakland, the Havenscourt neighborhood was once a thriving middle-class community, home to majority Black and Asian American Pacific Islander families. Over time, residents experienced rapid disinvestment due to industry moving out and redlining. Today, residents lack access to full-service grocery stores, traditional banking institutions, and local amenities like drugstores. Residents have to go to other parts of Oakland to take care of basic necessities.

Launched in 2016, the Healthy Havenscourt Collaborative (HHC) seeks to strengthen social supports and services critical to the long-term health of residents and families living in Havenscourt neighborhood.

“I get tired of hearing investors say we [residents] are not engaging. We are engaging. You’re not coming to us. We do value our lives and we want to be valued. There should not be two Oaklands.”

— Keisha Henderson, Havenscourt resident



HHC CREATIVE COMMUNITY DEVELOPMENT (CCD) SPOTLIGHT:

Transformative Heroes & Community Hub

Early in the pandemic, the art therapist for Lion Creek Crossings’ (LCC) after school program, pivoted to a virtual platform, giving birth to the Transformative Heroes project. Youth were asked to create a story of a superhero who overcomes personal and community challenges. The youth painted 2ft x 4ft wooden boards, which became the first public art exhibit at Martin Luther King Library’s (MLK) community hub. Each student also created a superhero workbook, which the library circulated. Along with an opportunity to express the youths’ feelings, having their artwork displayed acknowledged their voice, and built their sense of pride and social connection during a time of intense social isolation.

EBALDC provided seed funding and facilitated the collaboration between LCC youth program, MLK library, and Civic Design Studio.



2017–2021 KEY ACCOMPLISHMENTS

\$3.8M
raised
in programming

46 partners
have been actively
involved in HHC

78% (36 partners)
integrated HHC action
priorities with their
organizational goals



HAVENSCOURT CUB HOUSE

In 2019, and with BANANAS leadership, the Havenscourt Cub House was launched at LCC, an early childhood resource hub.

621 children (birth–5) served

541
**parents/
caregivers**
served
(birth–5 children)

87% reported an
increased understanding
of the importance of
early childhood
education programs
and preschool

83% reported an
increased ability to
support their child
to be ready for and
successful in school



HAVENSCOURT YOUTH JOB INITIATIVE (HYJI)

Supports Havenscourt youth and young adults with job readiness training and employment opportunities.

**143 youth
& young
adults** received
career readiness
supports

35 youth
placed in jobs
and/or internships

37 employers
engaged across the
retail, nonprofit,
finance, tech, and
public sectors



RESIDENT LEADERSHIP

5 resident healthy housing champions
trained in the link between health and housing and expanded their leadership and advocacy capacity

**75 resident
leaders**
implemented
a creative action project

Annual Block Party
launched in partnership with
Destiny Arts & Black Cultural Zone,
showcasing youth and resident
creativity



HHC'S NEXT PHASE: EQUITABLE COVID RECOVERY

Because the collaborative infrastructure was strong, HHC was able to quickly adapt and mobilize resources to the community during the pandemic. In 2021, HHC played an active role in advocating for Alameda County to use a place and race-based equity lens in its distribution strategy for **\$324M of American Recovery Plan (ARP) Funds**. As the County prepares to disburse the ARP funds, HHC will be seeking support to develop and implement a grassroots, community health worker program that supports East Oakland residents with comprehensive care, including housing and quality jobs supports. The collaborative program will be a partnership between Roots Community Health Center, La Clinica de la Raza, Lifelong Medical, Black Cultural Zone CDC, and EBALDC.





Oakland Chinatown Coalition (OCC)

Fighting for place and cultural preservation

Oakland Chinatown is next door to Downtown Oakland, the neighborhood that has experienced the largest growth of market rate housing in the past five years. At the same time, Oakland Chinatown has one of the lowest per capita incomes in the city, resulting in a high rate of resident turnover and threat of cultural displacement.

OCC was formed in 2008 to ensure that community voice was centered as the City of Oakland and the Bay Area Rapid Transit (BART) began a planning process to determine the shape and scale of new development in the neighborhood.

OCC'S NEXT PHASE: FORMALIZING THE COLLABORATIVE STRUCTURE

OCC has successfully operated as a collaborative for approximately 15 years, with most partners volunteering time. In 2022, the coalition welcomes its first full-time coordinator dedicated to the coalition's strategic priorities and advocacy efforts.

"OCC helps bring different groups and individuals together who are serving Chinatown towards a collective neighborhood vision and advocacy. Our work allows us to celebrate our cultures together and live into the truth that we are so much more powerful together."

— Alvina Wong, Basebuilding Director, Asian Pacific Environmental Network (APEN)



2009-2021 KEY ACCOMPLISHMENTS

LAKE MERRITT BART (LMBART 2008)

OCC reached neighborhood consensus on nine key development principles, resulting in the LMBART development — a new transit-oriented, mixed income development in Chinatown.

519 units
44% affordable

60,000+ commercial sq ft,
20% below market rate for community purposes, including a childcare facility

Paseo or **"local street market"**
for local business incubation

OAKLAND CHINATOWN IMPROVEMENT COUNCIL (OCIC)

Responding to issues of graffiti, litter, and anti-API violence, OCC worked with the Oakland Chinatown Chamber of Commerce to pass a voter approved Community Benefits District (CBD) in 2021, giving birth to the Oakland Chinatown Improvement Council (OCIC). OCIC's first program will be the launch of the Chinatown Ambassador Program in Summer 2022, supporting a team of 8 residents to help Chinatown become a vibrant and safe neighborhood again.



CREATIVE COMMUNITY DEVELOPMENT (CCD)



EBALDC recognizes that art, culture and creativity are effective tools to strengthen social connections, resident health outcomes, and positive neighborhood identity. Creative Community Development (CCD) is a key line of work within neighborhood collaborations as well as within EBALDC.

WHAT DOES CCD LOOK LIKE AT EBALDC?

Real Estate Development

Creative resident engagement in building design. Co-create art.

Resident & Community Services

Integrate artists into resident programs. Placemaking events

Commercial Real Estate

Design Services & public art. Integrate your business with collaborative work.

Neighborhood Collaboratives

Resident & partner mini-grants. Creative planning & advocacy. Placemaking events.

RESIDENT SERVICES PROJECT SPOTLIGHT: RESIDENT LEADERSHIP COUNCIL

In 2021, CCD staff worked with EBALDC's resident services department to integrate arts and culture into the resident leadership council program advance racial healing and social cohesion. A youth poet, videographer, and two visual artists collaborated with residents to create a mural at Slim Jenkins Court, an art show at the Asian Resource Center, and a multi-media installation at three EBALDC properties.

See more at <https://bit.ly/RLCvid>

REAL ESTATE PROJECT SPOTLIGHT: SAN PABLO HOTEL RENOVATION

Leading up to a major renovation of one of EBALDC's senior buildings, CCD staff worked with real estate teams, designers and artists to host a series of resident workshops to design the garden, community spaces, and a 500 square foot mural honoring resident leadership and history.

See the projects and the resident stories at <https://bit.ly/SPHotelvid>

Creative Community Development is when residents, artists, and partners use the power of art, culture & creativity to collectively catalyze social, physical, and economic transformations in their neighborhood.

— Adapted from 2018 Neighborworks America definition

100+ CCD projects
launched in Chinatown, HHC, and SPARC since 2015

141 residents
have led creative action projects in collaboration with artists and organizational partners

42 partners & local artists supported
with project funds or TA in resident-led design, project management, storytelling, and fundraising.



WHAT'S TO COME FOR NEIGHBORHOOD COLLABORATIONS

NEIGHBORHOOD COLLABORATIONS KEY LESSONS LEARNED

- 1 Develop a neighborhood action plan with clear results to serve as the road map for the collaborative.
- 2 Focus initial resources where partners are most excited to implement a low-cost action in the first six months to build group momentum.
- 3 Establish a strong collaborative governance and data-driven culture.
- 4 Integrate creative community development from the beginning to strengthen resident leadership, social connection, and neighborhood pride.

As we look to expand our Healthy Neighborhoods approach throughout the East Bay, EBALDC continues to invest in its core pillar to build strong partnerships and networks.

The Neighborhood Collaborations team is excited to expand on key lessons learned over the past decade to support other organizations interested in building resident- and data-driven neighborhood collaboratives and strengthening health through place.



Company Brochures / Rhoades Planning Group / Entitlement and Development Consultant

2012 Berkeley Way, Berkeley



BRIDGE/Berkeley Food & Housing Project

- 142 units, 44 shelter beds
- 138,945 GSF

Streamlined Approval through SB35.

3600 San Pablo Avenue, Emeryville



Resources for Community Development

- 90 units
- 85,281 GSF

Streamlined Approval through SB35.

797 S. Almaden Avenue, San Jose




Resources for Community Development

- 99 units
- 101,955 GSF

Streamlined Approval through AB 2162.

551 Keyes Street, San Jose



Charities Housing

- 78 units
- 85,140 GSF

Streamlined Approval through SB35.

21502 Foothill Boulevard, Hayward




Resources for Community Development

- 96 units
- 105,955 GSF

Streamlined Approval through SB35.

16060 E. 14th Street, Alameda County



Resources for Community Development

- 83 units
- 88,850 GSF

Streamlined Approval through SB35.

2001 Ashby Avenue, Berkeley



Resources for Community Development

- 87 units
- 92,350 GSF

Streamlined Approval through SB35.

699 Ygnacio Valley Road, Walnut Creek




Resources for Community Development

- 96 units
- 101,400 GSF

Streamlined Approval through SB35.

1240 Alum Rock Avenue, San Jose



Charities Housing

- 60 units
- 72,132 GSF

Streamlined Approval through SB35.

831 Water Street, Santa Cruz



Novin Development

- 149 units
- 90,536 GSF

Streamlined Approval through SB35.

40 Main Street, Los Altos



40 Main Street, LLC.

- 15 units
- 29,566 GSF

Streamlined Approval through SB35.

1900 Fourth Street, Berkeley



Blake/Griggs Properties

- 141 units
- 161,737 GSF

Streamlined Approval through SB35.

118/125 N. 15th Street, San Jose



Santa Clara County Housing Authority

- 103 units
- 118,687 GSF

Streamlined Approval through SB35.

675 E. Santa Clara Street, San Jose



Santa Clara County Housing Authority

- 559 units
- 667,460 GSF

Streamlined Approval through SB35.

RhodesPlanningGroup
A new legacy
of affordable housing
in California with SB 35

14 projects/2,180 units
entitled under SB 35
since 2018

www.rhodesplanninggroup.com

Company Brochures / David Baker Architects / Master Planning and Housing Design



David Baker Architects
dbarchitect.com

David Baker Architects Introduction



David Baker Architects (DBA) is a diverse, collaborative team of designers and advocates committed to leading with expertise, curiosity, tenacity, pragmatism, and joy.

At the nexus of housing, climate, and community, our work seizes opportunities to enact meaningful change – forging strong partnerships to create livable density and resilient, human-centered places that uplift communities at all scales.

Firm Details

LOCATIONS

DBA_SFO
461 Second Street #c127
San Francisco, CA 94017

DBA_OAK
Office and Fabrication Shop
2135 San Pablo Avenue
Oakland, CA 94612

DBA_BHM
213 25th Street North, Suite E
Birmingham, AL 35203

ESTABLISHED

1982

EMPLOYEES

60 Full-Time

“No local firm has a better track record than David Baker Architects at mending the civic fabric.”

—**John King**, The San Francisco Chronicle



David Baker Architects
dbarchitect.com

Overview Studios & Services



Studios & Specialties

DBA_HOUSING The heart of our practice, our housing is characterized by exuberance, elegance, and economy.

DBA_URBAN Our urban design studio creates positive urban impacts with far-reaching results, enriching and building neighborhoods driven by communities instead of guidelines.

DBA_INSIDE Our interiors studio focuses on the shaping of interior spaces, creating refined and effective layouts and welcoming environments..

DBA_MOD Our modular studio offers expertise in prefabricated construction, cutting-edge industry knowledge, and relationships with multiple factories.

DBA_WORKSHOP Our prototyping and fabrication shop creates custom furnishings and casework and provides support for the firm's architectural projects.

DBA_LAB Our flexible research and experimentation group explores small-scale and pro bono works that engage urban space and user imagination.

Services Provided

URBAN DESIGN

Visioning and Community Design
Master Planning
Urban Design
Site Planning
Community Outreach & Engagement

ARCHITECTURE

Schematic Design
Design Development
Working Drawings
Construction Administration
Modular Design and Construction

INTERIOR ARCHITECTURE

Space Planning
Materials Selection
Furniture Specification
Furniture/Casework Design
Art Curation
Graphic and Visual Communications
Environmental Graphics & Wayfinding

FABRICATION

Custom Furniture & Casework
Project-Specific Built-in Fixtures
Detailing Mock-ups
Hotel Mock-up Guestrooms
Prototyping
Material Research & Testing
Furniture Mass-Production Management
Woodworking & Metalworking

Overview Structure & Capacity



DBA is a well-staffed firm with a hands-on leadership team guiding a talented and qualified creative staff.

The strong collaborative nature of our firm maximizes our ability to harness individual areas of expertise, communicate across teams, and concentrate resources to find innovative solutions to challenges

Principals

Katie Ackerly, LEED AP, Sustainable Design Lead
David Baker, FAIA, LEED AP
Pedram Farashbandi, AIA, LEED GA
Brett Randall Jones, AIA, LEED AP
Amanda Loper, AIA, LEED AP
Daniel Simons, FAIA, LEED AP
Caroline Souza, AIA, LEED GA

Directors

Chelsea Johnson, AIA, LEED AP, Managing Director
Sally Roth, AIA, LEED AP, BD&C, Technical Director
Staci Selinger, Financial Director
Jessica Steele, Communications Director

Associates

Sarah Ahmadzai, LEED AP ND
Bryan Alcorn, AIA
Will Bloomer, AIA, LEED AP, BD&C
Taylor Dearing, LEED GA
Stephen Laird Doherty, AIA
Erin Feeney, AIA, LEED AP
Billy Forrest, AIA, LEED AP, NCARB
Eckart Graeve, AIA, LEED AP, BD&C
Orrin Goldsby, AIA LEED AP, BD&C
Dawn Kang, AIA, LEED AP
Phil Karczewski, AIA
Won Young Kim

Aaron Landrith, AIA
Michael Lewandowski, AIA
Meghan McAllister, AIA
Joel Millar, AIA, LEED AP
Anne Riggs, AIA, CASp, Inclusive Design Lead
Cristina Rossi
Marcell Snodgrass
Christine Thornton, NCIDQ, IIDA
Irene Ung
Jonas Weber, AIA, LEED AP, Modular Lead

Architects & Designers

Cameron Acheson, AIA
Thomas Bliska, AIA
Akima Brackeen
Brooke Calhoun
Walt Carter
Gavin Fraser
Jake Inserra
Bethany Johnson
Callie Kesel, AIA
Carley Leckie
Jacqueline Lin
Abel M. Morales
Josie Morgan, LEED GA
Janine Mwenja, AIA
Ava Nourbaran
Jonny Rohrbaugh, AIA, CPHC
Melissa Sandoval
Susan Son, AIA, LEED AP
Tyler Stevermer
Sveta Zoryna

DBA_Workshop

Kevin Neilan, Fabricator
Jordan Byrnes, Fabricator

Communications

Isabelle Smeall, Graphic Designer
Chandler Kowalczyko, Graphic Designer
Emily Cook, Marketing Coordinator

Finance & Operations

Nalini Khatri, Staff Accountant
Julie Tapia, Operations Manager, DBA_SFO / DBA_OAK
Malia Gomez, Operations Manager, DBA_BHM

Overview Experience & Approach



DBA is a nationally recognized, locally oriented architecture and urban design firm with a focus on sustainable, mixed-use communities that support stability and connection.

HOUSING EXPERTISE

We have designed and built more than 15,000 homes—including 7,500+ affordable homes.

Designing and building urban housing is a cornerstone of DBA's practice, and the act of providing wonderful homes that allow residents to thrive is the main reason most of our staff have dedicated their time and efforts to this profession. Our designs place priority on the well-being of the community, support residents and businesses, and convey a strong sense of place.

We have a passion for and deep understanding of the power of humane and respectful environments to transform neighborhoods and elevate the lives of individuals and families. We are committed to creating high-quality buildings that both elevate and integrate into their neighborhoods, improve the pedestrian and civic experience, create and reinforce community connections, and support families to thrive.

Our housing practice has been informed and enriched by our work in interior architecture, hospitality, fabrication, modular construction, and urban planning.



URBAN DESIGN

DBA is skilled with bringing dynamic buildings into diverse environments and existing plans. DBA has developed plans for over 200 acres across the country, including vision plans, redevelopments of aging housing communities, mixed-income, mixed-use plans, and guidance for public agencies to achieve their civic goals.

Our planning expertise is comprehensive and cross-disciplinary. We work across scales—from developing guidelines to master-planning neighborhoods to designing signature buildings within master plans. We think beyond the property line, maximizing connections and resources surrounding the site. We have a strong technical expertise with yield and massing studies, rapid architectural prototyping, and site and circulation plans—the evaluative tools used to meaningfully parse a site's opportunities and constraints.

We bring an optimistic and progressive approach to urban design informed by our long-time experience building and working with communities. We approach urban design with a sensitivity to the existing neighborhood fabric, a vision for safe and walkable cities, and a focus on improving communities. Most importantly, we are collaborators. We provide expertise in planning, urban design, and architecture, and we consult with communities and their agents, integrate feedback into our designs, and plan for present needs as well as growth.



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Overview Community Engagement



PARTICIPATORY COMMUNITY ENGAGEMENT

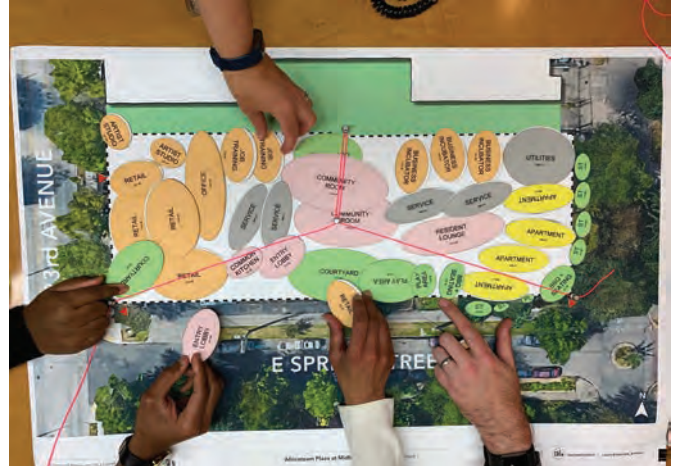
We believe that community process makes projects better, and we can point to many successful features in our buildings that have come about through conversations with the community.

We love talking with people about their neighborhoods and experiences. Our intent is to engage in genuine, respectful discussion of community and project goals, opportunities, and constraints. Transparency and clear communication are key to helping everyone understand the components needed to make a good urban place. We share our information and expertise, ask good questions, and listen.

We are able to be flexible and collaborative in a wide range of sensitive contexts, and we work with communities to establish the most effective means of communication. We meet with groups in formal and informal settings throughout the planning process and use various methods to connect with stakeholders, including on-site open houses, building tours, and interactive design charrettes.

“DBA have been incredible guiding the outreach and evolution of our master planning project. They engage and respect the community at every step and effectively move the process forward.”

—Nevada Merriman, MidPen Housing



DBA specializes in community design charrettes, and we rely heavily on the information and relationships gained through these processes to guide our designs and our practice. We employ a variety of strategies to develop and communicate design directions, including rapid-prototyping kits, models, precedent boards, conversation groups, and of course, a lot of Stickies. We work closely with the developer's services team, or partner with outreach experts to extend our capabilities—such as bridging technology gaps or language differences.

We start with this framework:

- ***Talk to everyone:*** Everyone's voice counts, regardless of their position on the project.
- ***Get real feedback:*** Be open and realistic with the community on what aspects of the project residents can change and which ones they can't. This is very important: We only want to elicit feedback that we can incorporate into our design.
- ***Be up front about constraints:*** Community members should never be kept in the dark. Development has constraints and everyone knows that. We believe the development team should never lie or bend the truth to appease or manage a community member.

Additionally, we understand that identifying influential people, organizations, and leaders in the community is key. We regularly engage with deep-rooted representatives in local neighborhoods to get to the heart of what's important to the community.

Overview Leadership in Resilient Design



DBA has a core philosophy and practice of resource conservation and environmental sustainability, beginning with solar designs in 1979 and continuing to cutting-edge innovations today.

We are seven-year signatories of the *American Institute of Architects 2030 Commitment*, which includes reporting and tracking the predicted performance of our buildings. Formal participation in the *2030 Commitment* creates a framework to make our sustainability processes transparent and to share our goals, philosophies, and strategies in a focused public forum.

DBA has long taken the lead in establishing sustainable-building practices. We have participated in several *LEED* pilot programs and achieved the first *LEED-NC Silver* certification (in 2007) and the first-ever *LEED for Homes* certification. We have certified dozens of individual buildings across *LEED* programs.

Our **Tassafaronga Village** development was the first *LEED-ND Certified Gold Neighborhood* as well as the largest *LEED for Homes Platinum* development in Northern California. The sustainable neighborhood won a *2015 AIA COTE Top 10 Award* from the AIA Committee on the Environment.

For all projects, DBA leverages our leadership in innovative, sustainable multifamily housing to reduce demand for energy and water substantially below code through common-sense low-cost strategies. DBA employs a range of complementary sustainable steps

that combine to create a healthy, responsible, and enjoyable living environment. Our Sustainability Team is always looking for techniques, materials, and strategies that increase the efficiency and longevity of a building.

We prioritize an ecologically sound approach to design and are experienced in all major green-building certification programs, including *LEED*, *BuildIt Green*, and *Enterprise Green Communities*.

We have just completed **Edwina Benner Plaza**, one of the first all-electric affordable housing developments in California, which recently won a *Silicon Valley Clean Energy All-Electric Showcase Award*, and we are in the process of certifying one of the first *Energy Star* buildings, which must meet strict energy performance standards set by the EPA.

DBA was recently added to ILFI's working group of *Affordable Housing Innovators* and is currently participating in the *Living Building Challenge Affordable Pilot Program*.

DBA actively works to build partnerships across disciplines to innovate how we deliver housing so that each project in design today is doing all it possibly can to meet the demands of the very different future that is right around the corner.



About DBA Recent Built Experience



DBA has completed more than 20 diverse, successful projects over the past five years.

2022

Jazzie Collins Apartments, San Francisco

Permanent Supportive Housing / 96 homes / XXX sf / Type IIIA over Type IA / GreenPoint Rated

Homes and on-site services for formerly unhoused and at-risk individuals in the heart of San Francisco.

Coliseum Place, Oakland

Affordable Family Housing / 59 homes / 79,752 sf / Type III-A over Type I-A / ILFI Living Building Challenge Affordable Housing Pilot

All-electric affordable family housing across from Coliseum BART in East Oakland.

2021

Tahanan Supportive Apartments, San Francisco

Permanent Supportive Housing / 146 homes / 63,032 sf / Modular, Type III-A over Type I-A / GreenPoint Rated Gold

Studios and services for formerly unhoused individuals.

2020

La Fénix at 1950 Mission, San Francisco

Affordable Family Housing / 157 homes / 166,375 sf / Type I / GreenPoint Rated Gold

A resource-rich 9-story community with supportive, affordable homes and neighborhood amenities.

OME at 1178 Folsom, San Francisco

Micro-Unit Housing / 42 homes / 38,692 sf / Type III-A over I-A

A mixed-use building with 42 compact studio homes—over new restaurant and office space.



Mason on Mariposa, San Francisco

Mixed-Use Housing / 299 homes / 413,150 sf / Type V-A over Type I-A / LEED for Homes Mid-Rise Gold / Design Architect

New homes, retail space, and a lush public greenway integrated into the base of Potrero Hill.

2019

222 Taylor, San Francisco

Affordable Family Housing / 113 homes / 126,000 sf / Type I / EnergyStar & LEED for Homes Mid-Rise Platinum

High-density affordable family housing that brings open green space and food resources to the Tenderloin.

Rocky Hill Veterans Housing, Vacaville

Affordable Family Housing / 39 homes / 53,551 sf / Type V-A / LEED for Homes Gold / Design Architect

One of the only affordable developments for chronically homeless and low-income Veterans in Solano County.

2018

A2 Anthem Apartments, Baltimore, Maryland

Market-Rate Multifamily Mid-Rise / 52 homes / 48,399 sf / Type V-A over Type I-A / LEED New Construction Gold Registered

Economical homes and upgraded pedestrian and bicycle connections for the Locust Point neighborhood.

901 Fairfax, San Francisco

Affordable Family Housing and Community Hub / 72 homes / 90,895 sf / Type V-A over I-A / LEED for Homes Gold /

Joint Architect with Paulett Taggart Architects

Supportive affordable housing and centralized community space within the Hunters View Master Plan.



David Baker Architects
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About DBA Recent Built Experience



Edwina Benner Plaza, Sunnyvale, CA

*Affordable Family Housing / 66 homes / 110,612 sf /
Type V over Type I GreenPoint Rated Platinum*

Affordable family housing for Silicon Valley, and an all-electric model for affordable sustainability.

Union Flats, Union City, CA

*Market-Rate Housing / 243 homes / 289,987 sf /
Type V-A, Type V-A over Type I-A, Type I-A (garage) /
LEED for Homes Multifamily Mid-Rise Platinum*

Modern modular homes and flex lofts around a courtyard dotted with freestanding amenity pavillions.

Harmon Guest House, Healdsburg, CA

Hotel / 39 rooms / 39,876 sf / Type III-A over Type I-A / LEED Gold
A refined, contextual wine-country inn.

Williams Terrace, Charleston, SC

Affordable Senior Housing / 41 homes / 47,851 sf
New homes for independent senior living downtown.

2017

855 Brannan, San Francisco

*Mixed-Use Market-Rate Housing / 449 homes / 501,114sf /
Type III-A over Type I-A / LEED for Homes Platinum*

High-density homes interwoven with diverse open space and retail activate an underutilized industrial block.

388 Fulton, San Francisco

*Mixed-Use Market-Rate Micro-Units / 69 homes / 50,750 sf /
Type III over Type I / GreenPoint Rated*

Dynamic centrally located micro-units atop new retail.



847-848 Fairfax, San Francisco

*Mixed-Use Market-Rate Micro-Units / 107 homes / 153,499 sf / Type
Type V-A over Type I-A, Type III-A over Type I-A, Type V-B /
LEED for Homes Gold*

A 1.9-acre community replacing degraded public housing and restoring connections and views.

Five88, San Francisco

*Affordable Workforce Housing / 200 homes / 230,422 sf /
Type V over Type I / GreenPoint Rated Gold*

The pioneer building in an emerging neighborhood, offering connectivity and homes for working families.

Mayfield Place, Palo Alto, CA

*Affordable Workforce Housing / 70 homes / 98,048 sf /
Type V-A over Type I-A / GreenPoint Rated Platinum*

A mixed-use building created to address the job-homes balance in a highly impacted market

2016

Potrero 1010, San Francisco

*Mixed-Use Market-Rate Housing and Public Park / 453 homes /
530,000 sf / GreenPoint Rated Platinum*

The transformation of a disused industrial block with two unique mixed-use buildings flanking a new public park.

Dr. George W. Davis Senior Building San Francisco

*Affordable Senior Housing and Community Center / 121 homes /
154,398 sf / LEED for Homes Mid-Rise Platinum*

Permanent affordable homes for local low-income seniors, with a neighborhood serving community center.



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Select Work Potrero 1010



Mixed-Income Housing and Public Park

2016 / San Francisco, CA / 453 homes,
530,000 sf / GreenPoint Rated
dbarchitect.com/Potrero1010

Client: Equity Residential

Select Awards: AIA California Residential
Design Award of Merit; PCBC Gold Nugget
Grand Award —Best Multifamily Housing
Community



This mixed-use development transforms a disused industrial block in San Francisco into a thriving community centered on a one-acre public park—the new green heart of the neighborhood.

Potrero 1010 provides 453 new homes, including 90 permanently affordable apartments, making for a truly diverse mixed-income community. The two mid-rise buildings—the “Egg” and the “Wedge”—frame and overlook the park, which is lined with active residential, amenity, and retail uses and brought to life with a dog run and custom interactive landscape elements by CMG Landscape Architecture.

The property is further open to the community by a public mid-block pedestrian passage lined with flexible live-work units. A row of PDR (production-distribution-repair) spaces along the north edge function as a buffer and transition from the neighboring light-industrial uses. The PDR spaces currently serve as galleries and studios for the nearby California College of Arts.



David Baker Architects
dbarchitect.com

David Baker Architects 855 Brannan



Mixed-Use Market-Rate Housing

2018 / San Francisco, CA / 4.3 acres / 449 homes; 501,114 sf / LEED for Homes Mid-Rise Platinum / dbarchitect.com/855Brannan

Client: Equity Residential

Landscape Architect: CMG Landscape Architecture

Select Awards: AIA San Francisco Architecture Merit Award; AIA San Francisco Urban Design Commendation



This mixed-use community interweaves high-density homes, open space, and public passages to maximize housing, repair the urban fabric, and activate the edges of an underutilized city block.

855 Brannan features three interconnected six-story buildings bringing 449 new homes—including 15 innovative flex lofts—to San Francisco's tech-heavy SOMA/Design District. The buildings engage the street with stoops, functional landscaping, resident and community uses, and retail spaces.

Two public mid-block passages draw people into and through the large community, creating connections and establishing a walkable scale. At the core, an inviting public courtyard centered on a grove of coast redwoods provides a surprising sanctuary for the bustling area. A suite of resident amenity spaces connects to this grove via a "town hall" deck that offers a seamless indoor-outdoor connection.

Dynamic weathering and galvanized steel cladding differentiates building volumes and references the area's industrial history. Inside, common spaces are warmed by reclaimed Douglas fir that was salvaged from the site's original structure, a 1909 train depot.



David Baker Architects
dbarchitect.com

Select Work La Fénix at 1950 Mission



Affordable Family Housing

2020 / San Francisco, CA / 157 homes,
166,375 sf / GreenPoint Rated Registered
dbarchitect.com/LaFenixat1950

Clients: BRIDGE Housing, Mission Housing
Development Corporation

Associate Architect: Cervantes Design
Associates

Select Awards: AIA San Francisco Social
Responsibility Commendation ; Architizer A+
Awards Affordable Housing Special Mention



Long-awaited affordable housing in San Francisco's Mission District, La Fénix at 1950 was built to help Mission residents gain stability in their neighborhood.

The building offers 157 homes—including 30 homes reserved for formerly unhoused families—supported by extensive services and community spaces. A central courtyard links a range of shared spaces to foster resident connection and social gatherings: a community room and kitchen, media lab, laundry lounge, and neighborhood-serving child-care center.

A new mid-block paseo lined with low-cost artist studios creates access to the site and continues the network of art spaces, plazas, and alleyways that characterize the Mission.

The ground floor includes street-side space for a local café, a non-profit bicycle shop, and Youth Arts Exchange, which will activate the gallery and paseo with workshops in art and cultural expression.

The building is topped by an extensive roof deck providing sweeping city views and space for gardening, play, and respite.

Select Work 222 Taylor



Affordable Family Housing

2019 / San Francisco / 113 homes, 126,000 sf /
LEED for Homes Mid-Rise Platinum, Energy
Star Multifamily Mid-Rise
dbarchitect.com/222Taylor

Client: TNDC

Select Awards: AIA San Francisco
Excellence in Architecture Citation and Social
Responsibility Commendation; AIA California
Residential Design Honor Award and Leading
Edge Award



This critically needed building provides 113 affordable homes and sheltered open space for low-income and formerly homeless families in the San Francisco Tenderloin district.

The 8-story mid-rise replaces a parking lot with a car-free, high-density building two blocks from Market Street transit opportunities. The corner features lofty ground-level retail spaces that activate the street edge, with a mid-size local grocer and room for a neighborhood restaurant.

A flexible central courtyard and roof-top farm offer critical green space for residents. The farm provides fresh food for residents and offers a shared gathering space with sweeping city views.

The contextual building both fits in and stands out in the historic neighborhood, with a variegated brick facade referencing local masonry and dramatic notches that align with surrounding historic cornices.



David Baker Architects
dbarchitect.com

Select Work Tahanan Supportive Housing



Permanently Supportive Housing

2021 / San Francisco, CA / 146 homes,
63,032 sf / GreenPoint Rated
www.dbarchitect.com/Tahanan

Client: Mercy Housing California

Development Partners: Tipping Point
Community, San Francisco Housing
Accelerator Fund

Landscape Architect: Fletcher Studio



Tahanan Supportive Housing provides permanent studio homes for adults who have experienced homelessness in the city.

This is the prototype of a new financing model for permanent supportive housing, leveraging philanthropic funding to expedite the development process and engaging modular design technologies to speed construction time.

Tahanan offers 145 furnished studios for individuals affected by homelessness. The design maximizes the infill site with compact homes over a community-focused ground floor. With high ceilings and broad glazing, the light-filled spaces balance security and transparency. The building offers extensive social support resources as well as a flexible community room that opens widely to a sunny mural-lined courtyard.

Sited in the SOMA Pilipinas Cultural District, the building references Filipino culture: Textures and patterns drawn from Philippine topography and craft appear in textured concrete and the perforated aluminum of the dramatic stair tower. Tahanan (pronounced Tuh-HAH-nahn) is a Tagalog word evoking “coming home” and represents a place for people to return to or rest.



David Baker Architects
dbarchitect.com

Select Work **Parker Place**



Mixed-Use Mixed-Income Housing

2017 / Berkeley, CA / 0.98 acres / 155 homes; 156,102 sf / LEED for Homes Silver / dbarchitect.com/ParkerPlace

Client: Lennar Multifamily

AOR: LPAS Architecture + Design

Landscape Architect: Fletcher Studio

Select Awards: 2019 Berkeley Design Associates Award for Design Excellence



This transit-oriented housing development activates a central Berkeley block with neighborhood retail, market-rate homes, and affordable accessible dwellings.

Built in two phases, Parker Place combines the adaptive reuse of a 1923 structure serving as a car dealership with new construction. The transit-oriented building steps down from five levels along busy Shattuck Avenue to three levels at Parker Street and adds a pedestrian plaza between the core of downtown Berkeley and the Ashby BART station.

The high-density housing offers diversity of homes ranging from studio through two-bedroom units, as well as 15 “micro” and “macro” cottages—one- and three-bedrooms respectively—with private entries. The mixed-use, mixed-income building reserves 20% of units as affordable homes.

Common amenities include a central courtyard with fire pit and grill, a co-working lounge, a pet spa, a 170-car garage, and an Equinox gym in the corner retail space. Neighborhood-friendly street upgrades include traffic-calming landscaping, a revamped bus stop, and bicycle parking.



David Baker Architects
dbarchitect.com

Select Work **Brady Block**



Master Plan & Permanently Supportive Housing

2022 / San Francisco, CA / 2.1 acres,
92,020 sf / 577 homes, 6 buildings
www.dbarchitect.com/BradyBlock

Clients: Strada Investment Group, HomeRise

Associate Architect: Kennerly Architecture
& Planning

Landscape Architect: CMG Landscape
Architects



Just off Market and 12th in San Francisco, Brady Block revitalizes the neighborhood by re-knitting the site into its context, creating active street edges, and improving the quality of the public realm.

Spanning a full city block, the site is bisected on the diagonal below grade by the BART tube and accommodates a BART venting chimney. The intricate plans six buildings—encompassing 579 new market-rate and affordable homes and a replacement for the Plumbers' Union Hall—are centered on a new public park. The plan re-imagines the surrounding street and alley network, links Market Street to the park via a new mid-block passage, and adds 20,000 sf of public open green space.

Jazzie Collins Apartments, opened in July 2022. The new building provides 110 furnished units of permanently supportive housing for residents of the outmoded Civic Center Hotel, which is undergoing revitalization as part of this larger development. The balance of homes are available to formerly unhoused residents coming in from the Navigation Center, a local homeless services agency. This is the first instance in San Francisco in which a market-rate developer has built privately funded “turnkey” affordable housing on site.

Select Work East Santa Clara Mixed-Use



Community Engagement Process, Phased Master Plan, Affordable Housing

in Design / San Jose, CA / 662 homes,
6 buildings / GreenPoint Rated Goal /
www.dbarchitect.com/EastSantaClara

Client: Santa Clara County Housing Authority

Architects: David Baker Architects / Paulett
Taggart Architects Joint Venture

The plan for East Santa Clara Mixed-Use features 662 affordable senior and family homes; retail opportunities; public open space; and new bike and pedestrian passages.

The project is located at a former hospital site that falls within the bounds of East Santa Clara's Urban Village Plan and the East Santa Clara Street Master Plan.

The proposed approach includes the phased construction of six all-electric multifamily residential buildings. The buildings respond to the surrounding urban fabric, with smaller scale structures and contextual materials at the residential edge and prominent, iconic buildings lined with ground-floor retail facing a public plaza and East Santa Clara Street—a grand boulevard and gateway to downtown.

A bike- and pedestrian-only *paseo* crosses the site, relinking a neighborhood connection that was lost with the hospital closure. Developed over three years of active engagement and partnership with the community, the project is guided by an overarching theme of health and wellness.



David Baker Architects
dbarchitect.com

Company Brochures / Einwiller Kuehl / Master Planning and Landscape Design

ESTD. 2012

EINWILLERKUEHL
LANDSCAPE ARCHITECTURE



NORTH BERKELEY BART QUALIFICATIONS



UPTOWN STATION, OAKLAND, CA

ESTD. 2012

EINWILLER KUEHL

LANDSCAPE ARCHITECTURE

Einwiller Kuehl was founded as a collaboration of friends. Our ease with collaboration creates interdisciplinary connections that result in innovation. In addition to strong creative muscles, the backbone of our process is clarity in communication. We know the ability to create things that don't exist or to solve for sustainability in innovative ways relies on inventing a shared language. We are expert at listening and synthesizing information. We seek inspiration from ecology, culture, and what people do in existing landscapes. We craft a clear vision to communicate with stakeholders of all kinds and are known for being able to communicate effectively with contractors in the field as well as maintenance professionals and state regulators.

We are passionate about using the design of landscape to create a healthier world where people are more connected to nature and to each other. We believe landscapes are fantastic when they are layered experiences, open to the discovery and desires of the visitor at different times of day, in different seasons, and throughout the passage of time. We find and design opportunities to enhance ecology, provide resiliency, and create connections between people. We are smart about finding political and financial capital to make things happen and bringing value to a project of any scale or budget.

For the last ten years the firm has established itself as a significant design voice in the Bay Area. Our clients and projects range from large well known tech firms to state and regional agencies, and private developers and families. The office is nimble--not too big and not too small--and able to respond quickly and fluidly to requests. All our work is all local and we have established relationships with local artists, fabricators, contractors, nurseries, and others who are true team members in the realization of creative projects. Our experience allows us to work efficiently and smartly and to understand the importance of scope and budget to achieving a built design. We have completed the construction of numerous landscape projects and offer real world credentials and experience with tough site conditions to back up our innovations.

Our practice has expanded to include programming and activation, community engagement strategies, urban design, architectural color consulting, and interior planting. We are being recognized for our practical and strategic planning work as well as for our built projects.

We are winning international and national awards for innovation and becoming well known for asking the right questions at the right time to re-frame the design potential and value of construction dollars. Our pride is local and we invest in the future with every project. As evidenced by our long list of built projects, we make ideas real.

RELEVANT EXPERIENCE



TOWNSHIP COMMONS, OAKLAND, CA

GREAT AFFORDABLE DESIGN

Our works shows that great design should be practical and need not be expensive. We have worked at many levels of budget to achieve value not just for construction dollars, but also for long term O+M costs. We draw inspiration from urban improvisations and the conditions that inspire people's uses in public spaces all over the world. Thinking like parkour designers, we imagine how one built thing can have many functions at different times and for different people.

INTEGRATION WITH PROJECT TEAM

The nimble size of our office and our passion for smart and high level design connects us to both the client and the other design firms on this project. We have worked on numerous projects in the Bay Area and have strong relationships with many local subconsultants. We intend to work closely with the whole team on the character and social connections of the project. When proximity is not possible, we have deep experience with web interfaced teams too.



BRIDGE YARD PAVING, OAKLAND, CA



CUPERTINO CAMPUS

CAMPUS THINKING

Previous experience working on many university and corporate campuses builds a solid understanding of how buildings and open space work together. Understanding maintenance, standards, and the importance of being a good neighbor to other landscapes and buildings is always at the top of mind. Systems thinking around reducing water use, building, great circulation networks, and how to make site lighting integrated across project transitions are a few of the important parts of our experience

ALL WORK SHOWN DESIGNED BY EINWILLERKUEHL

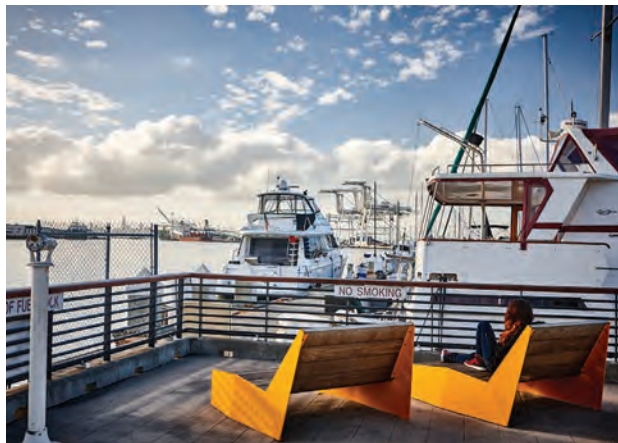
RELEVANT EXPERIENCE

VERY LOCAL

Because our office only works on local projects we are easy to reach and invested in our local relationships and communities. Longterm relationships with artists, fabricators, contractors, local planners, and regulatory agencies allow us to collaborate with and innovate deeply in a local context. Our knowledge of plants, microclimates, and political relationships is also very fine-tuned to neighborhoods as well as the region. Nearly all our projects feature unique, locally made elements.



WINNING DESIGN FOR LAKE MERRITT BART, OAKLAND, CA



JACK LONDON SQUARE, OAKLAND, CA

COLOR AND MATERIALS

Our firm is known for going to the next level of refinement with every aspect of project. Our interest in materials, palette and color spans both plants and physical design elements. We are invested in prototyping and testing full scale mockups in paper and seeing and touching real materials during the process. We believe the best work is site specific and carefully attended to small changes in light and temperature that affect our perception.

ENVIRONMENTS AND HEALTH

We are interested in new paradigms that include wellness for both residents and the environment. Different ways to be outdoors in a variety of conditions that allow play, rest, fitness, contemplation, and planting for air quality and health are all examples of elements we regularly include. Opportunities to promote reduced water use, increase habitat for pollinators, and contribute as citizens to the local ecology are always part of the thinking when we design.



UPTOWN STATION, OAKLAND, CA

ALL WORK SHOWN DESIGNED BY EINWILLERKUEHL

RELEVANT EXPERIENCE

PLANTING DESIGN

Our practice works on high end residential projects and maintains an interest and understanding of unique planting combinations that explore texture, color, leaf form, and seasonal variation. Our planting design for more public or campus environments is informed by this parallel work and is elevated to be more unique and more sophisticated than everyday corporate environments.



RESIDENCE, CALISTOGA, CA



BRIDGE YARD, OAKLAND, CA

TRANSPORTATION AND TRAILS

Solving the most difficult sections of trail networks is an area of great pride for our office. We are enthusiastic about doing more than connecting places with a line on a map and instead creating experiences of place and connection to existing and new open spaces. We know that the integration of movement in public space can draw new users and provide a program of activation in its own right. Our designs are celebrated by roller skaters, toddlers, and many others on wheels.

IDENTITY

Understanding a client's unique interests and passions leads to exploration and form making that breaks the expected norm. We are smart about finding ways to achieve unexpected results from modular construction and to work with suppliers to create small changes in a product that elevate its quality. We know that the creation of a strong identity translates into leasability and long term success for properties. Our designs often go beyond rectangular shapes and evoke feelings and connections to the natural world.



EAST BAY RESIDENCE

ALL WORK SHOWN DESIGNED BY EINWILLERKUEHL

RELEVANT EXPERIENCE

SHORELINE EXPERIENCE AND SLR

Our experience working with shoreline engineers and environmental scientists at the water's edge is at once pragmatic and ambitious. We are experienced with balancing complex relationships of upland drainage, contaminated soils, sea level rise, and the desire to experience the water. Our knowledge of complex technical drainage and topographic conditions has been successfully implemented on structure and over Bay Mud and we are known for being innovative as well as creating beloved public space.



TOWNSHIP COMMONS OAKLAND, CA



APPLE CAMPUS, CUPERTINO, CA

CONTROLLED AND MANAGED

We have successfully implemented fast track landscape projects that were phased and constructed entirely while a corporate campus was still in use by employees. Working in partnership with owners, contractors, and other team members we have strategically designed our phasing with pull plans and other project management tools. We are well known for our ability to communicate throughout every phase of work and our commitment to working as a team.

PUBLIC ART

Building on relationships we have in the art world and our knowledge of the process we have delivered sculptural, interactive, and 2D elements for many public and semi-public spaces. Our expertise in defining an RFQ and RFP for public art and working with artists to integrate works in larger landscapes yields more than the sum of the elements. We have deep connections to artists, fabricators, and curators who assist us with defining the best very local talent or our projects.



12TH STREET PLAZA, OAKLAND, CA

ALL WORK SHOWN DESIGNED BY EINWILLERKUEHL

BIOS



Liz Einwiller

Founder

Liz's childhood was spent building structures in her mother's garden. She loves plants, color, and popular culture. Her keen visual skills translate to an insatiable curiosity for exploring how to make things. She has over 20 years of experience working on a diverse range of project types. Liz oversaw and directed the preparation for all landscape architecture construction documents and construction-phase services during her time at PWP Landscape Architecture. She is a licensed landscape architect and serves as a mentor and leader in the field of construction detailing. She and her husband have two children and live in Oakland, California.



Sarah Kuehl

Founder

Sarah wrote her college thesis on graffiti writers. She remains passionate about cities, teenagers, and expression. She is very interested in the overlap of conceptual ideas with both social and physical realities. She has led numerous projects ranging in scale, budget, and design character. Sarah is a licensed Landscape Architect, LEED and Bay Friendly Landscape certified, and has extensive experience in integrating site systems aimed at achieving long-term site sustainability. She won the Rome Prize in 2004 and now lives in Oakland, CA with her husband and their 3 children.



Whitney Hannah
Senior Associate



Chelsea DeWitt
Associate



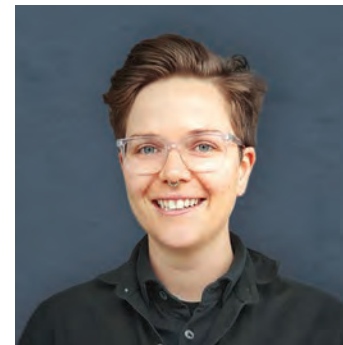
Gisela Steber
Associate



Lauren McClure



Junpei Asai



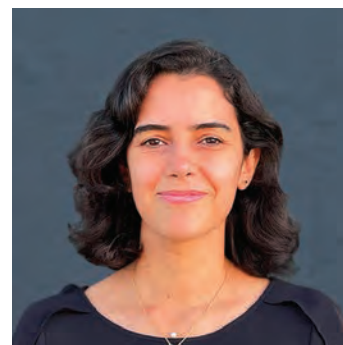
Greta Mayne



Clare Al-Witri



Alex Broad



Leen Shamlati

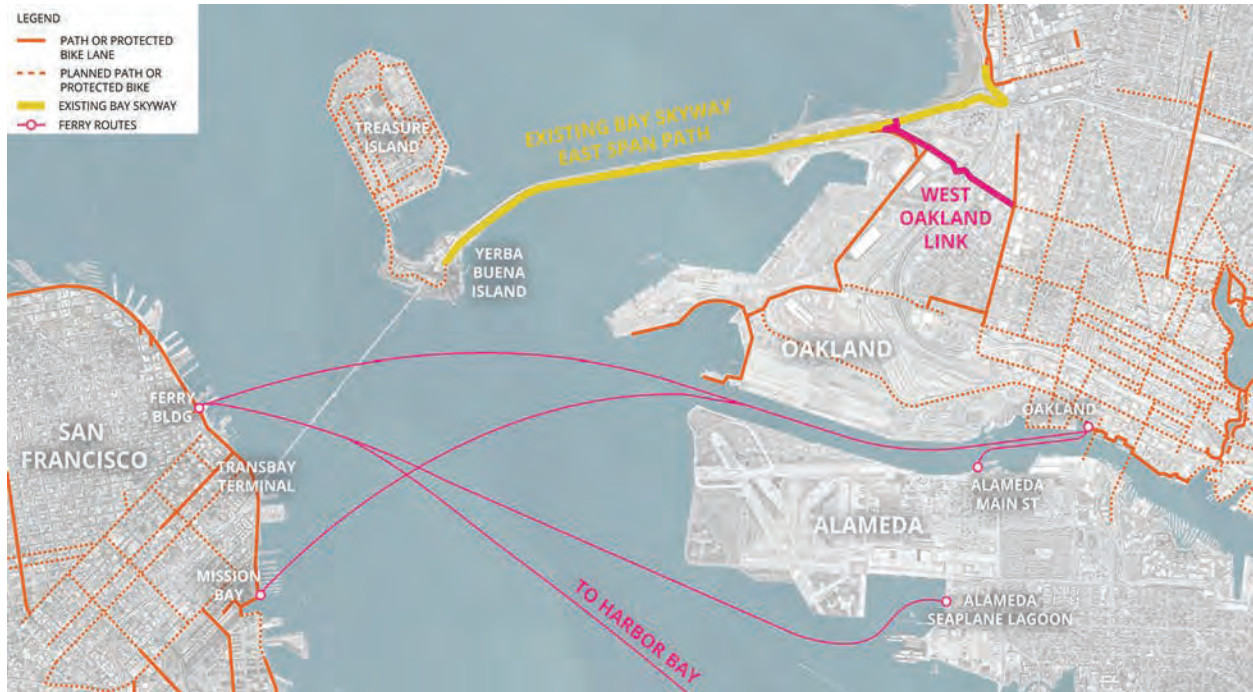


1150 CLAY, OAKLAND, CA

NORTH BERKELEY BART

EINWILLER KUEHL LANDSCAPE ARCHITECTURE

BAY SKYWAY AND WEST OAKLAND LINK



THE WEST OAKLAND LINK PROJECT

PROJECT OVERVIEW

The West Oakland Link is a proposed 11-mile-long elevated pedestrian and bicycle pathway that will connect Mandela Parkway in West Oakland with the existing Bay Bridge path and Judge John Sutter Regional Shoreline (formerly Gateway Park). The West Oakland Link is part of the planned Bay Skyway that will connect the East Bay with Treasure Island and downtown San Francisco. The project will also connect the City of Oakland's growing network of walking and biking routes with the greater San Francisco Bay Trail. Located in an area of heavy industry, port, rail, and freeway infrastructure, the West Oakland Link will enhance public safety by enabling residents of West Oakland and the greater East Bay to bike and walk on a lighted structure separate from truck and rail traffic. The projected \$65 million project is supported by the Bay Area Toll Authority, Alameda County Transportation Commission, City of Oakland and Caltrans, and will likely be implemented in phases depending on the availability of State and other funds.

COMMUNITY BENEFITS

1. Vastly improved safety for West Oakland path-users, who will be completely separated from vehicular traffic and rail crossings.
2. More direct connection between Oakland bikeway network and the Bay Trail, Bay Bridge pathway, Treasure Island and Judge John Sutter Regional Shoreline.
3. New opportunities for active recreation and improved health outcomes.
4. Will eventually provide a low cost, socially distant commute to job opportunities in downtown San Francisco.
5. Elevated trail will provide views of the San Francisco Bay.

WHERE IS THE WEST OAKLAND LINK?



06.14.2022



FUTURE



PROVIDE INPUT:
Xere nat. Sequis cum estem quo volo voluptam faccus, que nobis ant

Xere nat. Sequis cum estem quo volo voluptam faccus, que nobis

KEY FINDINGS FROM ENVIRONMENTAL ANALYSIS

- Air quality
- Planting
- Safety for Crosswalks

PROJECT MILESTONE SCHEDULE (SUBJECT TO CHANGE)



FOR MORE INFORMATION, visit website (<https://mta.ca.gov/west-oakland-link/>). Please send your questions or comments to: Peter Lee, pllee@bayareatransmetro.gov, 415-778-6756, or Francis Lu, fluo@bayareatransmetro.com, 510-687-3680.

06.04.2022

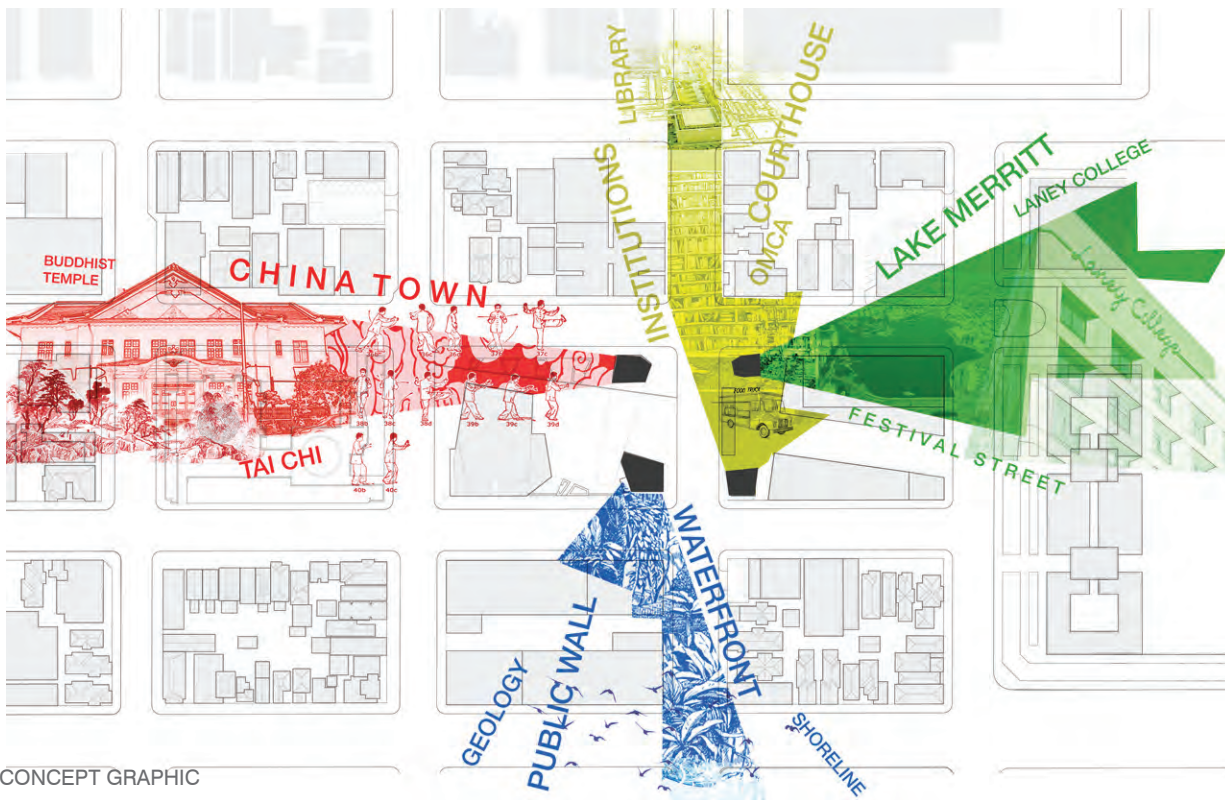


Transportation planning graphics and support with public communication for the Bay Skyway and the West Oakland Link Projects. Experience with community engagement for regional scale transportation projects.

LAKE MERRITT BART STATION



CONCEPTUAL RENDERING OF NIGHT MARKET



CONCEPT GRAPHIC

LAKE MERRITT BART STATION Transit oriented development can enhance the arrival of riders and be a tool to connect people to places, cultures, and ecology. The proposed open space design for the Lake Merritt BART Redevelopment connects this important station with the existing communities and institutions surrounding the station.

SPECIAL ATTRIBUTES AND FEATURES

- Place Making and Place Keeping
- TOD
- Community Outreach
- Over Tunnel

LOCATION: Oakland

CLIENT: For BART with Strada Investment Company and EBALDC

PROJECT SIZE: 4 acres

DATE: June 2019 - present

ROLE: Landscape Architect

COLLABORATION: Pyatok, Solomon Cordwell Buenz, BKF Engineers



URBAN DESIGN SKETCH



DIAGRAMS



BLOCK 1 ILLUSTRATIVE PLAN

EL CERRITO PLAZA BART STATION



EL CERRITO PLAZA BART STATION Transit oriented development for downtown El Cerrito creates a much desired new center for civic gatherings in downtown El Cerrito. A park extends from the Ohlone Greenway into the downtown core connecting the site to the larger ecology of El Cerrito and the greenway.

CLIENT: For BART with RELATED and Holliday Development

ROLE: Landscape Architect and Urban Design

COLLABORATION: Pyatok, Van Meter Williams, BKF Engineers, UPP



SPECIAL ATTRIBUTES AND FEATURES

- Placemaking
- TOD
- Community Outreach

JACK LONDON SQUARE

Frequently, paring down your palette offers the most creative and cohesive solutions. At Jack London Square we are working with the idea of a bench and site-specific art and programming to explore all the ways a bench, in its many forms, can facilitate a diversity of social and physical experiences including interactions among community members and connections to place. Our goal is to create a thread that stitches together public space, fostering a clear identity, memorable experiences, and a diversity of visitors.

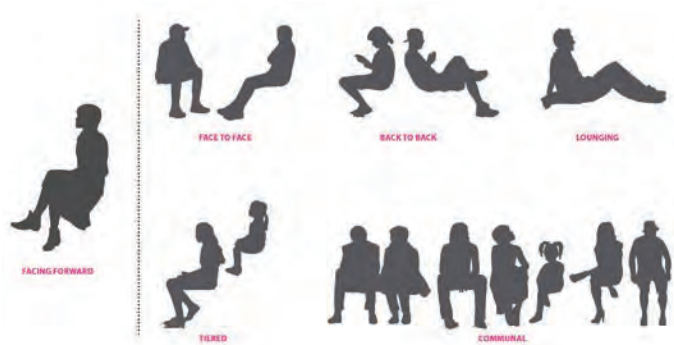
CLIENT: CIM Group

COST: TBD

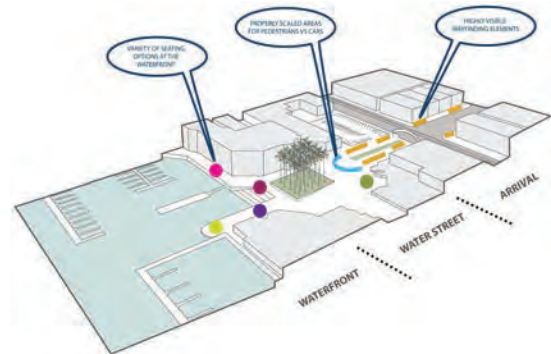
PROJECT SIZE: 25 acres
(1.1 million sf)

STATUS: Active

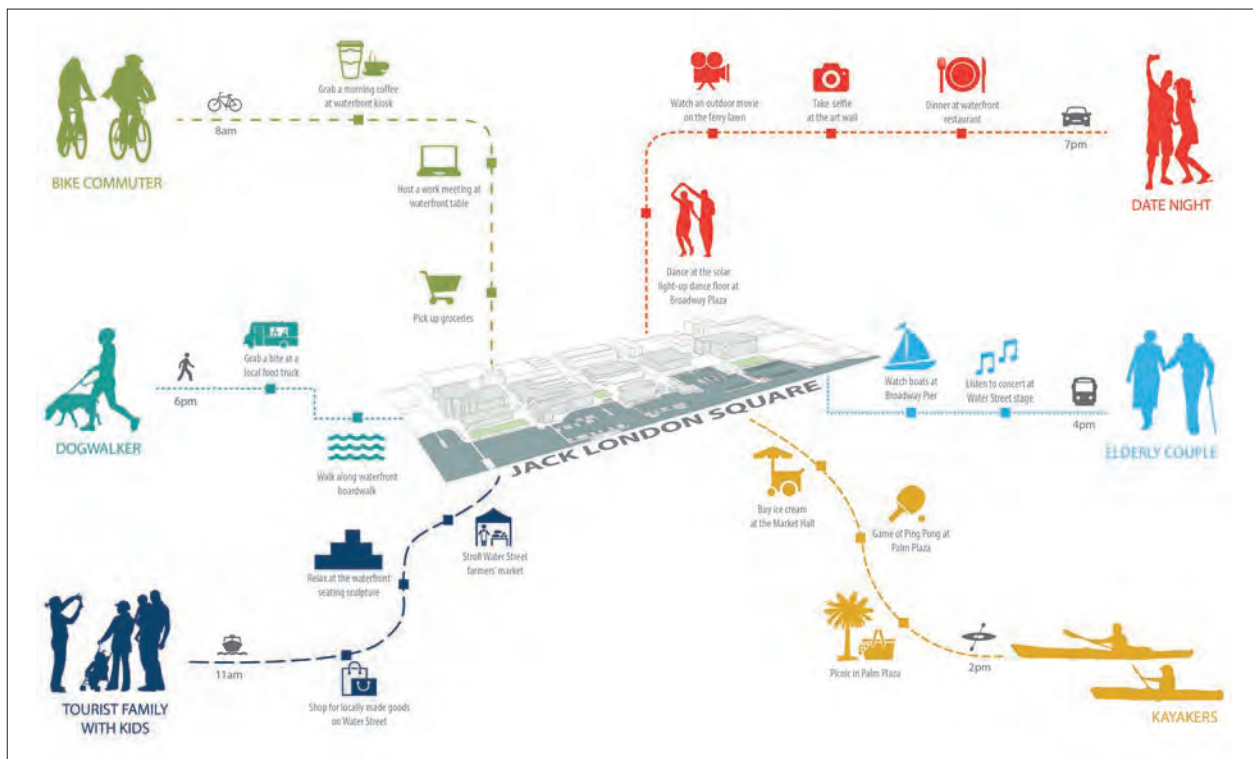
ROLE: Programming



BENCH FUNCTION



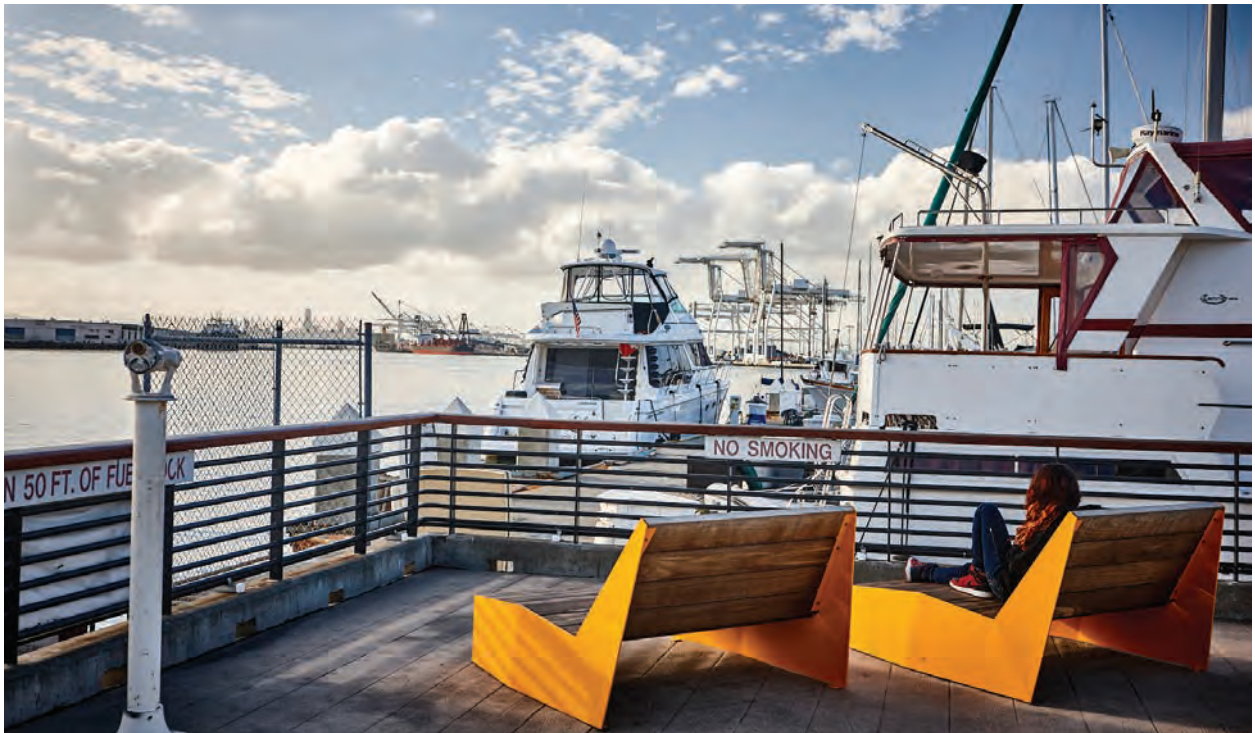
PROGRAM DIAGRAM



VISITOR DIAGRAM

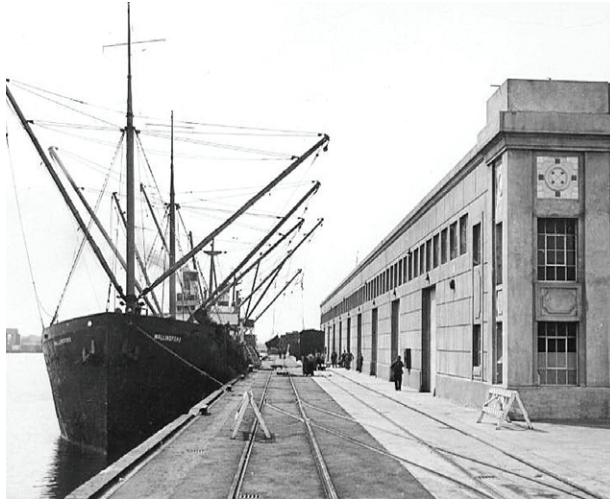


NEW PING PONG TABLES AT JACK LONDON



NEW SEATING AT JACK LONDON

BROOKLYN BASIN ENTITLEMENTS



9TH AVENUE TERMINAL HISTORIC PHOTO



GATEWAY PLAZA, HIGH ANGLE

CLIENT: Signature Development

PROJECT SIZE: 30 acres

DATE: Started, Nov 2015 - ongoing

ROLE: Prime, Landscape Architect

COLLABORATION: BKF Engineers, SGH Structural and Shoreline Engineers, MWA Architects



SITE PLAN

PROJECT DESCRIPTION

Einwiller Kuehl is developing a family of parks for the new Brooklyn Basin Project in Oakland, California.

We began our work on the 10 acre Shoreline Park in 2015 and recently have been hired to extend our scope to all 30 acres of parks in the development.

SHORELINE PARK stretches along the south and west edges of the Oakland Estuary at the Southern edge of Brooklyn Basin in Oakland, California. Approximately half the site was formerly the 9th Avenue terminal. Elements of the terminal building will be preserved to provide a memory of the industrial history in this location. These historic artifacts will be integrated and overlaid with new plantings, lighting, and other elements that combine to provide a unique infrastructure for the new park. The existing wharf was constructed over a number of years and the condition of the piers is extremely varied and requires upgrade to comply with current seismic codes. The park design considers the wharf condition and develops a new geometry based on repair and removal of existing piers while simultaneously re-imagining the landscape for its new function as a waterfront park.



RENDERINGS OF BROOKLYN BASIN MASTER PLAN



Excerpted from a letter Received from Naomi Schiff, Oakland Heritage Alliance (OHA), John Sutter, Commissioner, East Bay Regional Parks District, James E Vann, Coalition of Advocates for Lake Merritt (CALM) on October 7, 2015 following the presentation of Einwiller Kuehl's Park Plan:

"We are content that the design is rapidly developing toward establishing Shoreline Park as a notable new regional destination, a compliment to Oakland's diminishing waterfront access, and to the new park's maximum utilization as a popular attraction for Oakland and its neighbors."

We have proven ability to work with City Staff, community groups, and other stakeholders to achieve a positive direction for the public design process on important Oakland Public Space.

TOWNSHIP COMMONS AT BROOKLYN BASIN



Urban design critic John King of the San Francisco Chronicle described Township Commons as:

“...a startling act of urban reinvention that, with time, should pull people from across the city to an area that until now has been off the map.”

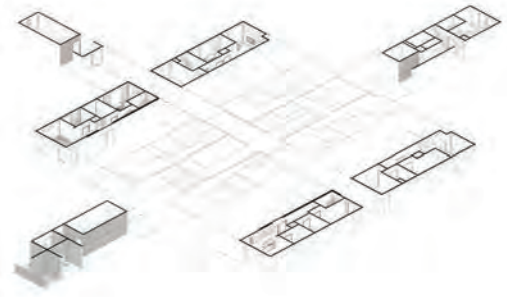


International Jury Winner - Architecture + Urban Transformation, 2021, Architizer A+Awards

Company Brochures / Yes Duffy Architects / Associate Architect and Community Engagement

[hello. let's collaborate]

yes.



At **Yes Duffy Architects** we pride ourselves in reformulating complex design problems into simple solutions by synthesizing the transdisciplinary expertise of developers, builders, building scientists, technologists, engineers, product designers and others across industries.

Our 'people-first' approach to sustainable, mixed-use, affordable urban projects emerges from inclusive, human-centered design-thinking, new innovations in construction technology, and deep collaboration and community.

Our work hybridizes contemporary design methods with traditional architectural wisdom to achieve collaborative, place-based innovations.

Our services: Full Service Architectural Design--Entitlements--Design Architect Services--Design Research--Feasibility Studies--Site Analysis--Model-building and CNC Prototyping.

#housingisahumanright



come say hello.

yes@yesduffy.com

(510)593-7139

1250 Addison St #101

Berkeley, CA 94720

www.yesduffyarchitects.com

[yes duffy architects]* The Union



The Union is a community-focused, mixed-use building bringing new homes to the junction of Union, Fifth, and Magnolia Streets just steps from the West Oakland BART station.

Built with 85 prefabricated modules by Factory_OS on Mare Island in Vallejo, the development offers 110 new homes over 3,000 square feet of commercial space.

The residential entry is framed by a custom front door, perforated weathering-steel fencing, and textured concrete that bring a rich, tactile impact to the entry courtyard.

The building is clad with weathering steel and random-batten siding. Facades are punctuated by graphic floor-to-ceiling windows that frame dramatic port, Bay, and hill views.

*this project was designed by Yes Duffy while previously working at David Baker Architects



Modular Market-Rate Housing

2021 / Oakland, CA / 0.62 acres / 110 homes;
98,903 sf / dbarchitect.com/TheUnion

Client: Holliday Development

Landscape Architect: Miller Company
Landscape Architects

[yes duffy architects]* Mason on Mariposa



A new mixed-use community at the base of Potrero Hill, Mason on Mariposa brings modern homes, urban convenience, and city views to the popular area.

Centered on a dynamic public greenway, the 3.4-acre development is set into the steep topography of Potrero Hill at the juncture of a commercial and a residential neighborhood.

A mixed-use building with a retail base provides a clear urban corner and edge across from a busy playground and adjacent brewery. This public face leads to the entry plaza for two amenity-laden residential buildings—Mason West and Mason East—that frame the landscaped public greenway. Interspersed with plantings, seating opportunities, private patios and links to amenity spaces, the whimsical greenway follows the path of a former creek and underground rail line.

At the highest point of the steep site, the south and east edges take a cue from the more residential neighborhood fabric at the hilltop, with modulated bays and townhouse-style stoop entries.

*this project was designed by Yes Duffy while previously working at David Baker Architects

Mixed-Use Market-Rate Housing

2020 / San Francisco, CA / 299 homes,
413,150 sf / LEED for Homes Mid-Rise Gold /
249 parking spaces (garage)

Client: Related California
Design Architect: David Baker Architects
Design Architect (Mixed-Use):
BAR Architects
Executive Architect: Ankrom Moisan
Select Awards: AIA California Leading Edge
Award; PCBC Gold Nugget Grand Award—
Best Multifamily Housing (60-100 du)



Company Brochures / Tipping Structural Engineers / Structural Engineers

TIPPING Firm

Unlocking greater possibilities.

Tipping Structural Engineers is a service-forward structural engineering practice with an unconventional approach that blends creativity with technical mastery.

CLIENT SERVICE IS AT THE CORE OF WHAT WE DO.

We operate as thought partners to our clients, working side-by-side with them throughout the process. We believe that early and frequent collaboration is key to the success of a project.

WE WORK AT THE EDGE OF POSSIBLE TO SOLVE THE SEEMINGLY UNSOLVABLE.

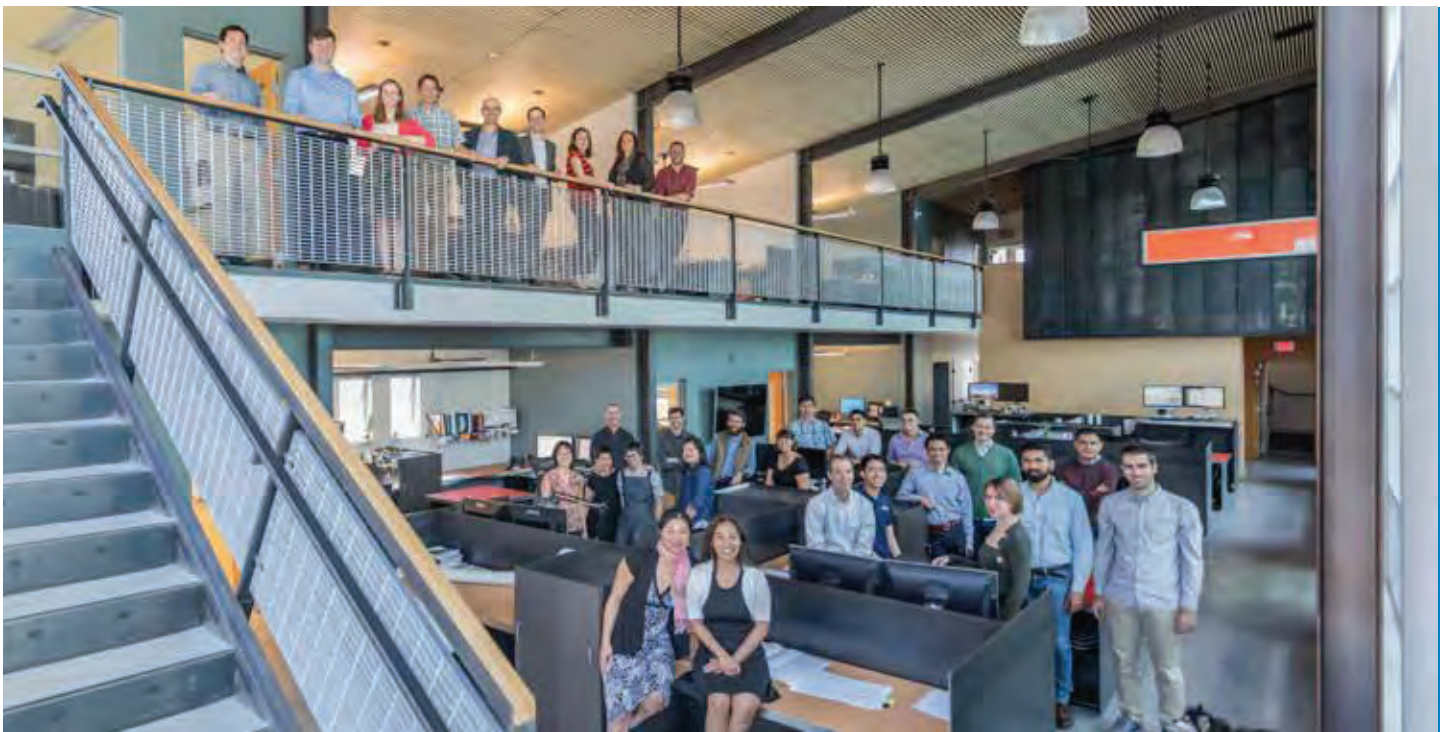
We leverage our deep understanding of structural behavior, along with our suite of custom-built analytical tools to achieve what otherwise might seem out of reach. Our high level of technical mastery allows us to help realize our client's vision in unexpected ways.

RIGOROUS DESIGN THINKING LEADS TO IMPACTFUL DESIGN SOLUTIONS.

Our unconventional approach blends creative vision with sophisticated technical tools to push the boundaries of engineering for our clients. We think holistically about project goals, consider the task from all angles, and explore the unexpected.

WE BUILD VALUE INTO OUR PROCESS.

We continually integrate cost efficiencies throughout our design process. We collaborate closely with architects and project teams to craft elegant and cost-effective solutions that achieve project goals in innovative ways.



Founded in 1983 | State of California SBE | County of Alameda Certified SLEB | Total Staff: 42 | Lic. Structural Engineers: 11 | Lic. Civil Engineers: 13 | Structural designers: 9 | 55 Excellence in Structural Engineering Awards | 2 Living Building Challenge projects (one certified) | 23 LEED Platinum projects, 16 LEED Gold projects | 6 projects with LEED innovation points from Tipping innovations | 8 Net-Zero-Energy buildings | 9 AIA COTE Top Ten Green Projects | Signatory of SE 2050

TIPPING Projects

MULTI-FAMILY HOUSING

301 Bryant Street *San Francisco, CA*
333 Grant Avenue Conversion *San Francisco, CA*
428 Alice Street *Oakland, CA*
675 Townsend Street *San Francisco, CA*
845 Montgomery Residential Conversion *San Francisco, CA*
888 Seventh (601 King) Street *San Francisco, CA*
1000 Van Ness Avenue *San Francisco, CA*
1180 4th Street (Mercy) *San Francisco, CA*
1567 California Street *San Francisco, CA*
1700 Webster Street *Oakland, CA*
1801 Shattuck Avenue *Berkeley, CA*
1950 Mission Street *San Francisco, CA*
1951 Shattuck Avenue *Berkeley, CA*
1990 Folsom Street *San Francisco, CA*
2001 Market Street *San Francisco, CA*
2012 Berkeley Way Affordable Housing *Berkeley, CA*
2675 Folsom Street *San Francisco, CA*
4200 Geary Senior Housing *San Francisco, CA*
5830 3rd Street *San Francisco, CA*
6465 San Pablo Avenue *Oakland, CA*
Acheson Commons, Site A *Berkeley, CA*
Blue Star Corner *Emeryville, CA*
Broadway Sansome Family Housing *San Francisco, CA*
Carquinez Senior Apartments *Richmond, CA*
Clocktower Lofts *San Francisco, CA*
Downtown River Apartments *Petaluma, CA*
The Eliza *Oakland, CA*
The Gaia Building *Berkeley, CA*
Glashaus Apartments *Emeryville, CA*
Hacienda Apartments (Mercy) *Richmond, CA*
Harrison Senior Housing *Oakland, CA*
Hillsdale Terrace *San Mateo, CA*
Hunter's Point Shipyard 2, Bldgs 3 & 4 *San Francisco, CA*
Mabuhay Court Senior Housing *San Jose, CA*
Madison @ 14th Apartments *Oakland, CA*
Magnolia Row *Oakland, CA*
Makena Golf and Beach Club *Wailea, HI*
Mandela Gateway *Oakland, CA*
Mission Walk @ Mission Bay *San Francisco, CA*



1700 Webster Street, Oakland

Oxford Plaza Housing *Berkeley, CA*
Pacific Cannery Lofts *Oakland, CA*
Regional Street Senior Housing *Dublin, CA*
Rene Cazenave Apartments *San Francisco, CA*
Sacramento Senior Housing *Berkeley, CA*
Shattuck Terrace Green *Berkeley, CA*
SmartSpace SOMA *San Francisco, CA*

TIPPING Projects

BERKELEY HOPE CENTER BERKELEY, CA



- A six-story residential mixed use project constructed on a slightly sloping rectangular parcel that currently serves as a surface parking lot for the City of Berkeley.
- The building will address several constituent groups at once, with BRIDGE occupying the larger, eastern portion of the building and BFHP the western part. Each side will have independent exit stairs and elevators.
- The BRIDGE half will accommodate 94 affordable-housing units on 6 levels. On the ground floor, the program would also include spaces for community functions, support services, offices, bicycle parking.
- The BFHP half, also 6 levels, would house supportive services, 60 temporary housing beds, 30 permanent supportive units, multipurpose spaces, a commercial kitchen, and office spaces. A portion of the ground floor along the south side of the parcel would be dedicated to outdoor shared open space.

GreenPoint Gold rating targeted

Architect: Leddy Maytum Stacy Architects

Owner: BRIDGE Housing | Berkeley Food and Housing Project

Size: 141,150 sf

Construction cost: \$60 million

In construction

TIPPING Projects

LA FENIX | 1950 MISSION STREET SAN FRANCISCO, CA



- A collaborative effort among mission-driven grassroots organizations and the developers, this affordable housing project serves the formerly homeless and families earning between 45 and 60 percent of AMI.
- Two concrete mid-rise towers are connected by open-air bridges and separated by a central landscaped plaza. The western tower extends five stories above grade; the eastern tower comprises nine stories.
- The ground floors incorporate building utilities, amenity facilities, art studios, and community-oriented nonprofit spaces. Typical floors accommodate a mix of studios and one-, two-, and three-bedroom units.
- Typical tower floors consist of post-tensioned concrete flat plates to maximize ceiling heights and daylighting. Each floor plate will feature articulated slab edges that follow the facade profile.

GreenPoint Rating target: 125 points

Architect: David Baker Architects; Cervantes Design Architects

Developers: Mission Housing Development Corporation; BRIDGE Housing

Size: 160,000 sf

Construction cost: \$75 million

Completed: 2020

TIPPING Projects

1990 FOLSOM STREET SAN FRANCISCO, CA



- Located in San Francisco's Mission District, this is a 100-percent affordable, 143-unit, 8-story residential building that will also accommodate childcare services, an art gallery, and utility and PDR spaces.
- A four- and an eight-story structure emanate separately from the ground floor. The four-story is rectangular in plan and houses entirely three-bedroom units. The eight-story is L-shaped in plan and houses a mix of studio, one-, two- and three-bedroom units, a laundry room, trash room, and janitor's closet. A central double-loaded corridor provides access to the units.
- At the second and third stories, the two wings of the eight-story building are separated by thirty-six feet, and an exterior courtyard at the second story extends partly underneath the structure above. A bridge at the third floor connects the corridors of the two wings.

GreenPoint Platinum rating targeted

*Architect: Leddy Maytum Stacy Architects
Owner: Tenderloin Neighborhood Dev. Corp. &
Mission Economic Development Agency*

Size: 156,250 sf

Construction cost: \$56 million

In construction

Rendering courtesy of LMS^A

TIPPING Projects

TRANSBAY'S RENE CAZENAVE APARTMENTS SAN FRANCISCO, CA



- Affordable housing project at the southeast corner of Folsom and Essex Streets.
- Co-developers BRIDGE Housing and Community Housing Partnership constructed 108 studios, twelve one-bedroom units, and 3,395 sq ft of retail space.
- Because the project serves the formerly homeless, the developers wished to create a building capable of sheltering tenants in place in the event of a major earthquake.
- To cost-efficiently meet this immediate-occupancy mandate, Tipping used performance-based design concepts in creating a post-tensioned concrete lateral system that limits the interstory drift to one percent and leaves essentially zero residual drift following an earthquake. This level of performance is quite rare for public projects serving disadvantaged populations.

*2016 COTE Top Ten Green Project
GreenPoint Rated 187, with one innovation point
awarded for Tipping's self-centering walls*

*Architect: Leddy Maytum Stacy Architects
Developer: BRIDGE Housing/CHP
Contractor: Cahill Contractors
Size: 75,000 gsf
Construction cost: \$27 million
Completed: 2014*

EXECUTED AS TIPPING MAR

TIPPING Projects

1180 FOURTH STREET SAN FRANCISCO, CA



- Prominently sited at the entrance to the burgeoning Mission Bay Area, this is a mixed-use development featuring ground-floor retail and parking with multiunit housing above with 134 dwelling units.
- A 75-foot-tall, six-story building — five stories of residential atop a tall, 23-foot-high commercial base.
- The very poor soils in this area required a deep foundation comprised of driven steel piles from 180 to 230 feet in length. These support a mild-reinforced structural slab.
- The second level of the superstructure consists of a post-tensioned podium slab over concrete shear walls with four to five levels of wood framing above.
- Owing to the cost of the deep piles, Tipping studied the foundation system to devise a scheme that both minimizes the number of piles and simplifies their anchorage to the ground-level slab.

Designed for GreenPoint Rated certification

Architect: Mithun | Solomon, with Kennerly Architects

Owner: Mercy Housing

Contractor: James E. Roberts-Obayashi Corp.

Size: 217,640 gsf

Construction cost: \$57.5 million

Completed: 2014

EXECUTED AS TIPPING MAR

TIPPING Projects

2001 MARKET STREET | 38 DOLORES SAN FRANCISCO, CA



©2014 BAR Architects™

- Mixed-use development incorporating housing, retail, and associated parking in SF's upper Market Street area.
- Eight-story building featuring 80 residential units, a Whole Foods Market occupying the ground floor, and a two-story below-grade parking garage for 125 cars.
- The infill project site has an unusual configuration and was designed to meet residential and commercial concerns in an urban neighborhood, with taller, denser development along the busy Market Street corridor and a lower smaller-scale development along the adjacent residential street.
- The structure was designed using concrete framing with thin-profile slabs that accommodate the complex geometry and programmatic requirements of the building, including transfer girders below grade to effectively integrate parking, and retail and residential space planning.

LEED Gold and SITES® certified

*Architect: William McDonough & Partners/
BAR Architects*

Developer: The Prado Group

Contractor: Webcor Builders

Size: 196,000 gsf

Construction cost: \$40 million

Completed: 2013

EXECUTED AS TIPPING MAR

TIPPING Green

A VIEW TOWARD SUSTAINABILITY GUIDES OUR ANALYSIS OF EVERY DESIGN PROBLEM AND IS AN ESSENTIAL PART OF EVERY SOLUTION.

Tipping take an expansive view at the early stages of structural design exploring collaboration and innovation with other disciplines and experts for efficiency, low cost and minimal environmental impact. TSE design to help reduce the carbon footprint of every structure by:

- designing efficient structural systems with minimal structural material quantities
- coupling its thermal properties with passive solar design
- detailing for longevity and adaptability
- protecting the building by designing for enhanced seismic performance
- assessing renovation and new build projects for opportunities to do more with less
- specifying low-cement concrete and high-recycled-content steel
- avoiding construction waste and reducing costs

TSE has made concerted efforts to research and analyze alternative, resource-efficient structural systems and materials to support innovation for the built environment. These have included:

- low-cement concrete
- mass timber
- resource-efficient wood framing
- self-centering, vertically post-tensioned shear walls and rocking frames
- new manufacturing processes and recycling of metals (structural steel, aluminum, rebar, etc.)
- high strength rebar
- structural insulated panels (SIPs)
- straw bale
- rammed earth
- bamboo

Tipping will continue making progress on projects with measured reductions, advocacy, and sharing of our knowledge and data to accelerate adoption of embodied carbon results for the broader movement. We are delighted to join the SE 2050 movement to grow and share our commitment to net zero.

TIPPING IS A RECOGNIZED LEADER

in sustainable design, sought after by architects and building owners who share the commitment to reduce the short- and long-term impact of building construction on the environment.

- 55 Excellence in Engineering Awards
- 1 Living Building
- 23 LEED Platinum projects
- 16 LEED Gold projects
- 6 projects with LEED innovation points from Tipping innovations
- 8 net-zero-energy buildings
- 9 AIA COTE Top Ten Green Projects

TIPPING SmallBiz

ALAMEDA COUNTY SMALL, LOCAL, EMERGING BUSINESS


Certification number: 09-00272

Active until 09/30/2021

STATE OF CALIFORNIA SMALL BUSINESS

Certification ID: 1035041

Active until 06/30/2022



ALAMEDA COUNTY
AUDITOR-CONTROLLER AGENCY
MELISSA WILK
AUDITOR-CONTROLLER/CLERK-RECORDER

September 16, 2021 Certification No. 09-00272

Tipping Structural Engineers
1906 Shattuck Avenue
Berkeley, CA 94704-1022

Attention: Marc Steyer

Congratulations on the successful completion of your recertification application for Alameda County's Small, Local, Emerging Business (SLEB) Program!

You have been recertified as a SMALL business for the period of October 01, 2021 through September 30, 2022 for the following NAICS code(s): 541330.

When permitted by law, the County's procurement policy is to solicit bids and proposals from certified SLEBs, and if none are available, then from local Alameda County firms. Other benefits of being a certified SLEB include:

1. Tipping Structural Engineers will be added as a certified supplier to Alameda County's Local Vendor Database.
2. SLEBs competing for County contracts over \$25,000 may be eligible to receive a 3% SLEB bid preference on qualified goods and services contracts and an additional 3% local preference (for a total 10% bid preference) when submitting sealed bids.
3. Non-SLEB certified firms are required to partner a minimum 20% with certified SLEBs for most goods and services contracts with the County.
4. As a certified SLEB, you may elect to receive e-mail information from the County about contracting opportunities and outreach/training events. You can register and select the type of messages you receive by visiting the County's main website at www.alameda.ca.gov and scroll down to the envelope icon at the bottom of the page for eSubscribe.

Alameda County reserves the right to reevaluate your company at any time during the certification period to determine if your firm continues to meet the County of Alameda and U.S. Small Business Administration size standards and definitions.


You are required to report any changes in your business. If you are named as a SLEB prime or sub-contractor in an Alameda County contract, you must maintain your SLEB certification status as active during the term of the contract. Please be advised that becoming decertified may impact any current contracts that you are participating in and future contracts that you may want to bid on. County contract terms may also require that you utilize the County's online web-based contract compliance application, Elaton Systems at www.elaton-systems.com. Failure to comply with the requirements stated in this letter could jeopardize your SLEB certification status and impact County contracting opportunities.

Tipping Structural Engineers will be notified 90, 60 and 30 days prior to the expiration of this certification. Please contact us to update any changes in your email address.

If you have any questions, please contact the SLEB Certification office at (510) 891-5500 or by e-mail at ALCSLEBCertification@acgov.org. Please refer to your certification number as it appears on this letter.

Thank you for your interest in the SLEB program and doing business with Alameda County!

Sincerely,



Josephine Quach
Office of Auditor-Controller, Principal Auditor

Office of the Auditor-Controller
1221 Oak St., Suite 249
Oakland, CA 94612
Tel: (510) 272-6565
Fax: (510) 272-6502

Central Collections Division
1221 Oak St., Suite 220
Oakland, CA 94612
Tel: (510) 208-9900
Fax: (510) 208-9932

Clerk-Recorder's Office, Main
1108 Madison St., 1st Floor
Oakland, CA 94607
Tel: (510) 272-6362
Fax: (510) 208-9838

Clerk-Recorder's Office, Tri-Valley
7600 Dublin Blvd.
Dublin, CA 94568
Tel: (510) 272-6362
Fax: (510) 208-9838

Printed on: 7/12/2021 11:39:43 AM
To verify most current certification status go to: <https://www.caleprocure.ca.gov>



Office of Small Business & DVBE Services

Certification ID: 1035041

Legal Business Name:
TIPPING STRUCTURAL ENGINEERS

Doing Business As (DBA) Name 1:

Doing Business As (DBA) Name 2:

Address:
1906 SHATTUCK AVENUE
BERKELEY
CA 94704

Email Address:
g.phelen@tippingstructural.com

Business Web Page:
www.tippingstructural.com

Business Phone Number:
510 540-1906

Business Fax Number:

Business Types:
Service

| Certification Type | Status | From | To |
|--------------------|----------|------------|------------|
| SB | Approved | 06/23/2020 | 06/30/2022 |

Stay informed! KEEP YOUR CERTIFICATION PROFILE UPDATED!

-LOG IN at CaleProcure.CA.GOV

Questions?
Email: OSDSHELP@DGS.CA.GOV
Call OSDS Main Number: 916-375-4940
707 3rd Street, 1-400, West Sacramento, CA 95605

Company Brochures / Lotus Water / Civil Engineer

Alternative Water + Reuse Strategy

We know what works.

The combination of Lotus' experience with site civil design, infrastructure technical analysis, and advanced regulatory policy at this scale establish Lotus as a local expert in developing efficient, resilient, and cost-effective urban infill solutions. Lotus staff have been developing alternative water systems for over a decade and have the unique experience of assisting the San Francisco Public Utilities Commission (SFPUC) in the development of non-potable reuse policy documents and calculator tools.

TYPES OF ALTERNATIVE WATER SOURCES PRODUCED IN BUILDINGS

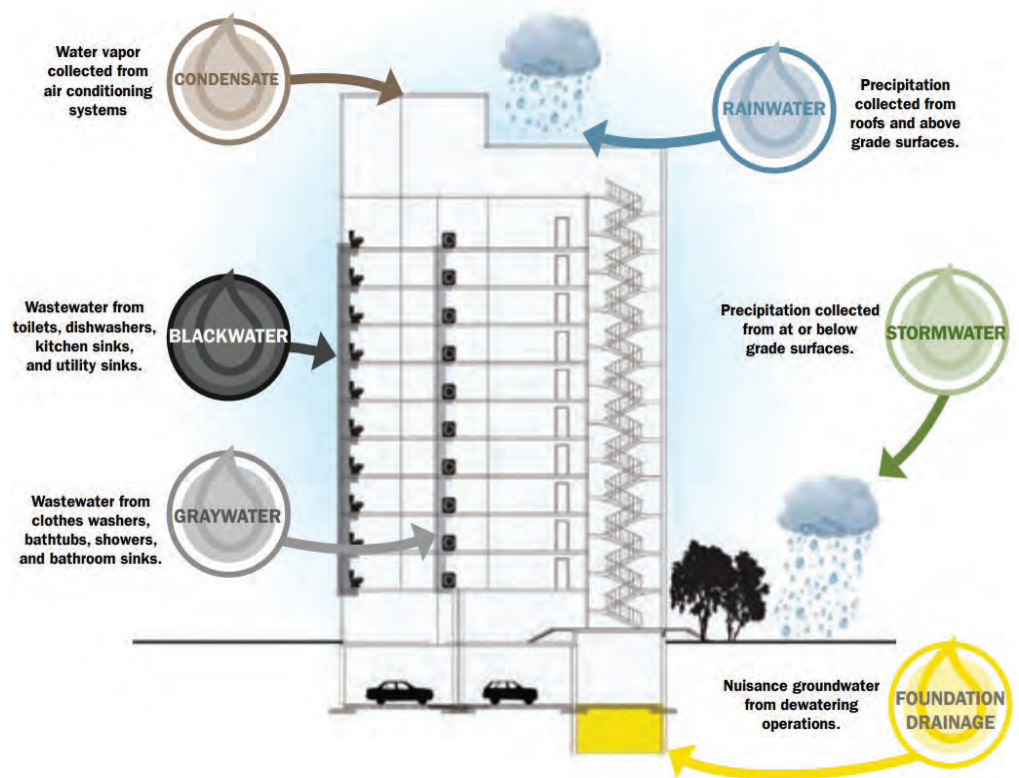


image credit: SFPUC

CIVIC CENTER SUSTAINABLE UTILITIES DISTRICT / campus-wide 'One Water' approach to utility planning and resource management

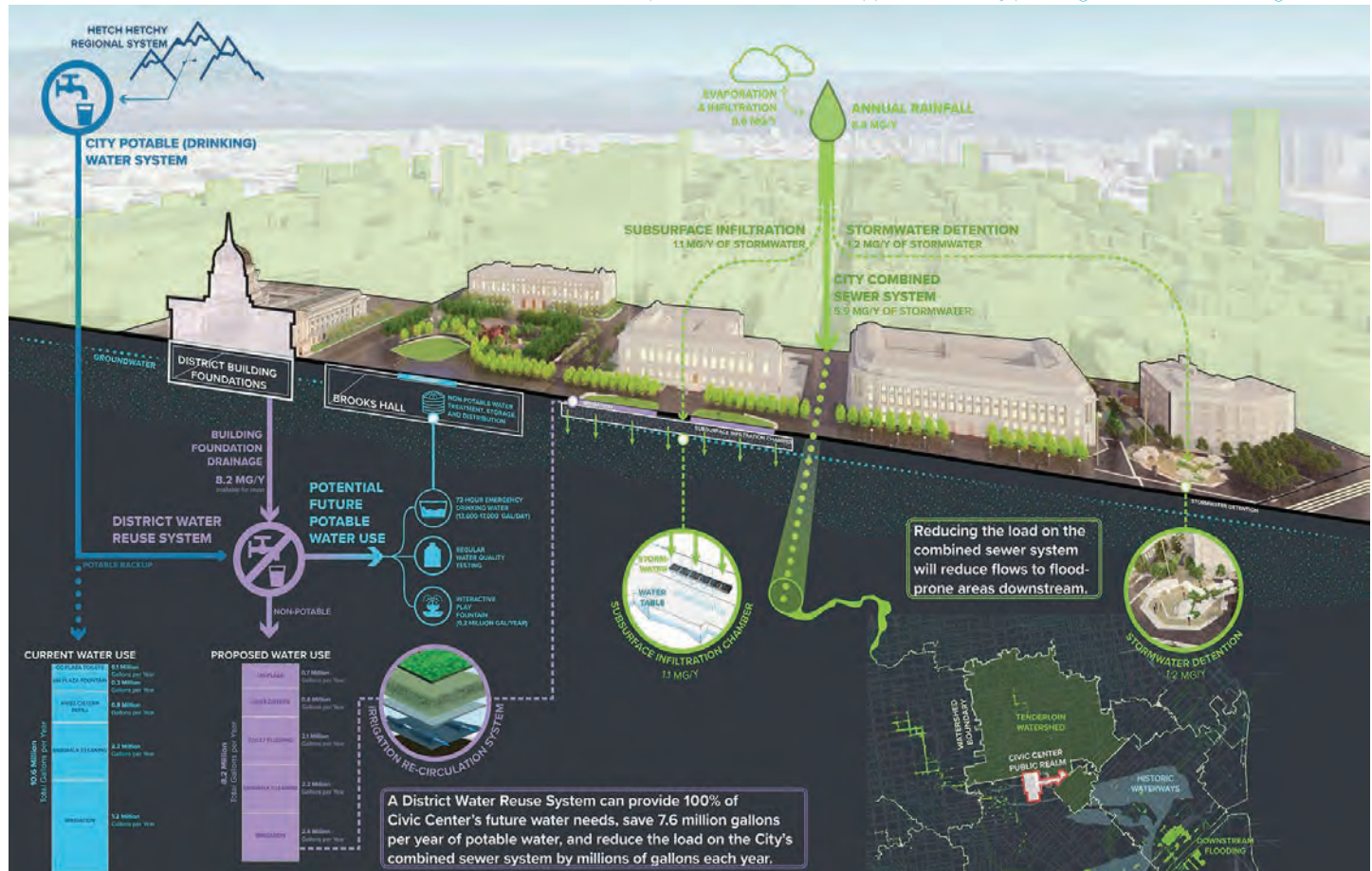


image credit: CMV & Lotus

Alternative Water + Reuse Strategy

Opportunities to optimize space. Large multi-family residential projects, such as the North Berkeley BART TOD project, present unique opportunities for sustainable and cost-effective infrastructure that can achieve stormwater compliance, potable water demand reduction, thermal energy recovery, and sewer discharge reduction within the same onsite system. The scale of the BART TOD project may even allow for an export of non-potable water to be used to irrigate the adjacent park and/or fill street sweeping trucks.

Quantifiable savings with smarter resource management. Lotus is currently leading the analysis and planning of a water reuse system for the **598 Brannan Street** project, a new corporate campus in the SOMA neighborhood of San Francisco. The system will reuse graywater and rainwater for toilet flushing, cooling, and irrigation to comply with the San Francisco Non-Potable Ordinance while also satisfying part of SFPUC's Stormwater Management Ordinance requirements. It is projected to save over one million gallons of potable water each year. As an example of a local built affordable housing project, the 67-unit **Bill Sorro Community** development in San Francisco annually offsets approximately 45,000 gallons of potable water by collecting rainwater and reusing it for toilet flushing.

BILL SORRO COMMUNITY @ 200 SIXTH STREET, SF



image credit: Bruce Damonte



598 BRANNAN STREET CENTRALIZED REUSE STRATEGY

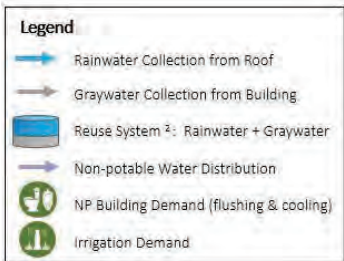
A single centralized water reuse system for the entire site that collects all rainwater and graywater for storage, treatment, and use.

- Collection of sources from all buildings is centralized in a single storage facility (located in Building 1&2)
- A single treatment and distribution system (located in Building 1&2) supplies non-potable water to all buildings for use

Total rainwater cistern volume: 64,000 gallons

Total required non-potable demand met ¹: 98%

| Reuse System | Rainwater Storage Volume (gal) | Graywater Supply (gpd) | Rainy Season Daily Non-Potable Demand (gpd) | |
|--------------------|--------------------------------|------------------------|---|------------|
| | | | Typical (Nov-Mar) | Peak (Oct) |
| Centralized System | 64,000 | 3,250 | 15,700 | 20,200 |



Notes:

- Required non-potable demand is the demand (toilet/urinal flushing and irrigation) required by the NPO to be met with alternative water sources.
- Reuse System represents all of the equipment necessary for a non-potable water reuse system (including raw water storage and/or collection tank(s), filtration/disinfection treatment components, control system, treated water holding tank, potable water make-up connection, and distribution pumps).

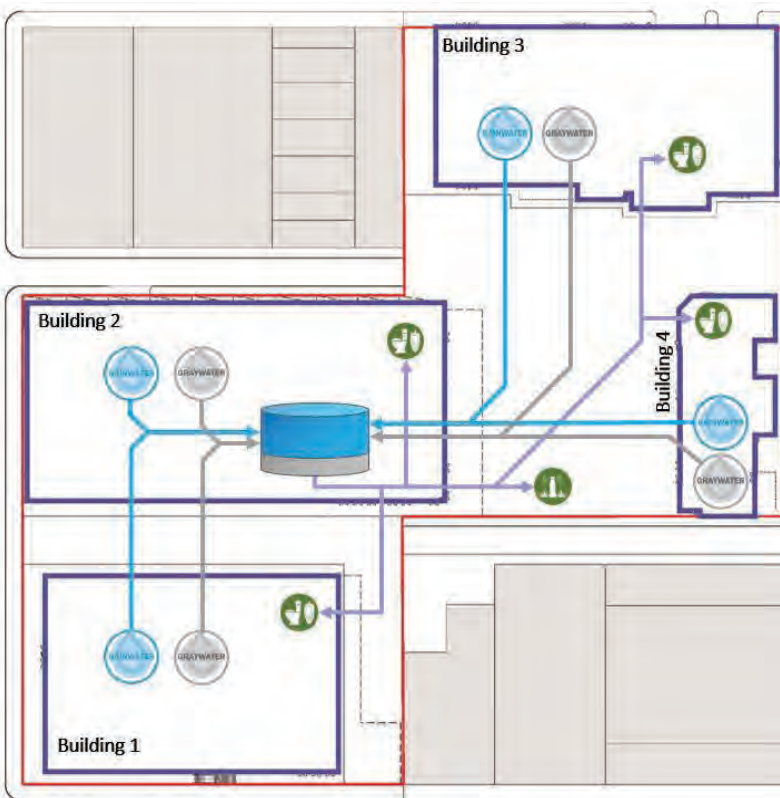


image credit: Lotus

