

# HEARTWOOD COMMONS

## Development Proposal

### Bank of America Merrill Lynch Low-Income Housing Challenge 2016

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## executive summary

MISSION .....	2
PROJECT OVERVIEW .....	3
PROJECT HIGHLIGHTS .....	4

## project context

THE WEST OAKLAND MARKET .....	7
NEIGHBORHOOD PROFILE .....	8
EXISTING HOUSING IN WEST OAKLAND .....	8
CURRENT HOUSEHOLD DEMOGRAPHICS .....	10

## the arts

OAKLAND ARTS LANDSCAPE .....	13
ARTIST POPULATION & HOUSING NEEDS .....	13
AFFORDABLE ARTIST PROJECT PRECEDENTS .....	14
THE ARTS AT HEARTWOOD COMMONS .....	17
QUALIFYING AS AN ARTIST RESIDENT .....	17

## the site

CURRENT USE .....	19
SURROUNDING USES .....	19
SITE CONTROL & LAND VALUE .....	20

## entitlements

SUMMARY .....	22
VESTING TENTATIVE PARCEL MAP .....	22
CONDITIONS OF APPROVAL .....	22
ZONING & PERMITTED USES .....	22
VARIANCES .....	23
CEQA REVIEW .....	23
LONG TERM AFFORDABILITY OF PARCELS .....	23

## design concept

SUMMARY .....	25
NORTHERN MULTIFAMILY APARTMENTS .....	26
SOUTHERN FAMILY CONDOMINIUMS .....	29
ARTS SPACE .....	30
COMMUNITY SPACE DESIGN & USE .....	31
SITE DESIGN .....	32

## community & resident services

COMMUNITY ENGAGEMENT .....	36
RESIDENT SERVICES .....	36
ARTS PROGRAMMING .....	37

## financing structure

SUMMARY .....	40
MULTIFAMILY RENTAL .....	40
USES - RESIDENTIAL .....	40
USES - COMMUNITY ARTS SPACE .....	40
CONSTRUCTION SOURCES .....	41
PERMANENT SOURCES .....	44
OPERATING .....	45
TOWNHOME OWNERSHIP .....	45
USES .....	45
CONSTRUCTION SOURCES .....	46
PERMANENT SOURCES .....	47
HOMEBUYER MORTGAGE SUBSIDY SOURCES .....	48
DEED RESTRICTION .....	50
ALTERNATIVE DEVELOPMENT SCENARIO .....	50

## development timeline

DEVELOPMENT TIMELINE .....	52
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## appendices

APPENDICES .....	54
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# executive summary



DEVELOPER

# Mission

In response to rampantly escalating home prices and rental rates that are sweeping the Bay Area, CalBUILD has partnered with Resources for Community Development (RCD), a well-established affordable housing developer, to bring HEARTWOOD COMMONS, a 145-unit development including 120 new affordable rental and 25 for-sale units, to West Oakland. The project is designed to serve large-family households while also meeting the needs of Oakland's creative class, which has struggled to retain affordable housing and workspace in the current market, by providing 15 dedicated artist live/work lofts and over 11,000 sq. ft. of programed community art space. The site is conveniently located just one mile from the West Oakland BART station providing regional connections, a mere 6 minutes away from the heart of Downtown Oakland and only 7 minutes from Downtown San Francisco.

The site is a top three priority redevelopment site for the City of Oakland. CalBUILD's HEARTWOOD COMMONS proposal is directly in line with the City's intent to release a request for proposals (RFP) for development of the site within the next six months given that the rest of the Wood Street Development Area is either completed, under construction, or has received approvals from the Planning Commission.

HEARTWOOD COMMONS will:

1. Expand upon, improve and stabilize the range of available affordable housing opportunities in a historically underserved community in the Bay Area, including rental and ownership.
2. Provide homeownership and equity-building opportunities for residents of West Oakland, including first time homebuyers and artists.
3. Develop, foster and enrich the multicultural diversity of West Oakland by expanding flexible community space for artists and residents.
4. Create a safe, physically attractive and environmentally sustainable community that connects residents to outdoor spaces.
5. Support the activation of 16th Street Train Station as a centerpiece for the redevelopment of West Oakland.



# Project Overview



LOCATION 1800 Wood Street

SITE AGREAGE 3.12 acres

TARGET POPULATION Low- and moderate-income families and artists, earning 30% to 120% AMI

## HOUSING

120 Affordable Multifamily Rental Units  
(targeting 30%-60% AMI)

37 1-bedroom units  
40 2-bedroom units  
43 3-bedroom units  
1 Manager's unit  
(Includes 15 1- and 2-BR Artist Live/Work Units)

25 Affordable For-Sale Townhomes  
(targeting 75%-110% AMI)

11 2-bedroom townhomes  
14 3-bedroom townhomes

## ARTS SPACE

5,100 sf of outdoor resident arts space 5,660  
sf of indoor community arts space

Managed & programmed by a partnership  
of experienced community arts nonprofits

## OUTDOOR SPACE

Multifamily Rental: 10,000 sf of shared  
outdoor landscaped podium space

Townhome Ownership: 7,000 sf of  
communal landscaped courtyard, plus  
660 sf of private yard space

## FUNDING

4% Low Income Housing Tax Credits (LIHTC)  
California's Affordable Housing and Sustainable Communities Program (AHSC)  
Federal Home Loan Bank's Affordable Housing Program (AHP)  
Alameda County Boomerang Funds  
City of Oakland  
Northern California Community Loan Fund (NCCLF) Loan  
Bay Area LISC Loan

# Project Highlights

## Substantially Entitled & Contemplated by City of Oakland

HEARTWOOD COMMONS is located in the Wood Street Zoning District (WSZD), a comprehensive plan approved by the City Council in June 2005 for mixed-use development of underutilized vacant land around the historic 16th Street Train Station between Wood Street and the Frontage Road and between 18th Street and 20th Street<sup>1</sup>. The WSZD includes 29 acres of land that have been divided into 8 development areas; HEARTWOOD COMMONS is proposed on Development Area 7 - a parcel that was purchased by the Redevelopment Agency of the City of Oakland in 2007 with the specific intent of building affordable housing. The vacant parcel of land is already entitled, under Vesting Tentative Parcel Map 8555 Parcel 1, for up to 170 units.

## Strategically Located, Vacant, and Underutilized

HEARTWOOD COMMONS proposed location at Development Area 7 is considered an “Opportunity Site” under the governing West Oakland Specific Plan, which describes such parcels as, “strategically located, and are vacant, underutilized, blighted, and are not developed to the intensity allowed by current zoning. Development of these sites has been historically challenging, yet their strategic location affords them the potential to assist in revitalizing the areas surrounding them.”<sup>2</sup> Development Area 7 is a priority development site for the City of Oakland and the City intends to issue an RFP for the site in 2016. CalBUILD is motivated to bring HEARTWOOD COMMONS, a high-quality affordable housing and creative community space to the Wood Street neighborhood, and to capitalize on the momentum of the recently refurbished and well-used Raimondi Park (located across from the project site), the 300+ units of recently constructed units of housing on surrounding parcels, and the planned redevelopment of the historic 16th Street Train Station.

## Responsive to Changing Neighborhood Dynamics

CalBUILD has selected 1800 Wood Street for the development of HEARTWOOD COMMONS, in part because the site is fully entitled, but also in response to gentrification and displacement that has occurred in this historic area which has seen an influx of investment and development over the last five years. UC Berkeley’s Urban Displacement Project recently published research designating the Wood Street neighborhood as experiencing “advanced gentrification,”<sup>3</sup> a designation partly based on a high volume of market-rate development and lack of income-restricted product<sup>4</sup>. According to a survey conducted last year by the Mayor’s Artist Housing and Workspace Task Force, more artists are being displaced from West Oakland than from any other part of the city, challenged by the cost of real estate. CalBUILD’s proposal for HEARTWOOD COMMONS preserves affordability in a neighborhood vulnerable to further gentrification and displacement by creating permanently affordable rental and homeownership units.<sup>5</sup>

<sup>1</sup> Broadly, the goal of WSZD is to, “create an active, pedestrian oriented urban community that addresses the demand for high quality residential units in the urban neighborhoods of downtown Oakland.” Wood Street Zoning District pg. 4

<sup>2</sup> West Oakland Specific Plan pg. 11

<sup>3</sup> <http://www.urbandisplacement.org/map>

<sup>4</sup> Of the 743 market-rate units either developed or development-pipeline units in WSZD, only 99 are income-restricted, a mere 13% of total production volume.

## Supportive of Community Needs

CalBUILD will work with partners to provide five distinct categories of services to our residents, including:

- First-Time Homebuyer Support/Counseling through HUD-approved, Oakland-based NID Housing Counseling Agency.
- Workforce Development in the form of youth employment training during the summer with Attitudinal Healing Connection, as well as a state-of-the-art computer lab that will be used to provide residents and members of the surrounding community with workforce development and job training.
- Arts Programming via the 10,760 sq. ft. of indoor and outdoor arts space located in the multifamily apartment complex including affordable after school arts classes, cultural events and opportunities to exhibit or perform work, programmed and managed by Attitudinal Healing Connection and Destiny Arts Center.
- Leadership Training through Attitudinal Healing Connection's Good Neighbor Program, an initiative conceived in partnership with the Oakland Housing Authority, that develops leadership amongst residents to build community and positive neighborhoods.
- Resident Services through Project Access, an organization operating over 60 resident service hubs throughout the state of California, that will provide a comprehensive variety of programs and services to address the needs of the residents of HEARTWOOD COMMONS including health education, exercise classes, school readiness for preschool age children, employment readiness and job search assistance, and transportation assistance for seniors.

CalBUILD has also garnered support from key community groups that are based and/or working in the West Oakland neighborhood, including community arts nonprofits (Attitudinal Healing Connection, Destiny Arts Center, Prescott-Joseph Center for Community Enhancement, The Crucible), as well as the Mayor's Artist Housing and Workspace Task Force.

## Feasible Financing

The project utilizes several available sources of debt and equity to finance the development of our mixed-use, mixed-income project. The community arts ground-floor space will ultimately serve a primarily low-income population, thus the cost of its construction is included in our tax credit basis. No revenues from residential rents or home sales are used to subsidize non-residential operations. Subsidies are creatively layered such that all units are priced below market rate to serve extremely low- to moderate-income households.

### Rental

Permanent Sources	Total Amount
4% Federal Tax Credit Equity	\$18,028,282
AHSC Loan	\$15,996,936
AHSC HRI Grant	\$1,900,000
AHSC STI Grant	\$570,000
Federal Home Loan Bank AHP	\$1,270,500
City of Oakland	\$3,410,313
Alameda County	\$1,000,000
Long Term Tax-Exempt Bonds	\$7,469,605
City Donated Land	\$6,500,000
Developer Contributed Equity	\$750,000
<b>Total Permanent Sources</b>	<b>\$56,895,636</b>

Uses	Total Cost
Land	\$6,500,000
Predevelopment	\$1,971,791
Construction - Soft Costs	\$6,548,243
Construction - Hard Costs	\$37,593,500
Other (Financing and Reserves)	\$2,882,103
Developer Fee	\$1,400,000
<b>Total Cost</b>	<b>\$56,895,636</b>

### Homeownership

Permanent Sources	Total Funds
FHLB AHP Homeownership Grant	\$195,000
City of Oakland- NOFA Grant	\$2,905,950
Sale of Townhomes	\$8,031,842
<b>Total Permanent Sources</b>	<b>\$11,132,792</b>

Uses	Total Cost
Land	\$1
Construction- Soft Costs	\$1,344,125
Construction- Hard Costs	\$8,044,196
Sales Costs	\$815,848
Sales Period HOA Dues	\$39,123
Sales Period Interest	\$568,227
Sales Commissions	\$321,274
<b>Total Cost</b>	<b>\$11,132,792</b>

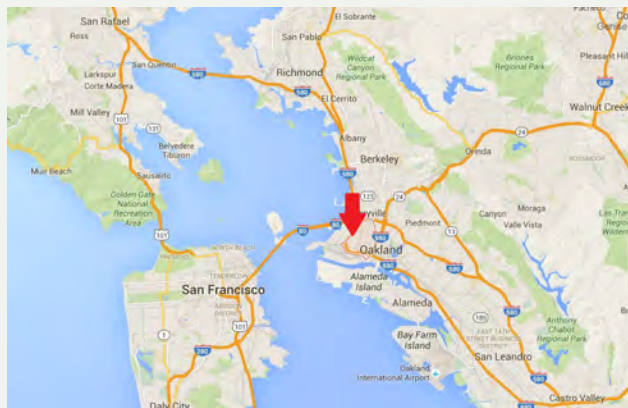
# project context



DEVELOPER

# The West Oakland Market

“It was the best of times, it was the worst of times.”  
Charles Dickens, A Tale of Two Cities

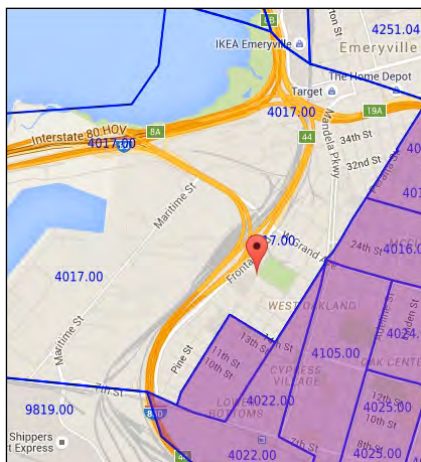


West Oakland, the neighborhood of **HEARTWOOD COMMONS**, offers a glance into the Bay Area’s broader housing crisis as growing investment in the area threatens to displace many of the area’s long-standing residents. As San Francisco continues its trend of becoming prohibitively expensive for residents and businesses alike, Oakland has become an increasingly attractive alternative for outside investment and a likely next stop for the tech boom sweeping the Bay<sup>1</sup>. This trend has quickly, and dramatically, impacted Oakland housing prices; a recent REIS report finds that the median market-rate rent in Oakland is now \$3,037<sup>2</sup>. Yet, despite the ever-escalating rents and the looming pressure posed by the tech boom in San Francisco, a closer look shows that Oakland is a city that simultaneously struggles with persistent poverty, poor housing conditions, and low high school and college graduation rates. This is the tale of two cities within one: Oakland, the current and future home of companies such as Pandora, Uber, and AECOM, is also a city in which 68% of all renters are at extremely low-, very low- and low-income levels and 69% of all owners are at moderate- or above moderate-income levels<sup>3</sup>. West Oakland is not immune to these broader market changes in the City, and has started to undergo a significant transformation. Driven by its relative affordability and proximity to San Francisco, the area is starting to experience a wave of development targeting more affluent households. Thus, as further market analysis will demonstrate, **HEARTWOOD COMMONS** is an important and timely project in West Oakland, that will bring crucial affordable housing units to this community.

West Oakland is a historic working class community influenced by its proximity to the Port of Oakland, heavy industrial spaces, and rail yards that is increasingly losing its working class roots . In the later part of the 20th century, it evolved into a focal point of Oakland’s African-American community, serving as the center of jazz in the Bay Area during the 1950s and 1960s, birthplace of the Black Panthers, and site of the first African-American union in the nation. As mentioned, it is also a community that suffered through decades of disinvestment, economic recession, and intense industrial usages. While the City of Oakland has long sought to revitalize and reinvest, the neighborhood now faces the arduous challenge of balancing its objective to create a thriving, attractive community and maintain its commitment to preserve West Oakland’s ethnic and economic diversity. **HEARTWOOD COMMONS** achieves both goals, by providing innovative, quality housing that meets the needs of West Oakland’s lowest income residents.

1 A recent Bloomberg Businessweek article details Oakland’s susceptibility to the tech boom across the Bay: Why Uber and Other Tech Companies are Spreading Across the Bay to Oakland, September 23, 2015  
2 REIS, Oakland Metro East Bay Q4 2015  
3 Oakland’s 2015-2021 Housing Element

## Existing Housing in West Oakland



To best understand and respond to the target-demographic that will be served by HEARTWOOD COMMONS, Census Tract 4017 (CT 4017) is used as a benchmark for the neighborhood. However, as demonstrated in the below image, CT 4017 incorporates a significant portion of currently vacant, industrial land. Thus, where appropriate, market data from the neighboring CT 4022, which is densely populated with low- and very-low income residents, is also used to study this area. Unless otherwise stated, data is culled from the American Community Survey (ACS) 2010-2014 five-year estimates.

There is a significant need for newer, high-quality affordable housing units in the West Oakland. Over 60% of the 7,000 households that presently reside in West Oakland report low- to extremely-low incomes. Many of these households live in old, poorly maintained housing units. The median age of the current housing stock in West Oakland is 60 years. Since 2010, zero units of housing have come online in Census Tract 4017<sup>1</sup>. Thus, now is the time to develop quality, affordable housing in this community to complete the vision of creating a walkable, healthy, and vibrant Wood Street neighborhood in West Oakland.

Per Oakland's 2015-2023 Housing Element, there are approximately 5,507 privately-owned, publicly subsidized affordable units in the City of Oakland. Of this total, 2,645 units are designated for families<sup>2</sup>. In addition to this private stock of income-restricted units, the Oakland Housing Authority maintains another 1,605 affordable units, 915 of which are allocated to large families. Beyond operating these public housing units, the Oakland Housing Authority has also provided Housing Choice Vouchers to 13,565 households through the tenant- and project-based Section 8 programs as of 2014. Over a seven year period, OHA awarded 1,497 project-based Section 8 vouchers, 1,093 of which are under contract.

Despite this volume of public and private income-restricted housing, low-income Oakland families still struggle to find housing, even for households already receiving Housing Choice Vouchers. According to a recent article, while the Oakland Housing Authority allocated 609 vouchers to qualifying families in 2015, only 19% of these households had successfully found housing<sup>3</sup>. The waiting list for Section 8 is currently closed, and there is generally more demand for Section 8 Vouchers than there is space on the waiting list.

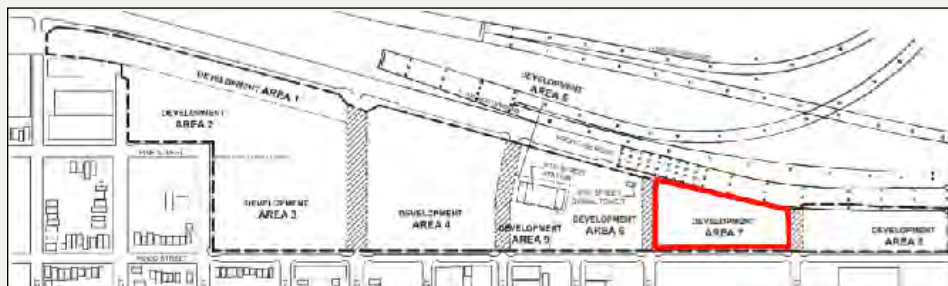
Given a lack of sufficient supply of affordable housing, in particular for large families, renters in Oakland are likely to live in overcrowded units. Oakland's 2015 Housing Element states that approximately 12% of the City's households lived in overcrowded units in 2010. Given that the majority of residents in CT 4017 and 4022 are renters (56.9% and 67.8%, respectively), the issue of overcrowding is one of particular importance to West Oakland residents.

Overall, West Oakland is comprised of 73% renters and only 27% owners. Compared to the San Francisco-Oakland-Hayward metro area as a whole, which has 47% renters and 53% owners, it is clear that West Oakland lacks affordable homeownership opportunities.<sup>4</sup> The City of Oakland is aware of this trend and, accordingly, has expressed desire to create affordable ownership opportunities in a neighborhood that has historically been excluded from wealth building opportunities and homeownership. In response, CalBUILD's **HEARTWOOD COMMONS** proposal will also include 25 units of affordable for-sale townhomes.

4 ACS 2010-2015 Five Year Estimates - DP04

## The Wood Street Zoning District

In 2005, the City of Oakland created guidelines for development within the Wood Street Zoning District (WSZD), the location of **HEARTWOOD COMMONS**, that allows for up to 1,500 new residential units in the Wood Street neighborhood, divided among 8 Development Areas (**HEARTWOOD COMMONS** is proposed on Development Area 7, marked in red.)

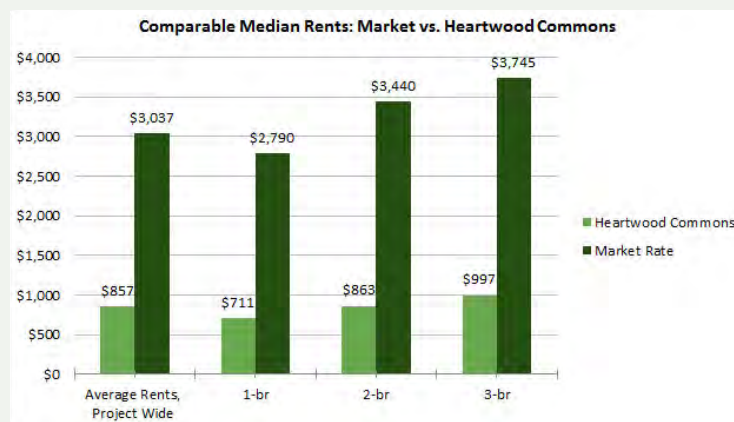


Currently, only 99 of the 743 residential units that have been developed or are in the development pipeline within the WSZD are income restricted, a mere 13% of the total supply. Within a broader, three-mile radius of our development site, there are currently over 8,400 housing units in the development pipeline; however, only 375 of those units ( $\leq 5\%$ ) will be income restricted. Thus, **HEARTWOOD COMMONS** is an important additional to the planned development in the WSZD, that will bring much needed affordable rental and homeownership to this developing neighborhood.

## Market Rent Comparables

**HEARTWOOD COMMONS** delivers rental and homeownership units to West Oakland at rates far below market rents. As a benchmark, current market rents in the surrounding area for new construction developments such as Bridge Court Apartments and Icon at Park, which are only a mile away from our development site, are currently priced at \$3,600 for two bedroom units. This price point is certainly unaffordable to the average West Oakland resident, whose median household income is only \$47,851.

Therefore, households earning the median income in West Oakland would need to spend upwards of 90% of their income to pay the prevailing market rents for two-bedroom units in the area. Unless meaningful efforts are undertaken to address the lack of affordable housing, many of these households will be uprooted from their community.



Source: Realtor.com

Therefore, households earning the median income in West Oakland would need to spend upwards of 90% of their income to pay the prevailing market rents for two-bedroom units in the area. Unless meaningful efforts are undertaken to address the lack of affordable housing, many of these households will be uprooted from their community.

Therefore, CalBUILD seeks to address the pressing need for affordable housing and to help the City of Oakland fulfill its commitment to preserve ethnic and economic diversity in West Oakland. HEARTWOOD COMMONS will bring 120, 100% affordable rental units, primarily targeting low- and extremely-low income households, to West Oakland. Rents for our two-bedroom units will average only \$863, which amounts to only 25% of prevailing market rents and roughly 20% of the median household income. Our unit mix was also designed in consideration of the composition of local households. Given that 33% of local households identify as single person tenants, while over 50% report as small families with children, our unit mix will consist of 37 one-bedroom, 40 two-bedroom, and 43 three-bedroom units.

### Market Ownership Comparables

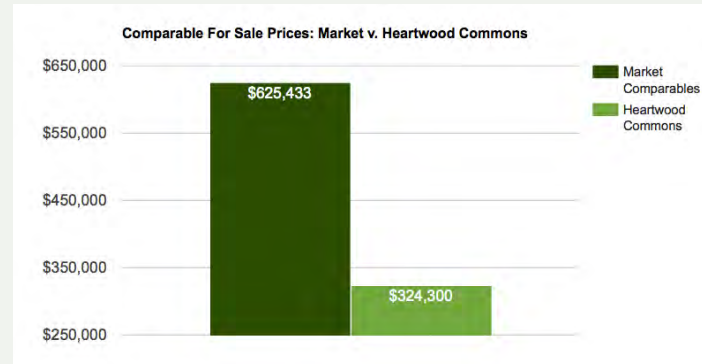
HEARTWOOD COMMONS will also bring 25 new affordable townhomes to the West Oakland and anticipates that demand for these units will be high, given the lack of availability of low- to moderately-price ownership units in this area. Renters make up the bulk of the population in CT 4017 at 56.9%, signaling the need for ownership opportunities priced at affordable rates. The current value of owner-occupies units in CT 4017 is \$351,500, yet the average price of for-sale comparables currently on the market is \$625,433. HEARTWOOD COMMONS will bring high-quality homeownership opportunities to West Oakland for far less than the current market supply.



3303 Magnolia St. Oakland - \$638,000



555 10th St. Oakland - \$599,000



Source: Realtor.com

Street Address	City	Bedrooms	Bath(s)	Sq. Ft.	Asking Price	Distance from Wood Ec.
1555 32nd St, Apt 4	Oakland	3	3	1,450	\$529,000	0.7
3303 Magnolia St	Oakland	2	2	1,350	\$638,000	1.3
3037 West Street	Oakland	3	2	1,025	\$599,900	1.6
555 10th St, Apt 409	Oakland	2	2	1,027	\$599,000	1.7
438 W Grand Ave, Apt 405	Oakland	3	3	2,178	\$939,000	1.8
3327 West St	Oakland	3	2	1,200	\$475,000	1.8
3329 West St	Oakland	2	2	1,200	\$475,000	1.8
1555 Brunswick Ln, Unit 37	Emeryville	2	1	1,185	\$675,000	2
311 Oak St, Apt 332	Oakland	2	2	1,510	\$699,000	2.7

Source: Realtor.com

There are approximately 1,322 households in CT 4017. The average family size in CT 4017 is 3.36, while CT 4022 reports an average family size of 3.94.<sup>1</sup> Interestingly, Oakland's 2015-2022 Housing Element notes a decline in household size between 2000 and 2010, and suggests that this trend might be the result of a limited range of housing stock for larger families. HEARTWOOD COMMONS features 43, 3-bedroom units, representing 36% of the total multifamily units, which are targeted to meet the needs of the above average family size in Census Tracts 4017 and 4022 and also comports with the City of Oakland's emphasis on development of large-family units per its NOFA.

### Educational Attainment, Employment and Income

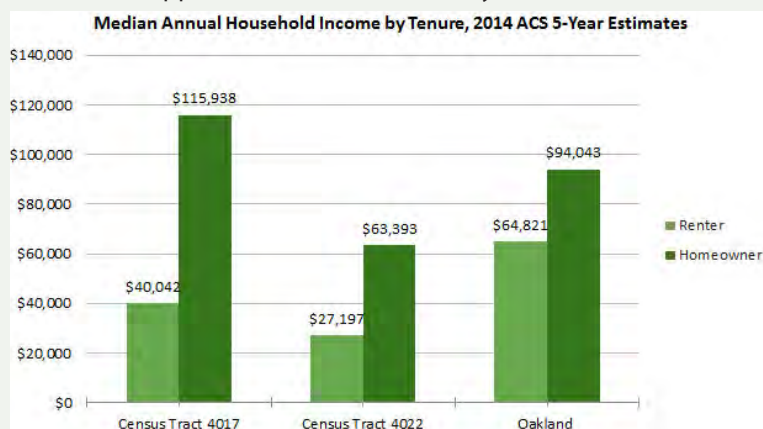
Overall, residents of Census Tract 4017 demonstrate relatively high educational attainment and employment rates based on City averages, yet have a median income of only \$32,139, far below the City average of \$61,563.<sup>2</sup>

<sup>1</sup> ACS 2010-2015 Five Year Estimates - S1101

<sup>2</sup> ACS 2010-2015 Five Year Estimates - B25119

## Current Household Demographics

This data suggests that the target residents of HEARTWOOD COMMONS are working-class singles and families who have obtained some post-high school education. This information is useful to CalBUILD's efforts to plan meaningful resident services that will ensure our community members receive the support and amenities that they need to thrive.



Source: 2010-2014 ACS 5 Year Estimates

Approximately 28% of residents in Census Tract 4017 have received some college education, while 43% have a Bachelor's degree or higher. However, an estimated 17% of residents lack a high school diploma, a rate approximately 10% higher than that of the City overall. A disproportionately low number of residents in the neighborhood have attained graduate or professional degrees compared to the City.<sup>1</sup>

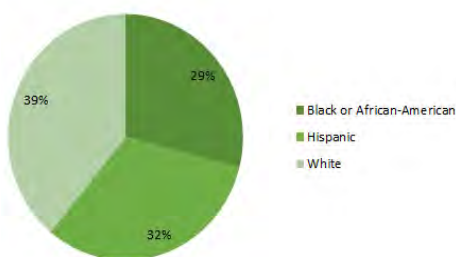
Approximately 77.4% of residents living in CT 4017 are employed either part- or full-time, with over 63.5% of residents working 35 or more hours per week. The employment industries most represented by those living in CT 4017 include educational services, health care, social work, professional administrative services, and construction. Artists make up 8.5% of the working population CT 4017. According to the Bureau of Labor Statistics, fine artists (including painters, sculptors, and illustrators) in the Oakland-Hayward-Berkeley metropolitan area had a median annual wage of \$58,060 in 2015.<sup>2</sup> For an artist earning this income, an affordable rent should not exceed \$1,569.

Median annual income data illustrates that homeowners in CT 4017 earn more than twice as much as renters - \$115,938 annual median income as compared to \$40,042 annual median income. This is likely due to the two market rate developments in the Wood Street development area, Pacific Cannery Lofts and Zephyr Gate Townhomes, which came online during and immediately after the Great Recession. Neighboring CT 4022 owners earn only \$63,393 annual median income.<sup>3</sup> The stark contrast not only between owner median income and renter median income in CT 4017, but also the comparison of owner median income between neighboring census tracts, demonstrates the pressing need for affordable homeownership units in the Wood Street development area that are accessible to current residents.

## Racial and Ethnic Composition

West Oakland remains a diverse community, but features a disproportionate number of Black or African Americans who make up over 43% of residents. The Hispanic community makes up over 28% of the residents of our census tract.<sup>4</sup>

Racial Composition of Resident Population, 2014 5-Year ACS Estimates



1 ACS 2010-2015 Five Year Estimates -

2 BLS - May 2015 Occupational Employment and Wage Estimates, Oakland-Hayward-Berkeley Metropolitan Area. [http://www.bls.gov/oes/current/oes\\_36084.htm#\(8\)](http://www.bls.gov/oes/current/oes_36084.htm#(8))

3 ACS 2010-2015 Five Year Estimates - B25119

4 ACS 2010-2015 Five Year Estimates -

# the arts



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# Oakland Arts Landscape

## Artist Population & Housing Needs

West Oakland is currently home to a vibrant artist community, with a number of industrial artist studios within blocks of HEARTWOOD COMMONS and a major nonprofit industrial arts education facility located just over one mile away. However, West Oakland and Oakland as a whole is currently at risk of losing its artistic soul, despite being a long time bastion of creative spirit and artist communities<sup>1</sup>. Oakland has deep artistic roots that can be traced to mid-20th century, when it was the Jazz Capital of the Bay Area and a lively destination for theatre arts, but there is a growing concern that as the Bay Area and Oakland markets heat up, artists are especially susceptible to being priced out of their homes and workspaces.

In 2015, City of Oakland Mayor Libby Schaaf appointed a task force to research artist housing and workspace needs. This task force conducted a survey of Oakland artists and received more than nine hundred responses. The majority of survey respondents stated that workspace and housing costs are the biggest challenges to being an artist in Oakland, and approximately half of the respondents said they are paying month-to-month or year-to-year for housing and workspace, rendering them vulnerable to displacement. Without commercial rent control or other protections, the affordability of arts workspace is particularly at risk. Nearly a quarter of respondents reported having been displaced in the last year from their housing, workspace, or both in the last year, or expressed concern about being displaced in the coming two years.

As a result, 34% of survey respondents stated that they are currently considering moving out of the City; 24% are contemplating leaving the Bay Area entirely. CalBUILD's proposal to create more permanently affordable housing and arts space can help ensure that Oakland—and the Bay Area more broadly—remains a culturally vibrant place where artists can live, work, and thrive alongside longtime Oakland residents also served by an increase in deed-restricted affordable housing supply.

Given the high concentration of artists in Oakland and the decreasing supply of affordable, legal live/work space throughout the Bay Area region, the demand for artist housing and working space is heightened in the local market. Affordable live/work space was frequently cited as a need by individual artist respondents to the survey issued by the Mayor's Housing and Workspace Task Force in November 2015. Over 50 respondents reported having been recently displaced from their live/work units, primarily due to large rent increases. Some survey respondents also cited challenges finding affordable space large enough to accommodate raising a family while maintaining their artistic practice. This data demonstrates that there is a need for affordable living and working space for artists in Oakland.

<sup>1</sup> "Will Oakland Lose Its Creative Soul?", East Bay Express, February 17, 2016

# Affordable Artist Project Precedents

## *The Tannery, Santa Cruz*

Under Treas. Reg. §1.42-9(b), if a residential unit is provided only for a member of a social organization or provided by an employer for its employees, the unit is not for use by the general public and is not eligible for credit under IRC §42. However, as clarified in IRC §42(g)(9),<sup>2</sup> a qualified low-income project does not fail to meet the general public use requirement solely because of occupancy restrictions or preferences that favor tenants (1) with special needs, (2) who are members of a specified group under a Federal program or state program or policy that supports housing for such a specified group, or (3) who are involved in artistic or literary activities<sup>1</sup>.

Several other developers in the state of California have used this provision to build projects reserved for and targeting artists. Summarized below are the key points of each development based on our research.



Source: Tannery Lofts, Santa Cruz

### Overview

- Developed by Artspace Projects, Inc. with City of Santa Cruz and The Tannery Arts Center Inc.
- Project provides living, working, displace and educational spaces for artists, arts organizations and the community
- Renovation and rehabilitation of the historic Salz Tannery
- 100 units of new construction over parking, serving families earning between 30-50% AMI. Rents are based on income level, size of family and size of apartment (units range from studios to three bedrooms)
- 35,000 square feet of working studio space with high ceilings, durable surfaces, ample natural lighting
- Fully equipped theater for local dance, drama, film and music performances with seating for 230. New home for the nationally recognized Santa Cruz Ballet Theater

Live/work units by Artspace include features that accommodate a variety of arts uses such as high ceilings, large windows, durable surfaces and wide doorways. Artspace live/work projects also include common spaces such as galleries, meeting rooms and green space that encourage tenant engagement, cooperation and community involvement. Most Artspace live/work projects are mixed-use buildings with housing on the upper floors and non-residential space on the lower floors.

<sup>1</sup> <https://www.irs.gov/Businesses/Small-Businesses-&Self-Employed/Chapter-12-Category-11h-Project-not-Available-to-the-General-Public>



Source: WAL Sacramento<sup>1</sup>

## Overview

Warehouse Artists Lofts (WAL) was developed by CFY

The projects consists of the renovated Lawrence Warehouse which contains 49 units and a newly constructed building containing 67 units. The project has both market rate and affordable units as described in the matrix below:

Unit Type	Approx. Unit Size (SQ FT)	No. of Units
Studio	550 SF – 600 SF	39
Studio + Mezzanine	700 SF – 800 SF	35
1-Bedroom	600 SF – 1000 SF	7
1-Bdrm + Mezz	700 SF	2
2-Bedrooms	1,050 SF	2
2-Bdrms + Mezz	1,100 SF – 1,280 SF	5
3-Bedrooms	1,250 SF – 1,575 SF	26

Source: WAL Sacramento

## Community Amenities

Performance hall / community room, dance studio, landscaped courtyard, rooftop BBQ and picnic area, secure parking garage, on-site laundry facilities, local artwork throughout community, facilities for cleaning/ disposing art materials

## Unit Amenities

Energy efficient / stainless steel appliances, solar thermal hot water heating, large windows, up to 18' high ceilings, upgraded countertops, hard surface flooring, pet friendly

CFY prioritizes creating common spaces that can accommodate different uses. Since the project will house many different types of artists over its lifetime, it is important not to demise or cater common spaces towards a particular use. CFY planned and designed the project to large family specifications and once construction was underway conducted a survey of artists in the Sacramento community to generate a list of interested parties and learn about what kinds of features to build into the project.

## Artist Qualification

For the purpose of determining the qualification of residents as artists, CFY forms an external Artist Selection Panel (ASP) who reviews applications and makes recommendations. The ASP for WAL describes the process as follows:

“We appreciate the challenge of determining one’s interest and involvement in artistic activities. For the purpose of our Artist Selection Panel, WAL’s definition of artist will be: An artist is a person who promotes or creates visual art, literary art, new media art or performing art, using imagination, skill or talent to create works of aesthetic value.

It is not necessary for the creation of art to be a source of income for the artist. It is, however, necessary that the person demonstrates a commitment to participating in art. Examples of various art disciplines are:

- Visual Arts – drawing, painting, sculpture, printmaking, ceramics, photography, architecture
- Literary Arts – writing of drama, poetry, novels, short stories; creative writing
- New Media Arts – digital art, interactive art, computer animation, computer graphics
- Performing Arts – dance, music, opera, comedy, magic, theater, film, acrobatics

ASP will not judge the quality of an artist’s work, but will instead determine the level to which an artist is committed to and participates in their form of art.”

A copy of the artist questionnaire portion of the WAL application is included in the appendix. Artists are required to submit a portfolio of work, describe their artistic training, whether their art has been displayed in public, etc.

## Truckee Artists Lofts, Truckee



Source: East Elevation of the Truckee Lofts<sup>1</sup>

## Overview

- In development by CFY. Truckee Artists lofts is currently seeking approval and will be under construction by Spring 2017.
- 77 units; 16 studios, 32 one bedrooms, 9 two bedrooms and 20 three bedroom units.
- The project includes 5,731 square feet of community space and 12,455 square feet of open terrace space
- 45 parking spaces

Like WAL, the Truckee Artist Lofts will be built as a large family project for tax credit purposes. Once the project has received approvals and construction is underway, the developer will conduct a survey of artists in the Truckee community to build a waitlist and also determine the needs of the community. The project will include large community rooms and units with natural lighting.

<sup>1</sup> <http://kuchman.com/work/truckee-artist-lofts-tal-truckee-ca-affordable-housing-for-artists-dancers-and-musicians/>

# The Arts at HEARTWOOD COMMONS

## Qualifying as an Artist Resident

Responding to the needs of the artist community in Oakland for affordable living and working space for single artists and artists with families, HEARTWOOD COMMONS will include 15 artist live/work lofts and over 5,000 square feet of community work space. Ten of the live/work units (10) are spacious 1BR units that provide approximately 200 sf of double-height space and large windows to allow for ample working space and natural daylight. The remaining five live/work lofts are 2BR units designed to accommodate artists with families, while still providing roughly 120 sf of double-height work space. Artists, especially those with families, have unique needs such as work and performance space and flexible floorplans. Comparable projects in California are fully leased and have wait lists, demonstrating that there is regional unmet need for this target market.

Dedicated cultural arts space within HEARTWOOD COMMONS is an important addition to the West Oakland community and will be an asset for both residents and the surrounding neighborhood. HEARTWOOD COMMONS will feature 5,660 sf of community arts space for gallery exhibitions, cultural events, arts classes and other community activities in recognition of West Oakland's rich creative history and the demand for such spaces in this neighborhood. HEARTWOOD COMMONS will also provide 6,000 sf of outdoor space that can be used for the creation of large-scale artwork, and 15 artist live/work lofts to provide permanently affordable housing for this community. Preservation of artist workspace and housing is a top priority under Oakland Mayor Libby Schaaf, who, as discussed below, has recently assembled a Mayor's Task Force on Affordable Artist Housing and Work Spaces.

HEARTWOOD COMMONS will utilize a model developed by Artspace, based in Minneapolis, to implement this artist preference for the 15 live/work lofts. (All other units will not be subject to an artist preference.) We will define "artist" very broadly in consultation with the local arts community, then create an Artist Selection Committee made up of local arts leaders (who are not candidates for the housing) who will begin reviewing applications six months prior to the completion of construction to help ensure prompt lease-up, scoring applications based on a set of criteria meant to screen for:

- individuals who have made a sustained commitment to their craft;
- individuals who are excited about participating in both the community of the building and the neighboring community;
- individuals who are comfortable living in a building that may be noisier, more lively, and more social than other rental properties.<sup>1</sup>

The Artist Selection Committee will not make judgments about the quality of an applicant's artwork or the degree to which one earns their living from their art. The Committee will simply look for a commitment to craft as noted in the first bullet above, in order to disqualify casual hobbyists. This Committee will receive fair housing training to ensure compliance with applicable laws. Our artist housing application will be based on a combination of those used by Artspace and the Warehouse Artist Lofts (WAL) project in Sacramento, both of which are attached in the appendix.

<sup>1</sup> Lease agreements for non-live/work units will also include language about the building being potentially noisier, more lively, and more social than other rental properties; residents must agree to these conditions.

# the site



DEVELOPER

# Current Use

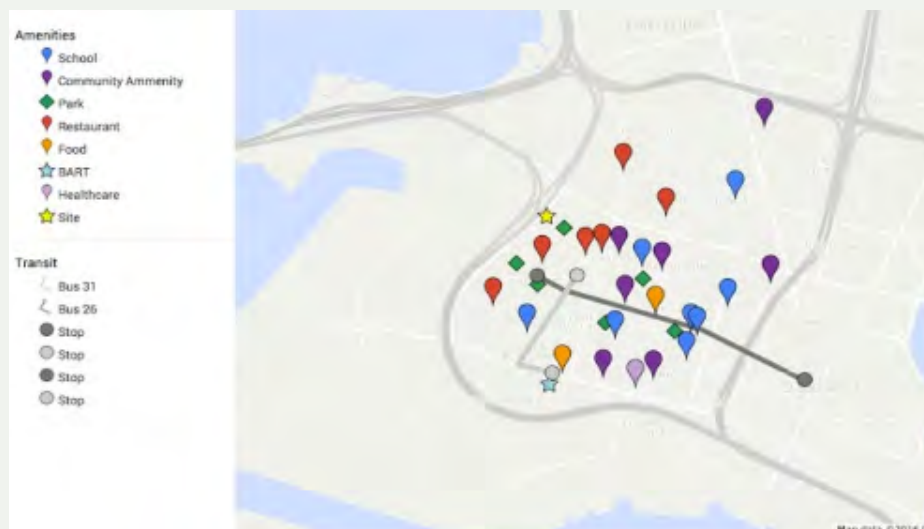
HEARTWOOD COMMONS is proposed on a vacant 3.12-acre site to the north of the historic 16th Street Train Station and bounded by Wood Street to the east, 18th Street to the south, 20th Street to the north, and the Frontage Road to the west. It is located less than 8 miles from Downtown San Francisco and less than 2 miles from Downtown Oakland. The site is designated as Development Area 7 in the Wood Street Zoning District (WSZD) Project - a mixed-used redevelopment of under-utilized land around the 16th Street Train Station in West Oakland with the goal of creating an active, pedestrian-oriented urban community in West Oakland.



# Surrounding Uses

Since the WSZD Project was completed, 4 development areas have been completed or are under construction, including (1) 163-unit Pacific Cannery Lofts by Holliday Development, (2) 130-unit Zephyr Gate townhomes by Pulte Homes, (3) 99-unit Ironhorse rental apartments by BRIDGE Housing, (4) 47-unit townhome project by City Ventures. The Planning Commission has also approved another Holliday Development project for a mixed use project of 235-units and 13,615 square feet of commercial flex-space. Raimondi Park, a recently refurbished City park, is located directly across from HEARTWOOD COMMONS.

The neighborhood of West Oakland has a wide variety of assets that make it an attractive area to develop multifamily housing. The surrounding neighborhood is characterized by single-family Victorian homes, industrial warehouses, a vibrant artist community, and a diverse array of businesses and cultural attractions.



The site is surrounded by an array of amenities including elementary, middle, and high schools (both public and charter) located within 1 mile of the site. The site is accessible through a variety of transportation modes including BART, located merely 1 mile away, and two different bus lines located blocks from the site that travel to downtown Oakland and BART. One of the site's greatest amenities is its proximity to Raimondi Park - a recently renovated city park which serves as a central gathering place for the neighborhood's children and young adults.

# Site Control & Land Value

CalBUILD anticipates receiving a donation of land in fee simple interest from the City of Oakland, which has held title to the parcel since purchasing it through its Redevelopment Agency in 2007. While the Agency purchased the parcel for \$8,050,000 via its Subordinated Housing Set-Aside Revenue Bond Fund<sup>1</sup>, CalBUILD and the City have stipulated to a land value of \$6,500,000 based on a recent independent appraisal of the parcel conducted in late 2015.

Under a City resolution passed in 2014, the City retains authority to make exceptions to its general policy to ground-lease City land on a case-by-case basis<sup>2</sup>. To ensure support for this donation, CalBUILD has held multiple meetings with various stakeholders within the City of Oakland to review our HEARTWOOD COMMONS proposal and to negotiate a favorable disposition of land that would allow the project to remain financially feasible. At each meeting with the City, CalBUILD has received unequivocal support for HEARTWOOD COMMONS, including from the Housing & Community Development Department, the Housing Authority, and Councilmember Lynette Gibson McElhaney's office (Representative for the Wood Street Neighborhood, District 3). Specifically, the Housing Department has indicated a strong intent to convey the parcel for a nominal fee in recognition of the low project value based on a constrained net operating income in light of CalBUILD's commitment to maintain deep affordability for HEARTWOOD COMMONS units. Councilmember Gibson McElhaney's office also indicated a clear Citywide understanding that after Redevelopment funds evaporated post-2011, the City had informally adopted a plan to donate this parcel to a developer committed to delivering long-term affordable housing given that subordinated Housing Set-Aside Revenue Bond Funds were no longer available for development.

As a next step, CalBUILD and the City intend to negotiate a Letter of Intent, in good faith, to determine the specific terms and conditions of a land donation agreement under which the City of Oakland shall donate the land in fee simple interest to CalBUILD. However, as a threshold issue, the terms of any finalized land donation agreement will include standard, long-term affordability restrictions recorded against the deed of the parcel, included a regulatory agreement for such deed restrictions to be maintained and adopted on any subdivision of the parcel for homeownership use.

CalBUILD is very optimistic about successfully negotiating this land donation, based on the aforementioned negotiations and stakeholder meetings with the City. Our optimism is bolstered by the City's original intent, outlined in the Wood Street Development Site Resolution, to provide approximately 141 affordable housing units in line with the City's Consolidated Plan for Housing which identified the dire need for additional affordable units and designated that use as a priority activity, with the explicit intent of providing affordable housing with opportunities for homeownership.

The site is a top three priority redevelopment site for the City of Oakland. CalBUILD's HEARTWOOD COMMONS proposal is directly in line with the City's intent to release a request for proposals (RFP) for development of the site within the next six months given that the rest of the Wood Street Development Area is either completed, under construction, or has received approvals from the Planning Commission.

<sup>1</sup> Redevelopment Agency of the City of Oakland, Resolution No. 2007-0082, 12/04/2007  
<sup>2</sup> City of Oakland, Resolution No. 85324, 12/09/2014

# entitlements

# Summary

**HEARTWOOD COMMONS** is substantially consistent with the applicable land use regulations and property development standards as specified in the WSZD for approving a Preliminary Development Plan (PDP) and Final Development Plan (FDP), and the Conditions of Approval attached to the Vesting Tentative Map 8555. However, CalBUILD will seek a subdivision map for the sale of the townhomes on the southern portion of the parcel, and as such, has incorporated six months for planning approvals under the development timeline.

## Entitlements Summary Planning Permits Received

Vesting Tentative Parcel Map 8555

### Planning Permits Required

Subdivision Map for Townhomes; Parking Variance; Preliminary and Final Development Plan; Design Review

### Zoning

D-WS Wood Street Zoning District - Development Area 7

### Environmental Determination

This project relies on a previous EIR (ER03-0023) for Wood Street certified on March 16, 2005, the West Oakland Specific Plan (WOSP) EIR certified on July 29, 2014, and CEQA Guidelines Section 15183, projects consistent with a community plan, general plan or zoning.

**HEARTWOOD COMMONS** is subject to one of five Vesting Tentative Parcel Maps, VTPM-8555, approved by the City Council in June 2005. In California, the vesting tentative map statute was adopted to provide developers a degree of assurance against changes in regulations and effectively freeze the applicable zoning laws in place at the time the VTPM is approved<sup>1</sup>. In effect, a VTPM establishes vested rights to proceed with the proposed development, including the approved land uses proposed, the buildings to be constructed, and the construction of all alterations to the land<sup>2</sup>.

Under the VTPM-8555, **HEARTWOOD COMMONS** is subject to Conditions of Approval (COA) applicable to the Vesting Tentative Parcel Map approved by the City. CalBUILD has reviewed these COAs and will substantially comply with the requirements. A non-exhaustive list of COAs includes: (1) bicycle storage and parking facilities to accommodate long-term bicycle parking spaces, (2) improvements to Wood Street, from 18th Street to 20th Street, (3) maintaining the public access areas ("pocket parks"), located between the terminus of 18th and 20th Streets and frontage road to be offered for dedication to the City, and (4) reclaimed landscaping irrigation system.

**HEARTWOOD COMMONS** is subject to the Wood Street Zoning District regulations, which include Land Use Regulations, Development Standards, and Design Guidelines, all aimed at ensuring that the individual Development Areas will be integrated, both aesthetically and functionally. **HEARTWOOD COMMONS** is proposed on Development Area 7, one of nine discrete portions of the WSZD Project.

## Vesting Tentative Parcel Map

## Conditions of Approval

## Zoning & Permitted Uses

<sup>1</sup> Mola Development Corp. v. City of Seal Beach, 57 Cal. App. 4th 405, 408 (4th Dist. 1997)  
<sup>2</sup> Gov. Code, §§ 66498.1(b)

## Variances

CalBUILD has sought a variance for the parking requirements on Development Area 7 under the state Density Bonus Law from 1:1 for residential units and 1:2 for live/work units to 1:1 for all units throughout the project. Under the DBL, developers of rental housing projects are eligible to request a city concession if the development includes  $\geq 20\%$  of units restricted to lower income households or at least 10 percent to very-low income households. Homeownership condos are also eligible if at least  $\geq 20\%$  units are restricted to households of moderate income.

HEARTWOOD COMMONS meets this affordability threshold, and thus triggers Density Bonus Law concessions. While the City of Oakland's Density Bonus and Incentive Procedure<sup>1</sup> is out of date and does not comport with State law, the requirements of DBL are mandatory and binding on the City.<sup>2</sup> A reduced parking ratio a permitted development standard concession under the Density Bonus Law. Based on discussions with the Planning & Building Department, CalBUILD is confident that this variance request will be granted.

HEARTWOOD COMMONS does not require additional CEQA review, saving the project upwards of \$250,000 in legal and consulting fees. An Environmental Impact Report (EIR) ER03-0023 was certified for the Wood Street Development Project on March 16, 2005, and an EIR for the West Oakland Specific Plan (WOSP) was certified on July 29, 2014. Because there are no substantial changes to the project that would result in new significant environmental impact<sup>3</sup> and there are no substantial changes in circumstance that would cause additional environmental impact<sup>4</sup>, the project does not warrant additional environmental review.

In exchange for City land donation and funding for affordable housing development, CalBUILD will agree to long term affordability covenants recorded against the 3.12 acre parcel and any subdivided parcels used for homeownership units. The affordability of the rental units will be guaranteed by deed restriction and the units will be monitored for compliance by the City.

The City will also require long-term affordability restrictions on the homeownership units and underlying parcels. The loan agreement between the City and CalBUILD will contain appropriate pass-through enforcement provisions ("Affordability Agreement") which will be recorded at the close of the development loan. A (1) Declaration of Resale and Occupancy Restrictions, (2) Grant of First Right of Purchase, and (3) and a Performance Deed of Trust will be recorded prior to the sale of each unit to an initial buyer which will allow the City to ensure compliance by both CalBUILD and subsequent homeowners. The initial and all subsequent homebuyers at HEARTWOOD COMMONS will execute an Assumption Agreement, which references the Declaration and Deed of Trust to ensure that houses are resold to only qualified low- or moderate-income households at an affordable sales price each time the unit is reconveyed.

<sup>1</sup> Oakland Planning Code, Ch. 17.107

<sup>2</sup> See Oakland City Planning Commission Staff Report, 02/19/2014 (File No. ZT14007)

<sup>3</sup> CEQA Guidelines § 15162

<sup>4</sup> CEQA Guidelines § 15163

## CEQA Review

## Long Term Affordability of Parcels

# design concept



DEVELOPER

# Summary

**HEARTWOOD COMMONS** inclusion of 140 apartments and townhomes for families and artists complements an expanding Wood Street neighborhood by providing a combination of quality affordable housing and spaces that foster the retention of creative communities of West Oakland. The project is divided into two parts, growing in density from south to north as a means of mediating the approved 44 low-rise townhomes to the south and the future high density housing to the north (approved 235 units, 8 stories). In order to blend those two abutting residential developments, the southern portion of **HEARTWOOD COMMONS** consists of two rows of condominium townhomes that surround a community courtyard which gradually transitions to the northern, more dense rental complex.



Axonometric diagram



Above: section, below: elevation



## Northern Multifamily Apartments

The architecture of HEARTWOOD COMMONS family townhomes and the rental apartments correspond to the modern aesthetics consistent throughout the Wood Street Zoning District. The materials applied through the design of the buildings are intended to be simple yet engaging at the same time. Street improvements, such as the creation of three raised pedestrian crossings, bulbouts, the planting of street trees, and sidewalk grass will provide much needed street improvements to the Wood Street neighborhood. Considering that the project is situated abutting the Frontage Road overpass as well as a Caltrans yard and train tracks, CalBUILD proposes to incorporate an access road that wraps around the site and a mural wall underneath the overpass which can act as a partial barrier to the train tracks to the west of the project.



This 120-unit multifamily complex is four stories above the podium level. The ground floor podium contains parking for the entire project, the live/work artists lofts, and the community spaces catered to the arts. The C-shaped double-loaded corridor design of the complex corresponds to the path of sun along the site and also pays homage to Raimondi Park through the creation of the 8,000 square foot community courtyard facing the park above the podium, for residents to enjoy. The five-story apartment complex spans 300 ft. along Wood Street and is strategically broken down to a tolerable human scale through the articulation of materials, expression of individual units, and strategic activation of the street level through a variety of uses.

### HEARTWOOD COMMONS Multifamily Apartment Features

- Type V: Wood-frame construction over Type I: concrete podium
- Five Stories: 4-stories of residential flats over ground floor including podium parking, residential lobby, artist live/work lofts, and community arts/flex space
- Space Allotment:
  - 1,000+ SF Unit offices for Property Management Staff
  - 2,000 ± SF Residential Lobby
  - 4,900 ± SF Community Arts/ Flex space
  - 5,000± SF open Arts Yard at the rear end of the building
- Laundry Facilities provided on each floor
- Accessible trash chutes on each wing
- Parking: 95 parking spaces, with additional mechanical stackers that allow for 150 total spaces. Additional 50 bike spaces are accessible from back access road.
- Unit Mix: Targeting 30-60% AMI

Unit Type	Unit Size (SF)	No. Units
1 Bedroom	650	37
2 Bedroom (incl. Manager's Unit)	920	40
3 Bedroom	1,215	43
(Including LW Artist Loft)	756/920	(15)
Total		120

The apartment complex is set back beyond the 10' minimum on Wood Street, in order to create a more engaging and landscaped street front. Additionally, by pushing the building back, each wing of the C-shaped building is open to exceed the 55' height limit on the street front. The ground floor of the building is 18', which allows for the possibility of expansion of the lobby through the addition of a mezzanine level. Though the building spans 300', the articulation of the facade creates a rhythm digestible at the human scale. The building facade is primarily made up of stucco walls embedded with regulating lines, strategically contrasted with hardy board, and fiber cement cladding to create an appealing modern aesthetic, while remaining affordable. Overall, the design pays homage to the industrial character of the surrounding neighborhood.

### Floor Layout

Above the podium, the residential floors are approximately 10' high floor-to-floor. The residential floors are comprised of 1-, 2-, and 3- bedroom units. The spacious 3-bedroom units are located at the corners and the inner layer of the corridor, thus designed to face the podium courtyard and Wood Street. While walking is encouraged throughout the building, there are two elevator cores provided at either end of the building. The central courtyard is accessed through the second level of the building, access controlled via a key FOB system.

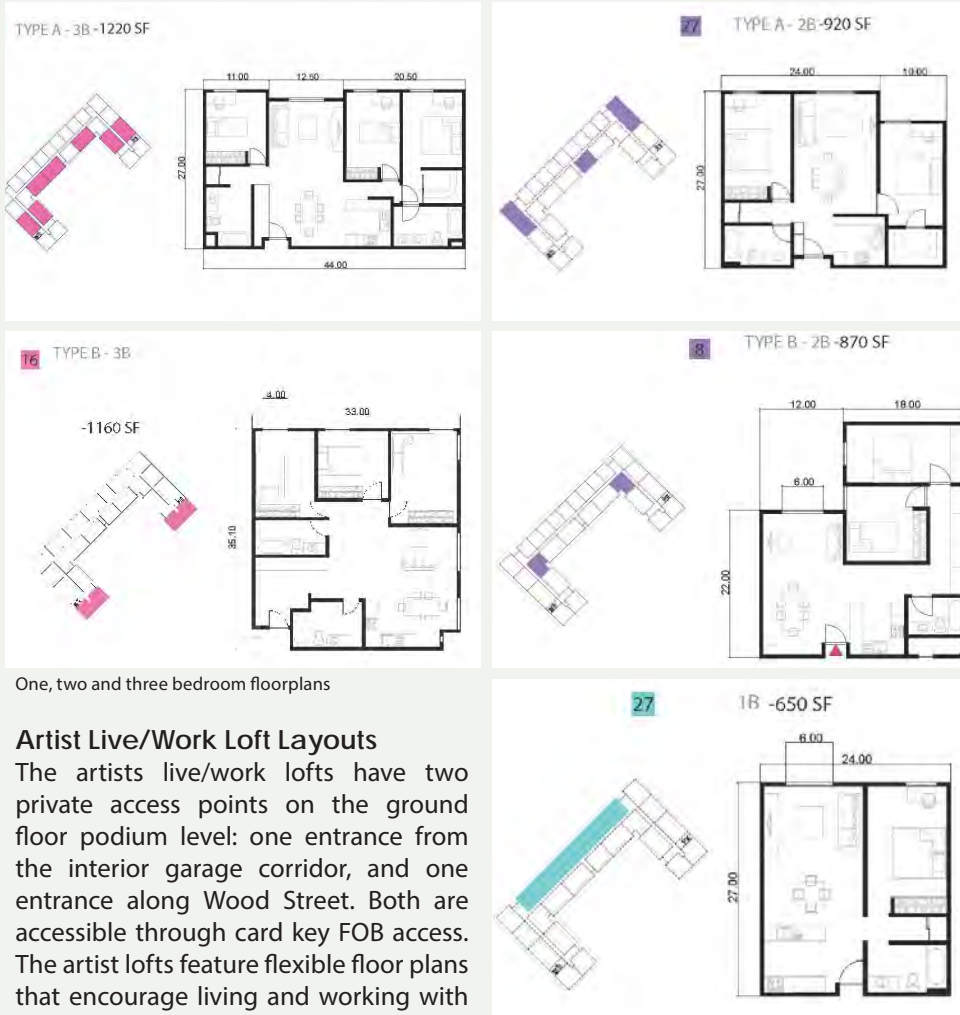


Floor plans for ground floor (top) and second floor (bottom)



## Unit Layouts

Each unit is designed for maximum efficiency in the broader scheme. The intentional layout of units across each floor ensures that utilities (such as plumbing and major electrical and HVAC) share walls that are vertically aligned across all levels to maximize cost and design efficiencies.



One, two and three bedroom floorplans

## Artist Live/Work Loft Layouts

The artists live/work lofts have two private access points on the ground floor podium level: one entrance from the interior garage corridor, and one entrance along Wood Street. Both are accessible through card key FOB access. The artist lofts feature flexible floor plans that encourage living and working with naturally-lit double height spaces.



Above: one bedroom live/work loft floor plans, below: two bedroom live/work loft floor plans



# Southern Family Condominiums

**HEARTWOOD COMMONS** townhomes, located on the southern edge of the parcel, feature two-story structures with individual back- and front-yards. Each townhome is set 8' back from the street edge through a private front yard patio. This setback strategy not only activates the street frontage, but also provides the homeowners a private outdoor area and an extension of the living space. On Wood Street, townhomes alternate between 3-bedrooms and 2-bedrooms to further distinguish scale and character between each dwelling unit. **HEARTWOOD COMMONS** townhomes feature 1,000 square foot community space on the corner of 18th Street and Wood Street, which will include a secure mailroom and a flexible community room for the townhome residents to use. Clusters of townhomes line the edges of 18th and Wood Streets creating an internal shared courtyard that provides additional outdoor space and encourages interaction amongst neighbors.

## HEARTWOOD COMMONS Family Condominium Features

- Type V: Wood-frame construction
- Two stories
- Space Allotment:
  - 220 sf of private front yard and 440 sf of low-fenced private backyard
  - 1,000 sq. ft. of indoor community space and secure mailroom
  - 7,000 sq. ft. of landscaped communal courtyard including outdoor community kitchen
- Parking: Shared 1:1 parking with multifamily apartments
- Unit Mix: Targeting 75-100% AMI

Unit Type	Unit Size (sf)	No. Units
2 Bedroom	1,020	11
3 Bedroom	1,220	14
Total		2



Above: two bedroom townhome floor plans, below: three bedroom townhome floor plans



# Arts Space

HEARTWOOD COMMONS will include 5,250 sq. ft. of indoor community arts space open to residents and the public in addition to 6,000 sq. ft. of outdoor arts space for resident use.

## Indoor Community Arts Space

HEARTWOOD COMMONS features 5,250 sq. ft. of indoor community arts space that can be rented out for gallery exhibitions, art classes, cultural events and other community activities. This arts space, located in northern end of the ground floor of the multifamily apartment complex, is split into two main rooms/spaces, equipped with bathrooms and storage space. One room faces Wood Street while the other faces 20th Street. Both spaces can be outfitted with movable walls to divide the space into smaller configurations as needs change over time. Both rooms also feature double height ceilings to accommodate large works of art and equipment for installation, as well as large windows that provide natural light and draw the attention of pedestrians and other passersby. There is also a mezzanine level accessible by stairs and elevator.

CalBUILD has partnered with Attitudinal Healing Connection (AHC) and Destiny Arts Center to co-manage the indoor community arts space.<sup>1</sup> In light of their longstanding community connections, AHC will be in charge of the creative direction and programming of the community arts spaces. Destiny Arts Center will manage the administration of space rentals, use agreements and operations/maintenance, of which it has experience doing for its existing property in North Oakland. This management structure ensures that the community arts spaces will be put to their highest and best use, will activate the street frontage on Wood Street, and will relieve The John Stewart Company, property manager of HEARTWOOD COMMONS, of the responsibility of managing this space.

## Outdoor Resident Arts Yard

HEARTWOOD COMMONS features an additional 6,000 sq. ft. of outdoor space behind the multifamily apartment complex along Frontage Road that can be used for the production of large-scale artwork or art that involves toxic substances (e.g., spray paint) that are best done outside in open air, not within the enclosed space of the live/work units. This space will be lined with several secured, enclosed storage units where artist residents can safely store works-in-progress. HEARTWOOD COMMONS will also incorporate a large mural along the Frontage Road, designed and produced with the help of HEARTWOOD COMMONS residents and the local nonprofit Attitudinal Healing Connection, which will act as a partial barrier to the train tracks to the west of the project.



<sup>1</sup> See attached letters of support in appendix.

# Community Space Design & Use

## Open Spaces & Landscaping

HEARTWOOD COMMONS features several shared community courtyards as well as private open spaces dedicated to the for sale townhomes. The shared courtyards encourage a variety of uses through a mixture of materials. The 10,000 SF podium courtyard includes landscaped paths, interspersed with seating areas and planted beds. The courtyard also features a children's play structure. The shared courtyard in the southern half of the project encourages interaction amongst neighbors through a mixture of seating areas, landscaped paths, and a play structure. The southern courtyard features includes an outdoor kitchen under an overhang to accommodate year round usage. This structure also acts a barrier against noise and natural factors of the nearby freeway and train yard. Each of the townhomes in the southern portion of the project include front and backyards. All open courtyards will incorporate native and drought tolerant plants such as succulents, in order to promote environmentally sensitive design and to reduce landscaping costs over time.

HEARTWOOD COMMONS will utilize a low impact design (LID) to manage stormwater runoff by re-creating organic drainage patterns and natural hydrological processes. By addressing stormwater management through LID, public health outcomes improve as water is naturally treated prior to entering the sewer system. HEARTWOOD COMMONS will utilize four LID strategies: (1) bioretention (rain gardens), which utilizes planted depressions to slow the movement of stormwater such that it infiltrates into ground soil; (2) swales, which use broad vegetated channels that provide filtration and reduce stormwater flow; (3) channels & runnels, which are small, sunken pathways used to carry rainwater runoff; and (4) permeable pavers for street and sidewalk areas that allow for stormwater detention and/or groundwater recharge into the soil. Beyond environmental and public health benefits, LID strategies improve the overall aesthetic of the built environment, improve the design and flow of open spaces, and improve pedestrian safety.



Multifamily landscape podium

## Site Design

### Computer Lab, Bicycle Parking & Other Amenities

The ground floor of the multifamily apartment complex in the southeast corner on Wood Street features a lobby and property management office serving residents of both the rental and homeownership portions of the development. Mailboxes for the multifamily units will also be located here. To encourage alternative means of transportation and a reduced vehicle-miles-traveled in line with AHSC funding, HEARTWOOD COMMONS includes 50 spaces of secured bicycle parking in the garage. Each floor will also feature a laundry room and lounge spaces, placed in the center of the building overlooking the Artist's Yard to provide easy access to washers and dryers with space for residents to relax, read, and do homework, creating a pleasant communal experience.

Residents will have 24-hour access to the computer lab on the ground floor of the multifamily apartment building with secure key FOB access. CalBuild will partner with one of the many local tech companies to get these computers donated free of charge. The computer lab will, on occasion, host job/workforce development trainings for residents.

The homeownership portion of the HEARTWOOD COMMONS will feature an outdoor picnic area and kitchen for use by residents, including a grill with tables and benches for cookouts, parties and other gatherings that can extend out onto the nearby lawn. This area is protected from sun and rain by an overhang.

### Integration with Existing Wood Street Development

HEARTWOOD COMMONS integrates seamlessly with existing and planned development along the Wood Street Zoning District area. Development Areas 1-3 were completed by late 2008 and contain a mixture of multifamily loft and townhome style units. Development Area 4 is currently under construction and will include 171 single-family townhomes upon completion in 2017. HEARTWOOD COMMONS sits between the historic 16th Street Train Station and a planned townhome development of 44 units to the south, and an approved multifamily building to the north which will contain 235 units. As such, the project mediates the difference between the two densities by including both townhome style units and a large multifamily rental building.



Development (outlined in pink) amongst planned and existing surroundings

## Mitigation of Frontage Road

The entirety of the Wood Street development area abuts a frontage road which carries truck and vehicle traffic from the Bay Bridge to West Oakland. Other projects in the area, including the market rate Pacific Cannery Lofts, Zephyr Gate and the future Station House market rate developments, include setbacks ranging from 25' to 110' from the Frontage Road. Accordingly, HEARTWOOD COMMONS utilizes an access road and the outdoor arts yard to create a setback of 110'- 54'<sup>1</sup>, a range which is demonstrated to be successful by the other development projects in the area. Although the Frontage Road is not a freeway overpass or off-ramp, the street carries high volumes of traffic and as such CalBUILD has paid special attention to mitigating the adverse impacts of that exposure.

- Noise Mitigation - HEARTWOOD COMMONS has budgeted and designed double pane windows into the western multifamily units facing the Frontage Road. Additionally, these windows feature sunshades which will provide another layer of separation between residents and the overpass.
- Air Filtration - HEARTWOOD COMMONS, like other projects in the Wood Street development area, will incorporate an HVAC system designed to improve indoor air quality and mitigate particulate matter in the area. Since there is no specific criteria in the California Air Resources Board Air Quality and Land Use Handbook, a relevant guideline is found in the EPA Indoor Air Quality (IAQ) publication - Residential Air Cleaners<sup>2</sup>. The Minimum Efficiency Reporting Value (MERV) parameters outlined in this document states that a MERV-12 filter is sufficient for "superior residential" filtration and is several levels above the MERV-10 filter recommended for auto emissions. Accordingly, HEARTWOOD COMMONS has budgeted a MERV-12 filter for the outside supply air fan system.
- Visual Barrier - on the ground floor level, the artists of HEARTWOOD COMMONS will collaborate to decorate the mural wall which separates the multifamily building from the land beneath the Frontage Road overpass. In the ownership portion of the project, townhomes have been strategically angled away from the overpass so as to minimize the visual impact. The outdoor courtyard features a protected outdoor kitchen which uses a green wall to provide air filtration, visual, and auditory mitigation of the overpass.



View north of outdoor arts yard and frontage road mitigation from southeast

<sup>1</sup> Since the Frontage Road curves, the degree of setback varies depending on the point of the building measured from.

<sup>2</sup> <https://www.epa.gov/indoor-air-quality-iaq/guide-air-cleaners-home#particle-removal>

## Street Improvements

In keeping with the goals of the Wood Street Zoning District **HEARTWOOD COMMONS** intends to improve the streetscape and pedestrian experience of the Wood Street area by investing in street plantings and infrastructure improvements including installation of sidewalks, a raised pedestrian crossing mid-block between 18th and 20th Streets to Raimondi Park, and new bike lines to create connectivity between the site and West Oakland BART as well as downtown Oakland.

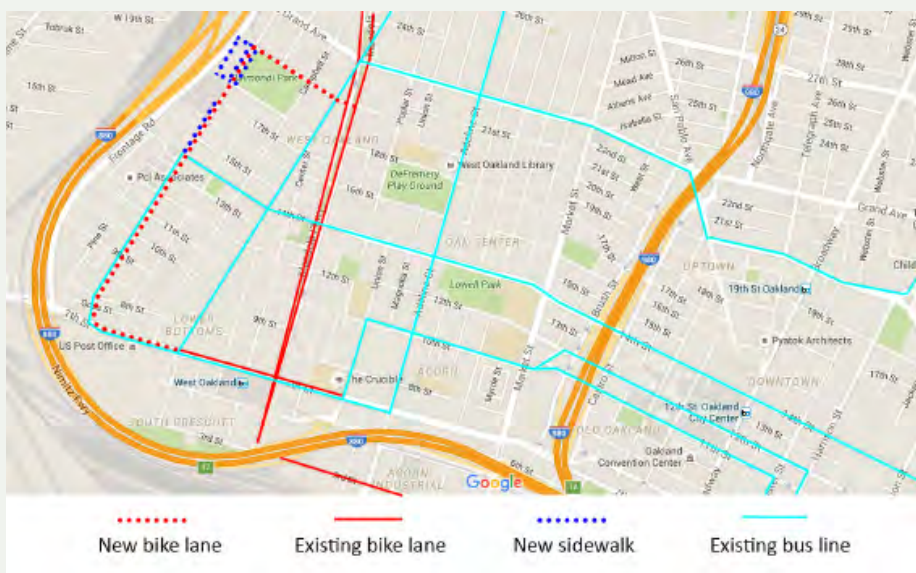


Diagram of street improvements, including bike lanes and addition of sidewalks



View north from the southeast corner of Wood Street and 18th Street

## Parking

**HEARTWOOD COMMONS** incorporates all of its parking under the podium of the multifamily rental development. The podium garage parking allows for 95 surface-parking spaces, with additional mechanical stackers that allow for 151 total spaces. As mentioned, this secured garage also includes 50 bicycle parking spaces. The 25 townhomes will share parking spots in the podium parking area in the rental portion of the project via a commonly-used reciprocal easement agreement with the owner and operator of the rental portion of the project. Owners of each townhome will have access to one spot per unit. Utilizing a reciprocal easement for townhome parking allowed CalBUILD to realize space and cost efficiencies. Instead of requiring each property to have its own dedicated access, amenities and surrounding features, this reciprocal easement will allow the rental and ownership portions of **HEARTWOOD COMMONS** to share those features, making higher density and greater flow between parcels possible. This reciprocal easement will allow each party to have the right to access the other party's property for vehicular ingress, egress, and parking, as well as pedestrian access.

# community & resident services



DEVELOPER

# Community Engagement

## Resident Services

CalBUILD has garnered support from key community groups that are based and/or working in the West Oakland neighborhood.

**Partnership with Attitudinal Healing Connection (AHC) and Destiny Arts Center:** CalBUILD have developed a unique relationship with AHC, an organization with deep roots in West Oakland, and Destiny Arts, and arts organization that provides performing arts classes for neighborhood youth in several West Oakland schools. These two organizations together have agreed to manage and program HEARTWOOD COMMONS' community arts space in a way that will foster community and reflect the diversity of cultures in West Oakland. Both are committed to local hiring and collaboration with other community groups and service providers to activate the community arts space. They have also expressed general support for the affordable housing component of the development.

**Support from The Prescott-Joseph Center for Community Enhancement:** The Prescott-Joseph Center, which serves and is based in West Oakland, has also expressed support for the development of HEARTWOOD COMMONS and is excited by the prospect of having access to new community arts space where they can hold gallery exhibitions and special events, bringing their work to a larger audience

**Support from The Mayor's Artist Housing and Workspace Task Force:** This aforementioned task force has expressed support for the development of affordable artist live/work lofts, homeownership units and arts space, particularly in West Oakland where the most artists are experiencing displacement as evidenced by the artist survey cited in a previous section of this proposal.

**Support from The Crucible:** CalBUILD has engaged with The Crucible, a prominent industrial arts education center in West Oakland, who has cited the need for more artist work space, as well as more youth employment opportunities in the neighborhood. As such, The Crucible is in support of the contribution HEARTWOOD COMMONS will make to the local arts ecosystem, as well as the afterschool programming and workforce training it will host.

CalBUILD will work with partners to provide an array of services tailored to the needs of our residents:

**Comprehensive Resident Services** - CalBUILD will partner with Project Access, an organization operating over 60 resident service hubs throughout the state of California, to provide a comprehensive variety of programs and services to address the needs of the residents of Heartwood Commons, including health education, exercise classes, school readiness for preschool age children, employment readiness and job search assistance, and transportation assistance for seniors, depending on the specific needs of the residents and surrounding community. They will coordinate with Destiny Arts Center and Attitudinal Healing Connection to complement their programs and help advertise and conduct outreach for community arts space activities.

**First-Time Homebuyer Support/Counseling** – In order to assist those who purchase our HEARTWOOD COMMONS townhomes, CalBUILD will partner with the HUD-approved, Oakland-based NID Housing Counseling Agency to provide first-time homebuyer support and counseling. NID Housing Counseling will assist CalBUILD with preparing potential owners with financial counseling prior to home purchase with the aim of helping potential home buyers improve their credit, qualify for a home mortgage and access various down payment assistance programs. Ongoing counseling post-purchase will also be provided to help first-time homebuyers maintain both their home and finances.

**Workforce Development** – HEARTWOOD COMMONS will include a state-of-the-art computer lab that will be used to provide residents with workforce development and job training. Attitudinal Healing Connection will provide youth employment training during the summer, providing local youth with basic workplace skills to help them succeed in summer internships. Training will include development of 21st century skills, resume-building, interview practice, and assistance finding and keeping a job. CalBUILD will also work to partner with an additional workforce agency, such as The Workforce Collaborative, to provide job training to adult residents year-round.

**Outdoor Amenities** – The outdoor arts space behind the development will provide residents with not just workspace for their art practice, but also a hidden outdoor common area for resident gatherings to complement the green space overlooking Wood Street on the 2nd floor of the rental building and the enclosed yard within the homeownership portion of the development. CalBUILD will also work with Friends of Oakland Parks and Recreation to build upon improvements to Raimondi Park, which is directly across the street from the project and is an incredible outdoor amenity for our future residents. We may also partner with WOW Farm, who manages the urban farm in front of the nearby 16th Street Train Station, to provide job or volunteer opportunities in urban agriculture to our residents.

**Good Neighbor Program** – Attitudinal Healing Connection will bring its Good Neighbor Program, conceived in partnership with the Oakland Housing Authority, to HEARTWOOD COMMONS to develop leadership amongst residents to build community and positive neighborhoods.

Exposure to and education in the arts can help improve educational and employment outcomes, particularly for youth. In fact, the City of Oakland is home to two public arts high schools, both of which have achieved strong academic success and far exceeded the state-testing performance of other local Oakland public schools. Youth with high exposure to the arts are ultimately more likely to go on to college and, in particular, a selective 4-year college than their peers of similar socio-economic status with low exposure to the arts. Further, those students engaged with the arts are better prepared to enter and succeed in the workforce. Participation in the arts helps foster the kind of creative and critical thinking that employers value.

## Arts Programming

Beyond the positive effects of the arts on educational and employment outcomes, high arts exposure has been correlated with increased engagement in the community, through volunteering and participation in local politics and elections. Studies have also connected engagement in the arts with reduction in juvenile crime.

Affordable after school arts classes, cultural events, and opportunities to exhibit or perform work will be made available to HEARTWOOD COMMONS residents via approximately 11,000 sq. ft. of indoor and outdoor arts space located in the multifamily apartment complex. The outdoor arts space will be reserved for resident use only. However, the indoor community arts space will be managed and programmed by Destiny Arts Center and Attitudinal Healing Connection (AHC) and include both visual and performing arts offerings for youth, adults, and families, either free of charge or for a small fee on a sliding scale. Attitudinal Healing Connection is known for its Oakland Mural Project, Mindful Drumming and ArtEsteem programs. (The planned mural along Frontage Road will be created with the help of HEARTWOOD COMMONS residents under the direction and support of Attitudinal Healing Connection.) Destiny Arts Center is known for its dance, theater and martial arts programs. These offerings will be made available to both residents and the public from this space.

			Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
Week 1	20th St Space	Daytime	Resident use/programming					Mindful Drumming (AHC)	Neighborhood Orientation (AHC)
		Afternoon	Youth African (Destiny)	ArtEsteem (AHC)	ArtEsteem (AHC)	ArtEsteem (AHC)	Youth Hip Hop (Destiny)		
		Evening	Capoeira (Destiny)	Family Art Night (AHC)	Open Mic Night	Lecture	Salsa (Destiny)		
	Wood St Space		Exhibition installation				Exhibition opening	Gallery exhibition	
Week 2	20th St Space	Daytime	Resident use/programming					Little Tigers and Teddy Bear Class - Ages 3-6 (Destiny)	Workforce Training
		Afternoon	Youth African (Destiny)	ArtEsteem (AHC)	ArtEsteem (AHC)	ArtEsteem (AHC)	Youth Hip Hop (Destiny)		
		Evening	Capoeira (Destiny)	Family Art Night (AHC)	Open Mic Night	Lecture	Salsa (Destiny)		
	Wood St Space		Gallery exhibition (cont'd)						
Week 3	20th St Space	Daytime	Resident use/programming					Mindful Drumming (AHC)	Special Community Event
		Afternoon	Youth African (Destiny)	ArtEsteem (AHC)	ArtEsteem (AHC)	ArtEsteem (AHC)	Youth Hip Hop (Destiny)		
		Evening	Capoeira (Destiny)	Family Art Night (AHC)	Open Mic Night	Lecture	Salsa (Destiny)		
	Wood St Space		Gallery exhibition (cont'd)						
Week 4	20th St Space	Daytime	Resident use/programming					Little Tigers and Teddy Bear Class - Ages 3-6 (Destiny)	Workforce Training
		Afternoon	Youth African (Destiny)	ArtEsteem (AHC)	ArtEsteem (AHC)	ArtEsteem (AHC)	Youth Hip Hop (Destiny)		
		Evening	Capoeira (Destiny)	Family Art Night (AHC)	Open Mic Night	Lecture	Salsa (Destiny)		
	Wood St Space		Gallery exhibition (cont'd)				Exhibition closing	Exhibition deinstallation	

Sample HEARTWOOD COMMONS program schedule

AHC will help draw community members and organizations to the space through its longtime connections in the neighborhood, while Destiny Arts Center will use its administrative expertise to manage use agreements and other technical aspects of property management. Uses of the space will include classes led by AHC and Destiny Arts Center, supplemented by other community activities, like gallery exhibitions by the local Prescott-Joseph Center, as well as resident activities.

Afternoon uses will be geared toward youth and afterschool programming. Evening uses will be geared more toward adults or family events for all ages. Space will be rented for the above activities at affordable rates as negotiated with Destiny Arts Center (who is in turn leasing the space from and paying rent to CalBUILD to pay off the NCCLF loan).

# financing structure

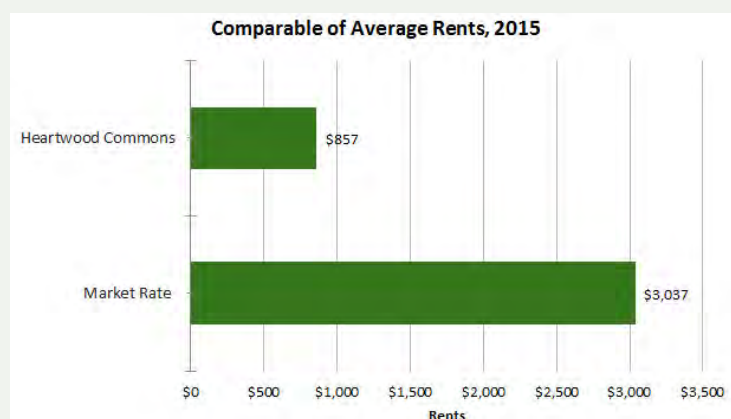
# Summary

HEARTWOOD COMMONS utilizes several available sources of debt and equity to finance the development of our mixed-use, mixed-income project. The community arts ground-floor space will ultimately serve a primarily low-income population, thus the cost of its construction is included in our tax credit basis. No revenues from residential rents or home sales are used to subsidize non-residential operations. All units are priced below market rate to serve moderate- to extremely-low income households. Subsidies are creatively layered to reach 100% affordability for both rental and for sale units. The following discussion provides a summary of sources and uses for the multifamily rental portion of the project, followed by a similar discussion for the townhome ownership portion.

## Multifamily Rental



HEARTWOOD COMMONS delivers a high-quality, diverse, and innovative multifamily residential opportunity to the residents of West Oakland at fraction of market rents. As 73% of the population of West Oakland are currently renting, bringing new rental opportunities to this community is a priority.



Source: Realtor.com

## Uses - Residential

Uses for the project will include construction soft costs of \$6.5 million, and construction hard costs of \$36 million. Our construction estimate for this project includes \$250 per square foot for wood frame unit build out, \$80 per square foot for concrete podium, \$100 per square foot for build out of spaces in the podium including the leasing office and community spaces, and \$125 per square foot for build out of the live/work lofts inside the podium. These construction costs were derived in consultation with our development partner RCD and were confirmed by their general contractor, J.H. Fitzmaurice, Inc. Our project also includes 25 car stackers which will cost \$20,000 per stacker. The combined cost of our podium and stackers will be \$4.5 million.

The total cost of the rental portion of the project will be approximately \$57 million assuming donated land (see Site Control for more details). This estimate includes the cost of development of the multifamily apartments and live/work units, podium parking structure, and site improvements such as sidewalks and bike paths, and excludes community arts space as described below. It also includes a sufficient reserve fund.

## Uses - Community Arts Space

Buildout of the community arts space will include installation of electrical wiring, plumbing and HVAC system, bathrooms, a small office, storage space, and a mezzanine. The mezzanine will be made accessible by both stairs and an elevator. These improvements are estimated to cost a total of \$300,000. The walls and floor will be minimally finished for maximum durability and to accommodate a myriad of uses.

Uses	Total Cost	Per Unit Cost
Land	\$6,500,000	\$54,167
Predevelopment	\$1,971,791	\$16,432
Construction- Soft Costs	\$6,548,243	\$54,569
Construction- Hard Costs	\$37,593,500	\$313,279
Other (Financing and Reserves)	\$2,882,103	\$24,018
Developer Fee	\$1,400,000	\$11,667
<b>Total Cost</b>	<b>\$56,895,636</b>	<b>\$474,130</b>

## Construction Sources

### City of Oakland Affordable Housing Funds

The City of Oakland releases its Notice of Funding Availability (NOFA) on a bi-annual basis; the most recent NOFA was issued in 2015. We intend to ask the City for funding from the next NOFA, which is scheduled to be issued in 2017. Through conversations with the City, we have been advised that \$100,000 per unit is a realistic contribution. The City supports this allocation based on past allocation amounts, an increase in funds from property tax, and new city funding for affordable housing produced by impact fees charged to recent commercial developments in 2015/2016. Additionally, the City of Oakland is in the process of passing legislation to impose impact fees on new market rate residential development that will go towards affordable housing which will further buffer their coffers in the coming years. Therefore, we conservatively assume a City contribution of \$3.5 million during the preconstruction phase of the project, which amounts to around \$28,995 per unit.

### Bank of America Construction Loan

We will obtain a construction loan from Bank of America for \$38.5 million to cover the 24 month construction period<sup>1</sup>. This loan will comply with the 50% rule for tax-exempt financing. Per our initial term sheet provided by Bank of America, loan terms are as follows: a term of 24-months, interest rate of 30-Day LIBOR + 1.50% floating, interest only for 24 months, with a loan fee of 0.50% of the total loan amount payable at closing. As a conservative estimate, CalBUILD has calculated a construction loan interest of 2.9% to account for fluctuations in 30-Day LIBOR.

### Federal Low Income Housing Tax Credits

We will raise \$18,028,282 through the sale of 4% Federal Tax Credits. After construction is complete, the sale of these 4% tax credits will serve as a primary source of funding to pay down the tax exempt financing from Bank of America in order to convert the financing to the permanent phase. Roughly 10% of the value, or \$1.8 million of these credits will be used during construction.

### Alameda County Boomerang Funds

Alameda County boomerang funds will also provide a source of capital to finance the construction phase of our project. Through discussions with a county official, we were advised \$150,000 per unit from the county is a reasonable assumption. We only assume a \$1 million allocation from the county, amounting to less than \$10,000 per unit.

## Affordable Housing and Sustainable Communities (AHSC)

Given that 1800 Wood Street is not located within a ½ mile of BART or bus rapid transit (i.e., high-quality transit as defined by AHSC program guidelines), CalBUILD is applying for AHSC funds as an Integrated Connectivity Project (ICP), which requires a Sustainable Transportation Infrastructure (STI) component paired with at least one of the following:

- Affordable Housing Development
- Housing-related Infrastructure (HRI)
- Transportation-related Amenities (TRA)
- Programs

HEARTWOOD COMMONS will seek a Sustainable Transportation Infrastructure (STI) grant, a Housing Related Infrastructure (HRI) grant, and an affordable housing development (AHD) loan in the amounts of \$570 thousand, \$1.9 million, and \$15.9 million respectively to be used throughout different phases of the project.

We believe our project will be competitive in the AHSC application process as our project is well aligned with program goals of both increasing affordable housing supply and reducing greenhouse gas emissions by encouraging walking, biking and the use of public transit through improved sustainable transportation infrastructure connectivity. Further, the 15 projects awarded ICP funding in 2015 scored an average of 83 out of 100 possible points, while our project should score 81 points<sup>1</sup>.

### AHSC - STI

CalBUILD's STI component will consist of:

1. Installation of new sidewalks with bulbouts where no sidewalks currently exist around our property and across the street at Raimondi Park, as well as down the western side of Wood Street to 14th Street to where new sidewalk has already been installed. This will help facilitate pedestrian access to both Raimondi Park and the AC Transit bus stop at Wood and 14th, connecting residents to downtown Oakland, BART and the Amtrak station and shopping in Emeryville. We approximate installing 0.5 miles of new sidewalk in total.
2. Raised crosswalk on Wood Street, midblock between 18th Street and 20th Street to slow traffic, making crossing the street to Raimondi Park safer.
3. Creation of approximately 0.4 miles of bike lanes from our project and Raimondi Park to Mandela Parkway, where there are existing bike lanes and connections to AC Transit routes, plus an additional mile of bike lanes down Wood Street to existing bike lanes on 7th Street and the West Oakland BART station, increasing access to Bay Area regional transit. We approximate the creation of 1.4 miles of bike lane in total.
4. Based on estimates received from the City of Oakland transportation department, we are assuming a price of \$45/sf of bike lane and \$16.50/sf of sidewalk for a total of \$570,000 in STI grant. The STI grant will be dispersed during construction.

#### AHSC - HRI

The HRI grant will also be dispersed during construction, and will be used to fund the costs of constructing the 95 parking spaces included in our project. Based on our projects parking ratio we are eligible for a grant of \$20,000 per space which amounts to an overall grant of \$1.9 million. Given that this grant pays for less than half of the parking related infrastructure per space, we feel our request is reasonable.

#### AHSC - AHD/R

An AHSC Affordable Housing Development - Rental loan of \$15.9 smillion will be sought to contribute to the construction of the residential rental portion of HEARTWOOD COMMONS.

#### Federal Home Loan Bank SF's Affordable Housing Program (AHP)

AHP funding will round out our sources of capital for construction. We anticipate an allocation of \$1.2 million based on comparable awards issued in 2015. The projects that received funding during the 2015 calendar year scored 68 out of 100 possible points, on average. We expect our project will be competitive and score 70.5 points. AHP targets funding projects at a rate of \$10,000 to \$40,000 per unit, up to \$2 million per project. Therefore, we believe our \$1.2 million AHP funding estimate is reasonable as it amounts to \$10,500 per unit.

Construction Sources	Total Cost
4% Federal Tax Credit Equity	\$1,802,828
AHSC HRI Grant	\$1,900,000
AHSC STI Grant	\$570,000
Federal Home Loan Bank AHP	\$1,270,500
City of Oakland	\$3,410,313
Alameda County	\$1,000,000
City Donated Land	\$6,500,000
Construction Loan	\$38,564,032
<b>Total</b>	<b>\$55,017,674</b>

#### NCCLF Loan

Buildout of the community arts space along Wood Street and 20th Street will be financed with a \$300,000 loan from the Northern California Community Loan Fund (NCCLF). (The podium shell within which the space will be built out is paid for with LIHTC equity because its construction is required to support the housing above, regardless of what its use is internally.) The loan will have 10-year term and 20-year amortization period with 5.5% fixed interest.

## Federal Low Income Housing Tax Credits

Of the \$18,218,807 raised through the sale of 4% Federal Tax Credits, 85% or \$15.5 million will be used to pay down construction financing. The remaining 5% will be used to fund operating and replacement reserve as well as post-completion certification.

## Bank of America Loan

Once our project is stabilized, Bank of America will also provide permanent financing totaling \$9.3 million split between Tranche A and B loans<sup>1</sup>. The loan terms for Tranche A are as follows: \$3,972,081 fixed-rate interest for the 30-year life of the loan, currently estimated at 4.3%. The loan terms for Tranche B are as follows: \$3,497,524, fixed-rate interest for the 15-year life of the loan, currently estimated at 4.3%. Additional terms are attached in appendices.

## Affordable Housing and Sustainable Communities (AHSC)

Upon completion of the construction phase, we will receive our AHD loan allocation of \$15.9 million which will be used to pay down our construction financing. Our operating budget accounts for the required annual 0.42% principal payment<sup>2</sup>.

Permanent Sources	Total Funds
4% Federal Tax Credit Equity	\$18,028,282
AHSC Loan	\$15,996,936
AHSC HRI Grant	\$1,900,000
AHSC STI Grant	\$570,000
Federal Home Loan Bank AHP	\$1,270,500
City of Oakland	\$3,410,313
Alameda County	\$1,000,000
Long Term Tax-Exempt Bonds	\$7,469,605
City Donated Land	\$6,500,000
Developer Contributed Equity	\$750,000
<b>Total Permanent Sources</b>	<b>\$56,895,636</b>

<sup>1</sup> See term sheet in appendix.

<sup>2</sup> See operating budget in appendix.

## Operating

### Rents

We based our rents on the California Tax Credit Allocation Committee rents for the unit sizes and income levels in our building, less a utility allowance for electricity for heating, cooking, and other expenses as provided by the Oakland Housing Authority. We assume a standard 5% vacancy rate, though the actual rate will likely be lower given the dire need for affordable housing in Oakland. We also estimate \$6,444 per unit annually for operating expenses, well above the California Tax Credit Allocation Committee minimum allowable expenses for North and East Bay developments, as confirmed by our property management partner, The John Stewart Company<sup>1</sup>. See appendix for detailed information regarding unit mix, size, rents, and a 15-year cash flow.

### Project Based Section 8

Our project will receive 30 project based Section 8 vouchers that will provide us with an additional \$3,497,524 in permanent loan. A Housing Assistance Manager from the City of Oakland's Housing Authority Owner Services department verified that our number of Section 8 Project Vouchers targeted at 30% AMI households will align well with soon to be released Housing Authority Section 8 guidelines.

### Community Arts Space Rental Income

The NCCLF loan used to build out the space will be paid back with monthly rent payments received from Destiny Arts Center, who will lease the space long-term from CalBUILD. (Rather than condo out the community arts space, the limited partnership will maintain ownership of the space with CalBUILD, the general partner, serving as master lessee. The limited partnership can then hold CalBUILD accountable for any expenses accrued to the space.) Destiny's monthly payments of about \$1,400/mo will cover debt service and general operating, paying off the NCCLF over the course of 20 years.

### Construction

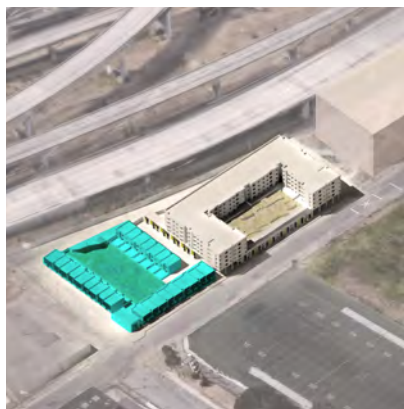
In estimating our construction costs, we consulted with Habitat for Humanity East Bay/Silicon Valley and Resources for Community Development (RCD). Both concurred that \$200 per square foot was a fair construction cost assumption given the simple stick frame construction of these units. In fact, the 2016 AHP competition reference guide lists an average townhome construction cost of \$172.61 per square foot in the City of Oakland, well above our projected cost. Our current projections reflect effectively no acquisition cost for the land, since the land will be conveyed for a nominal fee to the developer for the project (see Site Control for more details). We are budgeting \$25,000 for survey given the potential need for subdivision. The \$9,388,320 total development cost for the homeownership portion of the project includes hard and soft costs incurred in the construction of the townhomes and associated resident community space and landscaping. We are projecting a construction period of 12 months.

### Sales

The project will also incur additional disposition related costs over a 12-month period that include \$815,848 in sales costs (including wrap insurance, warranty reserves and construction interest), \$39,123 in sales period homeowner association dues (estimated by John H. Beatty and Associates at around \$425 per month per unit, regardless of unit size), and \$568,227 in sales period interest, and \$321,274 in sales commission costs.

## Townhome Ownership

### Uses



<sup>1</sup> See attached letter of interest in appendix.

## Construction Sources

### Bank of America Construction Loan

Our primary source of construction financing will be a loan from Bank of America equal to the lesser of: 1) \$5,602,842; 2) 80% LTC based on final construction budget; or 3) 75% LTV based on an appraisal, to cover a 24 month construction period. We are assuming a loan amount of \$5,602,842 based on our construction budget and value projections. The loan will have a floating interest rate equivalent to 30-Day LIBOR +3.00%, which is approximately 4.00%. There will be a 1.00% of total loan commitment construction fee due at closing.

### Northern California Community Loan Fund Predevelopment Loan

The Northern California Community Loan Fund (NCCLF) will provide a predevelopment loan of up to \$1,000,000<sup>1</sup>. NCCLF's loan will be capped at an 80% LTV, carry a 5.5% fixed interest rate, have a term of up to 60 months, include a 2.0% construction fee, and assess monthly interest only payments. The principal will be repaid by the revenue generated by the sales of the townhomes.

### LISC Construction Loan

Bay Area LISC will provide a construction loan of up to \$1,000,000<sup>2</sup>. The loan will carry a 6.0% per annum interest rate, loan term of 24 months, and monthly interest only payments. The principal of the loan will be repaid by the townhome sales.

### Federal Home Loan Bank San Francisco's Affordable Housing Program (AHP) Grant

We also anticipate receipt of a \$195,000 grant from the Federal Home Loan Bank of San Francisco (FHLB-SF) Affordable Housing Program (AHP). AHP's competitive funds will help cover project construction costs for units targeting households up to 75% AMI, with a \$15,000 allocation per unit. Also, per program guidelines, we have up to 4 years to draw down the funds. We achieved a score of 70.567, which was a winning score in the 2015 round of funding.

As to the disbursement of funds, CalBUILD will be eligible to draw down funds as soon as FHLB-SF makes an award, and can be immediately utilized for construction costs. At close of escrow, the grant (which is structured as a forgivable loan) will be reconveyed and attach to each unit as individual forgivable loans as the most junior lien on title. The compliance period for this soft loan is 5 years. For every year in which the homeowner remains in their unit without selling or refinancing, AHP forgives 20% of the loan through year-5. If the homeowner chooses to refinance their home without subordinating the loan or sells to a non-qualified buyer, then the homeowner is liable to repay the prorated portion of the loan at close of escrow.

When evaluating sources to ensure affordability for ownership units, CalBUILD considered AHP's Workforce Initiative Subsidy for Homeownership (WISH) Program, a program in which the Bank sets aside a portion of its annual Affordable Housing Program contribution to provide matching grants through Bank members for downpayment and closing cost assistance to eligible first-time homebuyers. However, under FHLB-SF guidelines, the competitive AHP grant funding cannot be combined with the WISH Program. CalBUILD evaluated the features of each program and determined that the AHP competitive grant was preferable for our project needs. Specifically, AHP allows for disbursement of funds at construction phase and are used to decrease the purchase price of each unit, while WISH funds are dispersed at close of escrow on per unit sales. After evaluating our competitiveness for an AHP grant, CalBUILD chose this source in lieu of WISH funds.

<sup>1</sup> See attached term sheets in appendix.

<sup>2</sup> See attached term sheets in appendix.

## City of Oakland Loan

The City of Oakland will fill the existing gap with a loan of \$4.3 million obtained through their NOFA for New Construction of Ownership Housing that will run through 2017. The loan cannot exceed 50% of the total development costs, and will carry a simple interest rate of 3%, with a term of up to 4 years. To help ensure the future affordability of the townhomes, the City of Oakland will provide a forgivable construction loan of \$2,905,950 that equals the difference between the total development cost and the total sales proceeds plus any other subsidies to the project. An Affordability Agreement will be recorded against the project at the beginning of construction, to be reconveyed and replaced by a Declaration of Resale Restrictions signed by each buyer as each unit is sold.

Construction Sources- Unit Type & Income Level				
75% AMI	2 Bedroom		3 Bedroom	
Program	Funding	% of Funding	Funding	% of Funding
Construction Loan	\$224,114	60.2%	\$224,114	50.3%
FHLB AHP Homeownership Grant	\$15,000	4.0%	\$15,000	3.4%
City of Oakland- NOFA Loan	\$93,166	25.0%	\$166,162	37.3%
Bay Area LISC Const Loan	\$40,000	10.7%	\$40,000	9.0%
<b>Total</b>	<b>\$372,279</b>	<b>100%</b>	<b>\$445,275</b>	<b>100%</b>

110% AMI	2 Bedroom		3 Bedroom	
Program	Funding	% of Funding	Funding	% of Funding
Construction Loan	\$224,114	60.2%	\$224,114	50.3%
City of Oakland- NOFA Loan	\$108,166	29.1%	\$181,162	40.7%
Bay Area LISC Const Loan	\$40,000	10.7%	\$40,000	9.0%
<b>Total</b>	<b>\$372,279</b>	<b>100%</b>	<b>\$445,275</b>	<b>100%</b>

## Permanent Sources

The sale of the townhomes are expected to generate \$8 million in gross revenue. The generated revenue will pay off the predevelopment, construction, and a portion of the City loans. The AHP funds will remain in the project, and the remaining portion of the City loan will be converted to a grant. We project to sell, on average, 2 units of each unit type per month over a 12-month period. The generated revenue will also cover additional sales costs and fees.

Permanent Sources	Total Funds	Per Unit Funds
FHLB AHP Homeownership Grant	\$195,000	\$15,000 (75% AMI Units)
City of Oakland- NOFA Grant	\$2,905,950	\$116,238
Sale of Townhomes	\$8,031,842	\$321,274
<b>Total Permanent Sources</b>	<b>\$11,132,792</b>	<b>\$452,512</b>

## Homebuyer Mortgage Subsidy Sources

Townhome prices are based on household sizes of 4 people for the 2BR units and 5 people for the 3BR units, targeting households earning 75% and 110% of AMI (i.e., 30% of 65% and 35% of 100% AMI, respectively). Townhome prices were calculated by summing the mortgage amount a household could support with their monthly gross income (30% for 75% AMI & 35% for 110% AMI) and the amount of available homebuyer down payment and subsidy mortgage programs. The resulting townhome sales prices range from \$189,218 to \$468,948.

To increase the affordability of the townhomes, homebuyers will access state and local down-payment assistance and second-lien programs. In identifying these programs, we consulted two affordable mortgage experts from Bank of America and one from Wells Fargo Home Mortgage, as well as homeownership officials at the City of Oakland and the California Housing and Community Development agency.

Further, homebuyers will have access to Affordable Housing Sustainable Communities (AHSC)'s down payment assistance program that CalBUILD will apply for and distribute to homebuyers. We project a total allocation of \$500 thousand, which will be distributed to both 75% and 110% AMI households. AHSC's silent second mortgages carry a simple interest rate of 3% that is deferred over a 30-year period. The loans are payable when the homeowner sells, transfer title, no longer occupies the property, or at the end of the 30 year period. The loans are also assumable, which will help support the long-term affordability of the units.

Townhome Purchase (75% AMI)	2 Bedroom	3 Bedroom
Townhome Price	\$189,218	\$209,364
Less AHSC Down Payment Assistance	\$20,000	\$20,000
Less Borrower Contribution (5%)	\$9,641	\$10,468
<b>Monthly Mortgage Payment</b>		
Total Principal, Interest, Taxes, Insurance, Mortgage Insurance, HOA, and Utilities	\$1,640	\$1,777
Less Mortgage Credit Certificate-Alameda County	\$114	\$127
<b>Effective Principal, Interest, Taxes, Mortgage Insurance, Insurance, HOA, and Utilities</b>	<b>\$1,526</b>	<b>\$1,649</b>

Townhome Purchase (110% AMI)	2 Bedroom	3 Bedroom
Townhome Price	\$429,670	\$468,948
Less AHSC Down Payment Assistance	\$20,000	\$20,000
Less Borrower Contribution (5%)	\$21,483	\$23,447
<b>Monthly Mortgage Payment</b>		
Total Principal, Interest, Taxes, Insurance, Mortgage Insurance, HOA, and Utilities	\$2,947	\$3,187
Less Mortgage Credit Certificate-Alameda County	\$207	\$227
<b>Effective Principal, Interest, Taxes, Insurance, Mortgage Insurance HOA, and Utilities</b>	<b>\$2,740</b>	<b>\$2,960</b>



Description of Sources Tied to Homebuyer vs. Sources Tied to Developer

We will partner with NID Housing Counseling Agency, a HUD-approved housing counseling provider, to help us identify, educate, and guide potential homebuyers to purchase the townhomes once they are complete. NID is an experienced provider with over 27 years of experience that offers their services to local communities, free of charge. Their mission to help communities become places where families can live in safety, prosperity and harmony; places where the American dream of homeownership; places where fair, decent affordable housing is a reality for all aligns well with the goals of our project. NID is recognized for their in-depth first-time homebuyer educational workshops, offered both in Spanish and English, which guide participants through the process of purchasing and sustaining their first home. Completion of the course makes participants eligible for available down-payment assistance programs. Additionally, they will reinforce the information provided in their workshops with one-on-one counseling sessions with their certified housing counselors. Participants will work with their assigned housing counselor to assess their financial profile and develop an action plan to help them reach their goal of homeownership.

Based on our projected 12 month development schedule and 12 month sale period, we propose the following timeline to work with NID to help homebuyers purchase the completed townhomes:

- 1st Qtr of 2018- Market workshops to local residents in West Oakland
- March 2018- Offer monthly workshops, alternating between Spanish and English, over a 12 month period
- March 2018- Enroll homebuyer workshop participants in one-on-housing counseling.
- December 2018- Identify 35 potential homebuyers that will be mortgage ready in the next 3 months, and have expressed interest in purchasing a townhome.
- 2nd Qtr 2019- Start sale of townhomes, expected to last 12 months.
- 2nd Qtr 2019- Offer quarterly post-purchase workshop to townhome owners over a 12 month period.

## Deed Restriction

### Fair Rate of Return Upon Resale

The homeownership units **HEARTWOOD COMMONS**. are subject to deed restrictions which ensure long-term affordability for subsequent owners. To ensure that the City's initial subsidy stays with the project, a fair rate of return restriction is recorded against the units. The City allows buyers of units at **HEARTWOOD COMMONS**. to receive a fair rate of return while ensuring that units are sold only to qualified homebuyers at a price not above the maximum "Affordable Sales Price" ("ASP"). Effectively, when the owner sells the unit to the new buyer, the seller will be able to receive the net sales proceeds from their original investment plus the appreciation in value up to the ASP. Thus, sellers receive a rate of return on their initial investment, limited in a manner similar to a limited equity cooperative model. Over time, the ASP will fluctuate based on both the maximum income limit for the unit and the interest rate at the time of sale, thereby removing market changes from the resale value. This fair rate of return model ensures that **HEARTWOOD COMMONS**. units will not require any additional City mortgage assistance or subsidy to ensure that the units remain permanently affordable.

## Alternative Development Scenario

### Habitat for Humanity

CalBUILD has prepared an alternative development scenario for the ownership portion of the project that would mitigate construction and sales risk of the ownership portion of the project. CalBUILD has had initial discussions outlining the parameters of a development partnership with Habitat for Humanity East Bay/Silicon Valley as discussed in the letter attached in the Appendix. Through preliminary discussions, CalBUILD received interest from Habitat for Humanity to purchase the entitled land with completed infrastructure. The benefits of this arrangement are a reduction of construction loan carrying risk and sales risk for CalBUILD. Habitat has a proven model of sweat-equity driven homeownership construction which would be a welcome addition to the Wood Street community. However, CalBUILD ultimately decided against this partnership as a primary strategy given that Habitat's sweat-equity model substantially slows the schedule of bringing much needed units on line in West Oakland. CalBUILD feels strongly about its ability to bring affordable homeownership to the Wood Street development area quickly by partnering with a HUD approved homeownership counseling agency (NID) to ensure that homebuyers have access to and are able to secure the financing they need to purchase homes at **HEARTWOOD COMMONS**.<sup>1</sup>

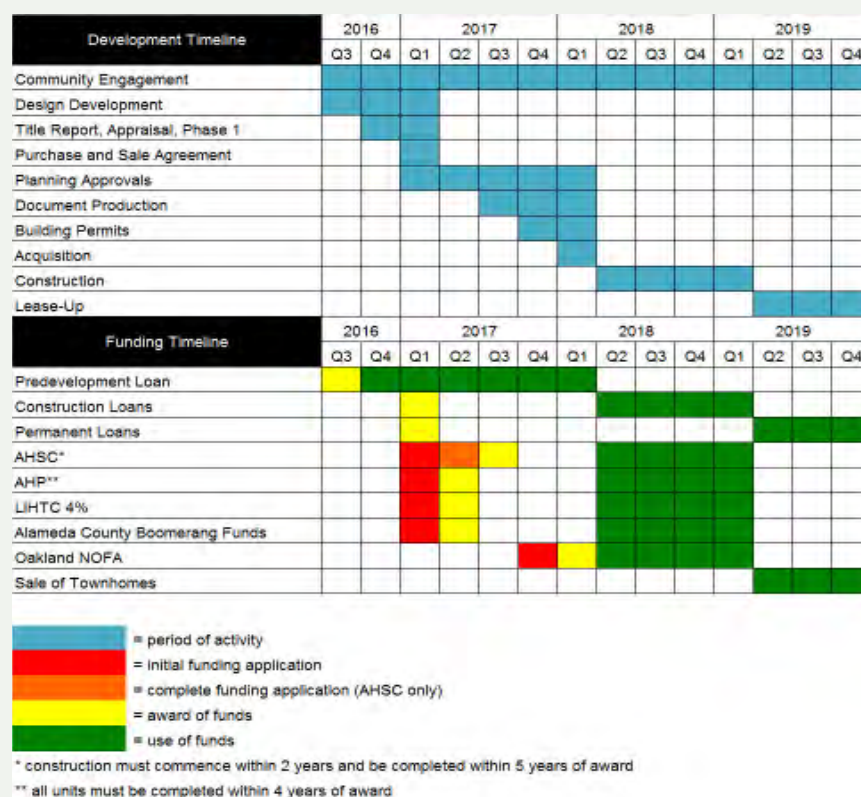
<sup>1</sup> Please see Habitat for Humanity's attached letter of interest for additional information about their services and model.

# timeline



# Development Timeline

Given our competitiveness and the availability of our proposed sources, our project can be built and fully occupied by the end of 2019. Although we are fully entitled and covered by an existing EIR, CalBUILD still must seek a subdivision map for the homeownership portion of the development, lengthening our planning approvals process. This site is a top three priority redevelopment site for the City of Oakland and CalBUILD's HEARTWOOD COMMONS. proposal is directly in line with the City's intent to release a request for proposals (RFP) for development of the site within the next six months given that the rest of the Wood Street Development Area is either completed, under construction, or has received approvals from the Planning Commission. However, the next round of Oakland affordable housing funding applications will not be solicited until the end of 2017, thus the earliest construction start date is 2018. As to lease/sale-up, we anticipate that all units will be rented or sold swiftly upon construction completion, in light of the competitiveness of unit pricing and the dire need for affordable rental and ownership housing in the Oakland market. By working with HUD-approved NID Housing Counseling during the construction period to provide First Time Homebuyer Counseling and to qualify future homebuyers for down-payment assistance programs, CalBUILD positions HEARTWOOD COMMONS. to be a thriving and fully-purchased development.



# appendix



DEVELOPER

## APPENDIX CONTENTS

### DEVELOPER CAPACITY AND TEAM BIOGRAPHIES

#### ARCHITECTURAL

Additional Exterior Renderings  
Wood Street Schematic Plan

#### FINANCIAL

Rental Sources & Uses  
Ownership Sources & Uses  
Unit Mix & Rents/Sales Prices  
Rental Operating Budget  
Rental 15-Year Cash-Flow  
AHSC Application Scoring  
AHSC Greenhouse Gas Reduction Calculation  
City of Oakland NOFA Scoring  
AHP Application Scoring  
AHP Guidelines, Construction Cost Confirmation  
Bank of America, Term Sheet Rental Component  
Bank of America, Term Sheet Ownership Component  
NCCLF, Predev. Loan Term Sheet Ownership Component  
LISC, Construction Loan Term Sheet Ownership Component  
NCCLF, Community Space Financial Support  
City Resolution to Purchase Site  
1800 Wood Street Homeowners Association Budget

#### LETTERS OF PARTNERSHIP AND INTEREST

RCD, Developer Partner Commitment & Statement of Qualifications  
The John Stewart Company, Property Manager  
J.H. Fitzmaurice, Inc., Construction Cost Verification  
Destiny Arts Center, Nonprofit Partner for Arts Space  
Attitudinal Healing Connection, Inc., Nonprofit Partner for Arts Space NID  
Housing Counseling, First Time Homebuyer Counseling  
Habitat for Humanity, Development Partnership & Homeowner Counseling  
Project Access, Service Coordination

#### LETTERS OF SUPPORT

City of Oakland, Housing & Community Development Department  
Councilmember Lynette McElhaney Gibson  
Mayor's Artist Housing and Workspace Task Force, Letter of Support  
Prescott-Joseph Center for Community Enhancement, Letter of Support  
The Crucible, Letter of Support  
Holliday Development, Letter of Support  
Community Member Marcus Johnson

#### OTHER

Sample artist resident applications

# developer capacity & team biographies

# Developer Capacity and Team Biographies

**Developer Partner, Resources for Community Development** For more than 30 years, RCD has grown from a Berkeley-based special needs housing developer to being named as one of the top 50 affordable housing developers in the country by Affordable Housing Finance magazine five times. RCD has built up a portfolio of over 2,200 completed affordable units and has over 300 additional affordable units in pre-development. RCD continues to grow geographically and now operates in communities throughout Alameda, Contra Costa and Solano counties, with a new site in Marin County under development. RCD has developed a long working history of successful community outreach efforts across a wide range of communities and across many sizes and types of developments. RCD has consistently been able to compete successfully for very scarce local funds, as well as highly competitive 9% tax credits and MHP funds at the state level.

**Genise Choy** is a Master of City Planning candidate concentrating in Housing, Community and Economic Development with an Interdisciplinary Graduate Certificate in Real Estate. She works with the City of Oakland and its Mayor's Artist Housing and Workspace Task Force, supporting the retention and success of the local arts and cultural community. She previously worked for a community development consulting firm, helping secure approximately \$15 million in grants and tax credit allocations for affordable housing, nonprofit facilities and jobs programs. She holds a Bachelor of Art degree in studio art from Swarthmore College and has worked with numerous youth arts organizations along the East Coast. She currently sits on the Board of Directors of UPP Arts, a nonprofit based in Providence, RI, that uses the arts to build community and foster environmental stewardship.

**Joseph Magsaysay** is an undergraduate student of Architecture in the College of Environmental Design, UC Berkeley. After moving from the Philippines at an early age to the Bay Area, Joseph was drawn to question the importance of the built environment and how it influences culture and socioeconomics. Currently, Joseph is a project management intern for the REACH Program at San Francisco International Airport, which focuses on improving the passenger experience through the redesigning of spaces within the airport and enhancing airport revenue. Joseph is interested in all-things design, but has developed an interest in airport infrastructure, design-build projects, and affordable housing while at UC Berkeley.

**Daniel Rodriguez** is a native of East Los Angeles and a full-time MBA student at the Haas School of Business, UC Berkeley, focusing on real estate finance and investments. He received an A.B. in Economics from Brown University. Prior to Haas, he served as the Director of the Community Wealth Department for the East LA Community Corporation (ELACC), a non-profit community development organization. In his role as Director of Community Wealth, he oversaw and managed ELACC's Foreclosure Prevention, First-Time Homebuyer, Wealth Building, Free Tax Preparation, and Commercial Corridor programs and services. Daniel also served on the Board of Directors of the California Reinvestment Coalition, a nonprofit organization that advocates for fair and equal access to credit for all California communities, from 2012-2014 and Eastmont Community Center from 2009-2013.

**Alexandra Stein** is a Master of City Planning candidate concentrating in Real Estate Development and Urban Design. While in graduate school, Allie has worked with both non-profit affordable housing and market rate developers on a variety of residential, mixed-use, adaptive re-use and master plan projects. Prior to pursuing a graduate degree, Allie worked for the Department of Justice in the Antitrust Division and dedicated her free time to volunteering for an economic development non-profit focused on launching youth-led startups in Lagos, Nigeria. Allie received her B.A. in American Studies from Trinity College in 2011. She is a member of the Urban Land Institute Women's Leadership Initiative and is a 2015 Stephen Chamberlin ULI Fellow. Allie hopes to pursue a career in real estate development upon graduation.

**Orintheo Swanigan** is an MBA student at the Haas School of Business, UC Berkeley, focusing on real estate finance. Orintheo has nearly 10 years of investment analysis experience. He is currently employed as an investment analyst for the California State Teachers' Retirement System (CalSTRS) where he assists in managing a \$100 billion global equity portfolio and is primarily responsible for risk management and conducting due diligence on a variety of equity strategies. Prior to Haas, Orintheo earned the Chartered Financial Analyst (CFA) designation and received his Bachelor of Science in Economics from the University of California, Davis. Orintheo is a member of Berkeley's Real Estate Club (BREC), ULI, and NAIOP. From 2008 to 2013, he served on the Board of Directors for the CFA Society, Sacramento.

**Ashley Weinstein-Carnes** is a Juris Doctor candidate at UC Berkeley Law specializing in real estate and land use through the Interdisciplinary Graduate Certificate in Real Estate. Ashley received her M.A. in Urban Education Policy & Administration from Loyola Marymount University in 2012, and received her B.A., cum laude, in International Relations from the University of Miami in 2010. While in law school, Ashley has negotiated on behalf of the California State Bar Environmental Negotiation team, served as the Development Director of Ecology Law Quarterly and as a teaching assistant for Written & Oral Advocacy. She is a member of the First Generation Professionals Mentoring Program, the Boalt Hall Women's Association, the Boalt Hall Admissions Committee, and the Boalt Hall Veteran's Law Practicum. Prior to pursuing a law degree, Ashley taught high school biology as a Teach For America Corps Member in East Los Angeles. Ashley is a 2015 ULI Debra Stein Fellow, and is interested in pursuing land use and affordable housing law upon graduation.

# architectural





ABOVE: VIEW FROM NORTHEAST CORNER OF 20TH AND WOOD STREET

BELOW: VIEW OF ARTS YARD AND SET BACK FROM FRONTAGE ROAD





ABOVE: VIEW NORTH FROM SOUTHEAST OF MULTIFAMILY BUILDING

BELOW: RENDERING OF MULTIFAMILY PODIUM LEVEL LANDSCAPED COURTYARD





ABOVE: WOOD STREET DEVELOPMENT AREA SCHEMATIC PLAN

BELOW: HEARTWOOD COMMONS AND MASSING OF PROPOSED DEVELOPMENT ON ADJACENT PARCEL TO THE NORTH





ABOVE: MULTIFAMILY RENTAL BUILDING HIGHLIGHTED

BELOW: TOWNHOMES HIGHLIGHTED



# financial

## Rental Sources

Construction Sources	Total Cost
4% Federal Tax Credit Equity	\$1,802,828
AHSC HRI Grant	\$1,900,000
AHSC STI Grant	\$570,000
Federal Home Loan Bank AHP	\$1,270,500
City of Oakland	\$3,410,313
Alameda County	\$1,000,000
City Donated Land	\$6,500,000
Construction Loan	\$38,564,032
<b>Total</b>	<b>\$55,017,674</b>

Permanent Sources	Total Funds
4% Federal Tax Credit Equity	\$18,028,282
AHSC Loan	\$15,996,936
AHSC HRI Grant	\$1,900,000
AHSC STI Grant	\$570,000
Federal Home Loan Bank AHP	\$1,270,500
City of Oakland	\$3,410,313
Alameda County	\$1,000,000
Long Term Tax-Exempt Bonds	\$7,469,605
City Donated Land	\$6,500,000
Developer Contributed Equity	\$750,000
<b>Total Permanent Sources</b>	<b>\$56,895,636</b>

## Rental Uses

Uses	Total Cost	Per Unit Cost
Land	\$6,500,000	\$54,167
Predevelopment	\$1,971,791	\$16,432
Construction – Soft Costs	\$6,548,243	\$54,569
Construction – Hard Costs	\$37,593,500	\$313,279
Other (Financing and Reserves)	\$2,882,103	\$24,018
Developer Fee	\$1,400,000	\$11,667
<b>Total Cost</b>	<b>\$56,895,636</b>	<b>\$474,130</b>

## Rental Detailed Budget

Uses	Total Cost
Land	\$6,500,000
Legal, Title, Organization Costs	\$100,000
Off-site Improvements	\$570,000
Site Improvements + Landscaping	\$181,450
Construction	\$35,973,125
Supervision	\$1,438,925
Architectural	\$1,618,791
Engineering	\$125,000
Survey	\$20,000
Construction Loan Interest	\$1,554,830
Consultants	\$50,000
Construction Loan Fees	\$303,480
Real Estate Taxes	\$245,517
Insurance	\$75,000
Title + Recording – Perm Loan	\$25,000
Perm Loan Legal	\$25,000
Construction Loan Title + Escrow	\$15,000
Construction Loan Legal	\$45,830
Appraisal + Lender Review	\$15,000
Investor Legal	\$55,000
Audit	\$15,000
Operating Reserve	\$722,962
Construction Contingency	\$3,597,313
TCAC Monitoring Fees	\$70,157
Environmental	\$50,000
Development Impact Fees	\$1,465,223
Permit Processing Fees	\$150,000
Rent Up + Marketing	\$75,034
Construction Lender Inspections	\$10,000
Recreational Equipment + Furnishings	\$50,000
Syndication Consultant	\$40,000
Legal Tax Credit + Organization	\$55,000
Third Party Market Study	\$8,000
Developer Fee	\$1,400,000
<b>Total Development Cost</b>	<b>\$56,895,636</b>

## Ownership Sources by Unit Type & Income Level

Construction Sources- Unit Type & Income Level				
75% AMI	2 Bedroom		3 Bedroom	
Program	Funding	% of Funding	Funding	% of Funding
Construction Loan	\$224,114	60.2%	\$224,114	50.3%
FHLB AHP Homeownership Grant	\$15,000	4.0%	\$15,000	3.4%
City of Oakland- NOFA Loan	\$93,166	25.0%	\$166,162	37.3%
Bay Area LISC Const Loan	\$40,000	10.7%	\$40,000	9.0%
<b>Total</b>	<b>\$372,279</b>	<b>100%</b>	<b>\$445,275</b>	<b>100%</b>

110% AMI	2 Bedroom		3 Bedroom	
Program	Funding	% of Funding	Funding	% of Funding
Construction Loan	\$224,114	60.2%	\$224,114	50.3%
City of Oakland- NOFA Loan	\$108,166	29.1%	\$181,162	40.7%
Bay Area LISC Const Loan	\$40,000	10.7%	\$40,000	9.0%
<b>Total</b>	<b>\$372,279</b>	<b>100%</b>	<b>\$445,275</b>	<b>100%</b>

Permanent Sources- Unit Type & Income Level				
75% AMI	2 Bedroom		3 Bedroom	
Program	Funding	% of Funding	Funding	% of Funding
FHLB AHP Homeownership Grant	\$15,000	4.0%	\$15,000	3.4%
City of Oakland- NOFA Grant	\$120,236	32.3%	\$197,238	44.3%
Subsidy from Higher Income Units	\$47,825	12.8%	\$23,673	5.3%
Sale of Townhomes	\$189,218	50.8%	\$209,364	47.0%
<b>Total</b>	<b>\$372,279</b>	<b>100%</b>	<b>\$445,275</b>	<b>100%</b>

110% AMI	2 Bedroom		3 Bedroom	
Program	Funding	% of Funding	Funding	% of Funding
Subsidy for Lower Income Units	(\$57,390)	(15.4%)	(\$23,673)	(5.3%)
Sale of Townhomes	\$429,670	115.4%	\$468,948	105.3%
<b>Total</b>	<b>\$372,279</b>	<b>100%</b>	<b>\$445,275</b>	<b>100%</b>

## Ownership Sources

Construction Sources	Total Cost	Per Unit Funds
Construction Loan	\$5,602,842	\$224,114
FHLB AHP Homeownership Grant	\$195,000	\$15,000 (75% AMI Units)
City of Oakland- NOFA Loan	\$4,334,950	\$173,398
Bay Area LISC Const Loan	\$1,000,000	\$40,000
<b>Total</b>	<b>\$11,132,792</b>	

Permanent Sources	Total Funds	Per Unit Funds
FHLB AHP Homeownership Grant	\$195,00	\$15,000 (75% AMI Units)
City of Oakland- NOFA Grant	\$2,905,950	\$116,238
Sale of Townhomes	\$8,031,842	\$321,274
<b>Total Permanent Sources</b>	<b>\$11,132,792</b>	

## Ownership Uses

Uses	Total Cost	Per Unit Cost
Land	\$1	\$0
Construction- Soft Costs	\$1,344,125	\$53,765
Construction- Hard Costs	\$8,044,196	\$321,768
Sales Costs	\$815,848	\$32,634
Sales Period HOA Dues	\$39,123	\$1,565
Sales Period Interest	\$568,227	\$22,729
Sales Commissions	\$321,274	\$12,851
<b>Total Cost</b>	<b>\$11,132,792</b>	<b>\$445,312</b>

## Ownership Detailed Budget

Uses	Total Cost
Land	\$1.00
Architectural/Engineering	\$563,094
Appraisal	\$5,000
Soils/Environmental/Testing	\$9,375
Organizational Costs	\$9,375
Consultants	\$9,375
Third Party Market Study	\$1,500
Survey	\$25,000
Approvals	\$98,000
Legal	\$9,375
Permits	\$29,297
Impact Fees	\$286,176
Geotechnical	\$15,000
Title and Recording	\$20,000
Construction Period Taxes	\$119,490
Testing and Inspections	\$1,875
Financing Cost	\$20,000
Pre-Development Contingency (10%)	\$122,193
Infrastructure (allowance)	\$1,000,000
Construction	\$6,100,500
Site Improvement and Landscaping	\$140,000
Course of Construction Insurance	\$72,405
Construction Contingency (10%)	\$731,291
Wrap Insurance	\$250,000
Warranty Reserve	\$125,000
Construction Interest	\$440,848
Sales Period HOA Dues	\$39,123
Sales Period Interest	\$568,227
Sales Commissions	\$321,274
<b>Total Development Cost</b>	<b>\$11,132,792</b>

### Rental Unit Mix

Unit Size	Sq Ft	AMI %	Gross Rent	Count
1-bedroom	650	30%	\$548	8
		40%	\$731	8
		50%	\$914	4
		60%	\$1,097	17
2-bedroom	920	30%	\$658	12
		40%	\$878	8
		50%	\$1,097	4
		60%	\$1,317	16
3-bedroom	1,215	30%	\$760	13
		40%	\$1,014	9
		50%	\$1,267	5
		60%	\$1,521	16
Total				120

### Ownership Unit Mix

Unit Size	Sq Ft	AMI %	Sale Price	Count
2-bedroom	1,020	75 %	\$189,218	6
		110 %	\$429,670	5
3-bedroom	1,220	75 %	\$209,364	7
		110 %	\$468,948	7
Total				25

**Affordable Housing New Construction**  
**OPERATING BUDGET**

<u>RENTAL INCOME:</u>	<u>% AMI</u>	<u>MONTHLY</u>	<u>ANNUALLY</u>
TCAC Scheduled Rent per Rent Schedule		\$107,815.00	\$1,293,780.00
Less 5% Vacancy		(\$5,390.75)	(\$64,689.00)
Section 8 Increment		\$33,347.00	\$400,164.00
Less 5% Vacancy		(\$1,667.35)	(\$20,008.20)
Total Rental Income:		\$134,103.90	\$1,609,246.80
ADD: Laundry & Miscel. Income		\$1,200.00	\$14,400.00
<b>TOTAL INCOME</b>		<b>\$135,303.90</b>	<b>\$1,623,646.80</b>
<b><u>OPERATING EXPENSES</u></b>			
Computer Expense		\$284.29	\$3,411.47
Telephone, Bank chgs, credit cks, misc office		\$1,051.87	\$12,622.43
Legal		\$142.14	\$1,705.73
Accounting/Audit		\$1,421.44	\$17,057.33
Office Expense		\$284.29	\$3,411.47
Training		\$125.00	\$1,500.00
Security		\$341.15	\$4,093.76
		\$3,650.18	\$43,802.19
Property Management		\$7,018.71	\$84,224.46
Cable TV		\$568.58	\$6,822.93
Electricity		\$995.01	\$11,940.13
Gas		\$568.58	\$6,822.93
Water		\$5,685.78	\$68,229.33
Sewer		\$5,117.20	\$61,406.40
		\$12,935.14	\$155,221.73
Manager Salary		\$6,666.67	\$80,000.00
Asset Mgmt Fee (per Oakland NOFA)		\$8.33	\$100.00
Monitoring Fee (Oakland NOFA)		\$1,008.33	\$12,100.00
Monitoring Fee (Alameda County)		\$3,025.00	\$36,300.00
Annual Issuer Fees		\$583.33	\$7,000.00
Janitorial		\$687.98	\$8,255.75
Maintenance Personnel		\$5,603.33	\$67,240.01
Med insurance / Benefits		\$2,842.89	\$34,114.67
Payroll Taxes / Bond		\$952.37	\$11,428.41
		\$21,378.24	\$256,538.84
Property & Liability Insurance		\$3,510.97	\$42,131.61
Taxes Lic. And Permits		\$189.53	\$2,274.31
Ground Lease (TBD)		\$0.08	\$1.00
Real Estate Taxes (local assessments)		\$341.15	\$4,093.76
Service Coordinator		\$4,668.02	\$56,016.28
		\$8,709.75	\$104,516.97
Painting		\$426.43	\$5,117.20
Repairs		\$2,814.46	\$33,773.52
Trash Removal		\$3,033.36	\$36,400.35
Exterminating/Contract Services		\$213.22	\$2,558.60
Grounds		\$3,317.65	\$39,811.82
Elevator		\$199.00	\$2,388.03
Other (alarm monitoring)		\$341.15	\$4,093.76
		\$10,345.27	\$124,143.27
<b>TOTAL OPERATING EXPENSES</b>	\$529.23 PUPM	\$64,037.29	\$768,447.46
Replacement Reserves (\$600 PUPM)	\$6,350.81 PUPY	\$10,400.00	\$600.00
AHSC Payment		\$5,598.93	\$67,187.13
<b>TOTAL MONTHLY RESIDENTIAL EXPENSES</b>	\$661.46 PUPM	\$80,036.22	\$960,434.59
<b>NET OPERATING INCOME - TCAC RENTS</b>	\$7,937.48 PUPY	<b>\$23,588</b>	<b>\$283,056</b>
<b>NET OPERATING INCOME - Section 8 Increment</b>		<b>\$31,680</b>	<b>\$380,156</b>
<b>MONTHLY DEBT SERVICE - TRANCHE A</b>		\$19,656.70	\$235,880.34
<b>MONTHLY DEBT SERVICE - TRANCHE B</b>		\$26,399.71	\$316,796.50
<b>TRANCHE A DCR</b>		<b>1.20</b>	
<b>TRANCHE B DCR</b>		<b>1.20</b>	
<b>CASH FLOW</b>		<b>\$14,810.21</b>	<b>\$177,722.50</b>
<b>Maximum Loan</b>			<b>Debt Supported</b>
<b>TRANCHE A (TCAC RENTS) LOAN</b>	<b>4.30%</b>		<b>\$3,972,081</b>
<b>TRANCHE B (SECTION 8) LOAN</b>	<b>4.30%</b>		<b>\$3,497,524</b>
<b>Operating Reserve Requirements</b>	6 mo. Op exp	\$384,223.73	6
	6 mo debt svc	\$276,338.42	
	6 mo reserves	\$62,400.00	
		<b>\$722,962.15</b>	

Affordable Housing New Construction  
15 YEAR CASH FLOW ANALYSIS

Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Potential Gross Income from Operations	\$1,693,944.00	\$1,736,292.60	\$1,779,699.92	\$1,824,192.41	\$1,869,797.22	\$1,916,542.15	\$1,964,455.71	\$2,013,567.10	\$2,063,906.28	\$2,115,503.93	\$2,168,391.53	\$2,222,601.32	\$2,278,166.35	\$2,335,120.51	\$2,393,498.53	\$2,453,335.99	\$2,514,669.39	\$2,577,536.12	\$2,641,974.53	\$2,708,023.89
Less: Vacancy @ 5%	(\$84,697.20)	(\$86,814.63)	(\$88,985.00)	(\$91,209.62)	(\$93,489.86)	(\$95,827.11)	(\$98,222.79)	(\$100,678.36)	(\$103,195.31)	(\$105,775.20)	(\$108,419.58)	(\$111,130.07)	(\$113,908.32)	(\$116,756.03)	(\$119,674.93)	(\$122,666.80)	(\$125,733.47)	(\$128,876.81)	(\$132,098.73)	(\$135,401.19)
Net Rental Income	\$1,609,246.80	\$1,649,477.97	\$1,690,714.92	\$1,732,982.79	\$1,776,307.36	\$1,820,715.05	\$1,866,232.92	\$1,912,888.75	\$1,960,710.96	\$2,009,728.74	\$2,059,971.96	\$2,111,471.26	\$2,164,258.04	\$2,218,364.49	\$2,273,823.60	\$2,330,669.19	\$2,388,935.92	\$2,448,659.32	\$2,509,875.80	\$2,572,622.70
Miscellaneous Income	\$14,400.00	\$14,760.00	\$15,129.00	\$15,507.23	\$15,894.91	\$16,292.28	\$16,699.59	\$17,117.07	\$17,545.00	\$17,983.63	\$18,433.22	\$18,894.05	\$19,366.40	\$19,850.56	\$20,346.82	\$20,855.49	\$21,376.88	\$21,911.30	\$22,459.09	\$23,020.56
Effective Gross Income	\$1,623,646.80	\$1,664,237.97	\$1,705,843.92	\$1,748,490.02	\$1,792,202.27	\$1,837,007.32	\$1,882,932.51	\$1,930,005.82	\$1,978,255.97	\$2,027,712.36	\$2,078,405.17	\$2,130,365.30	\$2,183,624.44	\$2,238,215.05	\$2,294,170.42	\$2,351,524.68	\$2,410,312.80	\$2,470,570.62	\$2,532,334.89	\$2,595,643.26
Annual Operating Expenses	(\$768,447.46)	(\$795,343.12)	(\$823,180.13)	(\$851,991.43)	(\$881,811.13)	(\$912,674.52)	(\$944,618.13)	(\$977,679.76)	(\$1,011,898.56)	(\$1,047,315.00)	(\$1,083,971.03)	(\$1,121,910.02)	(\$1,161,176.87)	(\$1,201,818.06)	(\$1,243,881.69)	(\$1,287,417.55)	(\$1,332,477.16)	(\$1,379,113.86)	(\$1,427,382.85)	(\$1,477,341.25)
Replacement Reserve Deposit	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)	(\$124,800.00)
AHSC Payment	0.42%	(\$67,187.13)	(\$67,469.32)	(\$67,752.69)	(\$68,037.25)	(\$68,323.01)	(\$68,609.96)	(\$68,898.12)	(\$69,187.50)	(\$69,478.08)	(\$69,769.89)	(\$70,062.93)	(\$70,357.19)	(\$70,652.69)	(\$70,949.43)	(\$71,247.42)	(\$71,546.66)	(\$71,847.15)	(\$72,148.91)	(\$72,451.94)
Net Annual Operating Income	\$663,212.21	\$676,625.54	\$690,111.10	\$703,661.34	\$717,268.13	\$730,922.84	\$744,616.25	\$758,338.56	\$772,079.33	\$785,827.47	\$799,571.22	\$813,298.10	\$826,994.88	\$840,647.56	\$854,241.32	\$867,760.48	\$881,188.48	\$894,507.85	\$907,700.10	\$920,745.78
Debt Service - Tranche A	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)	(\$235,880.34)
Debt Service - Tranche B	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)	(\$316,796.50)
DCR	1.20	1.22	1.25	1.27	1.30	1.32	1.35	1.37	1.40	1.42	1.45	1.47	1.50	1.52	1.55	1.57	1.59	1.62	1.64	1.67
Cash Flow after Debt Coverage Ratio	\$110,535.37	\$123,948.69	\$137,434.26	\$150,984.49	\$164,591.29	\$178,246.00	\$191,939.41	\$205,661.72	\$219,402.48	\$233,150.62	\$246,894.38	\$260,621.25	\$274,318.04	\$287,970.72	\$301,564.47	\$315,083.63	\$328,511.64	\$341,831.00	\$355,023.26	\$368,068.93
Uses of Residual Cash Flow:																				
Deferred Developer Fee Payment	50%	\$55,267.68	\$61,974.35	\$68,717.13	\$75,492.25	\$82,295.64	\$89,123.00	\$95,969.71	\$102,830.86	\$109,701.24	\$8,628.15	\$0.00								
Net Distributable After Developer Fee		\$55,267.68	\$61,974.35	\$68,717.13	\$75,492.25	\$82,295.64	\$89,123.00	\$95,969.71	\$102,830.86	\$109,701.24	\$224,522.48	\$246,894.38	\$260,621.25	\$274,318.04	\$287,970.72	\$301,564.47	\$315,083.63	\$328,511.64	\$341,831.00	\$355,023.26
Oakland Ground Lease (25% After Developer Fee)	25%	\$13,816.92	\$15,493.59	\$17,179.28	\$18,873.06	\$20,573.91	\$22,280.75	\$23,992.43	\$25,707.71	\$27,425.31	\$56,130.62	\$61,723.59	\$65,155.31	\$68,579.51	\$71,992.68	\$75,391.12	\$78,770.91	\$82,127.91	\$85,457.75	\$88,755.81
GP Partnership Management Fee 1		\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00
Investor Services Fee (Limited Partner)		\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00
GP Incentive Fee 2	75%	\$8,588.07	\$12,360.57	\$16,153.39	\$19,964.39	\$23,791.30	\$27,631.69	\$31,482.96	\$35,342.36	\$39,206.95	\$103,793.89	\$116,378.09	\$124,099.46	\$131,803.90	\$139,483.53	\$147,130.02	\$154,734.54	\$162,287.80	\$169,779.94	\$177,200.58
New Distributable Cash		\$2,862.69	\$4,120.19	\$5,384.46	\$6,654.80	\$7,930.43	\$9,210.56	\$10,494.32	\$11,780.79	\$13,068.98	\$34,597.96	\$38,792.70	\$41,366.49	\$43,934.63	\$46,494.51	\$49,043.34	\$51,578.18	\$54,095.93	\$56,593.31	\$59,066.86
Projected annual increase in income:		2.50%																		
Projected annual increase in expenses:		3.50%																		
AHSC Principal		15,996,936	16,064,123	16,131,592	16,199,345	16,267,382	16,335,705	16,404,315	16,473,213	16,542,401	16,611,879	16,681,649	16,751,712	16,822,069	16,892,722	16,963,671	17,034,919	17,106,465	17,178,312	17,250,461
AHSC Interest (3.00%)	3.00%	479,908	481,924	483,948	485,980	488,021	490,071	492,129	494,196	496,272	498,356	500,449	502,551	504,662	506,782	508,910	511,048	513,194	515,349	517,514
Accrued Interest		479,908	961,832	1,445,760	1,931,760	2,419,781	2,909,853	3,401,982	3,896,178	4,392,450	4,890,807	5,391,256	5,893,808	6,398,470	6,905,251	7,414,161	7,925,209	8,438,403	8,953,752	9,471,266

## AHSC Application Scoring

<b>Rental</b>			
		Points eligible	Points available
GHG Reduction		18	30
	Total project GHG reductions	12	15
	Efficiency of reductions	6	15
Supplemental Strategies		20	20
	Active transportation improvements	10	10
	Water, energy, and greening	10	10
Policy Objectives		43	50
	Depth and level of housing affordability	10	10
	Housing and transportation collaboration	8	10
	Community benefit and engagement	8	8
	Access to destinations	3	8
	Funds leveraged	5	5
	Anti-displacement strategies	4	4
	Program need and readiness	3	3
	Implementation of planning efforts	2	2
	Total:	81	100
<b>Ownership</b>			
		Points eligible	Points available
GHG Reduction		18	30
	Total project GHG reductions	12	15
	Efficiency of reductions	6	15
Supplemental Strategies		20	20
	Active transportation improvements	10	10
	Water, energy, and greening	10	10
Policy Objectives		43	50
	Depth and level of housing affordability	10	10
	Housing and transportation collaboration	8	10
	Community benefit and engagement	8	8
	Access to destinations	3	8
	Funds leveraged	5	5
	Anti-displacement strategies	4	4
	Program need and readiness	3	3
	Implementation of planning efforts	2	2
	Total:	81	100

Note: We would be applying for both the rental and homeownership portions of our development as one project

	ROG	NOx	CO	SO2	Fugitive PM10	Exhaust PM10	PM10 Total	Fugitive PM2.5	Exhaust PM2.5	PM2.5 Total	Bio- CO2	NBio- CO2	Total CO2	CH4	N2O	CO2e
Category	tons/yr										MT/yr					
Mitigated																
Unmitigated																

## 4.2 Trip Summary Information

Land Use	Average Daily Trip Rate			Unmitigated	Mitigated
	Weekday	Saturday	Sunday	Annual VMT	Annual VMT
Apartments Mid Rise	790.80	859.20	728.40	1,767,269	1,417,793
Condo/Townhouse	164.75	179.00	151.75	368,181	295,373
User Defined Recreational	0.00	0.00	0.00		
Total	955.55	1,038.20	880.15	2,135,449	1,713,166



**California Air Resources Board  
Calculator for the  
Strategic Growth Council  
Affordable Housing and Sustainable Communities Program  
Greenhouse Gas Reduction Quantification Methodology  
Fiscal Year 2015-16**

<b>Project Name:</b>	Heartwood Commons
<b>Project ID:</b>	n/a
<b>Project County</b>	Alameda
<b>Unmitigated VMT from the CalEEMod Report</b>	2,135,449
<b>Mitigated VMT from the CalEEMod Report</b>	1,713,166
<b>Project Type</b>	ICP
<b>Project Setting (must match CalEEMod Project Setting)</b>	Urban
<b>Year 1 (first operational year)</b>	2019
<b>Step 4: ICP/RIPA Adjustment</b>	53,386 VMT
<b>Did you apply LUT-5 in CalEEMod (Increase Transit Accessibility)?</b>	Yes
<b>Step 5: Calculate Additional Benefits</b>	
<b>A. LUT-1: Increase Density</b>	30.00 %
<b>Number of dwelling units per acre for the Project</b> <b>If N/A, leave blank or enter "0"</b>	46.77
<b>B. LUT-9: Improve Walkability Design</b>	21.30 %
<b>Number of Intersections per square mile for the Project Area</b> <b>If N/A, leave blank or enter "0"</b>	190.00
<b>C. LUT-4: Increase Destination Accessibility</b>	18.17 %
<b>Distance to CBD (miles)<sup>1</sup></b> <b>If N/A, leave blank or enter "12"</b>	1.10
<b>D. SDT-2: Provide Traffic Calming Measures</b>	1 %
<b>Yes/No</b>	Yes
<b>E. TRT-4(residents): Transit Subsidy for Residents</b>	0.00 %
<b>Subsidy per eligible resident per Year</b> <b>If N/A, leave blank or select "\$0 to \$273.74"</b>	
<b>Percent of residents eligible for the subsidy (0-100)</b>	
<b>Number of years the subsidy is funded (0-30)</b>	
<b>Step 6: Calculate the CalEEMod Annual VMT Reductions</b>	
<b>Additional % VMT Reductions (A+B+C+D+E from Step 5)</b>	70.47 %
<b>Additional VMT Reductions</b>	1,504,779.73 VMT
<b>Total Annual VMT Reductions</b>	1,873,676.50 VMT
<b>Percent VMT Reduction</b>	88% %
<b>Maximum Potential Annual Reductions</b>	75% VMT
<b>Annual CalEEMod VMT Reductions</b>	1,601,586.75 VMT
<b>Step 7: Calculate the Total CalEEMod GHG Emission Reductions</b>	
<b>CalEEMod GHG Emission Reductions (Yr 1)</b>	772.06 MT CO <sub>2</sub> e
<b>CalEEMod GHG Emission Reductions (Yr F)</b>	485.02 MT CO <sub>2</sub> e
<b>Total CalEEMod GHG Emission Reductions</b>	18,856.28 MT CO <sub>2</sub> e



**California Air Resources Board  
Calculator for the  
Strategic Growth Council  
Affordable Housing and Sustainable Communities Program  
Greenhouse Gas Reduction Quantification Methodology  
Fiscal Year 2015-16**

<b>Project Name:</b>	Heartwood Commons
<b>Project ID:</b>	n/a

	<b>GHG Emissions (MT CO<sub>2</sub>e)</b>	<b>Description</b>
<b>Total CalEEMod GHG Emission Reductions</b>	18,856.28	Total GHG emission reductions from CalEEMod component of project, if applicable.
<b>Total TAC Methods GHG Emission Reductions</b>	23.85	Total GHG emission reductions from TAC Methods component, if applicable.
<b>Total Project Net GHG Benefit</b>	18,880.13	Total project GHG emission reductions in MT CO <sub>2</sub> e from the proposed project.
<b>AHSC Funds Requested (\$)</b>	18,396,936.00	AHSC Funds Requested for the proposed project.
<b>Total GHG Emission Reductions AHSC Funds Requested (\$)</b>	0.00102627	Emissions per AHSC funding requested.
<b>Total GGRF Funds Requested (\$)</b>	18,396,936.00	Total GGRF Funds Requested for the proposed project. · If you are applying, have applied, or are planning to apply for additional GGRF funds for the proposed project, enter the combined funding request for all GGRF programs. · If you are applying only to AHSC for GGRF funding, re-enter the AHSC funds requested in the "Total GGRF Funds Requested (\$)".
<b>Total GHG Emission Reductions Total GGRF Funds Requested (\$)</b>	0.00102627	Emissions per total GGRF funding requested. This may be the same as the program-specific funding requested UNLESS the same project and phase will seek or has sought funding from other GGRF programs. Applicants must provide details in this case.

## City of Oakland NOFA Scoring

City of Oakland- NOFA Scoring					
		Rental (pts)	Owner (pts)	Self Score Rental	Self Score Owner
I. Financial Characteristics		22	22	22	17
	A. Leveraging	8	8	8	8
	B. Funding Commitments	14	14	14	9
II. Location		25	25	10	15
	A. Geographic Equity	5	5	0	5
	B. Educational Quality	5	5	0	0
	C. Neighborhood Revitalization	5	5	5	5
	D. Proximity to Public Transit	5	5	0	0
	E. Proximity to Grocery or Drug Store	5	5	5	5
III. Target Population and Project Attributes		25	21	15	21
	A. Income Targeting	10	12	10	12
	B. Unit Size	5	9	5	9
	C. Units for People with Special Needs	5	N/A	0	N/A
	D. Homeless- Permanent Supportive Housing Units	5	N/A	0	N/A
IV. Developer Experience and Capacity		27	26	26	16
	A. Developer Experience Exceeds Minimum	10	10	10	0
	B. Developer Capacity	8	8	8	8
	C. Developer Financial Capacity	6	6	6	6
	D. Strength of the Development Team	3	2	2	2
V. Readiness		20	20	20	2
VI. Sustainability		10	10	10	10
VII. Penalty for Non-performing Previously Funded Projects		-10	-10	0	0
Total Possible Points		129	124	105	83

## AHP Application Scoring

RENTAL UNITS		Points eligible	Points available
Donated Property		5	5
Nonprofit or Gov't Sponsorship		10	10
	501c3 or gov't entity	1	1
	Interest in general partner	3	3
	Assumption of integral responsibilities	3	3
	Receipt of at least 25% of dev fee	3	3
Targeting		20	20
Housing for Homeless		0	6
Empowerment		6	6
First District Priority		0	16
	Special needs	0	5
	Rural	0	5
	First-time homebuyers	0	6
Second District Priority		7	10
	Full site control	3.5	3.5
	Partial site control	0	2
	Zoning approval	3.5	3.5
	Building permit issuance	0	3
Subsidy per Unit		11.1	12
Community Stability		11.5	15
	Optimize project site use	5	5
	Community planning and dev't initiatives	2	2
	Proximity to transit and amenities	0.5	4
	Sustainable dev't	3	3
	Homeownership and economic integration	0	2
	Household displacement	1	1
Total:		70.6	100

## AHP Application Scoring

OWNERSHIP UNITS		Points eligible	Points available
Donated Property		5	5
Nonprofit or Gov't Sponsorship		10	10
	501c3 or gov't entity	1	1
	Assumption of integral responsibilities	6	6
	Receipt of at least 25% of dev fee	3	3
Targeting		10	20
Housing for Homeless		0	6
Empowerment		6	6
First District Priority		6	16
	Special needs	0	5
	Rural	0	5
	First-time homebuyers	6	6
Second District Priority		10	10
	Full site control	3.5	3.5
	Partial site control	0	2
	Buyers identified, ready, qualified	3	3
	Zoning approval	3.5	3.5
	Building permit issuance	0	3
Subsidy per Unit		12	12
Community Stability		13.5	15
	Optimize project site use	5	5
	Community planning and development initiatives	2	2
	Proximity to transit and amenities	0.5	4
	Sustainable development	3	3
	Homeownership and economic integration	2	2
	Household displacement	1	1
Total:		72.5	100

First Three Digits of ZIP Code	State	City	APARTMENTS	CONDOS	SINGLE FAMILY HOMES	TOWNHOMES
913	CA	VAN NUYS	\$166.94	\$177.93	\$173.33	\$158.23
914	CA	VAN NUYS	\$166.94	\$177.93	\$173.33	\$158.23
915	CA	VAN NUYS	\$166.94	\$177.93	\$173.33	\$158.23
916	CA	VAN NUYS	\$166.94	\$177.93	\$173.33	\$158.23
917	CA	ALHAMBRA	\$165.97	\$176.89	\$172.32	\$157.31
918	CA	ALHAMBRA	\$165.97	\$176.89	\$172.32	\$157.31
919	CA	SAN DIEGO	\$164.14	\$174.95	\$170.43	\$155.58
920	CA	SAN DIEGO	\$164.14	\$174.95	\$170.43	\$155.58
921	CA	SAN DIEGO	\$164.14	\$174.95	\$170.43	\$155.58
922	CA	PALM SPRINGS	\$164.06	\$174.86	\$170.34	\$155.51
923	CA	SAN BERNARDINO	\$161.61	\$172.25	\$167.80	\$153.18
924	CA	SAN BERNARDINO	\$161.61	\$172.25	\$167.80	\$153.18
925	CA	RIVERSIDE	\$166.42	\$177.37	\$172.79	\$157.74
926	CA	SANTA ANA	\$163.69	\$174.47	\$169.96	\$155.16
927	CA	SANTA ANA	\$163.69	\$174.47	\$169.96	\$155.16
928	CA	ANAHEIM	\$166.57	\$177.54	\$172.95	\$157.89
930	CA	OXNARD	\$165.49	\$176.38	\$171.83	\$156.86
931	CA	SANTA BARBARA	\$165.41	\$176.30	\$171.74	\$156.79
932	CA	BAKERSFIELD	\$164.32	\$175.13	\$170.61	\$155.75
933	CA	BAKERSFIELD	\$164.32	\$175.13	\$170.61	\$155.75
934	CA	SAN LUIS OBISPO	\$165.60	\$176.50	\$171.94	\$156.97
935	CA	MOJAVE	\$162.22	\$172.90	\$168.43	\$153.76
936	CA	FRESNO	\$168.02	\$179.08	\$174.46	\$159.26
937	CA	FRESNO	\$168.02	\$179.08	\$174.46	\$159.26
938	CA	FRESNO	\$168.02	\$179.08	\$174.46	\$159.26
939	CA	SALINAS	\$172.54	\$183.90	\$179.15	\$163.55
940	CA	SAN FRANCISCO	\$191.61	\$204.22	\$198.94	\$181.62
941	CA	SAN FRANCISCO	\$191.61	\$204.22	\$198.94	\$181.62
942	CA	SACRAMENTO	\$169.97	\$181.16	\$176.48	\$161.11
943	CA	PALO ALTO	\$177.90	\$189.61	\$184.71	\$168.63
944	CA	SAN MATEO	\$180.73	\$192.62	\$187.65	\$171.30
945	CA	VALLEJO	\$175.60	\$187.15	\$182.32	\$166.44
946	CA	OAKLAND	\$182.11	\$194.10	\$189.08	\$172.61
947	CA	BERKELEY	\$182.43	\$194.44	\$189.41	\$172.92
948	CA	RICHMOND	\$179.76	\$191.60	\$186.65	\$170.39
949	CA	SAN RAFAEL	\$183.77	\$195.86	\$190.81	\$174.19
950	CA	SANTA CRUZ	\$176.94	\$188.59	\$183.71	\$167.71
951	CA	SAN JOSE	\$185.10	\$197.28	\$192.18	\$175.44
952	CA	STOCKTON	\$170.27	\$181.47	\$176.79	\$161.39
953	CA	MODESTO	\$169.37	\$180.52	\$175.86	\$160.54
954	CA	SANTA ROSA	\$183.58	\$195.66	\$190.60	\$174.00
955	CA	EUREKA	\$172.22	\$183.55	\$178.81	\$163.24
956	CA	SACRAMENTO	\$169.97	\$181.16	\$176.48	\$161.11
957	CA	SACRAMENTO	\$169.97	\$181.16	\$176.48	\$161.11
958	CA	SACRAMENTO	\$169.97	\$181.16	\$176.48	\$161.11
959	CA	MARYSVILLE	\$169.98	\$181.17	\$176.49	\$161.12
960	CA	REDDING	\$179.13	\$190.91	\$185.98	\$169.78

April 7, 2016

CalBUILD  
200 California Hall #1500  
Berkeley, CA 94720

Re: CalBUILD Rental, Oakland, California

Dear CalBUILD:

This letter will serve as a preliminary outline of the terms under which Bank of America (the "Bank") would consider a loan request and equity investment on the above referenced project. **This letter does not represent an offer or commitment by the Bank for the proposed financing, nor does it define all the terms and conditions of a loan commitment, but is a framework upon which a loan request may be submitted. Issuance of a commitment by the Bank is subject to, among other things, the completion of the following items, and approval of the loan request under the Bank's internal approval process. The Bank may decline to approve the loan request. Upon your response to this letter and after providing any additional information which may be necessary, the Bank will proceed with the necessary due diligence to submit the loan request. The proposed terms and conditions are as follows:**

**Project:** To be construction 125-unit apartment complex located at Oakland, California.

**Borrower:** A to-be-determined special purpose entity - form and substance of Borrower must be acceptable to the Bank.

**Reporting Requirements:** Annually: Borrower and Guarantors' financial statements and covenant compliance.

Monthly: Property operating statements and rental summary report.

**Know Your Customer:** Within five (5) business days of opening an account with Bank, Borrower shall have delivered to Bank all due diligence materials necessary and relevant to verifying Borrower's identity and background information, as deemed necessary by Bank in its sole and absolute discretion.

**Other Requirements:** All of the following to be acceptable to the Bank: documentation and submissions that are standard for loans of this type including, but not limited to, appraisal, ESA, legal documentation, title/survey, proposed standard lease form, front-end cost and document reviews and acceptance of final budget (includes adequate contingency, interest carry/operating deficit reserve, etc.), review of plans/specs, condition of markets/submarkets, revenue/expenses pro-formas, financial review of Borrower, Guarantor, and general contractor, management agreement and

subordination; and (as applicable), proof of tax credit award, equity investor and pay-in schedule, proof of tax-exempt status with respect to ad valorem taxes and other terms and conditions as may be required.

**Confidentiality:** This term sheet is strictly confidential and may not be shared with anyone else other than the owners of Borrower.

### **Construction Loan**

#### **Construction**

**Loan Amount:** Information obtained by the Bank is so far insufficient to establish a loan amount. Based on our general underwriting parameters for what we believe to be similar transactions, the construction loan amount in this transaction would be the lesser of:

- 1) \$ 39,799,921
- 2) 80% LTC based on final Bank approved construction budget or
- 3) 117% LTV based on an appraisal in form and substance acceptable to the Bank.

**Construction Interest Rate:** 30-Day LIBOR + 1.50%, floating. Term Loan Interest Rate as further described below.

**Construction Loan Term:** 24 months from the loan closing.

**Construction Loan Amortization:** Interest only for 24 months

**Construction Loan Fee:** 0.50% of the total Loan Commitment, payable at closing.

**Construction Renewal Options:** One six-month extension options subject to the following:

- a) No less than 30 but no more than 90 day written notice of intention to exercise the option;
- b) No event of default having occurred or potential default occurring;
- c) Performance hurdles have been met, including but not limited to, lien-free construction completion and lease up hurdles;
- d) The loan is in balance, including sufficient interest reserve;
- e) Project must demonstrate the ability to be able to convert/payoff Bank's loan within the extension period;
- f) All co-construction loans mature or are extended concurrent or past the Bank's extension date;
- g) All takeout commitments expire or are extended concurrent or past the Bank's extension date;
- h) All investor commitments include terms or are modified to be consistent with the extension of the Bank's loan;
- i) No material adverse change in the financial condition of the Project, Borrower, and Guarantor;
- j) Payment of 0.25% renewal fee based on the committed Loan amount; and
- k) Rate adjustment or fee payment, as appropriate, to cover the cost of revising the forward rate lock, if any.

**Payment and  
Performance  
Guaranty:**

100% guarantee of completion, performance and repayment to be provided by guarantor acceptable to Bank. The guarantors shall be required to meet to-be-determined liquidity, leverage, and net-worth covenants.

For borrowers that are single-asset entities, principal(s) with general liability or guarantor(s) acceptable to the Bank must be jointly and severally liable for completion of the project and repayment of the financing, including interest and costs.

**Collateral:**

- 1) First Lien Deed of Trust on land and improvements constructed thereon.
- 2) UCC filing on furniture, fixtures and equipment.
- 3) Assignment of rents/leases and management/construction/architectural contracts, etc.
- 4) Assignment of interest rate hedge agreement, if any.

**General Contractor:** To be acceptable to Bank.

**Term Loan:**

**Tranche A**

**Loan Amount:**

Least of 1) \$5,276,524. 2) 80% LTV based on an appraisal in form and substance acceptable to the Bank, or 3) the principal amount based on debt service payments sufficient to achieve a 1:1.20XX DSCR.

**Tranche A**

**Loan Interest Rate:**

Fixed rate for the life of the financing. Note rate will be fixed immediately prior to construction closing based upon then applicable market rates for like tenor and character loans. The Bank estimates that, were the Note rate fixed as of the date of this letter, the rate would be approximately 4.30%. THIS RATE IS INDICATIVE ONLY AND THE ACTUAL NOTE RATE MAY DIFFER.

The interest rate will be forward locked for a period of 24 months.

Month 25 of the construction loan term will be at the Term Loan Interest Rate on an interest-only basis. Amortization listed below will commence upon Month 30.

Forward rate lock extension for one six-month period will be available, subject to a fee of 0.25% if the Loan does not convert within the first ninety (90) days of the extension. Fee to be paid at the earliest of the conversion or expiration of the extension.

**Tranche A**

**Loan Maturity:**

Thirty (30) years from the term loan conversion and closing.

**Tranche A**

**Loan Amortization:**

Thirty (30) years

**Tranche B**

**Loan Amount:**

Least of 1) \$3,643,301. 2) 80% LTV based on an appraisal in form and substance acceptable to the Bank, or 3) the principal amount based on debt service payments sufficient to achieve a 1:1.20 DSCR.

**Tranche B**

**Loan Interest Rate:** Fixed rate for the life of the financing. Note rate will be fixed immediately prior to construction closing based upon then applicable market rates for like tenor and character loans. The Bank estimates that, were the Note rate fixed as of the date of this letter, the rate would be approximately 4.30%. THIS RATE IS INDICATIVE ONLY AND THE ACTUAL NOTE RATE MAY DIFFER.

The interest rate will be forward locked for a period of 24 months.

Month 25 of the construction loan term will be at the Term Loan Interest Rate on an interest-only basis. Amortization listed below will commence upon Month 30.

Forward rate lock extension for one six-month period will be available, subject to a fee of 0.25% if the Loan does not convert within the first ninety (90) days of the extension. Fee to be paid at the earliest of the conversion or expiration of the extension.

**Term Loan**

**Maturity:** Fifteen (15) years from the term loan conversion and closing.

**Amortization:** Fifteen (15) years

**Replacement Reserves:** \$600/unit/year

**Operating Reserve:** \$758,349 funded at or prior to conversion

**Conversion Terms:**

- 1) Lien free completion
- 2) Property has stabilized over the prior three consecutive months as evidenced by 90% or greater physical and economic occupancy for each of the three months and achievement of 1:1.20 DSCR for that period.
- 3) Pay-off of the construction loan.

**Guaranty:** Non-recourse exclusions from key principals relating to fraudulent acts, in form and substance acceptable to Bank.

Financial condition of key principals will be subject to Bank review and approval.

**Equity:**

**Partnership:** General Partner will own a 0.01% interest in the Partnership; Bank (the "Investor") will own a 99.99% interest in the Partnership.

**Capital Contributions:** Bank will make a total Capital Contribution of \$1.15 for each \$1.00 off Tax Credits to which it will be entitled as a limited partner for a total Capital Contribution of \$20,492,716 to be paid as follows:

<b>Milestone</b>	<b>Conditions to be satisfied prior to payment</b>	<b>% Equity</b>	<b>\$ Equity</b>
Initial Capital Contribution	(i) closing of the Partnership (ii) closing and initial funding of all construction financing for the Project (iii) receipt of commitments for all permanent financing on the Project with the interest rate fixed for at least 15 years (iv) evidence of either acquisition of, or a long-term leasehold interest in, the land and building for the Project (v) evidence the Partnership has received an allocation from the Credit Agency of 10% credits in an amount equal to the Projected Federal Credits (vi) receipt by the Investor of a tax opinion prepared by special tax counsel for the Partnership in a form which is acceptable to the Investor (vii) satisfactory completion of Investor's due diligence	10%	\$2,049,272
Conversion and Stabilization Capital Contribution	(i) the Project then has achieved at least three consecutive calendar months of a minimum of 1.20 to 1 debt service coverage on the Permanent Loans (which period must include the last day of the most recent calendar month), (ii) the Project is then at least 90% occupied (iii) all tax credit units have been leased to qualified tenants at least one time (v) permanent certificates of occupancy have been issued for each building (vi) all reserves have funded or will fund concurrent with this payment	85%	\$17,418,809
Final Capital Contribution (The balance of the unpaid Total Capital Contribution)	(i) the Credit Agency has issued a Form 8609 for each building (ii) a cost certification by a qualified accountant has been received in a form acceptable to Investor (iii) a copy of the recorded Extended Use Agreement has been received (iv) a copy of the compliance audit of the initial tenant files has been received (v) calculations of final adjusters have been prepared and agreed to	5%	\$1,024,636

Operating Deficit Guaranty

General Partner and guarantors will agree to loan to the Partnership any amounts required to fund operating deficits. The Operating Deficit Guaranty will terminate upon the later of 60 months after the later of (i) the expiration of the Completion and Development Deficit Guaranty, or (ii) the Project's achievement of 1.20 to 1 debt service coverage ratio on the Permanent Loans calculated over a period of 12 consecutive months. In addition, in order for the Operating Deficit Guaranty to terminate, the Project must average a 1.20 to 1 debt service coverage ratio for the last 12 months of the 60 month period or any subsequent 12 month period and the Operating Reserve must be replenished to its originally required balance.

Credit Adjuster.

To the extent such final projected amount of Low-Income Housing Tax Credits varies from the Original Projected Credits, Investor's capital contribution will be

adjusted by \$0.75 per federal credit on such variance in the delivery of actual credits to Original Project Credit (as reflected in cost certifications or Form 8609).

**Timing Adjuster.**

Investor's federal credit capital contribution will be adjusted to reflect the later or earlier than projected delivery of federal credits with respect to the first year and, if applicable, the second year, of the credit period, based on a reduction in price of 75 cents for every federal credit dollar deferred, or an increase based on 75% of the price per credit established in Section 6 above for every federal credit dollar accelerated.

**Distribution of  
Operating Cash Flow.**

Operating cash flow will be utilized as follows:

- (i) payment of debt service on the Permanent Loans and other operating expenses;
- (ii) additions to a funded capital replacement reserve as provided in the Partnership Agreement;
- (iii) payment of the Asset Management Fee (\$25,000 per year increasing 3% per year) to the Special Limited Partner, which fee will accrue if not paid;
- (iv) payment of the Deferred Developer Fee;
- (v) payment of the Partnership Management Fee (\$25,000 per year increasing 3% per year) to the General Partner, which fee will accrue if not paid;
- (vi) repayment of any Operating Deficit Loans made by General Partner;
- (vii) replenishment of the Operating Reserve Account;
- (viii) payment of an incentive management fee, not to exceed 80% of cash flow;
- (ix) then to the partners in accordance with the Percentage Interests.

- 2. Right of First Refusal.** At the end of the 15 year tax credit compliance period, the General Partner will have a right of first refusal to purchase the Property for an amount equal to the greater of (a) fair market value of the Property, or (b) outstanding debt plus taxes payable as a result of the sale.

**Other Conditions**

The following are subject to Bank's approval in its sole and absolute discretion:

- 1) All soft lender funds – including the AHSC Loan, AHSC Housing Related Infrastructure Grant, AHSC Sustainable Transportation Infrastructure Grant, AHP Funding, City donated land, City of Oakland Loan, and Alameda County Boomerang Fund – shall execute subordination agreements and estoppels acceptable to the Bank, as required.
- 2) AHP Funding must be awarded prior to closing.

## **General Provisions:**

### **Fees and Expenses:**

Borrower will pay all reasonable costs incurred by the Bank in connection with the loans including, but not limited to, legal, environmental, front end costs and document review/inspections, physical needs assessment (for existing projects only) and appraisal. Borrower acknowledges that Bank may receive a benefit, including, without limitation, a discount, credit or other accommodation, from outside counsel based on the fees such counsel may receive on account of their relationship with Bank including, without limitation, fees paid pursuant hereto.

### **Material**

#### **Adverse Change:**

Bank of America's obligations hereunder shall terminate if, prior to closing, Bank of America determines, in its sole judgment, that there shall exist any conditions regarding the property, or the operations, business, assets, liabilities or condition (financial or otherwise, including credit rating) of Borrower or Guarantor, or there shall have occurred a material adverse change in, or there shall exist any material adverse conditions in, the market for syndicated bank credit facilities or the financial, banking, credit or debt capital markets generally, that could be expected to cause the loan to become delinquent or prevent any guarantor from performing its obligations under any guaranty or to materially and adversely affect the value or marketability of the loan or the property or Bank of America's ability to syndicate the loan or the viability of obtaining permanent financing for the Project.

#### **Assumptions made:**

The terms discussed herein are presented, based on the credit conditions in the potential transaction as known by Bank of America. Should additional facts come to light that positively or negatively impact the situation, prices or other requirements quoted here may be adjusted.

#### **Expiration:**

This term sheet will expire at 5:00 p.m. Pacific time on that date which is five (5) business days from the date hereof unless you execute this term sheet and return it to us prior to that time, which may be by facsimile transmission. Please understand that this term sheet does not represent an offer or commitment by Bank of America, or any of its affiliated entities, for the proposed new financing, nor does it define all of the terms and conditions of a loan commitment, but is a framework upon which a loan request may be submitted. Issuance of a commitment by Bank of America is subject to, among other things, the approval of your loan request under the Bank's approval process. If Bank of America issues a financing commitment in this transaction, it will in all respects supersede this letter.

The undersigned acknowledges and agrees that: (i) the transaction contemplated by this Term Sheet is an arm's length commercial transaction between you and Bank in which Bank is acting solely as a principal and for its own interest; (ii) Bank is not acting as a municipal advisor or financial advisor to you; (iii) Bank has no fiduciary duty pursuant to Section 15B of the Securities Exchange Act of 1934 to you with respect to the transaction contemplated hereby and the discussions, undertakings and procedures leading thereto (irrespective of whether Bank has provided other services or is currently providing other services to you on other matters); (iv) the only obligations Bank has to you with respect to the transaction contemplated hereby expressly are set forth in this Term Sheet; and (v) Bank is not recommending that you take an action with respect to the transaction contemplated by this Term Sheet, and before taking any action with respect to the contemplated transaction, you should discuss the information contained herein with its own legal, accounting, tax, financial and other advisors, as it deems appropriate. If you would like a municipal advisor in this transaction that has legal fiduciary duties to you, you are free to engage a municipal advisor to serve in that capacity. This Term Sheet is provided to you pursuant to and in reliance upon the "bank exemption" provided under the municipal advisor rules of the Securities and Exchange Commission, Rule 15Ba1-1 et seq.

Please review the above terms and conditions and feel free to call me with any questions or comments you may have. If you find the above terms and conditions to be acceptable, please indicate so by signing below and returning a faxed copy to my attention by the date which is five days from the date of this letter along with a good-faith deposit of \$30,000.00. Upon receipt of the letter and the good-faith deposit, the Bank will proceed with the necessary due diligence to prepare and submit your loan request, provided, however that in any event, this term sheet will finally expire at 5:00 p.m. Pacific time on that date which is sixty (60) days from the date hereof. Your deposit is refundable, less the Bank's out of pocket expenses incurred, should the Bank decline the financing opportunity discussed herein. I look forward to hearing from you and working with you on this and other transactions.

Sincerely,



Andrea Ursillo  
Bank of America Merrill Lynch  
Community Development Banking

Please submit a loan application as outlined above:

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

EDUCATIONAL USE ONLY - NOT A COMMITMENT

April 7, 2016

CalBUILD  
200 California Hall #1500  
Berkeley, CA 94720

Re: CalBUILD Condos, Oakland, CA

Dear CalBUILD:

This letter will serve as a preliminary outline of the terms under which Bank of America (the "Bank") would consider a loan request and equity investment on the above referenced project. **This letter does not represent an offer or commitment by the Bank for the proposed financing, nor does it define all the terms and conditions of a loan commitment, but is a framework upon which a loan request may be submitted. Issuance of a commitment by the Bank is subject to, among other things, the completion of the following items, and approval of the loan request under the Bank's internal approval process. The Bank may decline to approve the loan request. Upon your response to this letter and after providing any additional information which may be necessary, the Bank will proceed with the necessary due diligence to submit the loan request. The proposed terms and conditions are as follows:**

**Project:** To be construction 24 for sale residential condominiums located at Oakland, California.

**Borrower:** A to-be-determined special purpose entity - form and substance of Borrower must be acceptable to the Bank.

**Reporting Requirements:** Annually: Borrower and Guarantors' financial statements and covenant compliance.

Monthly: Property operating statements and rental summary report.

**Know Your Customer:** Within five (5) business days of opening an account with Bank, Borrower shall have delivered to Bank all due diligence materials necessary and relevant to verifying Borrower's identity and background information, as deemed necessary by Bank in its sole and absolute discretion.

**Other Requirements:** All of the following to be acceptable to the Bank: documentation and submissions that are standard for loans of this type including, but not limited to, appraisal, ESA, legal documentation, title/survey, proposed standard lease form, front-end cost and document reviews and acceptance of final budget (includes adequate contingency, interest carry/operating deficit reserve, etc.), review of plans/specs, condition of markets/submarkets, revenue/expenses pro-formas, financial review

of Borrower, Guarantor, and general contractor, management agreement and subordination; and (as applicable), proof of tax credit award, equity investor and pay-in schedule, proof of tax-exempt status with respect to ad valorem taxes and other terms and conditions as may be required.

**Confidentiality:** This term sheet is strictly confidential and may not be shared with anyone else other than the owners of Borrower.

### **Construction Loan**

**Construction  
Loan Amount:**

Information obtained by the Bank is so far insufficient to establish a loan amount. Based on our general underwriting parameters for what we believe to be similar transactions, the construction loan amount in this transaction would be the lesser of:

- 1) \$5,602,842
- 2) 80% LTC based on final Bank approved construction budget or
- 3) 75% LTV based on an appraisal in form and substance acceptable to the Bank.

**Construction  
Interest Rate:**

30-Day LIBOR + 3.00%, floating. Term Loan Interest Rate as further described below.

**Construction  
Loan Term:**

24 months from the loan closing.

**Construction  
Loan  
Amortization:**

Interest only until the earlier of 15 months from loan closing or 3 months after construction completion.

**Construction  
Loan Fee:**

1.00% of the total Loan Commitment, payable at closing.

**Construction  
Renewal Options:**

One six-month extension options subject to the following:

- a) No less than 30 but no more than 90 day written notice of intention to exercise the option;
- b) No event of default having occurred or potential default occurring;
- c) Performance hurdles have been met, including but not limited to, lien-free construction completion and lease up hurdles;
- d) The loan is in balance, including sufficient interest reserve;
- e) Project must demonstrate the ability to be able to convert/payoff Bank's loan within the extension period;
- f) All co-construction loans mature or are extended concurrent or past the Bank's extension date;
- g) All takeout commitments expire or are extended concurrent or past the Bank's extension date;
- h) All investor commitments include terms or are modified to be consistent with the extension of the Bank's loan;
- i) No material adverse change in the financial condition of the Project, Borrower, and Guarantor;
- j) Payment of 0.50% renewal fee based on the committed Loan amount; and
- k) Rate adjustment or fee payment, as appropriate, to cover the cost of revising the forward rate lock, if any.

**Payment and  
Performance  
Guaranty:**

100 % guarantee of completion, performance and repayment to be provided by guarantor(s) acceptable to Bank. The guarantor(s) shall be required to meet to-be-determined liquidity, leverage, and net-worth covenants.

For borrowers that are single-asset entities, principal(s) with general liability or guarantor(s) acceptable to the Bank must be jointly and severally liable for completion of the project and repayment of the financing, including interest and costs.

**Collateral:**

- 1) First Lien Deed of Trust on land and improvements constructed thereon.
- 2) UCC filing on furniture, fixtures and equipment.
- 3) Assignment of rents/leases and management/construction/architectural contracts, etc.
- 4) Assignment of interest rate hedge agreement, if any.

**General Contractor:** To be acceptable to Bank.

**Other Conditions**

The following are subject to Bank's approval in its sole and absolute discretion:

- 1) Release prices must be established at the greater of a) Par or b) 90% of net sales proceeds.
- 2) Although presales are not required, presale activity is preferred prior to construction start.

**General Provisions:**

**Fees and  
Expenses:**

Borrower will pay all reasonable costs incurred by the Bank in connection with the loans including, but not limited to, legal, environmental, front end costs and document review/inspections, physical needs assessment (for existing projects only) and appraisal. Borrower acknowledges that Bank may receive a benefit, including, without limitation, a discount, credit or other accommodation, from outside counsel based on the fees such counsel may receive on account of their relationship with Bank including, without limitation, fees paid pursuant hereto.

**Material**

**Adverse Change:**

Bank of America's obligations hereunder shall terminate if, prior to closing, Bank of America determines, in its sole judgment, that there shall exist any conditions regarding the property, or the operations, business, assets, liabilities or condition (financial or otherwise, including credit rating) of Borrower or Guarantor, or there shall have occurred a material adverse change in, or there shall exist any material adverse conditions in, the market for syndicated bank credit facilities or the financial, banking, credit or debt capital markets generally, that could be expected to cause the loan to become delinquent or prevent any guarantor from performing its obligations under any guaranty or to materially and adversely affect the value or marketability of the loan or the property or Bank of America's ability to syndicate the loan or the viability of obtaining permanent financing for the Project.

**Assumptions made:**

The terms discussed herein are presented, based on the credit conditions in the potential transaction as known by Bank of America. Should additional facts come to light that positively or negatively impact the situation, prices or other requirements quoted here may be adjusted.

**Expiration:**

This term sheet will expire at 5:00 p.m. Pacific time on that date which is five (5) business days from the date hereof unless you execute this term sheet and return it to us prior to that time, which may be by facsimile transmission. Please understand that this term sheet does not represent an offer or commitment by Bank of America, or any of its affiliated entities, for the proposed new financing, nor does it define all of the terms and conditions of a loan commitment, but is a framework upon which a loan request may be submitted. Issuance of a commitment by Bank of America is subject to, among other things, the approval of your loan request under the Bank's approval process. If Bank of America issues a financing commitment in this transaction, it will in all respects supersede this letter.

The undersigned acknowledges and agrees that: (i) the transaction contemplated by this Term Sheet is an arm's length, commercial transaction between you and Bank in which Bank is acting solely as a principal and for its own interest; (ii) Bank is not acting as a municipal advisor or financial advisor to you; (iii) Bank has no fiduciary duty pursuant to Section 15B of the Securities Exchange Act of 1934 to you with respect to the transaction contemplated hereby and the discussions, undertakings and procedures leading thereto (irrespective of whether Bank has provided other services or is currently providing other services to you on other matters); (iv) the only obligations Bank has to you with respect to the transaction contemplated hereby expressly are set forth in this Term Sheet; and (v) Bank is not recommending that you take an action with respect to the transaction contemplated by this Term Sheet, and before taking any action with respect to the contemplated transaction, you should discuss the information contained herein with its own legal, accounting, tax, financial and other advisors, as it deems appropriate. If you would like a municipal advisor in this transaction that has legal fiduciary duties to you, you are free to engage a municipal advisor to serve in that capacity. This Term Sheet is provided to you pursuant to and in reliance upon the "bank exemption" provided under the municipal advisor rules of the Securities and Exchange Commission, Rule 15Ba1-1 et seq.

Please review the above terms and conditions and feel free to call me with any questions or comments you may have. If you find the above terms and conditions to be acceptable, please indicate so by signing below and returning a faxed copy to my attention by the date which is five days from the date of this letter along with a good-faith deposit of \$30,000.00. Upon receipt of the letter and the good-faith deposit, the Bank will proceed with the necessary due diligence to prepare and submit your loan request, provided, however that in any event, this term sheet will finally expire at 5:00 p.m. Pacific time on that date which is sixty (60) days from the date hereof. Your deposit is refundable, less the Bank's out of pocket expenses incurred, should the Bank decline the financing opportunity discussed herein. I look forward to hearing from you and working with you on this and other transactions.

Sincerely,



Andrea Ursillo  
Bank of America Merrill Lynch  
Community Development Banking

Please submit a loan application as outlined above:

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

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

EDUCATIONAL USE ONLY - NOT A COMMITMENT



## LETTER OF INTEREST

April 8, 2016

Alexandra Stein  
CalBUILD  
c/o College of Environmental Design  
University of California, Berkeley  
Berkeley, CA 94720

RE: CalBuild Project  
1800 Wood Street  
Oakland, CA

Dear Ms. Stein,

Thank you for your interest in working with the Northern California Community Loan Fund (NCCLF). As we discussed, NCCLF is very interested in considering a loan application from CalBuild to provide a predevelopment loan for the above referenced project. The basic proposed terms would be as follows:

Loan amount:	\$1,000,000
LTV limit:	80% (based on underlying real estate value)
Rate:	5.5% fixed
Term:	up to 60 months
Fees:	2.0%
Repayment:	Principal to be repaid by home sales or construction loan (to be determined)
Amortization:	Interest only
Prepayment Penalty:	None.

Based on your organization's mission, the loan use, amount and terms discussed, the possible loan request falls within our lending parameters. NCCLF has experience providing a variety of financing products to affordable housing developers and we would be very excited to expand our impact in Oakland. NCCLF will need to receive a full loan application with all supporting materials to perform a full underwriting, including analysis of both the organization and the project's credit worthiness and financial feasibility.

Please keep in mind this is not a commitment to lend funds, as we have not received or reviewed a formal loan request. If you have any questions, please contact me directly at (415) 392-8215.

Sincerely,

Toby Lieberman  
Senior Manager, Loan Underwriting



**FOR EDUCATIONAL PURPOSES ONLY**

April 7, 2016

CalBuild  
University of California, Berkeley  
318 Wurster Hall  
Berkeley, CA 94720

Re: Construction Loan for 1800 Wood Street

Dear CalBuild:

This letter is to confirm Bay Area LISC's support for CalBuild's proposed mixed use development at 1800 Wood Street in Oakland, CA, including affordable rental and homeownership opportunities for low- and moderate-income families as well as much-needed, permanent community arts space in a culturally changing neighborhood.

Local Initiatives Support Corporation (LISC) is a national organization whose mission is to help community residents transform neighborhoods into healthy and sustainable communities of choice and opportunity — good places to live, work, do business and raise children. For three decades, Bay Area LISC has helped local community development organizations develop strong, stable neighborhoods where diverse groups of residents choose to live and take part in local leadership and life. We bridge the economic divide by creating affordable housing; strengthening neighborhood business districts; and helping families reach financial stability through programs that integrate employment and financial services.

Based on the information provided, LISC is interested in providing a construction loan under the terms and conditions outlined below:

**Construction Loan**

Amount: up to \$1,000,000.00

Interest Rate: 6.0% per annum

Loan Term: 24 months

Loan Amortization: n/a, Monthly interest only payments.

This letter is not a commitment by LISC to finance the project. It is provided for the purpose of discussion and to summarize the financing LISC is interested in considering at this time based on the information received.

Thank you for considering LISC as a financing source for your project. We look forward to working with you.

Sincerely,

**Peggy Jen**  
Digitally signed by Peggy Jen  
DN: cn=Peggy Jen, o=LISC  
Email=peggy.jen@lisc.org, c=US  
Date: 2016.04.13 10:35:52 -0700

Peggy Jen  
Senior Program Officer

**LOCAL INITIATIVES SUPPORT CORPORATION**

369 Pine Street, Suite 350 • San Francisco, CA 94104 • Phone 415-397-7322 • Fax 415-397-8605

WWW.BAYAREALISC.ORG



**FOR EDUCATIONAL USE ONLY**

May 3, 2016

Ms. Genise Choy  
CalBUILD  
c/o College of Environmental Design  
University of California, Berkeley  
Berkeley, CA 94720

RE: CalBuild Project - 1800 Wood Street, Oakland, CA

Dear Ms. Choy,


Thank you for your interest in working with the Northern California Community Loan Fund (NCCLF). As we discussed, NCCLF is very interested in considering a loan application from CalBuild to provide a construction-to-mini-perm loan for the buildout of the community arts space within the above referenced project. The basic proposed terms would be as follows:

Loan amount:	up to \$500,000
DSCR min.:	1.05-1.20 (to be determined)
Collateral:	A 2 <sup>nd</sup> deed of trust on the property
LTV:	Up to 90%
Rate:	5.5% fixed
Term:	up to 10 years
Amortization:	20 years
Prepayment Penalty:	None

Based on your organization's mission, the loan use, amount and terms discussed, the possible loan request falls within our lending parameters. NCCLF has experience providing a variety of financing products to affordable housing developers and we would be very excited to expand our impact in Oakland. NCCLF will need to receive a full loan application with all supporting materials to perform a full underwriting, including analysis of both the organization and the project's credit worthiness and financial feasibility.

Please keep in mind this is not a commitment to lend funds, as we have not received or reviewed a formal loan request.

Sincerely,

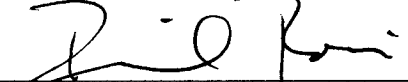


Ross Culverwell  
Chief Lending Officer  
Northern California Community Loan Fund

OFFICE OF THE CITY CLERK

2007 NOV 15 PM 3:22

APPROVED AS TO FORM AND LEGALITY:

  
Agency Counsel

REDEVELOPMENT AGENCY  
OF THE CITY OF OAKLAND

RESOLUTION No. 2007-0082 C.M.S.

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A RESOLUTION AUTHORIZING THE PURCHASE OF A 3.12 ACRE PARCEL LOCATED BETWEEN WOOD STREET AND THE FRONTAGE ROAD AND BETWEEN 18<sup>TH</sup> STREET AND 20<sup>TH</sup> STREET FROM HOLLIDAY DEVELOPMENT, ALLOCATING UP TO \$8,050,000 FOR ITS PURCHASE, AND AUTHORIZING A REQUEST FOR PROPOSALS FOR DEVELOPMENT OF AN AFFORDABLE HOUSING PROJECT ON THE SITE

**WHEREAS**, redevelopment law requires that at least 15% of newly constructed units in the Oakland Army Base Redevelopment Project Area over each 10-year period be affordable to moderate, low, and very low-income households for a minimum of 45 years for ownership units and 55 years for rental units; and

**WHEREAS**, the Agency is estimated to need to provide approximately 141 affordable units to fulfill the redevelopment law affordable housing production requirement for the Wood Street Development District in the Oakland Army Base Redevelopment Area; and

**WHEREAS**, Holliday Development owns a vacant parcel of land located between Wood Street and the Frontage Road and between 18<sup>th</sup> Street and 20<sup>th</sup> Street, known as Vesting Tentative Parcel Map 8555, Parcel 1 (the "Site"); and

**WHEREAS**, the Site is entitled for up to 170 units; and

**WHEREAS**, Holliday Development has offered to sell the Site to the Redevelopment Agency for \$8,000,000; and

**WHEREAS**, closing costs of up to \$50,000 are estimated for the purchase; and

**WHEREAS**, the City of Oakland's Consolidated Plan for Housing and Community Development indicates that there is a need for affordable housing, and has identified this activity as a priority; and

**WHEREAS**, the City of Oakland, as the Lead Agency for purposes of environmental review under the California Environmental Quality Act of 1970 ("CEQA"), has prepared an Environmental Impact Report for the Wood Street Project (the "EIR"), which covers the Site, analyzing the significant environmental effects and mitigation measures in accordance with the California Environmental Quality Act, Public Resources Code § 21000, et seq.; and

**WHEREAS**, the City Council in accordance with CEQA Guidelines § 15090 certified on May 17, 2005 that the Final EIR has been completed in compliance with CEQA and the Guidelines for Implementation of the California Environmental Quality Act (14 CCR sections 15000, et seq.); and

**WHEREAS**, the Agency, as a "Responsible Agency" under CEQA has independently reviewed and considered the environmental effects of the Site as shown in the EIR and other information in the record; and

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

**WHEREAS**, the purchase of the Site will improve the supply of low and moderate income housing available in the City of Oakland, is an eligible use of the Agency's Low and Moderate Income Housing Fund under California Health and Safety Code Sections 33334.2 and 33334.3, and will benefit the redevelopment project areas in the City of Oakland by providing affordable housing opportunities within the community that will enhance the economic viability and redevelopment potential of the project areas; and

**WHEREAS**, funds are available from the Agency's 2006 Subordinated Housing Set-Aside Revenue Bond Fund to purchase the Site; and

**WHEREAS**, giving a preference to Oakland residents to purchase units developed on the Site is necessary and justified because such a preference would remedy potential gentrification impacts of redevelopment activities in the area, would assist households in the area avoid potential displacement, and would provide an opportunity for existing residents to afford the housing provided and to stay in Oakland and benefit from the impacts of the redevelopment in the Wood Street District; now, therefore, be it

**RESOLVED:** That the Redevelopment Agency hereby authorizes the Agency to purchase the Site for \$8,000,000; and be it

**FURTHER RESOLVED:** That the Redevelopment Agency hereby allocates up to \$50,000 to pay closing costs related to the purchase; and be it

**FURTHER RESOLVED:** That the purchase of the Site shall be contingent on and subject to such other appropriate terms and conditions as the Agency Administrator or his or her designee may establish; and be it

**FURTHER RESOLVED:** That Oakland residents shall be given preference to purchase units developed on the Site, provided that the residency preference shall be nondurational and shall be applied only if and to the extent that other funding sources for the project permit such a preference; and be it

**FURTHER RESOLVED:** That up to \$8,050,000 is hereby allocated from the 2006 Subordinated Housing Set-Aside Revenue Bond Fund (9584), Housing Development Organization (88929), 2006 Housing Bond project (L290410), Coliseum Program (SC12), to purchase the Site; and be it

**FURTHER RESOLVED:** That the 2006 Subordinated Housing Set-Aside Revenue Bond Funds used to fund this project shall be reimbursed by tax increment funds generated by the Oakland Army Base Redevelopment Project Area and required to be deposited into the Low and Moderate Income Housing Fund when such funds have been generated by that Project Area; and be it

**FURTHER RESOLVED:** That the Agency Administrator is authorized to issue a Request for Proposals (the "RFP") seeking a developer to acquire the Site from the Agency and develop it as affordable housing; and be it

**FURTHER RESOLVED:** That all legal documents shall be reviewed and approved by Agency Counsel for form and legality prior to execution, and copies will be placed on file with the Agency Secretary; and be it

**FURTHER RESOLVED:** That the Agency hereby finds and determines on the basis of substantial evidence in the record that the EIR fully analyzes the potential environmental effects of this action and incorporates mitigation measures to substantially lessen or avoid any potentially significant impacts in accordance with CEQA; and that none of the circumstances necessitating preparation of additional CEQA review as specified in CEQA and the CEQA Guidelines, including without limitation Public Resources Code Section 21166 and CEQA Guidelines Section 15162, are present in that (1) there are no substantial changes proposed in the Site or the circumstances under which the projects are undertaken that would require major revisions of the EIR due to the involvement of new environmental effects or a substantial increase in the severity of previously identified significant effects, and (2) there is no "new information of substantial importance" as described in CEQA Guidelines Section 15162(a)(3); and be it

**FURTHER RESOLVED:** That the Agency hereby appoints the Agency Administrator and his or her designee as agent of the Agency to conduct negotiations, execute documents, issue an RFP, and take any other action with respect to the purchase of the Site consistent with this Resolution and its basic purpose.

IN AGENCY, OAKLAND, CALIFORNIA, DEC 4 2007, 2007

**PASSED BY THE FOLLOWING VOTE:**

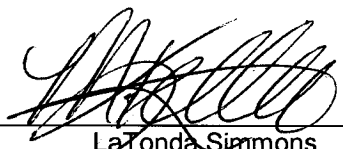
AYES- ~~BROOKS, BRUNNER, CHANG, KERNIGHAN, NADEL, QUAN, REID, AND~~  
CHAIRPERSON DE LA FUENTE - 6

NOES- 0

ABSENT- 0

ABSTENTION- Brooks - 1  
Excused- Brunner - 1

ATTEST: \_\_\_\_\_

  
LaTonda Simmons  
Secretary of the Redevelopment Agency  
of the City of Oakland, California

# ANNUAL OPERATING BUDGET

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## 1800 WOOD STREET HOMEOWNERS ASSOCIATION

Annual Operating Budget ..... First Fiscal Year

Number of Units ..... 24

INCOME	PER UNIT	MONTHLY	ANNUAL
<b>ASSESSMENTS</b>	\$424.62	\$10,190.89	\$122,291
Interest - Reserve Fund	0.00	0.00	0
<b>TOTAL INCOME</b>	<b>\$424.62</b>	<b>\$10,190.89</b>	<b>\$122,291</b>

## EXPENSES

### ADMINISTRATIVE

Management Services	52.08	1,250.00	15,000
Accounting Services - Annual	6.94	166.67	2,000
Printing and Postage	3.50	84.00	1,008
Memberships and Publications	2.50	60.00	720
Legal and Professional	6.94	166.67	2,000
Common Area Inspections & Reports	20.83	500.00	6,000
State and Federal Taxes	0.00	0.00	0
Insurance - Package	26.23	629.50	7,554
Insurance - Liability	4.57	109.75	1,317
Insurance - Liability Umbrella	0.00	0.00	0
Insurance - Directors and Officers	3.18	76.42	917
Insurance - Fidelity	3.18	76.33	916
Insurance - Boiler & Machinery	4.06	97.50	1,170
Insurance - Earthquake	0.00	0.00	0
Meeting Expenses & Social Events	2.60	62.50	750
Miscellaneous Administrative	4.10	98.38	1,181
<b>TOTAL ADMINISTRATIVE</b>	<b>140.74</b>	<b>3,377.71</b>	<b>40,533</b>

<b>GENERAL MAINTENANCE</b>	<b>PER UNIT</b>	<b>MONTHLY</b>	<b>ANNUAL</b>
Maintenance Services	10.42	250.00	3,000
Maintenance Supplies	2.60	62.50	750
Lighting Services	5.21	125.00	1,500
Pest Control Contract	6.25	150.00	1,800
Gutter Cleaning	8.68	208.33	2,500
Storm Drain Maintenance	6.94	166.67	2,000
Miscellaneous Maintenance	1.20	28.88	347
<b>TOTAL GENERAL MAINTENANCE</b>	<b>41.31</b>	<b>991.38</b>	<b>11,897</b>
<b>LANDSCAPING</b>			
Landscaping Services - Monthly	34.38	825.00	9,900
Landscaping Services - Annual	8.59	206.25	2,475
Miscellaneous Landscaping	1.29	30.94	371
<b>TOTAL LANDSCAPING</b>	<b>44.26</b>	<b>1,062.19</b>	<b>12,746</b>
<b>UTILITIES</b>			
Gas	0.00	0.00	0
Electricity	7.30	175.10	2,101
Water	38.86	932.54	11,190
Refuse Collection	0.00	0.00	0
Miscellaneous Utilities	1.38	33.23	399
<b>TOTAL UTILITIES</b>	<b>47.54</b>	<b>1,140.87</b>	<b>13,690</b>
<b>TOTAL OPERATING EXPENSE</b>	<b>273.84</b>	<b>6,572.14</b>	<b>78,866</b>
<b>TOTAL RESERVE CONTRIBUTION</b>	<b>150.78</b>	<b>3,618.75</b>	<b>43,425</b>
<b>TOTAL OPERATING/RESERVES</b>	<b>\$424.62</b>	<b>10,190.89</b>	<b>\$122,291</b>

# letters of partnership + interest





April 12, 2016

CalBUILD  
c/o College of Environmental Design  
University of California, Berkeley  
Berkeley, CA 94720

Subject: Support for 1800 Wood Street Development

On behalf of Resources for Community Development (RCD), I offer this letter of support for the 1800 Wood Street development of 125 rental units and 24 ownership units of 100% affordable housing for artists and families.

I have reviewed CalBUILD's multiple iterations of their plans for the development, and believe their proposal is financially feasible, well-designed, and responds to community needs as outlined by the Mayor's Artist Task Force on Affordable Housing and Workspaces and local community groups. I have reviewed the project's construction costs, operating expenses, and other financing parameters, and believe each to be reasonable estimates.

For 30 years, RCD has created and preserved affordable housing for very low income individuals and families, and is proud to have developed a robust portfolio in the Bay Area. RCD is pleased to partner with CalBUILD on this project. 1800 Wood Street is the type and caliber of project that RCD has experience and interest in bringing to future residents of Oakland. The proposal is innovative in its responsiveness to the character and needs of the existing community and is pioneering in its incorporation of affordable homeownership and artist housing. The project's unit mix is balanced to serve single adults, couples, families, and artists, as well as both renters and homeowners.

Based on our own experience in Oakland, CalBUILD's proposal meets market demand and aligns with RCD's goals of creating affordable housing for working families. Specifically, the ground floor and community uses are very responsive to community needs. By incorporating live/work lofts reserved for artists and incorporating arts programming into the common spaces, we believe that this project addresses a major concern of the community and the Mayor's Artist Task Force regarding the displacement of artists in Oakland. We believe that the project's strengths and the support from the community will ensure this investment comes through.

We are pleased to partner with CalBUILD on this proposal, and offer our unqualified support for their effort.

Yours Truly,

A handwritten signature in black ink, appearing to be 'Carolyn Bookhart', with a horizontal line extending to the right.

Carolyn Bookhart

Director of Housing Development

Resources for Community Development (RCD)



**For Education Purposes Only**

April 12, 2016

CalBUILD  
c/o College of Environmental Design  
University of California, Berkeley  
Berkeley, CA 94720

Subject: Support for 1800 Wood Street Development

This document expresses an initial interest in the provision of services by The John Stewart Company at 1800 Wood Street, an affordable housing development that will provide 120 units of affordable housing for individuals, small, and large families in West Oakland, California.

Management of multifamily rental housing (both affordable and market-rate) is at the heart of The John Stewart Company's diversified housing services. The John Stewart Company has a long and successful history providing services at no charge to residents in affordable housing developments across California. We have familiarity with the Oakland market, and currently manage multiple affordable housing developments, including Acorn and Campbell Village. We have reviewed the project's operating expenses (attached) and find that the projections are in accordance with expenses of comparable buildings under our management. We expect this project's costs to be in line with this budget.

Per our review of the project documents, the development is aimed at working, low-income families and artists, and offers the following unit mix: 30 one-bedroom, 48 two-bedroom, and 42 three-bedroom units, which includes 14 two-bedroom live/work artist lofts. As reflected in our own data, (and reflected in the City's NOFA funding priorities for affordable housing development), there is significant demand for three-bedroom units to house large families. Additionally, there is need and demand for housing targeted towards working artists. From our review of the project's parameters, we believe that this unit mix will well serve the West Oakland neighborhood.

We offer our full support for the project, the operations budget, and the ability of the unit mix to serve families.

Sincerely,

  
Steve McElroy  
Vice President  
The John Stuart Company

## For Educational Purposes Only

<b><u>OPERATING EXPENSES</u></b>			
Computer Expense	\$2.35	\$272.54	\$3,270.50
Telephone, Bank chgs, credit cks, misc office	\$8.69	\$1,008.40	\$12,100.84
Legal	\$1.17	\$136.27	\$1,635.25
Accounting/Audit	\$11.75	\$1,362.71	\$16,352.48
Office Expense	\$2.35	\$272.54	\$3,270.50
Training		\$125.00	\$1,500.00
Security	\$2.82	\$327.05	\$3,924.60
		<b>\$3,504.51</b>	<b>\$42,054.16</b>
Property Management	\$70.90	\$7,018.71	\$84,224.46
Cable TV	\$4.70	\$545.08	\$6,540.99
Electricity	\$8.22	\$953.89	\$11,446.74
Gas	\$4.70	\$545.08	\$6,540.99
Water	\$46.99	\$5,450.83	\$65,409.94
Sewer	\$42.29	\$4,905.75	\$58,868.95
		<b>\$12,400.63</b>	<b>\$148,807.61</b>
Manager Salary		\$5,416.67	\$65,000.00
Asset Mgmt Fee (per Oakland NOFA)		\$8.33	\$100.00
Monitoring Fee (Oakland NOFA)	\$100.00	\$966.67	\$11,600.00
Monitoring Fee (Alameda County)	\$300.00	\$2,900.00	\$34,800.00
Annual Issuer Fees		\$583.33	\$7,000.00
Janitorial		\$1,999.56	\$23,994.70
Maintenance Personnel	\$46.31	\$4585.55	\$55,014.55
Med insurance / Benefits	\$23.49	\$2,725.41	\$32,704.97
Payroll Taxes / Bond	\$7.87	\$1,496.01	\$17,952.16
		<b>\$20,680.53</b>	<b>\$248,166.38</b>
Property & Liability Insurance	\$29.02	\$3,365.89	\$40,390.64
Taxes Lic. And Permits	\$1.57	\$181.69	\$2,180.33
Ground Lease (TBD)		\$0.08	\$1.00
Real Estate Taxes (local assessments)	\$2.82	\$327.05	\$3,924.60
Service Coordinator	\$38.58	\$4,475.13	\$53,701.56
		<b>\$8,349.84</b>	<b>\$100,198.13</b>
Painting	\$3.52	\$408.81	\$4,905.75
Repairs	\$23.26	\$2,698.16	\$32,377.92
Trash Removal	\$25.07	\$3,333.33	\$40,000.00
Exterminating/Contract Services	\$1.76	\$204.41	\$2,452.87
Grounds	\$27.42	\$3,180.56	\$38,166.70
Elevator	\$1.64	\$190.78	\$2,289.35
Other (alarm monitoring)	\$2.82	\$327.05	\$3,924.60
		<b>\$10,343.10</b>	<b>\$124,117.18</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>\$62,297.33</b>	<b>\$747,567.93</b>
Replacement Reserves (\$600 PUPM)		\$5,750.00	\$69,000.00
AHSC Payment		\$5,390.00	\$64,680.00
<b>TOTAL MONTHLY RESIDENTIAL EXPENSES</b>		<b>\$73,437.33</b>	<b>\$881,247.93</b>

# J.H. FITZMAURICE, INC.

GENERAL CONTRACTORS / CONSTRUCTION MANAGERS

License No. 111689

Tel (510) 444-7561 Fax (510) 444-1344

2857 Hannah Street Oakland, CA 94608-4019

April 12, 2016

CalBUILD Inc.  
% College of Environmental Design  
University of California, Berkeley  
230 Wurster Hall #1820  
Berkeley, CA 94720

Dear CalBUILD,

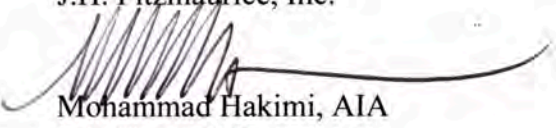
I am the CEO of J.H. Fitzmaurice Inc., a company with over 90 years of experience in the construction industry with a special focus on the construction of affordable multifamily and senior assisted living projects over the last 50 years. I have over 30 years of experience building affordable housing in the Bay Area. For the last 20 years I have worked with RCD on several affordable housing projects, and have built similar projects including the Iron-horse Apartments in the Wood Street neighborhood, which consist of 99 affordable family units.

I have reviewed the construction proposal for the project located at 1800 Wood Street in Oakland, CA. For the multifamily building, I believe that the construction cost of \$37,665,500 for 116 units is an accurate representation of the hard cost for the four-story wood building over concrete podium. Specifically, the assumptions of \$250 per square foot for wood frame construction, \$80 per square foot for podium and parking construction, \$100 per square foot for community and property management spaces in the podium, and \$125 for build out of live/work lofts in the podium, are all reasonable assumptions. This evaluation is based on an assumption that the project would be constructed in the next two years. For the ownership portion of the project, I believe that the estimate of \$10,746,792 for the construction of 24 units is also accurate. The assumption of \$225 per square foot for unit construction and \$4.00 per square foot for landscaping and site work accurately represents construction costs for a project of this type and size.

I believe that CalBUILD has developed a thoughtful design and made accurate financial assumptions in support of the design.

Very truly yours,

J.H. Fitzmaurice, Inc.



Mohammad Hakimi, AIA  
President, CEO



**DESTINY**  
ARTS CENTER

**FOR EDUCATIONAL PURPOSES ONLY**

April 10, 2016

CalBuild  
University of California, Berkeley  
318 Wurster Hall  
Berkeley, CA 94720

Dear CalBuild,

As an organization that was founded to create space where young people can learn to prevent violence in their lives and share a message of peace with their communities through the movement arts, Destiny Arts Center provides this letter of support for CalBuild's proposed development of community arts space with affordable housing at 1800 Wood St.

We see great potential in this development, and the community arts space in particular, to bring positive life and energy to what is presently an underutilized block in a historically underserved part of the city. We would be more than happy to contribute our expertise in managing and leasing real estate to co-manage the cultural arts portion of the property with Attitudinal Healing Connection, which has deep roots in the area and can help bring people and uses to the space that would make 1800 Wood a center for community activities that reflect the desires and diversity of the surrounding neighborhood.

We would work with Attitudinal Healing Connection to maximize use of the cultural arts space by renting it out to multiple local nonprofits and users at affordable rates to cultivate community and activate the space day and night, weekdays and weekends, subscribing to the Project for Public Spaces Power of 10+ model. Some of the arts programming would include our own hip hop, salsa, capoeira and African dance and martial arts classes, taught by locally-hired artists from the community.

Destiny Arts Center is excited to be a part of bringing new arts space and cultural programs to West Oakland, where we already serve youth in schools and would like to deepen our unique approach to creative youth and community development.

Sincerely,

Cristy Johnston Limon  
Executive Director, Destiny Arts Center

970 Grace Avenue 510.597.1619  
Oakland, CA 94608 destinyarts.org



**Attitudinal Healing Connection, Inc.**

3278 West Street  
Oakland, CA 94608  
(510) 652.5530  
FAX (510) 652.8233  
[www.ahc-oakland.org](http://www.ahc-oakland.org)

**FOR EDUCATIONAL PURPOSES ONLY**

April 12, 2016

CalBuild  
University of California, Berkeley  
318 Wurster Hall  
Berkeley, CA 94720

Dear CalBuild,

Attitudinal Healing Connection (AHC) is delighted to provide this letter of support for your affordable housing and community arts space project at 1800 Wood Street in West Oakland. The mission and purpose of AHC is to empower individuals to be self-aware and inspired through arts, creativity, and education, making positive choices to break the cycle of violence for themselves and their communities. AHC envisions a world where everyone is whole, safe, loved, educated and valued.

We have been in the West Oakland neighborhood for over 27 years and are intimately familiar with the needs of our community. The proposed development at 1800 Wood Street will help address the lack of access to quality, affordable housing and homeownership local families face. The dedicated cultural space has the potential to be a critically positive addition to the neighborhood, providing a platform for celebration of our local diversity, bridge-building, and intentional conversations around shared issues of community healing and change.

We are excited by the prospect of extending our youth arts program, resident leadership training, neighborhood orientation workshops and youth employment trainings to the community and residents of the new development and utilize the cultural space for art shows, drumming circles and other community events. We are dedicated to helping ensure that the community cultural space is used to bring neighbors together, enrich lives and encourage engagement in the arts and creative expression. We believe our ability to perform outreach and draw community to the space given our strong neighborhood connections will be powerful when paired with the real estate management expertise of Destiny Arts Center, and may prove to be an exciting model for how nonprofits can work together and build upon one another's strengths to foster greater community impact.

We would also be happy to assist with the development of a community mural behind 1800 Wood Street, drawing on our experience running the Oakland Superheroes Mural Project, part of our award-winning ArtEsteem initiative.

We strongly support the proposed development and would love to contribute to its successful operations once built.

Sincerely,

Amana Harris  
Executive Director  
Attitudinal Healing Connection

**Advisory Board**

**Kurt Brinkman**  
Former Emeryville Mayor

**Adam Chapuis**  
Environmental/Geologist

**Michelle Groleau, Psychologist**  
Mill Valley, CA

**Norm Groleau**  
Formerly with  
Price Water House Accounting Firm

**Elihu Harris**  
Former Mayor of Oakland

**Dawn Hawk**  
Program Officer  
Philanthropic Ventures

**Dr. Jerry Jampolsky**  
**Dr. Diane Cirincione-Jampolsky**  
Authors & Founders  
Attitudinal Healing International  
Sausalito, CA

**Jonathan Klein**  
Executive Director  
Great Oakland Public Schools

**Rabbi Michael Lerner**  
TIKKUN Magazine

**Steve Lowe**  
Urbanspace Development  
Board Member  
(ITM) International Toy Museum

**Dr. Elouise Oliver**  
Senior Minister  
East Bay Church of Religious Science

**Arnold Perkins**  
Founder, Brotherhood of Elders

**Dr. Tom Pinkson**  
Author and Founder  
Wakan Community

**Elnora Webb**  
President, Laney College

**Rabbi Michael Ziegler**  
Ziegler Development



**NID HOUSING COUNSELING AGENCY**  
A HUD APPROVED ORGANIZATION

25 YEARS OF  
**25**  
EXCELLENCE

**Educational Purposes Only**

April 12, 2016

Daniel Rodriguez  
CalBUILD  
c/o Haas School of Business  
University of California, Berkeley  
2220 Piedmont Ave  
Berkeley, CA 94720

Subject: Support for 1800 Wood Street Development

Dear CalBUILD:

On behalf of NID Housing Counseling Agency, I offer this letter of support for the 1800 Wood Street development.

I believe that CalBUILD's proposal to build twenty-four affordable townhomes will address the local community's and City of Oakland's desire to increase homeownership opportunities for low and moderate income families. As a HUD-certified housing counseling agency, we are excited to partner with CalBUILD to identify potential homebuyers, provide educational workshops, and offer individual counseling sessions to eligible participants.

Based on our own experience, CalBUILD's proposal aligns with NID's mission to improve the quality of life in America's cities by helping local communities become places where families can live in safety, prosperity and harmony; places where the American dream of homeownership can flourish; and places where fair, decent and affordable housing is a reality for all people.

We support CalBUILD's proposal, and are excited to help low and moderate income families achieve their goal of homeownership.

Sincerely,

NID Housing Counseling Agency



FOR ACADEMIC USE ONLY

April 29, 2016

CalBUILD Inc.  
University of California, Berkeley  
318 Wurster Hall  
Berkeley, CA 94720

Subject: Interest in Development Partnership, Heartwood Commons

Dear CalBUILD Inc.,

Upon reviewing your proposal to develop twenty-five homeownership townhomes in West Oakland, we would like to submit this initial letter of interest for partnership in that development. Habitat for Humanity East Bay/Silicon Valley has extensive familiarity with working in the East Bay (with active projects in Fremont, Martinez, and Hayward), and looks forward to the possibility of bringing this experience to Heartwood Commons.

Habitat for Humanity is a 501(c)(3) organization that works to create successful homeownership opportunities by building decent, affordable, energy-efficient homes for people in need. Utilizing volunteer labor and financial contributions, Habitat builds and rehabilitates houses in order to sell them to low-income families who would not otherwise be able to purchase their own homes. To do this, Habitat helps identify and prepare qualified families, selected on an equal opportunity basis, to purchase Habitat homes at affordable prices. Habitat arranges affordable mortgages for its buyers and calculates sales prices so that housing related expenses do not exceed 35% of a household's income. To qualify for our homes, selected families must contribute hundreds of hours of labor, or "sweat equity" in the construction of their homes and the enhancement of their neighborhoods. When the homes are complete, the families purchase their houses, move in, and begin making monthly mortgage payments that we reinvest to help fund the construction of future Habitat homes. Our program offers homeownership opportunities to families who would not have been able to participate in the housing market without assistance.

In line with our review of your project proposal, Habitat is also committed to ensuring long-term affordability for homeownership, and accordingly, will comply with the City of Oakland's applicable deed and resale restrictions. As a general practice, our homes are sold with deed restrictions which are intended to promote long-term affordability and prevent financial windfall to homeowners. Habitat homes are intended to serve as an owner's residence and not a means for profit.

Habitat for Humanity East Bay/Silicon Valley is very interested in bringing this model to the Wood Street neighborhood in West Oakland, and look forward to discussing further.

Sincerely,

A handwritten signature in blue ink, appearing to read "Doug Stimpson".

Douglas Stimpson

Senior Vice President, Real Estate  
Habitat for Humanity East Bay/Silicon Valley

it starts with **HOME** starts with you



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

## HOMEOWNERSHIP COUNSELING PROGRAM

*Working to provide people with the knowledge & tools to achieve financial stability.*



Habitat for Humanity East Bay/Silicon Valley is committed to helping residents throughout Santa Clara, Alameda, and Contra Costa counties achieve long-term affordable housing. Through our financial counseling program, Habitat provides the information and tools needed for people to accomplish their financial goals and become ready for homeownership.

Habitat is approved by the US Department of Housing and Urban Development (HUD) to provide:

- pre-purchase counseling
- pre-purchase homebuyer education workshops
- financial management/budget counseling
- financial, budgeting, and credit workshops
- non-delinquency post purchase workshops


The homeownership counseling program is designed to meet the specific needs of our clients. Counseling clients work with our professional financial counselors to:

Increase financial literacy - Develop working budgets - Improve credit scores to levels acceptable to the mortgage finance community - Save money for closing costs and emergency funds - Reduce debt to meet national lending debt standards - Qualify for a conventional mortgage or for a loan through Habitat's homeownership program



## Population Served

Habitat primarily serves low-income people who earn between 30% and 80% of area median income, as defined by HUD. These are hard-working people typically from the support sector who are vital to the health of the community, such as retail clerks, restaurant workers, office assistants, janitors, health care aides and security guards.



*For example, in Santa Clara County, Habitat is able to serve a four-person household with an annual income of \$31,900 to \$75,500.*



**FOR EDUCATIONAL PURPOSES ONLY**



May 4, 2016

CalBuild  
University of California, Berkeley  
318 Wurster Hall  
Berkeley, CA 94720

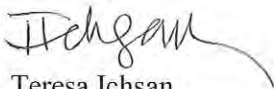
Dear CalBuild,

Project Access would be pleased to partner with CalBuild to provide on-site services to the residents and community of the HEARTWOOD Commons development at 1800 Wood Street. Project Access works in 60 communities across the State of California—including communities in Oakland—tailoring services to the specific needs of each unique location. Services support capacity building for adults, education for youth, and individual and community health, including but not limited to financial literacy training, parenting classes, afterschool programs, and neighborhood health fairs.

Project Access would provide a part-time on-site services coordinator to facilitate resident and community services based on needs identified through formal and informal needs assessments grounded in relationships with residents and community members. With the experience of having engaged in over 200 partnerships to provide a myriad of services across the state, we would coordinate with the local community organizations managing and programming the ground floor community arts space to complement their programs, and provide additional support with advertising and community outreach.

We look forward to working with CalBuild to provide services to the HEARTWOOD Commons community.

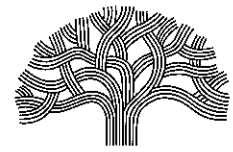
Sincerely,



Teresa Ichsan  
Vice President of Resident Services  
Project Access Resource Centers

# letters of support

# CITY OF OAKLAND



DALZIEL BUILDING • 250 FRANK H. OGAWA PLAZA, SUITE 5313 • OAKLAND, CALIFORNIA 94612-2034

Housing and Community Development Department  
Housing Development Services

(510) 238-3502  
FAX (510) 238-3691  
TDD (510) 238-3254

April 8, 2016

CalBUILD Inc.  
% College of Environmental Design  
University of California, Berkeley  
230 Wurster Hall #1820  
Berkeley, CA 94720

**Re: 18<sup>th</sup> & Wood Street Affordable Housing Proposal (For Educational Purposes Only)**

Dear CalBUILD Team:

We are pleased to offer this letter in support of the project being developed by CalBUILD Inc. ("CalBUILD") at 1800 Wood Street, Oakland, CA 94607 ("1800 Wood Street"). The City of Oakland (the "City") Housing and Community Development Department welcomes quality affordable housing projects that seek to incorporate the character of the surrounding community and the specific needs of the surrounding population. CalBUILD's proposed affordable housing development project of 125 rental units and 24 ownership units for artists and families is directly in line with the housing needs of West Oakland and the City more broadly. It will also directly serve the City's creative-class, which was identified as a vulnerable population of interest under Mayor Libby Schaaf's affordable housing policy goals.

The specific location of CalBUILD's proposal at 1800 Wood Street completes a key phase of the development of the Wood Street Zoning District ("WSZD"), a 29.2 acre mixed-use redevelopment of the under-utilized industrial land around the vacant, historic 16th Street Station in West Oakland, which has been subdivided into nine Development Areas. CalBUILD's proposal for affordable housing on Development Area 7 comports with the goal of the WSZD to create an active, pedestrian oriented urban community that addresses the demand for high quality, affordable residential units in West Oakland. Based on our initial review of the project proposal, we are confident that the project meets the zoning requirements and conditions of approval set forth by the vesting tentative map for the parcel. Specifically, the location of CalBUILD's project is entitled for a density of 170 residential units/acre and Live/Work Units are permitted; the project is within the permitted envelope of densities and uses.

CalBUILD's proposal is also in alignment with the City's funding goals per the 2015-17 Housing Development NOFA. Through inclusion of 31 (24%) rental units of 30% AMI affordability, the project exceeds the City's requirement of 15% of total project units at that affordability. This compliance also applies to the ownership component of the project, which also exceeds the

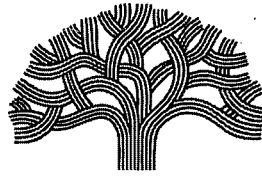
NOFA requirement of an average affordability level of 100% AMI or less. CalBUILD's inclusion of 24 affordable homeownership units is a specifically desirable given the current rarity of availability of ownership opportunities for low-income families and artists in Oakland.

Sincerely,

A handwritten signature in black ink, appearing to read "Norma W. Thompson", with a long horizontal flourish extending to the right.

NORMA W. THOMPSON, Manager  
Housing Development Section and Homeownership  
Programs

Cc: Christina Morales | Housing Development Coordinator  
Christia Katz Mulvey | Housing Development Coordinator



CITY OF OAKLAND

CITY HALL ▪ 1 FRANK H. OGAWA PLAZA, 2<sup>nd</sup> Floor ▪ OAKLAND, CALIFORNIA 94612

Office of the Honorable Lynette Gibson McElhaney  
COUNCILMEMBER ~ DISTRICT 3

**FOR ACADEMIC USE ONLY**

April 26, 2016

CalBUILD Inc.  
University of California, Berkeley  
318 Wurster Hall, Berkeley, CA 94720

Subject: Support for Heartwood Commons, 1800 Wood Street, Oakland

Dear CalBUILD Inc.:

On behalf of Lynette Gibson McElhaney, Councilmember District 3, it is my pleasure to offer this letter of support for your development proposal at Heartwood Commons in West Oakland, located on Development Area 7 of the Wood Street Zoning District.

As you know, the City acquired this 3.12 acre parcel in 2007 through the Redevelopment Agency for \$8,000,000 with the specific intention of providing long-term affordable housing to the residents of Oakland, with specific opportunities for affordable homeownership. However, the dissolution of Redevelopment Agencies in 2011 has delayed the City's forward progress on this site, which remains vacant to-date. Despite the loss of Redevelopment funds, the City's intention for this parcel has remained the same: to ensure quality, affordable housing for the residents of Oakland. CalBUILD's proposal for 100% affordable rental- and ownership-housing is directly in line with the City's vision for this site and comports with the zoning and development standards of the Wood Street Zoning District.

Accordingly, we write in support of a full donation of this parcel in fee-simple for the purposes of constructing the Heartwood Commons project, with the expectation that CalBUILD Inc. will comply with the City's requests for standard deed restrictions to ensure long-term affordability.

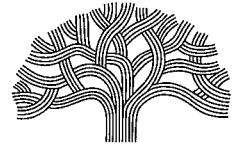
Sincerely,



Zachary Wald

Chief of Staff for Lynette Gibson McElhaney  
Councilmember, District 3

# CITY OF OAKLAND



DALZIEL BUILDING • 250 FRANK H. OGAWA PLAZA, SUITE 3315 • OAKLAND, CALIFORNIA 94612-2032

Office of the City Administrator  
Department of Economic and Workforce Development

(510) 238-3627  
FAX (510) 238-2226  
TDD (510) 238-3254

## **FOR EDUCATIONAL PURPOSES ONLY**

April 10, 2016

CalBuild  
University of California, Berkeley  
318 Wurster Hall  
Berkeley, CA 94720

Dear CalBuild,

On behalf of the Mayor's Artist Housing and Workspace Task Force, I am delighted to provide this letter of support for the development of affordable housing and community arts space at 1800 Wood Street.

Charged with developing strategies to help artists remain and thrive in the city, the Task Force conducted a survey of over 900 Oakland artists to better understand the scope and magnitude of the issues they are facing. While the majority of respondents reported that they are not experiencing imminent displacement from their housing or workspace, nearly half of the respondents stated that they are currently on month-to-month leases making them vulnerable to displacement, and the majority indicated that workspace and housing costs present the biggest challenges to being an artist in Oakland. The mixed-use development proposed for 1800 Wood Street would directly address the need for more affordable housing and workspace for artists, by providing both affordable live/work lofts and dedicated cultural arts space.

Further, CalBuild's partnership with Destiny Arts Center and Attitudinal Healing Connection to manage the development's community arts space instills confidence in the project's future success. Both are well-respected and established organizations with a reputation for building community pride and positive change with and through the arts.

The survey indicated that more artists are being displaced from West Oakland than from any other part of the city. Given this, the development at 1800 Wood Street is ideally located. The Task Force also came to find that ownership, unsurprisingly, is key to preventing displacement long-term. The creation of affordable homeownership opportunities within this development promotes this important notion of permanence.

Now is the time to take action to help artists remain and thrive in Oakland, before displacement worsens, and this project is being proposed in a time and place that makes this an exciting opportunity to support our artist community in a very meaningful and responsive way.

Sincerely,

A handwritten signature in cursive script, reading "Kelley Kahn".

Kelley Kahn  
Special Projects Manager  
Department of Economic and Workforce Development  
City of Oakland



**Prescott-Joseph Center**  
for Community Enhancement

PRESCOTT-JOSEPH CENTER for Community Enhancement, Inc.

**FOR EDUCATIONAL PURPOSES ONLY**

April 7, 2016

CalBuild  
University of California, Berkeley  
318 Wurster Hall  
Berkeley, CA 94720

Dear CalBuild,

The Prescott-Joseph Center is pleased to provide this letter of support for your proposed affordable housing and community arts space project on 1800 Wood Street in West Oakland. Our Center began offering programs in late 1995, including in-school tutoring, computer literacy classes, and a place to celebrate the arts. Today, we continue to uphold that vision and provide programs that strengthen the individual, stabilizes families, and revitalizes the community. Our goals and the goals of your project at 1800 Wood Street are well aligned.

One of our five primary program areas is Art & Culture. While our current building supports much of our arts programming, we would be very much interested in utilizing new community arts space at 1800 Wood Street for gallery exhibitions and special events. It would make a great addition to the neighborhood and provide us with a venue to share the work of our organization with a larger audience.

Best of luck with your proposal. We look forward to welcoming new arts space to this community along with the opportunities for permanently affordable housing your project provides.

Sincerely,

Dr. Washington Burns, M.D.  
Executive Director  
Prescott-Joseph Center for Community Enhancement



# THE CRUCIBLE

Inspiring Creativity in Everyone

T: 510.444.0919  
F: 510.444.0918

April 10, 2016

CalBuild  
University of California, Berkeley  
318 Wurster Hall  
Berkeley, CA 94720

Dear CalBuild,

We are pleased to provide this letter of support for your proposed development at 1800 Wood Street in recognition of the current shortage of space in which local artists can practice their craft. The Crucible is a nonprofit arts education organization that promotes creative expression through training in the fine and industrial arts while serving as an accessible arts venue for the general public in the Bay Area. Our studio space is presently at capacity; we maintain a constant waitlist of artists who are in need of workspace. While 1800 Wood Street will not be providing arts space outfitted specifically for industrial arts use, we still see the development as an important contribution to the local arts ecosystem, providing affordable living and workspace to support our city's artists.

Further, as members of the West Oakland community, we see a need for youth employment opportunities in this neighborhood. The proposed development's partnership with Attitudinal Healing Connection and other workforce development partners would help address this need.

Sincerely,

David C. Miller  
Executive Director

H O L L I D A Y   D E V E L O P M E N T ,   L L C



1201 PINE STREET, SUITE 151  
OAKLAND, CALIFORNIA 94607  
W: HOLLIDAYDEVELOPMENT.COM  
T: 510 547-2122 F: 510 547-2125

May 2, 2016

CalBUILD Inc.  
College of Environmental Design  
University of California, Berkeley  
318 Wurster Hall  
Berkeley, CA 94720

Subject: Support for Heartwood Commons, 1800 Wood Street, Oakland, CA

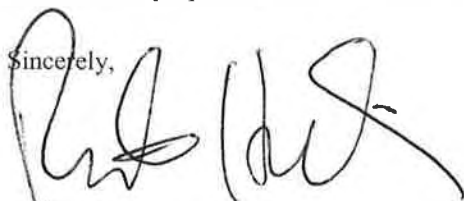
Dear CalBUILD:

I am writing this letter in support of your proposed Heartwood Commons project in the Wood Street neighborhood of West Oakland, a neighborhood and area of which I have great professional and personal experience.

Years ago, I saw the potential to turn the abandoned historic 16th Street Train Station into a community asset, and the land around it into a catalyst for positive change. Holliday Development purchased the Station and surrounding parcels with the goal of creating a healthy, vibrant community in the Wood Street neighborhood. As a part of this reimagining of Wood Street, I worked closely with the residents of Wood Street and surrounding areas to fight for a new vision for West Oakland's path forward through the creation of the West Oakland Specific Plan and the Wood Street Zoning District. Heartwood Commons fulfills the final piece of this vision: a community that delivers safe, walkable, and innovative housing and community space to this transformed neighborhood.

Prior to the Great Recession, I worked with the City of Oakland to sell Development Area 7 - the proposed site for Heartwood Commons - to the City's Redevelopment Agency with the specific intention of ensuring that long-term quality affordable housing was delivered to this community. While Redevelopment funds were unfortunately lost in 2011, I have advocated for this parcel to remain dedicated to the purpose of providing affordable housing within the Wood Street neighborhood. In the time since Holliday Development began its work in West Oakland, residents have gotten involved in neighborhood clean-ups, crime prevention, planning, and other efforts to continue the transformation and rejuvenation of this great neighborhood. Heartwood Commons will build upon the renewed life of this neighborhood both by building a vibrant new development on a vacant and underutilized parcel, and through the introduction of artists and new families to the community.

For Holliday Development, community development and real estate development go hand-in-hand. Our projects have a long-term impact in the communities that we work with, and we always engage with the community as partners to make our developments as meaningful and successful as possible. I recognize this same spirit and commitment in CalBUILD's proposal for Heartwood Commons, and enthusiastically lend my support to their efforts.

Sincerely,  


Rick Holliday  
President | Holliday Development

**FOR ACADEMIC USE ONLY**

April 26, 2016

% CalBUILD Inc.  
University of California, Berkeley  
318 Wurster Hall  
Berkeley, CA 94720

Subject: Support for Heartwood Commons, 1800 Wood Street, Oakland

Dear CalBUILD Inc.,

I have been a resident of West Oakland for over 50 years, and have been a homeowner here since 1992.

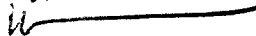
Over the years, I have been actively involved in development issues affecting the residents of this community. In 2005, I voiced my support for the redevelopment of the 16th Street Train Station and the surrounding areas to the Oakland Planning Commission. Despite opposition to this project, I attempted to tackle frustrations about this project head-on by surveying the opinions of my neighbors. In doing so, I found that a great number of these people supported the Wood Street redevelopment project, while opposition was mostly limited to outside interest groups. Ultimately, I presented a petition to the Planning Commission signed by 60 residents of West Oakland who supported the project.

I am pleased to see the progress that has been made thus far, and am hopeful that projects such as Heartwood Commons complete the vision for the Wood Street neighborhood as a place that represents the original spirit of West Oakland, while also embracing its future.

After reviewing CalBUILD's proposal to bring over 150 units of affordable housing and affordable workspace for artists to the Wood Street neighborhood,

I would like to add my voice to support for this project. Nearly ten years after Holliday Development proposed a housing plan for the area surrounding the historic 16th Street Train Station, I am glad to see a project proposal that is clearly in line with the history of the community, but that also looks to its future as a thriving place for families and artists.

Sincerely,



Marcus A. Johnson,  
Resident of the Prescott Neighborhood, located in the West Oakland District  
Amstutz Associates

other



## Artist Selection Process

**Artspace is committed to attracting creative individuals and families from diverse artistic and cultural backgrounds. We encourage all people in the creative arts to apply regardless of race, color, creed, religion, national origin, ethnicity, gender identity, marital status, familial status, sexual orientation, occupation or status with regard to public assistance, or physical, mental, or emotional disability. We are especially interested in individuals who are committed to building community and will give some of their time and energy toward this goal.**

### Artist Selection Committee

Anyone who qualifies for affordable housing may apply for residency in an Artspace project, but we give a preference for occupancy to those applicants who participate in and are committed to the arts. Applicants need not derive their income from their art. It is customary for artists to work in another field to support themselves, their dependents, and their art form. The Artist Selection Committee (ASC) screens applicants to determine their participation in, and commitment to, the arts; they do not judge the content of an applicant's artistic work.

### What does the ASC do?

The ASC meets with pre-qualified prospective residents and their families, to determine their level of commitment to the arts, community and their art form. The selection committee does not jury the artist's work. An interview is conducted, scored by interviewers and average scores are ranked for selection.

### Who makes up the ASC?

Initially the committee members will come from a pool of artists, representing a range of disciplines, who are members of the arts community in which the project is located. Subsequent vacancies in the pool will be filled with the Artist Selection Committee made up of residents in good standing, other members from the broader arts community, and an owner representative.

### What determines an artist?

An artist, for the purpose of this committee, is a person who has a commitment to and/or participation in the arts and not simply as a hobby. This does not mean that the art the artist creates generates any or all of the artist's source of income. Artist shall be defined as:

- > A person who works in or is skilled in any of the fine arts, including but not limited to painting, drawing, sculpture, book art, mixed-media and print-making.
- > A person who creates imaginative works of aesthetic value, including but not limited to film, video, digital media works, literature, costume design, photography, architecture and music composition.
- > A person who creates functional art, including but not limited to jewelry, rugs, decorative screens and grates, furniture, pottery, toys and quilts.
- > A performer, including but not limited to singers, musicians, dancers, actors and performance artists.
- > In all culturally significant practices, including a designer, technician, tattoo artist, hairdresser, chef/culinary artist, craftsperson, teacher or administrator who is dedicated to using their expertise within the community to support, promote, present, and/or teach and propagate their art form through events, activities, performances and classes.

### PLEASE NOTE:

Artistic processes that are extremely noisy, require incompatible zoning or involve hazardous materials are typically not permitted. All uses must comply with applicable code.

### Does the ASC judge the artists' work?

No. The ASC interviews applicants and reviews their Artistic Questionnaires to determine their level of participation in, and commitment to, the arts; they do not judge the content or quality of an applicant's artistic work.

## How are the meetings conducted?

The owner representative or designated moderator coordinates the interview, runs the meeting and acts as the liaison to the property manager. Prior to the meeting, committee members are provided an artist questionnaire and or personal statement, if completed by the applicant. Committee members are also provided a scoring sheet with specific questions that prospective residents are to be asked. Prospective residents are given an opportunity to answer the questions, share their artwork and ask any questions that they may have.

### INTERVIEW GUIDELINES

- > Each interview committee is comprised of 3-5 persons
- > Each interview committee may include an owner representative
- > Residents serving on the selection committee must be in good standing (no violations of lease or operating policies) management will confirm good standing
- > Selection committee interviews are run by the owner representative or by the person designated by the owner representative
- > If any member of the committee does not adhere to the process or guidelines of the Artist Selection Committee, that member will be removed from the committee pool
- > All interviews are confidential
- > Representatives of the Owner/Property Manager may participate from time to time to ensure objective evaluation of all processes vis a vis fair housing and other public program guidelines.

### SCORING

- > Each question must be scored; all sheets are collected and aggregated.
- > Applicants are assigned to the artist preference list if their average score is 3 or greater. Those scoring less than 3 are placed on the non-artist list. All lists are kept in order of lottery priority.
- > Each adult applicant is scored separately, but the household is given preference (or not) in whole. Only one member of a household needs to demonstrate a commitment as a practicing artist, in order to qualify for the artist preference.



## Fair Housing

Our selection process does not violate fair housing rules and we are very mindful of this issue. Members of the ASC undergo customized training prior to participating. In general, members of the selection committee are required to limit questions to those listed on the scoring sheet. Clarification questions can be asked to help a member of the committee to better understand an answer that has been given. The scoring sheet questions have been specifically chosen because they prompt answers that help committee members ascertain the artists and their family's commitment to their art form and their commitment to the community, without violating provisions of the fair housing act.

Prospective residents may have questions for committee members. Please be advised that questions pertaining to any of the protected classes of fair housing may not be addressed. Feel free to refer interviewees to the property manager for further questions that they may have about the project or their application status.

Although this process may seem formal, it is extremely important. We want to be sure that every applicant that comes before the artist selection committee be treated consistently and fairly.



# artspace

## America's Leader in Artist-Led Community Transformation

Artspace is the nation's leader in artist-led community transformation, with more than 35 projects in operation across the country and another dozen in development, representing a unique, \$600 million investment in America's arts infrastructure. Through its Consulting division, Artspace has brought its hard-earned expertise to hundreds of cultural planning efforts from coast-to-coast. With headquarters in Minneapolis and offices in Los Angeles, New Orleans, New York, Seattle and Washington D.C., Artspace is America's leading developer of arts facilities. To date we have completed nearly 2,000 affordable live/work units for artists and their families as well as more than a million square feet of non-residential space for artists and arts organizations. Additional information is available at [www.artspace.org](http://www.artspace.org).



## **ARTSPACE JACKSON FLATS**

901 18 ½ Ave NE, Minneapolis, MN, 55418

Dear Applicant,

Thank you for your interest in the Artspace Jackson Flats. The project provides 35 units of affordable housing for individuals and families, developed by Artspace Projects, Inc. Artspace Jackson Flats are conveniently located in northeast Minneapolis and will offer residents:

- One-, two- and three-bedroom apartments ranging from 794–1,373 sq. ft.
- Spacious floor plans with durable surfaces
- Off-street parking
- Located in the heart of the Central Avenue arts corridor, near galleries, restaurants, bus lines, and other amenities.

Artspace Projects is committed to attracting creative individuals and families from diverse backgrounds. We encourage all people to apply regardless of race, color, creed, religion, employment or occupation, national origin, ethnicity, gender, gender identity or expression, marital status, familial status, sexual orientation, age, personal appearance, political affiliation, matriculation, place of residence or business, victim of domestic violence, and status with regard to public assistance, mental or physical disability.

Preference will be placed on applicants who can demonstrate a commitment to the creative arts. How much income (if any) that a qualifying applicant earns from his or her artistic pursuit is not considered in assessing whether the applicant has a commitment to or participation in a creative endeavor. We are especially interested in individuals who are committed to building community and will give some of their time and energy toward this goal. An artist's creative work need not be the person's occupation or source of income. It is customary for artists to work in another field to support themselves, their dependents, and their art form.

Attached you will find an application process packet and information about renting a unit at Artspace Jackson Flats. Note that the information is not all-inclusive and is subject to change. Please read all the information carefully. Due to financing and federal support for the development of the building, we may require more information than you are used to providing when renting an apartment. The types of information that we require are explained on the following pages. Please review carefully and make sure you are submitting all of the required materials.



## **ARTIST SELECTION COMMITTEE PROCESS**

Artspace is committed to attracting creative individuals and families from diverse artistic and cultural backgrounds. We encourage all people to apply regardless of race, color, creed, religion, employment or occupation, national origin, ethnicity, gender, gender identity or expression, marital status, familial status, sexual orientation, age, personal appearance, political affiliation, matriculation, place of residence or business, victim of domestic violence, and status with regard to public assistance, mental or physical disability. We are especially interested in individuals who are committed to building a creative community and will give some of their time and energy toward this goal.

Once management has determined income eligibility and all background checks are complete, applicants will be forwarded to the Artist Selection Committee (ASC). The ASC will meet to talk with all members of your household and will ask questions about your commitment to the arts, to the community and your interest in living at Artspace Jackson Flats. Use of the ASC to identify artist tenants is a permitted preference, pursuant to HUD Handbook 4350.3 2-25, which is subject to any applicable federal, state, or local preferences.

### **Artist Selection Committee**

The ASC interviews applicants and reviews their artist resumes and artist statements to determine their participation in, and commitment to, the arts; they do not judge the content or quality of an applicant's artistic work.

Artistic processes that are extremely noisy, require industrial zoning or involve hazardous materials will not be permitted to be conducted in the Artist Housing development. (Welding, woodworking using power tools, amplified band practice or glass blowing would not be allowed.)

### **Artist Definition**

An Artist shall be defined as:

- A person who works in, or is skilled in any of the fine arts, including but not limited to, painting, drawing, sculpture, book arts, printmaking and mixed-media.
- A person who creates imaginative works of aesthetic value, including but not limited to literature, poetry, photography, music composition, choreography, architecture, film and video.
- A person who creates functional art, including but not limited to metal, textiles, paper, wood, ceramic, glass or plastic objects.

- A performer or theatrical artist, including but not limited to, singers, dancers, musicians, actors, performance artists; costume, lighting, sound, and set designers.
- In all art disciplines, a designer, technician, craftsperson, teacher or administrator who is dedicated to using their expertise within the community to support, promote, present, and/or teach and propagate their art form through events, activities, performances and classes.

### **What does the ASC do?**

The ASC meets with prospective residents and their families, (previously income qualified by the property manager), to determine their level of commitment to the arts, their art form and their willingness to participate in the community. The ASC does not jury the artist's work.

### **Who makes up the ASC?**

Initially the committee members will come from a pool of Artspace staff, community leaders, creative industry leaders, and local artists, representing a range of disciplines, who have not applied to be residents of the project. Project residents in good standing will fill subsequent ASC positions. An owner representative will also attend prospective tenant interviews.

### **What occurs at the interview?**

The owner representative coordinates the interview, leads the meeting and acts as the liaison to the property manager.

Prior to the meeting prospective residents are asked to provide an artist resume and artist statement that is reviewed by the committee. Committee members are also provided a scoring sheet containing specific questions for prospective residents. The scoring sheet questions have been carefully chosen to prompt answers that help the committee ascertain artist and family commitment to creative activities and community. Members of the ASC are required to limit their questions to those on the scoring sheet. Prospective residents are given an opportunity to answer questions, share their artwork and ask any questions that they may have.

Follow-up questions can be asked to help clarify an answer that has been given. Questions or comments pertaining to any of the fair housing protected classes may not be posed. Interviewees will be referred to the property manager if there are additional questions concerning the project or their application status.

### **Fair Housing**

All individuals who serve on the Artist Selection Committee has received and/or will receive fair housing training. Fair housing practices will be followed in all aspects of the interviews and meetings.

### **Scoring**

- Each question must be scored, in a range from 1 to 5.

- Each adult applicant is scored separately, but the household is accepted or rejected in whole. Only one member of a household needs to demonstrate a commitment as a practicing artist, in order to qualify for the artist preference.
- Each approval or disapproval must be defensible by the interviewer and substantiated by the scoring sheet.
- Scoring sheets must be signed.
- Each question must be scored; all sheets are collected and aggregated.
- Applicants are assigned to the artist preference list if their average score is 3 or greater.
- Those scoring an average score of less than 3 are placed on the non-artist list.
- All lists are kept in order of lottery priority.

### **Guidelines**

- Each ASC is initially comprised of 9-12 members
- Interviews are led by the owner representative or by a person designated by the owner.
- Any member of the committee who does not adhere to the process or guidelines of the ASC, will be removed from the committee.
- All interviews are confidential.

Artist involvement is an essential component of every Artspace project. This process may seem formal, yet it is extremely important. We want to be certain that every applicant who comes before the ASC is treated consistently and fairly.

If the ASC determines that your household is qualified for Artspace Jackson Flats, you will become eligible to move in. Management will notify you in writing as soon as possible of your application status and availability of units. **Please do not give notice to your current landlord until you have received final notification of acceptance from management that you have been approved for occupancy of Artspace Jackson Flats.**

## ARTSPACE JACKSON FLATS APPLICATION

Applications for the Artspace Jackson Flats will be available for completion and submission July of 2013.

They will be delivered via email or available online. Please sign up for the mailing list at [www.artspace.org/our-places/artspace-jackson-flats](http://www.artspace.org/our-places/artspace-jackson-flats) to receive e-mail notifications, or to download the application directly.

Applications will be accepted in person and via mail.

By mail:

**Perennial Management, LLC**  
ATTN: ARTSPACE JACKSON FLATS  
1360 Energy Park Drive, Suite 300  
St. Paul, MN 55108  
651.644.9600

**PLEASE NOTE: The Artspace Jackson Flats will accept applications on a first come, first serve basis. All applications will be time and date stamped as they are received on that day. Mailed in applications will be time and date stamped at the end of the day of receipt. We recommend turning in your completed application IN PERSON. Only physical copies with original signatures will be accepted. Email applications will not be accepted.**

Please provide all requested materials in one complete package. Omission of any requested documentation will delay processing of your application.

## **Artspace Jackson Flats Art and Community Involvement**

Please provide written answers to the following questions and **turn in this completed form along with the artist statement described below with your application.**

The Artist Selection Committee (ASC) will not be judging the quality of your artwork, but rather the depth of your engagement and commitment to your work. Your skill at presenting and explaining the content of your work is not as important as showing a body of work and your plan to continue producing work.

An ASC interview will be scheduled with you after the Resident Selection Criteria from your application has been approved by Management. During the interview, you will be asked to present a portfolio of your work to the review panel that consists of artists and Artspace staff. You will be expected to speak for approximately 5 minutes about your artistic practice in general and the specific projects you will be working on if you are to move into the building. After this, the panel will ask questions about your work, about living in a cooperative environment, and about community involvement.

1. Please provide an artist statement on a separate sheet of paper (maximum length one page), outlining your artistic practice, and discuss the method and intention of your work. Please include how long you have been creating. Please submit your artist resume, if available.

2. What equipment and materials do you use as part of your artistic process? Please be specific.

3. Artspace Jackson Flats depends on the active participation of its residents in order to keep growing as a creative community. Residents are typically involved in a number of committees such as community room programming, garden maintenance and development, and events planning. How do you see yourself contributing to the development of the community, and what kind of new initiatives would you like to start?

Please check the area where you have any experience or interest:

- |  |   |
|--|---|
| <input type="checkbox"/> Minor repairs             | <input type="checkbox"/> Building security            |
| <input type="checkbox"/> Cleaning and maintenance  | <input type="checkbox"/> Property management          |
| <input type="checkbox"/> Teaching children & youth | <input type="checkbox"/> Volunteer board of directors |
| <input type="checkbox"/> Carpentry                 | <input type="checkbox"/> Childcare                    |
| <input type="checkbox"/> Gardening                 | <input type="checkbox"/> Recycling                    |

Other (please list) \_\_\_\_\_



## **Artspace Jackson Flats - Frequently Asked Questions**

### **1. What is the Artspace Jackson Flats?**

Located in northeast Minneapolis, the four-story building is the first Artspace live/work project for artists in Minneapolis. Artspace Projects will create 35 units of affordable live/work housing and exhibition/community spaces. It provides a sustainable and affordable home for artists and their families to live, create, display, and perform their work.

### **2. What is Artspace Projects, Inc.?**

Artspace is a non-profit corporation whose mission is "to create, foster, and preserve affordable space for artists and arts organizations." Our development activities have included construction/renovation of more than 1,100 units of live/work space for low/moderate income artists. Artspace now owns 33 buildings in thirteen states, of which there are 25 live/work projects, five working studio buildings, two commercial buildings and one performing arts center.

### **3. Who can apply to live at the Artspace Jackson Flats?**

Artspace is committed to attracting creative individuals and families from diverse artistic and cultural backgrounds. We encourage all people to apply regardless of race, color, creed, religion, national origin, ethnicity, gender, marital status, familial status, sexual orientation, and status with regard to public assistance, mental or physical disability. We are especially interested in individuals who are committed to building community and will give some of their time and energy toward this goal.

### **4. How many units are there? What size are they? What will the range of rents be?**

We are building 35 units of housing, including one-, two-, and three-bedroom units ranging in size from 794–1,373 square feet. All apartments will have high ceilings, durable surfaces including concrete and luxury composite tile floors, natural lighting, and oversized elevator. Residents will be responsible for paying their own telephone, electric, and cable in addition to their rent. Units have forced air heating and air conditioning (which are included in their electric), operable windows, shower and tub.

### **6. Can I sublet my unit?**

No, subletting is not allowed in the Tax Credit program.

### **7. Do I need insurance?**

Tenants are strongly encouraged to carry renters' insurance.

**8. What will be provided and what kind of improvements will I need to make?**

Your new home at the Artspace Jackson Flats will have all the amenities of a residential unit built to code. It will include a bathroom, kitchen, and bedrooms with an open design to allow for flexible use of the space. You will be able to make some modifications to your unit, such as lighting and storage, to meet the needs of your discipline. All modifications must meet fire and safety codes and be approved by management.

**9. Who will manage the property?**

Perennial Management, LLC will oversee general operations and maintenance of the property. Perennial Management will be in charge of scheduling the use of all common area tenant space and who has first right of use. We expect that tenant committees will coordinate other resident activities in the common areas.

**More information and application materials can be found at:**

**[www.artspace.org/our-places/artspace-jackson-flats](http://www.artspace.org/our-places/artspace-jackson-flats) or by calling 651.644.9600**



# APPLICATION OVERVIEW

WAL is a mixed-use, mixed-income community for artists located in the historic R Street District in downtown Sacramento. The community includes 116 rental apartments, ranging from studios to three-bedroom units. The buildings include a variety of tenant amenities, including on-site management, resident services, on-site laundry facilities, secure parking garage, a classroom, community room, dance studio/multi-purpose space, landscaped courtyard, and rooftop BBQ and picnic area. WAL is a place for creative individuals and households to live, work, learn, share and collaborate with one another.

The mixed-income community includes rent-restricted units, whose tenants must meet income and asset restrictions. While all people may apply for residency at WAL, preference in tenant selection will be given to those involved in artistic activities.

## APPLICATION PROCESS

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Prospective tenants will complete an Application and an Artist Questionnaire. The applications will be received and processed in accordance with CA Tax Credit Allocation Committee guidelines and all Fair Housing regulations. We will perform a financial evaluation and background/credit check for each adult and a fee of \$30 per adult will be required along with the Application.

Following the initial screening, households will then be evaluated based on responses to the Artist Questionnaire. Artist Questionnaires will be reviewed by at least two members of WAL's Artist Selection Panel (ASP). For the initial lease-up period, the ASP will include a member of the ownership group, a member of WAL's staff, a professional artist independent of WAL and a member of the Capitol Area Development Authority.

## ARTIST QUALIFICATION

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We appreciate the challenge of determining one's interest and involvement in artistic activities. For the purpose of our Artist Selection Panel, WAL's definition of artist will be:

*An artist is a person who promotes or creates visual art, literary art, new media art or performing art, using imagination, skill or talent to create works of aesthetic value.*

It is not necessary for the creation of art to be a source of income for the artist. It is, however, necessary that the person demonstrates a commitment to participating in art.

Examples of various art disciplines are:

**Visual Arts** – drawing, painting, sculpture, printmaking, ceramics, photography, architecture

**Literary Arts** – writing of drama, poetry, novels, short stories; creative writing

**New Media Arts** – digital art, interactive art, computer animation, computer graphics

**Performing Arts** – dance, music, opera, comedy, magic, theater, film, acrobatics

ASP will not judge the quality of an artist's work, but will instead determine the level to which an artist is committed to and participates in their form of art.



## WAITING LIST PROCEDURE

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Once a particular unit type has been filled and is no longer available, a waiting list will be formed based on completed and approved applications in chronological order of when they were approved. Qualified artists will be on a separate waiting list from non-artists and will be given preference over non-artist applicants should that particular unit type become available.

## AFFORDABILITY

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Many units in the property have income and rent restrictions which are set annually. Based on 2015 CA Tax Credit Allocation Committee guidelines, and subject to change, income limits and rents are:

INCOME LIMITS	1-Person	2-Person	3-Person	4-Person	5-Person
30% AREA MEDIAN INCOME	\$15,030	\$17,160	\$19,320	\$21,450	\$23,190
40% AMI	\$20,040	\$22,880	\$25,760	\$28,600	\$30,920
50% AMI	\$25,050	\$28,600	\$32,200	\$35,750	\$38,650
60% AMI	\$30,060	\$34,320	\$38,640	\$42,900	\$46,380

RENT LIMITS	Studio	1-Bedroom	2-Bedroom	3-Bedroom
30% AMI	\$375	\$402	\$483	\$558
40% AMI	\$501	\$536	\$644	\$744
50% AMI	\$626	\$670	\$805	\$930
60% AMI	\$751	\$804	\$966	\$1,116

In addition to affordable housing for artists, WAL will also include market rate units that will not come with any income restrictions.

## PET AND SMOKING POLICY

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WAL is a pet friendly community! One dog (up to 35 pounds) OR up to two cats are permitted per household, with a deposit of \$500 per pet. WAL prohibits the following breeds from living at the community: pitbulls, rottweilers, German shepherds, huskies, Alaskan malamutes, doberman pinschers, chows, presa canarios, boxers and dalmations.

The majority of the units at WAL are non-smoking, however there are 14 units in the new building that have been designated as smoking units. There will also be designated outdoor areas in the community where smoking will be allowed.

## RESIDENCE RESTRICTIONS

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The tax-credit financed units must be the tenants' sole residence.

WAL is a secure community, and it is prohibited for residents to operate businesses in their dwelling units.

## FAIR HOUSING

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Federal, state, and local laws make it illegal to discriminate in the provision of housing based on protected class. WAL encourages all people to apply, regardless of race, color, religion, sex, national origin, marital status, ancestry, sexual orientation, source of income, familial status, or disability.





1108 R Street Sacramento, CA 95811  
916.498.9033/916.498.9036 fax  
info@rstreetwal.com



### WAL APPLICATION INSTRUCTIONS

Please fill out the application as completely as possible. For any questions, please contact us at [info@rstreetwal.com](mailto:info@rstreetwal.com), or visit our website at [www.rstreetwal.com](http://www.rstreetwal.com) and click on **Living at WAL**. We are happy to help!

When applying, applicants will need to provide the following items:

1. **Valid ID** — Driver's license, state Issued ID card, or passport.
2. **Credit/Background Check Fee** — \$30.00 per adult; *please note we accept only cashier's checks or money orders; cash and personal checks are not accepted.*
3. **Rental History** — 2 years of verifiable rental history.
4. **Proof of Income** — 3 months of most recent paystubs and bank statements.
5. **Artist's Questionnaire** — completed questionnaire, including examples of your work.
6. **Low Income** — applicants applying for low income housing are asked to additionally provide:
  - Completed Tenant Income Certification Questionnaire (TICQ) (see last 2 pages), and
  - Social Security card (original card only; copies are not accepted).
7. **Self-Employed** — applicants who are self-employed are asked to additionally provide:
  - Prior 3 years of tax records,
  - IRS Form Schedule C – Profit or Loss from Business (for *current* year), and
  - Signed Affidavit of Income (provided by WAL management).

***Thank you for your interest in WAL.***



## RENTAL APPLICATION



Warehouse Artist Lofts  
1108 R Street  
Sacramento, CA 95811  
Office – 916.498.9033 / Fax – 916.498.9036

### FOR OFFICE USE ONLY

Applicant Name: \_\_\_\_\_  
Reviewed by: \_\_\_\_\_  
Date: \_\_\_\_\_

***\$30 CREDIT CHECK FEE FOR EACH ADULT APPLICANT***

**ALL PAGES MUST BE FILLED OUT COMPLETELY; SIGNATURE REQUIRED ON LAST PAGE**

PRIMARY APPLICANT
Full Legal Name
Current Address
City, State, Zip
Home Telephone
E-mail
How long have you lived at this address?
Social Security Number
Date of Birth
Landlord Name
Landlord Phone

SPOUSE/CO-APPLICANT
Full Legal Name
Current Address
City, State, Zip
Home Telephone
E-mail
How long have you lived at this address?
Social Security Number
Date of Birth
Landlord Name
Landlord Phone

CO-APPLICANT
Full Legal Name
Current Address
City, State, Zip
Home Telephone
E-mail
How long have you lived at this address?
Social Security Number
Date of Birth
Landlord Name
Landlord Phone

CO-APPLICANT
Full Legal Name
Current Address
City, State, Zip
Home Telephone
E-mail
How long have you lived at this address?
Social Security Number
Date of Birth
Landlord Name
Landlord Phone

*For any other co-residents, please provide information on a separate sheet.*

1. Have you, your spouse, or your co-applicant(s) ever used different names from the names shown above? ☐ Yes ☐ No

If yes, please list names used and dates when such names were used:

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2. Have you, your spouse, or your co-applicant(s) ever been evicted or otherwise removed from rental housing? ☐ Yes ☐ No

If yes, please provide landlord name, address and dates:

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3. Has any place where you, your spouse, or co-applicant(s) lived been destroyed or damaged by fire? ☐ Yes ☐ No

If yes, please provide details: \_\_\_\_\_

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4. Do you, your spouse/co-applicant(s) or household member require special accommodation based on handicap or disability? ☐ Yes ☐ No

5. Do you, your spouse or co-applicant(s) require part-time aid (caregiver)? ☐ Yes ☐ No

If yes, please provide documentation to verify

**Please be advised that there are income limits that apply to certain units in the property. The anticipated income of all adult persons expecting to occupy the rent-restricted units must be included and verified prior to occupancy.**

**6. Income from Employment**

List all full-time, part-time, and/or seasonal employment for applicant, spouse/co-applicant, co-resident, including self-employment. Please attach additional page if more space is needed.

Applicant Name	Place of Employment	Employer Phone No.	Supervisor	Estimated Total Earnings for the Coming Year

## 7. Income from other Sources

List non-employment income for applicant, spouse/co-applicant, co-residents. This includes income from rental property, social security, SSI, public assistance, general relief (assistance), unemployment compensation, alimony, child support, workers compensation, disability compensation, VA benefits, retirement pension, insurance benefits, and all other income.

Type of Income and Who Pays It	Source Name/Address	Contact Person (Name and Phone)	Estimated Total Earnings for the Coming Year

## 8. Interest, Dividend Income, Assets

List assets of applicant, spouse/co-applicant, co-residents. Include checking, savings, stocks, bonds, trust, money market, certificate of deposit, IRA and Keogh account, treasury bills, credit union shares, land and real estate:

Description of Asset	Source Name/Address	Estimated Current Value	Est. Annual Income From Assets

## APPLICANT RACE/ETHNICITY

The information regarding race, national origin, and sex designation solicited on this application is requested in order to assure the Federal Government that Federal laws prohibiting discrimination against tenant applicants on the basis of race, color, national origin, religion, sex, familial status, age, and handicap/disability are complied with. You are not required to furnish this information, but you are encouraged to do so. This information will not be used in evaluating your application or to discriminate against you in any way. However, if you choose not to furnish it, the owner is required to note the race/national origin and sex of individual applicants on the basis of visual observation or surname.

### 9. Race of primary applicant (please check one):

☐ White   ☐ Black   ☐ Native American/Alaskan/Hawaiian   ☐ Asian/Pacific Islander

### 10. Ethnicity of primary applicant (please check one):

☐ Hispanic   ☐ Non-Hispanic

### QUESTIONS FOR APPLICANT, SPOUSE/CO-APPLICANT, CO-RESIDENT

The following questions pertain to applicant, spouse/co-applicant, co-resident. Answer yes or no in response to each question, and use the space provided to explain any yes answer.

11. Does anyone in the household receive regular cash contributions from agencies or from individuals not living with you? ☐ Yes ☐ No

If yes, please describe: \_\_\_\_\_  
\_\_\_\_\_

12. Does anyone in the household currently use any illegal drug or other illegal controlled substance? ☐ Yes ☐ No

If yes, please describe: \_\_\_\_\_  
\_\_\_\_\_

13. Has anyone in the household ever engaged in drug-related criminal activity, such as use, possession, distribution, trafficking, or manufacture of an illegal drug? ☐ Yes ☐ No

If yes explain circumstances, outcome and present status: \_\_\_\_\_  
\_\_\_\_\_

14. Has anyone in the household been involved in criminal activity that poses a threat to the health, safety or welfare of others? ☐ Yes ☐ No

If yes, when and where? \_\_\_\_\_  
\_\_\_\_\_

15. Has applicant, spouse/co-applicant, or household member ever been convicted of felony criminal activities? ☐ Yes ☐ No

If yes, please explain: \_\_\_\_\_  
\_\_\_\_\_

16. Has anyone in the household ever applied for a government subsidized apartment before? ☐ Yes ☐ No

If yes, when and where? \_\_\_\_\_  
\_\_\_\_\_

17. Does anyone in the household have a Section 8 Certificate? (This community accepts Section 8 subsidies as payment for housing charges.) ☐ Yes ☐ No

If yes, please explain: \_\_\_\_\_  
\_\_\_\_\_

18. Does applicant, spouse/co-applicant require a handicap accessible unit? If "Yes," please provide documentation to verify. ☐ Yes ☐ No

19. Please indicate your preference: ☐ Smoking permitted ☐ Non-smoking ☐ No preference

20. Do you own a vehicle? ☐ Yes ☐ No Will you require parking? ☐ Yes ☐ No

Please list the make and model: \_\_\_\_\_

### PRIMARY APPLICANT'S EMERGENCY CONTACT

Name	Relationship
Address	Phone

### APPLICANT(S) PREVIOUS RENTAL HISTORY

If you have not lived at your current address for at least 2 years, please enter the information requested for applicant, spouse/co-applicant's current address. Include places where you were not listed and placed where you lived under a different name. **You must show 2 years of rental history.**

#### Primary Applicant

Applicant Street Address		Monthly Rent	
City, State, Zip		Paid Utilities \$ _____	
Landlord Name		Landlord Phone	
Did you fulfill the lease term? <input type="checkbox"/> Yes <input type="checkbox"/> No	If No, please explain:		
Move-In Date	Move-Out Date	Security Deposit	

#### Co-Applicant

Applicant Street Address		Monthly Rent	
City, State, Zip		Paid Utilities \$ _____	
Landlord Name:		Landlord Phone:	
Did you fulfill the lease term? <input type="checkbox"/> Yes <input type="checkbox"/> No	If No, please explain:		
Move-In Date	Move-Out Date	Security Deposit	

#### Co-Applicant

Applicant Street Address		Monthly Rent	
City, State, Zip		Paid Utilities \$ _____	
Landlord Name:		Landlord Phone:	
Did you fulfill the lease term? <input type="checkbox"/> Yes <input type="checkbox"/> No	If No, please explain:		
Move-In Date	Move-Out Date	Security Deposit	

### Co-Applicant

Applicant Street Address		Monthly Rent	
City, State, Zip		Paid Utilities \$ _____	
Landlord Name:		Landlord Phone:	
Did you fulfill the lease term? <input type="checkbox"/> Yes <input type="checkbox"/> No	If No, please explain:		
Move-In Date	Move-Out Date	Security Deposit	

### Co-Applicant

Applicant Street Address		Monthly Rent	
City, State, Zip		Paid Utilities \$ _____	
Landlord Name:		Landlord Phone:	
Did you fulfill the lease term? <input type="checkbox"/> Yes <input type="checkbox"/> No	If No, please explain:		
Move-In Date	Move-Out Date	Security Deposit	

### UTILITY PAYMENT HISTORY

Utility Company	Type (Electric or Gas)	Name of Account Holder	Property Address

### How did you hear about units to rent?

- ☐ Community Organization: \_\_\_\_\_
- ☐ Newspaper Name: \_\_\_\_\_
- ☐ Brochure: \_\_\_\_\_
- ☐ Employment: \_\_\_\_\_
- ☐ Referred by a resident in the building: \_\_\_\_\_
- ☐ Online: \_\_\_\_\_
- ☐ Signs on Building
- ☐ Other/Additional Information: \_\_\_\_\_

### STATEMENTS BY APPLICANT, SPOUSE/CO-APPLICANT

We certify that all information given in this application hereto is true, complete and accurate. We understand that if any of this information is false, misleading or incomplete, management may decline our application or, if move-in has occurred, terminate our Rental Agreement.

We authorize the Property Management to make any and all inquiries to verify this information either directly or through information exchanged now or later with rental and credit screening services, and to previous and current landlords or other sources for credit and verification confirmation which may be released to appropriate Federal, state or local agencies. We are also aware that a criminal-record check will be required of each household member 18 years and older. Applicants can be rejected for a criminal history that includes physical and or sexual violence that could affect the health, safety, or welfare of other residents.

If our application is approved and move-in occurs, we certify that only those persons listed in the application will occupy the apartment, that they will maintain no other place of residence, and that there are no other persons for whom we have or expect to have responsibility to provide housing. We agree to notify management in writing regarding any changes in address, telephone numbers, income and household composition.

We have read, and understand, the information in these applications in particular the information contained in the instructions for applicant and we agree to comply with such information.

We understand that if this application is placed on a Waiting List, we may request sample copies of the Rental Agreement and House Rules. If this application is approved, and move-in occurs, we certify that we will accept and comply with all conditions of occupancy as set forth therein, including specifically all conditions regarding pets, rent, damages and Security Deposit.

We authorize management to obtain one or more "consumer reports" as defined in the Fair Credit Reporting Act 15 U.S.C. Section 1681 a (d) seeking information on our credit worthiness, credit standing, credit capacity, character, general reputation, personal characteristics, or mode of living. Notice: you are hereby notified that a negative credit report reflecting on your credit record may be submitted in the future to a credit reporting agency if you fail to fulfill the terms of your rental/credit obligations or if you default in those obligations in any way.

If this application is for an applicant of more than one person, we consider ourselves a stable household and all of our income is available for its needs.

**IMPORTANT NOTE: I understand it is my responsibility to contact the Manager in writing at least every 6 months in order to keep my application on the waiting list.**

**Applicant, spouse/co-applicant, and any other adult named in this applicant must sign:**

\_\_\_\_\_  
Applicant's Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Spouse/Co-Applicant's Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Spouse/Co-Applicant's Signature

\_\_\_\_\_  
Date

**Acceptance of completed application by Management:**

\_\_\_\_\_  
Management Representative's Signature

\_\_\_\_\_  
Date

**ALL PAGES MUST BE FILLED OUT COMPLETELY; SIGNATURE REQUIRED ON LAST PAGE**

# TENANT INCOME CERTIFICATION QUESTIONNAIRE

*One Form per Adult Member of the Household*

<b>NAME:</b> _____  <input type="checkbox"/> <b>Initial Certification</b> <input type="checkbox"/> <b>Re-certification</b> <input type="checkbox"/> <b>Other</b>	<b>TELEPHONE NUMBER:</b> (    ) _____ <b>BIN #</b> _____  <b>Unit #</b> _____
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## INCOME INFORMATION

	YES	NO		MONTHLY GROSS INCOME
1.	<input type="checkbox"/>	<input type="checkbox"/>	I am self employed. (List nature of self employment) _____	(use <u>net</u> income from self-employment only) \$ _____
2.	<input type="checkbox"/>	<input type="checkbox"/>	I have a job and receive wages, salary, overtime pay, commissions, fees, tips, bonuses, and/or other compensation: List the businesses and/or companies that pay you:  <div style="text-align: center;"><u>Name of Employer</u></div> 1) _____ \$ _____ 2) _____ \$ _____ 3) _____ \$ _____	
3.	<input type="checkbox"/>	<input type="checkbox"/>	I receive cash contributions of gifts including rent or utility payments, on an ongoing basis from persons not living with me.	\$ _____
4.	<input type="checkbox"/>	<input type="checkbox"/>	I receive unemployment benefits.	\$ _____
5.	<input type="checkbox"/>	<input type="checkbox"/>	I receive Veteran's Administration, GI Bill, or National Guard/Military benefits/income.	\$ _____
6.	<input type="checkbox"/>	<input type="checkbox"/>	I receive periodic social security payments.	\$ _____
7.	<input type="checkbox"/>	<input type="checkbox"/>	The household receives <u>unearned</u> income from family members age 17 or under (example: Social Security, Trust Fund disbursements, etc.).	\$ _____
8.	<input type="checkbox"/>	<input type="checkbox"/>	I receive Supplemental Security Income (SSI).	\$ _____
9.	<input type="checkbox"/>	<input type="checkbox"/>	I receive disability or death benefits other than Social Security.	\$ _____
10.	<input type="checkbox"/>	<input type="checkbox"/>	I receive Public Assistance Income (examples: TANF, AFDC)	\$ _____
11.	<input type="checkbox"/>	<input type="checkbox"/>	I am entitled to receive child support payments.	\$ _____
	<input type="checkbox"/>	<input type="checkbox"/>	I am currently receiving child support payments.	\$ _____
	<input type="checkbox"/>	<input type="checkbox"/>	If yes, from how many persons do you receive support? _____ I am currently making efforts to collect child support owed to me. List efforts being made to collect child support: _____ _____	\$ _____
12.	<input type="checkbox"/>	<input type="checkbox"/>	I receive alimony/spousal support payments	\$ _____
13.	<input type="checkbox"/>	<input type="checkbox"/>	I receive periodic payments from trusts, annuities, inheritance, retirement funds or pensions, insurance policies, or lottery winnings.  If yes, list sources: 1) _____ 2) _____	\$ _____ \$ _____
14.	<input type="checkbox"/>	<input type="checkbox"/>	I receive income from real or personal property.	(use <u>net</u> earned income) \$ _____
15.	<input type="checkbox"/>	<input type="checkbox"/>	Student financial aid (public or private, not including student loans) Subtract cost of tuition from Aid received <i>*For Households receiving Section 8 Assistance Only</i>	\$ _____

**ASSET INFORMATION**

YES	NO		INTEREST RATE	CASH VALUE
16.	<input type="checkbox"/>	<input type="checkbox"/>	I have a checking account(s). If yes, list bank(s) 1) _____ 2) _____	_____% _____% \$ _____ \$ _____
17.	<input type="checkbox"/>	<input type="checkbox"/>	I have a savings account(s). If yes, list bank(s) 1) _____ 2) _____	_____% _____% \$ _____ \$ _____
18.	<input type="checkbox"/>	<input type="checkbox"/>	I have a revocable trust(s). If yes, list bank(s) 1) _____	_____% \$ _____
19.	<input type="checkbox"/>	<input type="checkbox"/>	I own real estate. If yes, provide description: _____	\$ _____
20.	<input type="checkbox"/>	<input type="checkbox"/>	I own stocks, bonds, or Treasury Bills If yes, list sources/bank names 1) _____ 2) _____ 3) _____	_____% _____% _____% \$ _____ \$ _____ \$ _____
21.	<input type="checkbox"/>	<input type="checkbox"/>	I have Certificates of Deposit (CD) or Money Market Account(s). If yes, list sources/bank names 1) _____ 2) _____ 3) _____	_____% _____% _____% \$ _____ \$ _____ \$ _____
22.	<input type="checkbox"/>	<input type="checkbox"/>	I have an IRA/Lump Sum Pension/Keogh Account/401K. If yes, list bank(s) 1) _____ 2) _____	_____% _____% \$ _____ \$ _____
23.	<input type="checkbox"/>	<input type="checkbox"/>	I have a whole life insurance policy. If yes, how many policies _____	\$ _____
24.	<input type="checkbox"/>	<input type="checkbox"/>	I have cash on hand.	\$ _____
25.	<input type="checkbox"/>	<input type="checkbox"/>	I have disposed of assets (i.e. gave away money/assets) for less than the fair market value in the past 2 years.  If yes, list items and date disposed: 1) _____ 2) _____	\$ _____ \$ _____

**STUDENT STATUS**

YES	NO	
<input type="checkbox"/>	<input type="checkbox"/>	Does the household consist of all persons who are <u>full-time</u> students (Examples: K-12, College, Trade School, etc.)?
<input type="checkbox"/>	<input type="checkbox"/>	Does the household consist of all persons who have been a <u>full-time</u> student 5 months in the current calendar year?
<input type="checkbox"/>	<input type="checkbox"/>	Does your household anticipate becoming an all full-time student household in the next 12 months?
<input type="checkbox"/>	<input type="checkbox"/>	If you answered yes to any of the previous three questions are you:
<input type="checkbox"/>	<input type="checkbox"/>	• Receiving assistance under Title IV of the Social Security Act (AFDC/TANF/Cal Works - <b>not</b> SSA/SSI)
<input type="checkbox"/>	<input type="checkbox"/>	• Enrolled in a job training program receiving assistance through the Job Training Participation Act (JTPA) or other similar program
<input type="checkbox"/>	<input type="checkbox"/>	• Married and filing (or are entitled to file) a joint tax return
<input type="checkbox"/>	<input type="checkbox"/>	• Single parent with a dependant child or children and neither you nor your child(ren) are dependent of another individual
<input type="checkbox"/>	<input type="checkbox"/>	• Previously enrolled in the Foster Care program (currently age 18-24)

UNDER PENALTIES OF PERJURY, I CERTIFY THAT THE INFORMATION PRESENTED ON THIS FORM IS TRUE AND ACCURATE TO THE BEST OF MY/OUR KNOWLEDGE. THE UNDERSIGNED FURTHER UNDERSTANDS THAT PROVIDING FALSE REPRESENTATIONS HEREIN CONSTITUTES AN ACT OF FRAUD. FALSE, MISLEADING OR INCOMPLETE INFORMATION WILL RESULT IN THE DENIAL OF APPLICATION OR TERMINATION OF THE LEASE AGREEMENT.

PRINTED NAME OF APPLICANT/TENANT

SIGNATURE OF APPLICANT/TENANT

DATE

WITNESSED BY (SIGNATURE OF OWNER/REPRESENTATIVE)

DATE



## ARTIST QUESTIONNAIRE

A separate Artist Questionnaire is to be completed by each member of the household who is an artist. This information will be used to establish preference in tenant selection to individuals/households who are involved in artistic or literary activities.

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

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

Based on WAL's definition of artist as described in the Application Overview, in which category of artist do you identify yourself? \_\_\_\_\_

PERSONAL STATEMENT – Please tell us about your artistic and creative interests, how you participate in and are committed to these interests, and what your goals are for your artistic endeavors.

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How long have you been an artist? \_\_\_\_\_

Have you received formal education/training in your art form? If Yes, please explain.

Yes [ ] No [ ]

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What/Who have been some of your artistic influences?

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Has your artwork ever been presented to the public? If Yes, please explain.

Yes [ ] No [ ]

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Have you lived in an artist community before? If Yes, please explain.

Yes [ ] No [ ]

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Why are you interested in living at WAL?

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In what ways will you be able to contribute to WAL/the local arts community?

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If applicable, please provide images or examples of your artwork (on no more than 4 pages). Please indicate whether any of the pieces were completed in collaboration with others. **Please note that you will not be judged on the quality of your artwork.** We would like to provide artists with an opportunity to express their participation in the arts via examples of their work.

Optional: You may also provide links to websites demonstrating your work. Please provide an explanation/description if necessary.

Website: \_\_\_\_\_

Description: \_\_\_\_\_

Website: \_\_\_\_\_

Description: \_\_\_\_\_

