

LEGAL LANGUAGE SERVICES

TRANSCRIPTION OF AUDIO

DESIGNATED AS: 805025

Tape 2 Side B

UM 1: ...twenty three and you know, even break a thousand square feet until you get...

UM 2: [loud throat clearing]

UM 1: so, so...

UM 2: If the whole development is gonna

[Simultaneous Conversation]

UM 2: uh, working, that's probably gonna see a little bit of a shift and that might have to shift on on any historic homes and then that's gonna be a different cost element so, I just want to sort of throw that out there as a possibility that that might come up in the future. Those are my comments.

UM 3: Thank you very much. Ralph.

Ralph: I have a number of concerns. Number one has to do with the Decker house. We all know that over the years the plan has been to move that house off the site. Why, all of the sudden do they change that and leave it on the site. Also I have a problem with the moving of properties from [UI Word] onto the site. I don't think that that's what we envisioned. Two, I have a problem with their hiring practices. Both Heritage Housing Partners and LA Design Center. In both of their sites, they did not utilize local and most distinctly African-American, Latino workers from this area. They said just recently that they signed a first source agreement with the city on the project at Peoria. But they've been working on that project for a long time and it just shows to me that they don't really want to do it but they're being forced to do it. Which does not bode well to a community relationship on the project, the project

over there, they stated that they didn't even do a tracking. They didn't know who they hired. That's, and the other problem I have is with their retailing. And I understand that, you know, there's a need for upscale types of businesses; however, if those businesses do not fit the needs of the community, then the community is not well served. Those are just a few of my concerns.

UM 3: Well I would like to thank all of the committee. I'd like to thank all of the committee members for their comments. Obviously your chair has a tremendous amount of questions, comments and concerns but I think many of them have been addressed. They may not have been addressed as vehemently as I would have addressed them. However, I appreciate that and so I will defer to your comments and your questions at this point, I'd like to invite you to take a couple of minute...

UM 5: Mr. Chairman, if I may, to piggy back on what Ralph Poole said.

UM 3: Oh, you're exercising your right as the vice chair, okay go ahead.

UM 5: I think it's important that the committee members know that this particular developer had community protesting going on when it was building the Orange Grove Gardens because of the fact that there were no minority workers on that site. And we did try to negotiate. We had several meetings with these individuals and we did not prevail in any manner. They just hired security guards, I believe, only to show that minority workers was on site. So I just think you guys needed to know that.

UM 3: Thank you very much. Again to all of the committee members I want to thank you all of you for your comments, your pointed questions. At this point I'd like to take a couple of minutes, allow you to do your own individual deliberations and score, if you will, how you would like tentatively. And the reason I'm using the word tentatively because at the end of the day there may, you may want to make some adjustments to your scoring based upon what you've heard from the other developers and score them against one another. That's a choice you'll have to make. At this time, as you go through that couple of minute process, I'd like to ask staff if they would, um, if it's acceptable to the committee, invite the next presenter in so they would have an opportunity to set up. Is that okay with the committee? Okay. [pause] Is the developer ready? Okay. On behalf of the Developer Selection Committee, welcome. A presentation from the Bakewell Company and Century Housing and if you would introduce yourself to the committee again and at whatever point you would like, introduce your team, we will hear you now.

Danny Bakewell: Good Morning Mr. Chairman. Members of the Committee and members of Pasadena City Staff. My name is Danny Bakewell Jr. and I am the president and Chief Operating Officer of the Bakewell company. On behalf of the Bakewell Company and our partner, Century Housing, we would like to thank you for this opportunity to share with you our vision for the northeast corner of Barroks and Orange Grove. As many of you know and have heard, over the past several meetings, and over the past several years, the desire of the

community has been to have 100 percent senior housing. As you have heard from a number of speakers, the city has called us in and asked us to change our presentation to include multi-family housing. The presentation you will see today is reflective of that, but we wanted to make it clear that we are ready, willing and able and happy to change our presentation back to the original presentation, if this committee is able to relay that to City Staff and to the City Counsel for us to take action. We believe that we are the best and most qualified development team to bring this project into fruition. Not only are we most the most capable and qualified development team, but we are also members of this community. As most of you here are, we live here, we work here, we operate our businesses here, we shop here and ultimately we have a vested interest in making this project a first class project. We intend to be here not only during the course of this development but five years, ten years and twenty years after this project is done and we've moved on. And many of us who are not 55 and over at this point hope to one day have the opportunity to possibly live in this development. I'd like to take a moment to share and introduce our agenda for today. Again, my name is Danny Bakewell Jr. You will also hear from our partner in this development, Mr. Lawrence Richards from Century Housing, you will hear from our Architect, Mr. Charles Bryant, and you will also get the opportunity to meet all of our development team. Our agenda today is gonna be you'll meet our development team. You'll see our development concept, we intend to discuss the financial considerations, we'll give you a quick overview of what we see as a development schedule to

bring this project to fruition. Our community outreach effort, our sales and marketing plan and then a quick wrap up. I'd like to take the opportunity first to ask all of our team to stand up so that you just get an opportunity to see our development team's diversity, its commitment to the community. Many of these faces you all know, you've seen over the years here in this community.

First, I want to talk to you about the Bakewell Company. Well first, we have a joint venture between the Bakewell Company and Century Housing. What we have within our team is the premiere privately owned African-American Development Company on the west coast in the Bakewell Company. We have partnered with Century Housing Corporation, who is the premiere affordable housing development and financing institution in the state of California. Our architect, Mr. Charles Bryant, is the premiere African-American owned and operated architectural firm in the city of Pasadena. And they are partnered with Jones and Martinez who is one of the premiere minority affordable housing developers throughout the state of California, developing thousands of affordable housing developments throughout the state. We have extensive experience in working with the city of Pasadena which is reflective in many of the projects that you will hear about as we introduce you more to the Bakewell Company. We also think that we are good corporate citizens. That is reflective of our involvement in the community. In addition to that, many of you have experienced things that we have done within our development such as our community room, which is on the second floor of the Fair Oaks Renaissance Plaza, that's a facility that's

available to both the city and the community most times free of charge. And I want for the record to state that our project at the new corner of Fair Oaks and Orange Grove is also has a community room within it that will also be available. The Bakewell built its reputation in developing projects in communities just like this one. Our developments have been the catalyst for economic growth and revitalization in Compton, South Los Angeles, Hawthorne, the city of Seaside and, of course, Pasadena. In fact, we have developed and still own and operate three of the most significant retail developments in northwest Pasadena. The Lake Washington Town Center, which most of you are familiar with, the Fair Oaks Business Park which is right up the street and, of course, the Fair Oaks Renaissance Development. What Bakewell has been able to do is what is develop projects and give this community first class projects and bring to this community the goods and services that others said could not be done. And we've done that with the community and a care for the community in mind. Furthermore, we understand and have demonstrated in every project that we have ever undertaken, that not only should the developer benefit, but also the community should benefit. That is why a trademark of all of our projects is to include the businesses and vendors and people who live within this community as part of our overall team. Next I'm gonna bring up Mr. Lawrence Richards who will speak to you about Century Housing.

Lawrence Richards: Mr. Chairman and members of the committee we would like to thank you again for giving us the opportunity to present our [UI Phrase] Mr. Chairman,

members of the committee, I would like to thank you once again for giving us the opportunity to present our proposal to you for the Heritage Square Project Development. My name is Lawrence Richards. I'm the vice president of real estate development for Century Housing Corporation. Being vice president, I get the, I have the opportunity, I am the one who has to introduce Century to you. For those of you that haven't had the opportunity to meet Century or work with Century, Century is an affordable, a non profit lender and developer of affordable housing. We have been responsible for developing over twelve thousand units of housing since our inception. We have committed over 330 million dollars to developments. Our Pasadena developments include Mountain Court over in Lincoln and [UI Word]. Now, we're primarily known as an affordable housing developer; however, we've been involved in senior projects, we've been involved in market rate projects and we've been involved in work force projects. So we're not limited to just affordable projects. As a point of disclosure, I feel the need to point out that of the four developers you're gonna hear from today, three of those developers approached us for potential partnership. Our program and our development program, we tend not to solely focus on providing four walls. Our intent is to nurture, to develop and nurture families, nurture individuals. With that, we have other social programs that we run. Those programs include our residential services ownership, residential ownership services program, our construction training program. We call that the Century Community Training Program. Our senior programs which are more than shelter for seniors

programs. And we also have a number of child development programs that we run including tutorial. In our tutorial program, if a kid makes it all the way through high school with a 3.5 GPA, they're eligible for a full scholarship to USC [UI Phrase]. We also have a couple of target schools that we run and child care centers. Mr. Charles Bryant is gonna introduce you to our development concepts next.

Charles Bryant: Good morning. My name is Charles Bryant. Mr. Chairman and members of the selection committee, I'd also like to introduce you to Chris Jones and Frank Martinez, the other part of our design team. I thank you for this opportunity to submit our proposal for the Heritage Square Project. We look forward to working with you in the future. We've been through the design discussions and the planning meetings with the community and I'd like to applaud the city and the community organizations for establishing that procedure so that the community could get, you know, what the community is asking for in terms of their desires and the needs of this community. Originally, as you know, it was senior housing. We submitted a package for senior housing. We've had to modify it. Right now, we're bringing to you our modification for a mixed use project. Danny, could I hold your pointer?. Again, this is our building. This is my building, my development. We're directly across the street from the project. We've been here for about three years. We are residents, we are property owners, we've participated in all the discussion meetings as I've indicated. Now, okay go to the next slide please. This is what we see as a community vision, an integrated block development.

We've had direct communication so that we understand that this building needs to function

UM: Stop. Not to interrupt you because I know you [UI Phrase] speak directly into the microphone [UI Phrase]

Charles Bryant: What we've done is an integrated block design. Originally, we had site A and site B. Site A goes from painter on this end down to the Church's Chicken. Church's Chicken goes all the way out to Orange Grove. Next slide please. So approximately, this is approximately the location of site A and this is site B. Currently Church's Chicken is located in this area. If Church's Chicken remains in this development, it will move back to this side of the property where Wheeler Avenue exists along this side. We've complied with all of the city requirements on this project. The general plan, the Fair Oaks, Orange Grove specific plan, the Fair Oaks redevelopment plan, all the site specific guidelines, design of open space and what have you. One of the main things that we focused on this project is the focal points which we believe is very important to what this building looks like. We believe we've accomplished that through the scale of the project, the rhythm of the project in terms of the geometric forms on it. And I think it fits well within the context of this community. Like I say, one of the main things is the focal points. Coming from the north on Orange Grove, we believe it is very important that this is an esthetic structure so that we have concentrated a lot of effort right here where we'll probably have landscaping and some type of a feature on the building that will indicate you know, some type of design that is you know, in terms of

Pasadena. It will reflect, you know, some of the qualities of the design history of Pasadena. Also a focal point right here, you can see where we've actually revised the street. We've left the existing palm trees where they remain. This will be a bus stop and a sitting area where the, this bus can go to old town or take people wherever they want to go within the city of Pasadena. We've also left the existing oak tree. I don't want to forget that. But the oak tree does remain. This particular point on this project, we believe, is utmost important. And we've sort of left this out. We're still in the process of designing this. We don't know exactly what it's gonna look like. But what we're trying to do here is create a good pedestrian flow and a circulation within this site, we believe this really adds to it and this will be give the pedestrians opportunity to either come around and go out. These are shops, again, this is retail portion. Retail along the bottom with commercial office space along the top. Let's go to the next slide. Our design approach here is that we've created 3 separate villages. We have one village here for ownership units. Another village for senior ownership. And another village for senior rental. We've incorporated courtyards. Retailers along the bottom, office along the top. You can see the retail on this slide where the parking is located. We have semi subterranean park as well as subterranean parking. Seventy-three family ownership units shown in the brown. Twenty-one senior ownership units shown in yellow and 40 senior rental units. They range from one, two and three bedroom units. We originally had studio apartments, studio apartments were removed when we revised our proposal. A few weeks ago, again, I'll say this again, we

revised our proposal to meet with the requirements of the city in order to be able to compete on this we had to make a revision to our proposal. Here it is. We have a child care development center as well as a community meeting room. Okay. The non- residential we've indicated here is the retail and commercial on the top. Good access. The traffic flow will be all of the units will enter their parking structure from Wheeler Lane and the retail parking will enter from Orange Grove or Fair Oaks. And again, this is pedestrian flow along these areas. It's all pedestrian flow, in and out of the courtyards. Okay next slide. Again, this is the one, two, and three bedroom units and this is the particular layout but I'd also like to address the sustainability issue in Pasadena because we recognize that Pasadena has a commitment to green buildings and sustainability design and we will consider all of those factors in this structure. We will design it for water conservation methods, all energy conservation including types of ventilation that we use, types of heating systems that we use, we'll probably use solar heating, uh, solar shading devices on the exterior of the building. Low flush toilets, for example and we'll consider all of these items in greening the structure in order to save energy. Now, could you go back to the last slide. Thanks. One thing we wanted to point out here is that we want to emphasize that we as a team are members of this community. We have a vested interest in this property because we also have ownership participation being directly across the street. We want to insure that this project goes correctly based on the community needs and desires so that we would, we believe we're the best team for this

project. And we'd like to emphasize that to you. With that said, I'm gonna turn it back over to Larry..

Lawrence Richards: Being a development guy that works for a lender, I get, I have the pleasure of presenting to you our financial considerations for this project. As Charles mentioned, we've got both residential and retail components to the project. Under our residential project component, we're offering 73 units for family home ownership, twenty-one units for senior home ownership and 40 units to rent to seniors. This is also a mixed use development, mixed income, mixed use development and units are spread amongs various income bands and I think you have more of a breakdown in our proposal. I want to assure you that this is a model for development that works. It's a proven model. And we've proved it in other developments and with other developers that we've worked with. If you look at our overall development costs [UI Word] 45 million dollars, it's right in line, our hard costs are right in line with some other projects that we're working on right now. Average cost per unit across all of the units is approximately 298 thousand dollars, a little bit more. As I've stated, the residential component consists of 73 units for families, 21 units for seniors. Development cost for this portion of the development is 27.4 million dollars. We believe we can get 100 percent bank financing for this portion of the development because we're gonna leverage the 12 million dollar property, the value of the land that the city is putting into this deal. Permanent mortgages, ownership subsidies will be provided to potential owners to purchase these homes. On the rental senior project, we are looking at

approximately 13.5 million in development costs. And we're gonna finance this deal by using low income housing tax credits. Now we recognize that part of the history of this project has been the failure to acquire tax credits. So how do we address those? Well when we use the [UI Word] criteria and we self-score this project, it scores perfectly. Now that might sound a bit funny but there are certain things that are on here that are in the criteria that allow us to score it perfectly. The city, for example, is putting in land valued at 12 million dollars. I think that's a little bit different than what was done before with this project. We've also had three allocations in recent years. I just pulled permits for 81 units down in Long Beach and I'm about to start construction this week on it. We have a history of working, of acquiring [UI Word] and getting these allocations and also working with developers that get these tax allocations and we consider ourselves somewhat of experts on these types of deals. The retail program. Now traditionally, we're not a retail developer. And that's what makes this our partnership, our joint venture what I think is a premiere partnership to handle this development, because we partner with the Bakewell group. We had, like I said before, we had the opportunity to partner with two other teams. And we selected the Bakewell group to partner with. We know they were connected to the community which is one of the things that we truly hold dear. And we also knew they had a lot a tremendous amount of experience in building retail and commercial development, in doing retail and commercial developments.. Charles mentioned that we are doing 20 thousand square feet of retail space in this

area. I would like to point out it is an enterprise zone. Hard costs of the retail development on the order of 22.4 million for construction and our development cost 3.5 million. We're gonna use private equity and bank financing and we have also been talking a little bit about new market tax credits and some other potential sources of financing for this deal.

Development schedule. You'll note here a pretty simplified development schedule. We're looking at a city approval period that ends roughly in the first quarter of 2008 approximately a year and a half in calendar days of housing construction time. You'll see a bit of a lag in the construction of the retail component at the start but we're looking at completion at the end of, at the fourth quarter of 2009. During this period, we're gonna pre-sell, pre-lease and Danny's gonna talk a little bit more about our pre-sale and pre-lease program as we move ahead. Thank you.

Sylvia Hart: Good morning. Mr. Kennedy, you don't you have to worry about me looking backwards because I'm not on the power point so I can look right at everyone. My name is Sylvia Hart. And my role on this team is to facilitate the marketing and leasing objective for the Bakewell Century Housing Community of Tom Scott Village here in Pasadena. I've been a licensed broker in Pasadena since 1985 so I am intimately acquainted with Northwest Pasadena. My career has been totally based in the San Gabriel Valley. Initially I worked with the Herbert Hawkins Company that's not even around any more, which was located on Lake Avenue. I was recruited there to join the management team to train new agents and mentor the associates there. I

moved on to work for a number of larger real estate companies in the area, including Prudential, Coldwell Banker, Fred Sands and John Douglas. ***

I've represented first-time home buyers, I've conducted home ownership workshops for churches in the area, for credit unions and for other professional organizations. I've worked with seniors and I've worked with a lot of lenders, FHA transaction so I'm very well versed. Like I said I've been in this community working full-time since 1985 and I have a team of multi-lingual people to even assist me. In marketing this community, which is based on filling a need that I've felt for so long that Pasadena needs affordable housing. You know, I get a lot of clients that can't afford Pasadena that have grown up here. So it's really important for me to be a part of this exciting project to provide at least one component to seniors and the workforce with some affordable housing. I'm very committed to that. The pricing of the community hasn't been developed yet. As was stated, we're looking at 2009 so it's really difficult to lock in a price right now. But let me tell you, it will be serving this community in a great way. Strategies for the reservation process, because I feel that this project, location-wise and price-wise is really gonna move so we have to develop a really fair reservation process that addresses the need of this community as well. And in closing, I would just like to say that I feel like I'm the ambassador to Pasadena. When people come here, they want to know what the schools are like, what the housing availability is like, what diversity is like here. And by working in this

community I can offer a lot of positive things that Pasadena will be proud of.
Thank you.

UM: Thank you Sylvia. We're gonna move real quickly because I know we're running out of time. Just a couple of other components in both the sales and marketing. Wwe want to make it clear we do intend to co-op with brokers. Our experience in for sale when the real estate community gets excited about a project and they know you are co-op'ing with local agents and brokers they tend to help you move your product. And we also think that stimulates the economy in the city. Century Housing has one of the premier first time home buyer programs for low, moderate and workforce which we intend for people to be involved in. We're looking at silent second program, financing through [CHFA] California Housing Finance. We're also looking at special financing programs for teachers and those programs usually also equate to civil service workers, firemen, police officers as well. And we also, as part of our marketing, intend to have a local buyer preference so that the people who have lived in this community for years have the opportunity, the first opportunity to move into this development. Change slides real fast. On the retail side, we've actually marketed this out and sent the site plan out to the retail community already. We immediately got responses back from Quiznos, UPS Store, [UI Word] I think we had sent that out and within 10 minutes UPS Store was like when are you gonna break ground, we wanna put a store here. Cingular Wireless. Starbucks which is actually urban Coffee magic, which is the partnership between Starbucks and Magic Johnson. As you know, they

operate a store at the Renaissance Plaza and they are very interested in putting in a second store because of the demand that our development has gotten.

Western Dental has also been inquiring, along with several medical clinics we have actually gotten calls from and interest from and Doctors' offices that are interested in being in the development. And then we've also have got interest from a number of sit down restaurants, Chilis, [UI Word] and we also, so we made a provision for a sit down restaurant. It may be a small independent, it may be a national retailer, that's still to be determined but there is room for a sit down restaurant as well. No problem. Community outreach, we intend to do a number of community outreach which has been reflective in all of our programs. In Fair Oaks Renaissance Plaza, we had over 75 percent minority, women-owned businesses working on the project and of that, about 50 percent of those were African-Americans. We have home ownership counseling and an outreach [UI Phrase] program. Last one. In closing, I just want to say again, we are the developer that knows this community, that's involved in this community who will, just like you, be dealing with this development long for many years to come. We thank you for this opportunity. We think we definitely are capable of building it and we represent the community at large so we want to thank you for this opportunity.

Moderator: On behalf of the developer selection committee, I'd like to thank you for this part of your presentation. And at this point, unless there's some unreadiness from the committee, I'd like to entertain questions for the developer and though I'm looking to the left, that's not necessarily my political leanings. I

saw Joel Bryant, then I saw Terek Ross and then I saw Dora Lane, I'm sorry, Dora, and then I saw Maria Eisenberg and we'll proceed in that order so keep us right.

Joel Bryant: A question with respect to Century Housing, I know you all have a strong background with lending. In this project, is your role that of a development partner and an equity and debt partner in this? I know for the for sale it's 100 percent debt finance. So you would be okay so, okay. The second question, Charles mentioned that there are 61 senior units in the revised proposal, [UI simultaneous conversation] but of the senior targeted to seniors 61, I believe I counted, is that right, all together, the rental and the for sale yes.

UM 8: Currently in this there are 21 for sale senior only units. There are 40 senior rental units in our revised plan, there are 75 multi-family for sale units. Just to point out that we're not asking any subsidy from the city so that's why we had to really rearrange our, other than the land, we're not asking any subsidy so we had to rearrange the configuration of for sale units.

Joel Bryant: Did your original proposal, you had 100 percent senior, didn't you?

UM 8: Correct.

Joel Bryant: Okay and now you have 61 senior units, 40 rental and 21 for sale. Is that...

UM8: Correct.

Joel Bryant: Okay. That does it for my questions. Thank you.

Moderator: Terek Ross please.

Terek Ross: Okay, you said the project you all did Renaissance Plaza you had 75 percent minority contractors in the workforce?

UM 8: Correct, to start with, let me say this, to start with we start out with the fact that the general contractor is an African-American contractor in the Bakewell Company. Beyond that, just give you some of the major stuff, the block contract was an African-American contractor, end concrete was an African-American contractor, the electrician was a woman-owned business, actually a Latina woman-owned business who did that. And then there were a number, the plumber was also so, of all the major contractors, the plumber, the electrician and the masonry and concrete contractor, all of them were African-American, women and Latino.

Terek Ross: I'm assuming the majority were from this local community?

UM 8: The concrete contractor, also the demo contractor was also African-American, and [UI Phrase] Demolition as well. They were all either, they were all in the San Gabriel Valley and, well one, the plumber was out of Los Angeles. But and the majority of our workforce also came from the local community as well.

Moderator: Dora. Sorry for butchering your name, Dora.

Dora: That's all right. I have two questions, they're not related. The first is the tax credit deals you mentioned that you were successful in securing, were there senior projects or were there family projects?

UM 8: I'm sorry.

Dora: You had indicated, somebody had indicated that...

UM 9: I did.

Dora: Okay. The three recent tax credit projects you were able to receive an allocation on, were they for seniors or for families?

UM 9: The three recent tax credit deals, one was, in fact, veterans housing, one was the last one was family and I'm sorry the first two were veterans housing and the last one was family. But we have been involved with other tax credit deals that involved senior housing.

Dora: Sure. And the second question has to do with the architectural. I notice that there are two separate, distinct architectural firms involved yet all the renderings that we've seen have had Charles Bryant on it. What is Jones Martinez' role in this?

UM: Let me explain that.

Moderator: Speak from the mic please.

UM 9: If you look at the base of the drawing where the title block is [UI Phrase] and Jones and Martinez so you [UI]

Dora: On all components are you dividing ownership verses rental, seniors versus family?

Moderator: Charles, before you respond, just take the mic. [UI] you don't want to be [UI] for some reason. Take the mic.

Dora: I'm just trying to understand the roles and how you guys actually work together because there is something known as too many cooks in the kitchen.

Charles Bryant: Yeah, this is a pretty typical yes, I'll let Chris speak. The arrangement is not out of the ordinary; in fact, this is a common practice among many architects. We'll be working the project together and I will allow Chris to speak on that.

Chris Jones: Good morning. On this development, Jones and Martinez has worked together with Charles on it from the inception of the project until what you see today. We first carefully went over the RFP to identify all of your basic requirements, your basic plan for the Orange Grove Fair Oaks and after carefully going through that, we were able to answer pretty much all of your requirements pertaining to the design, the planning and the development of this project. What you see on the elevations, we would hope that you would look at your requirement in the RFP, check all of the design conditions and use that as a guide to see whether not just our proposal but all of the proposals to meet the condition of your RFP and the design guidelines of your plan. But again, we work together. I've known Charles for over 20 years and we have been together in meetings so we decided to take on this task simply because our firm is located in [UI Phrase] but I do own property in Pasadena and we feel that this project is suitable for our involvement as a team. Thank you.

Moderator: Next Maria Eisenberg and then...

[UI – simultaneous conversation]

Moderator: I apologize, excuse me.

Frank Martinez: Good morning. I just wanted to say, give you, thank you in advance for giving us the opportunity to participate in your proposal. I think it will be very exciting for this community. I also live in [UI Phrase] Valley. Chris and I have been together for over 20 years as a partnership and we welcome the opportunity to serve you and please you. And I think that would be a positive project for this community. Thank you.

Moderator: Okay, the next person I'd like to call on is Maria Eisenberg and then Sean [UI], then Harden Carter and then Mike.

Maria Eisenberg: Mr. Bryant, when you were talking about the building the first time, you said something about and maybe I misunderstood you, an art piece or something there on the building on the outside?

Charles Bryant: Yes, again, we've got a very, this particular site lends itself to specific nodes that are viewpoints to this building. These are very important. We are taking these very seriously. As you're coming from the north on Fair Oaks, go to that first one at Painter there, yeah, right there, this is very important to us. As you can see, we don't have any elevations right now because we're still studying that. We believe that maybe there is an art piece that goes there. Maybe there's a particular planting. There should be something to identify the building with. But most important is the one down at Orange Grove and Fair Oaks. We feel that that's a very important corner and that's why we've only given a concept. If you look at the drawing down, oh yeah, there we go, of what the view would be if you looked directly at that triangle from that intersection so that's something we're studying still. And as I say, it was very important to us.

Maria Eisenberg: I'm on the northwest commission and that has art pieces in public art pieces are an important, something important and something we want to see in the community. You know. They have them like at Holly Street Apartments, and you have you know, but there's nothing other than what's up at the health department up at the top of Fair Oaks. We really don't have any art pieces in

this community and we have a lot of talented young people and older people who live here who you know, would be really fun to have something you know, some sort of a program where we could invite people to you know, present things hopefully down the road. The other thing is this has to do with we asked this question last time, Hortense and I'm gonna steal it from her. It was in the senior apartments where, are there going to be individual laundry rooms, you know, or areas for laundry... [audio cuts out 45:42 to 46:33]

AUDIO REPEATS ITSELF HERE FROM ABOVE MARK [**]

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Sylvia Repeat: I've represented first-time home buyers, I've conducted home ownership workshops for churches in the area, for credit unions and for other professional organizations. I've worked with um, seniors and I've worked with a lot of lenders, FHA, transaction so I'm very well versed. Like I said I've been in this community working full time since 1985. I have a team of multi-lingual people to assist me. In marketing this community which is based on filling a need that I've felt for so long that Pasadena needs

[Remainder of text is repeat]

[End of recording]