

LEGAL LANGUAGE SERVICES

TRANSCRIPTION OF AUDIO

DESIGNATED AS: 805025

Tape 3 Side A

Mr. Bakewell: ...within the individual units there will be laundry facilities that are designed into the units similar to a project that we did in Seaside, where they do, they have a stacked washer-dryer system, kind of in a closet...

Ree: Uh hmm.

Mr. Bakewell: ...area. For pets, we have talked about it and I think ultimately we would probably allow pets within the unit; we just, that's when we get down to the management...

Ree: Right.

Mr. Bakewell: ...program. I also wanted to comment real quickly that on this art piece that one of the reasons we've even identified, and it's even kind of squared off in your proposal, and the reason why we didn't necessarily give you something is because we want to solicit the type of input you gave about what would be a good art piece, what kind of things you would like to see; because again we believe that this corner, right there at the corner of Fair Oaks and Orange Grove is a demonstrative corner and the gateway to the city to Fair Oaks and Orange Grove, so.

Ree: Um, in your senior building for rental?

Mr. Bakewell: Yes, Ma'am.

Ree: What's the lower floor? Is that going to be apartments or is that...?

Mr. Bakewell: Lower floor is apartments. In this design we've taken in the fact that, you know, you're going to have seniors. The hallways need to be a little wider, the elevator needs to open and close a little slower, we've even talked about wiring it with an emergency call switch or a 911 switch. There, those kinds of

things that are...also we've talked about. As we go through the actual program of the building, all of those things we have in our mind and in our list that our development team has looked at, to be able to deliver in those types of services because we understand. Again, we hear what you're looking for and we understand.

Ree: Okay, it's...item number four on page three? On the addendum.

Chairman: Ree [phonetic] are you considered senior?

Ree: Oh, yeah.

Chairman: Okay, well we're going to defer because you are senior and allow you to ask another question.

[Background laughter]

Ree: Um, it's an important question. Uh, it says that there would be laundries on the second and third floor. I'm really talking about in the apartment, for the senior, so they don't have to go out. Some people are, are stuck to wheelchairs, that sort of thing, and it would be helpful to them not to have to be going up and down.

Chairman: Um, I think the developer has already answered that question in light...

Ree: ...but it's not what it says in the, in...

Chairman: Okay, but we have a record of the developer going on record by recording...

Ree: [laughter] Thank you.

Chairman: ...and we are going to take that as gospel.

Ree: [laughter] Thank you.

Mr. Bakewell: In the original, in the original proposal, as we modify...

Chairman: Mr. Beck...Mr. Bakewell [phonetic]. We have about five more minutes to go all the way around and I want to be respectful to you and I want to be respectful to the other committee members.

Bakewell: All right.

[UI – background voice]

UM1: The modulation at least as it's viewed from an elevation view, I wanted to compliment you on that. I was wondering, as I'm thinking about some of the other projects, are we still required to do City of Gardens? I notice you have the gar... it's open. And...

Mr. Bakewell: Yeah. The City of Gardens taken into consideration, the City and Garden ordinate.

UM1:Bakewell: Okay.

Mr. Bakewell: We've looked at that, we have a lot of...we intend use some drought tolerant and, drought, you know, drought tolerant plant materials and things like that. One of the good things at least for the Bakewell company, but all of it, because I did a project, a housing development in the Monterey Peninsula which is even more desperate for water than here. I'm very versed at drought-tolerant product and still in the end looks very good and flourishes; gives you color, gives you, you know, warmth and it would be something that the seniors would enjoy but doesn't need, you know, a ton of water every day. Thank you.

[UI – background voices]

UM2: Uh, I have two questions, one is related to marketability of the units and then the second is related to financing of the for sale. Um, so for the first one the units on the home ownership as well as the senior reader [phonetic], actually relatively small; I wanted to know about your sense of, based upon your experience in the area, whether or not units that small would be marketable, particularly to folks that are at 100 percent of A...180 percent of AMI.

UM3: ...the question, I'm going to advise Brian, who's our financial analyst to come up and help me with this.

UM4: Sure. So on the home ownership units, you're having units of one bedroom, that's 671 and two bedrooms at 823 and, you know, even break 1000 square feet until you get to the three bedroom size. So, for units that are basically going to be marketed to people at 180 percent of AMI; at inclusionary or workforce levels. What's your experience in terms of marketing units of that size and how long does it take to end up selling them?

Brian: We've taken a good look at Brian [UI] I'm with Century Housing. We've taken a good look at area comps, um, in the same square footage size, we don't feel there will be a marketability issue, given the amenities of the community, the architecture, we feel the sales price is at the workforce levels, are well founded.

UM4: So, you look, Mr. Bakewell, do you have any experience with any of those, just particularly in your projects, [UI] that have been maybe that size?

Mr. Bakewell: No, I don't have any experience, however Century Housing has done it, we've also looked and brought in the same team that's done all of our marketability

for all our other projects have looked at it. And they've confirmed that, you know, based on what Pasadena has to offer at these price points, this will, as one person said, 'you gonna blow, you going to sell these off the shelf real fast'. So. Which is one of the reasons why we then went to the local preference program because he said the minute somebody's learned there's a workforce unit, a price in Pasadena, the world's going to come and try because everyone wants to get in Pasadena. So, that was one of the reasons for that rationale.

UM4: Thanks. And then, um, my last question is on the for sale units, restricted to 80 percent of AMI and actually for all of the units on the for sale side. You're looking to put in a subordinate lien on each of the individual units that I guess would be due upon sale. And particularly when I look at the 80 percent units for the family, you're looking at this subordinate loan is essentially 300,000 dollars that goes to the developer for each of the units.

Brian: That lien is intended merely to preserve the ongoing affordability of the units. It does not...that is one way to structure it. The other way to structure it could be through the use of deed restrictions on each of the for sale units, but it is meant as a mechanism to preserve affordability. And Century Housing has a long history of, um, monitoring affordability and preserving it.

UM4: Okay.

[both talking]

Chairman: Excuse me. So we'll be able to try to stay to, um, schedule, you as a committee will have to allow me to extend for another two to five minutes that

will take away. So, if the committee gives me, gives us that right we'll move forward and allow us to continue.

Brian: Okay fine.

Dora: I would actually ask ten minutes because we started late and we were supposed to have half an hour for questions, we don't need an hour for lunch...

Chairman: Okay.

Dora: ...so I would say at least ten minutes.

[background voices]

Chairman: Wonderful. Go ahead, Sean.

Sean: Okay, just very quickly. So, that third, the junior lien that you describe here, that will be transferred with each sale?

Mr. Bakewell: It is and I think Brian mentioned that we have a history of maintaining affordability in the units that we...if we put money into the deal; if we have a deal, we have that type of a lien on it, we try to maintain the affordability for some period of time.

Sean: Okay. So, in that sense the individual families will only have to finance that, that difference in terms of the price for the subsequent sales after the first one.

Mr. Bakewell: They won't be having, you'll be, you'll be transferring this lien for each subsequent buyer...

Sean: Yes.

Mr. Bakewell: ...after the unit is initially sold.

Sean: Yes. To maintain affordability...

Mr. Bakewell: Okay, so it won't be a cash out. Okay. Thank you.

Chairman: Thank you Sean. And Mike?

Mike: I'd like to find out if there is any consideration for the historical properties on the site and second question would be, what is the net total equity that this combined company is putting in a 45 million dollar project?

Mr. Bakewell: Well, um, first on the historical standpoint. The Decker house, which we are well aware of is on the property. As part of the RFP, the city said that the handling of the Decker house would be done, handled, during negotiation. This group is ready, willing and capable of relocating the Decker house into another area within this community if that be the desire of the city. But the RFP has instructed us that that's not really an issue so we chose not to really make the package any thicker with something that the city said don't worry about. As it relates to equity, we are prepared to put cash into the deal as needed. I mean we intend to be the developer, you would not, we're the two development teams; we intend to put whatever dollars that are required to get this done. We intend to go on the hook for the financing of it. That's all got to be worked out.

Mike: The question was of the 45 million cost, what is your net equity invested in this project?

Mr. Bakewell: I'd have to have Brian...

Brian: Depending on the evaluation of the land, you know, we feel looking at the project, where it is now, a minimal equity contribution would be required. You know, all of that obviously is really hinged on what happens to construction costs, our pre-development costs, but a lot of that obviously

would be fronted through equity and possibly drawn down through a construction loan and constructing the property.

Chairman: Thank you. Um, next on the list is Ishmael, then Chris Peck, and then Julio Suarez [phonetic].

Ishmael: How do you intend to hold ownership to the project and how long is that ownership going to be held?

Mr. Bakewell: Well the for sale units, obviously, we're going to build them and sell them, but as we said there's a deed restriction on it that the deed restriction will make sur...will sustain affordability for the lifetime in a project we hope, or at least for a time period that this committee, or that the city tells us they want to sustain affordability and I expect it to be a long time. In regards to the retail in the apartment unit, I'm 40 years old; I've known the Bakewell Company for...my whole life, and we've never sold a project. So, we intend to be in equity and hold this project, basically forever. I think you'll probably be able to call my son or my daughter and talk to them about the project 25 years from now just as you can now call me to ask about one of our other projects here in the city of Pasadena. So, we intend to be long term players and hold this development. We're not just buy-in, jump-out development companies. We're long term players, we're invested in this community, we have a stake in this community and we have no intent to leave this community.

Ishmael: Can you expand on the pre-construction sales?

Mr. Bakewell: Certainly. Pre-construction sales, we found, we basically will probably either build a model or a couple of models or even in other projects we've seen, been

able to model them within a trailer so people know what they're actually getting. And we offer that and we put the units for sale so that when we start constructing the building or the unit, we've already got a commitment, we're working with someone to qualify for the loan, we're talking to them, they're making their selections of their type of carpet, they want the walls painted this color, they want this type of counter top. They're...it's their home, because at the end of the day, again, they've got to live in it, they're on the hook for the mortgage. So, it's not like, hey, take what you get. There's some customization, even in a townhouse development. And we think, again, with that people are more vested, they take more pride in it, they're going to take care of it more. All of those elements are why what we've tried to create within this development so that, again, this is not somebody who's looking to put up some money and invest and dump it in, you know, a year. We're looking for, we're looking to be here long-term and we want those people who buy in to also be long term.

Ishmael: One more question; regarding the intersection of Orange Grove and Fair Oaks, I understand we are going to have the Markey [phonetic] at the corner. You guys are concentrating on that entry right there. Is there any plans for your company to change that intersection, the street scene right there on Orange Grove and Fair Oaks?

Mr. Bakewell: I would love to do that, that is something that we're going to have to work out with the city. The city is going to have to get involved in that. That's not

something that necessarily, just the individual developer is going to be able to do. It's not something that's penciled into our project.

Ishmael: Right.

Mr. Bakewell: But we'd certainly be interested in working with the city to come up with some creative things, some ways that we can get it done during the course of our construction. We managed to do some of those things on Fair Oaks Renaissance Plaza; we widened the sidewalks, we got all of the handicapped curbs put in, in that, during that time. So we were able to work with the city to get those kinds of things done in the course of our development and we intend to do it again. We understand what it takes to be a good partner in this project with the community, with the city, with this, with this body. So.

Ishmael: Thank you.

Chairman: Chris Peck?

Chris Peck: There was a comment in a public commentary before this meeting that there was a gentleman involved, who I believe you've named your project after, Tom Scott; and I just wanted to, get your description of why you'd use that name, what his vision was, what's important about Tom Scott to this project?

UM: Yeah, sure.

Danny Bakewell: Hi, excuse me. My name is Danny Bakewell Sr. I think Tom Scott is deservant of, uh...

[cut in recording 00:15:22 to 00:15:54]

[From this point through 00:31:10 is repeat of all previous text]

Bakewell: ...within the individual units there will be laundry facilities that are designed into the units similar to a project that we did in Seaside, where they do the stacked washer-dryer system, kind of in a closet...

Ree: Uh hmm.

Bakewell: ...area. For pets, we have talked about it and ultimately we would probably allow pets within the unit; we just, that's when we get down to the management...

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Bakewell: ...program. I just wanted to comment real quickly that on this art piece that one of the reasons that we've even identified, and its even squared off in your proposal, and the reason we didn't necessarily give you something is because we want to solicit the type of input you gave about what would be a good art piece, what kind of things you would like to see; because again we believe that this corner, right there at the corner of Fair Oaks and Orange Grove is a demonstrative corner and the gateway to the city to Ferrell and Orange Grove, so.

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Chairman: Ree [phonetic] are you considered senior?

Ree: Oh, yeah.

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[Background laughter]

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UM: We've taken a good look at Brian [unintelligible] with Century Housing. We've taken a good look at area comps, um, in the same square footage size, we don't feel there will be a marketability issue, given the amenities of the community, the architecture, we feel the sales price is at the workforce levels, are well founded.

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the local preference program because he said the minute somebody's learned [phonetic] there's a workforce, unit, a price in Pasadena, the world's going to try to come; because everyone wants to get in Pasadena. So, that was one of the reasons for that rational.

Brian: Thanks. And then, um, my last question is on the for sale units, restricted 80 percent of AMI and actually for all the units on the for sale side. You're looking to put in a subordinate lean on each of the individual units; that I guess would be due upon sale. And particularly when I look at the 80 percent units for the family, you're looking at this subordinate loan is essentially 300,000 dollars that goes to the developer for each of the units.

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Brian: Okay.

[both talking]

Chairman: Excuse me. So we'll be able to try to stay to, um, schedule, you as a committee will have to allow me to extend for another two to five minutes that will take away. So, if the committee gives me, gives us that right we'll move forward and allow us to continue.

Brian: Okay fine.

UF: I would actually ask ten minutes because we started late and we were supposed to have half an hour for questions, we don't need an hour for lunch...

Chairman: Okay.

UF: ...so I would say at least ten minutes.

[background voices]

Chairman: Go ahead, sir.

UM: Okay, just very quickly. So, that third junior loan that you described here, that will be transferred with each sale?

UM: It is and I think Brian mentioned that we have a history of maintaining affordability in the units that we...if we put money into the deal; if we have a deal, we have that type of a loan on it, we try to maintain the affordability for some period of time.

UM: Okay. So, in essence the individual families will only have to finance that, that difference in terms of price for the subsequent sales after the first one.

UM: They won't be having, you'll be, you'll be transferring this loan for each subsequent buyer...

UM: Yes.

UM: ...after the unit is initially sold.

UM: Yes. Which means the affordability...

UM: ...so it won't be a cash out. Okay. Thank you.

Chairman: Thank you Sean. And Mike? I'd like to find out if there are any considerations for historical properties on the site and second question would

be, what is the net total equity that this combined company is putting in a 45 million dollar project?

Mike: Well, um, first on the historical standpoint. The Decker house, which we are well aware of is on the property as part of the RFP, the city said that the handling of the Decker house would be done, handled, during negotiation. This group is ready, willing and capable of relocating the Decker house into another area within this community if that be the desire of the city. But the RFP has instructed us that's not really an issue so we chose not to really make the package even thicker with something that the city said don't worry about. As it relates to equity, we are prepared to put cash into the deal as needed. I mean we intend to be the developer, you would not, we're the two development teams; we intend to put whatever dollars that are required to get this done. We intend to go on the hook for the financing of it. That's all got to be worked out.

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Chairman: Thank you. Um, next on the list is Ishmael, then Chris Peck, and then Julio Suarez [phonetic].

Ishmael: How do you intend to hold ownership to the project and how long is that ownership going to be held?

UM: Well the for sale units, obviously, we're going to build them and sell them, but as we said there's a deed restriction on it that the deed restriction will make sur...will sustain affordability for the lifetime in a project we hope, or at least for a time period that this committee, or the city, tells us they want to sustain affordability and I expect it be a long time. In regards to the retail in the retail in the apartment unit, I'm 40 years old; I've known the Bakewell company for...my whole life, and we've never sold the project. So, we intend to be in equity and hold this project, basically, forever. I think you'll probably be able to call my son or my daughter and talk to them about the project 25 years from now just as you can now call me to ask about one of our other projects here in the city of Pasadena. So, we intend to be long term players and hold this development. We're not just buy-in, jump-out development companies. We're long term players, we're invested in this community, we have a stake in this community and we have no intent to leave this community.

Chris Peck: Can you expand on preconstruction sales?

UM: Certainly. Preconstruction sales, we've found, we've basically will probably either build a model or a couple of models or even in other projects we've seen, been able to model them within a trailer so people know what they're

actually getting. And we offer that and we put the units for sale so that when we start constructing the building or the unit, we've already got a commitment, we're working with someone to qualify for the loan, we're talking to them, they're making their selections of their type of carpet, they want the walls painted this color, they want this type of counter top. They're...it's their home, because at the end of the day, again, they've got to live in it, they're on the hook for the mortgage. So, it's not like, take what you get. There's some customization, even in a townhouse development. And we think again with that people are more vested, they take more pride in it, they're going to take care of it more. All of those elements are why what we've tried to create within this development so that, again, this is not just someone who's looking to put up some money and invest and dump it in, you know, a year. We're looking for, we're looking to be here long-term and we want those people who buy in to also be long term.

UM: One more question; regarding the intersection of Orange Grove and Fair Oaks, I understand we are going to have the Markey [phonetic]. I understand that you are concentrating on that entry right there. Is there any plans to your company to change that intersection, the street scene right there on Orange Grove and Fair Oaks?

UM: I would love to do that, that is something that we're going to have to work out with the city. The city is going to have to get involved in that. That's not something that necessarily, just the individual developer is going to be able to do. It's not something that's penciled into our project.

UM: Right.

UM: But we'd certainly be interested in working with the city to come up with some creative things, some ways that we can get it done during the course of our construction. We managed to do some of those things on Fair Oaks [unintelligible]; we widened the sidewalks, we got all of the handicap curbs put in, in that, during time. So we were able to work with the city to get those kinds of things done in the course of our development and we intend to do it again. We understand what it takes to be a good partner in this project with the community, with the city, with this, with this body. So.

UM: Thank you.

Chairman: Chris Peck?

Chris Peck: It was a comment in a public commentary before this meeting, there was a gentleman involved, who I believe you named your project after, Tom Scott; and I just wanted to, if you're description of why you'd use that name, what his vision was, what's important about Tom Scott to this project?

UM: Yeah, sure.

Danny Bakewell: Hi, excuse me. My name is Danny Bakewell Sr. I think Tom Scott is deservant of, uh, of having this project named after him. I think we're all here because of his labor. I think we're all here because of his passion. He saw this before many of us did. We were concentrating on another part of the city, quite honestly. And Tom Scott mobilized many of you here. He was, he was forthright, he was persistent. Unfortunately, he was not able to persuade the city probably to do what would have cost maybe eight million dollars less,

five to six or seven years ago. We've had an experience with that, now people would like to blame Tom Scott. We believe Tom Scott is a hero and we believe he is somebody that we should acknowledge. And that's really the reason for doing it, we hope to bring Tom Scott out to cut the ribbon, certainly we're going to do that, that's why you should select us.

[laughter]

Chair: I'm going to take the privilege of the chair. Are you suggesting that you as a development team would also consider part of your art maybe a bus that would be appropriate in the development?

Danny Bakewell: I'm glad you asked that question. The answer is yes, but I think what's most important is to say that we intend, hopefully if we're selected to have you hold our hand through the negotiation process with the city, we want to know, we didn't just come up with an artifact to that just because we are into art; we've heard this community year after year. Go around. There is no art elements, as the lady said. Okay. We have to incorporate in this community what is good for all of Pasadena and that's why, that's the same reason why there's not a reason, a rationale, to not have a 100 percent senior facility here. They have 100 percent senior facilities elsewhere in Pasadena. Why is that not good enough for Northwest Pasadena? And many people here for years have labored, have passionately begged and we just don't think that's right. So, just be clear, we're prepared to do 100 percent senior project if you are able to persuade the city council to accept that. Lastly I would just say, we appreciate the opportunity to present to you Mr. Bailey [phonetic], I don't think we

answered your question. The models that we have put together does not require us to put any equity in the housing, but it will, I'm sure require us to put equity in the commercial because that's just the nature of that game. We don't know how much that is. Some of that will be flushed out also in the negotiation process because a lot of it has to do with what the city is going to mandate us to do. I think it's accurate to say probably at least somebody else in the development competitive process is asking the city to put in money, cash money. Well, is that equity or isn't it equity? So, I don't want us to not be responsive to your question and I want us to be very truthful in terms of what we see so far, but we intend to be working with you, all of you, about art pieces, about the design, about whether it's washing machines in the places, all of those things that will make this a quality development in Northwest Pasadena that rivals anything in the entire city. Thank you, sir.

Chair: I...thank you very much, Mr. [unintelligible]. I had, uh, interrupted Chris, I'd like him to continue and then we will entertain the question from Mr. Suarez [phonetic] and then Abe.

Chris Peck: Just to follow up on the question about Tom Scott. His particular vision for the property, had senior's housing as the primary goal. Is that right?

Mr. Bakewell: Yes, it did. And he also, though it was a smaller project, it was only smaller because the city wouldn't hear him for the entire block; he always saw that and the community always embraced his vision for that. And they're on record as wanting that. And nobody told them until they spun this process around. When we submitted, we submitted what we thought was the will of

this community and the will of these bodies for 100 percent senior and then right in the midst of the process it got spun around; which is why we're presenting to you something that, quite honestly, was not offered for...

Chris Peck: Let me, let me ask one follow-up question. Chair: Go ahead. We have about a minute.

Chris Peck: It's specific about Unimech [phonetic], which is given the city's current requirements. What are the, what is the high end of the range of what can be dedicated senior's housing? We've seen two proposals that had different amounts of senior housing, so I just want to get a handle on what the range of possibilities is in terms of how much housing can be designated for seniors given the current structure of the RFP?

Mr. Bakewell: You probably, I'm going to let somebody else speak, you could probably get the multi-family facet down dramatically and it should be noted that the way we have it designed, the multi-family is kind of a stand alone area so that the seniors really still have their own complex, but you probably could get that down to maybe twenty units, the multi-family and then all of the rest could be senior. But all of that is a function of how you negotiate with the city and what will they permit you to do. To our druthers [phonetic] we wouldn't be talking multi-family at all, but we couldn't even be here if in fact we hadn't amended for, you know, their mandate.

UM: Thank you. Julio Suarez [phonetic].

Julio Suarez: Thank you. I'd like to know what the, um, financial assistance was on the original proposal of 100 percent senior...compared to what the revised proposal was.

[background conversation]

Julio Suarez: While that's taking place, I also have a couple of other questions. Has, uh, the Bakewell company and Century housing worked together before? On any projects?

UM: No, this is our first joint project together.

Julio Suarez: The, the...for both of you, what project can you point at that closes with symbol, this makes you's project?

UM: For us, much, the only project that we've done similar to this would have been Casala's Promise [phonetic] which is in Seaside, California; which is a much smaller project, the units are similar but it's only a twelve unit development. So in turn...But that in conjunction with a 380 single-family master plan community, which was all part of one project, so while the apartment unit development was much smaller, it was part of a much larger, overall development.

UM: The project that I can point to since I've been with Century is our, and I think your familiar with our 26 acre site in Long Beach as well, and I've been with Century for a couple years now, three years; got there in April of 2005 and we have been developing in conjunction with Canwell [phonetic] Anderson. 81 unit family housing project on a site some prior years I know we have done some 250 unit SRO on that site. So that's a project since I've been with

Century that I can point to and say that we've been working in conjunction with other developers.

UM: Thank you. Um, do you have...

UM: I can speak in terms of tax credit, the rental deal, the, you know, residential rental housing. Previously the gap was approximately six million given the reduction in units and some tweaking, we were able to do, in terms of how we structured the land, um, we've gotten that gap down to about 1.3 million dollars. Um, we are very confident, we will be able to identify and successfully obtain funding to fill that gap. There are a number of sources, such as the HB program of the FHLB, Federal Home Loan Bank, up in San Francisco; there city of industry funds, CDBG monies, um, so there are a number of sources and we're very confident. We'll be able to fill that gap.

Julio Suarez: Okay thank you. I have one final question for Charles Brian. Um, could you elaborate a little bit on your, uh, site design, your parking layout and how it relates to what the RFP refers to as a Signature Urban Statement?

UM: You just going to fight me, Charles, aren't you.

[laughter]

Charles Brian: I believe, um, we've picked up the rhythm, a particular rhythm on this project; I believe we've picked up the rhythm of the community. We are borrowing materials from various projects in the community, as we have brought samples of stone, some of the other buildings, such as the building across the street, we might incorporate that type of brick; um, and there's some other projects that we'll be borrowing from, but the main thing that we'll be borrowing from in

this project is the heritage of Pasadena. We're going to try to stay with the name heritage because we'll probably incorporate some craftsman style on the project as well. And we'll have outriggers and, um, you know, it will probably look like post-and-beam construction and we really expect to make a statement on this project, if that answers your question.

Julio Suarez: Okay, thank you.

UM: Thank you. On the, as I understand it, unless you correct me otherwise, given the fact that time is of the essence, Abe will be the last to ask a question of the developer team.

Abe: Thank you. And my question was, um, similar to what Julio brought up and I think I'm going to make it quick. Um, to clarify and I think maybe the chair can also comment on this, our position here I think ends, our committee resolves or dissolves at the end of this effort, what you're referring to in design and historic and sign [inaudible] comes to the city bodies, which is designed commission and all that stuff, so there shouldn't be any expectations that this body will make any determination of that sort. With that being said, I know you brought some materials on [inaudible phrase] preliminaries, and I commend you on a nice presentation, who's going to take the lead on the design? Is there one, Mr. Briant or is it...someone's, I'm assuming, leading this design after moving forth and I noticed in the drawings and [inaudible] proceeding forth, one is production, one is design? Because there's always that consideration of who's being charged of that.

UM: Well, I guess you can say I'd probably take the lead on the design, but I wouldn't leave it at that because I believe with the experience of my partner we bring a lot to the table. We haven't really made that demarcation at this point, but we will both contribute in the design, but I also want you to remember this design will also reflect the community needs and we know we have to work with the Design Review Commission. You know, just because we say it's going to look like this, it may not end up looking exactly like this, so we expect input from the community, we do expect the community do be involved in the design. But it will not be a building designed by the community, so I just wanted, you know to clear of your mind.

Chair: The developer selection normally does not allow the chair to ask questions but in this case, I just like not to really ask a question, but I'd just like you to tell us a little bit about your community references, particularly you have Printess Dejak [phonetic] as one of your references and you also have Ted Bacon of All Saint's Church as one of your references. You can respond however you wish.

UM: Um, we have a relationship with Printess, we work with Printess, when Printess, even pride becoming executive director of CC...I'm about to butcher it up, so thank you. But Printess was actually the staff rep on Fair Oaks renaissance manager who he worked with. He worked with Printess to be able to tell us, conveyed to us as the developer, what things the community was looking for. He also assisted us in telling us, local contactors and local suppliers that we could seek out to give contracts works on a project. Printess

is very, has very intimate knowledge of just how we get, how we do our projects in the community, how we put our hands in the community; how we've been involved. I understand his, you know, his CCHS' working with another developer, that does indicate the fact that we have a long history with Printess, a long history of him knowing what we're doing and I'm fairly comfortable that he would say, 'look, these guys, when they say they are going to do something, they deliver.' In space, I think most of you probably have seen it yourselves, but he would warn. Pastor Ed Bacon as well, we've done work with him. We've done work as a senior of the community, as a community active, but also as a person who lives in this city. My mom goes to All Saint's Church, so, we have an intimate relationship with him, we've gotten involved with him. He helped us; he helped us do community outreach. He helped us. Pasadena is a big city and there's a lot of different people. We're African-Americans, we don't apologize for that. Our focus, because this is an African-American community, you know, we look to include that; but we them. But we also understand that the Latino community of Pasadena is a big community, we've had our meeting contracted involved in the contract as well. We look at the city and we try to represent within our development all aspects of this community, we just don't say, you know, that's it. And that's what we do and I think he's another person I think would be able to stand up and say, 'look these guys, they have the ability to get it done, and they can do it like nobody else can do it.' And that is part of the reason we put both of them as our references.

Chair: Thank you very much. Um, at this point, I'd invite the developer to break down their presentation as we take a, probably much needed, personal break for a couple minutes and then come back and do some deliberation.

Developer: Can I just say one thing?

CChair: Sure.

Bakewell: If we could have your attention for a moment, we would ask you to certainly evaluate us based on everything and the vision that we've presented but we also ask you to judge us based on what we have done. Not just based on what we say we will do. I think that is a significant distinction that we bring that hopefully others can't stand up to; thank you very much.

Chair: Thank you, Mr. Bakewell. Okay, the previous time around we started from my left, so this time I'd like to start from my right, you do not have to be seated as your place where you have to be seated in order to address, but we'll start from the right and we'll go around the horseshoe and wherever you are, just pick up a mic and let your sentiments be known. So, the first person I'd like to invite to, uh, say whatever they'd like to say about the previous developer...

[background noise]

Okay, well we'll ask the person to lead us off and then well we'll just follow how we are seated for comments about the previous developer.

Chris: Um, my basic summary of my own feelings about the developer is that is the developer, as they say, proven track record with the respected completing projects in this very corner, so I think that is a big factor, so. Can you hear

me? Okay, that's better. So, what I was say was I think the developer has a huge asset in that they've completed projects on this very corner and know exactly what they're doing in this neighborhood, in this city. Um, it's a different project mixed as the staff consultants had pointed out in their review, um, and my only, or biggest concern is with the quality of the architecture and I hope that if this developer selected, that there could be a successful outcome architecturally. Because I think with the Pharros' [phonetic] specific plan that it's a really important corner and we want to do something really great on this corner from an architectural perspective and so to sacrifice on that front, I think, would be a large sacrifice. And that's where I think we might end up with this development team.

UM: Um, I have a lot of comments. I basically agree with Chris' comment and particularly I have some concerns about the architecture that I'm hopeful that that can be that if they modified to a more acceptable finishing point. One thing I would like to say and that is with regard to their involvement practices and the involvement of community, he will implement that. I remember quite well when they were doing [inaudible] plaza and there were people working on that site that I know personally would never have been hired anywhere else. And, and that act is kind of a catalyst because to this day, some of those young men who worked there are still working in the field. I remember quite well, because some of them and I'm not hoping I'm talking out of school, [inaudible] so. And those weren't going to get hired anywhere. And I used to pass by the site and they were so happy and elated at the prospect of being

employed and working gainfully they, 'hey Mr. [inaudible] look I'm working, I'm working.' You know and I remember that well, but I'm just saying that is one aspect that we can look with a great deal of hope from.

Chairman: Abe.

Abe: Well, I think that they did a decent job presenting the project. Obviously they're not far along to talk about architecture and I do have my concerns about the architectural style in the massing of the buildings. The drawings weren't really coordinated and they weren't really specific to some of the details I would have expected. I also feel a bit of difficulty trying to compare the two projects because there is no consideration to the Decker house or the other project had a different approach. So, I'm looking forward to seeing some of the other projects now. The employment issue was a positive they're local developer, local contractors. They haven't worked together but the match that you're going to find someone who has worked together, we'll see what happens. But in general they hit on the points and they're not asking for a lot of subsidy at this point in regards to the structuring of the deal.

UM: ...they hit a lot of valid points, they have been involved in this process for a very long time, so they pretty much know exactly what the community is looking for and what we as a committee want to see in here. Hopefully the quality, if they are selected of the development is going to be there and I think they are going to listen to the voice of the community. But I think we still have two more developers to go.

[background voices and laughter]

Chairman: The vice chair has overruled me, I will not mic bail it...

UM: I think these people have a pretty interesting design concepts that is attractive to me. The corridors and back commercial allies and the bus stop and some artwork here and residential, rental...the only thing that I'm questioning at this time and if we could maybe steer the city in that direction. The architectural overall heel does not seem to be that exciting. It's one big massive building that has a very similar uniform appearance and style. Also, I'm not comfortable with massing all the senior citizens in one corner. The rentals in one corner for sale. It think they should be scattered, also next to the commercial, which is not such a desirable spot. So, this is the second developer that is putting the citizens on the second classes and, you know, structure where they are giving them the least desirable corner in the project. We could address that a little bit. I think that the team has the experience and knowledge who will bring the sparks out in the city. I think they are very much anchored to the community. I think they can do a good job. I can see their sensitivity to the community's needs. I think that they can address the community's needs more confidently than the previous developer and I think they are willing to work with us, the city to pretty much answer the needs of the city and the community. So, I think they're deservant of the chance, but with some emphasis on the architecture of the senior citizen's needs and sensitivities a little bit more in detail. And final comment will be the, you know, the Decker house and other Cusuko [phonetic] houses have been completely factored and the claim was the city doesn't care. Well, the city

does care. Historical [inaudible] wants to preserve those homes and if we could push them to, perhaps, come back and maybe preserve the heritage of Pasadena and not just the worth-heritage, we can maybe have them restore, renovate one or two of those structures on the site and build around it to anchor the heritage character that we are very proud of in Pasadena to make a point basically, those are my comments.

Chairman: Ms. Cooper?

Ms. Cooper: Well, I was very impressed by the presentation. They were very clear in what they presented, they seemed to be very confident that they could produce what the community wanted and they're also concerned with the view that the senior citizens would have from their apartments, that they could see the mountains. I was very impressed with that.

Chairman: Ms. Sizenberk [phonetic].

Sizenberk: I was surprised that I was impressed with some of the things that they, that they. You asked me to be upfront, I said I would be. I, um, I really first saw the proposal and I saw that it said Tom Scott, that put a smile on my face because I know Tom Scott. And he's a lovely human being and he has worked very hard and deserves to have his name on that corner for all of his hard work. There were a couple of things that I didn't like the building that much, um, the concern about the seniors being pushed to the back, I noticed that right away, that didn't make me very happy. You can still have seniors with a mountain view but not in the corner. I think that makes them much more vulnerable because it is near the alley and the parking for the

commercial area. And so, I was concerned about seniors coming out of the building if they are in wheelchairs or on walkers or with a cane or whatever. That was to me an issue. I also, if we are going to be building a apartments now for seniors, we need to update that a little bit and have laundry facilities in the apartments, rather than having all of the seniors north and east and over at Elena and Cordova they all have to go downstairs to the basement and that's too much and especially if you have a senior who needs assistance who has to have somebody come in and take care of them. They're alone too long because the person is having to do the washing downstairs and that sort of thing. And I know because I have friends who live in Powers North and that is an issue, so I expect laundry in the apartment, no if, ands or buts about it, whether it's a studio or one bedroom or whatever. I also, we keep bringing in little kids. Little kids are great but we've been talking about wanting an all senior buildings and so I think that we need to really meet and understand what seniors really need and that should be in the building, doctors, dentist, lawyers, you know, whatever who wants to rent, fine. But I have a problem with having little kids there, and there really isn't that much room for children, you know, to have a play area. That's going to take up a good portion of the outside.

UF: Okay, I want to start talking a little bit about the employment issue, one is because we are going to use that as a standard to judge all of the developers, which I think is absolutely fine, but I do want to be really clear about the first source issue with the previous developer. Ishmael had a conversation, which

he is laughing. So, he, I know that there were issues with the previous development team, particularly with some of the folk that were actually making the presentation but I think that there needs to be really clear on the development process...

Chairman: I think, clarify. When you say previous, are you talking about the team that just presented.

UF: Oh, I'm sorry. The first team. The first team. Design Center and Heritage something partners. Um, I think that the [inaudible] process is such that by the time, right after you execute a contract with a contractor, it very hard to change the hiring processes because the bids from the contractor based on the bids we got from their subs. I mean, some of you guys know that, and so when the city imposed a first source requirement after the contract has been signed with the contractor, it is very hard. And so I'm not saying, I'm not defending the first team, but I'm just saying to keep that in mind that maybe one of the reasons they couldn't really comply even though they tried. Um, having said that, this team would absolutely do their best with this particular requirement, the first's ores [phonetic]. I think that the Bakewell team is very strong on the effort. I think that they're also very strong in retail and you know some of the ones that are coming forward, I don't know if they can quite match the Bakewell team. They also I think they would be much more attentive...

[End of Recording]