

**LEGAL LANGUAGE SERVICES**

**TRANSCRIPTION OF AUDIO**

**DESIGNATED AS: 805025**

*Tape 4 Side A*

UM:

...from Orange Grove, or you would come in on Wheeler to access the subterranean parking. We certainly want to acknowledge the oak tree that was a park so you, if you look at the parking garage there's a great big leave out, because we need to make sure that we didn't get within the drip line of the it of the oak tree. The oak tree actually became a pivotal part of our design in that as we design the "for rent", the "for sale" and the commercial, we tried to have some sort of a connection, a lateral connection within the communities. Cause we... it is our great, great hope that what happens is that on Friday night, that those live, work units that are in the back of the retail; you come in diagonally from Fair Oaks and from Orange Grove, you enter diagonally through an arcade. So you see the retail from the street, so you're drawn in hopefully from the street, there'd be signage there, but you're drawn in diagonally, a large landscape, the water fountain perhaps on the corner. That's what's represented on the one, two, three the fourth one over. So you kind of get a feel for it. But what happens inside because we want that synergy and it's our great hope that potentially live, work, artist's lofts, those kind of things happen within the square and that those folks that may be fortunate enough to live in the... in the multi-family above, that Friday night or whenever that's what happens, is that if somebody with a guitar, somebody shows up in that plaza, that the artists that may work there drag their work out that night and everybody is invited, no one is excluded so that is the great hope of that. Then you will also notice that between the "For Sale" and the "For Rent", we provided a community area of about 2,000 feet. That will be

developed further as we get input from the community, but we wanted to provide that. But for that to work, we wanted the plaza that's outside of that to be comfortable, so it becomes a gathering spot off the street. You'll notice that, that's also where you would, there's a bus transit shelter there and a... the bus can pull off, but that's inviting you into that area, and that area we hope will again become alive. We're envisioning a large steel structure with vines growing over it or something to welcome you in. But those community activities can happen out there, and the community room could flow out again into that outdoor space. We are so fortunate with our climate here that we really want everybody to be able to enjoy as much of the outside as possible. We know that security really is an issue for seniors. So both the "For Sale" and the "For Rent" has a secure courtyard for their specific and private use inside. So that we want them to be drawn outside but in a very safe and protected way, but we don't want to exclude the neighborhood. So you'll notice that the... our hope along the Fair Oaks is that we're going to create Brownstones. We call them townhouses now but so that you live on the stoop, maybe you step up a few steps and you can sit out there on the evening as people walk up and down the street and you interact with them. It also creates a lot of security because there's always an eye on the street. I live in an old community and it's a wonderful eclectic blend in that those of us with families don't need to worry because the lady next door, unfortunately has lost her husband, but she's eighty years old. We're there to take care of her, she watches over our property. That kind of natural synergistic thing that

happens, is what we want to try and set that up so that situation happens naturally here. But you can imagine that when your eyes are on the street, the street becomes much more secure but it also creates, like I said that there's an activity that would go much beyond, just the eight to five. So and this is all very conceptual, but on the corner on Painter, we're proposing that perhaps there could be maybe it's a mom and pop coffee shop or a... I don't know a sandwich shop or something, and maybe it's actually run by somebody that owns one of the senior condominiums. So it's that kind of thing, we want to put up, we want to create as many situations as many opportunities for that to happen as absolutely possible. So they're very small for commercial retail spaces but, they're the appropriate size for somebody that wanted to just open up a little shop, and so we're not going to exclude the possibility that perhaps some of those other Brownstones, could actually have a live, work, scenerio that we would explore with you to see if that makes sense as well. So there's just... there's enormous opportunities right now, it's all very, very conceptual but if you look at the site plan, you'll see that there is a rhythm that it was... well it was a requirement that we observe the I think it was 25 feet was the original lot width. So we... there is... it's going to set up a rhythm because of that, but we wanted to mix up the uses so that people are drawn to move up and down, that there's a dynam... a natural dynamic phenomenon that occurs by the way that we have laid out the sight plan, and we're going to do that with your input. So I'm not trying to back out of what we've done, other then to tell you that that was based on the RP, that was based on our best input at

the time but we welcome all of your input. I think that the concept is solid and I think that it's valid but it's only the beginning, it's... and then that's the only reason that we're presenting it, is because we wanted to show you that we have what we think is the beginnings of a very exciting project. We'd like to work with you on it to actually make it a realization. I appreciate your time and if you have any questions at the end, I'd be glad to answer anything that I can. Thank you. [period of silence]

UM2: Thank you very much, and I'd like the open... to the developer's selection committee members, your questions... Joel Bryant.

Joel Bryant: Is...in your original proposal your total unit count and this is a question on the unit count, what were you at? 148 in your original or...a...have you not changed that? It remains 148, still?

UM3: That's correct.

Joel Bryant: And the target market of the original proposal was a hundred percent senior, right? Of the original?

UM3: No, a...actu...well, let me back up, I want to be real specific in our original proposal, the RQ's specifically requested nothing but senior and well I shouldn't say... I said 'requested senior' as a minimum, that's how they couched it. And they said if you want to do something else, it's up to you. So we included in our original proposal, we said "as an alternative" because you know we're advocates for affordable housing, there's great opportunity here for small family component, and so we offered it as an alternative. When there was... I guess a subsequent meeting, the city called everyone in and said

“by the way you guys can do whatever you want” and then we were like “well what do you mean by that?” We were very confused. We went back and we said “is the senior component still that minimum” and they said “yes” and “what about the rest” and they said “whatever you want to do”. So we came back with the same thing we had before, which is we’re still doing this senior component like we’ve always understood to be required, and we’ve always offered this alternative, additional family component. So that was in the original, we didn’t deviate at all. It has stayed the same.

Joel Bryant: Okay, great, thank you. One more question, on the retail component, who will own, operate, lease. Do your leasing etcetera?

UM3: It will be done as a partnership between So Cal Housing and Triadventures. So. Cal. Housing has done four mixed use projects where we have retail components as part of our developments. San Marcos, we have a family development that has about 40,000 square feet of retail market and some stores. We’ve done two senior projects that have retail on the first floor. Triad has also done quite a bit of retail as part of their mix use housing and so actually we’re talking about a partnership where maybe they’ll own it and we’ll develop it for them. So that’s still being figured out but it will be one of us.

Joel Bryant: So, but the team has some experience in that area?

UM3: Oh, absolutely.

Joel Bryant: Okay.

UM3: Yes.

Joel Bryant: Thank you.

UM2: We'll go, Suarez.

Suarez: I just want to have a clarification. Is a 148 units, including the 22 family or plus?

UM3: No, the RQ as we understood it required a 148 senior units and it had a very specific mix, 99 rental and 49 ownership. That we supplied. We offered as an alternative an additional up to 22 units of family, on top of the retail.

Suarez: So it's 148 plus 22?

UM3: That's correct.

Suarez: Okay, thank you.

UM3: Um hum.

UM2: Derrick Ross.

Derrick Ross: Just a little more explanation on what you just broke down, the 99 and the 49. I just wanted to make note of this. So of the 148, I mean how many are rental ownership? I mean, seniors?

UM3: It's again.

Derrick Ross: More details.

UM3: Yeah, by the RP...

Derrick Ross: Right, right.

UM3: ...and again I'm going by what they've said. They said "99 rental".

Derrick Ross: 99 rental.

UM3: And "49 ownership". So we're following what the RP asked for.

Derrick Ross: And those specific amounts have been designated just for seniors only?

UM3: All of it, that is all of it.

Derrick Ross: Okay, okay that's what I wanted to know.

UM3: All of that was in the RP and it's an all senior so..

Derrick Ross: So right now...

UM3: So all of that is senior.

Derrick Ross: ...this 148 is all senior?

UM3: Correct.

Derrick Ross: That's what I wanted to know, thank you.

UM3: Yes.

UM2: [UI]

UF: I have two questions.

UM2: [UI] answer too. [laughing].

UF: Two questions both related to architecture actually. One is the linkage between, I guess A and B, I think I heard you say that they're all distinct units with their own private space, but can the ownership cross over into the rental and the retail, how does it work? Design wise it looks like you couldn't cut across.

UM: That was our hope, like I said that the oak tree actually became sort of the beginning of the whole thing and that we have security issues, but it is our hope that we can eventually be able to work it out that the "For Sale" units will have their own private outdoor space, but that they would be drawn through the public area going to the rec area and then on through the rental

into that... into the courtyard area. So you see there is a longitudinal line kind of through the center of the site.

UF: Okay.

UM: We and... we hope that people will integrate within their own communities as much as possible...

UF: Um hum.

UM: ...but that...I think that is the best possible scenario for the site.

UF: But no necessarily cross over? That's what I'm...were there...with the folks who have the ownership, the condo units, will they be able to walk into the courtyard, the private space of the rental housing?

UM: That is our hope, yes. There is a logistical issue to that, but that is our hope.

UF: Okay, okay.

UM: Yes.

UF: And then the second question is, I don't recall unfortunately there's a lot of material here, I don't recall any reference to green building design. Was... did you reference that? Or you... can you talk about that a little bit?

UM: We haven't spent a lot of time on it, the... historically what we have discovered with green building is that there is a threshold that a lot of the new technologies coming down but that people aren't willing to pay for it. But that there are a lot of passive things, there's just a lot of good common sense on orientation and awnings, those kinds of things. That you can integrate with almost no cost added. But it's certainly our intention. I don't know that we're going to get you know [UI] qualified building by the time that we're done, but

it is certainly our intention to explore all of the possible components that we can, to bring as much of the green building into it as possible. But we have not specifically studied it, it's so conceptual at this time.

UM6: Can I add a real quick clarification as well? Back to the integration issue. I know for an example we have a development in the city of San Diego, that So Cal Housing has an affordable family project next to a high end condo project, and we were asked if our community space could be available to the high end condo project, and so we're actually a member of the Homeowner's Association of the condo project and those owners can use our facility. Because they can't tell given the high quality of the whole development. They were shocked that this is affordable housing next to them and they're actually using our facility. So it is something that we have done in the past.

UM2: The next questioner will be Abe.

ABE: Thank you for a great presentation, I think you guys have done a lot of work already. Can somebody just... maybe the architect can get up and say where things are placed in plan, I know you are limited on reaching your drawings but have you separated them or integrated together in terms of the "sale units", the "rental units", just a description quickly over the...

[Background Talking UI]

ABE: Right, I have that.

[Background Talking UI]

Architect: This is "For Sale"

Abe: Okay.

Architect: Okay, 49 is for sale and all [UI]

UM2: Excuse me.

Architect: Yes.

UM2: The purpose of us speaking into the mic is for [UI].

Architect: Alright, I understand.

UM2: You can try to pull it a little bit towards you and see if it will help. [UI simultaneous conversation] Yeah, [UI simultaneous conversation].

UM8: See we are a team [laughing]

UM2: Okay, we'll, we'll do it this way, for those of you back over here that's..

Derrick Ross: Why don't you just do this, let me help you. One of you guys get up and just hold it for him, please.

UM2: Alright.

Architect: Alright, I'm still going to be in front of, or behind somebody. Alright, "for sale", these are all probably going to be two bedroom, two bath, 1100 to 1400 square feet. It will be a combination of flats and townhouses. The townhouses by definition are probably two stories. They are what we are going to call the Brownstones that are on the street. They will have, on the third floor, there will be a flat above them. So these will be stacked flats around the back and in the middle. So this is all "for sale", primary entrance through here, but there is an actual entrance that ties it back to this common space. This is the rec area, that we want to offer. And then this would be the outdoor space. This is the arcade, bus stop.

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Architect: ..transportation here, these would be the pieces of commercial or retail that we were envisioning and so we'll see how this all goes. And then this is sort of the demarcation of the... "for rent". These are going to be, these are 99 units, they are 90% one bedroom, they're 550 square feet. Principally on the corners are two bedroom units and they're probably going to be closer to 800 square feet. And so that would be this area. This quiet area in the center, is the common area for them. This is the end of the site A as it was originally defined and so we had to really make sure that it was a stand alone project if it ended here, that it would sustain itself.

ABE: Um hum.

Architect: And fortunately we're gonna... it looks like we're gonna move forward with the entire block which is to me this is the really, really exciting part. Is to be able to enter [LONG PAUSE]

UM: ..from Orange Grove, or you would come in on Wheeler to access the subterranean parking. We certainly want to acknowledge the oak tree that was a park... so you... if you look at the parking garage there's a great big leave out, because we need to make sure that we didn't get within the drip line of the it of the oak tree. The oak tree actually became a pivotal part of our design in that as we design the "for rent", the "for sale" and the commercial, we tried to have some sort of a connection, a lateral connection within the communities. Cause we... re... it is our great, great hope that what happens is that on Friday night, that those live, work units that are in the back of the retail; you come in diagonally from Fair Oaks and from Orange Grove, you

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defined and so we had to really make sure that it was a stand alone project if it ended here, that it would sustain itself.

Abe: Um hum.

Architect: And fortunately we're gonna... it looks like we're gonna move forward with the entire block which is to me this is the really, really exciting part. Is to be able to integrate this into here and that's what really makes this work. So demarcation this would be that diagonal entrance from Orange Grove and Fair Oaks. Retail around this corner and then above those would be offices, as we anticipate above them so insurance or that kind of use, tax, CPA, something. Then these right now we're calling them artist's lofts, it's a concept we would like to see if we can make that work. Obviously, if you have retail that demands a lot of visual from the street it would be tough to get that to work. So the jury's out on it, I have certainly been through situations where it has worked real well. But hopefully these are people that don't need the street frontage and that they really are there more to work on their projects and sort of pull them out there into this courtyard at night and then the multi family we envision it on the third floor, second and third floor behind here in the back.

Abe: Okay.

Architect: Did... I appologize for...

Abe: Thank you.

Architect: ...things...

Abe: ...no, no this is a question, because it was hard to follow all of that. In the “for sale” areas what are the open spaces and open areas? Are those that..the gray areas you indicated, in your drawings?

Architect: I’m sorry? The...

Abe: Open spaces...

Architect: Okay.

Abe: Not building spaces on the...on...

Architect: Okay.

Abe: ...the...

Architect: ...the gray and textured...

Abe: I was thinking more of the yeah, where that area, where the “for sale” units are...

Architect: Here? Okay, these would be hard surfaces, probably more plaza areas, the green indicating the green areas, that has landscaping..

Abe: Uh huh.

Architect: We’re on a podium.

Abe: Correct.

Architect: So there’s a limit as to how much, you have to do raised planters and then you have to be very careful with waterproofing and all of that. So, you are going to have more hard surface because of that...

Abe: Okay.

Architect: ...but we certainly would encourage the use of pots and things to break it up.

Abe: One last question real quick.

Architect: Sure.

Abe: Has this team worked together on a project?

Architect: This specific team?

Abe: Yes.

Architect: No, we have not.

Abe: Okay, thank you.

Derrick Ross: Before we go on any further just out of kind of like giving you a little bit of help, was anyone going to address the financing of the project, was that going to come later?

[Background Talking UI]

Derrick Ross: I just want to help you out...

UM3: Yeah, absolutely. I can just simply mention that the financing plan that we just submitted is based on other financing that So Cal Housing and Triadventures and [UI] have all done in the past, and we have a successful track record. Like I said, we have 6000 units, the particular plan that we used here, I think I referenced that we used it repeatedly in L.A. County four different times on other projects. So. Cal. Housing has successfully got the City of Industry funds five times. We have applied five times, all five times received it. And [UI] have also received Industry funds. So we're very good at leveraging and getting other people's money to come to the table and build these developments and make them the quality that we do. So but if there's specific questions on that financing, we can definitely answer that.

Architect: I want to just add one more thing.

UM3: Go ahead.

Architect: You raised the question have we worked together, before. And we actually have. When I was with Lennar Corporation, I worked on an affordable senior for sale community in the city of Fountain Valley, with [UI] so we have a long relationship in terms of consultant, client relationship. And as Alfredo eluded to, we worked together on a very, very successful project in the city of Compton, again when I was at Lennar. So collectively we've been collaborating, since I went out and started my own company Triad, about three years ago when I left Lennar. So we do have experience working together, not collectively as a group, but individually we have worked together.

UM2: Okay, Ishmel, then Maria, then Hardin and then Hugo.

Ishmel: Mine is short, my very concern is..

[UI]

Ishmel: ...this is a three level development, correct? Three floors. Mountain views? When a person hits the corner of Orange Grove and Raymond going north, what are we going to see? A three story huge building sitting on that corner to where we will not be able to see the mountains, have you taken that into consideration?

Architect: I think according to code, we're allowed 35 to 36 feet. And to get the density that is requested in the RFP, is the requirement of a three story building. To get that to happen, and so that's going to be a total of 25 feet. We would certainly entertain any kind of relief that we can offer to still get that density

that then we have to make sure that we're getting that, the thing that I think is most important is to be sensitive to not have flat elevations, but where we can to make sure the building sets back and then takes in any roof surface and lowers it down. But we are going to have to go pretty close to that 35 to 36 feet if you add three floors at 10 feet you're at 30 feet. So [UI] would get you just to about 35 or 36.

Ishmel: So that set back you're talking about from the street is going to eliminate that huge construction over building since that's going to be on the corner right there?

Architect: Absolutely. Absolute... the... we have the same concerns you do, we know that the required set backs, we want to make sure that the front yard is left available for some sort of a gathering, obviously it's not going to be a large space, but even 10 or 15 feet where we can do that, where we can push that building back. So there, there is a horizontal...

Ishmel: Um hum.

Architect: ...change in massing and then there's a vertical change in massing as you go along as well.

Ishmel: The reason I mention that is because, I know the Lincoln park, and the community had a problem with the Lincoln crossing project with 24 Hour Fitness. And one of their main complaints was, they built it too close to the... to the sidewalk to the street and it kind of like blocked the view to the mountains right there, so that may be a community concern. Second question

is Association Fees, you mentioned condo. How are you going to keep those fees low for the people that are to purchase those units?

UM3: If I may just touch on your former question, I think it's a great question to pose in a large context of how we relate to the community. One of the things that we pride ourselves on is community outreach and working with the community to identify those types of issues and to the extent possible, integrates that into the project. Because what my entire background is focused on [UI] development and you have to be sensitive to the neighbors in terms of design and how it's going to live and quite honestly you know much more about the community than I do, in terms of that immediate area. So we often have very valuable input from residents "why don't you do this" or "change that" and it really helps us from a marketability and a craftsman construction standpoint. To answer your last question, in terms of fees, what we do is we go through. We bring in a consultant and we put together a very detailed preliminary budget, we're not at that stage yet, but we would anticipate that the HOA dues here would be somewhere in the \$150 to \$175.00 range. There's a lot of things that drive that into the extent that we can manage that and share costs, that's one of the great things that we have with this project, because you have [UI] scale, even from the construction and management, there is a management on staff, or on site and that's going to really bring down the costs. 175 would probably be market rate. If we have a rental component that has an onsite manager, it helps reduce those costs, I can't tell you exactly the number it will be at today. But I think it will

certainly be less than it would be absent of that component. So there is a lot of synergies that take place with this project.

Ishmel: I think that's then...

UM2: I thought that was your last question.

Ishmel: Just a comment.

UM2: Okay, go ahead.

Ishmel: I think your association fee is important because seniors live on fixed income, and with condo and townhouse association, that association fee over the years can go up extremely high. So I just had to bring all of that..

UM3: No, I... and I think that's a great point and what, essentially what happens, people buy on a payment. So when you look at the HOA dues, you have to look at that in the context of sales prices and monthly payments as well, and you look at that as a package. So we agree with you 100% and design to that so.

UM2: Teresa, how are we doing on time?

Teresa: [UI]

UM2: Thank you. Maria.

Maria: First of all [UI] getting hit in the head and I'm now getting a headache [laughing] [UI]. My question is dealing with seniors I see that you have a laundry in the rental area, we'd really like to see where each apartment would have it's own you know stackables. If that's at all possible.

UM3: On the rental, or the ownership?

Maria: On the rental.

UM3: Well I'll give you our thoughts on it, as I said So. Cal. Housing has 2200 units that are senior. Some of those have the washing hookups inside the unit.

Maria: Um hum.

UM3: They tend to be a problem because A the seniors usually have to buy stackable. Because it's within a closet which is very expensive, they become a maintenance issue.

Maria: Um hum.

UM3: ..that if they break down the senior has to pay out of their pocket to fix them, and they are also a maintenance issue for us, if they break and they leak then they go to the units below. The other thing is that we have social services onsite...

Maria: Okay.

UM3: ...in our communities, and we actually have found that we want to encourage the seniors to get out of their units, go down to the community center, go do their laundry together and be very social. There's a lot of positives that you would not take into account by having..

Maria: Okay.

UM3: ... a centralized facility like that and we have found in our developments that we prefer doing that.

Maria: Okay.

UM3: It prevents being shut in, if you want to call it that.

Maria: Okay, well I'm glad to hear that you have social services, the other thing is that's important to seniors, to many of us, is to have our pets not necessarily are they service animals but they are pets. Are they allowed?

UM3: We So. Cal. does permit seniors to have pets but there is like a weight limit, you know we don't want like a huge dog..

Maria: ...right, no, understanding that, that but you know... do you have a fee, a deposit, I know most of your buildings do have a deposit for...

UM3: For pets yeah, a pet allowance, absolutely yes.

Maria: Okay.

UM3: Yes.

UM2: Thank you Hardin and Carter?

Hardin: I'm sorry, okay, I'm just going to ask a few questions and I just, you know, just have you respond to it. First of all, did you say that units along the front are they brownstone, are they brownstone style?

Architect: Yes.

Hardin: That's... is that just the orange, or is that the entire frontage? [UI background conversation] That portion, okay. That's... that sounds very positive. What about the mass of the project itself, and I'm thinking about downtown Pasadena, versus Northwest. How does this apply to Northwest without or with the setbacks that you have chosen and the height, how would you address that? That issue, with regards to the Northwest?

Architect: Okay, we drove around and took pictures and we tried to understand the appropriate architecture that might would lead us to design it this way. We

also did drive up and down Colorado Boulevard to get a feel for those areas where they had pushed back in through the alleys and redeveloped those.

Hardin: Um hum.

Architect: So that was kind of the basis that we used is the...as the generation of this. The... it specifically talks about setbacks and the information that was given us.

Hardin: Um hum.

Architect: And I believe it's actually a zero setback on the retail and that...I think it's like 10 feet on the residential. So we honored those specific setbacks, we didn't go beyond those, because our first goal is to just get the project to work.

Hardin: Um hum.

Architect: Just... you know get what we know down on paper, and this is it.

Hardin: Um hum. Are you familiar with the cities City of Gardens and the specific plant for the Orange Grove area and Fair Oaks Orange Grove and how did you design this with that along with the RFP? Which in fact mentioned the views to the mountains up... you know up above and in fact both the specific client and the Arch I think talked about.

Architect: Yeah, we were given that information before we started and we did read through it, and it did address trees, I mean there was exhibit after exhibit and we tried to make sure that all of those were incorporated that talked about an angle, the entry off of Colorado, or of Orange Grove and Fair Oaks.

Hardin: Um hum.

UM3: so we tried to take all of those things into consideration when we did this. We kept going back to that.

Hardin: Right...

UM3: ...when we looked at it.

Hardin: ...which by the way, I like the way the front plaza is situated there the spatial layout at least from the site plan. But again inside in terms of the open space areas, did you have or do you have any concerns about within this particular community about the size of the open space and the possibility that if it's on a platform, you can't have trees, or can you have trees?

Architect: ... the everything has to...I think the...

Hardin: ...or do you need trees?

Architect: ...I think that you need landscaping, I don't know that you need trees.

Hardin: Okay.

Architect: but everything that is put on top of a podium has, obviously has waterproofing issues, so it will be raised on planters.

Hardin: Right. And in designing the building, who did you have in mind in terms of the how do we say, the perspective of the individuals living there?

Architect: I'm sorry, say it again.

Hardin: Who is your market?

Architect: Active adults and seniors.

Hardin: Okay.

Architect: I'm not... I don't believe I'm answering your question the right way.

Hardin: I have a couple of more and then I'm almost done. Underground parking at this location?

Architect: Yes.

Hardin: Okay, and how does that work with regards to what's across the street and the general area? I think I'm reacting to my own personal experiences, I generally don't like driving underground, not because I'm afraid of the dark but, it's... when I drive, if I was in that area and I wanted to go to pizza hut, lets say is one of your tenants, I don't know. I'm... it might be easier for me to mo... to walk across the street and drive to, drive across the street to the other shopping center and walk literally across the street to the, the retail portion of your project are you concerned at all about the lack of surface level parking on your site plan? I think there's a little strip maybe at the back.

Architect: There's two areas at the back a larger area behind the rental and then an area behind the retail so and it is an issue and yes those are definite concerns.

Hardin: Okay.

Architect: So it becomes a just a massaging back and forth.

Hardin: Right.

Architect: but hopefully there's not a lot of retail there and that those on wheeler Lane will accommodate those people that want to not drive down, but want to run in and pickup cleaning or a sandwich or something like that.

Hardin: Um hum.

Architect: So we're certainly aware of those issues.

Hardin: Two more questions. Does the façade of your building, it appears to me to be significantly flat because you're definitely using up the low space in there. It has a positive urban design feel or new urbanism look but how do you, how do you can you talk about that? At least a little bit it's a narrow street, the modulation, articulation, are you going to paste on pieces or is there going to be more articulation between the units? Could you please talk about that for a minute? And I have one more, no go ahead, no you go with that.

Architect: Alright.

[Background Conversation UI]

UM2: ...you have four minutes.

Hardin: Alright, okay well...

[Background Conversation UI]

Hardin: I'm almost done, that's pretty much almost done.

UM2: [UI] be respectful to one another and we only have approximately four minutes and I would like to give the other members of this committee...

Hardin: I can tell, that's...

UM2: [UI] not denying you to ask a question, just listen to me. [UI] Suarez, Sean and Michael [UI], so if we can get that moving in that four minutes then...

Hardin: Just like I said, I just asked the question, I just wanted awareness, you can answer that...

Architect: Okay architecturally I think for architecturally to have any substance it can't be applied on it has designed in and then and it's important that there be three architectural styles that are independent and yet somehow harmonious, so that

there is a more upbeat contemporary interpretation on the for sale, the for rent is a little more traditional, a little more Spanish colonial revival, if you will and then at the corner maybe a little bit more of a Mediterranean feel to it, but it has to be retail.

UM2: Thank you, Hugo if you would allow me to exercise the prerogative of the chair, we'll allow if you haven't spoken, have you spoken?

[Background Conversation UI]

UM2: Okay, then I've got it wrong, go ahead Hugo.

Hugo: Thank you, I'd like to get a little bit of clarification on the affordability [UI], that you have.

UM3: What clarification would you like?

Hugo: What percentages is moderate, and low?

UM3: ...the, okay the senior rental is an affordable senior project for seniors earning less than 50% of the median income for Los Angeles County. So that's 99 units will be 50%, and actually there's a series of ranges there will be 30's, 40's and 50's in the senior component. The senior ownership is market rate, and the affordable family would be also 50, 40, 30.

Hugo: Have you had experience in the sale of market rate senior housing?

UM3: Well Triad has and like I said we've worked on ownership projects as well, yes.

Hugo: Okay, thank you.

UM2: John.

John: I'll try to make my questions brief. First question Alfredo, the... when you factored in your construction costs comps, did you use your previous projects or are you using assumptions based on projects local to Pasadena?

UM3: No, we use our comps, we have 8 projects currently under construction in Southern California, I mean we are huge. So we... our numbers are as fresh as they can be. They're based on our projects and we've done podium deals so we... these numbers we are very comfortable with.

John: Okay, so part two of that is that I have noticed that you did not assume prevailing wage and why?

UM3: Originally we did...

John: ...[UI] given the sources of funds.

UM3: But then we were instructed by the city in a subsequent meeting that they would only contribute the land. Therefore, the other sources in our financing plan that we included do not trigger prevailing wage and I know that the source of financing from the city is in the land and there is no specific requirement from the city for prevailing wage, that it's not required. So that's why I put in there that prevailing wage does not apply.

John: The given sources, I mean there's been home funds, there's been housing set aside. Jim can you just quickly confirm why? Would you...

Architect: [UI] yeah.

John: Would you...would those...

Architect: [UI].

John: ...require prevailing wage?

Architect: [UI]

UM3: Okay, again this is a interpretation issue, I know that you know I've worked with many jurisdictions and attorneys who deal with this issue and it, the money goes into the land again we were not given [UI] specific information about anything in terms of how you acquired the land or what you did. So I put in there that caveat, obviously if it's prevailing wage, then we have to address that issue.

John: Okay, and the last issue is, give the last couple of examples of the last projects that you have completed that were financed with 9% tax credits for seniors?

UM3: There's the Talmage Senior project, actually if you don't mind I'll give you our webpage.

John: Um hum.

UM3: The webpage for So. Cal. Housing has all of our developments.

John: Just to help you, I would suggest that you provide some of those in the discussion point because it will be rather mute, because there's going to be a..

UM3: Okay, I'll give you...

John: Possibly a vote today and so I want to invite you...

UM3: Real quickly, Talmage Seniors, in San Diego. You guys are testing my memory. Heritage Court in Ranch Cucamonga, Sante Fe Springs, the Little Lake Village Senior projects, Belle, the Oaks senior project.

John: Little Lake?

UM3: Little Lake is in Santa Fe Springs. Santa Fe springs is 3 years old, Belle is 4 years old, Belle Gardens is under construction right now, there's going to be a

grand opening in July. Ranch Cucamonga the Heritage Court was built 4 years ago. Talmage's grand opening was last summer. Those are recent ones in my head, we have more but I can't throw them all out at you.

John: Thank you.

UM3: Okay.

UM2: Mr. Bailey.

[Background Conversation UI]

Bailey: I don't have any questions, I'm giving my time to the Committee.

UM2: Excuse me Mr. [UI], get in his last question.

[Background Conversation UI]

UM2: I recognized Terrick and then Hardin.

Terrick: I would like to know your projects of Los Angeles County, Belle, Belle Garden, Santa Fe Springs, I know for a fact that's a predominately Latino community. Are you guys hiring minority owned contractors..

UM3: Yes.

Terrick: ...businesses of those communities, employing people from the surrounding communities?

UM3: Absolutely, we follow all Section 3 requirements, per funding guidelines but on top of that as I mentioned before So Cal Housing we are an owned Property Management Company, we're also a general contractor, so we hire local subs and we also hire from the community for our Property Management, and we actually, everything's in house, our company is now to 450 people of which 300 or so are Property Management folks and then we

have a construction division. So the answer is “yes” and we have developments like I said throughout Southern California that we use different trades all of the time.

UM2: Hardin, Carter

Hardin: Yes, you know here in Pasadena we have a first source hiring ordinance, and there’s... can you speak to some of the issues around that, that would be of interest to the people in this community.

UM3: Well like I said we would go through typical requirements of... if we’re going to build it we would be looking for local subs, to contract with to develop the project, obviously we would be looking for qualified bidders to come in and do that, and if there are in fact qualified bidders in the Pasadena area, then we would obviously take advantage of that. But again we are going through different sources to find those subs to bring them to the table, and we’ve done that in all of these developments that we done throughout Southern California, because this is an important issue for most communities.

Hardin: Okay, thanks. I believe is that Alfredo? Alfredo this has been asked and answered but, I’m just curious if you use the term Brownstone, and you use it. When I use the term Brownstone, I’m thinking of New York and there’s a stoop and people sit there and they interact. I’m wondering why the renderings or drawings don’t represent that. Or do they?

Architect: I think they do, yeah, they do, [laughs], maybe it’s not, it’s not really clear but they’re there.

[Period of silence] [Background Conversation UI]

Hardin: Thank you very much, I appreciate it.

UM2: That concludes the question and answer period most of the developers took an opportunity to wrap up and I would like to invite you to do the same.

UM3: Okay, well I... Mark do you want to [UI] or would you like me to? We're very informal, I'm sorry [laughing] Yeah, we both [UI], yeah. Well I can say for organization So Cal Housing is committed to high quality development. Like I said we're a long term owner, we're not a builder who flips and goes away, we are going to own this up in perpetuity. We believe in having quality services for our residence, we believe in having quality construction, because like I said we're that owner. And we also believe in having positive relationships with the community because we're going to be there and we want to be asked back. So we're looking forward to working with the city and developing any relationship her in Pasadena. As I have mentioned we're very active throughout Southern California, I think 15 developments in LA County alone. So clearly this would be part of our portfolio and we would be very excited to do that.

UM6: Union Station Foundation has been part [UI] of this community for 35 years. Our goal is to help people improve their lives, we feel our clients have achieved that in so many cases. We have a very diverse workforce who embrace that mission. Our belief is in the inherent worth and dignity of every person, and every person must be treated with respect, that would be the value we would bring to this or any project we've undertake just to maybe give another way of answering Mr. Ross' question before. This, what we're

suggesting, and suggesting is a total of a 170 units, all 148 for seniors, as required by the RFP, plus possibly another 22 for families of the 170 units that breaks down to about 7/8<sup>th</sup> for Seniors and 1/8<sup>th</sup> for families we feel that it's a critical need for low income families in this community and this is one way that we want to address it, and we thank you for your attention and your interest today.

UM2: On behalf of the committee I'd like to thank So Cal Housing Development Corporation, Union Station Foundation and Triadventures. This concludes this portion and we will retire right here and deliberate so while we're doing that we would invite you to take your leave. [Laughing] Thank you.

[Background Conversation UI]

UM2: Stay with us, stay with us, try to boost your energy level for another hour.  
May I have your attention please? What...

UF2: We only have tape until 5:00 so, we don't want to run too much over that.

UM2: Okay, let's roll.

UM3: You want me, John do you want Hugo to go first or me?

John: Hugo, thank you.

Hugo: I think what I, well what I like the best, was their experience, it's probably the one thing that is [UI], third, fourth, or fifth, or whatever. That's certainly a plus. I didn't get my question answered regarding financing.

John: They didn't address financing [laughing]

Hugo: So I'd like to know, I'd like to know what your take is Julie on the financing.

Julie: Well actually, I think there's enough, they're asking for 1.4 million dollars, plus free land. We came up with, because we thought their market prices for those for sale units were a little understated. So we came up with that they could actually pay about 4.5 million dollars. And we that that's enough of a cushion that if somebody, you know if they have to go over to 4% tax credits that this could probably work, without any subsidy.

Hugo: Really?

Julie: Yeah.

Hugo: Well..

[Background Talking UI]

Julie: Well, the land, free land. But there's in the... right now they can pay half the, you know about 4.5 million dollars towards land right now, based on our numbers, they're saying they need free land plus 1.4 but they hadn't some of their numbers were, they weren't taking into account prevailing wage however, with the tax credits when you use prevailing wage, you actually get more tax credits, you get a bonus for it, so they actually would come out better.

Hugo: Were they planning on going with tax credits, applying for tax credits?

Julie: Yeah, and that was my one concern because they have their family... actually they... at... the whole, the 99 units that's the 9% tax credits, so it's highly unlikely that they would get tax credits but what I'm saying is because they have a surplus, if they go to the 4% tax credits which will increase the gap, there's enough wiggle room there that I think will cover it.

Hugo: Okay, the architecture I thought probably...obviously needs a lot more work, but I'm not sure that it's really indigenous of Pasadena. I think you need a little, a little more but at least there was a level of quality there that [UI].

UM2: Quest...Julie did that, your... you came up with the residual land value that they could pay for?

[End of recording]