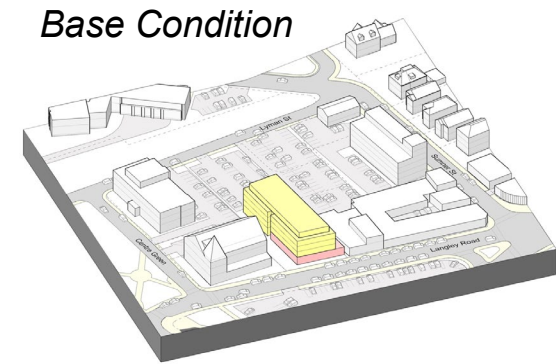


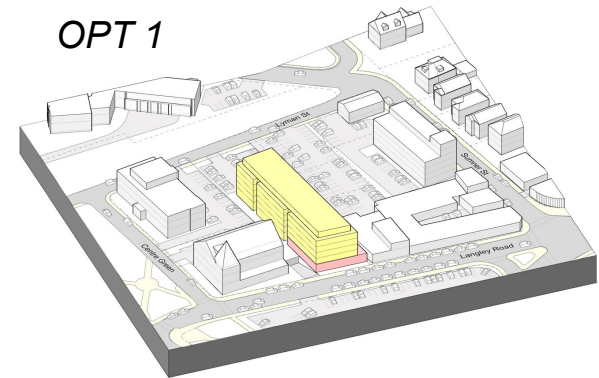
# Three Options to Test – VC3

Lot Area (sf)	35,900		
	VC3		
	Base Condition: Retail & Housing (4.5 stories)	OPT 1: Retail & Housing (5.5 stories)	OPT 2: Retail & Housing (6.5 stories)
Building Footprint (sf)	12,847	16,801	16,801
Retail Area (sf)	7,370	7,370	7,370
Housing Area (sf)	47,886	82,242	97,565
Housing # of units	48	82	98
<b>Total Area (sf)</b>	<b>55,256</b>	<b>89,612</b>	<b>104,935</b>
<b>FAR</b>	<b>1.54</b>	<b>2.50</b>	<b>2.92</b>
Rqd Parking: Retail Store (Exempt)	0	0	0
Rqd Parking: Housing 0.75 per unit	36	--	--
Rqd Parking: Housing 0.5 per unit	--	41	49
<b>Total Rqd Parking</b>	<b>36</b>	<b>41</b>	<b>49</b>
Actual # of Surface Parking Spaces	36	19	19
Actual # of Underground Parking Spaces	0	22	30
<b>Actual # of Total Parking Spaces</b>	<b>36</b>	<b>41</b>	<b>49</b>

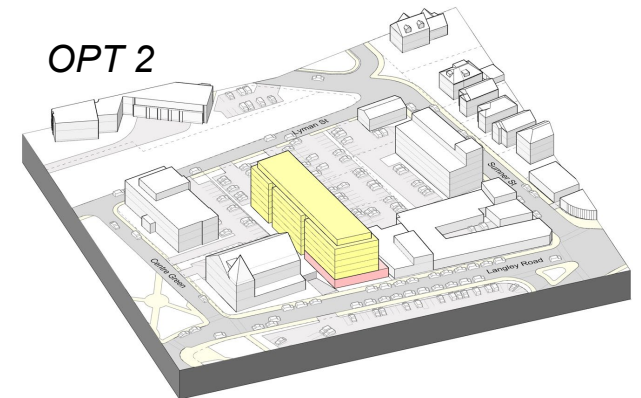
Base Condition



OPT 1



OPT 2



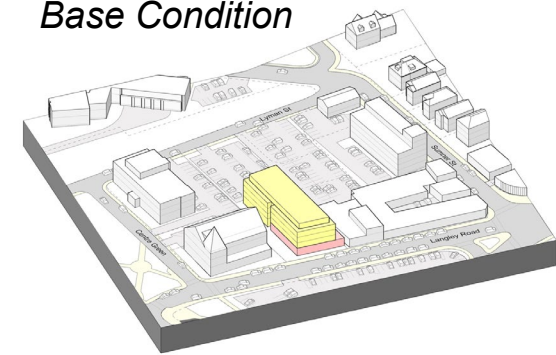
# Initial Findings – VC3

The following table was created by adding a floor of development to each scenario but keeping the “value created” for the developer constant, to determine how many additional affordable units could be supported above the base condition

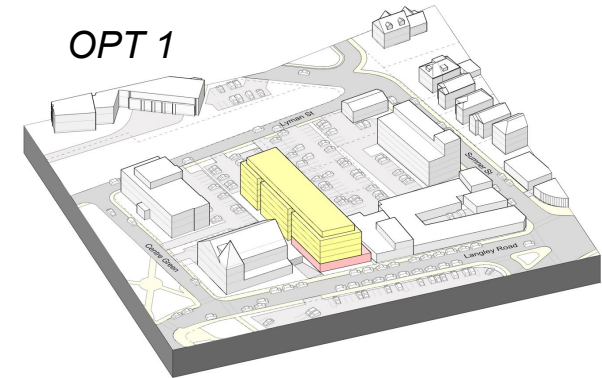
	Base Condition	OPT 1	OPT 2
Floors	4.5	5.5	6.5
FAR	1.54	2.50	2.92
Square Feet	55,249	89,164	105,124
Total Units	48	82	98
<b>Affordable Units</b>	<b>8</b>	<b>24</b>	<b>33</b>
<b>Affordable Percentage</b>	<b>17.5%</b>	<b>30.0%</b>	<b>34.0%</b>
<b>Increase in Affordable Units</b>		<b>16</b>	<b>25</b>
<b>Increase in Market Units</b>		<b>18</b>	<b>25</b>
<b>Affordable Percentage of Bonus Units</b>		<b>48%</b>	<b>50%</b>

<b>Return on Cost</b>	6.12%	5.55%	5.39%
<b>Net Operating Income</b>	\$ 1,500,000	\$ 2,200,000	\$ 2,600,000
<b>Value Created</b>	\$ 9,100,000	\$ 9,500,000	\$ 9,400,000

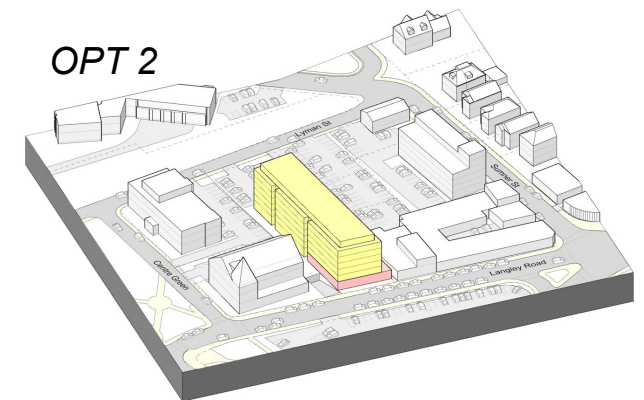
Base Condition



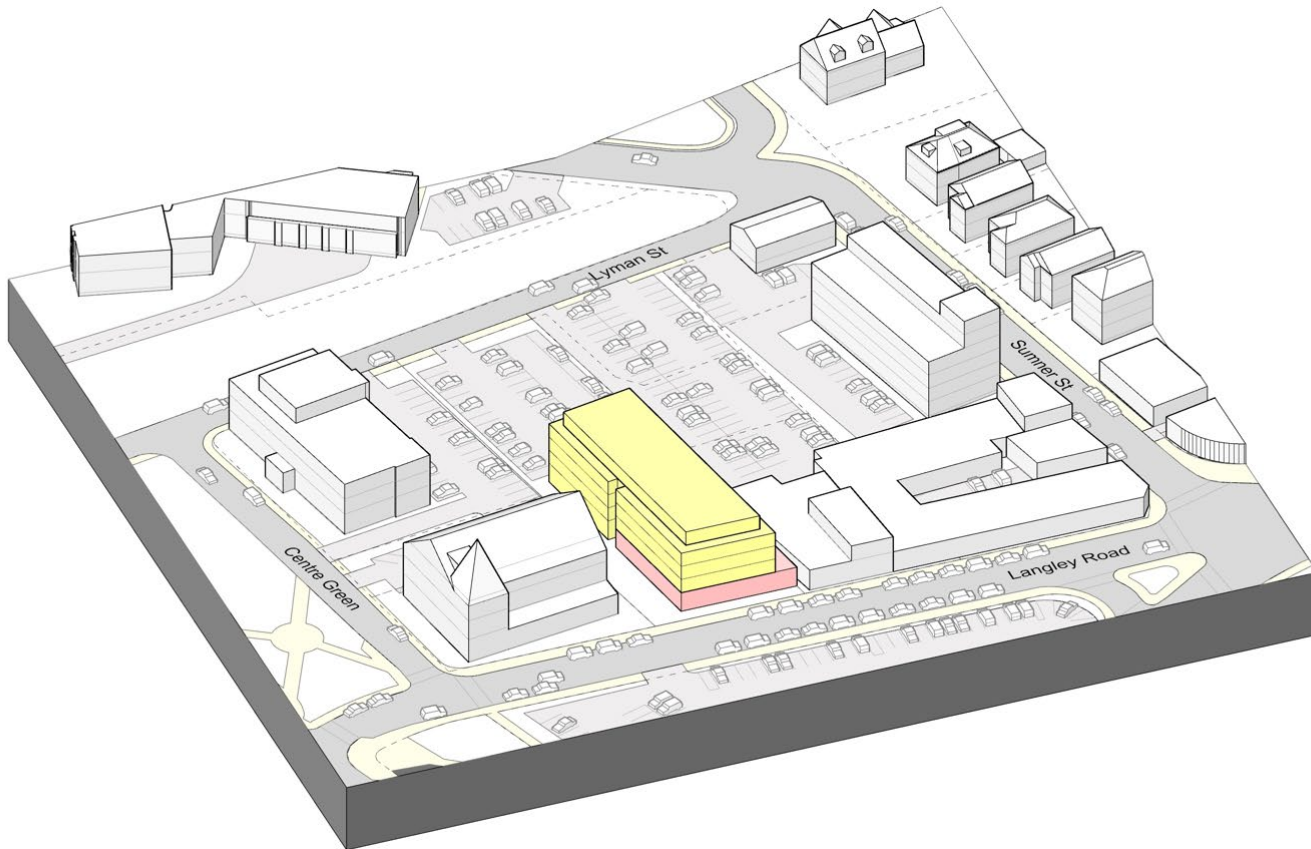
OPT 1



OPT 2

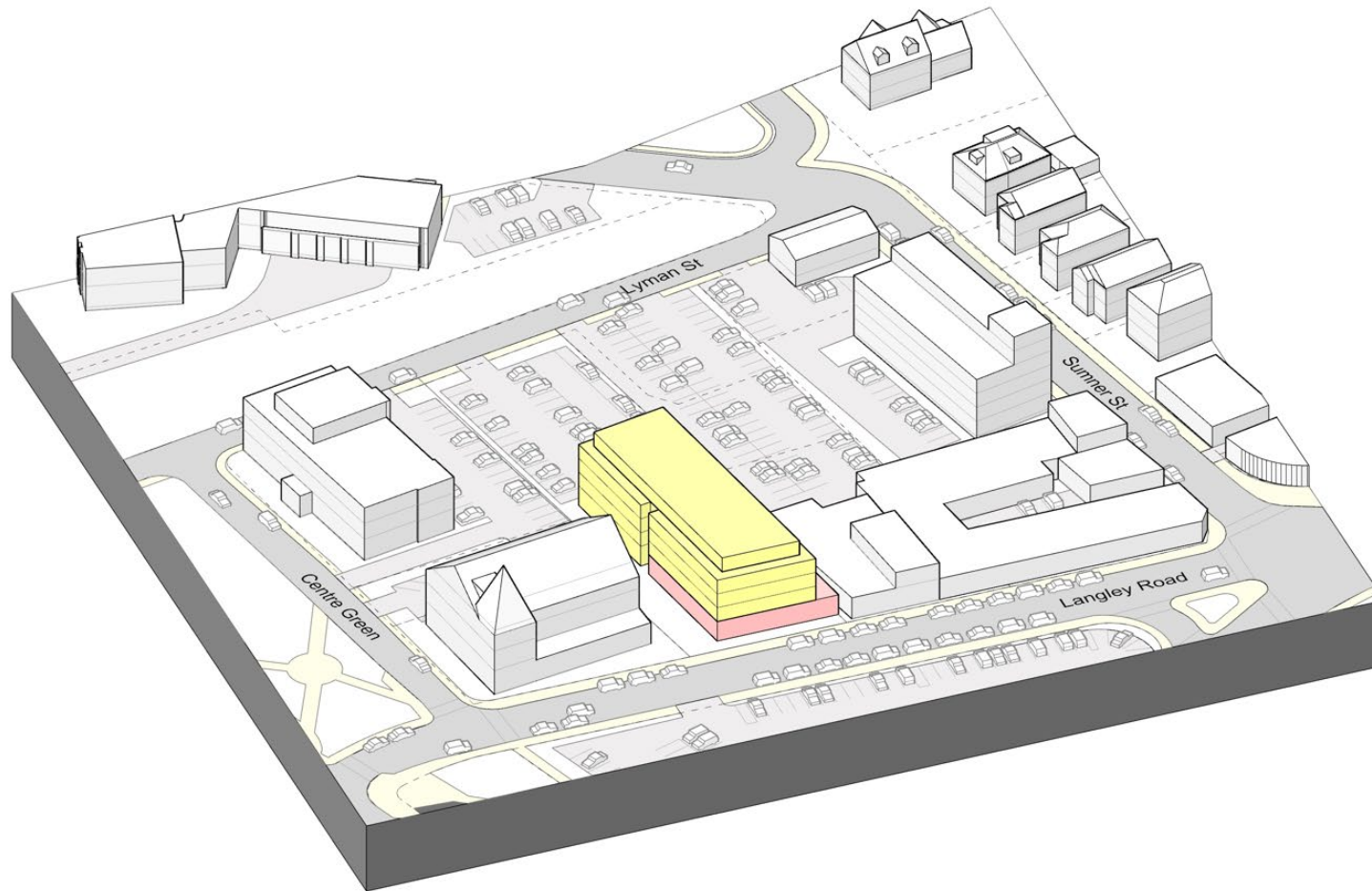


# Base Condition VC3 – 4.5 Stories



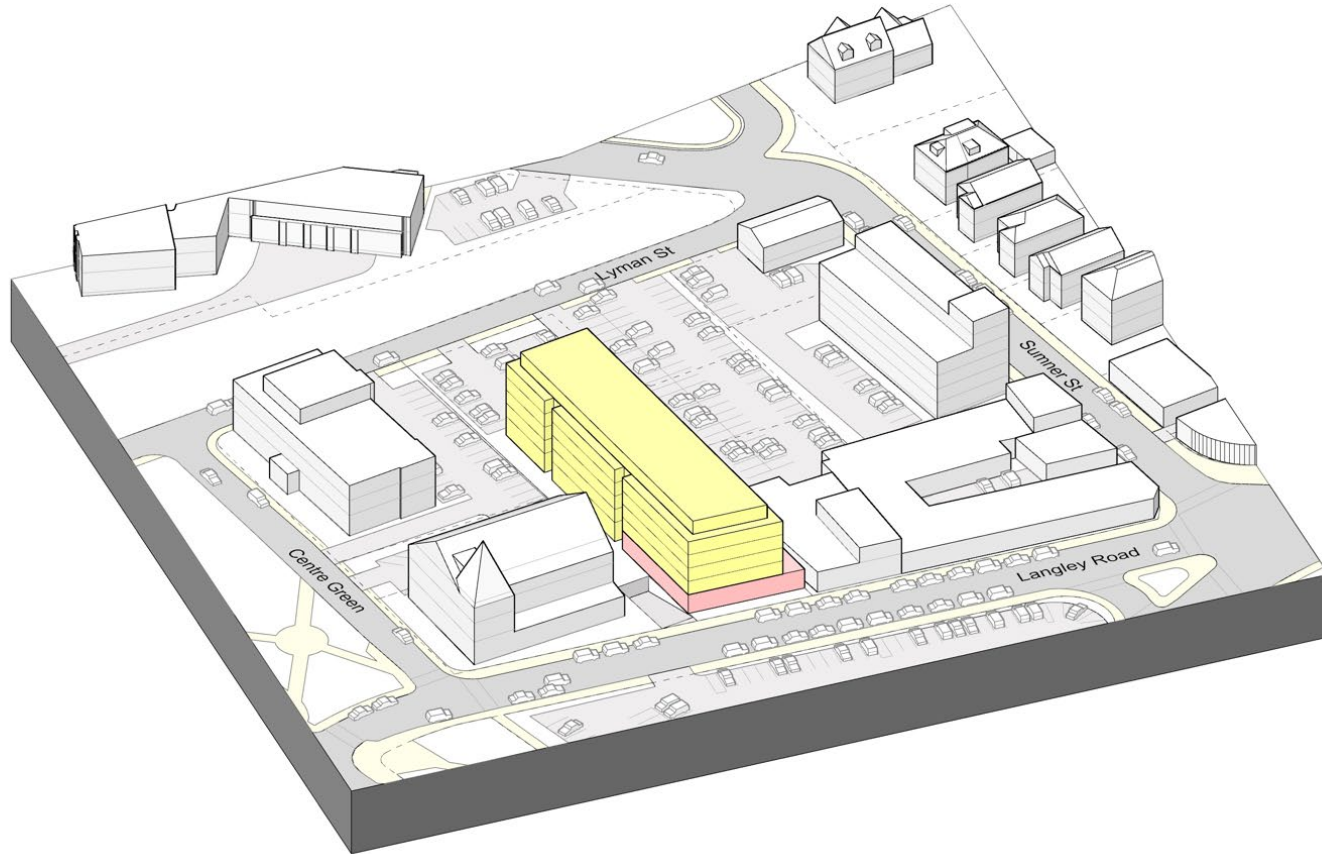
	Base Condition: Retail & Housing (4.5 stories)
Building Footprint (sf)	12,847
Retail Area (sf)	7,370
Housing Area (sf)	47,886
Housing # of units	48
<b>Total Area (sf)</b>	<b>55,256</b>
<b>FAR</b>	<b>1.54</b>
Rqd Parking: Retail Store (Exempt)	0
Rqd Parking: Housing 0.75 per unit	36
Rqd Parking: Housing 0.5 per unit	--
<b>Total Rqd Parking</b>	<b>36</b>
Actual # of Surface Parking Spaces	36
Actual # of Underground Parking Spaces	0
<b>Actual # of Total Parking Spaces</b>	<b>36</b>

# Base Condition VC3 – 4.5 Stories



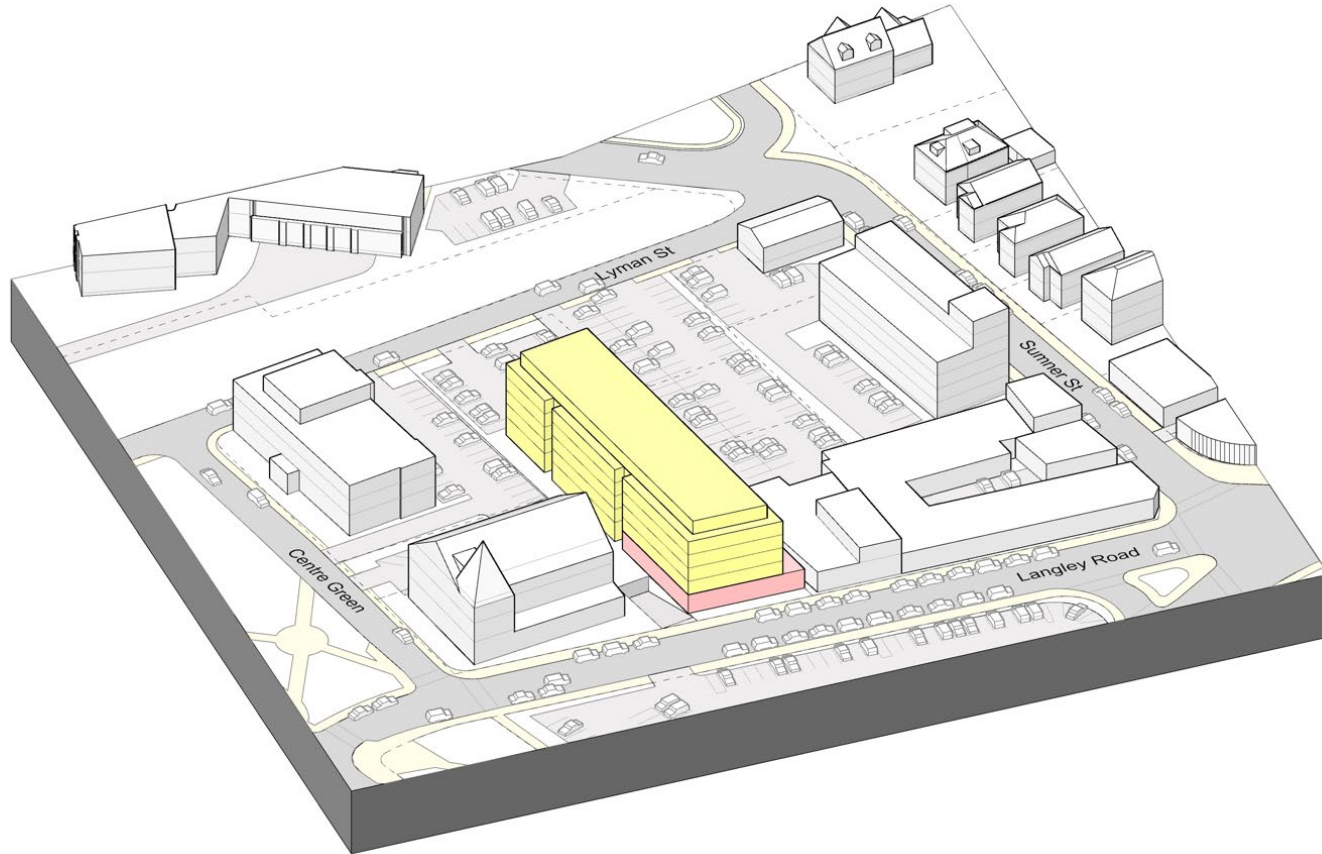
Scenario	4.5 Stories
	Retail & Housing
	Surface Parking
Site (Acres)	0.82
FAR	1.54
Total Units	48
Affordability %	<b>17.5%</b>
Affordable Units	8.40
Average Unit Size	798
Residential Efficiency	80%
Total GSF (building only)	55,249
Parking Ratio	<b>0.75</b>
Parking Cost	\$ 5,000
Residential Rent/SF	\$ <b>4.60</b>
AMI %	<b>65%</b>
Affordable Rent/SF	\$ <b>1.76</b>
Commercial Rent	\$ <b>42.00</b>
Hard Cost (Includes Fit out)	\$ <b>315.00</b>
Soft Cost/Site	25%
Land Cost (per land foot)	\$ <b>85.00</b>
Total Cost/GSF	\$ 452
Parking fee (per space per)	\$ -
Cap Rate	<b>4.50%</b>
Return on Cost	<b>6.12%</b>
Surplus/Shortfall	\$ 9,100,000

# Bonus Option #1 VC3 – 5.5 Stories



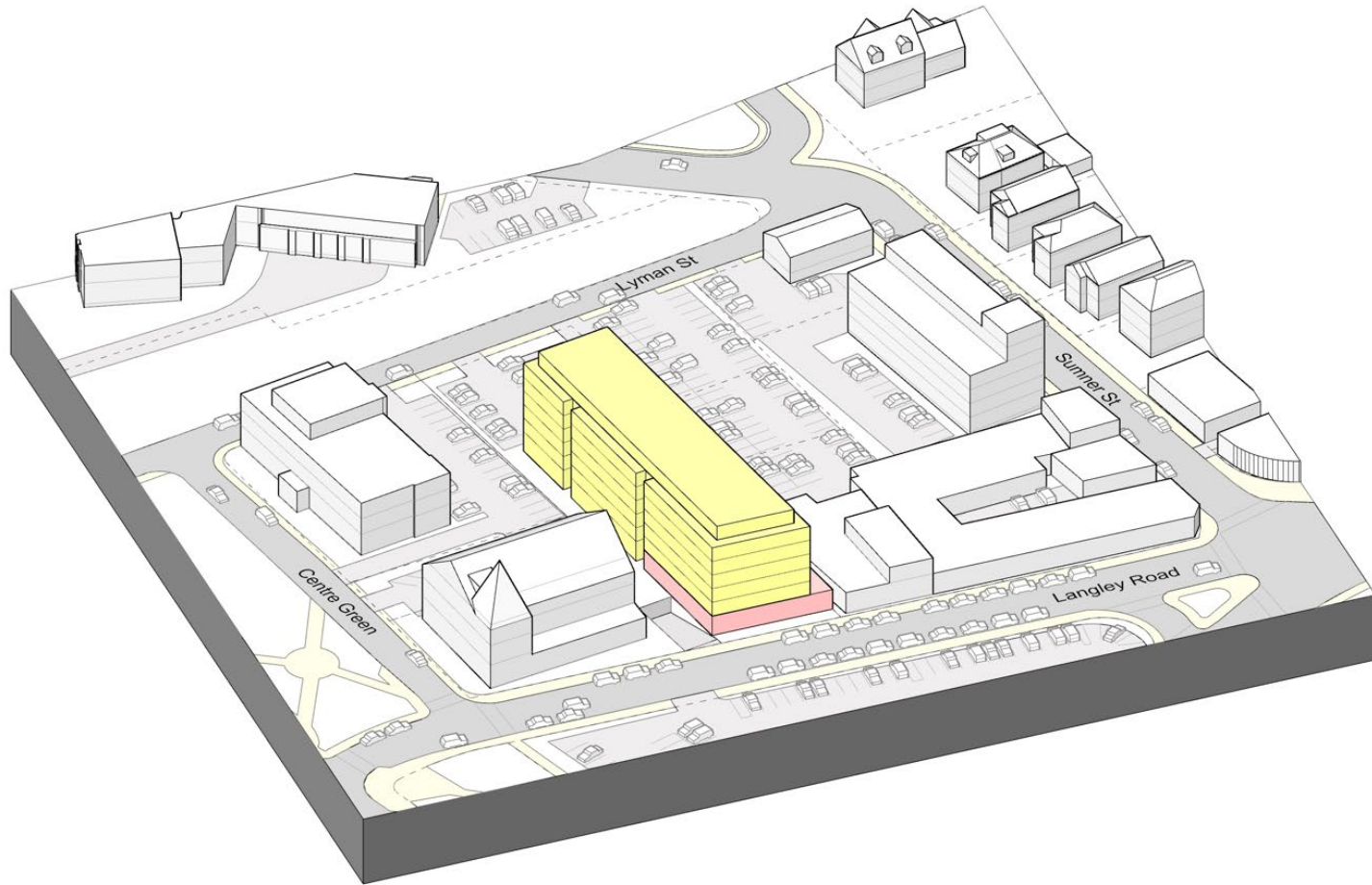
	<b>OPT 1: Retail &amp; Housing (5.5 stories)</b>
Building Footprint (sf)	16,801
Retail Area (sf)	7,370
Housing Area (sf)	82,242
Housing # of units	82
<b>Total Area (sf)</b>	<b>89,612</b>
<b>FAR</b>	<b>2.50</b>
Rqd Parking: Retail Store (Exempt)	0
Rqd Parking: Housing 0.75 per unit	--
Rqd Parking: Housing 0.5 per unit	41
<b>Total Rqd Parking</b>	<b>41</b>
Actual # of Surface Parking Spaces	19
Actual # of Underground Parking Spaces	22
<b>Actual # of Total Parking Spaces</b>	<b>41</b>

# Bonus Option #1 VC3 – 5.5 Stories



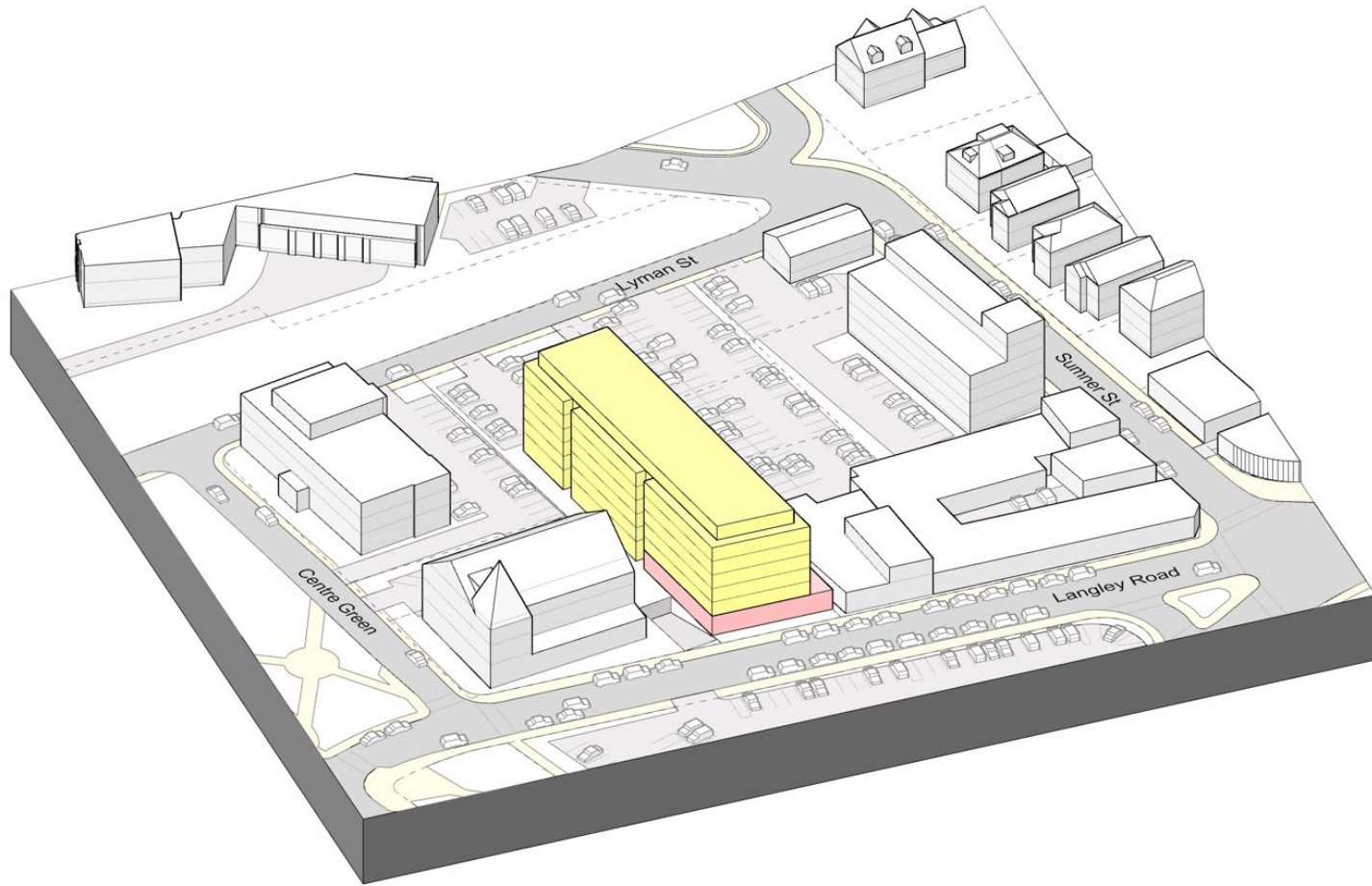
Scenario	5.5 Stories Retail & Housing Surface/Underground
Site (Acres)	0.82
FAR	2.50
Total Units	82
Affordability %	<b>30.0%</b>
Affordable Units	24.60
Average Unit Size	798
Residential Efficiency	80%
Total GSF (building only)	89,164
Parking Ratio	<b>0.50</b>
Parking Cost (podium)	\$ 57,250
Residential Rent/SF	<b>4.60</b>
AMI %	<b>65%</b>
Affordable Rent/SF	\$ <b>1.76</b>
Commercial Rent	\$ <b>42.00</b>
Hard Cost (Includes Fit out)	<b>315.00</b>
Soft Cost/Site	25%
Land Cost (per land foot)	<b>85.00</b>
Total Cost/GSF	\$ 454
Parking fee (per space per month)	<b>50.00</b>
Cap Rate	<b>4.50%</b>
NOI/Cost	<b>5.55%</b>
Surplus/Shortfall	\$ 9,500,000

# Bonus Option #2 VC3 – 6.5 Stories



	OPT 2: Retail & Housing (6.5 stories)
Building Footprint (sf)	16,801
Retail Area (sf)	7,370
Housing Area (sf)	97,565
Housing # of units	98
<b>Total Area (sf)</b>	<b>104,935</b>
<b>FAR</b>	<b>2.92</b>
Rqd Parking: Retail Store (Exempt)	0
Rqd Parking: Housing 0.75 per unit	--
Rqd Parking: Housing 0.5 per unit	49
<b>Total Rqd Parking</b>	<b>49</b>
Actual # of Surface Parking Spaces	19
Actual # of Underground Parking Spaces	30
<b>Actual # of Total Parking Spaces</b>	<b>49</b>

# Bonus Option #2 VC3 – 6.5 Stories



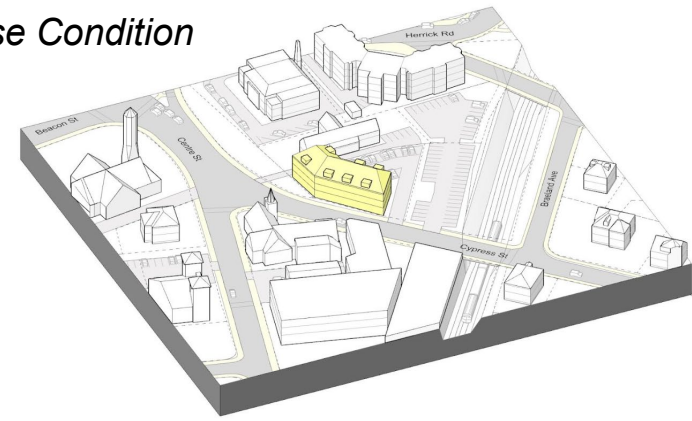
Scenario	6.5 Stories
	Retail & Housing
	Surface/Underground
Site (Acres)	0.83
FAR	2.92
Total Units	98
Affordability %	<b>34.0%</b>
Affordable Units	<b>33.32</b>
Average Unit Size	798
Residential Efficiency	80%
Total GSF (building only)	105,124
Parking Ratio	<b>0.50</b>
Parking Cost (podium)	\$ 63,900
Residential Rent/SF	<b>4.60</b>
AMI %	<b>65%</b>
Affordable Rent/SF	\$ <b>1.76</b>
Commercial Rent	\$ <b>42.00</b>
Hard Cost (Includes Fit out)	<b>315.00</b>
Soft Cost/Site	25%
Land Cost (per land foot)	<b>85.00</b>
Total Cost/GSF	\$ <b>453</b>
Parking fee (per space per	<b>50.00</b>
Cap Rate	<b>4.50%</b>
NOI/Cost	<b>5.39%</b>
Surplus/Shortfall	\$ 9,400,000

Attachment A - ZAP (3/27 Meeting)

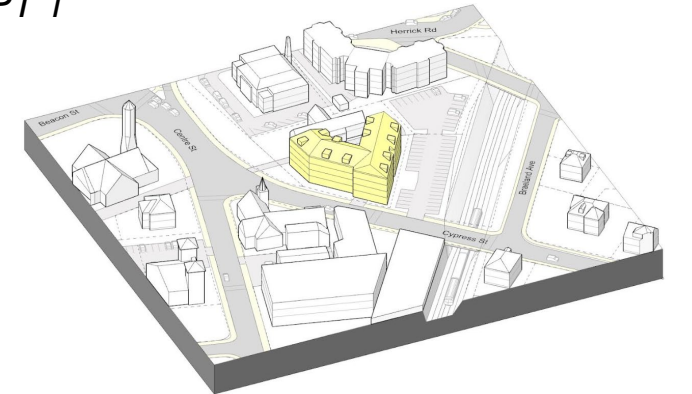


# Three Options to Test – VC2

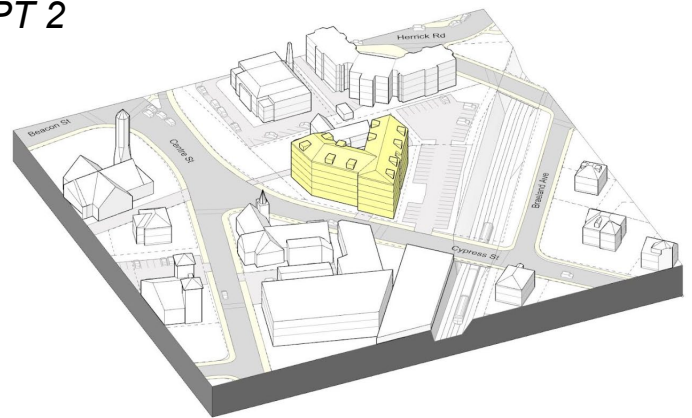
Base Condition



OPT 1



OPT 2



Lot Area (sf)	18,035		
	VC2		
	Base Condition: Housing (3.5 stories)	OPT 1: Housing (4.5 stories)	OPT 2: Housing (5.5 stories)
Building Footprint (sf)	6,544	11,043	11,043
Housing Area (sf)	23,995	51,534	62,577
Housing # of units	24	52	63
<b>Total Area (sf)</b>	<b>23,995</b>	<b>51,534</b>	<b>62,577</b>
<b>FAR</b>	<b>1.33</b>	<b>2.86</b>	<b>3.47</b>
Rqd Parking: Housing 0.75 per unit	18	--	--
Rqd Parking: Housing 0.5 per unit	--	26	31
<b>Total Rqd Parking</b>	<b>18</b>	<b>26</b>	<b>31</b>
Actual # of Surface Parking Spaces	16	0	0
Actual # of Underground Parking Spaces	0	26	27
<b>Actual # of Total Parking Spaces</b>	<b>16</b>	<b>26</b>	<b>27</b>

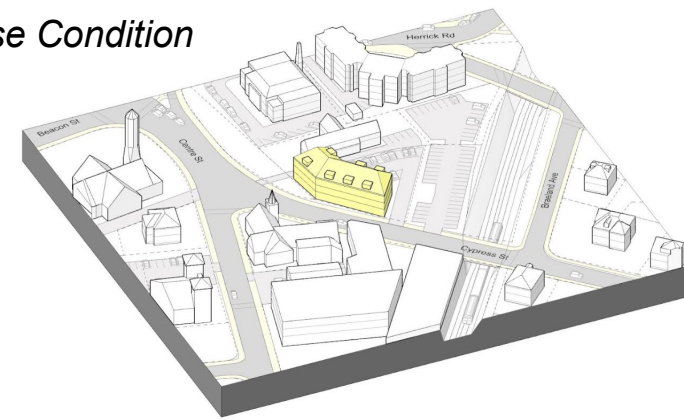
# Initial Findings - VC2

The following table was created by adding a floor of development to each scenario but keeping the “value created” for the developer constant, to determine how many additional affordable units could be supported above the base condition

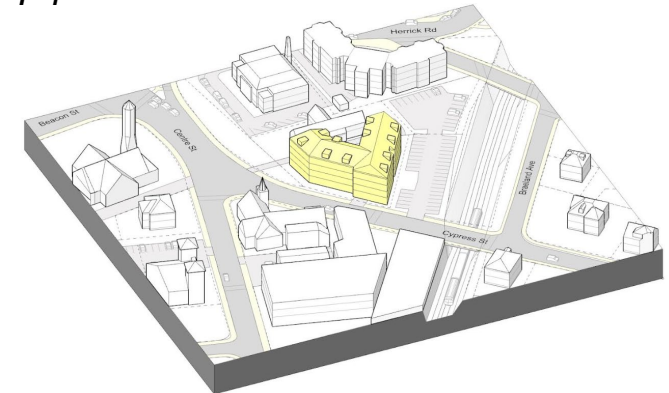
	Base Condition	OPT 1	OPT 2
Floors	3.5	4.5	5.5
FAR	1.33	2.86	3.47
Square Feet	23,940	51,870	62,843
Total Units	24	52	63
<b>Affordable Units</b>	<b>4</b>	<b>15</b>	<b>22</b>
<b>Affordable Percentage</b>	<b>17.5%</b>	<b>30.0%</b>	<b>35.0%</b>
<b>Increase in Affordable Units</b>		<b>11</b>	<b>18</b>
<b>Increase in Market Units</b>		<b>17</b>	<b>21</b>
<b>Affordable Percentage of Bonus Units</b>		<b>41%</b>	<b>46%</b>

<b>Return on Cost</b>	5.86%	5.18%	5.04%
<b>Net Operating Income</b>	\$ 700,000	\$ 1,300,000	\$ 1,500,000
<b>Value Created</b>	\$ 3,400,000	\$ 3,700,000	\$ 3,500,000

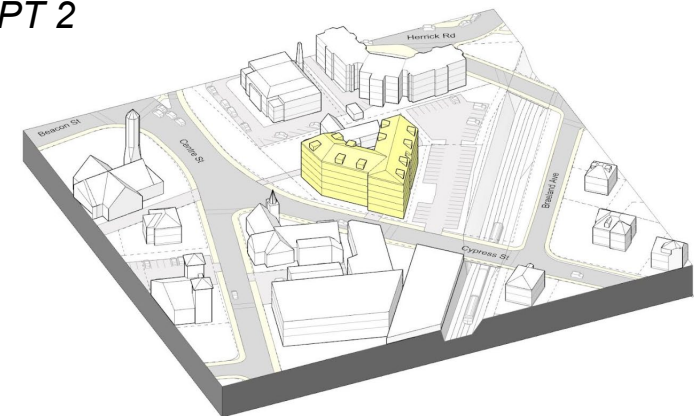
Base Condition



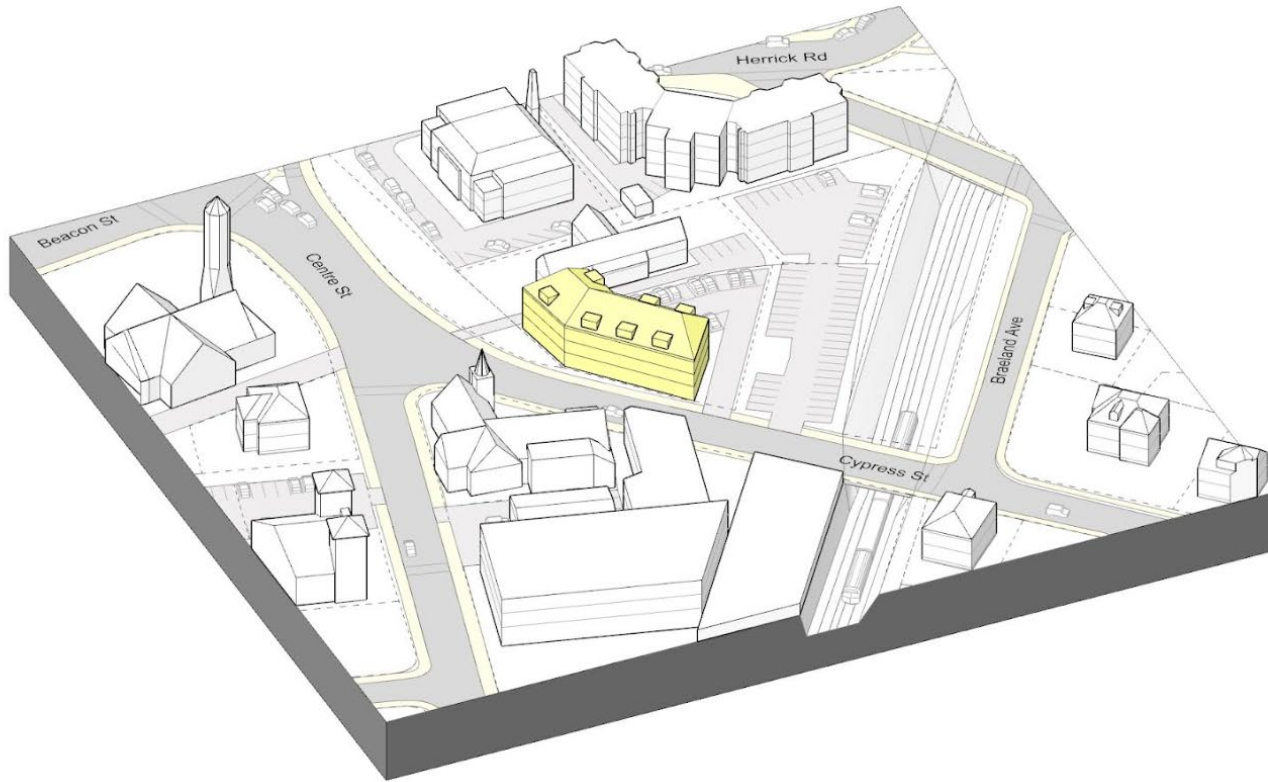
OPT 1



OPT 2

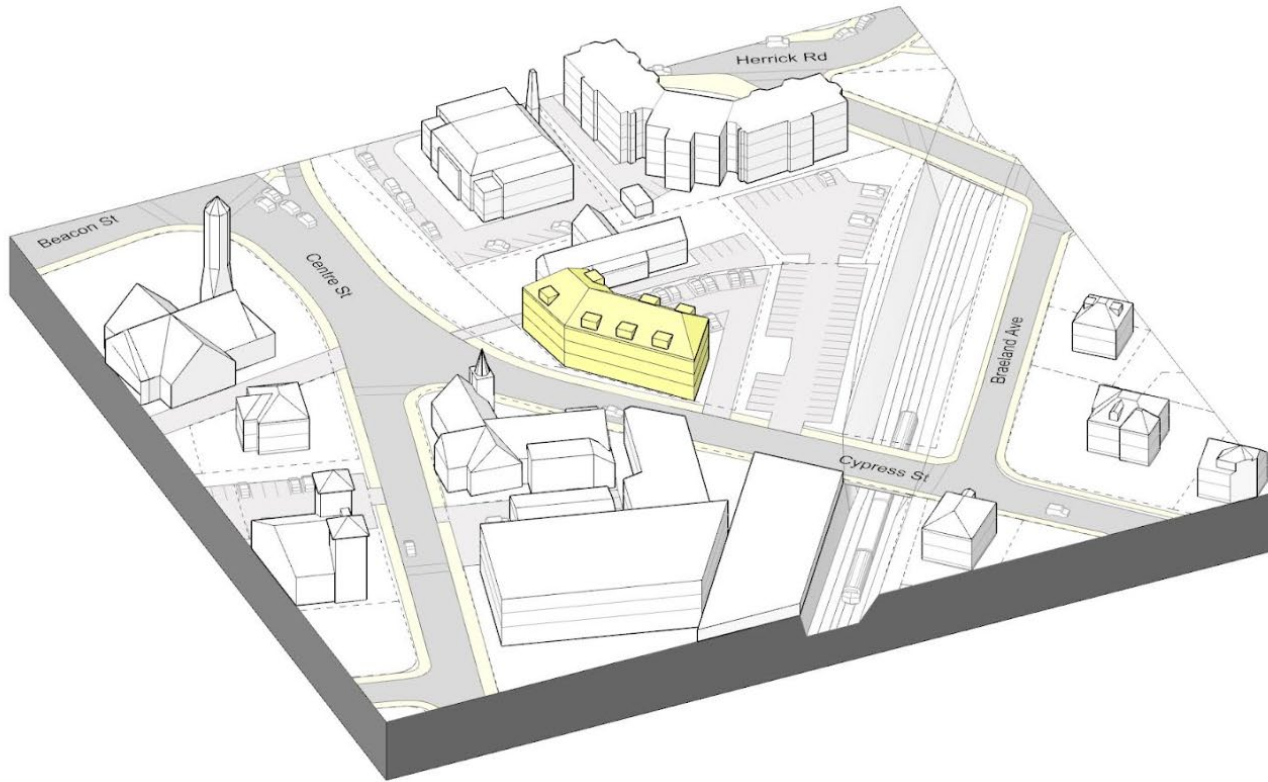


# Base Condition VC2 – 3.5 Stories



	<b>Base Condition: Housing (3.5 stories)</b>
Building Footprint (sf)	6,544
Housing Area (sf)	23,995
Housing # of units	24
<b>Total Area (sf)</b>	<b>23,995</b>
<b>FAR</b>	<b>1.33</b>
Rqd Parking: Housing 0.75 per unit	18
Rqd Parking: Housing 0.5 per unit	--
<b>Total Rqd Parking</b>	<b>18</b>
Actual # of Surface Parking Spaces	16
Actual # of Underground Parking Spaces	0
<b>Actual # of Total Parking Spaces</b>	<b>16</b>

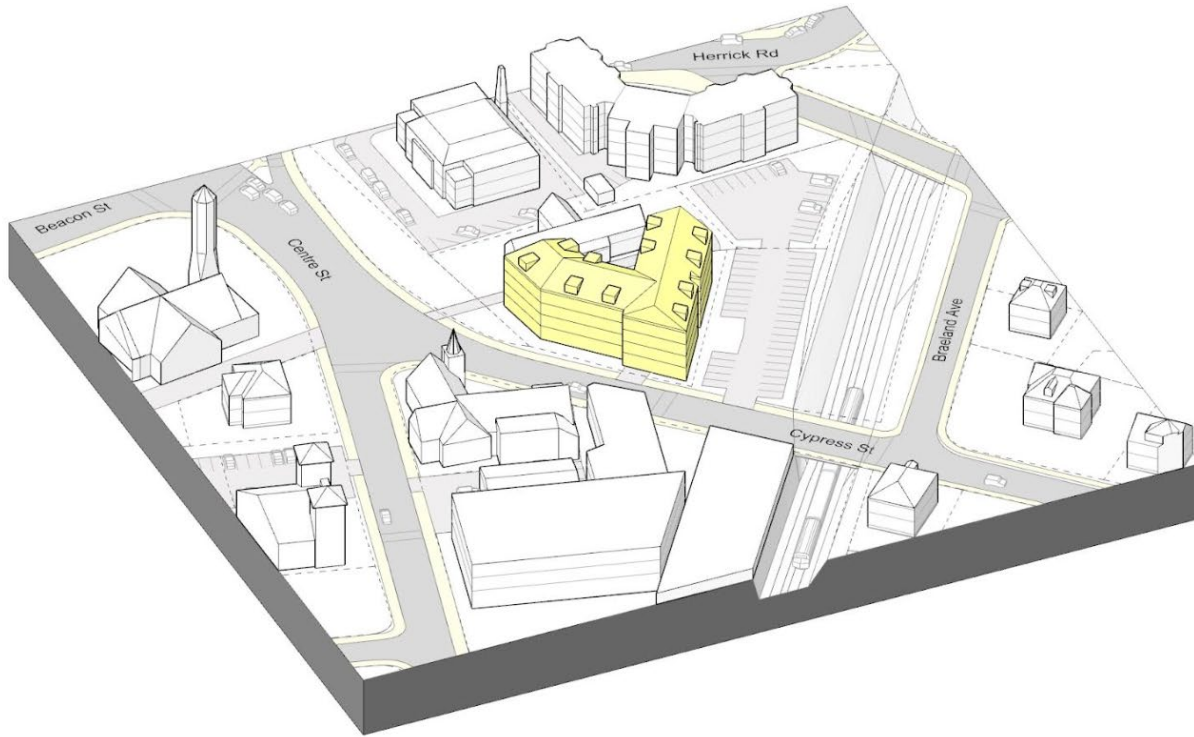
# Base Condition VC2 – 3.5 Stories



Scenario	3.5 Stories Housing Surface Parking
Site (Acres)	0.41
FAR	1.33
Total Units	24
Affordability %	<b>17.5%</b>
Affordable Units	4.20
Average Unit Size	798
Residential Efficiency	80%
Total GSF (building only)	23,940
Parking Ratio	<b>0.75</b>
Parking Cost	\$ 5,000
Residential Rent/SF	\$ <b>4.60</b>
AMI %	<b>65%</b>
Affordable Rent/SF	\$ <b>1.76</b>
Commercial Rent	\$ <b>42.00</b>
Hard Cost (Includes Fit out)	\$ <b>315.00</b>
Soft Cost/Site	25%
Land Cost (per land foot)	\$ <b>85.00</b>
Total Cost/GSF	\$ 461
Parking fee (per space per	\$ -
Cap Rate	<b>4.50%</b>
Return on Cost	<b>5.86%</b>
Surplus/Shortfall	\$ 3,400,000

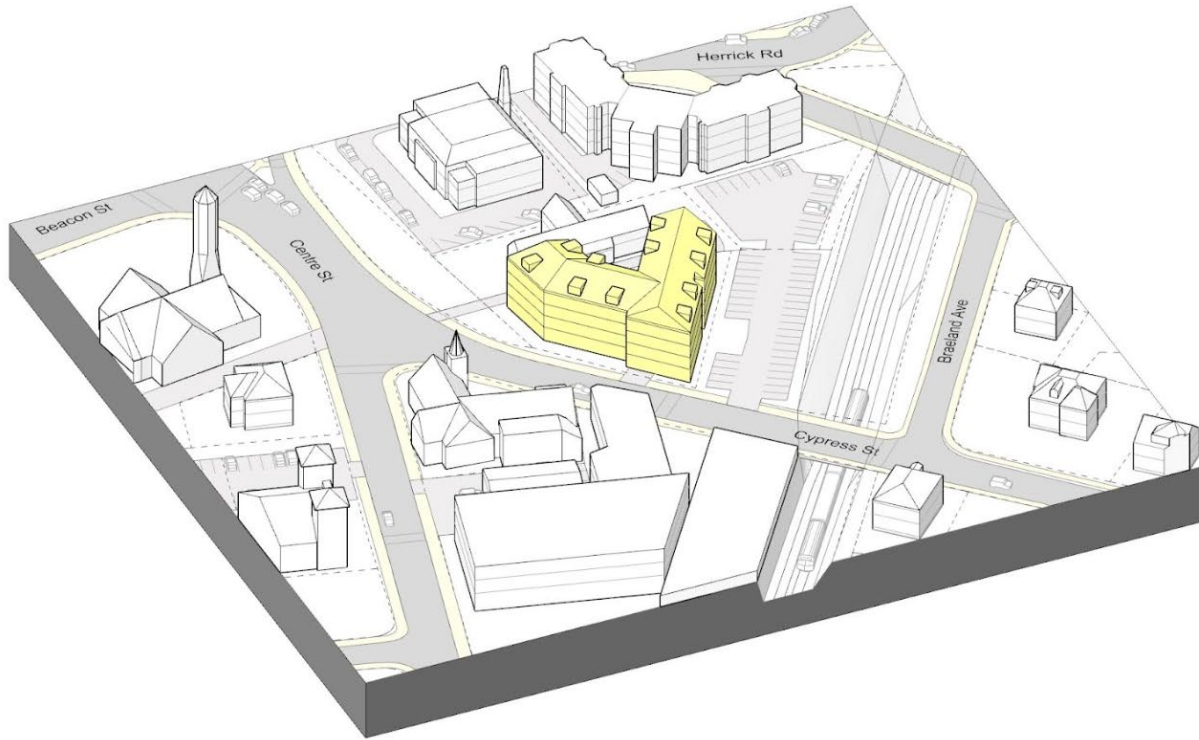
Attachment A - ZAP (3/27 Meeting)

# Bonus Option #1 VC2 – 4.5 Stories



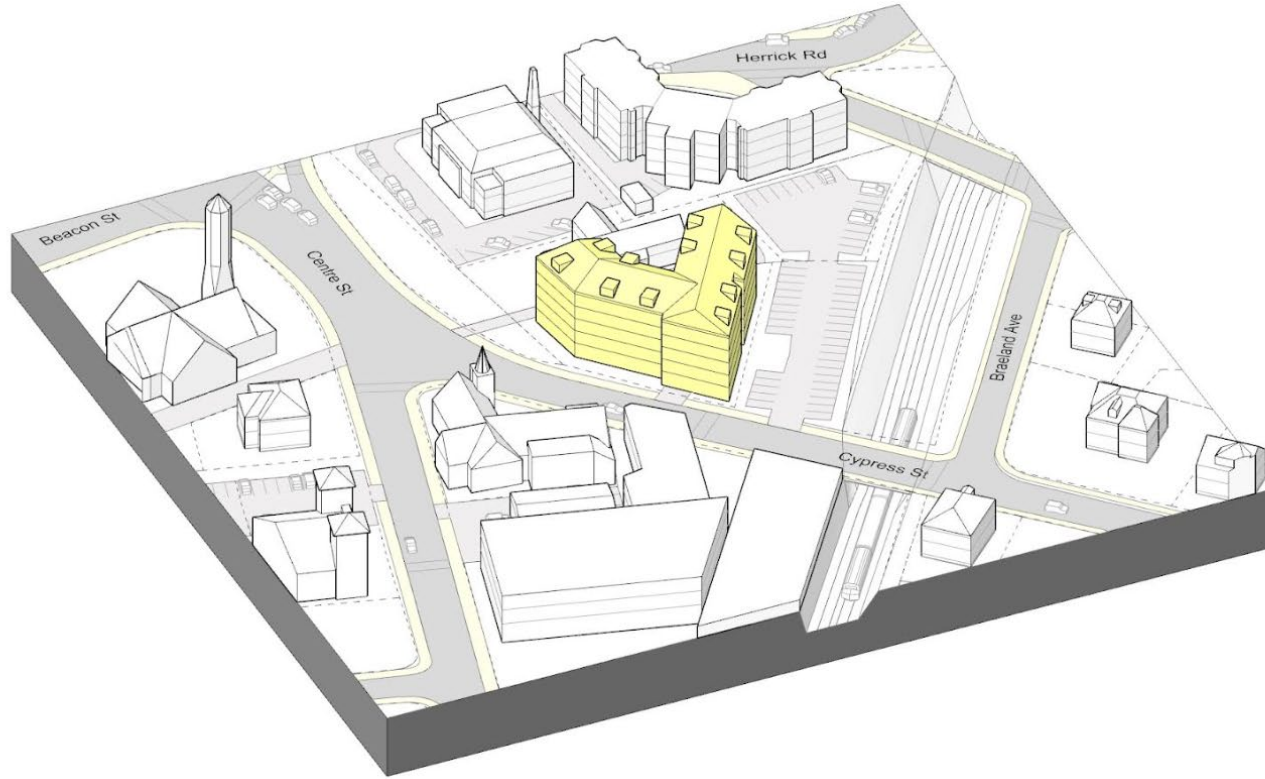
	<b>OPT 1: Housing (4.5 stories)</b>
Building Footprint (sf)	11,043
Housing Area (sf)	51,534
Housing # of units	52
<b>Total Area (sf)</b>	<b>51,534</b>
<b>FAR</b>	<b>2.86</b>
Rqd Parking: Housing 0.75 per unit	--
Rqd Parking: Housing 0.5 per unit	26
<b>Total Rqd Parking</b>	<b>26</b>
Actual # of Surface Parking Spaces	0
Actual # of Underground Parking Spaces	26
<b>Actual # of Total Parking Spaces</b>	<b>26</b>

# Bonus Option #1 VC2 – 4.5 Stories



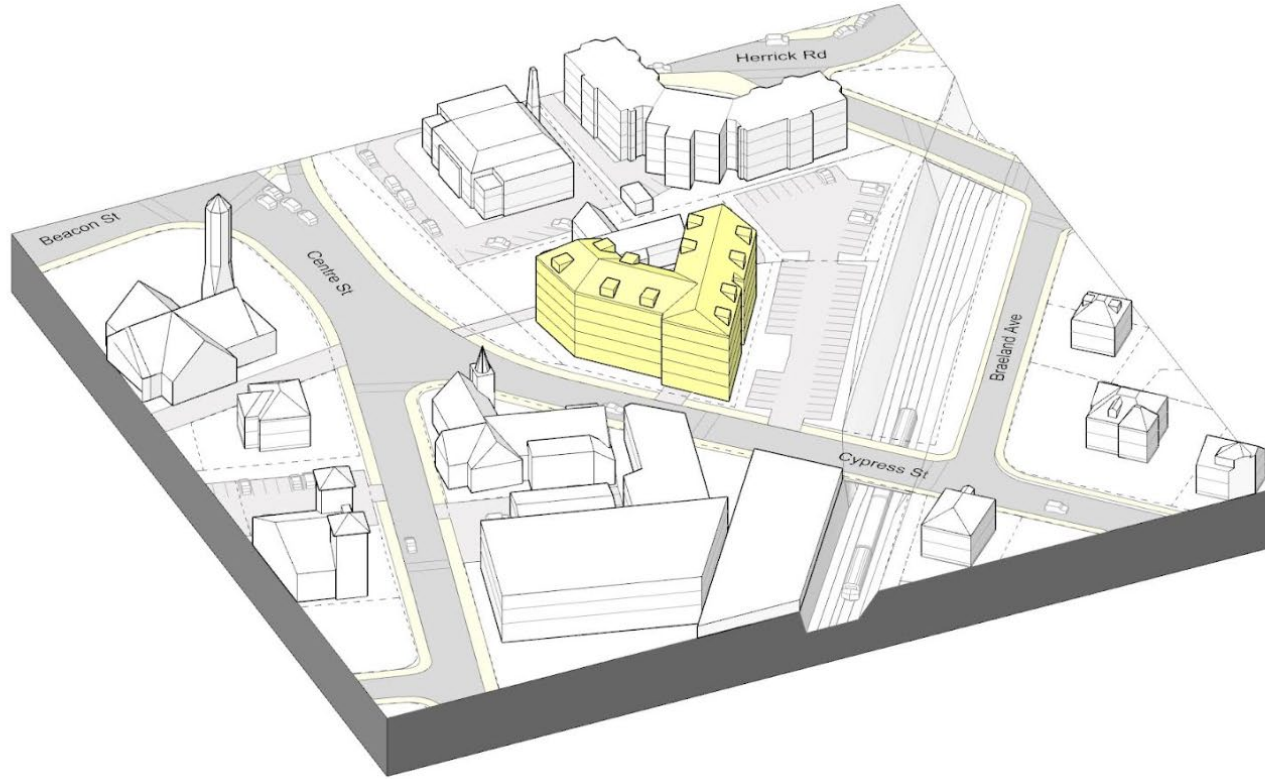
Scenario	4.5 Stories
	Housing
	Underground Parking
Site (Acres)	0.42
FAR	2.86
Total Units	52
Affordability %	<b>30.0%</b>
Affordable Units	15.60
Average Unit Size	798
Residential Efficiency	80%
Total GSF (building only)	51,870
Parking Ratio	<b>0.50</b>
Parking Cost	\$ 100,000
Residential Rent/SF	\$ <b>4.60</b>
AMI %	<b>65%</b>
Affordable Rent/SF	\$ <b>1.76</b>
Commercial Rent	\$ <b>42.00</b>
Hard Cost (Includes Fit out)	\$ <b>315.00</b>
Soft Cost/Site	25%
Land Cost (per land foot)	\$ <b>85.00</b>
Total Cost/GSF	\$ <b>474</b>
Parking fee (per space per month)	\$ <b>50.00</b>
Cap Rate	<b>4.50%</b>
Return on Cost	<b>5.18%</b>
Surplus/Shortfall	\$ 3,700,000

# Bonus Option #2 VC2 – 5.5 Stories



	<b>OPT 2: Housing (5.5 stories)</b>
Building Footprint (sf)	11,043
Housing Area (sf)	62,577
Housing # of units	63
<b>Total Area (sf)</b>	<b>62,577</b>
<b>FAR</b>	<b>3.47</b>
Rqd Parking: Housing 0.75 per unit	--
Rqd Parking: Housing 0.5 per unit	31
<b>Total Rqd Parking</b>	<b>31</b>
Actual # of Surface Parking Spaces	0
Actual # of Underground Parking Spaces	27
<b>Actual # of Total Parking Spaces</b>	<b>27</b>

# Bonus Option #2 VC2 – 5.5 Stories



Scenario	5.5 Stories Housing Underground Parking
Site (Acres)	0.42
FAR	3.47
Total Units	63
Affordability %	<b>35.0%</b>
Affordable Units	22.05
Average Unit Size	798
Residential Efficiency	80%
Total GSF (building only)	62,843
Parking Ratio	<b>0.50</b>
Parking Cost	\$ 100,000
Residential Rent/SF	\$ <b>4.60</b>
AMI %	<b>65%</b>
Affordable Rent/SF	\$ <b>1.76</b>
Commercial Rent	\$ <b>42.00</b>
Hard Cost (Includes Fit out)	\$ <b>315.00</b>
Soft Cost/Site	25%
Land Cost (per land foot)	\$ <b>85.00</b>
Total Cost/GSF	\$ <b>469</b>
Parking fee (per space per)	\$ <b>50.00</b>
Cap Rate	<b>4.50%</b>
Return on Cost	<b>5.04%</b>
Surplus/Shortfall	\$ 3,500,000



# Initial Pro Forma Input Ranges

<u>Cost</u>	<u>Range</u>
Hard (\$ / SF)	\$300 → \$350
Soft (% Hard)	20% → 25%
Site (% Hard)	4% → 8%
Operating (\$ / unit)	\$10,000 → \$14,000
Total Development (\$ / SF)	\$400 → \$475
Land (\$ / Land Foot)	\$70 → \$100
Parking (\$ / space)	\$50,000 (podium) → \$100,000 (underground)
<b><u>Revenue</u></b>	
Residential Rents (\$ / SF)	\$4.25 → \$4.75
Commercial Rents	\$40 → \$45
Parking (per month)	\$100 → \$150
Target Return on Cost	5.25% → 6%