Response to RFP
Pacifico Development

August 2019
SECTION I – FIRM BACKGROUND AND QUALIFICATIONS

1. Lead Applicant
   a. Name of Firm:
      CA Ventures
   b. Office Locations:
      130 East Randolph Street, Suite 2100, Chicago, IL 60601, USA
   c. Account Contact Information:
      Francisco Rios, VP of Investments
      +1 (305) 239-1159
      frios@ca-ventures.com

2. CA Ventures has assembled a qualified, institutional team of expert professionals:

   CA Ventures - CA Ventures is a Chicago-based real estate investment management company whose domestic and international portfolio includes assets across the senior housing, multifamily, industrial, student housing and office sectors. Vertically integrated owner, operator, manager and developer with 600+ employees. Each of our vertically integrated operating platforms is responsible for achieving best-in-class real estate development, acquisition and asset operations

   International Developer and Long-Term Investor
Vanessa Errecarte is founder and CEO of Erreco Strategies, a business and marketing consulting firm in Davis, California. Vanessa has been helping businesses, organizations and individuals achieve their growth goals for over a decade. She thrives on maximizing success and achieving measurable results for her clients through creating, targeting and delivering their business management and marketing initiatives. Specialties include market research, community outreach, earned media, digital marketing, marketing and fundraising campaign planning and implementation.

Vanessa has an M.B.A. with honors from the UC Davis Graduate School of Management and a Master’s Degree in Communication from University of the Pacific. Outside of work, Vanessa loves running in races from 5Ks to marathons, volunteering for her local Rotary club and other nonprofit boards, and spending time with her husband, daughter and son.

Experience specific to community development initiatives in Davis:
- Designed and ran focus groups with prospective local residents for the 8th and Wake graduate student housing redevelopment project (2012).
- Designed and ran focus groups with neighbors and prospective residents for the 3820 Chiles Rd Development. Also worked on branding and entitlement outreach efforts.
- Ran community outreach, neighborhood meetings, communication and entitlement outreach efforts for the Lincoln40 development project. Researched and co-designed “Lincoln Lift” affordable housing program (2017-18).
- Ran community outreach, neighborhood meeting, communication and entitlement outreach efforts for the Davis Live development project (2018).

For a full list of highlights, please visit https://errecostrategies.com/

College Town International (CTI), a Los Angeles based developer, will serve as Co-Developer for this proposed project. Presently, CTI is in the process of developing seven projects, six of which are located in California. The Company has worked on ground up projects throughout the State, and is currently overseeing developments in Northern, Central and Southern California.

CTI also has had a previous relationship working with the City on its Davis Live project, dating back to their acquisition of the Oxford Circle property from the Mosby family in August of 2016. The Davis Live project represents a strong and cohesive working relationship between the City and the developer, with the end result being a new project to add much needed beds for students within close proximity to the UC Davis campus. CTI anticipates being able to continue building upon an already strong working relationship with City staff on this particular opportunity at Pacifico.

Among CTI’s responsibilities will be to coordinate outreach on behalf of the partnership with the local community, to insure that there is ongoing dialogue and feedback with all stakeholders. It is vitally important to this team to build confidence and trust within the community, to eventually build a groundswell of support for the project.

Current CTI Projects:

Q Street Commons
6779 Q Street
Sacramento, CA 95819
UC Davis Med Center
4601-4625 10th Ave
Sacramento, CA 95820

Del Paso Heights
2330 Lexington Street
Sacramento, CA 95815

Monte & Walnut
1525 W. Monte Vista Ave
Turlock, CA 95382

The 39
1128 W. 39th Street
Los Angeles, CA 90037

Park Estates
5325 E. Pacific Coast Highway
Long Beach, CA 90804

STL 505
505 St Louis Street
Springfield, Missouri 65806
3. CA Ventures' team has significant experience in planning, financing, construction and property management, including experience with income restricted affordable housing.

4. CA Ventures and the team have the financial capacity to complete the proposed project and manage the property long-term.
FIRM PROFILE

Studio T-SQ specializes in creating vibrant and diverse community destinations, working with project stakeholders to guide community consensus, and bringing to life sustainable and dynamic spaces. As architects and planners, we will lead a team of qualified and experienced sub-consultants and engineers, guide the vision, manage each phase of design and construction, ensure quality deliverables, and exceed the project goals set forth by Signature Development and your stakeholders.

Studio T-Square is a full-service architecture, urban design, and planning firm based in Oakland, California. The Studio T-Square team works under the direction of veteran architects Chek F. Tang AIA, NCARB, Chris Lee, AIA, LEED AP, Seema Mhaskar, AIA, LEED AP, William (Bill) Williams, AIA, and Darin Schoolmeester, AIA, LEED AP, NCARB, who bring over 100 years of collective professional experience to the firm. In 2019, Studio T-Square and YHLA Architects joined forces with a commitment to doing our part to solve the Bay Area’s housing crisis. Principals Yui Hay Lee and Robert Lindley bring to the team decades of local experience, and a well-regarded reputation for design excellence, development knowledge, and client service.

First and foremost, we are strong advocates for contextual, responsible design, and have a great respect for existing and emerging communities. Understanding that each of our projects is part of a larger whole, we believe in working together to create strong connections that build and reinforce community. Our team takes a thoughtful approach to all types of projects – balancing the man-made and the natural ecology in our planning work; complementing the existing physical, historical, and cultural context of our urban design projects; and following architecture’s essential humanism in our design efforts.

For us, the bottom line is that we take all of our projects very seriously and recognize that while it is hard work, it’s also a distinct privilege to be doing what we love every day – helping to create successful communities for people. And, we take special pride in our local work – after all this is our neighborhood and community as well. We will continue to watch this new piece of the community develop, evolve and we hope, ultimately provide rich and meaningful lives for the residents who will live in this neighborhood into the future.
ROBERT LINDLEY
AIA, NCARB
PRINCIPAL-IN-CHARGE

Robert Lindley has over 36 years’ experience in a wide range of project types including residential, office, commercial, industrial, research laboratory, educational, recreational and historic preservation / adaptive re-use. Joining YHLA in 1985 and Studio T-SQ in 2019, Robert has been the pivotal force behind many of YHLA’s award winning projects and has designed some of the firm’s most prominent and distinguished projects including Ultimar, a 400 unit coastal high-rise housing community in Clearwater Florida, Frank H. Ogawa City Hall Plaza at the Oakland Civic Center and Swan’s Marketplace in Old Oakland, a project which has won numerous awards.

Robert has designed and directed the completion of a variety of projects in the Sacramento Region including the award-winning Sacramento Natural Foods Coop Market and 4-level Parking Structure, Curtis Park Court Senior Affordable Housing and the Del Rio Live-Work Lofts. A trio of innovative urban in-fill mixed-use buildings, the McCormick and Roe Buildings in Davis and the Sutter Court Building in Old Town Folsom, carefully integrate housing, commercial and office components into established downtown redevelopment districts and represent exemplary prototypes for green, transit-oriented development. Recently completed projects include a number of sustainable affordable housing and mixed use projects in Sacramento, El Monte, Pittsburg and Kings Beach Lake Tahoe, continuing a commitment to quality design and energy-efficient, environmentally appropriate development. New work in progress includes a 380 unit residential high rise in Oakland Chinatown, a 111 unit “affordable-by-design” work-live complex in West Oakland and a 63 unit senior affordable housing project with adjacent senior community center for the City of Winters.

Selected City of Davis Project Experience

- Del Rio Live-Work Lofts
- Arbor Building / VDX Veterinary Pathology Offices
- Roe Building Residential and Commercial Mixed-Use
- McCormick Building Residential and Commercial Mixed-Use
- 3+G Building Retail and Office Mixed-Use
- Bistro 33 Restaurant & Bar / Davis Historic City Hall
- Mishka’s Café and Office Mixed Use
- Far Western Anthropological Research Group Office Building
- Helmus Building Optometry Clinic and Professional Offices
- Madson Center Office Condominiums
- All Things Right and Relevant Building Retail Consignment Store
- Davis Indoor Sports Center
- Davis Home Trends Retail Store
- Klein Educational Systems Office Building
- Harrison Insurance Office Building
- Pamela Trokanski Dance Theater
- Brady Family Aquatics Building

REGISTRATION
Registered Architect in
California: C-18214
Hawaii: 16612

EDUCATION
Bachelor of Arts in Architecture with High Honors, University of California, Berkeley

PROFESSIONAL AFFILIATIONS
American Institute of Architects (AIA)
National Council Architectural Registration Boards (NCARB)
Village Homes Architectural Review Board (past president), Davis, California
Bay Area Chapter A.D.P.S.R. (founding member), San Francisco Bay Area, California
AIA California Emergency Design Assistance Team (C.E.D.A.T.), Oakland, California

AWARDS
Sacramento Business Journal “Best Real Estate Project” - Sac Natural Foods Coop
National AIA & HUD Secretary Award for “Community Informed Design” - Kings Beach Housing
California Preservation Foundation Award “Rehabilitation” Temple Art Lofts
Sacramento Business Journal “Best Historical Adaptation” Davis City Hall & Bistro 33
Sacramento Business Journal “Best Commercial Development” McCormick Building
Sacramento Business Journal “Best In-fill Housing” La Valentina North
EPA “National Smart Growth Award” La Valentina North
MARK STEPPAN
AIA, CSI, NCARB
DIR. OF ARCHITECTURE, QA/QC

Joining STS in 2018 Mark is a licensed architect with over 38 years of experience in the design and construction of a wide variety of project types including educational, institutional, civic, commercial, and student housing, with much of his career focusing on multi-family and mixed-use residential projects. Mark’s responsibilities include managing projects from conception through construction, on both renovation and new construction projects.

As Director of Architecture, Mark has authored Office Production Standards, QA/QC Process/Plan Guidelines and is overseeing the QA/QC and Risk Management processes for Studio T-SQ. He has led office seminars on housing accessibility, construction defects and how to improve documentation to minimize the potential construction issues. Mark was the chair of the Professional Practice Forum at the East Bay Chapter of the AIA and has been sitting on the Board of Directors for the last 4 years and is concluding his leading of the chapter as their current President focusing on the practice of architecture and how the AIA can further assist the profession and the public.

Selected Projects

- 1470 N 4th, San Jose
- Santa Clara Square 6 & 7, Irvine Company (ongoing)
- Webster Emerson, UC Davis
- Tercero Student Housing, UC Davis
- Hodo Residence College Student Housing, Houston Baptist University
- Rincon Apartments, San Jose
- Villa Montgomery, Redwood City
- Murphy Ranch in Morgan Hill

REGISTRATION
Registered Architect in California C-18032, Nevada, and New Jersey

EDUCATION
Bachelor of Arts in Architecture, University of California, Berkeley

PROFESSIONAL AFFILIATIONS
- American Institute of Architects (AIA), Current President of AIA East Bay Chapter (AIAEB)
- National Council of Architectural Registration Boards (NCARB)
- Construction Specifications Institute (CSI)
SARA LISS-KATZ  
RLA  
PLANNING DIRECTOR

Sara brings to each of her projects the passion to create environments that enrich people's lives. She approaches her designs on both an intellectual and artistic manner, and believes that good design should always evolve from an overarching "big idea". Her projects reflect her belief that design comes from collaboration, and not just from “doing”, but from careful listening. Each project to Sara, is different – there is always the opportunity and challenge to innovate, create a uniquely suited environment that is aesthetically pleasing, environmentally responsible, and provides ultimate benefit to her clients and all end users.

While Sara’s career has included many international projects she continues today to focus on projects closer to home. Sara has worked with the Chinatown coalition over the past 10 years to ensure that planning and development reflect and support the ongoing needs of the community. She has led multi-disciplinary teams on numerous urban design efforts including Metro in Foster City, Esquire Plaza in Sacramento and Jack London Square in Oakland.

Sara’s current work includes a 290 unit project for Santa Clara University and a 69-unit TOD project adjacent to VTA’s Tamien Station in San Jose.

**Selected Projects**

- Santa Clara University Faculty & Staff Housing - 290 units with technology incubator offices
- Gateway at Millbrae BART station, TOD
- Tamien Station - 565 Unit multi-family TOD at VTA/CalTrain BART Station
- Menlo Park Multi-family Feasibility Study, Menlo Park, CA
- Evergreen Master Plan, San Jose, CA
- Old Warm Springs Master Plan, Fremont, CA
- Sanya Bay New Town – Beauty City, Sanya, Hainan Island, China
- Esquire Plaza, Sacramento, CA (project with HOK)
- Lusail Master Plan, Doha, Qatar (project with HOK)
- Alameda Point Master Plan, Alameda, California (project with HOK)
- IDEC Pharmaceuticals, La Jolla, California (project with HOK)
- Metro Center, Foster City, California (project with HOK)
- Advanced Micro Devices Headquarters, Sunnyvale, California (project with HOK)
- USAA Western Regional Operating Center, Phoenix, AZ - Flexible 500 acre Master Plan
LOCAL DAVIS PROJECT EXPERIENCE

ROE BUILDING

3 STORIES/MIXED USE/17,000 SF

A three-story mixed-use project in downtown Davis with first floor retail / restaurant space and eight two-story loft residences above. The 17,000 SF building has a playful assemblage of forms creating a “gateway” to downtown Davis. The “Art Deco” design cues allude to the site’s former “Streamline Moderne” gas station. The design also captures the spirit of nearby light industrial and manufacturing buildings. The stepped roofline creates dynamic interior living spaces, enhanced sun and light penetration and a comfortably scaled and lively street edge.

DAVIS LIVE

70 UNIT/440 BED

A direct response to the pressing need to provide housing for students at UC Davis’s growing instution and to do so at an appropriate central location. Directly adjacent to the campus and commercial services – Davis Live is uniquely suited to a high density, bicycle & pedestrian oriented neighbourhood. It creates a welcoming scale while acting as a welcoming gateway to the University from the west. The project is designed to maximize the use of the site while maintaining conformity with community standards and minimizing any adverse impact a sizeable development could have. Meeks + Partners is the AOR for this project.
LOCAL DAVIS PROJECT EXPERIENCE

**MCCORMICK BUILDING**

30,000 SF/MIXED USE

The building uniquely interprets the craftsman style and comfortably blends with a transitional residential / commercial downtown neighborhood. The 30,000 SF mixed-use in-fill project was awarded “Best Commercial Development” for Yolo County in 2003 by the Sacramento Business Journal and also won the top award for “Excellence in New Downtown Construction” for 2003–2005 from the Davis Downtown Business Association. The three-plus story development combines eight luxury townhouse live-work lofts with 17,000 SF of retail and office space and strengthens the historic architectural heritage of the neighborhood while incorporating many green design feature.

**DEL RIO LIVE-WORK**

Del Rio Live-Work features 16 three-story townhouse units arranged around a central court on a one-acre site in East Davis. With frontages on three streets and the Davis bike path, the ground floors of each unit have a commercial space with a shared entry to an upper level two-bedroom loft-style living unit. Owners can live and work at one location, or have the flexibility to lease out either the commercial or living space to offset costs. The “industrial chic” units are highly energy-efficient, with roof-top solar PV.
3. CA Ventures' team has significant experience in planning, financing, construction and property management, including experience with income restricted affordable housing.

4. CA Ventures and the team have the financial capacity to complete the proposed project and manage the property long-term.
5. List of similar residential property developed, owned, leased and/or managed and any projects currently under development.

<table>
<thead>
<tr>
<th>Project</th>
<th>Locations</th>
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<tbody>
<tr>
<td>Link Evanston</td>
<td>Evanston, IL</td>
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<tr>
<td>The Sheridan at Birmingham</td>
<td>Birmingham, MI</td>
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<tr>
<td>Landmark</td>
<td>Ann Arbor, MI</td>
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<tr>
<td>Uncommon Charlottesville</td>
<td>Charlottesville, VA</td>
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<td>Uncommon Fort Collins</td>
<td>Fort Collins, CO</td>
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<tr>
<td>The Link University City</td>
<td>Philadelphia, PA</td>
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SECTION II – PROJECT PROPOSAL (THE LINK DAVIS)

1. Project Summary

The Link Davis is a proposed multifamily residential development at 1752 Drew Circle in Davis, California. The 1.53-acre site is located at the southern border of Davis, at the end of Drew Circle and along Putah Creek. It is bordered to the north by student housing, to the west by multi-family housing, to the south by a City greenbelt/bike path and Putah Creek, and to the east by single family homes. The site is 1 mile from several corporate offices, Kaiser Permanente, Physical Edge, Marrone Bio Innovations, West Yost, SunWest Foods, ADM, Blue Oak Energy, MLJ Environmental and more, Interstate 80 and downtown Davis are within approximately one mile of the site, and UC Davis is within approximately two miles. The project will replace four buildings.

After listening to comments from surrounding neighbors and residents of the Pacifico Housing Community in the two Davis City Council Meetings preceding this RFP, our team deduced the following themes based on the sentiments of public comments provided.

Existing residents:

- Existing residents at the Pacifico Affordable Housing Development appreciate having a place to live, especially since many of them are at risk of or transitioning from homelessness.
- While existing residents are appreciative of the opportunity to have housing, some feel exposed to conditions that impede their ability to live safely and productively.
- The layout makes privacy challenging.
• The layout makes mealtimes and access to kitchen appliances challenging.

Existing neighbors:
  o Neighbors in the Oakshade neighborhood reported incidents of harassment or disturbance originating from the Pacifico housing development, including the use of illegal fireworks, loitering and other complaints.
  o Neighbors reported feeling that the use of Pacifico was not suited to the site due to lack of monitoring and safety concerns.
  o Neighbors on Evergreen court, which directly borders the eastern side of the Pacifico development, complained about their street being used as a “shortcut” to nearby shopping.
  o Neighbors also complained about the use of the Pacifico Housing Development deviating from its original use of student cooperative affordable housing (of which many reported they were in favor).
  o One community manager of a nearby multifamily housing development complained of Pacifico residents loitering on her property and reported that other managers or surrounding developments complained to her of the same problems.

Community residents:
  • Representatives from NAMI Yolo emphasized the need for transitional housing for individuals under their care.
  • Other community residents spoke out about the need for transitional housing, especially for homeless individuals or those actively trying to come out of homelessness.

Our approach:

Our goal is to take a thoughtful and integrative approach to address both the needs of the Davis community, the surrounding residents, and the sentiments of current residents at Pacifico to ultimately design a multifamily living community that would promote harmony among the neighborhood and fill unmet needs in the City of Davis.

Recently, the City Council has approved several key projects to alleviate the housing crisis in Davis. Most of these projects (Nishi, Lincoln40, Sterling and Davis Live) have been oriented to student living.

Because of our team’s history in Davis, we have a keen understanding of the need for a variety of housing types in town. Two areas where Davis lacks inventory are rental housing designed for working professionals and affordable family rental housing. As such, we’ve sought to develop a project that would welcome professionals and families.
The project’s close proximity to the downtown, in addition to its close proximity (less than one mile) to many South Davis businesses (e.g. Kaiser Permanente, Physical Edge, Marrone Bio Innovations, West Yost, SunWest Foods, ADM, Blue Oak Energy, MIJ Environmental and more), makes this an ideal location for the type of prospective residents cited above who cannot or do not want to purchase a home.

Additionally, we recognize the need for affordable housing in Davis. We are proud to incorporate the 15%, (5% extremely low, 5% very low, 5% low) City goal of affordable housing within our proposed development. We feel that it is particularly important for people to have the option to live in the same community in which they work and believe that our proposed development will provide opportunities for individuals to achieve that.

Finally, our proposed housing development has convenient access to the Oakshade shopping center and Montgomery Elementary school, allowing residents to use bicycle and foot transportation often. This is also consistent with the flow of the surrounding neighborhood and the City of Davis’ conservation goals.

Finally, several other multifamily developments currently exist next to Pacifico including Octave, Sharps & Flats, Tanglewood, and DaVinci. Our team will take an integrative approach, hosting focus groups and community meetings with both existing neighbors and prospective residents, to ensure that our amenities and shared spaces foster a vibrant, inclusive and cohesive community.

The Link Davis development is a proposed residential development planned with 125 units, with a diversified mix of 23 studios, 14 one-bedroom units, 54 two-bedroom units, and 34 three-bedroom. The residential development is intended to primarily serve young professionals, empty nesters and students.

The development will be owned and property managed by CA Ventures. CA Ventures is a long-term focused real estate investment management firm with operations in the U.S., Europe and Latin America. CA’s property management of the building will feature a high touchpoint approach with tenants as professionals will know each tenant by name; 24 hours on-call staff for emergency maintenance and critical needs; and monthly resident programming to foster a sense of community. The building will be fully secure, including an integrated security system and access control at all entry points and vehicular access control provided at both entrances to the parking structure.

The building is planned to be 5 stories, with material and planar transitions incorporated to soften the scale of the building, particularly along the south façade most visible from the bike path. The exterior façade will be designed in a Contextual Contemporary language – with more traditional materials utilized in a contemporary expression. The rendering below is for rough concept only and primarily intended to convey general massing.
The Project will not request a City subsidy. The Project will not include Yolo County’s proposed Adult Residential Facility onsite.

The Project fulfills the City Council goals and objectives, including the following:

- The Project will create new housing that is open to the entire community, targeted to empty nesters, young professionals and students.
- The Project is a continuation of the interconnectivity along the City greenbelt/bike path
- Replacement of obsolete and blighted structures with new more secure, safe and energy efficient construction
- During the joint City Council/Planning Commission meeting on July 11, 2017, the Council identified increasing the City’s .2% vacancy rate as a top priority. While progress has been made in subsequent years (according to the annual UC Davis Housing Survey, the vacancy rate is now .4%), more inventory must be built to achieve the healthy, 3-5% vacancy rate that was cited at that meeting as a goal.
- Additionally, the Davis City Council has made clear its intent for its local workforce to have the ability to live near their places of work. As such, this would be one of the only housing communities in Davis geared toward working professionals both by location and design.
- Finally, the City Council has suggested that all new multifamily construction should provide 15% of its beds at an affordable rate.

2. **Project Design**
3. 

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