



*Sustainable Development*

RECEIVED  
CITY OF OAKLAND  
CEDA

2009 NOV 31 PM 2:32

December 1, 2009

City of Oakland  
Community and Economic Development Agency  
250 Frank Ogawa Plaza, Suite 5313  
Oakland, CA 94612

RE: Notice of Development Opportunity; Parcel No. 4 (Foothill & Seminary)

Dear Mr. Larry Gallegos,

Please accept the following proposal by Sunfield Development, LLC, for the Foothill & Seminary parcel (Agency Owned Parcel No. 4.) We have proposed to build a small retail center which would include two tenants. Part of our Team is the owner and operator of a Hispanic grocery store called Tu Mercado. They will take Building A, which is 20,000 square feet. The other Building which we imagine will be a pharmacy will be 14,500 square feet. There will be 103 parking spaces. We are proposing two options for the land purchase. One would be an outright purchase and the other could be an option to buy or lease. Either way the amount of the land price, whether paid up front or is the present value of lease payments will remain the same. Thank you.

Sincerely,

Sid Afshar  
President

**Cole, Doug**

RECEIVED  
CITY OF OAKLAND  
CEDA

**From:** Daniel Goncharoff [dgoncharoff@sbcglobal.net]  
**Sent:** Tuesday, December 01, 2009 2:17 PM  
**To:** Cole, Doug  
**Cc:** Sid Afshar  
**Subject:** City of Oakland Projects  
**Attachments:** Intro Letter Foothill.doc; Attachment 3 Foothill.doc

2009 NOV 31 PM 2:32

Here is the Cover Letter and Attachment 3 for Parcel 4, Foothill & Seminary. Full package to come.

Daniel Goncharoff, CPA  
VP of Real Estate Development  
Sunfield development, LLC  
114 Camino Pablo  
Orinda, CA 94563  
Office: 925-258-0886  
Fax: 925-258-9779  
Cell: 408-421-4769  
[www.sunfielddevelopment.com](http://www.sunfielddevelopment.com)

12/1/2009

## PROPOSED PROJECT SUBMITTAL SUMMARY FORM

### Oakland Redevelopment Agency Owned Parcel Notice of Development Opportunity Proposed Project Submittal Summary Form

I. **Project Site:** Foothill & Seminary, Agency Owned Parcel No. 4

**Project Description:** The Seminary & Foothill project site encompasses approximately 70,190 square feet and is bounded by Foothill Blvd., Seminary Avenue and Bancroft Avenue in East Oakland. The site has great potential of being developed as a neighborhood retail center. Sunfield Development proposes to redevelop this site with about 20,000 square feet of specialty supermarket at the corner of Foothill and Seminary and additional 14,500 square feet of retail along Foothill Blvd., with a total of approximately 103 parking spaces serving both commercial buildings.

II. Land Offer: \$2,456,197 other option is for a lease to buy opportunity.

III. Development Team:

Developer	Co-Developer / Tenant
Contact Name: Sid Afshar	Contact Name: Bob Robinson
Company: Sunfield Development	Company: Mex/USA
Address: 114 Camino Pablo, Orinda, CA 94563	Address: 8525 Oak Arbor Court, Fair Oaks, CA 95628
Telephone: (925) 258-0886	Telephone: (916) 293-8417
Fax: (925) 258-9779	Fax: (916) 293-8417
Email: <a href="mailto:sidafshar@sunfielddevelopment.com">sidafshar@sunfielddevelopment.com</a>	Email: <a href="mailto:hotelconsult@aol.com">hotelconsult@aol.com</a>
Architect	Contractor
Contact Name: Dilip Nandwana	Contact Name: Carl Overaa
Company: International Parking Design	Company: C. Overaa & Company
Address: 1201 Marina Village Parkway, Suite 100, Alameda, CA 94501	Address: 200 Parr Blvd., Richmond, CA 94801
Telephone: (510) 473-0300	Telephone: (510) 234-0926
Fax: (510) 473-0310	Fax: (510) 237-2435
Email: <a href="mailto:dnandwana@ipd-oak.com">dnandwana@ipd-oak.com</a>	Email: <a href="mailto:carl@overaa.com">carl@overaa.com</a>
Financial Institutions	
Contact Name: James Falaschi	
Company: Bay Area Regional Center	
Address: 38 Webster Street, 2 <sup>nd</sup> Floor, Oakland, CA 94607	
Telephone: (510) 625-1510	
Fax: (510) 625-1502	
Email: <a href="mailto:jim@bayarearc.com">jim@bayarearc.com</a>	

IV. Check List	Tab Number
Item	
1) Introduction	1
a) Cover letter	1A
b) Attachment 3	1B
2) Experience	2
a) Development Experience	2A
b) Previous Projects	2A
c) List of Judgmental/Litigation	2B
3) Financial Resources	3
a) Evidence of Financial Resources	3A
b) Agency/City Participation	2A
c) Conceptual Pro Forma	3B
d) Development Schedule	3C
e) Property Management/Sales Plan	3D
4) Project Design	4
a) Description of Project	4A
b) Conceptual Floor Plan and Elevations	4A



**Agency owned parcel No. 4  
Foothill & Seminary**

**Submitted by Sunfield Development**

**Notice of Development of Development Opportunity  
by the City of Oakland**

**City of Oakland  
Community and Economic Development Agency  
250 Frank Ogawa Plaza, 5<sup>th</sup> Floor  
Oakland, CA 94612**

**December 1, 2009**

RECEIVED  
CITY OF OAKLAND  
RENT ARBITRATION PROGRAM  
2009 DEC - 1 PM 4:55



December 1, 2009

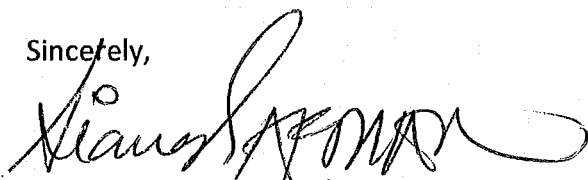
City of Oakland  
Community and Economic Development Agency  
250 Frank Ogawa Plaza, Suite 5313  
Oakland, CA 94612

RE: Notice of Development Opportunity; Parcel No. 4 (Foothill & Seminary)

Dear Mr. Larry Gallegos,

Please accept the following proposal by Sunfield Development, LLC, for the Foothill & Seminary parcel (Agency Owned Parcel No. 4.) We have proposed to build a small retail center which would include two tenants. Part of our Team is the owner and operator of a Hispanic grocery store called Tu Mercado. They will take Building A, which is 20,000 square feet. The other Building which we imagine will be a pharmacy will be 14,500 square feet. There will be 103 parking spaces. We are proposing two options for the land purchase. One would be an outright purchase and the other could be an option to buy or lease. Either way the amount of the land price, whether paid up front or is the present value of lease payments will remain the same. Thank you.

Sincerely,

  
Sid Afshar  
President  
12/1/09

## PROPOSED PROJECT SUBMITTAL SUMMARY FORM

### Oakland Redevelopment Agency Owned Parcel Notice of Development Opportunity Proposed Project Submittal Summary Form

**I. Project Site:** Foothill & Seminary, Agency Owned Parcel No. 4

**Project Description:** The Seminary & Foothill project site encompasses approximately 70,190 square feet and is bounded by Foothill Blvd., Seminary Avenue and Bancroft Avenue in East Oakland. The site has great potential of being developed as a neighborhood retail center. Sunfield Development proposes to redevelop this site with about 20,000 square feet of specialty supermarket at the corner of Foothill and Seminary and additional 14,500 square feet of retail along Foothill Blvd., with a total of approximately 103 parking spaces serving both commercial buildings.

**II. Land Offer:** \$2,456,197 other option is for a lease to buy opportunity.

**III. Development Team:**

<b>Developer</b>	<b>Co-Developer / Tenant</b>
Contact Name: Sid Afshar	Contact Name: Bob Robinson
Company: Sunfield Development	Company: Mex/USA
Address: 114 Camino Pablo, Orinda, CA 94563	Address: 8525 Oak Arbor Court, Fair Oaks, CA 95628
Telephone: (925) 258-0886	Telephone: (916) 293-8417
Fax: (925) 258-9779	Fax: (916) 293-8417
Email: <a href="mailto:sidafshar@sunfielddevelopment.com">sidafshar@sunfielddevelopment.com</a>	Email: <a href="mailto:hotelconsult@aol.com">hotelconsult@aol.com</a>
<b>Architect</b>	<b>Contractor</b>
Contact Name: Dilip Nandwana	Contact Name: Carl Overaa
Company: International Parking Design	Company: C. Overaa & Company
Address: 1201 Marina Village Parkway, Suite 100, Alameda, CA 94501	Address: 200 Parr Blvd., Richmond, CA 94801
Telephone: (510) 473-0300	Telephone: (510) 234-0926
Fax: (510) 473-0310	Fax: (510) 237-2435
Email: <a href="mailto:dnandwana@ipd-oak.com">dnandwana@ipd-oak.com</a>	Email: <a href="mailto:carl@overaa.com">carl@overaa.com</a>
<b>Financial Institutions</b>	
Contact Name: James Falaschi	
Company: Bay Area Regional Center	
Address: 38 Webster Street, 2 <sup>nd</sup> Floor, Oakland, CA 94607	
Telephone: (510) 625-1510	
Fax: (510) 625-1502	
Email: <a href="mailto:jim@bayarearc.com">jim@bayarearc.com</a>	

#### IV. Check List

##### Item

##### Tab Number

- 1) Introduction
  - a) Cover letter
  - b) Attachment 3
- 2) Experience
  - a) Development Experience
  - b) Previous Projects
  - c) List of Judgmental/Litigation
- 3) Financial Resources
  - a) Evidence of Financial Resources
  - b) Agency/City Participation
  - c) Conceptual Pro Forma
  - d) Development Schedule
  - e) Property Management/Sales Plan
- 4) Project Design
  - a) Description of Project
  - b) Conceptual Floor Plan and Elevations

1

1A

1B

2

2A

2A

2B

3

3A

2A

3B

3C

3D

4

4A

4A

# Sunfield

## *Sustainable Development*

Sunfield Development LLC is a newly formed Company that consists of a highly experience team of professionals. The President of the Company is Sid Afshar who has over 30 years of experience in real estate development and architectural design all over California. Daniel Goncharoff, CPA has over 12 years of experience in real estate development and finance.

With the existing market as it stands now, Sunfield has identified a much needed resource in developing Affordable Housing as well as strengthening the market by providing mixed use developments with much needed retail. Sunfield develops high-end quality projects that incorporate their innovative designs that benefit the surrounding communities.

The following are a summary of the Project Sunfield has completed:

### **Bella Castello at Kelly Park**

550 Keyes Street, San Jose, CA

88 Units Family Apartments & 2,500 square feet of Retail

**Completion Date:** June 2006

**Lenders:** Sterns Bank, ARCS Commercial Mortgage,  
City of San Jose

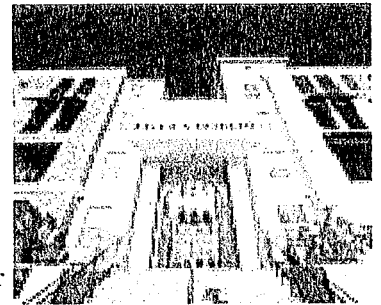
**Tax Credit Equity Provider:** Wachovia Bank

**Project Costs:** \$31.9M

**City of San Jose Subsidy:** \$4,265,000

This Project was won through a City of San Jose Request for Proposal. All units except for a manager unit are low-income. The Project received funds from the City of San Jose as well as tax credits through the California Tax Credit Allocation Committee ("TCAC") 9% program.

**City of San Jose:** Kristen Clements at (408) 535-8236



### **Corde Terra Family Apartments**

344 Tully Road, San Jose, CA

300 Unit Family Apartments

**Completion Date:** November 2007

**Lenders:** California Housing Finance Agency, City of San Jose

**Tax Credit Equity Provider:** Hudson Housing

**Project Costs:** \$78.5M

**City of San Jose Subsidy:** \$21M

This Project was won through a County of Santa Clara Request for Proposals. All units except for a manager unit are low-income. The Project included County of Santa Clara lease payments for land, City of San Jose loan, construction and permanent financing through the California Housing Finance Agency, tax-exempt bonds from the California Debt Limit Allocation Committee ("CDLAC") and Tax Credits from the 4% TCAC program. The tax-exempt bonds were issued through the City of San Jose.

**City of San Jose:** Kristen Clements at (408) 535-8236



# Sunfield

## *Sustainable Development*

### **Monte Vista Gardens Family Housing**

2601 Nuestra Castillo Court, San Jose, CA

144 Units Family Apartments

**Completion Date:** June 2001

**Lenders:** Key Bank N.A., Red Capital Mortgage & City of San Jose

**Tax Credit Equity Provider:** Boston Capital

**Project Costs:** \$31.4M

**City of San Jose Subsidy:**

The Project is a 100% low-income housing development which received funds from the City of San Jose as well as tax credits through the California Tax Credit Allocation Committee ("TCAC") 9% program.

**City of San Jose:** Kristen Clements at (408) 535-8236



### **Monte Vista Gardens Senior Housing**

2605 La Hacienda Court, San Jose, CA

69 Units Senior Housing

**Completion Date:** March 2002

**Lenders:** Key Bank N.A., Red Capital Mortgage & City of San Jose

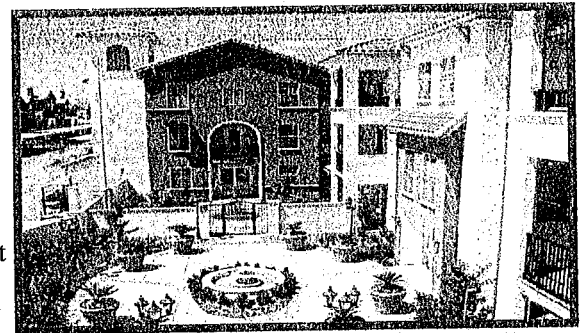
**Tax Credit Equity Provider:** Key Housing Capital

**Project Costs:** \$11.1M

**City of San Jose Subsidy:**

The project is a low-income senior housing development which received funds from the City of San Jose, tax-exempt bonds from the California Debt Limit Allocation Committee ("CDLAC") and Tax Credits from the 4% TCAC program. The tax-exempt bonds were issued through the City of San Jose.

**City of San Jose:** Kristen Clements at (408) 535-8236



### **Monte Vista Gardens Senior Housing II**

335 South Capitol Avenue, San Jose, CA

49 Units Senior Housing

**Completion Date:** August 2003

**Lenders:** Key Bank N.A., Newman Financial Services & City of San Jose

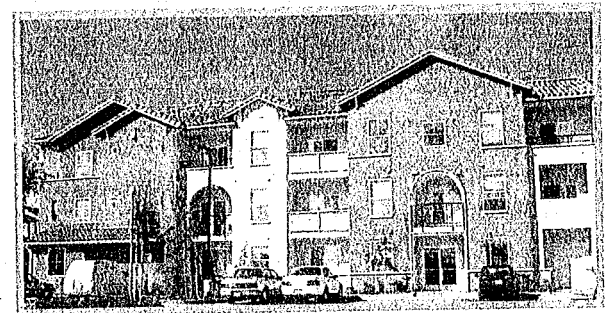
**Tax Credit Equity Provider:** The John Hancock Company

**Project Costs:** \$8.2M

**City of San Jose Subsidy:** \$1,895,000

The project is a low-income senior housing development which received funds from the City of San Jose, tax-exempt bonds from the CDLAC and tax Credits from the 4% TCAC program. The tax-exempt bonds were issued through the City of San Jose.

**City of San Jose:** Kristen Clements at (408) 535-8236



# Sunfield

## *Sustainable Development*

### **Hacienda Villa Creek Senior Apartments**

395 East Court, San Jose, CA

80 Senior Apartments

**Completion Date:** October 2003

**Lenders:** AIG SunAmerica & City of San Jose

**Tax Credit Equity Provider:** SunAmerica Housing Fund

**Project Costs:** \$15.1M

**City of San Jose Subsidy:** \$5,059,758

**City of San Jose Grant:** \$55,418

The project is a 100% low-income senior housing development which received funds from the City of San Jose, tax-exempt bonds from CDLAC and Tax Credits from the 4% TCAC program. The tax-exempt bonds were issued through the City of San Jose.

**City of San Jose:** Kristen Clements at (408) 535-8236



### **Gadberry Courts**

2557 Alum Rock Avenue, San Jose, CA

55 Units Senior Housing

**Completion Date:** March 2003

**Lenders:** AIG SunAmerica, CA Bank & Trust & City of San Jose

**Tax Credit Equity Provider:** SunAmerica Housing Fund

**Project Costs:** \$10.8M

**City of San Jose Subsidy:** \$1.8M

**City of San Jose Grant:** \$1,324,834

The project is a 100% low-income senior housing development which received funds from the City of San Jose and Tax Credits through TCAC 9% program.

**City of San Jose:** Kristen Clements at (408) 535-8236



### **Shiraz Senior Housing**

1295 McLaughlin Avenue, San Jose, CA

61 Units Senior Housing

**Completion Date:** March 2003

**Lenders:** Key Bank N.A., Newman Financial Services & the City of San Jose

**Tax Credit Equity Provider:** AIG SunAmerica Housing Fund

**Project Costs:** \$9.6M

**City of San Jose Subsidy:** \$2M

The project is a 100% low-income senior housing development which received funds from the City of San Jose, tax-exempt bonds from CDLAC and Tax Credits from the 4% TCAC program. The tax-exempt bonds were issued by the Association of Bay Area Governments (ABAG).

**City of San Jose:** Kristen Clements at (408) 535-8236



# *Sunfield*

*Sustainable Development*

## **Rose Gardens**

3071 Rose Avenue, San Jose, CA

66 units of Senior Housing

**Completion Date:** June 2003

**Lenders:** AIG SunAmerica, CA Bank & Trust & City of San Jose

**Tax Credit Equity Provider:** SunAmerica Housing Fund

**Project Costs:** \$12.6M

**City of San Jose Subsidy:** \$2,775,000

**City of San Jose Grant:** \$1,324,834

The project is a low-income senior housing development which received funds from the City of San Jose and Tax Credits through TCAC 9% program.

**City of San Jose:** Kristen Clements at (408) 535-8236



## **Summerbreeze Family Apartments**

202 Lewis Road, San Jose, CA

160 Family Apartments

**Completion Date:** July 2004

**Lenders:** AIG SunAmerica, AMBAC Assurance Corporation & City of San Jose

**Tax Credit Equity Provider:** SunAmerica Housing Fund

**Project Costs:** \$45M

**City of San Jose Subsidy:** \$11,336,000

**City of San Jose Grant:** \$3,450,000

The project is a low-income family housing development which received funds from the City of San Jose, tax-exempt bonds from CDLAC and Tax Credits from the 4% TCAC program. The tax-exempt bonds were issued through the City of San Jose.

**City of San Jose:** Kristen Clements at (408) 535-8236



## **The Oaks of Almaden**

5050 Russo Drive, San Jose, CA

126 units of Senior Housing

**Completion Date:** August 2004

**Lenders:** Key Bank, N.A., ARCS Commercial Mortgage & City of San Jose

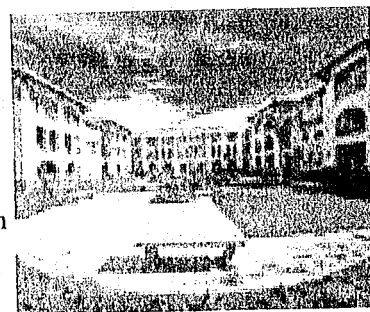
**Tax Credit Equity Provider:** Key Housing Capital/Richman Group

**Project Costs:** \$17.2M

**City of San Jose Grant:** \$6,710,000

The project is a low-income senior housing development which received a grant from the City of San Jose, tax-exempt bonds from CDLAC and Tax Credits from the 4% TCAC program. The tax-exempt bonds were issued through the City of San Jose.

**City of San Jose:** Kristen Clements at (408) 535-8236





# Sunfield

## *Sustainable Development*

### **Canyon Crossings**

Interstate 215 & State Highway 60, Riverside, CA  
664,000 square feet of retail and office space

**Completion Date:** August 2008

**Lenders:** Wachovia Bank

**Investor:** Fidelity Investments

**Project Costs:** \$140M

The Project was built in 4 phases. PHASE I & II: 358,251 S.F. of Retail Space and 144,000 S.F. of Office Space. PHASE III: 18,165 S.F. of Retail Space and PHASE IV: Included Renovation of a 125,000 S.F. Wal-Mart Store and another 19,000 S.F. of retail space.

**MAJOR TENANTS:** Staples, Toy's R Us, Guitar Center, LA Fitness, Wickes Furniture & Wachovia Bank



## **Sid Afshar**

Sid's experience includes over 30 years of successful real estate development in California, Nevada, and Arizona. His knowledge and drive have enabled him to direct numerous joint ventures in real estate and business. He has acquired, entitled, constructed, and sold many single family, multi family, and commercial projects.

Sid's accomplishments include receiving awards for quality work, as well as recognition in developing more than 40 projects, ranging from single family homes to apartment and commercial buildings. Some of the awards he has earned include the 2005 Presidential Business Advisory Council Award, as Business Man of the year. He was also nominated by the West Los Angeles Board of Realtors as Honorable Developer of the Year for quality and volume.

Sid holds a graduate and post graduate degree from the Southern California Institute of Architecture. He studied urban planning in the school of environmental studies at California Polytechnic University in Pomona. Sid is also the founder of an architectural design and development firm in Santa Monica California.

What sets Sid apart from other developers is his ability to be innovative, focused and very goal driven. With over 30 years of progressive experience in real estate and business development, he is skillful in working with various governmental agencies, negotiating deals and professionally handling all aspects of real estate development.

Several of his accomplishments include developing numerous apartment buildings in the following locations: Culver Blvd, West Los Angeles; Studio City, West Los Angeles; North Hollywood; and Inglewood Blvd, in West Los Angeles. A luxury condo development in Playa Del Rey; a Santa Monica Inn/ Holiday Inn Express, a 14 Acre Office Complex known as Palmdale Plaza in Palmdale CA; and a San Bernardino Office Complex have also been developed by Sid.

He has purchased and subdivided land for development in El Sobrante CA, known as the Orion Court Project, and Hillview Project, development of land in Vacaville, CA, and Bullhead City, AZ. He has also subdivided hundreds of acres in Tulare County. Currently he is working on five developments located in city of Placerville, El Dorado County and El Sobrante California

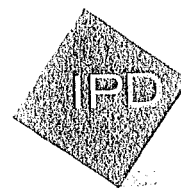
## **Daniel Goncharoff, CPA**

Daniel Goncharoff is a proven CPA with over 10 years of experience in real estate development, property management and financial resources. As a CFO/Corporate Controller, Daniel has worked on well over 20 projects encompassing retail, office, residential and low-income housing that total more than \$800 million in development costs.

His versatility allows him to work closely with lenders, investors and municipalities in developing, planning and financing multi-million dollar projects. Daniel is a detail and goal-oriented individual with an impressive ability to multi-task over numerous responsibilities. With his experience, including tax and accounting work, he can provide added insight into any financial problems that may arise.

Not only can Daniel solve complicated accounting issues, he has also worked on land acquisitions, pro forma feasibility analyses, entitlements, construction draws and loan conversions. Daniel has extensive computer skills, which enables him to consult on numerous accounting programs, and he is able to handle mid range IT issues. He is a talented leader, directing highly skilled financial team members to support achievement of overall corporate goals and objectives.

Daniel received his Bachelor of Science degree in Accounting from San Jose State University, San Jose, CA and is certified by the State of California Board of Accountancy. He also is an active member of the American Institute of Certified Public Accountants (AICPA), California Society of CPAs, and the National Society of Accountants (NSA.)



## Firm Profile

**IPD is the leading expert** in developing parking solutions. The firm's reputation for innovative design, value and focused expertise in parking design has been earned through nearly 40 years of dedicated work in public and private projects across the nation as well as internationally. IPD's proven design process tightly integrates architectural design, structural engineering and parking consulting services, resulting in a synthesis of form and function. Nationally recognized for award-winning work, IPD is committed to achieving the highest level of customer satisfaction by delivering quality, efficiency and value. Whatever the requirements, our priority is always to meet our clients' needs.

### FACTS

**Founded:** 1969  
**Headquarters:** Los Angeles, California  
**Locations:** Los Angeles, Irvine, Alameda, Sacramento  
**Projects:** 5000+  
**Employees:** 55  
**Management:** Principal & CEO, Alameda – Dilip Nandwana  
 President, Sherman Oaks - Clifford E. Smith  
 Principal, Irvine - Don Marks  
 Chief Financial Officer – Gene Levert

### DESIGN SERVICES

Architectural Design  
 Structural Engineering

Functional Design  
 Masterplanning

Sustainable Design  
 Site Evaluation

### CONSULTING SERVICES

Demand Studies  
 Operations Consulting  
 Value Engineering

Feasibility Studies  
 Efficiency Reviews  
 Access and Revenue  
 Control Systems

Building Assessment  
 Life-Cycle Costing

### SELECTED RECENT AWARDS

- 2008 Santa Monica Civic Center Parking Structure  
 International Parking Institute (IPI) Award of Excellence  
 Four Seasons Hotel and Spa, Westlake Village – IPI Honorable Mention
- 2006 Sacramento International Airport – IPI Award of Excellence
- 2005 The Pike at Rainbow Harbor Parking Structure – IPI Award of Excellence  
 IPI Award of Merit for Architectural Achievement  
 California Science Center Underground Parking Structure – IPI Honorable Mention
- 2004 UCLA Intramural Field Parking Structure – IPI Honorable Mention  
 Main Street Parking Structure, San Mateo – IPI Honorable Mention

### MARKETS

Hi-Tech  
 Aviation  
 Casinos  
 Civic  
 Corporate  
 Education  
 Entertainment  
 Healthcare  
 Indian Gaming  
 Retail  
 Residential  
 Sports  
 Transportation

### CONTACT

Dilip Nanadwana, Principal  
 510-473-0300  
 dnandwana@ipd-oak.com

1-800-IPD PARK  
 www.ipd-global.com  
 info@ipd-global.com

## Dilip Nandwana, PE

PRINCIPAL



**As Principal, Dilip** remains closely tied to all aspects of the firm's initial design efforts while routinely acting as a direct contact with clients. Dilip's 40 years of experience as an engineer, parking designer, and a parking consultant ensures the combination of people-orientated designs with appropriate

building systems. An extensive work effort in the private and public sectors during his 30 year tenure at IPD has yielded over 500 completed projects. Unique design solutions come backed with experience that allows him to quickly identify issues and keep projects moving forward. A proven innovator, his contributions to the industry have repeatedly set standards and benchmarks in the field.

---

### Education

B.A., Architectural Engineering  
University of Illinois

B.S., Civil Engineering  
University of Illinois

### Registration

Professional Engineer, California #C19736

### Affiliations

Member, American Concrete Institute  
Member, American Society of Civil Engineers  
Member, Building Industry Conference Board  
Member, California Public Parking Association  
Member, California Redevelopment Association  
Member, International Parking Institute  
Member, National Parking Association -  
Parking Consultants Council  
Member, Prestressed Concrete Institute

---



### Project Experience

#### PUBLIC SECTOR

- BART East Dublin Parking Structure, East Dublin, CA
- BART Dublin/Pleasanton Parking Structure, Pleasanton, CA
- Bay Area Rapid Transit Parking Structure, Pleasant Hill, CA
- City of Concord Parking Structure, Concord, CA
- City of Chico Downtown Parking Structure, Chico, CA
- City of San Mateo Main Street Parking Structure, San Mateo, CA
- City of Santa Cruz Parking Structure, Santa Cruz, CA
- Jack London Square Parking Structure, Oakland, CA
- Sacramento International Airport, Terminal A Parking Structure, Sacramento, CA

#### COMMERCIAL

- Bank of America Parking, Concord, CA
- Block 2 Office Building Parking, San Jose, CA
- Britannia East Grand Parking Structure, San Francisco, CA
- City Center West Garage, Oakland, CA
- Concord Airport Plaza Parking Structure, Concord, CA
- Sunnyvale Town Center Parking Structure, Sunnyvale, CA
- Westlake Shopping Center Parking Structure, Daly City, CA

#### EDUCATION

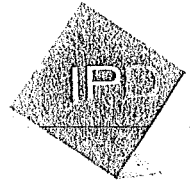
- Cabrillo College A and B Parking Structure, Aptos, CA
- CSU East Bay Harder Road Parking Structure, Hayward, CA
- CSU, Sacramento Parking Structures, Sacramento, CA
- Cosumnes River College Parking Structure, Sacramento, CA
- DeAnza College Parking Structure, Cupertino, CA
- Hastings College of Law Parking Structure, San Francisco, CA
- Sacramento City College Parking Structure, Sacramento, CA
- Santa Clara University Parking Structure, Santa Clara, CA

#### HEALTHCARE

- Kaiser Parking Structures (numerous locations in California)
- Mercy Healthcare San Juan Parking Structure, Carmichael, CA
- Mercy Hospital Parking Structure, Redding, CA
- Modesto Memorial Hospital, Modesto, CA
- Palo Alto Medical Foundation, Palo Alto, CA
- Providence Hospital Parking Structure, Oakland, CA
- Samaritan Medical Center Parking Structure, San Jose, CA
- UC Davis Medical Center Parking Structure III, Sacramento, CA

## **Raju Nandwana, AIA, LEED® AP**

VICE PRESIDENT



**Raju is responsible** for the day-to-day operations of the Alameda office, as well as business development, client relations and contract negotiations. He has over ten years of experience with IPD as an architect and has completed dozens of projects across all market sectors, over time developing specialized expertise in commercial/residential and technology focused corporate applications.

Always on the forefront of industry advancements, he leverages his education in environmental sciences to assess environmental impact and sustainability factors.

---

### **Education**

B.S., Environmental Resource Science  
University of California, Davis  
Land Use & Environmental Planning Certificate  
University of California, Davis Extension

### **Professional License**

Registered Architect, California #C30719

### **Affiliation**

Member, American Institute of Architects  
LEED Accredited Professional

---

### **Project Experience**

#### **COMMERCIAL/RESIDENTIAL**

- 100 Grand Avenue, Oakland, CA
- 199 Fremont, San Francisco, CA
- 1160 Mission Street, San Francisco, CA
- Baker Hamilton Office Building Parking Structure, San Francisco, CA
- Bayside Towers, Redwood Shores, CA
- Block 2 Office Building Parking, San Jose, CA
- Camino Altos, Los Altos, CA
- First Presbyterian Church Parking, Berkeley, CA
- Legacy Terrace, San Jose, CA
- Loyola Plaza, Los Altos, CA
- Mission Bay Blocks N41 and N43, San Francisco, CA
- On Broadway, Redwood City, CA
- One Scottsdale Mixed Use, Scottsdale, AZ
- Plaza at Almaden, San Jose, CA
- Shops at Tanasbourne, Hillsboro, OR
- St. Regis Museum Tower, San Francisco, CA

#### **EDUCATION**

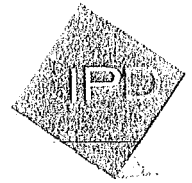
- Cabrillo College A and B Parking Structure, Aptos, CA
- California State University, Sacramento Parking Structure II, Sacramento, CA
- Hastings College of Law Parking, San Francisco, CA
- Humboldt State University, Arcata, CA
- Sacramento City College, Sacramento, CA
- San Jose State University P.S. Study, San Jose, CA
- Santa Clara University P.S.2, Santa Clara, CA
- UC Davis Medical Center, Sacramento, CA
- UCSF Mission Bay Block 20 Student Housing, San Francisco, CA
- UC Davis Medical Center, Sacramento, CA
- UC Santa Cruz Parking Expansion Study, Santa Cruz, CA
- UCSF Mission Bay Block 20 Student Housing, San Francisco, CA

#### **HEALTHCARE**

- Palo Alto Medical Foundation, Palo Alto, CA
- Kaiser Santa Clara, Santa Clara, CA
- Modesto Memorial Hospital P.S. Study, Modesto, CA
- Samaritan Medical Center, San Jose, CA
- California Pacific Medical Center, San Francisco, CA

## Todos Santos Plaza Parking Structure

CONCORD, CA



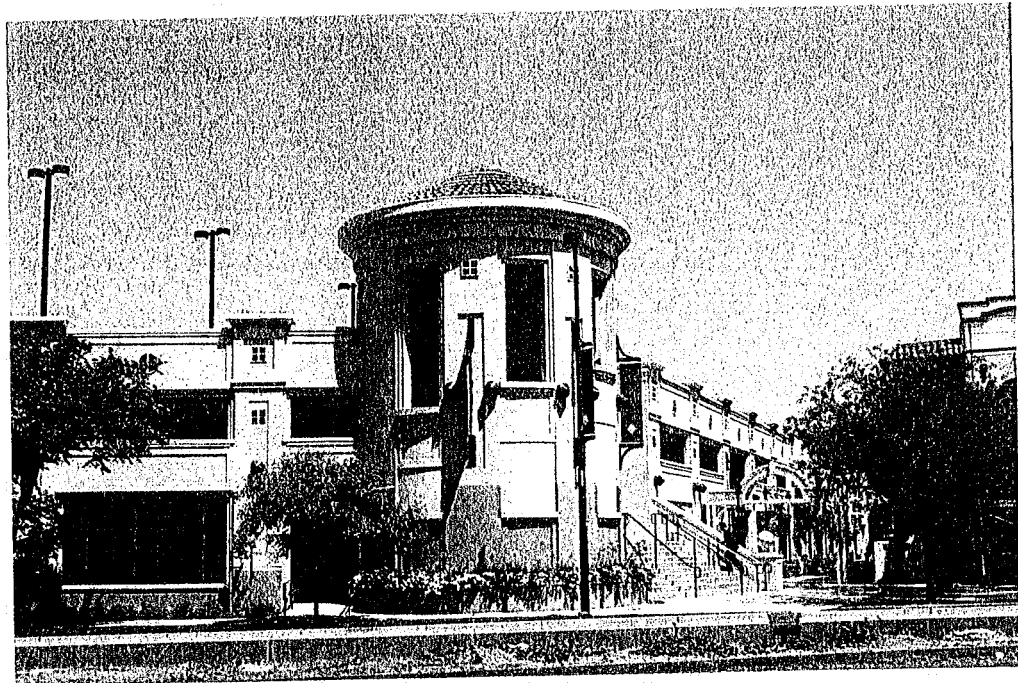
This parking structure adds pizzazz, ambiance and color to the Todos Santos Plaza and the revitalization of downtown Concord.

A unique feature of the parking structure, adding to its pedestrian-friendly atmosphere, is its location alongside the Paseo, a pedestrian walkway that runs through downtown. In response to the Paseo's arched gateways and lush landscape, as well as the city's Streetscape Design Guidelines, vehicle access drives are planted to offer pleasant and inviting entry points. Additional planting

maintains the residentially scaled streetscape and complements the surrounding facades.

The cast-in-place, post-tensioned beam and slab facility has three bays of 90-degree parking with two-way traffic flow.

Security is enhanced by the open, painted interior, open stairs, and the inclusion of a 363-square-foot management office.



**Size:** 3 Levels, 432 Spaces

**Completion:** 2002

**Cost:** \$7,761,747, \$17,976 per space

**Role:** Architect of Record

**Awards:**

2003 Honorable Mention, International Parking Institute

2002 Best of California, Construction Link Magazine

## ***U.C. Hastings College of the Law Parking Structure***

**SAN FRANCISCO, CA**



**The project consists of seven levels** of above grade parking and approximately 10,000 s.f. of ground level retail space located at the corner of Golden Gate Avenue and Larkin Street in Downtown San Francisco, near City Hall. The architectural design consists of a ceramic tile base with decorative aluminum fins raising the height of the façade, emphasizing verticality and symbolic of the aspirations of higher education achieved at this institution.

The color and material palette is composed of a vibrant green tile base and warm earth tone façade elements accented by aluminum storefronts, sunshade devices, vertical fins and formal entry canopy which enhance the pedestrian environment and complement the scale and vocabulary of the neighboring buildings. The featured element to the project is a continuous vertical glazed curtain wall which spans

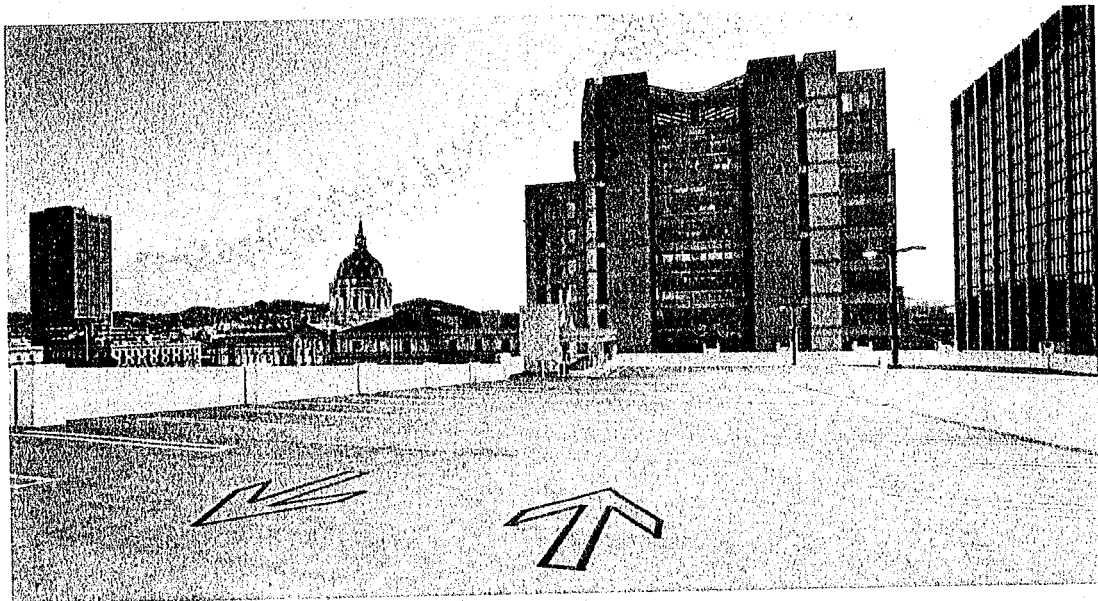
five floors of an opaque white glass which solidifies the corner of the building.

The garage replaces a previously over utilized surface parking lot and has become a much needed amenity to the neighboring community as well as the students and faculty of the college and the employees at the nearby State and City offices.

---

**The featured element to the project is a continuous vertical glazed curtain wall which spans five floors of an opaque white glass which solidifies the corner of the building.**

---



**Size:** 7 levels, 393 spaces, 159,000 sf, 10,000 sf retail

**Completion:** 2009

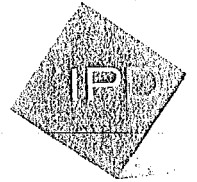
**Cost:** \$18,500,000, \$47,000 per space

**Role:** Architect of Record, Engineer of Record



## Main Street Parking Structure

SAN MATEO, CA

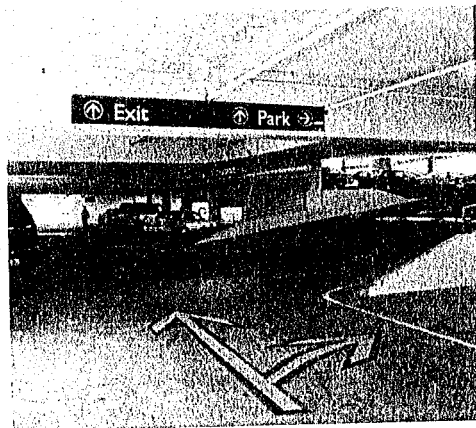


The San Mateo Main Street Parking Structure is located in downtown San Mateo, CA, next to the railroad right of way. Exterior design elements of the parking structure complement the adjoining theatre by including painted stucco, concrete and ceramic tile with metal decorative trim and specially designed light fixtures. Signage was designed in accordance with the City of San Mateo's signage development program for the downtown area.

The Main Street pedestrian area extends from First to Third Avenue and is approximately 20 feet wide. It features new paving, bollards, street and overhead lighting, planting, irrigation, gates, signage

and provisions for emergency vehicle access.

The project scope also included the demolition of a 75,000 square foot garage; 3,500 square feet of retail space on the ground level of the new parking structure; Incorporating fire protection and security systems; And the removal and relocation of storm drain sewer lines and other utilities located under Main Street between First and Third Avenue. The final construction cost includes improvements to the street, landscaping around the garage, and the Main Street pedestrian area.



**Size:** 5 Levels, 380 Spaces

**Completion:** 2003

**Cost:** \$12,217,000 total, \$32,150 per space

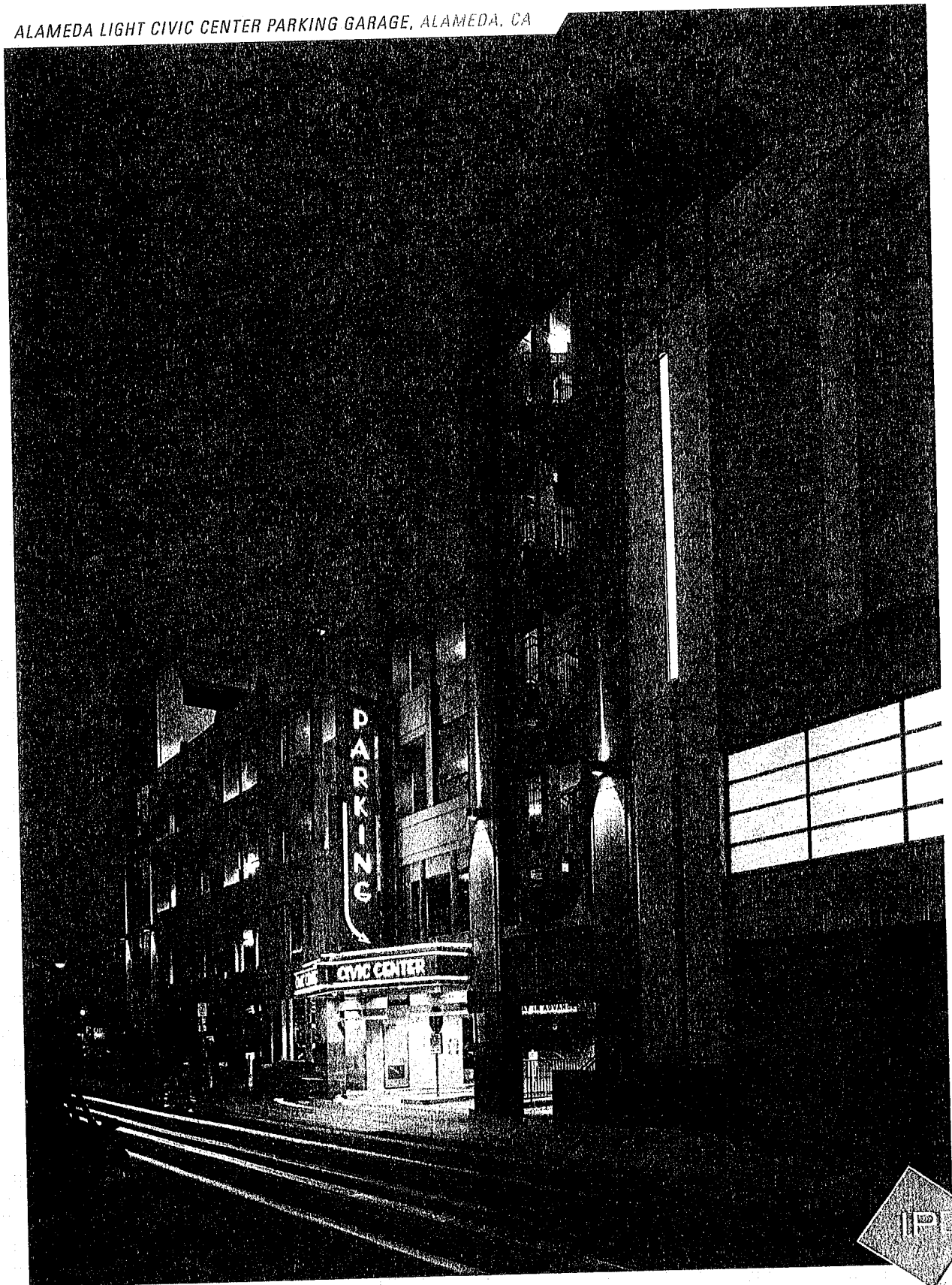
**Role:** Architect of Record

**Awards:**

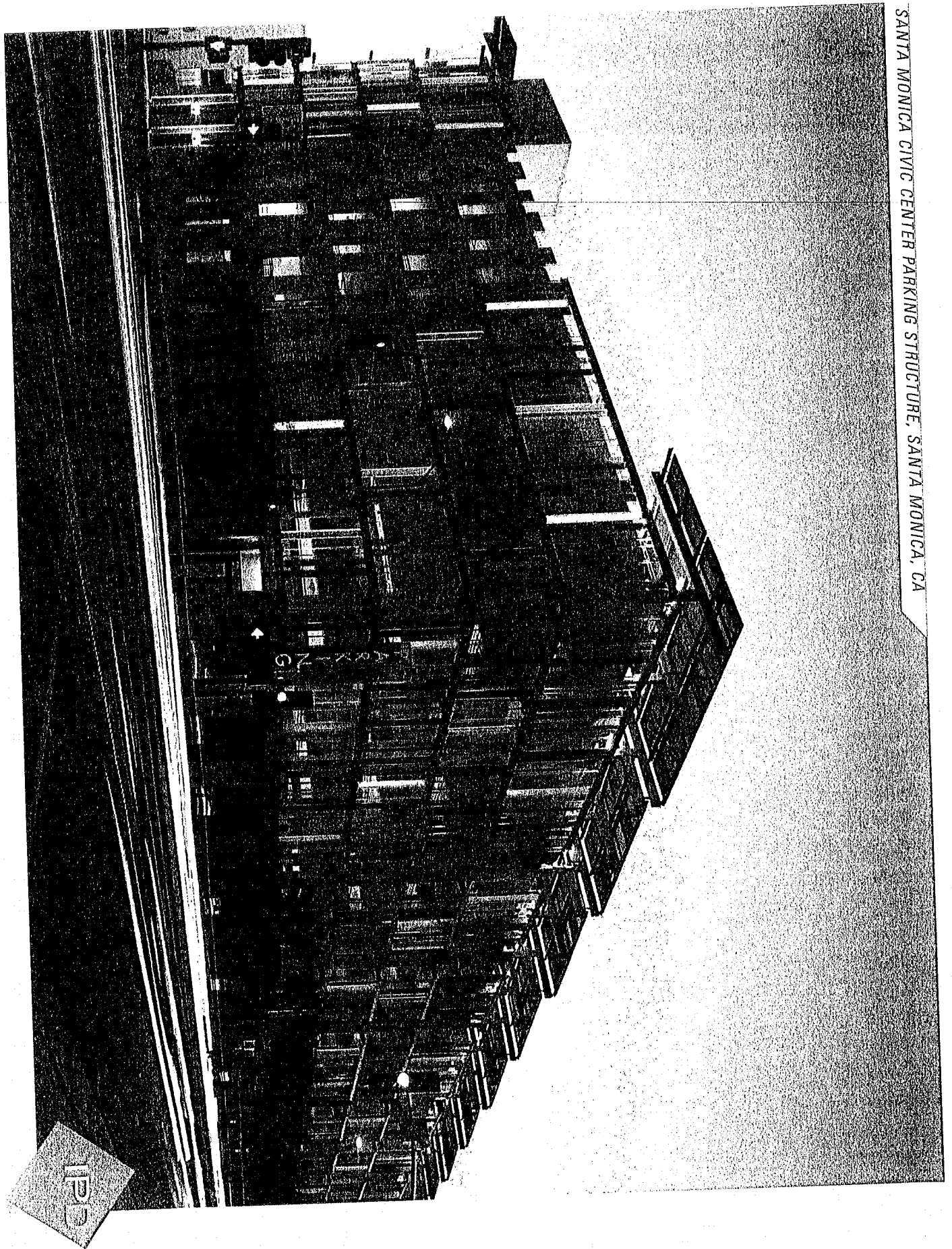
2004 IPI Honorable Mention

2003 Best of CA. Construction Link Magazine Awards

ALAMEDA LIGHT CIVIC CENTER PARKING GARAGE, ALAMEDA, CA



SANTA MONICA CIVIC CENTER PARKING STRUCTURE, SANTA MONICA, CA



IPD

## Oakland, CA Project Experience, cont'd

Elihu Harris State Office Building Parking Consulting

Golden State Warriors Parking Structure Study

Greek Orthodox Cathedral of the Ascension Parking

Kaiser Oakland:

*Parking Review*

*Master Plan*

*MRI Parking*

*Piedmont Parking Lot*

*Earthquake Repairs*

*Operations Review*

*Restriping*

Lake Merritt Plaza Parking Consulting

MacArthur BART Station Development Consulting Services

MacArthur/Broadway Parking Controls

MacArthur/Broadway Center Parking Improvements

Merritt Hospital Parking Consulting

Mosswood Building Access Controls

Mosswood Building Restriping

Oakland Airport:

*Feasibility Study*

*Parking Lot improvements & reconfiguration*

*Park N Fly Lot*

*Control Lane (11)*

Oakland Convention Center Parking

Oakland Main Post Office Parking Study

Oakland/Alameda Coliseum Parking Expansion

Parking Co. of America Lot Design

Port of Oakland Lots 5, 7 & 9 Parking Study

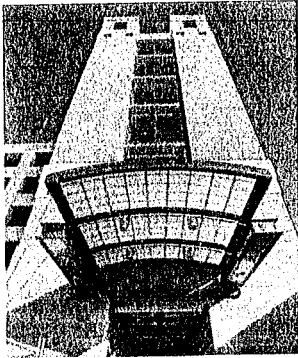
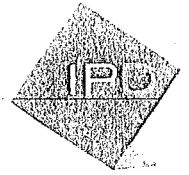
Port of Oakland Parking Structure Roof Trellis Study

Providence Hospital Parking

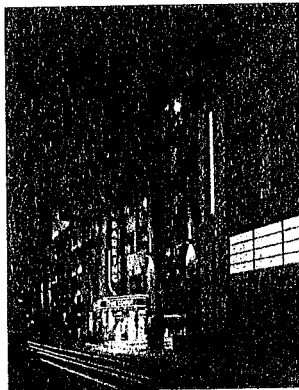
St. Joseph's Professional Center Parking

Washington Street Parking Structure Addition Study

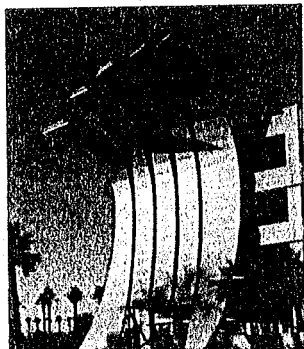
## Public Sector Project Experience



*BART Dublin/Pleasanton  
Parking Structure*



*Civic Center Parking Structure,  
Alameda, CA*



*Aquarium of the Pacific Parking  
Structure, Long Beach, CA*

Project	Spaces
BART Pleasant Hill Station Parking Structure, Pleasant Hill, CA	1353
BART Dublin/Pleasanton Station Parking Structure, Dublin, CA	2000
BART West Dublin Station Parking Structure, Dublin, CA	717
BART West Pleasanton Station Parking Structure, Pleasanton CA	472
Centre City Development Corporation, San Diego, CA	550
City of Alameda, Civic Center Parking Structure, Alameda, CA	341
City of Billings, Montana Parking Structure, Billings, MT	470
City of Brea, Parking Structure #1, Brea, CA	1000
City of Brea, Parking Structure #2, Brea, CA	803
City of Burbank, Civic Center Parking Structure, Burbank, CA	491
City of Chico Downtown Parking Structure, Chico, CA	277
City of Concord Todos Santos Plaza Parking Structure, Concord, CA	432
City of Council Bluffs, Iowa Parking Structure	1216
City of Culver City, Cardiff Avenue Parking Structure, Culver City, CA	400
City of Culver City, Ince Blvd. Parking Structure, Culver City, CA	900
City of Culver City, Watseka Avenue Parking Structure, Culver City, CA	337
City of Downey, Downtown Parking Structure, Downey, CA	220
City of Huntington Park, Huntington Park, CA	270
City of Laguna Beach, Glenneyre Street Parking Structure, Laguna Beach, CA	219
City of Long Beach, Aquarium of the Pacific Parking Structure, Long Beach, CA	1470
City of Long Beach, The Pike Parking Structure, Long Beach, CA	2200
City of Long Beach, Willow Street Parking Structure, Long Beach, CA	700
City of Los Angeles, Dept. of Water & Power Parking Structure, Los Angeles, CA	328
City of Los Angeles, Foothill Police Station Parking Structure, Los Angeles, CA	240
City of Los Angeles, Studio City Parking Structure, Los Angeles, CA	400
City of Norwalk, Civic Center/AMC 20-Plex Parking Structure, Norwalk, CA	1052
City of Oakland, City Center West Parking Structure, Oakland, CA	1465

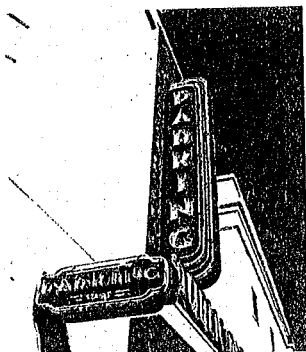
## Public Project Experience, cont'd



City of Palo Alto, California Avenue  
Parking Structure, Palo Alto, CA



City of Culver City, Ince Blvd. Parking  
Structure, Culver City, CA



City of Redwood City, On Broadway  
Parking Structure, Redwood City, CA

Project	Spaces
County of Orange, Juvenile Justice Center Parking Structure #1, Orange, CA	879
County of Orange, Juvenile Justice Center Parking Structure #2, Orange, CA	920
County of Sacramento, Sacramento International Airport Terminal A Parking Structure, Sacramento, CA	5400
County of San Joaquin, Parking Structure, Stockton, CA	349
Port of Oakland, Jack London Square Parking Structure, Oakland, CA	300
State of California, Exposition Park Parking Structure, Los Angeles, CA	2900
State of Wyoming, Parking Structure, Cheyenne, WY	600



## OVERAA CONSTRUCTION PROFILE

### FIRM BACKGROUND

Overaa Construction, founded in 1907, continues today as a family-owned and operated general contractor. Headquartered in the East Bay, the nearest office to the Project is located in Oakland. A well-established, dynamic and growing firm, Overaa is consistently recognized as one of the top local and national contractors. Overaa is unique among its direct competitors, because we are "real builders" who self-perform a significant amount of work - all phases of concrete as well as mechanical, rough and finish carpentry and millwork. Our history includes noteworthy projects for the public and private sectors.

Unique qualifications and experiences which Overaa brings to the Oakland Redevelopment project include:

- > Certified by the City of Oakland as a Local Oakland Business
- > Premier parking structure design builder in Northern California
- > 102 years of cultivating a depth of experience that includes significant mixed-use, parking, retail, housing, and other similar projects
- > Unwavering commitment to safety
- > High level of firm stability with \$400m pre-approved bonding capacity; a bonding rate among the lowest in the industry; and over \$260m revenue in 2007 and 2008
- > Local knowledge and previous successful experience with the local subcontracting community
- > Strong capacity and experienced team members that are intimately familiar with the City of Oakland
- > Nearly 400 employees, many of whom have been with us for more than 15 or 20 years, including those in the

field crews

- > 7-acre headquarters with production facilities, including a cabinet shop, fabricating area, training area, extensive storage capacity and equipment yard

### Familiarity with the City of Oakland

We have a long history with the City of Oakland reaching as far back as the Oakland City Hall Restoration project - the pilot project for implementation of the Oakland Plan. For that \$33 Million, 3-year, 200,000 man-hour project, Overaa forged a beneficial relationship with City officials, learned the details of the program, and successfully met all the City goals.

More recently, we have worked hand-in-hand with the City of Oakland and their staff on (2) Design Build Parking Garages for Kaiser. We completed the Kaiser Oakland Phase 1 Garage in March, and just broke ground on Kaiser Oakland's Phase 2 Garage. Currently, we are in preconstruction for the Sutter Health Alta Bates Oakland Parking Structure. Our first hand knowledge of not only the City Process, but the relationships and trust built between our company and their staff over the last 3 years brings a significant edge to the Oakland Redevelopment project.

### Local

After establishing ourselves at the Kaiser Campus, we have secured an office and been certified by the City of Oakland as a Local Oakland Business. This puts additional Overaa resources just a stone's throw away from the Oakland Redevelopment project, increasing our depth of local available resources.

### Community Support

We have actively supported the City's Mandella Center and have hired from this worthwhile program. Our team understands the community relations and has excelled

in maintaining and respecting privacy of the local neighborhoods. During construction of Kaiser Oakland Garage #1, we followed strict construction traffic and routing plans that eliminated construction traffic on the surrounding streets. During that project, Overaa donated many hours and resources to Kaiser's community improvement program in developing areas of Mosswood Park. As a long time local contractor, Overaa puts a significant value on giving back to the communities in which we live and work.

#### **Firm Principals**

Gerald D. Overaa, CEO  
 Peter Kappelhof, President  
 Larry Etcheverry, Vice President  
 Erin Overaa Dissman, Secretary  
 Ellen Hoffman, Treasurer

#### **Corporate Headquarters**

200 Parr Boulevard  
 Richmond, CA 94801

#### **Oakland Office**

3820 Broadway  
 Oakland, CA 94611

#### **Selected Awards & Recognitions:**

- > UC Berkeley Underhill Parking Facility & Athletic Field received the Award of Excellence in Category II & V for the 2009 International Parking Awards – the highest honors a parking structure can receive
- > Alameda Theatre/Cineplex/Parking Structure Project was awarded the 2009 California Redevelopment Association Award of Excellence
- > "Best of 2009", Richmond Civic Center Revitalization won in two categories: "Overall Top Project" and "Government/Public", California Construction magazine
- > Cal State East Bay Pioneer Heights Student Housing Phase II recognized as one of the "Top Projects in California", Real Estate & Construction Review magazine, 2008
- > Community Service Award for the New Construction & Renovation of Livermore Civic Center Library, 2000-2009
- > "CC100" list, #19 nationally, Concrete Construction, 2006
- > Overaa is 1 of only 11 contractors to be accepted in the Cal/OSHA Voluntary Protection Program (VPP)
- > #2 "Largest East Bay Commercial Contractor", East Bay Business Times, 2008
- > "Top 400 Contractors" & "Top Design Build Firm" in the nation, Engineering News Record (ENR)



## PARKING STRUCTURE EXPERIENCE

Overaa is the leading parking structure builder in the Bay Area having built over 60 structures in the past 35 years. Recent history shows that Overaa has successfully completed 18 garages which represent over 14,100 stalls and more than 4.6 million square feet of parking facilities. All of these structures were completed on time (or ahead of schedule) and within the budget. 90% of these projects were the result of a successful design build competition. Below is list of some of our garages.

### PARKING STRUCTURE LIST

- > Kaiser Oakland Garage #2, Oakland, CA
- > Kaiser Oakland Garage #1 & Retail Space, Oakland, CA
- > Sutter Health Alta Bates Oakland Parking Structure, Oakland, CA (in preconstruction)
- > Thomas Berkeley Square Parking Structure, Oakland, CA
- > BART Fruitvale Parking Structure, Oakland, CA
- > Chabot Observatory and Science Center Parking Structure, Oakland, CA
- > Alameda Historic Theatre Restoration & Civic Center Parking Garage, Alameda, CA
- > Santana Row Parcel 3B Expansion, Parking Garage, San Jose, CA
- > Westlake Shopping Center Parking Structure & Retail Space, Daly City, CA
- > South Locust Street Parking Structure and Retail Center, Walnut Creek, CA
- > Mission Bay Block 27 Parking Structure, San Francisco, CA
- > Roseville Galleria Parking Structure, Westfield, Roseville, CA
- > Hayward City Hall Parking Structure, Hayward, CA
- > UC Berkeley Underhill Parking Facility & Athletic Field, Berkeley, CA
- > Pleasant Hill BART Garage Expansion, Walnut Creek, CA
- > West Dublin/ W Pleasanton BART 2 Parking Structures, Pleasanton, CA
- > Catholic Healthcare West Sequoia Hospital Parking Garage, Redwood City, CA
- > Miller Avenue Parking Structure, South San Francisco, CA
- > Kaiser South Sacramento Parking Structure, Sacramento, CA
- > UCSF Mission Bay Building 23B Parking Structure, San Francisco, CA
- > City of San Rafael, Third & C Street Parking Structure, San Rafael, CA
- > City of Pleasant Hill Parking Structure, Pleasant Hill, CA
- > AC Transit Bus Maintenance and Parking (including retail and offices), Richmond, CA
- > Kaiser Vallejo Parking Structure, Vallejo, CA
- > Novartis (formerly Chiron) Parking Structure, Emeryville, CA
- > Genentech Parking Structures #1 & #2, South San Francisco, CA

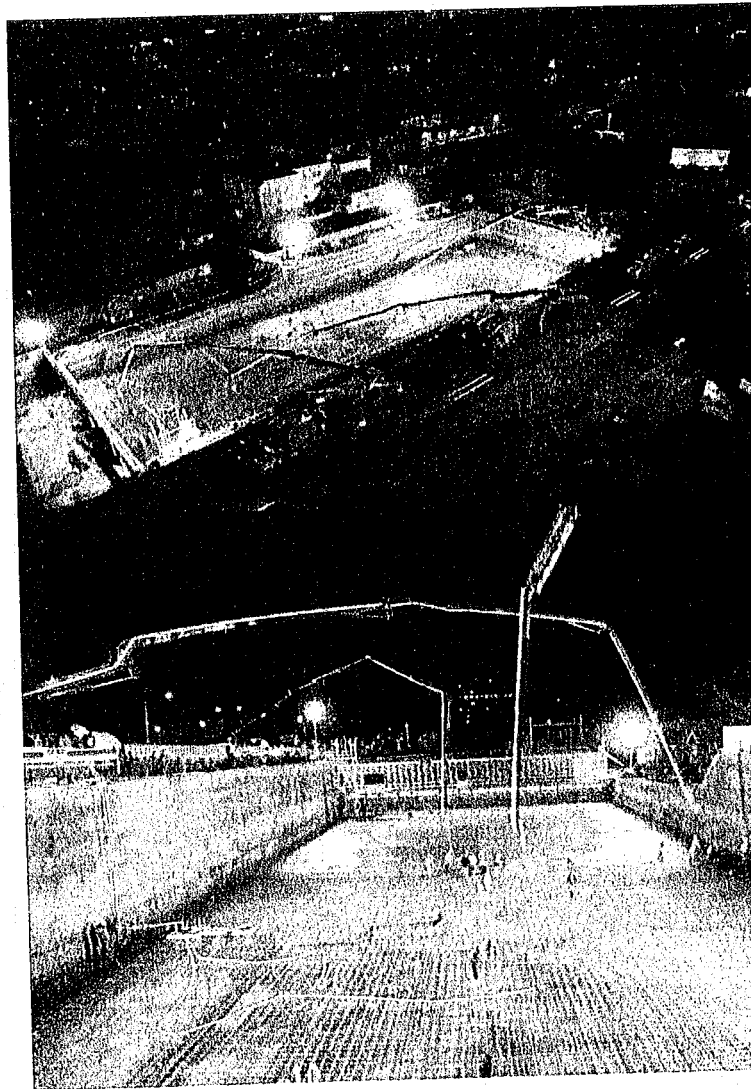
## **KAISER OAKLAND PARKING GARAGE #1**

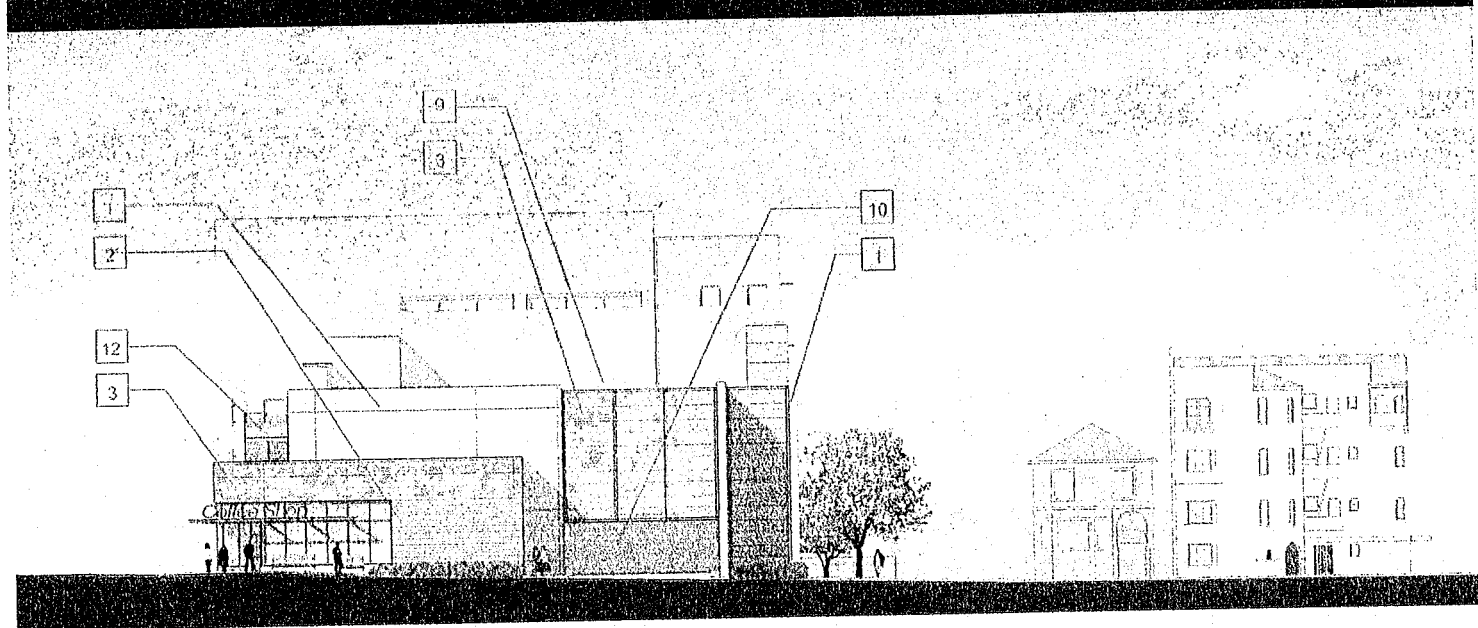
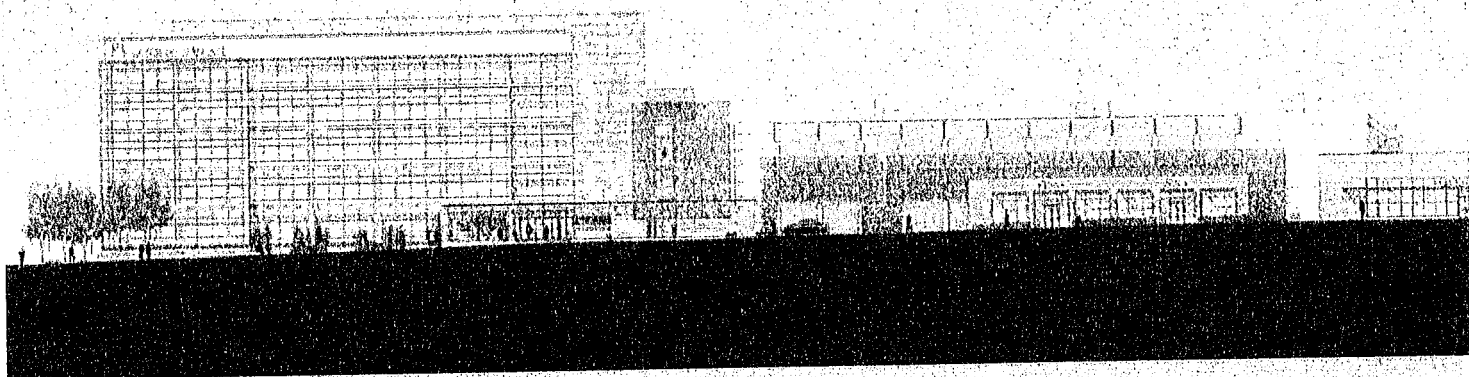
*Oakland, California*

The 235,000sf concrete structure is 6 levels of parking (2 below grade) with 531 stalls. It is located on the corner of 38th Street and Broadway, adjacent and connected to the Medical Office Building.

For the project, Overaa successfully worked closely with other contractors on site, including McCarthy. Also, we developed an outstanding relationship with the City of Oakland's building and engineering departments as well as building inspectors and traffic. Neighborhood Notifications were sent out on a regular basis. This was a critical element when lane closures became necessary to accommodate construction activities. At one point, Broadway was reduced to one lane.

Construction included a 3'-6" thick mat slab foundation. 5339 cubic yards of concrete was poured for the foundation over a 24 hour period. This required 594 deliveries – one every 1.6 minutes with 66 mixer trucks.





## ALAMEDA HISTORIC THEATRE & CIVIC CENTER PARKING GARAGE

Alameda, California

Value: \$18,506,887

The theatre first opened in 1932 and was originally designed by Timothy Pflueger, a prominent architect whose work includes the historic Paramount Theatre and Pacific Stock Exchange buildings in San Francisco. By 1979, the Alameda Theatre, located in Downtown Alameda, closed its curtain as a result of declining attendance. Over the years, it housed a roller rink, a night club, band rehearsal studios, and a gymnastics studio until closing completely in 1990.

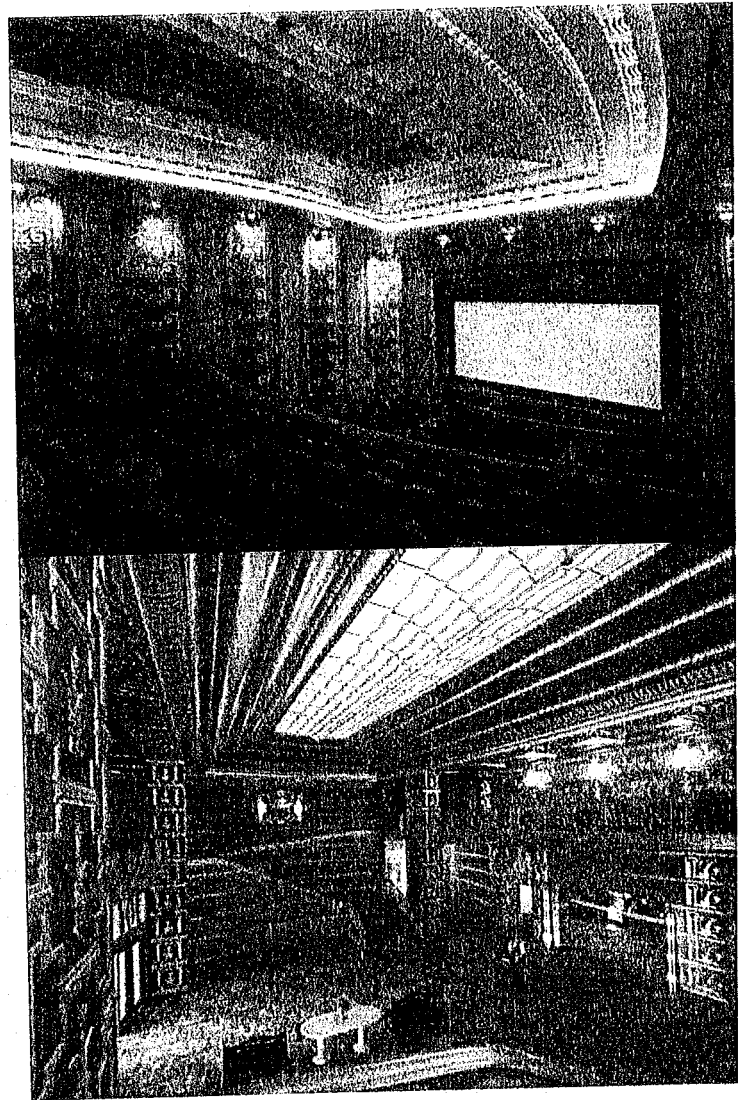
In 2006, the long awaited restoration project finally commenced. The award-winning, public/private project consists of the rehabilitation and renovation of the historic theatre (listed on the National Register of Historic Places) and includes many structural, MEP, and architectural improvements. The process involved delicate restoration of all lobby finishes, exterior blade and marquee, partial restoration of historical carpet, refurbishing of original doors and architectural woodwork, installation of new stadium seating (484 seats), concession area, and a women's bathroom. An elegant chandelier in the lobby with 180 etched glass panels was taken down, cleaned, and restored or replaced. The main theatre boasts a state-of-the-art sound system.

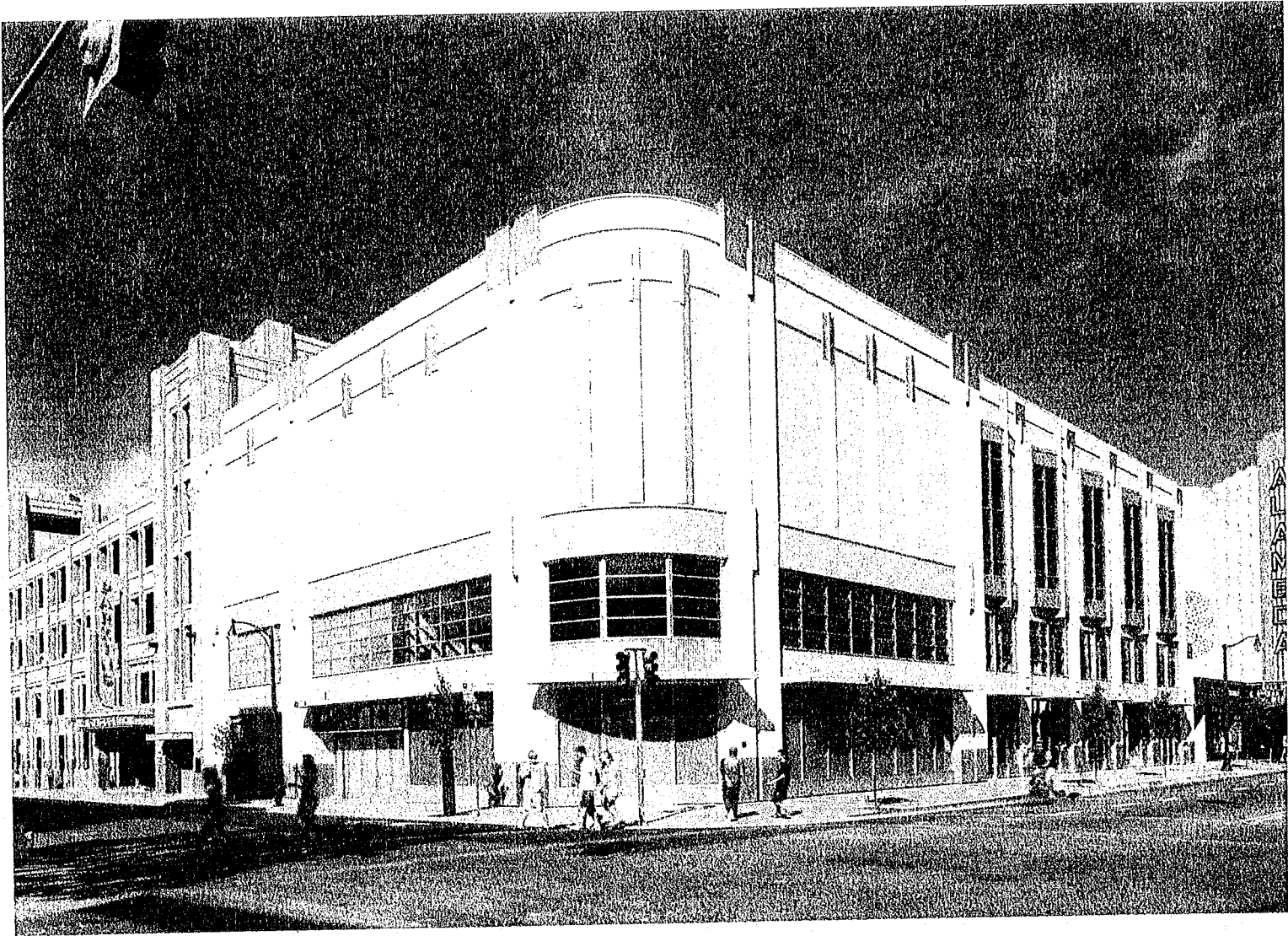
A parking garage was constructed adjacent to the theatre with tight site access. The garage is 6 levels and 350 stalls.

Extensive value engineering was provided for the City. Overaa coordinated bid packages and solicitation of subcontractors.

Owner Contact: Jennifer Ott, City Engineer/Development Manager, 510-749-5831

Architect: Architectural Resources Group, Naomi Miroglio  
415-421-1680

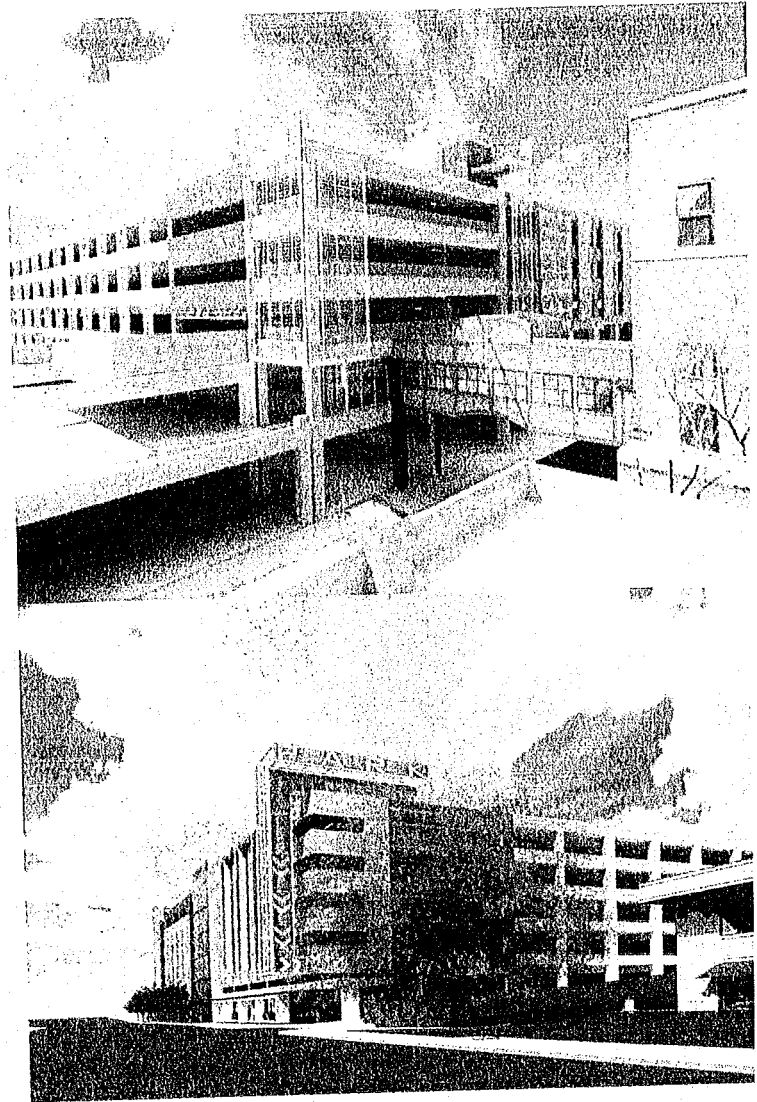


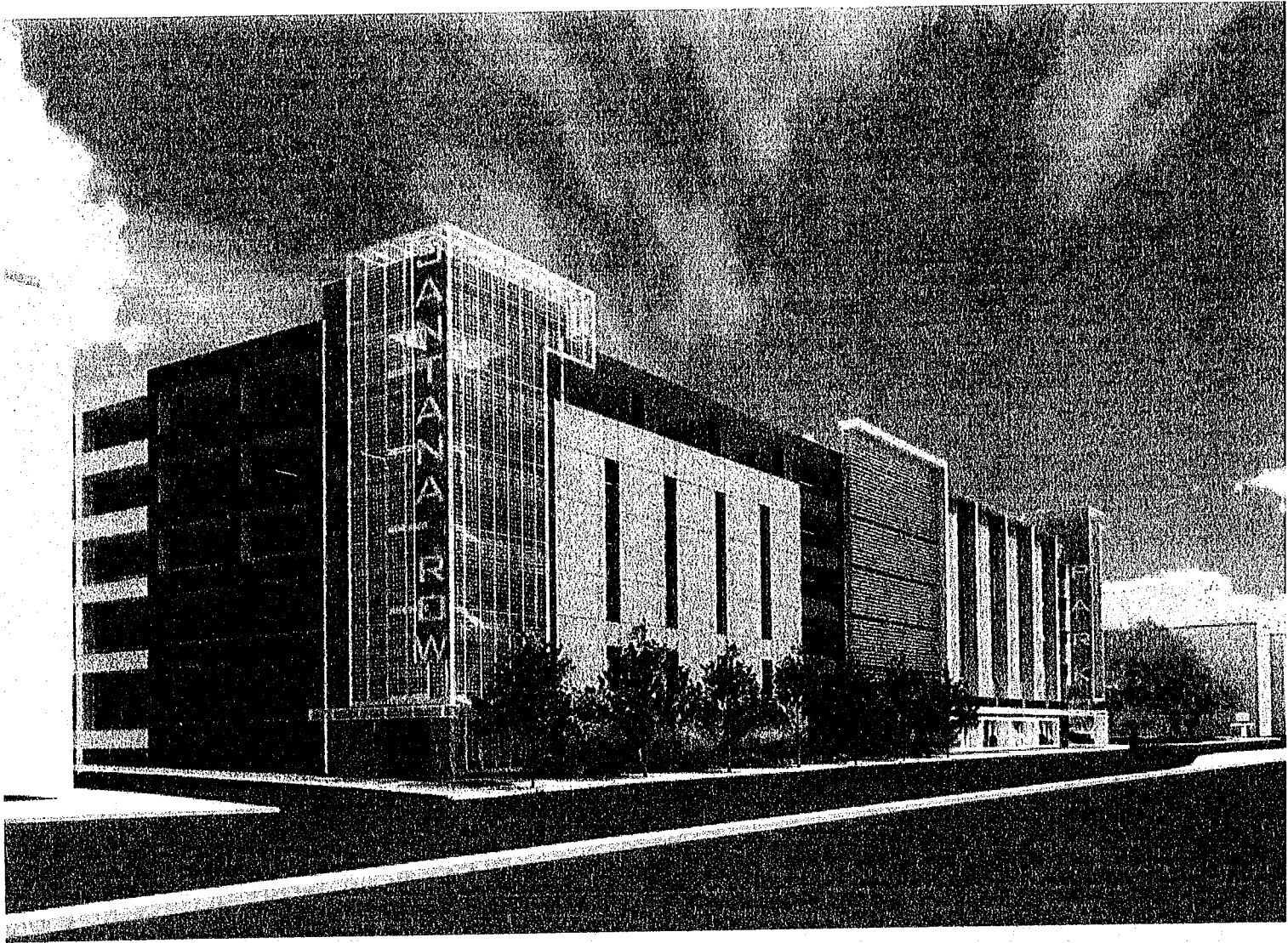


## SANTANA ROW PARCEL 3B PARKING STRUCTURE

*Alameda, California*

Overaa was selected to lead the design build team for the addition to an existing 3 level garage at the premier mixed use property. Parking was maintained during the holiday period. The completed structure includes residential, valet, and self parking. 860 stalls, 6 levels.







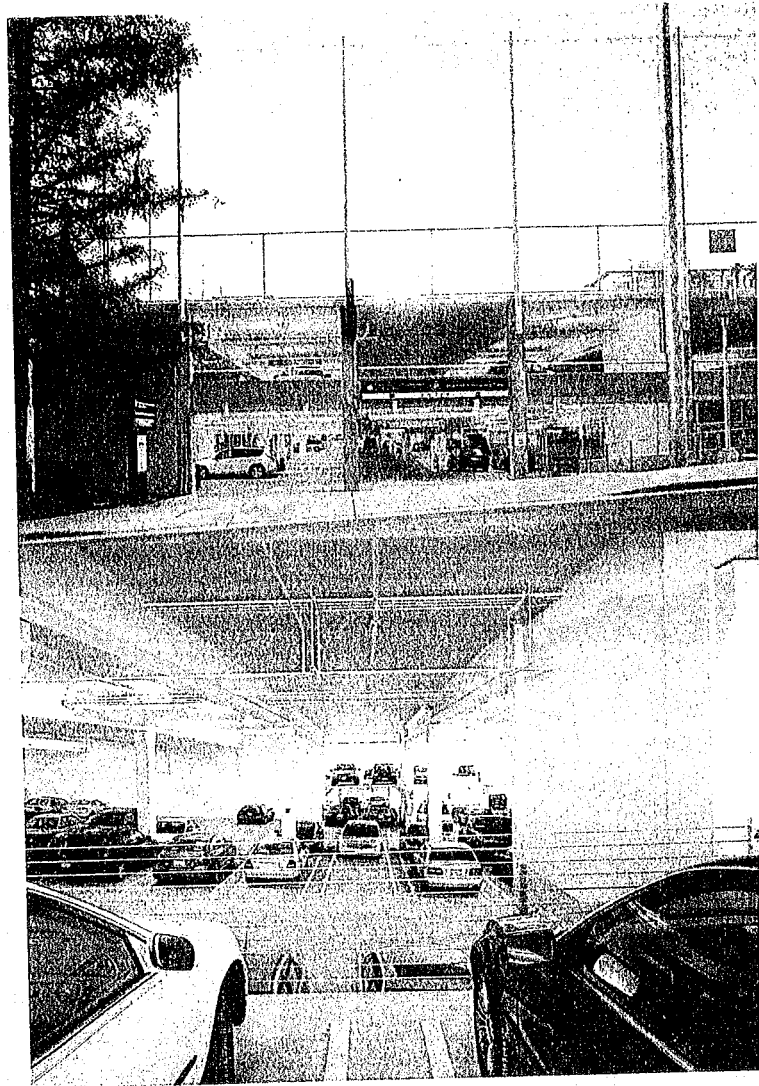
## UC BERKELEY UNDERHILL PARKING FACILITY & ATHLETIC FIELD

Berkeley, California

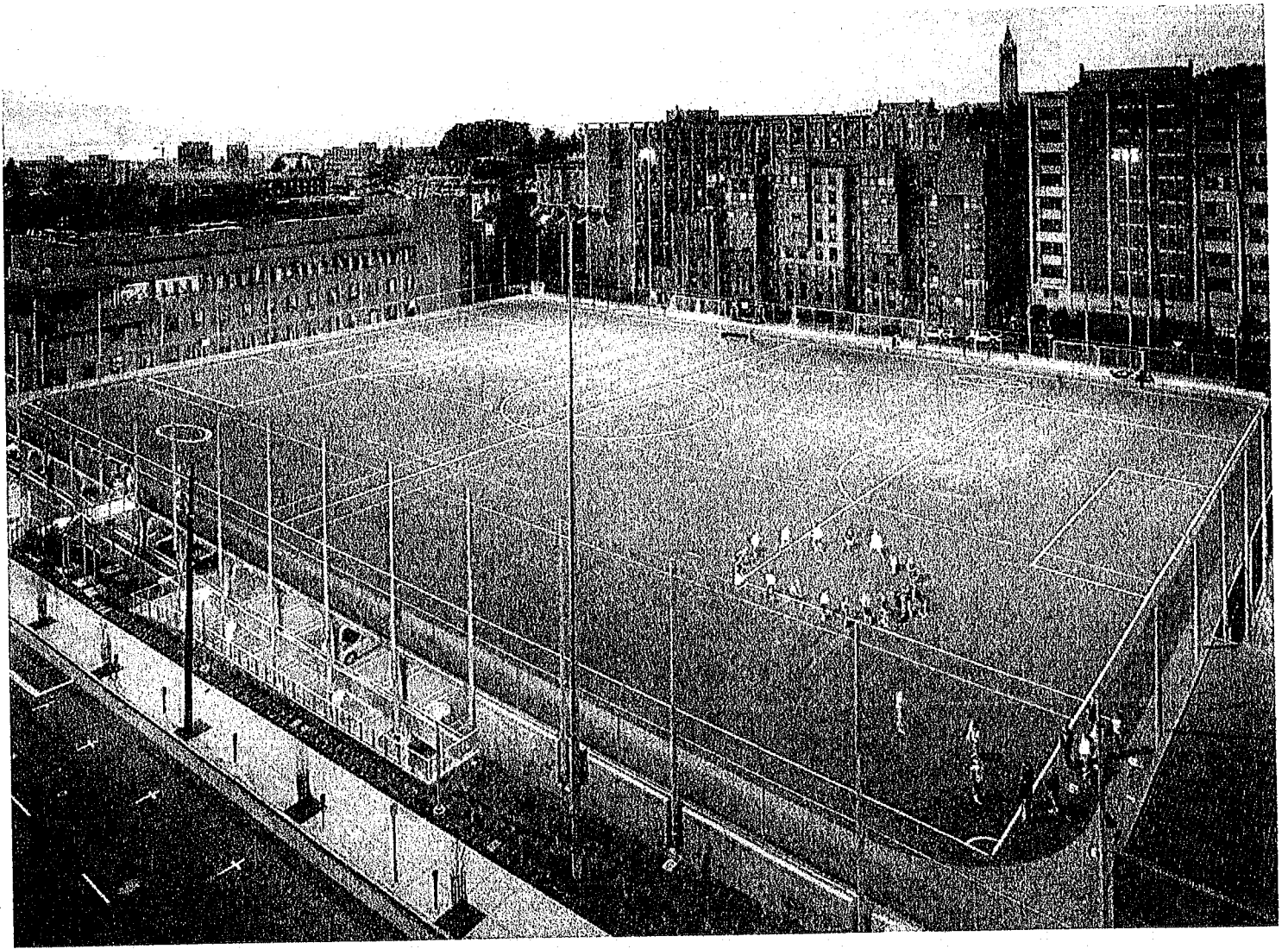
The University of California at Berkeley built this parking facility for faculty, staff and students using assigned permit parking. The site is an area with students housed in mid-rise university dorms and private apartments. The garage fits seamlessly into the neighborhood by uniquely incorporating two separate identities in one facility: a 1,000-space, four-level parking facility and — at roof level — a recreation field. The field is a visible social hub and a significant neighborhood enhancement. 380,000sf, with 2 floors below the ground.

Initially the site was an open parking lot whose grade level was 30+ ft below the sidewalk, separating the dormitories to the South from the campus that lies to the North.

The design build team, lead by Overaa, significantly redesigned the initial conceptual design due to constructability recommendations, architectural considerations, and changes in the University's requirements. Through the holistic approach, the team was able to identify cost saving delivery strategies and implement those into the design and delivery of the project.



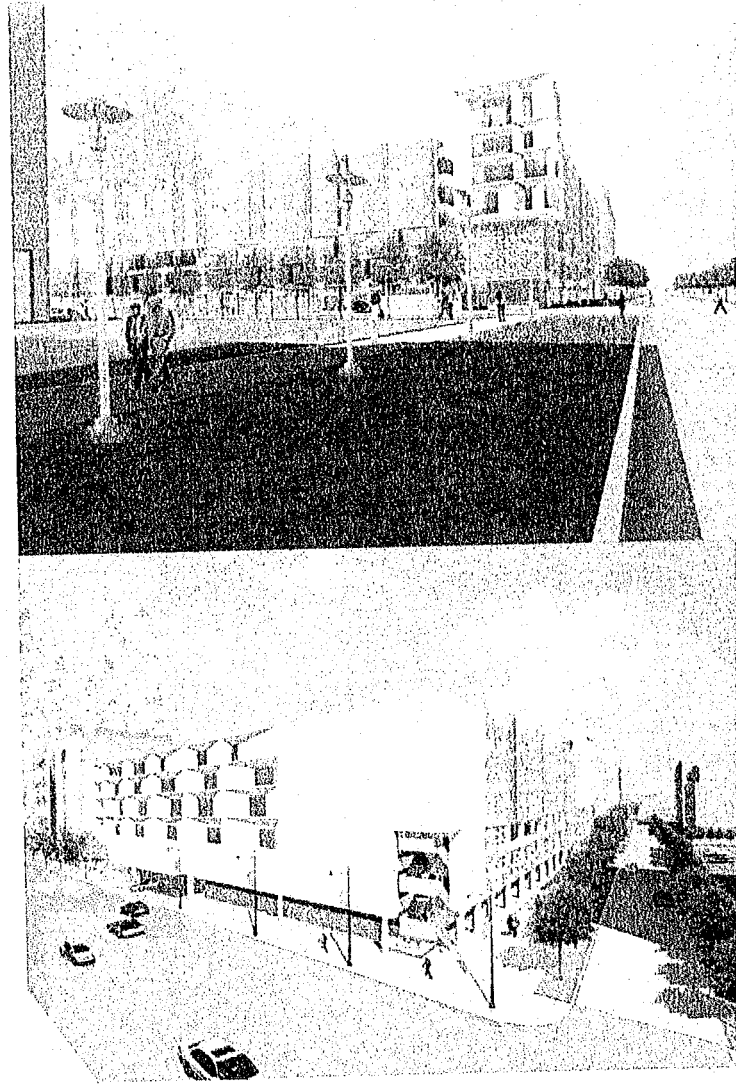


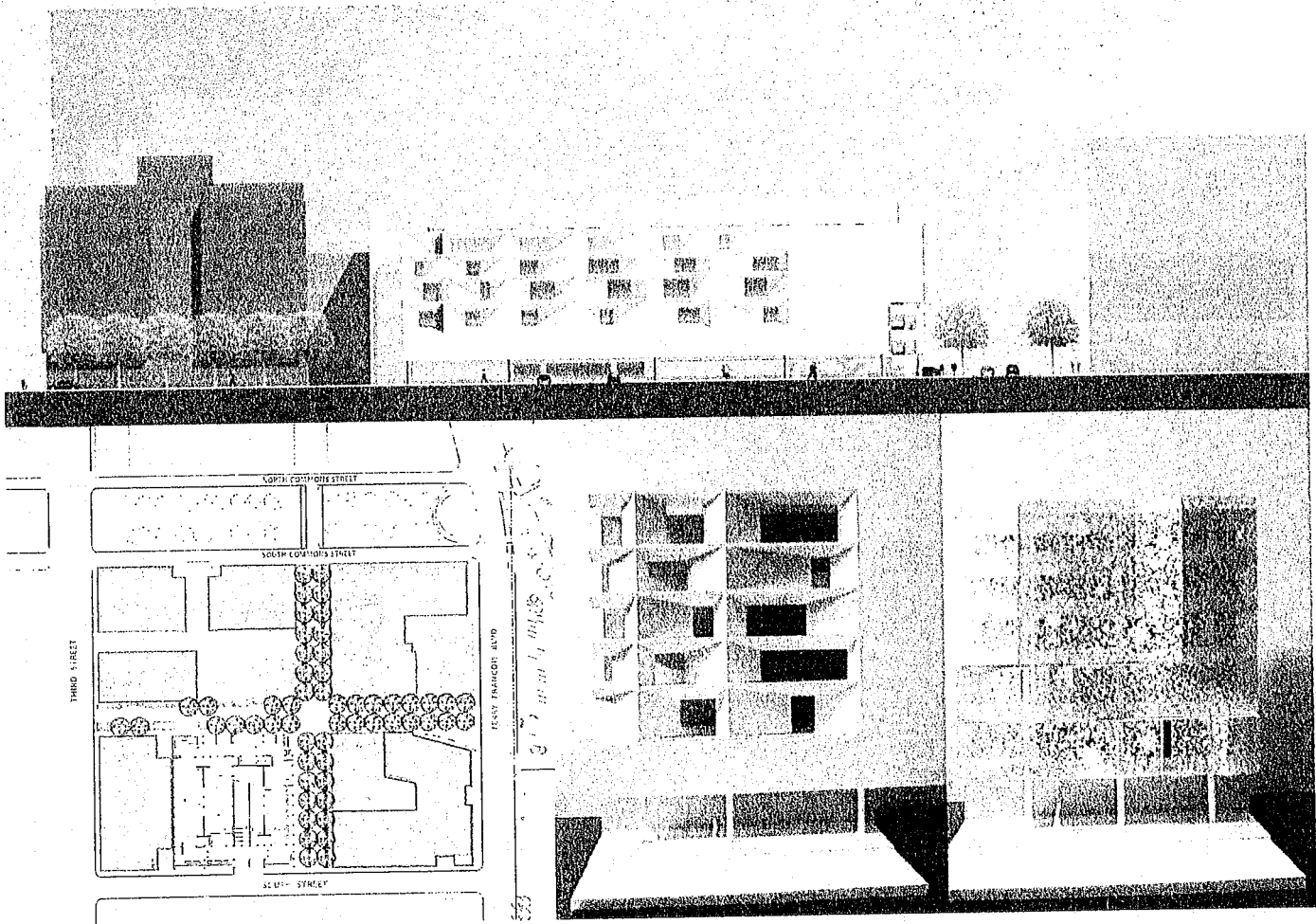


## MISSION BAY BLOCK 27 PARKING STRUCTURE

*San Francisco, California*

Located within San Francisco's Mission Bay redevelopment zone, this new parking structure will serve adjacent laboratories and offices with 1420 spaces on 7 elevated levels. The north and east facades, which face public open space, are clad in perforated aluminum panels with pixilated imagery of California's redwood forests. This imagery is intended to evoke the filigree of adjacent tree canopies and create a sense of pedestrian scale. The south elevation, which faces a heavily trafficked street, incorporates a deeply canted plaster wall designed to engage sunlight and shadow, creating interest across the façade. The ground level is recessed along the south and east elevations, offering a covered pedestrian walkway. This feature also lightens the overall building mass as the aluminum panels and the plaster wall appear to hover above the ground. The primary pedestrian access point is located at the building's northeast corner, with the upper levels clad with a canted plaster box similar to the south facing façade. The intent of this element is to provide an "urban pause", allowing people to take in views of the surrounding parks. It also offers a figurative presence as seen from the public open spaces. The project is complete as of early September 2009.

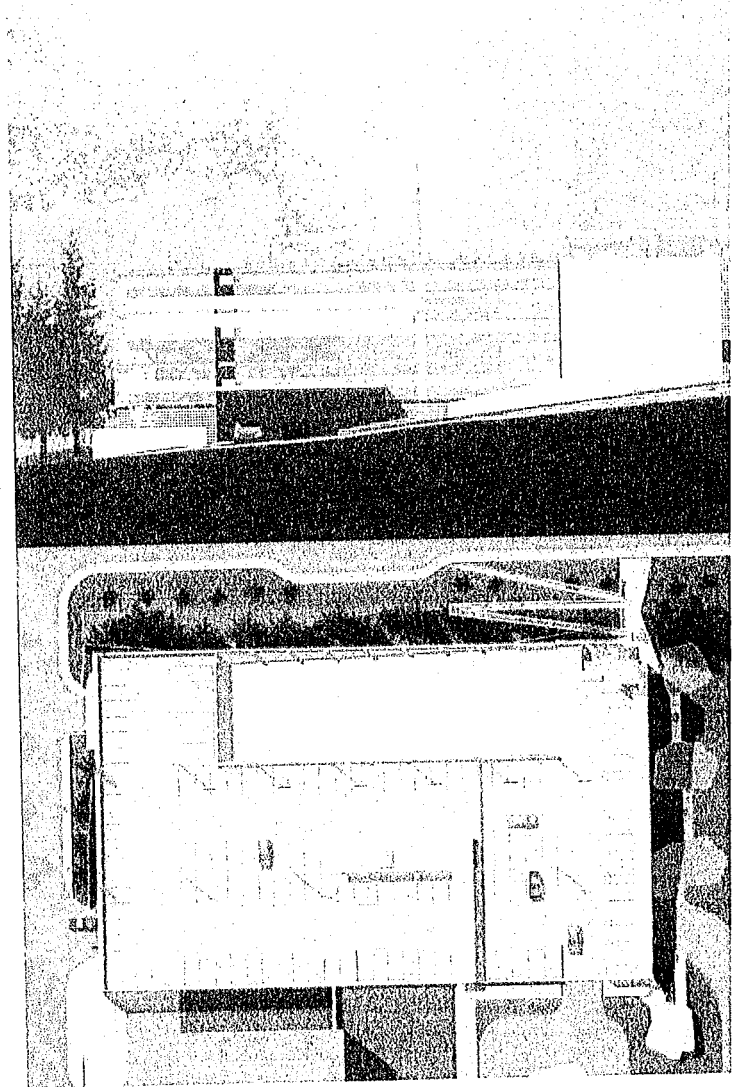


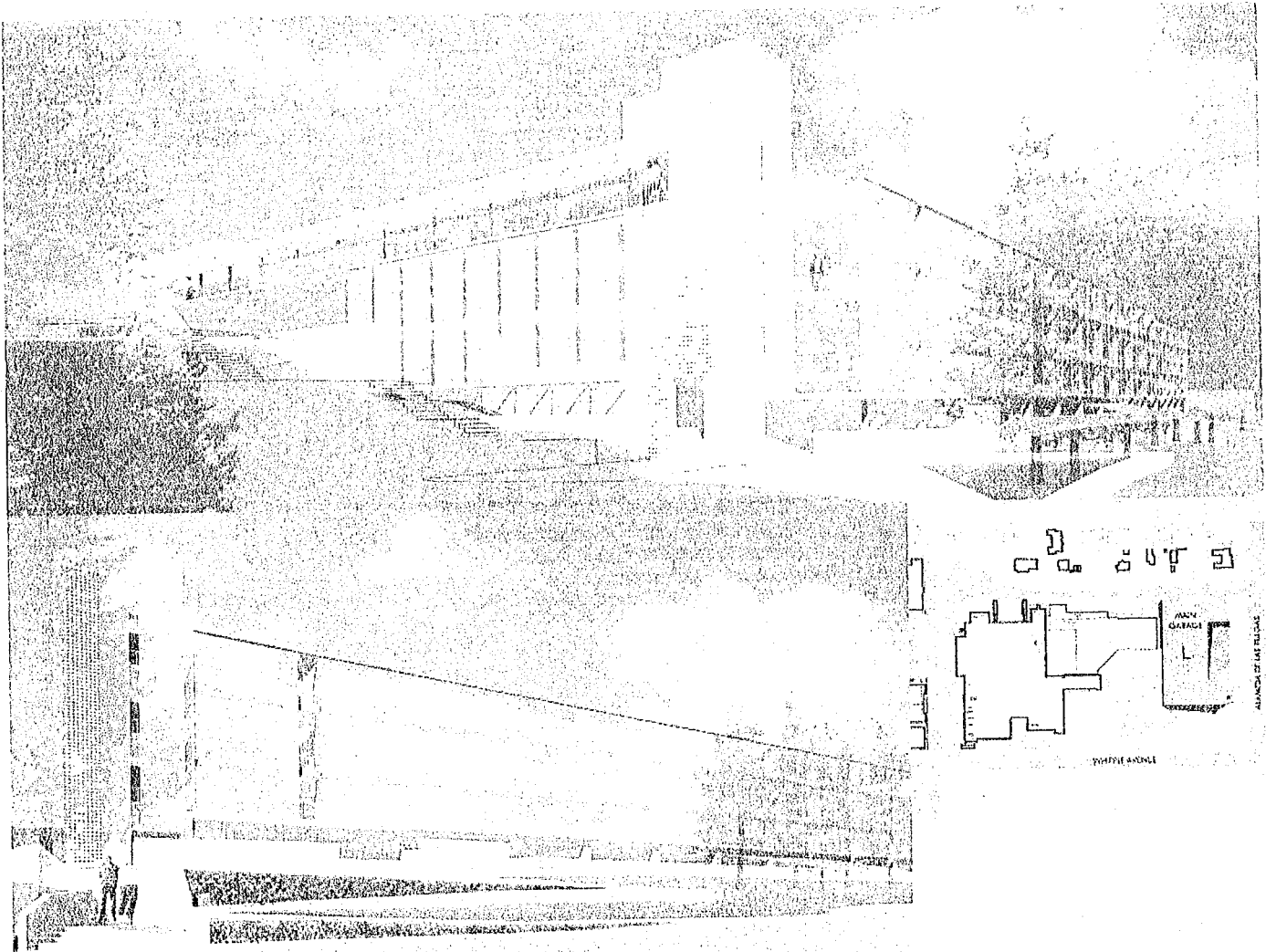


## CATHOLIC HEALTHCARE WEST SEQUOIA PARKING STRUCTURE

*Redwood City, California*

Situated adjacent to the new hospital expansion, and between residential neighborhoods, the CHW Sequoia Hospital Parking Structure provides parking for 670 cars on 5 levels. Design incorporates a compressed pallet of materials and colors, which develops an overall architecture consistent with the existing campus and respects adjacent residential properties. Light overspill from the facility will be controlled by a combination of perforated precast panels and a stainless steel scrim.







## BUILDING EXPERIENCE

## ORINDA LIBRARY

*Orinda, California*

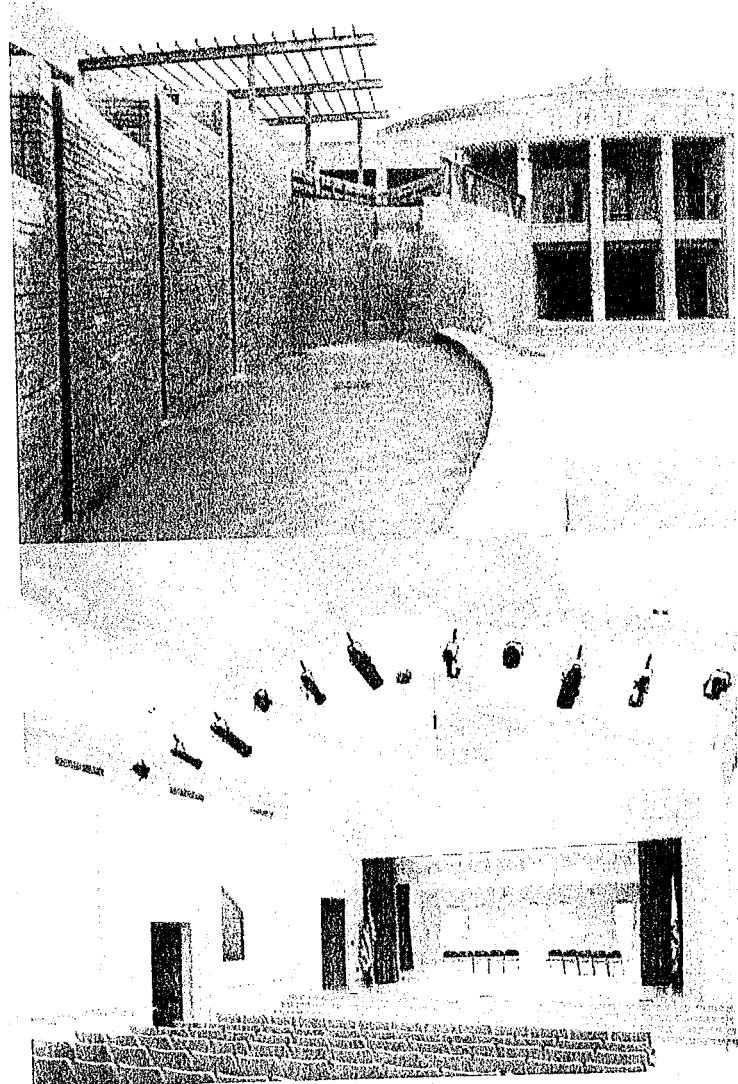
Value: \$11,930,133

Project included a new 32,000sf library facility, with underground parking (8,405sf) and extensive sitework. The entrance to the library is hidden by a dramatic waterfall. The fountain and landscape walls have a Golden Granite veneer imported from China. The beautiful library has many architectural features.

It also includes library book shelving, auditorium sound and theatrical intercom systems, projection screens and other A/V equipment, kitchen equipment (2 kitchens included), aluminum entrances and storefronts, swinging automatic entrance doors, decorative glass, and special decorative tile.

Owner Contact: Robert Lindsay, City of Orinda, 925-254-4222

Architect: Stastnybrun, Laurie Gibbs, 503-222-5533







## OAKLAND CITY HALL

Oakland, California

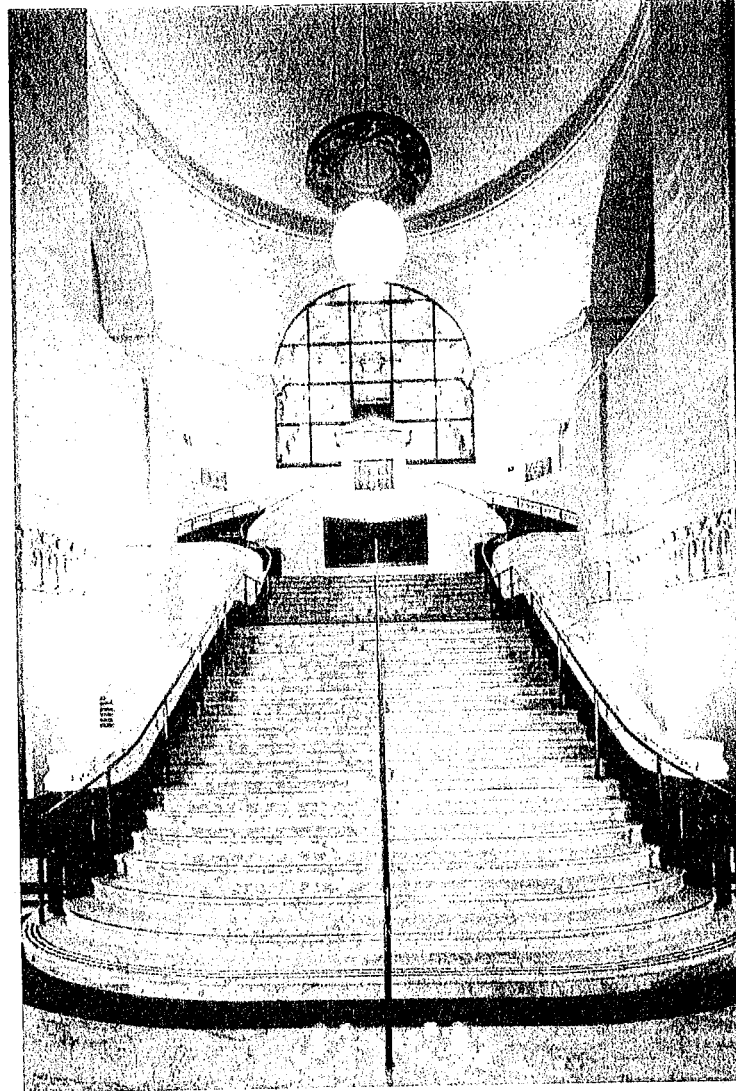
Value: \$36,000,000

Originally built in 1911, Oakland City Hall was the first high rise building of the American Beaux Arts style west of the Mississippi. Overaa performed \$36 million of this major reconstruction effort, including the installation of the first base isolators in a seismic retrofit of an historical building in California.

To insert the 119, 2000 pound steel and rubber base isolators, Overaa first built a 3 foot mote around the structure to prevent it from slamming laterally into an adjacent structure from a seismic event. Overaa actually "jacked up" the 19 story building with massive steel work in the basement in order to transfer the load to the isolators.

Reinforcing was installed throughout the 19 stories. A steel frame was added to the tower walls of terra cotta tile and brick infill. A historic clock tower sits on top of a truss system that extends to the outside walls and then transfers the weight to the columns below. The biggest challenge, perhaps, was getting the concrete up throughout the building. The concrete was pumped through elevator shafts to form shear walls without disrupting other work.

Overaa also restored or replaced the interior finishes in the lobby and lower levels. The walnut paneled mayor's office, silver leaf columnnades in the council chambers, granite and terra cotta and marble throughout this structure still stand today as a beautiful national landmark. Work included protection of and matching of historic architectural finishes – interior and exterior finishes – marble, wood, plaster, etc; addition of a state-of-the-art Oakland City Council public auditorium with balconies, theater seating, communication system, historic lighting, and podium; high acoustical ceilings for greater sound carry; life safety upgrades were installed throughout the building and included new fire sprinklers and renovation of the power generator system



## RICHMOND CITY HALL

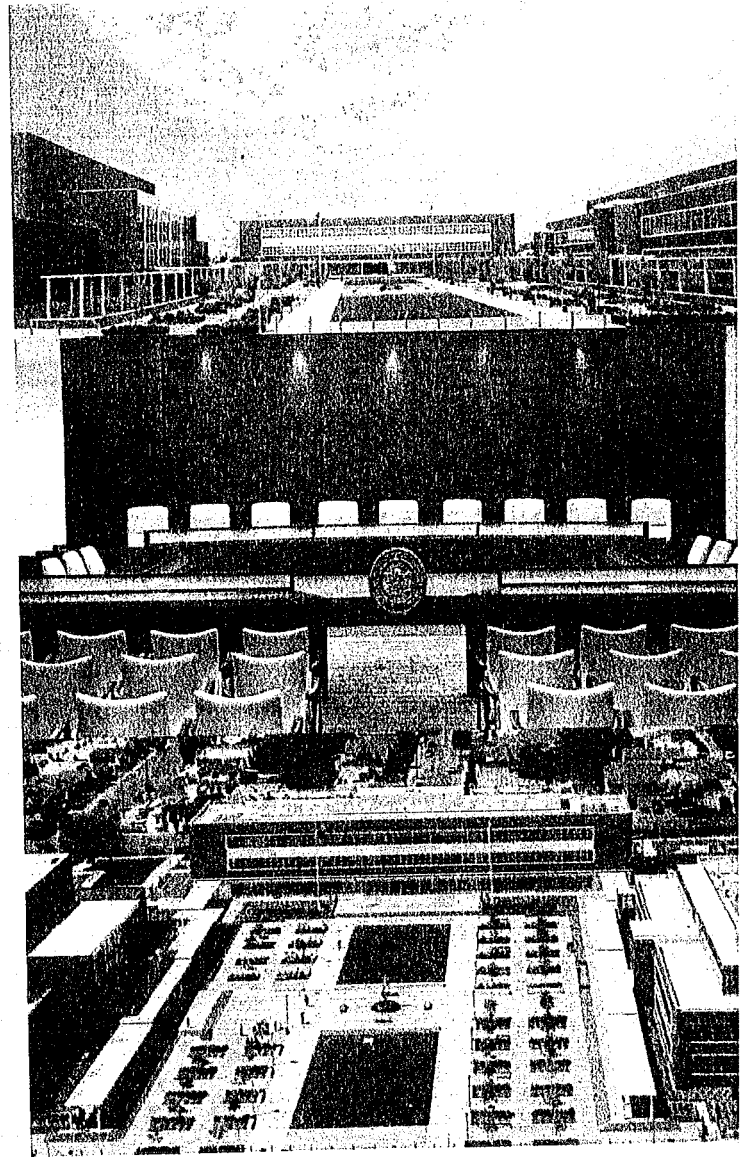
Richmond, California

Value: \$12,330,664

Overaa completed this award winning design build project that involved the renovation and rehabilitation of the four-story, 70,000sf steel-framed Richmond City Hall. The project included full renovation of the City Hall and former police department, along with seismic upgrades, a new roof, glass and brickwork, access for those with disabilities and life safety issues at the auditorium, and work on the plaza.

Overaa brought the building into the 21st century, making it earthquake-safe and ADA compliant, upgrading communications and installing new roofs, sprinkler systems and air conditioning. The structure was seismically upgraded with steel bracing and concrete shear walls and was upgraded to an "essential facility" status. Additionally, Overaa installed completely new exterior cladding, MEP systems, interiors, and significant site work for the surrounding Civic Plaza area. There were adjacent occupied buildings throughout construction phase.

The Richmond City Hall included several sustainable design elements including rooftop solar panels and is a LEED Gold-rated building. Overaa implemented Materials & Resources credits 2.1 and 2.2, committing to a construction waste management program that diverted 50% to 75% of materials from disposal. Also, Overaa implemented Indoor Environmental Quality credits 2 (increased ventilation), 3.1 and 3.2 (construction IAQ management plan during construction and before occupancy), and 4.1 to 4.4 (low-emitting materials). The new City Hall building is expected to be 94 percent more energy efficient than office buildings across the country and reduce carbon emissions by 55 percent.



## LAFAYETTE LIBRARY & LEARNING CENTER

Lafayette, California

Value: \$32,639,977

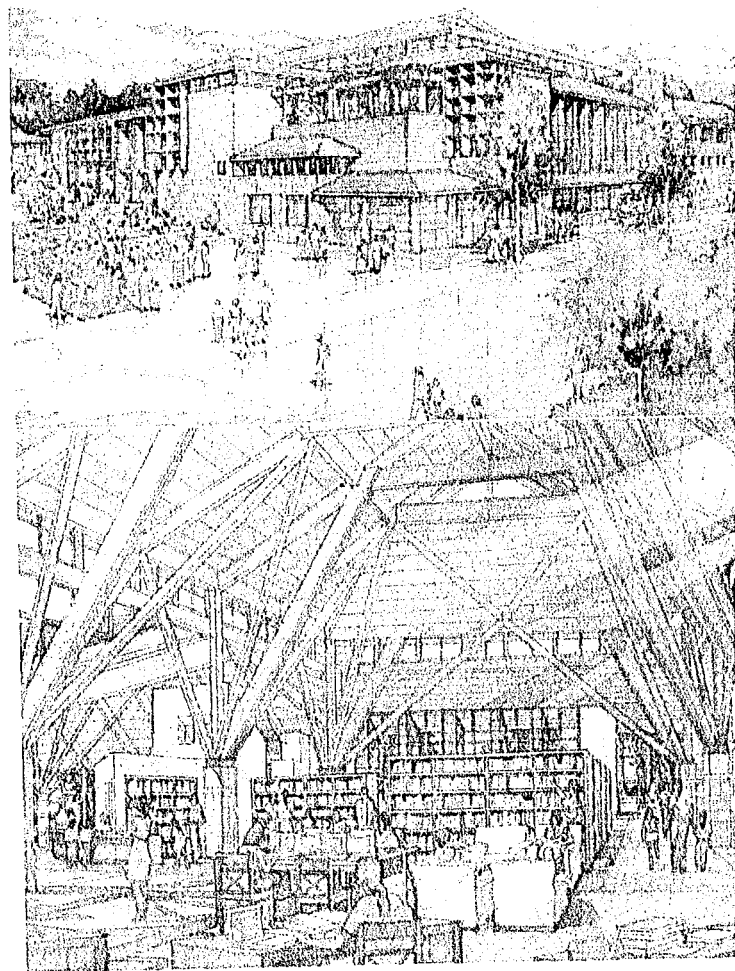
A three-level, 35,000sf stone and wood structure, built in a contemporary Bay Area Craftsman style. The new Library will be located in the heart of Lafayette - at the corner of Mount Diablo Boulevard and First Street.

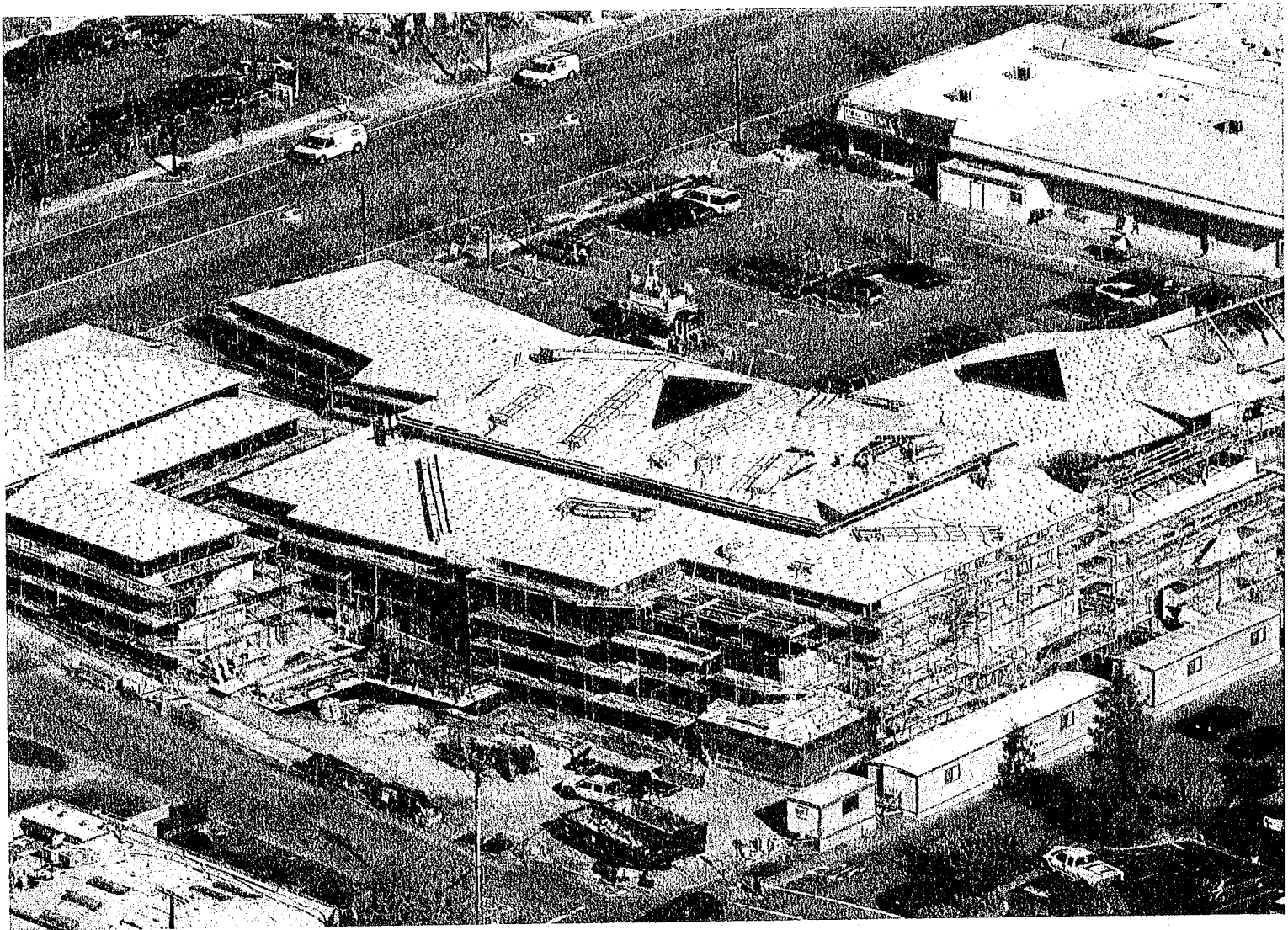
There are many "green" elements, including photovoltaic cells.

It includes a collection of 117,000 books and audiovisual materials, 44 public computers, a Technology Lab, wireless connection, 186 reader seats, art and science discovery center for 36-60 participants, community hall with 161-seat capacity, performance platform, art gallery, meeting room, and serving kitchen, City's Emergency Operations Center, and outdoor meeting and reading areas.

Owner Contact: Mayor Don Tatzin, 925-299-3210

Architect: Killerfer Flammang Architects, 310-399-7975





## CLAREMONT COUNTRY CLUB HISTORIC RENOVATION & NEW POOLHOUSE

Oakland, California

Value: \$7,398,317

First built in the 19th century, then later reconstructed after a fire in the 1920's, the clubhouse has been granted historic building status by the City of Oakland. It is a large 3-story building of multiple facades, all of which are clad in the Tudor style of architecture. Atop the clubhouse sits an impressive slate-tile roof structure. The manicured grounds surrounding the clubhouse include 4 tennis courts, a swimming pool, the 18-hole golf course, and various other support buildings.

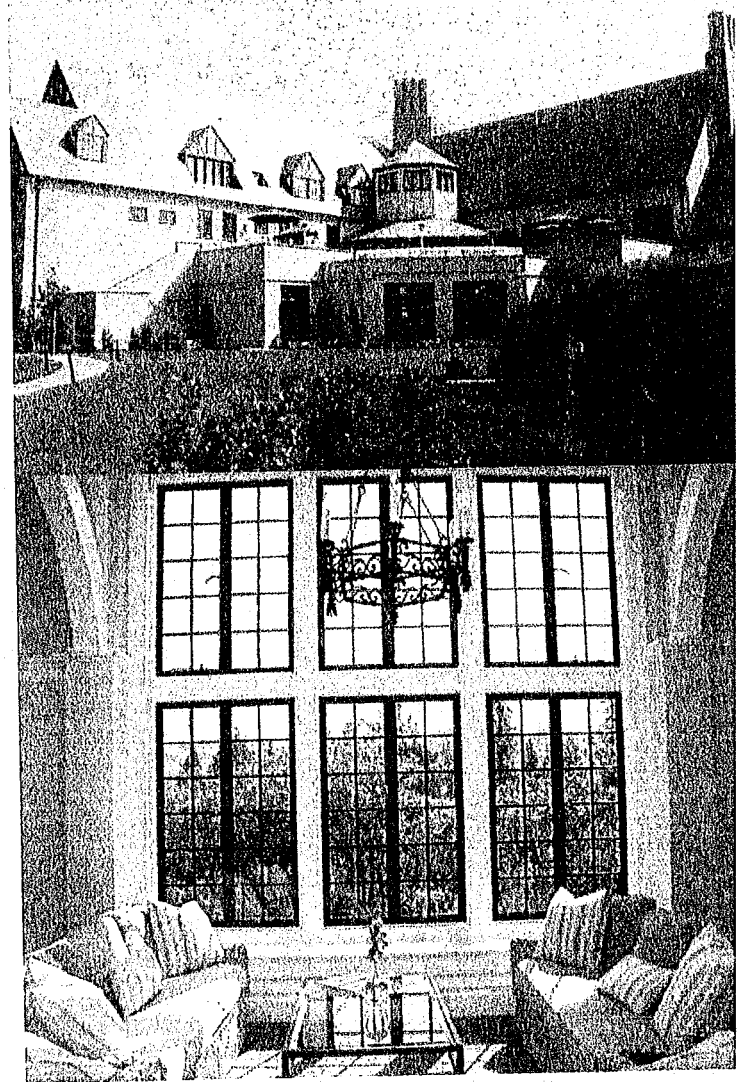
Phase I was an interior remodel of the ground floor recreation areas. Phase II & III were accelerated and consolidated into one project to meet the client's aggressive timetable.

Phase II was a 7000+ sf addition to the existing clubhouse, and is comprised of two distinct wings. The Ladies' Lounge & Locker wing includes locker rooms, shower and bath areas, and a quaint sitting lounge. Atop the Lounge wing are mechanical and storage areas, housed within a new roof structure cut of several 16:12 gables. The Exercise wing includes cardio and weightlifting areas, a sprung-floor aerobic area, and an office. Above the exercise rooms is an exterior terrace, finished with cast pavers and bound by a parapet of cast stone. The addition is clad with Tudor style ornamental woodwork and acid-washed stucco.

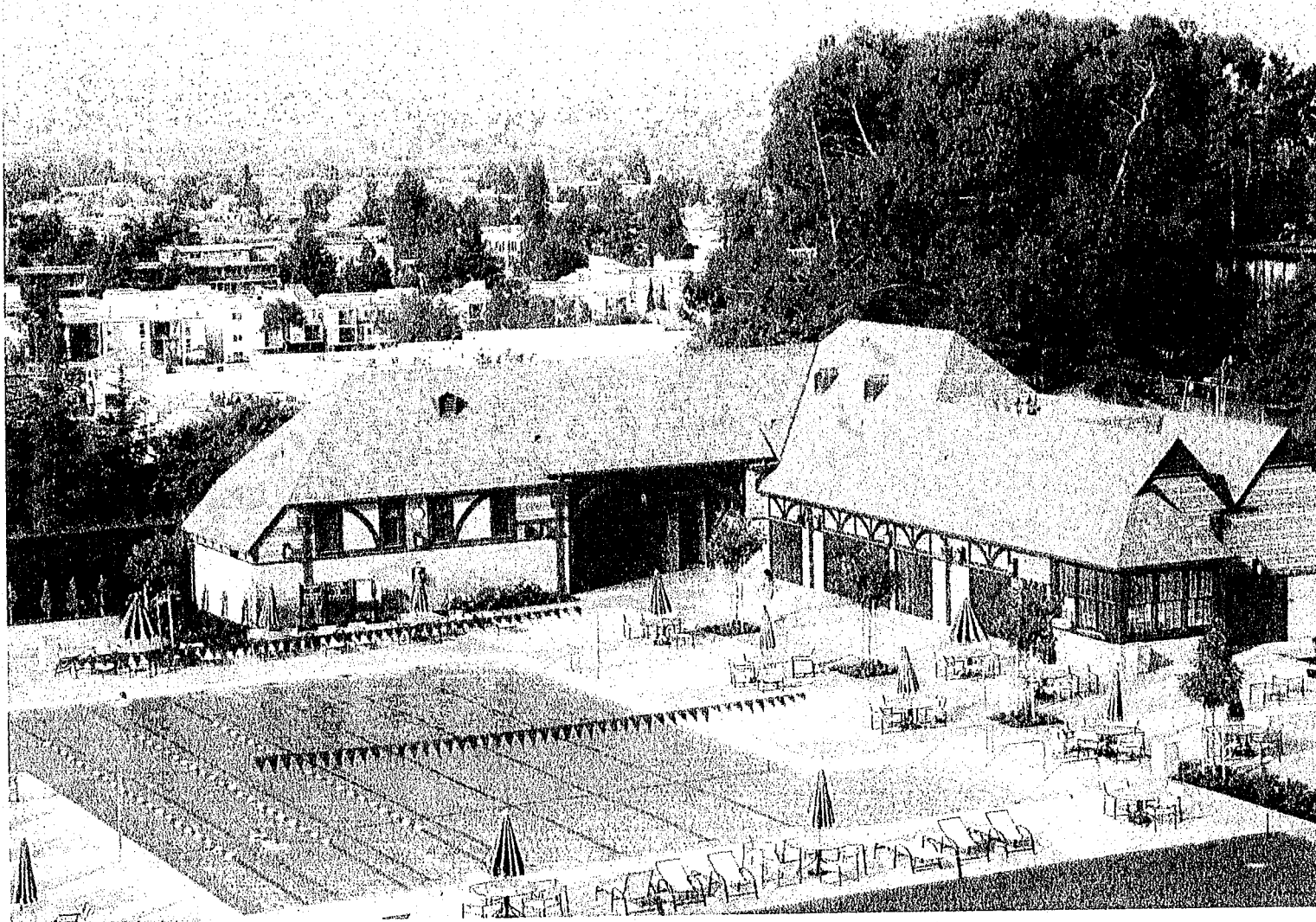
Phase III is a new 3500sf Poolhouse building, new swimming pools, and extensive sitework. The Poolhouse includes men's and women's locker and bath areas, storage and equipment areas, an office, and a full commercial kitchen. The Poolhouse elevations are finished with a combination of cedar siding, stucco, and wood trim. It is protected from the weather by a faux-slate tile roof, to match the new natural slate tile roof installed in Phase II.

Owner Contact: Ken Morrison, The Rockridge Group,  
(415) 394-5430

Architect: Malick & Associates, John Grove (510) 595-8042







## CSU EAST BAY PIONEER HEIGHTS STUDENT HOUSING

Hayward, California

Value: \$27,215,930

The award winning project is a combination of three-story and four-story structural steel with wood infill buildings plus site work. This project was a major addition to the campus and includes associated support facilities, with separate utility, administration (75,000sf) and common areas. The facilities accommodate more than 400 residents. 198,100sf

The project recieved "Top Project in California" by Real Estate & Construction Review magazine.

Owner Contact: Laura Learned, Interim Purchasing Manager, 510-885-3607

Construction Manager: Consolidated CM, Matt Scoble, 510-208-1720

Architect: The Steinberg Group, Antony Joma / Teo Speranza, 408-817-2960







## REFERENCES

Project Name	Owner/Contact Name/Title	Contact Information
Kaiser Oakland Parking Garage #1	Kaiser Permanente, Ed Malek	t. 626.644.4557
Oakland City Hall Restoration	City of Oakland, Bruce Moen, Richmond City Manager (formerly with City of Oakland)	t. (925) 943-2231
Alameda Historic Theatre Restoration & Civic Center Parking Garage	City of Alameda, Jennifer Ott, Development Manager/City Engineer	t. (510) 749-5831 jott@ci.alameda.ca.us
Mission Bay Block 27 Parking Structure	Alexandria Real Estate, Terezia Nemeth, Vice President of Development	t. 415.554.8847, f. 415.554.0142 tnemeth@labspace.com
Santana Row Parking Structure Expansion	Federal Realty Investment Trust, Randy Paul, VP, Development, Western Region	t. 408.551.4604
Richmond City Hall Restoration	City of Richmond, Kinshasa Curl, Project Manager Manil Bajracharya, Owners Rep, Mack 5	Kinshasa 510-307-8118 Manil 510-595-3020
Galleria at Roseville Parking Structure	Westfield Galleria, Randall Wallace, Director of Construction	t. 310.365.3344
City of Orinda Library	City of Orinda, Bill Lindsay	(925) 254-4222
Sequoia Hospital Parking Structure	Catholic Healthcare West Sequoia Hospital, Kathy Romano, Chief Operating Officer	t. 650.367.5587, f. 650.367.5288 kromano@chw.edu
UC Berkeley Underhill Parking Facility & Athletic Turf	UC Berkeley, Dennis Town, Project Manager, Capital Projects	t. 510.643.8511
Kaiser S. Sacramento Parking Structure	Kaiser Permanente, Bob Golonka, Project Manager, SSC NFS Capital Projects	t. 916.688.6563, f. 916-525-4041 <a href="mailto:Robert.N.Golonka@kp.org">Robert.N.Golonka@kp.org</a>
Hayward City Hall Parking Structure	City of Hayward, Morad Fakhrai	t. 510.583.4762, f. 510.583.3620
BART Pleasant Hill Parking Garage	Millennium Partners/Avalon Bay, Mark Farrar, Construction Manager	t. 415.537.3890, f. 415.537.3895
BART W. Dublin/Pleasanton Parking Structures	Jones Lang LaSalle, Ray Flatland, Project Director, Bob Russell, Ampelon Development (now with Jones Lang LaSalle)	t. 415.395.4900/ t. 510.893.4600 <a href="mailto:bob@ampelon.com">bob@ampelon.com</a>



Kaiser Foundation Health Plan, Inc.  
NFS Capital Projects  
Oakland Replacement Team

June 2, 2009

Colby Powell  
Overaa Construction  
200 Parr Blvd.  
Richmond, CA 94801

Subject: Kaiser Permanente  
3751 Broadway Garage  
Oakland

Colby,

I want to thank you for all the good work you and your team did on Kaiser's new garage at 3751 Broadway in Oakland. The job was certainly a success and Overaa's performance was outstanding. The project was built on a very tight site which made for a difficult build out. And complicating the work, there were important relationships that had to be maintained with the city, and with the other contractor immediately adjacent to the garage site, in order for this job to be successful. You, Doug and Duane did a wonderful job of keeping progress going in spite of all the difficult challenges thrown your way. I grew to appreciate Overaa's management model, your thoughtful work ethic, and the careful and professional manner in which each member of Overaa's team carried out their responsibilities. And as further acknowledgement to your success, I have heard from both Kaiser members, and employees, of how happy they are to be in this new facility. You have done a great job. Thanks!

Sincerely,

Gary Bankhead  
Senior Project Manager



November 26, 2008

Sent via email and US mail

Chris Manning  
C. Overaa & Co.  
200 Parr Blvd.  
Richmond, CA 94801

Re: Santana Row Parcel 3B Project  
Thanksgiving delivery of level 3

Dear Chris,

On behalf of Federal Realty Investment Trust (FRIT), Randy and I would like to thank the Overaa Construction team for their efforts to return level 3 of the 3B garage to service by Thanksgiving. Construction of a major addition to an existing garage, while the garage is in use presents significant challenges. Add to the mix, the garage's location of the project at the mixed use development with the popularity of Santana Row and you have the 3B Project.

We appreciate your leadership and the individual efforts of Nathan, Milenko and Dennis. Day in and day out, Dennis has been particular responsive to the concerns of Federal Realty with the support of Gilbert, Monica and Jorge. We would like to acknowledge Dennis' creativity in addressing concerns identified by the City and Federal Realty without allowing the schedule to slip. The schedule for return of level 3 was an aggressive one and one that has been met today by the Overaa team.

We are very pleased by today's success story and wanted to immediately acknowledge it. Thanks again. Hope you all enjoy your holiday.

Best Regards,

Federal Realty Investment Trust

Randy Paul  
VP, Development, Western Region

Ellen O'Leary  
Senior Development Manager

cc: Gerald Overaa

---

3055 OLIN AVENUE, SUITE 2100, SAN JOSE, CA 95128

DIRECT 408-551-4604 FAX 408-551-0021

WWW.FEDERALREALTY.COM NYSE: FRT

COMMUNITY & ECONOMIC DEVELOPMENT AGENCY

Steven Duran, Director



July 14, 2009

Ben Kellman  
Project Manager  
C. Overaa & Co.  
200 Parr Blvd.  
Richmond, CA 94801

RE: Richmond Memorial Civic Center Renovation

Ben,

On behalf of the City project team, I want to express our great appreciation for the work accomplished by Overaa and your sub-contractors on the City Hall building, which houses the City's administrative offices, including the Mayor and City Manager, at the newly renovated Civic Center. The reviews are in and very positive from all quarters. The building looks phenomenal inside and out, and is performing as designed.

When one considers the complexity of this project: seismic and water intrusion issues; historical issues; LEED certification; and a very demanding and picky owner, Overaa and the whole project team can be very proud of what has been accomplished – on time and on budget. I especially want to thank you and your team for the outstanding collaboration and coordination with other contractors and various City departments and vendors involved in the project. You and your staff proved to be creative problem solvers, which was essential to the success in this major retrofit and renovation project.

Finally, on a personal note, it was a pleasure working with Overaa and I hope we will have another opportunity to work together again.

Sincerely,

Steve Duran

440 Civic Center Plaza, Richmond, CA 94804-1630  
Telephone: (510) 307-8140 Fax: (510) 307-8195 [www.ci.richmond.ca.us](http://www.ci.richmond.ca.us)

August 1, 2008

Mr. Ben Kellman  
C. Overaa & Co.  
200 Parr Blvd.  
Richmond, Ca 94801

Dear Ben,

On behalf of the Board of Directors of the Claremont County Club, I wish to thank you personally, and everyone at Overaa for your outstanding performance on our recent project. This was a large, complicated and high risk project for us, and we could not be happier with the results. Your constant creativity, tenacity and professionalism raised the standard of performance of the entire design and construction team. You were able to bring our project in on time and under budget in the face of permit and weather delays, less-than-perfect drawings, and the vagaries of a 1927 structure. Bravo!

On a personal note, you and your team made me look like a hero to a membership of 500 people who are used to having things done properly. This may not seem like business as usual to you, but it is a rare commodity for those of us who find ourselves in this position. My sincerest thanks to all of you,

Best personal regards,



Kenneth Morrison  
Director, Claremont County Club

**ROCKRIDGE**

CONSTRUCTION  
PROJECT  
MANAGEMENT

528 WASHINGTON STREET, SAN FRANCISCO, CA 94111  
TEL 415 394 5430 FAX 415 394 5436 [www.rockridgegroup.net](http://www.rockridgegroup.net)



101 North First Avenue, Suite 3100  
Phoenix, Arizona 85003 U.S.A.  
1-602-253-1200 Fax 1-602-253-1202

August 26, 2009

Mr. Chris Manning  
C. Overaa & Co.  
200 Parr Boulevard  
Richmond, CA 94801

Project: **Sequoia Hospital Pavilion  
Parking Garage**

Dear Chris:

With the completion of the Sequoia Hospital Pavilion Parking Garage, I wanted to take the time to congratulate you and your team for an excellent project delivery. From the aspects of the bid presentation to the overall completion, the professionalism presented by Overaa was outstanding. Given the complexity of constructing a project of this nature, the challenges were ever present with limited access, confined space, and neighboring residents hesitant to change.

By allowing the design team, composed of WNRS Studio and Walker Parking Consultants, the ability to bring creativity and innovation to the project, allowed the community to welcome the project with open arms.

Commendations are especially extended to your site staff, Project Manager – TJ Sekel; Superintendent – Jim Serpa, and Project Engineer – Ray Faulkner for the professional manner in which these individuals and crews delivered project with ultimately little impact of disruption to the local residents.

The character displayed by C. Overaa & Co. is by far one of the best I've had the pleasure of being associated with in the past 20 years. C. Overaa & Co. truly exceeds their competition.

Thank you for your support and assembly of an outstanding team and look forward to working with you in the future.

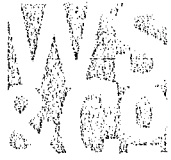
Sincerely,

A handwritten signature in black ink, appearing to read "Robert J Creelman", with a long horizontal line extending to the right.

Robert J Creelman  
Project Manager

Jacobs Engineering Group Inc.

## BONDING LETTER



WOODRUFF  
SAWYER &  
COMPANY

Re: C. Overaa & Co.

To Whom It May Concern

We are pleased to represent C. Overaa & Co., as their Surety Bond and Insurance Broker. The name, address and telephone number of their surety is:

Travelers Casualty and Surety Company of America  
100 California Street - Suite 300  
San Francisco, Ca. 94111  
(415) 732-1400

Travelers Casualty and Surety Company of America, a member of the Travelers group of insurance companies, is a U.S. Treasury listed and approved surety with an A.M. Best Company rating of A+XV and a Standard & Poor's Insurer Financial Strength rating of AA-. Travelers Casualty and Surety Company of America does comply with the provisions of the Code of Civil Procedure, Section 995.660.

C. Overaa & Co. is a highly regarded and valued client. The company is qualified for bonding of individual projects in excess of \$100 million. They have the capacity, management, experience and expertise to support a work program in excess of \$400 million. C. Overaa & Co.'s current available bonding capacity is well in excess of the estimated contract value of this project.

If we are requested to furnish bonds for C. Overaa & Co., we can provide performance and payments bonds as required. Issuance of the bonds would be subject to the surety's normal underwriting process, a review of the contract terms and conditions, bond forms and confirmation of satisfactory financing.

Please contact us if you have any questions regarding C. Overaa & Co.'s surety bond program.

Sincerely,

Charles R. Shoemaker  
Sr. Vice-President  
Construction Practice

Insurance Services  
Risk Management  
Employee Benefits

T 415.391.2141  
F 415.989.9923

220 Bush Street, Floor 7  
San Francisco, CA 94104

CA license 0329598  
ADAMS, PETER, JR. & ASSOCIATES

www.woodruff.com



## BANKING LETTER



April 2, 2009

To Whom It May Concern,

I am pleased to provide the following information with respect to the banking relationship between Mechanics Bank and C. Overaa & Co.:

- C. Overaa & Co. has maintained an excellent relationship with Mechanics Bank for over 80 years.
- The relationship maintains average deposit balances in the 8 figure range. While they currently do not have a lending need, any request for financing would be expedited without hesitation.
- The Bank would rate C. Overaa & Co. as one of its premier customers. We have had a very long and beneficial relationship with the firm.

If you have any questions or need additional information, please do not hesitate to contact me at the number listed below.

Sincerely,

Keary Sullivan  
V.P./ Sr. Relationship Manager  
Commercial Lending Group  
Ph: (925) 256-3028  
Fax: (925) 938-6580

East Bay Regional Lending Group  
1333 North California Blvd., Suite 600 • Walnut Creek, CA 94596  
925.256.3000 phone • 925.938.6580 fax  
www.mechbank.com



December 1, 2009

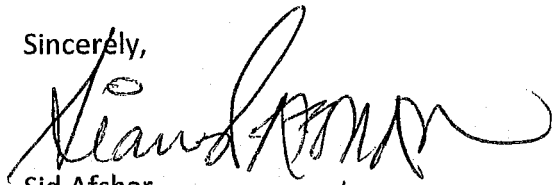
City of Oakland  
Community and Economic Development Agency  
250 Frank Ogawa Plaza, Suite 5313  
Oakland, CA 94612

RE: Notice of Development Opportunity; Parcel No. 4 (Foothill & Seminary)

Dear Mr. Larry Gallegos,

Sunfield Development does not have any judgments, past or present, regarding development projects that any of the team members are involved. In addition they have no litigation that could cause a material adverse impact on the development of this project.

Sincerely,

  
Sid Afshar  
President

12/1/09

**INTERNATIONAL PARKING DESIGN, INC. (IPD)**  
**Professional Liability Potential Claims November 2009**

**Year: 2009. Project Name: Los Angeles City College. Potential Claimant: STUDIOS architecture [sic]. Reason: IPD's client, STUDIOS architecture (Architect of Record), is the object of a potential claim by the Owner on the project, Los Angeles Community College District, regarding alleged costs related to shoring delays. IPD may be drawn into the claim as a member of the Architect's design team. Status: Fact-finding.**

**Year: 2009. Project Name: Los Angeles Metro Lofts. Potential Claimant: Johnson Fain. Reason: IPD's client, Johnson Fain (Architect of Record), is the object of a claim by the Owner of the project, Forest City Metropolitan Lofts Association, L.P., regarding alleged design related damages. IPD may be drawn into the claim as a member of the Architect's design team. Status: Fact-finding.**



C. OVERAA & CO.

Craftsmanship • Innovation • Proven Results

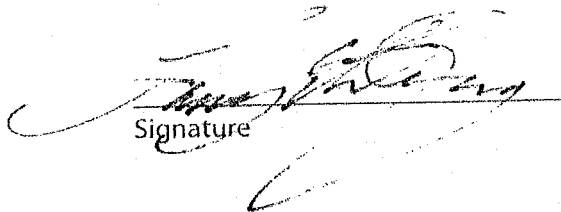
### Statement of Litigation

C. Overaa & Co. does not have any judgments, past and present, and any other litigation that may have a material adverse impact on the developer's financial condition and ability to complete project.

Larry Etcheverry  
Name of Company Representative

November 30, 2009  
Date

Vice President  
Title

  
Signature



December 1, 2009


City of Oakland  
Community and Economic Development Agency  
250 Frank Ogawa Plaza, Suite 5313  
Oakland, CA 94612

RE: Notice of Development Opportunity; Parcel No. 4 (Foothill & Seminary)

Dear Mr. Larry Gallegos,

The Development Team has the capacity and sufficient financial resources to undertake, complete, operate and manage the proposed development at the Foothill & Seminary site. Thank you.

Sincerely,

  
Sid Afshar  
President

12/1/09



December 1, 2009


City of Oakland  
Community and Economic Development Agency  
250 Frank Ogawa Plaza, Suite 5313  
Oakland, CA 94612

RE: Notice of Development Opportunity; Parcel No. 4 (Foothill & Seminary)

Dear Mr. Larry Gallegos,

The Development Team has the capacity and sufficient financial resources to undertake, complete, operate and manage the proposed development at the Foothill & Seminary site. Thank you.

Sincerely,

  
Sid Afshar  
President

12/1/09



December 1, 2009


City of Oakland  
Community and Economic Development Agency  
250 Frank Ogawa Plaza, Suite 5313  
Oakland, CA 94612

RE: Notice of Development Opportunity; Parcel No. 4 (Foothill & Seminary)

Dear Mr. Larry Gallegos,

The Development Team has the capacity and sufficient financial resources to undertake, complete, operate and manage the proposed development at the Foothill & Seminary site. Thank you.

Sincerely,

  
Sid Afshar  
President

12/1/09



December 1, 2009


City of Oakland  
Community and Economic Development Agency  
250 Frank Ogawa Plaza, Suite 5313  
Oakland, CA 94612

RE: Notice of Development Opportunity; Parcel No. 4 (Foothill & Seminary)

Dear Mr. Larry Gallegos,

The Development Team has the capacity and sufficient financial resources to undertake, complete, operate and manage the proposed development at the Foothill & Seminary site. Thank you.

Sincerely,

  
Sid Afshar  
President

12/1/09



*City of Oakland Notice of Development Opportunity*  
*Agency Owned Parcel No. 4, Foothill & Seminary*  
**SOURCES & USES**

<b>SOURCES OF FUNDS</b>	Amount
Bay Area Regional Center Loan	\$ 5,000,000
Construction/Permanent Loan	\$ 6,041,000
<b>Total Source of Funds</b>	<b>\$ 11,041,000</b>

<b>USES OF FUNDS</b>	
Land Costs	\$ 2,456,197.00
Title/Recording Land	\$ 15,809.00
On/Off Site Improvements	\$ 1,084,831.00
Construction	\$ 3,027,459.00
Contractor Overhead/Profit/General Requirements	\$ 594,482.00
Construction Contingency 5.00%	\$ 235,339.00
Construction Bond 1.25%	\$ 59,528.00
TU Mercado Improvements	\$ 1,204,475.00
Retail Tenant Improvements	\$ 130,500.00
Retail Leasing Commission	\$ 145,000.00
Appraisal	\$ 15,000.00
Architect & Engineering	\$ 500,000.00
Permits, Fees	\$ 500,000.00
Title/ Recording Construction	\$ 27,414.00
Taxes/Assessments	\$ 25,058.00
Insurance	\$ 155,465.00
Borrower Legal	\$ 25,000.00
Accounting	\$ 6,000.00
Construction Loan Fees	\$ 210,820.00
Construction Loan Interest	\$ 456,759.00
Lenders Inspections	\$ 9,000.00
Permanent Loan Fees	\$ 83,910.00
Title/ Recording Permanent	\$ 15,000.00
Marketing/Lease-Up/Startup Costs	\$ 10,000.00
Soft Cost Contingency	\$ 47,954.00
<b>Total Uses of Fund</b>	<b>\$ 11,041,000.00</b>

*City of Oakland Notice of Development Opportunity*  
*Agency Owned Parcel No. 4, Foothill & Seminary*  
**Hard Construction Costs**

DESCRIPTION OF WORK	SCHEDULED VALUE	PER S.F.
---------------------	--------------------	-------------

**On-Site Improvements**

Sewer/Water/Storm	\$ 87,738	
Phone/Cable	\$ 3,510	
Site Lighting	\$ 66,681	
Site Concrete	\$ 107,391	
Landscaping	\$ 73,700	
Survey & Layout	\$ 10,529	
Earthwork	\$ 105,285	
Paving	\$ 630,000	
Signage Allowance	\$ -	
<b>Total On-Site Improvements</b>	<b>\$ 1,084,831</b>	<b>\$ 0.25</b>

**Building A - 14,500 SF**

	Amount	Per S.F. Building
<b>SUPERSTRUCTURE</b>		
Foundations	\$ 71,620	\$ 4.77
Slab	\$ 77,575	\$ 5.17
Titl - Walls	\$ 162,400	\$ 10.83
Joists & Deck	\$ 109,330	\$ 7.29
Misc. Metal	\$ 54,375	\$ 3.63
<b>Subtotal Superstructure</b>	<b>\$ 475,300</b>	<b>\$ 31.69</b>
<b>ENCLOSURE</b>		
Rigid Roofing Insulation	\$ 72,355	\$ 4.82
Roofing	\$ 42,775	\$ 2.85
Stucco/Framing	\$ 154,400	\$ 10.29
Carpentry	\$ 36,250	\$ 2.42
Sheetmetal/Flashing	\$ 25,375	\$ 1.69
Caulking/Sealants	\$ 2,900	\$ 0.19
Restroom D/F/H	\$ 5,510	\$ 0.37
Storefront	\$ 127,165	\$ 8.48
Restroom Floors/Walls	\$ 14,935	\$ 1.00
Exterior Paint	\$ 65,000	\$ 4.33
Restroom Accessories	\$ 4,640	\$ 0.31
Signage	\$ 5,365	\$ 0.36
Specialties	\$ 1,885	\$ 0.13
<b>Subtotal Enclosure</b>	<b>\$ 558,555</b>	<b>\$ 37.24</b>
<b>MECHANICAL, ELECTRICAL &amp; PLUMBING</b>		
Fire Sprinklers	\$ 21,750	\$ 1.45
Plumbing	\$ 41,035	\$ 2.74
HVAC	\$ 97,509	\$ 6.50
Electrical	\$ 101,500	\$ 6.77
Fire Alarms	\$ 18,125	\$ 1.21
<b>Subtotal Mechanical, Electrical &amp; Plumbing</b>	<b>\$ 279,919</b>	<b>\$ 18.66</b>

**Total Hard Costs for Building A @ 14,500 SF**      \$      **1,313,774**      \$      **87.58**

*City of Oakland Notice of Development Opportunity*  
*Agency Owned Parcel No. 4, Foothill & Seminary*  
**Hard Construction Costs**

DESCRIPTION OF WORK	SCHEDULED VALUE	PER S.F.
---------------------	--------------------	-------------

	Amount	Per S.F. Building
<b>Building B - 20,000 SF</b>		
<b>SUPERSTRUCTURE</b>		
Foundations	\$ 85,944	\$ 4.30
Slab	\$ 107,000	\$ 5.35
Titl - Walls	\$ 194,880	\$ 9.74
Joists & Deck	\$ 150,800	\$ 7.54
Misc. Metal	\$ 75,000	\$ 3.75
<b>Subtotal Superstructure</b>	<b>\$ 613,624</b>	<b>\$ 30.68</b>
<b>ENCLOSURE</b>		
Rigid Roofing Insulation	\$ 99,800	\$ 4.99
Roofing	\$ 59,000	\$ 2.95
Stucco/Framing	\$ 185,280	\$ 9.26
Carpentry	\$ 50,000	\$ 2.50
Sheetmetal/Flashing	\$ 35,000	\$ 1.75
Caulking/Sealants	\$ 4,000	\$ 0.20
Restroom D/F/H	\$ 5,600	\$ 0.28
Storefront	\$ 175,400	\$ 8.77
Restroom Floors/Walls	\$ 15,600	\$ 0.78
Exterior Paint	\$ 26,000	\$ 1.30
Restroom Accessories	\$ 2,400	\$ 0.12
Signage	\$ 7,000	\$ 0.35
Specialties	\$ 2,600	\$ 0.13
<b>Subtotal Enclosure</b>	<b>\$ 667,680</b>	<b>\$ 33.38</b>
<b>MECHANICAL, ELECTRICAL &amp; PLUMBING</b>		
Fire Sprinklers	\$ 30,000	\$ 1.50
Plumbing	\$ 56,600	\$ 2.83
HVAC	\$ 130,012	\$ 6.50
Electrical	\$ 140,000	\$ 7.00
Fire Alarms	\$ 25,000	\$ 1.25
<b>Subtotal Mechanical, Electrical &amp; Plumbing</b>	<b>\$ 381,612</b>	<b>\$ 19.08</b>
<b>Total Hard Costs for Building B @ 20,000 SF</b>	<b>\$ 1,662,916</b>	<b>\$ 83.15</b>

**Contractor Fees for Buildings A & B**

General Conditions	\$ 324,922	\$ 9.42
SubGaurd	\$ 50,769	\$ 1.47
Insurance	\$ 55,465	\$ 1.61
OH&P	\$ 269,561	\$ 7.81
Bond	\$ 59,528	\$ 1.73
<b>Subtotal Contractor Fees</b>	<b>\$ 760,244</b>	<b>\$ 22.04</b>

**Total Construction Costs for Building A & B**      \$ 4,821,766      \$ 139.76

***City of Oakland Notice of Development Opportunity***  
***Agency Owned Parcel No. 4, Foothill & Seminary***  
***Tu Mercado Tenant Improvements***

<b>Interior &amp; Exterior Improvements</b>	
Architectural Design	\$30,000
Demolition	\$15,000
Permit Fees	\$2,000
Store Shelving	\$8,000
Shelving (canned goods/racks)	\$8,000
Exterior Paint	\$12,000
Interior Paint	\$15,000
Work, Labor, Deliveries &/ Installation	\$40,000
Interior Store Signage	\$60,000
Exterior Signs	\$25,000
Taqueria Area: Walls and Floor	\$20,000
Bakery Area: Walls and Floor	\$20,000
Flooring Tile Over Lay	\$120,000
BBQ Area w/ Arbor & Seating	\$15,000
Matching Awnings over Entrance/ Exit	\$10,000
Palms (2) in front on Fruit Street	\$9,000
Parking Slurry w/ New Striping	\$20,000
Air Blowers for Entrance/ Exit	\$12,000
Enclosure for Grocery Carts (railing/cover)	\$12,000
 Bakery	 \$74,500
Taqueria	\$69,150
Meat Department	\$126,825
Interior & Exterior	\$481,000
<hr/>	
<b>Total</b>	<b>\$1,204,475</b>

***City of Oakland Notice of Development Opportunity***  
***Agency Owned Parcel No. 4, Foothill & Seminary***  
***Retail Space Rents***

Location	Sq. Ft. of Building	Tenant	Pre Lease TIs	TI's per SF	Rents			Commission per Sq. Ft.	Commission
					Annual	Monthly	PSF		
Building A	20,000	Tu Mercado			\$ 360,000	\$ 30,000	\$ 18.00		
Building B	14,500	Pharmacy	\$ 130,500	\$ 9.00	\$ 261,000	\$ 21,750	\$ 18.00	\$ 10.00	\$ 145,000.00
<b><i>total for retail:</i></b>	<u>34,500</u>		<u>\$ 130,500</u>		<u>\$ 621,000</u>	<u>\$ 51,750</u>			<u>\$ 145,000.00</u>

*City of Oakland Notice of Development Opportunity*  
*Agency Owned Parcel No. 4, Foothill & Seminary*  
**Cash Flow Analysis**

DESCRIPTION	Increase	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Tu Mercado Revenue											
Sales	3.00%	\$ 11,950,832	\$ 12,309,357	\$ 12,678,638	\$ 13,058,997	\$ 13,450,767	\$ 13,854,290	\$ 14,269,918	\$ 14,698,016	\$ 15,138,956	\$ 15,593,125
Sales Returns and Allowances	3.00%	\$ (4,967)	\$ (5,116)	\$ (5,269)	\$ (5,428)	\$ (5,590)	\$ (5,758)	\$ (5,931)	\$ (6,109)	\$ (6,292)	\$ (6,481)
<b>TOTAL REVENUE</b>		<b>\$ 11,945,865</b>	<b>\$ 12,304,241</b>	<b>\$ 12,673,368</b>	<b>\$ 13,053,569</b>	<b>\$ 13,445,176</b>	<b>\$ 13,848,532</b>	<b>\$ 14,263,988</b>	<b>\$ 14,691,907</b>	<b>\$ 15,132,664</b>	<b>\$ 15,586,644</b>
<b>COST OF GOODS</b>											
Bakery	3.50%	\$ 142,369	\$ 147,352	\$ 152,509	\$ 157,847	\$ 163,372	\$ 169,090	\$ 175,008	\$ 181,133	\$ 187,473	\$ 194,034
Beverages	3.50%	\$ 466,016	\$ 482,527	\$ 499,208	\$ 516,680	\$ 534,764	\$ 553,481	\$ 572,853	\$ 592,902	\$ 613,654	\$ 635,132
Dairy Products	3.50%	\$ 298,490	\$ 308,937	\$ 319,750	\$ 330,941	\$ 342,524	\$ 354,512	\$ 366,920	\$ 379,763	\$ 393,054	\$ 406,811
Groceries	3.50%	\$ 1,456,640	\$ 1,507,622	\$ 1,560,389	\$ 1,615,003	\$ 1,671,528	\$ 1,730,031	\$ 1,790,582	\$ 1,853,253	\$ 1,918,117	\$ 1,985,251
Meat Products	3.50%	\$ 2,538,239	\$ 2,627,098	\$ 2,719,046	\$ 2,814,213	\$ 2,912,711	\$ 3,014,655	\$ 3,120,168	\$ 3,229,374	\$ 3,342,402	\$ 3,459,386
Medicines	3.50%	\$ 73,124	\$ 75,683	\$ 78,332	\$ 81,074	\$ 83,911	\$ 86,848	\$ 89,888	\$ 93,034	\$ 96,290	\$ 99,661
Produce	3.50%	\$ 530,438	\$ 549,003	\$ 568,218	\$ 588,106	\$ 608,690	\$ 629,994	\$ 652,044	\$ 674,865	\$ 698,486	\$ 722,933
Publications	3.50%	\$ 73,436	\$ 76,006	\$ 78,666	\$ 81,420	\$ 84,269	\$ 87,219	\$ 90,272	\$ 93,431	\$ 96,701	\$ 100,086
Seafood	3.50%	\$ 766,592	\$ 793,423	\$ 821,193	\$ 849,934	\$ 879,682	\$ 910,471	\$ 942,337	\$ 975,319	\$ 1,009,455	\$ 1,044,786
Spices	3.50%	\$ 13,514	\$ 13,987	\$ 14,460	\$ 14,934	\$ 15,407	\$ 15,880	\$ 16,353	\$ 16,826	\$ 17,299	\$ 17,772
<b>TOTAL COST OF GOODS</b>		<b>\$ 6,358,878</b>	<b>\$ 6,581,439</b>	<b>\$ 6,811,300</b>	<b>\$ 7,049,205</b>	<b>\$ 7,295,438</b>	<b>\$ 7,550,289</b>	<b>\$ 7,814,059</b>	<b>\$ 8,087,062</b>	<b>\$ 8,369,620</b>	<b>\$ 8,662,067</b>
<b>GROSS PROFIT</b>		<b>\$ 5,586,987</b>	<b>\$ 5,722,802</b>	<b>\$ 5,862,069</b>	<b>\$ 6,004,364</b>	<b>\$ 6,149,738</b>	<b>\$ 6,298,243</b>	<b>\$ 6,449,928</b>	<b>\$ 6,604,845</b>	<b>\$ 6,763,045</b>	<b>\$ 6,924,578</b>
<b>OPERATING EXPENSES</b>											
Salaries	3.50%	\$ 1,596,760	\$ 1,652,647	\$ 1,710,489	\$ 1,770,356	\$ 1,832,319	\$ 1,896,450	\$ 1,962,826	\$ 2,031,525	\$ 2,102,628	\$ 2,176,220
Automobile Expenses	3.50%	\$ 22,160	\$ 22,936	\$ 23,738	\$ 24,569	\$ 25,429	\$ 26,319	\$ 27,240	\$ 28,194	\$ 29,180	\$ 30,202
Employee Benefits	3.50%	\$ 372,416	\$ 385,451	\$ 398,941	\$ 412,904	\$ 427,356	\$ 442,313	\$ 457,794	\$ 473,817	\$ 490,401	\$ 507,565
General & Administrative Expenses	3.50%	\$ 365,914	\$ 378,721	\$ 391,976	\$ 405,695	\$ 419,895	\$ 434,591	\$ 449,802	\$ 465,545	\$ 481,839	\$ 498,703
Rent	3.50%	\$ 360,000	\$ 372,600	\$ 385,641	\$ 399,138	\$ 413,108	\$ 427,567	\$ 442,532	\$ 458,021	\$ 474,051	\$ 490,643
Insurance Expenses	3.50%	\$ 37,200	\$ 38,502	\$ 39,850	\$ 41,244	\$ 42,688	\$ 44,182	\$ 45,728	\$ 47,329	\$ 48,985	\$ 50,700
Professional Fees Expense	3.50%	\$ 33,000	\$ 34,155	\$ 35,350	\$ 36,588	\$ 37,868	\$ 39,194	\$ 40,565	\$ 41,985	\$ 43,455	\$ 44,976
Telephone	3.50%	\$ 5,040	\$ 5,216	\$ 5,399	\$ 5,588	\$ 5,784	\$ 5,986	\$ 6,195	\$ 6,412	\$ 6,637	\$ 6,869
Travel	3.50%	\$ 37,300	\$ 38,606	\$ 39,957	\$ 41,355	\$ 42,803	\$ 44,301	\$ 45,851	\$ 47,456	\$ 49,117	\$ 50,836
Utilities	3.50%	\$ 147,562	\$ 152,727	\$ 158,072	\$ 163,605	\$ 169,331	\$ 175,257	\$ 181,391	\$ 187,740	\$ 194,311	\$ 201,112
<b>TOTAL OPERATING EXPENSES</b>		<b>\$ 2,977,352</b>	<b>\$ 3,081,559</b>	<b>\$ 3,189,414</b>	<b>\$ 3,301,043</b>	<b>\$ 3,416,580</b>	<b>\$ 3,536,160</b>	<b>\$ 3,659,926</b>	<b>\$ 3,788,023</b>	<b>\$ 3,920,604</b>	<b>\$ 4,057,825</b>
<b>NET OPERATING INCOME</b>		<b>\$ 2,609,635</b>	<b>\$ 2,641,243</b>	<b>\$ 2,672,655</b>	<b>\$ 2,703,320</b>	<b>\$ 2,733,158</b>	<b>\$ 2,762,082</b>	<b>\$ 2,790,002</b>	<b>\$ 2,816,822</b>	<b>\$ 2,842,441</b>	<b>\$ 2,866,752</b>
<b>OTHER INCOME</b>											
Rent Revenue	3.00%	\$ 360,000	\$ 370,800	\$ 381,924	\$ 393,382	\$ 405,183	\$ 417,339	\$ 429,859	\$ 442,755	\$ 456,037	\$ 469,718
Building A	3.00%	\$ 261,000	\$ 268,830	\$ 276,895	\$ 285,202	\$ 293,758	\$ 302,571	\$ 311,648	\$ 320,997	\$ 330,627	\$ 340,546
Building B											
<b>OTHER EXPENSES</b>											
License / Permits	3.50%	\$ (500)	\$ (518)	\$ (536)	\$ (554)	\$ (574)	\$ (594)	\$ (615)	\$ (636)	\$ (658)	\$ (681)
Water & Sewer	3.50%	\$ (300)	\$ (311)	\$ (321)	\$ (333)	\$ (344)	\$ (356)	\$ (369)	\$ (382)	\$ (395)	\$ (409)
Tenant Relations	3.50%	\$ (300)	\$ (311)	\$ (321)	\$ (333)	\$ (344)	\$ (356)	\$ (369)	\$ (382)	\$ (395)	\$ (409)
General & Admin- other	3.50%	\$ (600)	\$ (621)	\$ (641)	\$ (661)	\$ (681)	\$ (701)	\$ (721)	\$ (741)	\$ (761)	\$ (781)
<b>TOTAL OTHER INCOME/EXPENSES</b>		<b>\$ 619,300</b>	<b>\$ 637,871</b>	<b>\$ 657,020</b>	<b>\$ 676,745</b>	<b>\$ 697,058</b>	<b>\$ 717,982</b>	<b>\$ 739,533</b>	<b>\$ 761,731</b>	<b>\$ 784,595</b>	<b>\$ 808,144</b>
<b>INCOME BEFORE DEBT SERVICE</b>		<b>\$ 3,228,935</b>	<b>\$ 3,279,113</b>	<b>\$ 3,329,674</b>	<b>\$ 3,380,063</b>	<b>\$ 3,430,216</b>	<b>\$ 3,480,064</b>	<b>\$ 3,529,536</b>	<b>\$ 3,578,553</b>	<b>\$ 3,627,035</b>	<b>\$ 3,674,896</b>
<b>DEBT SERVICE</b>											
Bay Area Regional Center		\$ 1,186,657	\$ 1,186,657	\$ 1,186,657	\$ 1,186,657	\$ 1,186,657	\$ 1,186,657	\$ 1,186,657	\$ 1,186,657	\$ 1,186,657	\$ 1,186,657
Permanent Loan		\$ 714,904	\$ 714,904	\$ 714,904	\$ 714,904	\$ 714,904	\$ 714,904	\$ 714,904	\$ 714,904	\$ 714,904	\$ 714,904
<b>NET CASH FLOW</b>		<b>\$ 1,327,374</b>	<b>\$ 1,377,553</b>	<b>\$ 1,428,114</b>	<b>\$ 1,478,502</b>	<b>\$ 1,528,655</b>	<b>\$ 1,578,650</b>	<b>\$ 1,628,632</b>	<b>\$ 1,678,649</b>	<b>\$ 1,728,627</b>	<b>\$ 1,778,627</b>

***City of Oakland Notice of Development Opportunity***  
***Agency Owned Parcel No. 4, Foothill & Seminary***  
***Development Schedule***

	Initiation/Application Date	Approval/Completion Date
Construction Financing	January 2011	May 2011
Bay Area Regional Center	January 2011	May 2011
Permanent Financing	January 2011	May 2011
Toxics Report	June 2010	August 2010
Soils Report	June 2010	August 2010
Design Documents	March 2010	June 2010
Design Review	June 2010	October 2010
Conditional Use Permit	June 2010	October 2010
Land Acquisition	May 2011	May 2011
Variance Approval	June 2010	October 2010
Construction Documents	October 2010	April 2011
Building Permit	March 2011	May 2011
Construction	May 2011	February 2012
Marketing	June 2011	March 2012

**FOOTHILL & SEMINARY RETAIL DEVELOPMENT**

**DECEMBER 1, 2009**

**PARCEL NO. 4**

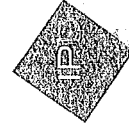
**OAKLAND, CA**

**PREPARED FOR**

**SUNFIELD DEVELOPMENT COMPANY**

114 Camino Pablo  
Orinda, CA 94563  
T: 925.258.0886  
F: 925.258.9779

**SUBMITTED BY**



**INTERNATIONAL PARKING DESIGN**  
1201 Marina Village Parkway, Suite 100  
Alameda, CA 94501  
T: 510.473.0300  
F: 510.473.0310





# PROJECT DATA

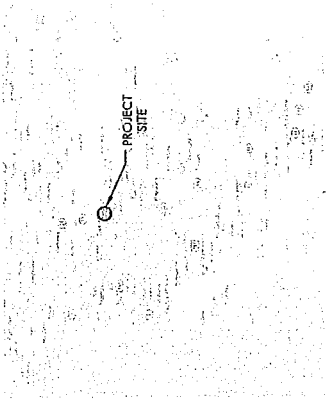
## TABLE OF CONTENTS:

1. Project Data
2. Site Plan
3. Bird's Eye Perspective
4. Street View - Foothill and Seminary Looking West
5. Street View - Bancroft and Seminary Looking North
6. Street View - Bancroft Looking North
7. Street View - Foothill Looking East
8. Elevations

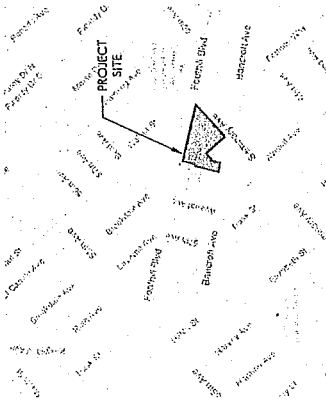
## PROJECT DESCRIPTION:

The City of Oakland is going thru Urban Redevelopment to increase vitality of the City. The Seminary & Foothill project site encompasses approximately 70,190 s.f. and is bounded by Foothill Blvd., Seminary Avenue and Bancroft Avenue in East Oakland. The site has great potential of being developed as a neighborhood retail center. The Sunfield Development Company proposes to redevelop this site with about 20,000 s.f. of specialty supermarket at the corner of Foothill and Seminary and additional 14,500 s.f. of retail shops along Foothill Blvd., with a total of approximately 103 parking spaces serving both commercial buildings.

In keeping with the existing surrounding area of one and two story low rise buildings, the proposed development will be comprised of one story buildings. The building architecture with stucco, glass, masonry with wood and steel accents will not only fit in with the context of the area, but also help to establish design guidelines for future development in the area. The Foothill-Seminary corner entrance element will have attractive, articulated design features with the supermarket identification marquee, and solidify the corner as the anchor to the development. The parking lot will be well lit and landscaped to provide convenient and friendly parking for the customers.



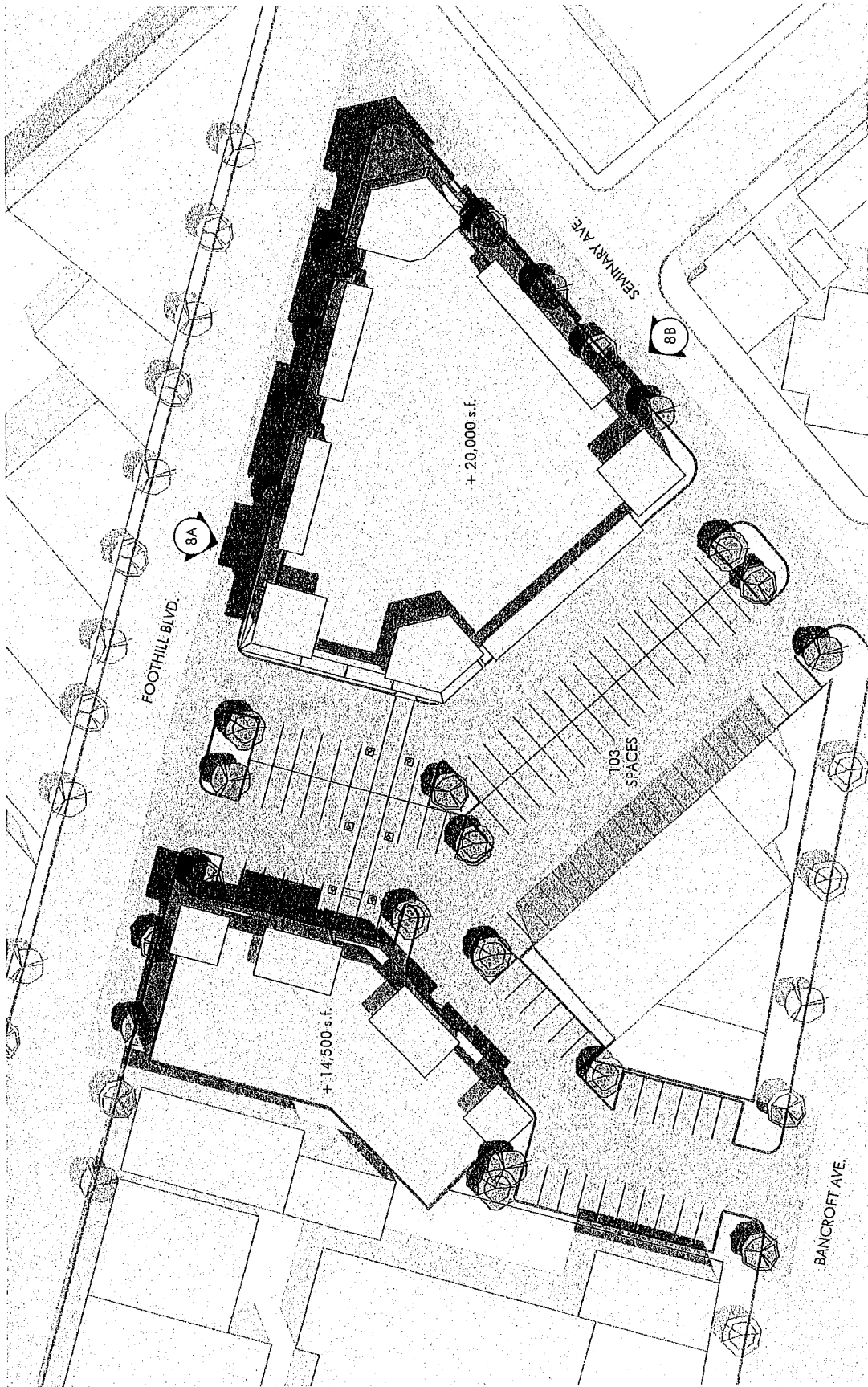
LOCATION MAP  
Scale: N.T.S.



VICINITY MAP  
Scale: N.T.S.

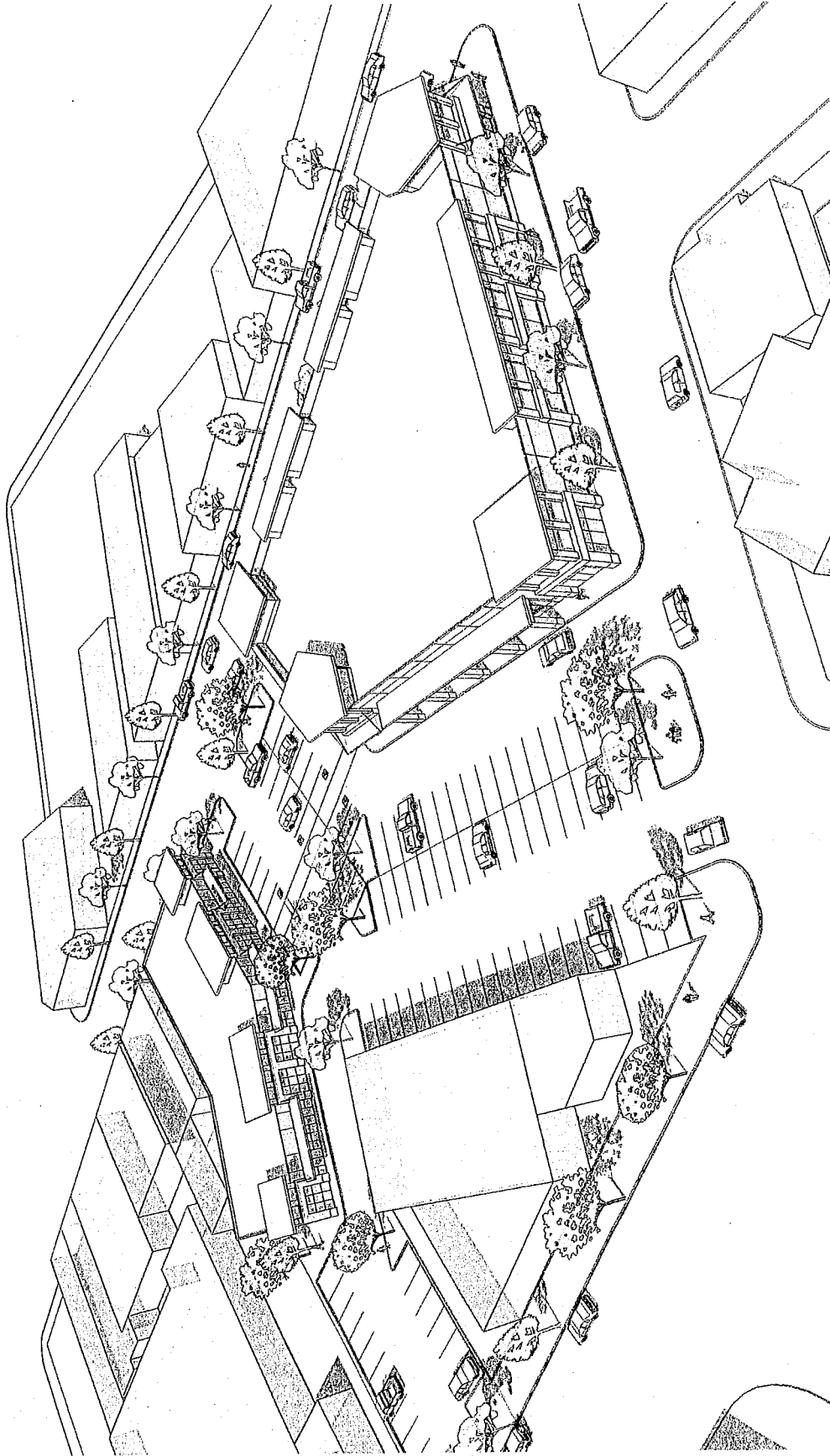


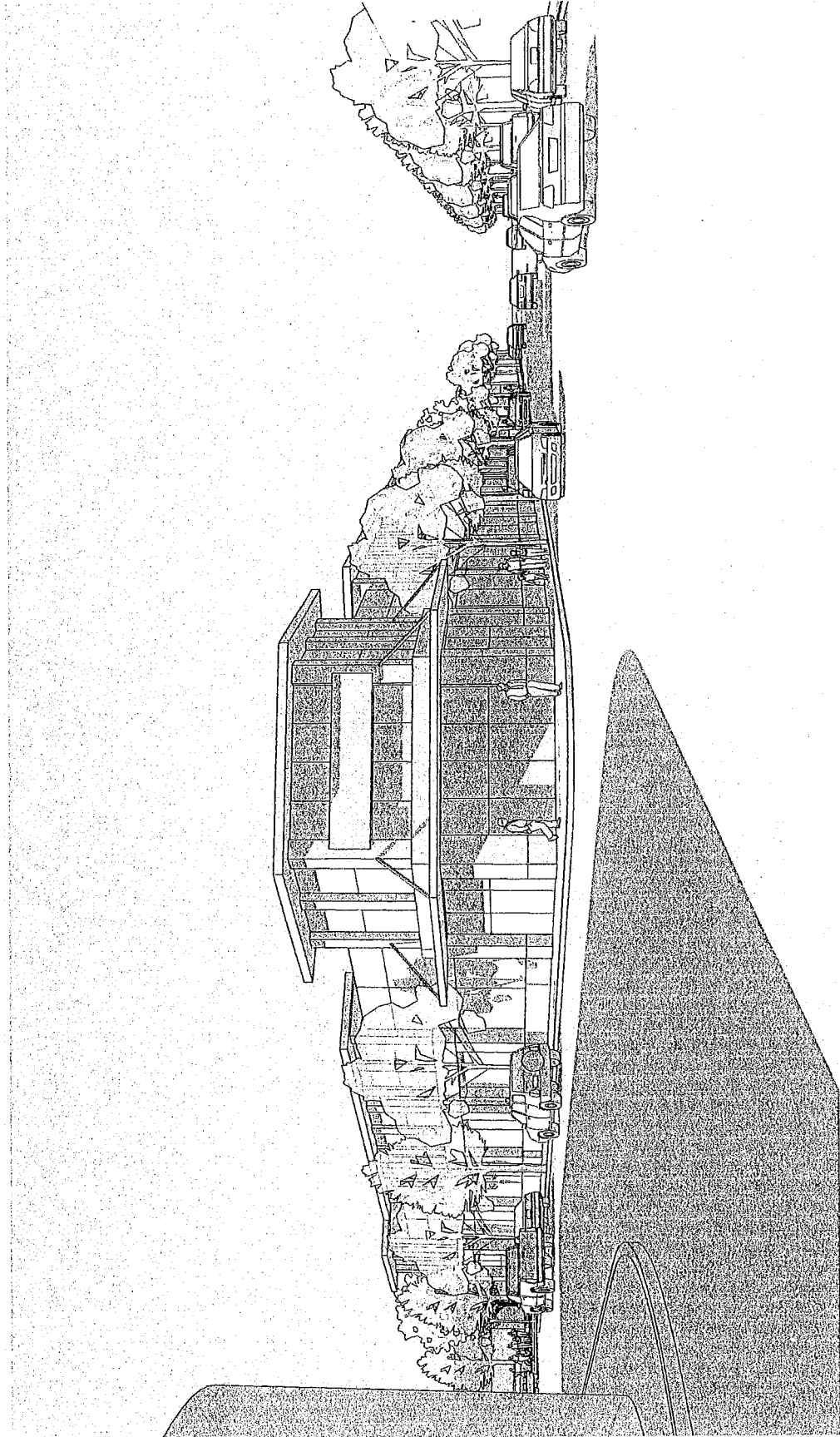
SITE CONTEXT  
Scale: N.T.S.

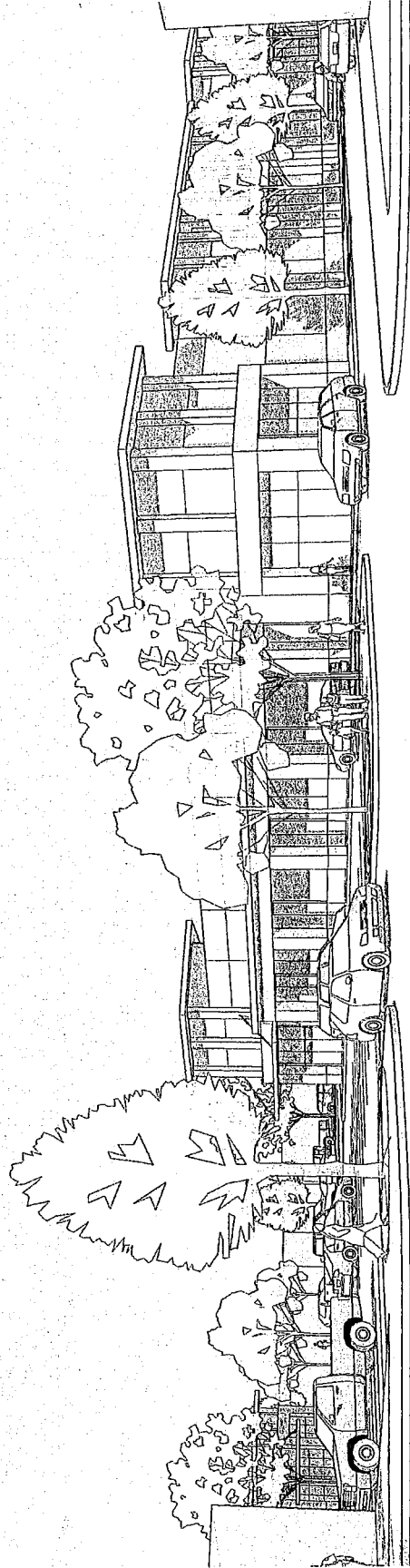


Scale: 1" = 40'

SITE PLAN

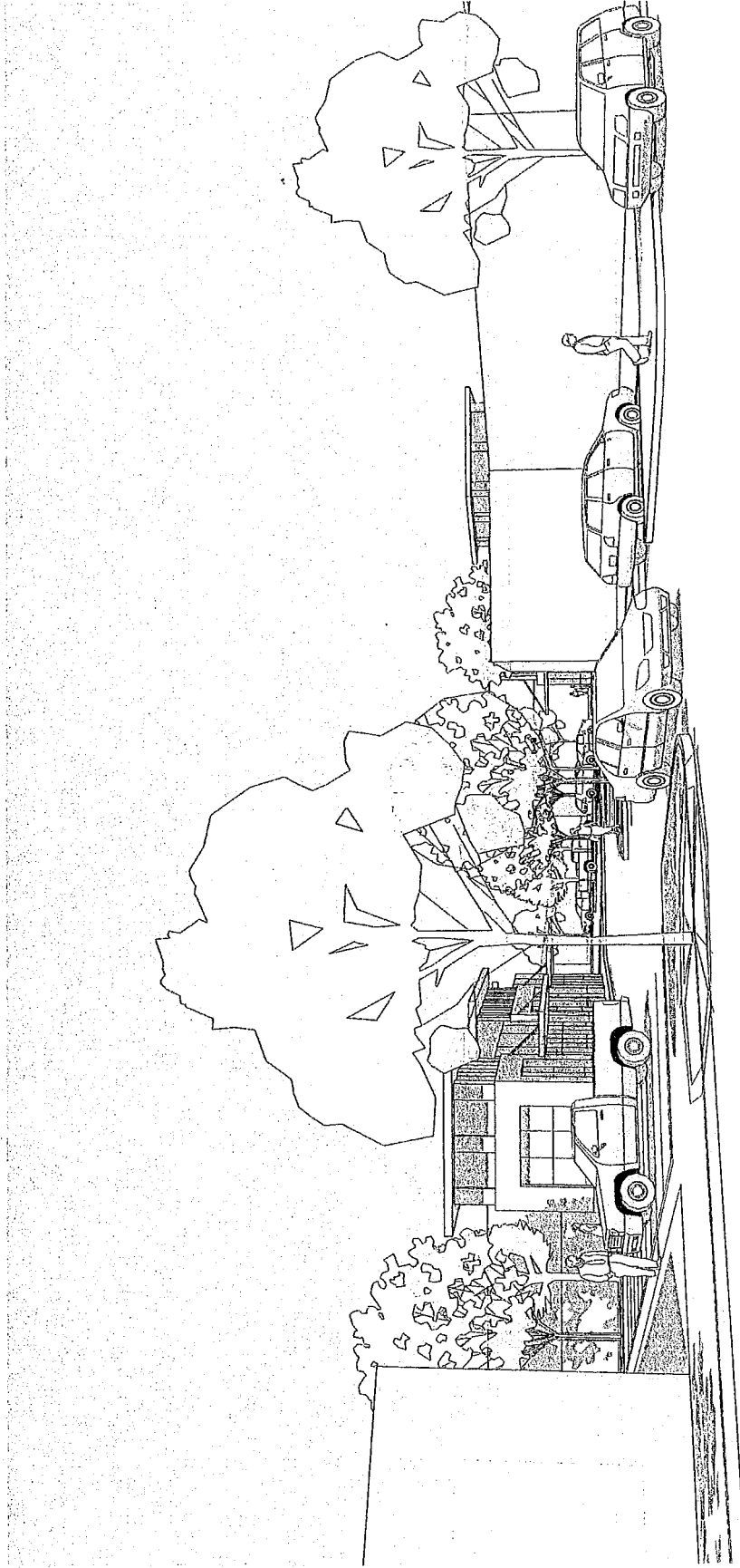








STREET VIEW - BANCROFT LOOKING NORTH

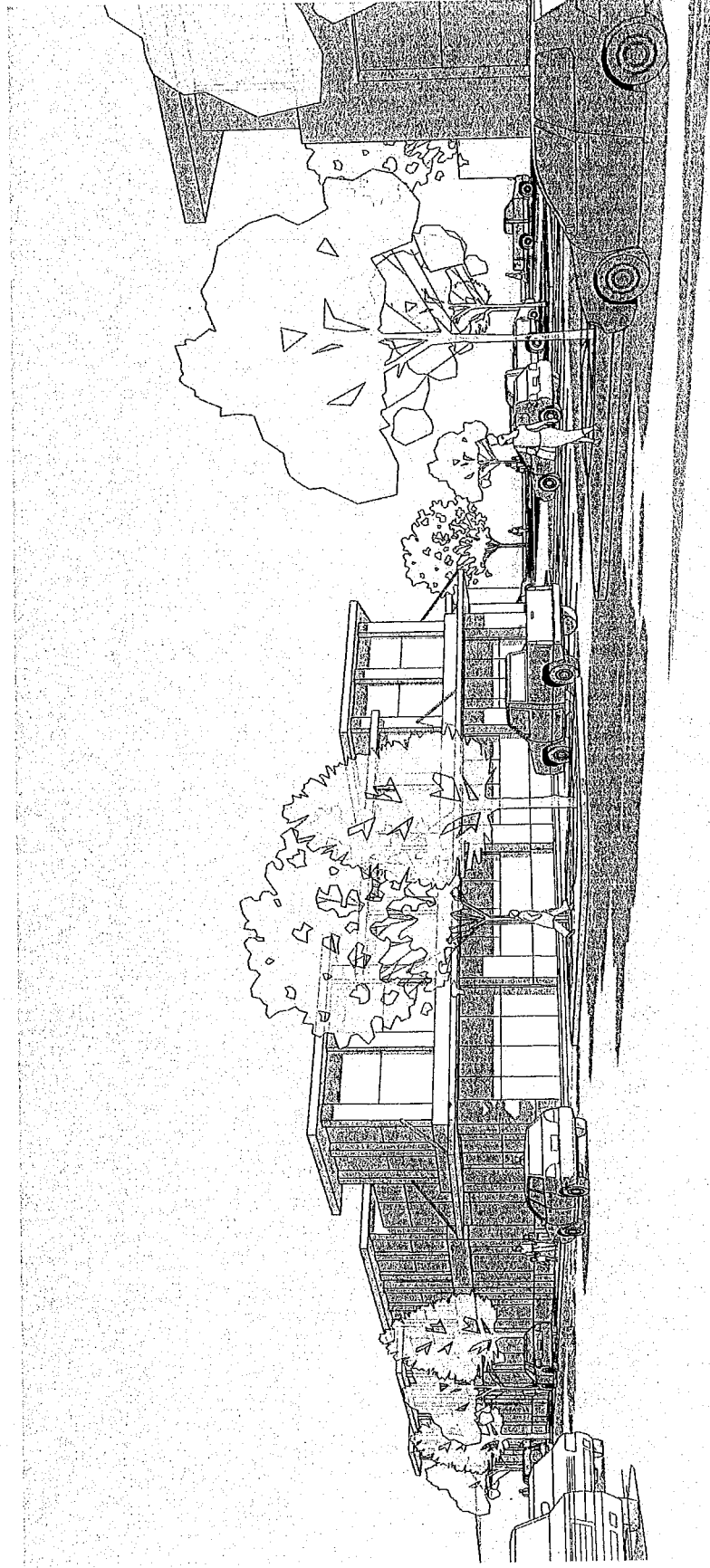


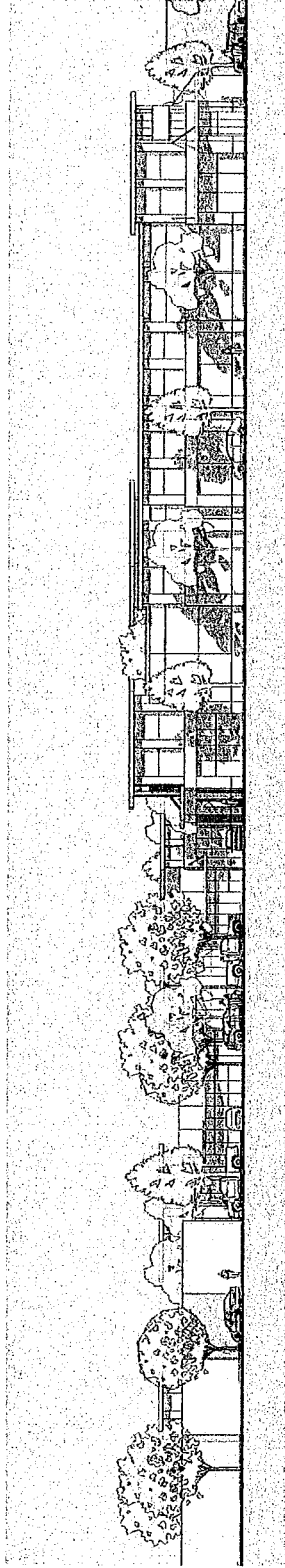
FOOTHILL & SEMINARY RETAIL DEVELOPMENT

PARCEL NO. 4, DECEMBER 1, 2009



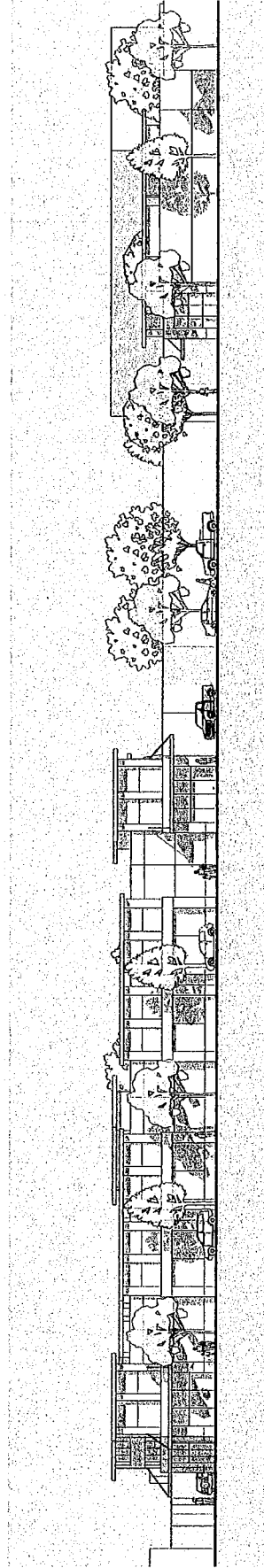
STREET VIEW - FOOTHILL LOOKING EAST





SEMINARY AVE. ELEVATION

Scale: 1" = 30'



FOOTHILL BLVD. ELEVATION

Scale: 1" = 30'