

Suggested Terms

The following are areas of interest that the Land Owner would like to see addressed in your proposal. Please feel free to modify, extrapolate, delete, or add items that you feel are important for your particular proposal. Suggested items are as follows:

- **Project Description:**

- Provide detailed description of proposed development.
- Vision of product type(s): current vision for the Specific Plan allows Mixed-Use Residential, Commercial, Hospitality & Office.
- SF of each product type: As currently outlined, the Specific Plan will not address specific site density. However, the zoning ordinance may have height restrictions (4 stories at Town Center Neighborhood: Core Edge; 6 Stories at Town Center Neighborhood: Interior), Set Backs and Open Space Requirements to control density.
- Residential components and unit counts: For example, the site is large enough to eventually divide into multiple parcels that could allow partnerships for senior housing, condominiums, affordable housing, etc., and the potential sell-off of particular projects.
- Please note that the proposed Specific Plan may have a 10% affordable housing component (low income for apartments, median income for condominiums).
- Include projected number of dwelling units per acre (dua) and type of construction.

- **Capabilities:**

- Include development experience on similar properties, financial capability (including equity sources), current financing sources (including proposed debt structure, liability/recourse & loan-to-value), previous joint venture details, and business references.

- **Pro Forma:**

- Provide a simplified (layman's) development pro forma, including project cost breakdown (construction costs, financing considerations, fees, soft costs, etc.), projected rents for each product type, projected returns/IRR, related land residual value, and other items deemed appropriate.

- **Deal Points/Structure:**

- Land lease or joint venture (if joint venture, please address estimated hold period & buy/sell agreement structure).
- Deposit/Option payments during escrow.

- Rent or preferred return for land contribution (include profit participation clause on income stream), equity participation, and structure. If your vision is for a phased project, please address timing/effect on income stream.
- Estimated project valuation upon build-out/occupancy.
- Address percentage of land owner's equity upon build-out.
- Describe if equity is based upon "cost" of the project or "end-value" of the project (land residual value).
- Proposed time line of events showing development/entitlement hurdles and related payments to land owner.
- Developer will be responsible for all entitlements, planning, and studies. Land owner will have reasonable review rights.

- **Development Considerations:**

- Rough Estimation of Assessments and Fees per City (see City Fee's Tab).
- Park-in-Lieu Fee is based upon appraised value of project. Fee increases for subdivision.
- 10% affordable housing component

Please note that neither Land Owner, nor Urban Infill Properties, Inc., is offering/paying a commission to any outside company. While Urban Infill Properties, Inc. will cooperate with outside brokerage houses, Offeree is hereby put on notice that it will be responsible and indemnify Land Owner for any commission claims made, pertaining to its offer, by any broker other than Urban Infill Properties, Inc.