

Questions & Answers Related to Parcel Group 6 Request for Qualification Process June 24, 2020

June 11, 2020 Developer Pre-Submittal Meeting Q&A

- When does the City expect the selected developer to have prepared a project proforma for the Parcel Group 6 development?

Response: A project proforma will not be required until after the City Council has approved an Exclusive Negotiation Agreement (ENA) with the preferred developer, which is likely to be in early fall.

- What is the acreage of the gross developable area?

Response: The gross acreage of Parcel Group 6 is approximately 30 acres. Per the City's General Plan, net acreage excludes land required for public and private streets, parks, and other public facilities. In this case, the areas that can be excluded for the purposes of calculating density, would be the public or private streets within the development, area for parks and would extend to any public trail areas, and other public facilities. Areas that would not be able to be excluded include steeply sloped areas based on this definition, unless perhaps those areas would be utilized for either streets, parks/trails or public facilities and infrastructure. The specific net acreage of Parcel Group 6 would need to be calculated by the selected developer once a specific site plan has been developed.

- Can the proposed development include a stand-alone affordable housing project?

Response: City staff is open to considering a standalone affordable housing project as part of the Parcel Group 6 development as an alternative method for complying with the City's Affordable Housing Ordinance. City staff would want to understand better the details of any such plan before agreeing and recommending it to the City Council, including how the affordable housing project would be financed and phased relative to the market rate housing component of the project.

- Is the City expecting a purchase price for the sale of Parcel Group 6?

Response: Yes, the City must receive a purchase price from the development of Parcel Group 6 in order to pay Caltrans the required base price for the land. Additionally, the City expects to receive excess land value above the Caltrans purchase price. That said, City staff understands that the purchase price for the Parcel Group 6 property will depend on the ultimate project description and projected revenues and costs associated with the proposed project.

June 18, 2020 Developer Pre-Submittal Meeting

- Does the City own the Parcel Group 6 property?

Response: Yes, the City owns the Parcel Group 6 property.

- What is the specific land price required by Caltrans?

Response: The City is required to pay Caltrans a base price of \$41,000 per unit.

- Is the City expecting student housing?

Response: The inclusion of student housing in the Parcel Group 6 development is a City priority for the development, not a requirement. City staff hopes to have further discussions with the selected developer about the feasibility of including student housing in the proposed project given the property's proximity to California State University East Bay (< 0.3 miles). Student housing may also provide an opportunity to include greater density and a mix of product types in the development without the need for expensive structured parking that may not be feasible in the current construction environment. The current approved Master Development Plan and associated environmental review for Parcel Group 6 contemplated 500 student beds or approximately 125 units, assuming four rooms per unit.

Other Questions

- This is a large project and will take a few years to complete. Is the City of Hayward going to help with funding the project, or is the developer responsible for 100% of the funding?

Response: The City is expecting this to be a privately financed development project.

- How does the COVID-19 pandemic affect the project?

Response: The City is moving forward with this Request for Qualifications from developers (RFQ) process for Parcel Group 6, despite the COVID-19 pandemic.

- Are there union requirements?

Response: As described further in the Parcel Group 6 RFQ document, it is a priority of the City (not a requirement) that the construction of the Parcel Group 6 development be subject to a Community Workforce Agreement (CWA) with the Alameda County Building and Constructions Trades Council. The potential of including a CWA on this project will be further evaluated and discussed with the selected developer as part of the future negotiation process.

