

## 815 B Street San Rafael OFF SITE RELOCATION ALTERNATIVE Relocation Feasibility & Budget

1212 & 1214 2nd Street - Relocation & Rehab Budget

Address	SITE A	SITE B	SITE C	SITE D
	1201 Second	712 D, st	1628 Fifth	1135 & 1145 Mission
Owner Interest in Selling	No Response	No Response	No Response	No Interest
Relocation Feasibility	Yes	Yes	No	Yes
Site Condition	Flat to Slight Slope	Flat to Slight Slope	Flat Lot	Downhill slope
Existing Use	Parking Lot	Parking Lot	NONE	Parking Lot
Zoning	Cross St. Mix Use	Residential / Office	Multi Fam-High Density	Mission Res. / Office
Allowed Use	Multi Family & Office	Residential w-Use Permit / Multi Fam/ Office	All Residential	Multi Family & Office
Not Allowed Use	SFH	N/A	Commerical	SFH
Lot Size SF	8820	9600	9639	7349

	SITE A	SITE B	SITE C	SITE D
<b>LAND COSTS</b>	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00	\$ 700,000.00

**SOFT COSTS**

Project Management (9 Months)	\$ 108,000.00	\$ 108,000.00	\$ 108,000.00	\$ 108,000.00
City Zoning Change/Variance	\$ 3,000.00	\$ 2,000.00	\$ -	\$ 3,000.00
City Planning Plan Check Costs	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00
City Building Plan Check Costs	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00
City Building Permit Costs	\$ 13,000.00	\$ 13,000.00	\$ 13,000.00	\$ 13,000.00
Civil Engineering for new site	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 15,000.00
Structural Engineering for new site	\$ 8,250.00	\$ 8,250.00	\$ 8,250.00	\$ 12,000.00
MEP Plans	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00
Utility Plans for Service Providers	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00
<b>SUBTOTAL SOFT COSTS</b>	\$ 167,750.00	\$ 166,750.00	\$ 164,750.00	\$ 174,500.00

\$ 168,437.50  
Average

**CONSTRUCTION COSTS**

Electrical Disconnect Cost	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00
Plumbing Disconnect Cost	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00
Structural Bracing Cost	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00
PG&E Power Line R&R Cost	\$ -	\$ -	\$ 150,000.00	\$ 10,000.00
Close Down Street Costs SRPD & DPW	\$ 8,000.00	\$ 8,000.00	\$ 12,000.00	\$ 12,000.00
House Moving Cost	\$ 78,000.00	\$ 78,000.00	\$ 96,000.00	\$ 86,000.00
New Grading	\$ 25,000.00	\$ 25,000.00	\$ 25,000.00	\$ 55,000.00
New Electrical Service Install	\$ 16,000.00	\$ 16,000.00	\$ 16,000.00	\$ 16,000.00
New Water Service Install	\$ 13,000.00	\$ 13,000.00	\$ 13,000.00	\$ 13,000.00
New Sewer Service Install	\$ 16,000.00	\$ 16,000.00	\$ 16,000.00	\$ 16,000.00
New Foundation	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ 200,000.00
Retaining Walls	\$ -	\$ -	\$ -	\$ 26,000.00
Water proofing	\$ -	\$ -	\$ -	\$ 25,000.00
New Site Work	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 40,000.00
New Plumbing	\$ 28,000.00	\$ 28,000.00	\$ 28,000.00	\$ 28,000.00
New Electrical	\$ 29,000.00	\$ 29,000.00	\$ 29,000.00	\$ 29,000.00
New Mechanical	\$ 22,000.00	\$ 22,000.00	\$ 22,000.00	\$ 22,000.00
New Fire Sprinkler	\$ 50,000.00	\$ 50,000.00	\$ 50,000.00	\$ 50,000.00
New Smoke Detectors	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00
New Doors & Door Hardware	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00
New Windows	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00

Framing & Fire Repair	\$ 25,000.00	\$ 25,000.00	\$ 25,000.00	\$ 29,000.00	
New Roof & Gutters or Repairs	\$ 19,500.00	\$ 19,500.00	\$ 19,500.00	\$ 19,500.00	
Siding & Exterior Trim Repair	\$ 42,000.00	\$ 42,000.00	\$ 42,000.00	\$ 45,000.00	
Demo and Interior Clean out	\$ 18,500.00	\$ 18,500.00	\$ 18,500.00	\$ 18,500.00	
Drywall & Plaster Repairs	\$ 22,000.00	\$ 22,000.00	\$ 22,000.00	\$ 22,000.00	
Paint Interior	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	
Paint Exterior	\$ 26,000.00	\$ 26,000.00	\$ 26,000.00	\$ 26,000.00	
Deck & Railing Repairs	\$ 17,000.00	\$ 17,000.00	\$ 17,000.00	\$ 17,000.00	
Plumbing Fixtures	\$ 13,000.00	\$ 13,000.00	\$ 13,000.00	\$ 13,000.00	
Electrical Fixtures	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	
Tile & Stone	\$ 17,700.00	\$ 17,700.00	\$ 17,700.00	\$ 17,700.00	
Cabinets & vanities	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	
Base, Case, & Crown	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	
Stairs and handrails	\$ 16,500.00	\$ 16,500.00	\$ 16,500.00	\$ 16,500.00	
Flooring & Carpet	\$ 21,000.00	\$ 21,000.00	\$ 21,000.00	\$ 21,000.00	
Appliances & Install	\$ 24,000.00	\$ 24,000.00	\$ 24,000.00	\$ 24,000.00	
Debris	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	
General Conditions	\$ 45,000.00	\$ 45,000.00	\$ 45,000.00	\$ 45,000.00	
<b>SUBTOTAL</b>	<b>\$ 774,200.00</b>	<b>\$ 774,200.00</b>	<b>\$ 946,200.00</b>	<b>\$ 1,086,200.00</b>	<b>\$ 895,200.00</b>
GC OH&P 16%	\$ 123,872.00	\$ 123,872.00	\$ 151,392.00	\$ 173,792.00	Average
Construction Contingency 10%	\$ 89,807.20	\$ 89,807.20	\$ 109,759.20	\$ 125,999.20	
<b>TOTAL CONSTRUCTION</b>	<b>\$ 987,879.20</b>	<b>\$ 987,879.20</b>	<b>\$ 1,207,351.20</b>	<b>\$ 1,385,991.20</b>	<b>\$ 1,142,275.20</b>
					Average
<b>TOTAL PROJECT COST</b>					
Land, Soft Costs & Construction Costs	\$ 1,905,629.20	\$ 1,904,629.20	\$ 2,122,101.20	\$ 2,260,491.20	

## 815 B Street Project Offsite Alternatives MIXED-USE WITH 41-UNIT APARTMENT

**PROJECT INFORMATION**

		PROPOSED PROJECT	OFFSITE ALTERNATIVE
SITE AREA	4- Parcels	23,614	23,615 SF
MAXIMUM BUILDING HEIGHT		42'-0"	42'-0"
PROPOSED BUILDING HEIGHT		42'-0"	42'-0"
MAXIMUM DENSITY ALLOWED		41	41 UNITS
DENSITY PROPOSED		41	41 UNITS
SQUARE FOOTAGE			
Retail		1,939	1,939 SF
Garage		20,000	20,000 SF
Residential Gross	(37,566 SF Net)	47,775	47,775 SF
<b>TOTAL</b>		<b>69,714</b>	<b>69,714 SF</b>
PARKING REQUIRED		47	47 Spaces
PARKING PROPOSED		48	48 Spaces

**COSTS**

		PROPOSED PROJECT	OFFSITE ALTERNATIVE
PROJECT LAND		\$ 3,000,000	\$ 3,000,000
RELOCATION LAND			\$ 750,000
SOFT COSTS	(A&E, Insurance, City Fees, taxes, marketing, etc.)	\$ 2,250,000	\$ 2,420,000
<b>BUILDING COSTS</b>	<b>QTY</b>	<b>UNIT PRICE</b>	<b>SUBTOTAL</b>
Relocation & Rehab Construction	2	0	\$ 1,142,275
Garage	20,000 SF	\$ 88	\$ 1,800,000
Retail	1,940 SF	\$ 150	\$ 300,000
Residential	47,775 SF	\$ 180	\$ 8,600,000
Sitework	23,614 SF	\$ 20	\$ 472,000
Demolition	8,000 SF	\$ 28	\$ 224,000
Contingency	10 %		\$ 1,140,000.0
<b>TOTAL</b>		<b>\$ 12,536,000</b>	<b>\$ 13,678,275</b>
FINANCING AMOUNT	75% of Project	\$ 13,400,000.00	\$ 14,323,706.40
FINANCING COST	9% for 24 months	\$ 2,412,000	\$ 2,578,267
<b>TOTAL PROJECT COSTS</b>		<b>\$ 20,200,000</b>	<b>\$ 22,430,000</b>

**2nd & B Street Redevelopment**  
Comparable Apartment Rentals

EXHIBIT 10

Property	Address	Phone	Bed	Bath	Rent	Size	PSF	Notes
Lofts at Albert Park	155 Anderson Drive <a href="http://www.loftsatalbertpark.com">www.loftsatalbertpark.com</a>	415.455.0114	1	1	\$ 2,301	650	\$ 3.54	Unit 2405
	Units: 125		1	1	\$ 2,226	650	\$ 3.42	Unit 3104
	Built: 2001		1	1	\$ 2,218	650	\$ 3.41	Unit 3305
	Vacant: 5		<b>AVERAGE</b>		<b>\$ 2,248.33</b>	<b>650</b>	<b>\$ 3.46</b>	
	%age: 4.0%		2	2	\$ 2,624	846	\$ 3.10	Unit 2108
	Updated: February 2015		2	2	\$ 2,674	987	\$ 2.71	None Available
			2	2	\$ 2,524	846	\$ 2.98	Unit 2202
			<b>AVERAGE</b>		<b>\$ 2,607.33</b>	<b>893</b>	<b>\$ 2.93</b>	

Parking: 1 provided per unit  
Utilities: \$35/\$45 Fee for monthly water, sewer, garbage  
separate meter for electric, phone, etc.

Rafael Town Center 4th Street, San Rafael  
[www.rafaeltowncenter.com](http://www.rafaeltowncenter.com)  
Units: 113  
Built: 2000  
Vacant: 2  
%age: 1.8%  
Updated: February 2015

415 982-9998	Studio	1	\$	1,927	487	\$	3.96	Unit 508
	1	1	\$	1,810	560	\$	3.23	Unit 311
	1	1	\$	2,060	671	\$	3.07	Unit 318
	1	1	\$	2,339	759	\$	3.08	Unit 323
	<b>AVERAGE</b>		<b>\$</b>	<b>2,069.67</b>	<b>663.33333</b>	<b>\$</b>	<b>3.13</b>	
	2	2	\$	2,535	867	\$	2.92	None Available
	2	2	\$	2,730	934	\$	2.92	None Available
	<b>AVERAGE</b>		<b>\$</b>	<b>2,632.50</b>	<b>901</b>	<b>\$</b>	<b>2.92</b>	

Parking: 1 Provided per unit  
Utilities: Separately meter for electric, water

Lincoln Villa 1825 Lincoln Ave, San Rafael  
Units: 64  
Built: 2012  
Vacant: 3  
%age: 4.7%  
Updated: February 2015

415 453-6204	1	1	\$	1,825	650	\$	2.81	
	2	2	\$	2,600	1,000	\$	2.60	

SAN RAFAEL AVERAGE 1 BEDROOM

SAN RAFAEL AVERAGE 2 BEDROOM

Bed	Bath	Rent	Size	PSF
1	1	\$ 2,048	654	\$ 3.13
2	2	\$ 2,613	931	\$ 2.81

**815 B Street  
PROPOSED PROJECT  
RESIDENTIAL RENT ROLL**

RENTAL RATES				
One Bedroom \$		3.15 /SF Month		
Two Bedroom \$		2.90 /SF Month		
Floor 2	UNIT NUMBER	UNIT TYPE	SQ FT	PROPOSED PROJECT PROJECTED RENTS
	1	201	1 Bed	879 \$ 2,768.85
	2	202	2 Bed	1162 \$ 3,369.80
	3	203	1 Bed	879 \$ 2,768.85
	4	204	1 Bed	879 \$ 2,768.85
	5	205	1 Bed	879 \$ 2,768.85
	6	206	1 Bed	879 \$ 2,768.85
	7	207	1 Bed	879 \$ 2,768.85
	8	208	1 Bed	879 \$ 2,768.85
	9	209	1 Bed	879 \$ 2,768.85
	10	210	1 Bed	879 \$ 2,768.85
	11	211	1 Bed	879 \$ 2,768.85
	12	212	2 Bed	1162 \$ 3,369.80
	13	213	Studio - BMR	520 \$ 1,090.91
	14	214	Studio - BMR	520 \$ 1,091.89
	15	215	1 Bed	879 \$ 2,768.85
	16	216	2 Bed	1162 \$ 3,369.80
Floor 3	UNIT NUMBER	UNIT TYPE	SQ FT	PROJECTED RENTS
	17	301	1 Bed	879 \$ 2,768.85
	18	302	2 Bed	1162 \$ 3,369.80
	19	303	1 Bed	879 \$ 2,768.85
	20	304	1 Bed	879 \$ 2,768.85
	21	305	1 Bed	879 \$ 2,768.85
	22	306	1 Bed	879 \$ 2,768.85
	23	307	1 Bed	879 \$ 2,768.85
	24	308	1 Bed	879 \$ 2,768.85
	25	309	1 Bed	879 \$ 2,768.85
	26	310	1 Bed	879 \$ 2,768.85
	27	311	1 Bed	879 \$ 2,768.85
	28	312	2 Bed	1162 \$ 3,369.80
	29	313	Studio - BMR	520 \$ 1,090.91
	30	314	Studio - BMR	520 \$ 1,091.89
	31	315	1 Bed	879 \$ 2,768.85
	32	316	2 Bed	1162 \$ 3,369.80
Floor 4	UNIT NUMBER	UNIT TYPE	SQ FT	PROJECTED RENTS
	33	401	2 Bed	1162 \$ 3,369.80
	34	402	2 Bed	1162 \$ 3,369.80
	35	403	1 Bed	879 \$ 2,768.85
	36	404	2 Bed	1162 \$ 3,369.80
	37	405	1 bed	879 \$ 2,768.85
	38	406	2 Bed	1162 \$ 3,369.80
	39	407	1 Bed	879 \$ 2,768.85
	40	408	2 Bed	1162 \$ 3,369.80
	41	409	1 Bed	879 \$ 2,768.85
		GROSS RENTS		\$ 113,423.50
		3% Vacancy		\$ 3,402.70
		<b>ADJUSTED MONTHLY RENTS</b>		<b>\$ 110,020.79</b>
		ADJUSTED ANNUAL RENTS		\$ 1,320,249.51
		Operating Expenses Annual		\$ 283,799.00
		NOI		\$ 1,036,450.51
		Cap Rate		4.75%
		<b>PROJECTED VALUE</b>		<b>\$ 21,820,010.78</b>

**ALTERNATIVE #3**  
**ADAPTIVE REUSE OF HISTORIC**  
**FEATURES IN PROPOSED DEVELOPMENT**

**3. ADAPTIVE REUSE**

In the October 30<sup>th</sup> 2014 letter from Newman and Associates, instructions were provided for the “Adaptive Reuse Alternative” that suggest preserving the “character defining historic features” of the two Victorian Era Structures and incorporating them into the project design. This preservation and reintegration of historic features is considered “Adaptive Reuse.” The letter goes on to state that “The Adaptive Reuse Alternative involves design modifications to the proposed project that include further modulating the mass and scale of at least a portion of the project design and employing materials and architectural details more closely reflecting the Victorian style.”

Since 2005, Monahan Parker & its design teams have provided the City over five different design concepts, with multiple modifications per design concept. On August 5, 2014 San Rafael Design Review Board (DRB) approved a reduced height and bulk design of the project [Schematics shown in Exhibit #12], which incorporated the architectural elements of the surrounding historic buildings located on B Street. These elements add significant cost to the project, both in design and construction, and have been deemed acceptable by San Rafael DRB. The most recent approved design has incorporated Architectural elements that we would argue are character defining historic features such as the wrap around covered walkway, crown detail elements at the top of the 2<sup>nd</sup> & B street elevations and the increased verticality of the windows which reflect the historic character of the neighborhood. After multiple design meetings with our award-winning architect in effort to analyze the incorporation of “character defining historic features” into the approved design, we determined that this effort would result in a contrived and unaesthetically appealing project. This project would no longer integrate into the historic context of the neighborhood.

Conclusion: Incorporating architectural elements into the project after DRB previously approved the design, would create an altered design that would not benefit the aesthetics of the building nor act as homage to the Victorian structures at 1212 & 1214 Second Street.

# 2ND AND B STREET SAN RAFAEL HOUSING

115 B STREET  
SAN RAFAEL, CA 94901

**P I K I E**

FOR ARCHITECTURAL, INTERIOR DESIGN & RENOVATION  
AND RENOVATION PROJECTS AND PROJECTS IN CALIFORNIA  
415-481-2020 OR INFO@PIKIE.COM WWW.PIKIE.COM

NO.	DATE	DESCRIPTION	BY
1	11/11/2020	ISSUED FOR PERMITS	PIKIE
2	11/11/2020	ISSUED FOR PERMITS	PIKIE
3	11/11/2020	ISSUED FOR PERMITS	PIKIE
4	11/11/2020	ISSUED FOR PERMITS	PIKIE
5	11/11/2020	ISSUED FOR PERMITS	PIKIE
6	11/11/2020	ISSUED FOR PERMITS	PIKIE
7	11/11/2020	ISSUED FOR PERMITS	PIKIE
8	11/11/2020	ISSUED FOR PERMITS	PIKIE
9	11/11/2020	ISSUED FOR PERMITS	PIKIE
10	11/11/2020	ISSUED FOR PERMITS	PIKIE
11	11/11/2020	ISSUED FOR PERMITS	PIKIE
12	11/11/2020	ISSUED FOR PERMITS	PIKIE
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49	11/11/2020	ISSUED FOR PERMITS	PIKIE
50	11/11/2020	ISSUED FOR PERMITS	PIKIE

## PERSPECTIVES

### PLANNING SUBMITTAL

Project Name	2nd and B Street Housing
Project No.	2020-001
Project Address	115 B Street, San Rafael, CA 94901
Project Type	Multi-Family Residential
Project Status	Planning Submittal
Project Date	11/11/2020
Project Scale	1:100
Project Author	PIKIE
Project Reviewer	PIKIE
Project Date	11/11/2020
Project Scale	1:100
Project Author	PIKIE
Project Reviewer	PIKIE

Sheet No.  
**SD A5-0**

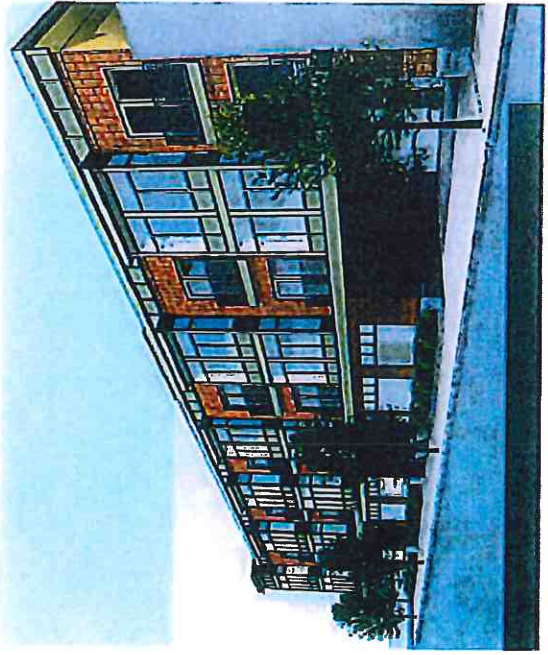
For Information Only



4 2nd and B Perspective



3 2nd Street Perspective



1 B Street Perspective



# 2ND AND B STREET SAN RAFAEL HOUSING

015 B STREET  
SAN RAFAEL, CA 94901

**S I M I E**

FOR BUSINESS INQUIRY, ARCHITECTURE & INTERIOR  
DESIGN CONTACT: SIMI ARCHITECTURE  
1000 MARIN AVENUE, SUITE 100, SAN RAFAEL, CA 94901  
TEL: (415) 456-1111 | WWW.SIMIARCHITECT.COM

NO.	DESCRIPTION	DATE
1	PRELIMINARY ELEVATIONS	08/20/2019
2	FINAL ELEVATIONS	08/20/2019
3	REVISIONS	08/20/2019
4	REVISIONS	08/20/2019
5	REVISIONS	08/20/2019
6	REVISIONS	08/20/2019
7	REVISIONS	08/20/2019
8	REVISIONS	08/20/2019
9	REVISIONS	08/20/2019
10	REVISIONS	08/20/2019
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13	REVISIONS	08/20/2019
14	REVISIONS	08/20/2019
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16	REVISIONS	08/20/2019
17	REVISIONS	08/20/2019
18	REVISIONS	08/20/2019
19	REVISIONS	08/20/2019
20	REVISIONS	08/20/2019

## PROPOSED ELEVATIONS

### PLANNING SUBMITTAL

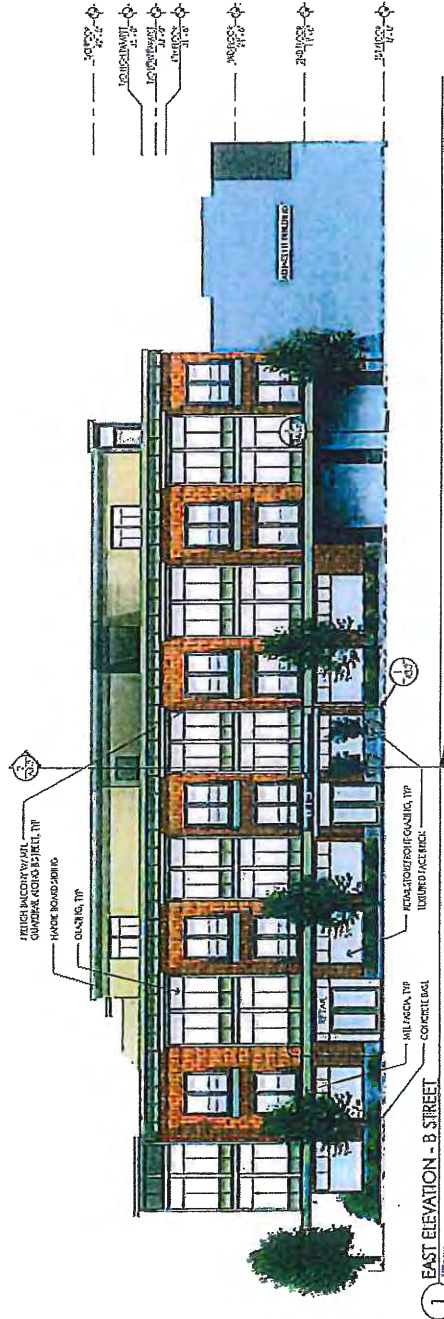
Project No.	2019-001
Project Name	2ND AND B STREET HOUSING, SAN RAFAEL, CA
Client	THE CITY OF SAN RAFAEL
Architect	SIMI ARCHITECTURE
Interior Designer	SIMI ARCHITECTURE
Engineer	THE CITY OF SAN RAFAEL
Contractor	THE CITY OF SAN RAFAEL
Other	

Scale: 1/8" = 1'-0"  
**SD A3-0**  
 Date: 08/20/2019

San Rafael, CA © 2019



2 SOUTH ELEVATION - 2ND STREET



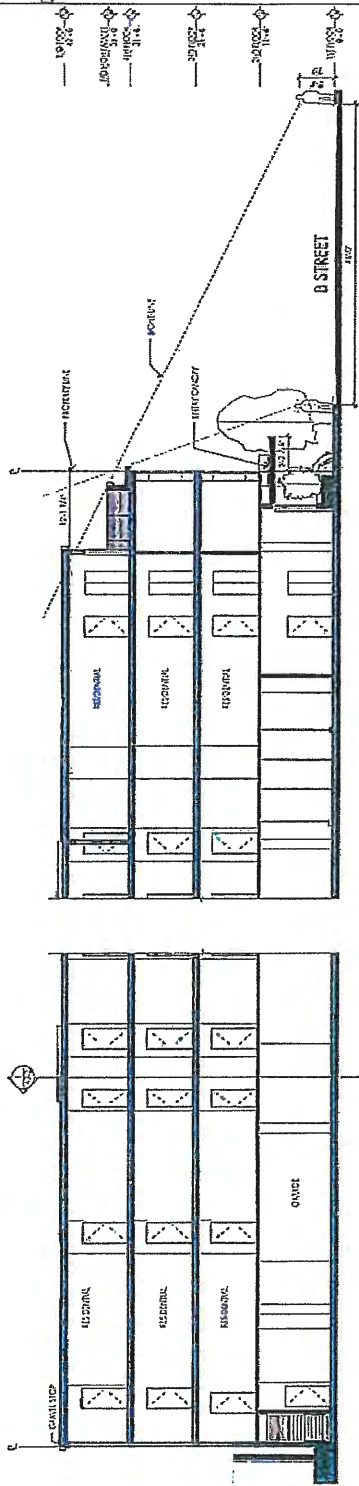
1 EAST ELEVATION - B STREET



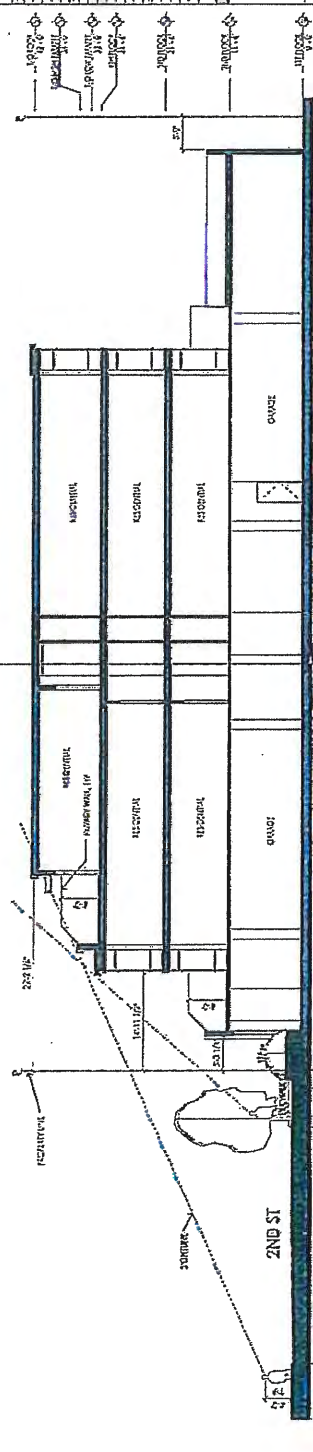


# 2ND AND B STREET SAN RAFAEL HOUSING

RESIDENT  
5010A/ALCA7701



2 SIGHT LINE SECTION of B STREET  
1/8"=1'-0"



1 SIGHT LINE SECTION of 2ND STREET  
1/8"=1'-0"

F | M | L

FOR APPROVED ARCHITECTURE & ENGINEERING  
PLANNING SUBMITTALS AND PERMITS  
SUBJECT TO THE CITY OF SAN RAFAEL

NO.	DATE	DESCRIPTION
1	11/11/11	PRELIMINARY
2	11/11/11	REVISED
3	11/11/11	REVISED
4	11/11/11	REVISED
5	11/11/11	REVISED
6	11/11/11	REVISED
7	11/11/11	REVISED
8	11/11/11	REVISED
9	11/11/11	REVISED
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## PROPOSED SECTIONS

### PLANNING SUBMITTALS

NO.	DATE	DESCRIPTION
1	11/11/11	PRELIMINARY
2	11/11/11	REVISED
3	11/11/11	REVISED
4	11/11/11	REVISED
5	11/11/11	REVISED
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7	11/11/11	REVISED
8	11/11/11	REVISED
9	11/11/11	REVISED
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50	11/11/11	REVISED

SD A3-2

11/11/11

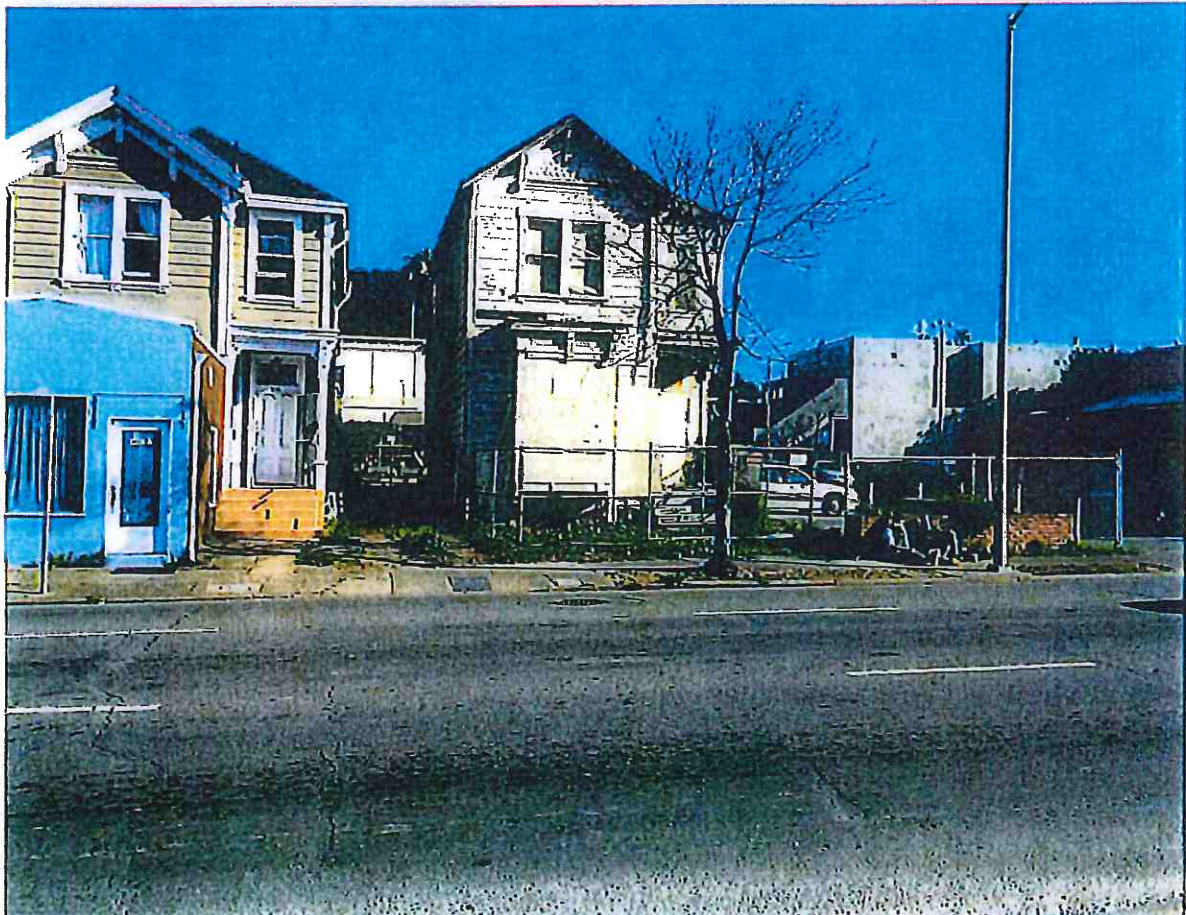
**ALTERNATIVE #4**  
**SITE TO REMAIN AS CURRENTLY OCCUPIED**

**4. NO PROJECT ALTERNATIVE**

If the Proposed Project were not to be developed, the neighborhood would remain a blighted area in need of residential & economic stimulus. This project Alternative is for no development to take place at the Proposed Project site, and the site would remain as it is today. The residence at 1212 2<sup>nd</sup> Street would remain boarded up, uninhabitable and continue to deteriorate. The parking lot and neighboring buildings would continue to be a location for loitering and transient residents. No economic benefit would be brought to the community, and subject properties would remain unimproved. Current site conditions are shown in images within Exhibit #13.

Conclusion: Without the development of the Proposed Project, there would not be any improvement to the 2<sup>nd</sup> & B Street location, no residential housing would be created to the proposed site tax basis and the site will remain status quo.

**Current Site Conditions at 2<sup>nd</sup> and B Streets  
Exhibit #13**

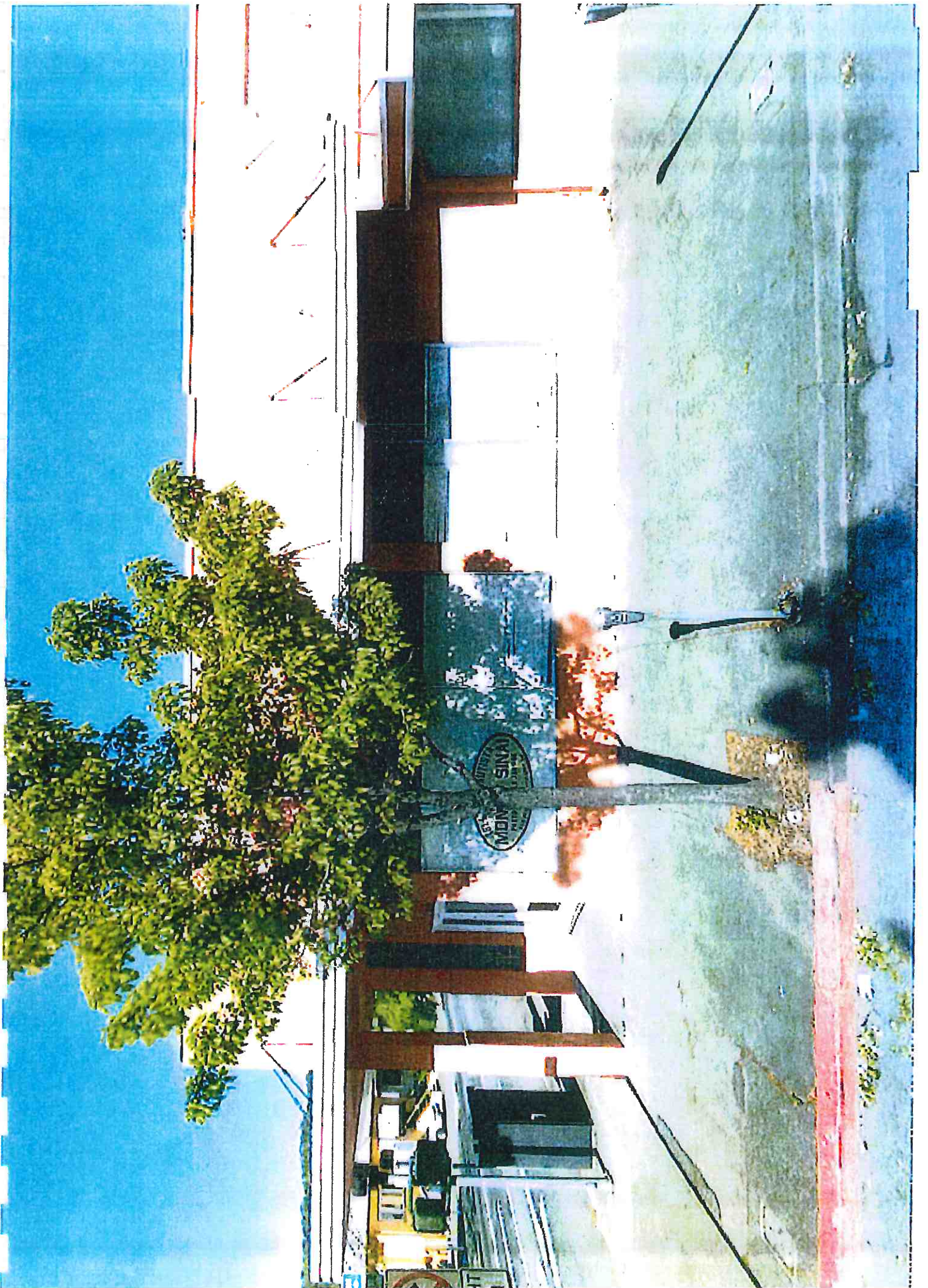
















**ALTERNATIVE #5**  
**OFFICE DEVELOPMENT IN SUBSTITUTION**  
**OF RESIDENTIAL MIXED-USE**

**5. OFFICE BUILDING ALTERNATIVE**

On October 31, 2014 Monahan Parker requested that the City study an Office Building concept as a project alternative. The office-building alternative consists of 20,000 SF of garage space, 3,500 SF of lobby, and 31,000 SF of office space on three stories. The 2/3 MUW zoning defines Office Use as a permitted use. Although the Proposed Project is preferred, a commercial office space that is in accordance with the Historic Character of the neighborhood is a feasible option for this site. Office use would have similar exterior architectural to the current proposed project, but would be subject to a full application and DRB review. Attached is a Proforma (Exhibit #14) of the Office Alternative, which should be incorporated into the EIR review for this project. Exhibit #15 is a possible schematic design & image of a similar property.

Conclusion: Construction of an office development would enhance the blighted neighborhood at 2<sup>nd</sup> and B Street by providing an economic stimulus. Similar to the Proposed Project, an office development would remove dilapidated & uninhabitable structures at 1212 & 1214 2<sup>nd</sup> Street, as well as decrease transient activity in the parking lot.

Exhibit 14

2ND & B STREET PROJECT ALTERNATIVES  
OFFICE PROFORMA

COST

LAND	\$ 3,000,000.00
BUILDING COST	
GARAGE 20,000 SF @ \$75/SF	\$ 1,500,000.00
LOBBY 3,500 SF	\$ 525,000.00
OFFICE SPACE 31,000 SF @ \$200/SF	\$ 6,200,000.00
TI COSTS 31,000 SF @ \$75/SF	\$ 2,325,000.00
SOFT COSTS	\$ 2,600,000.00
<b>TOTAL COSTS</b>	<b>\$ 16,150,000.00</b>

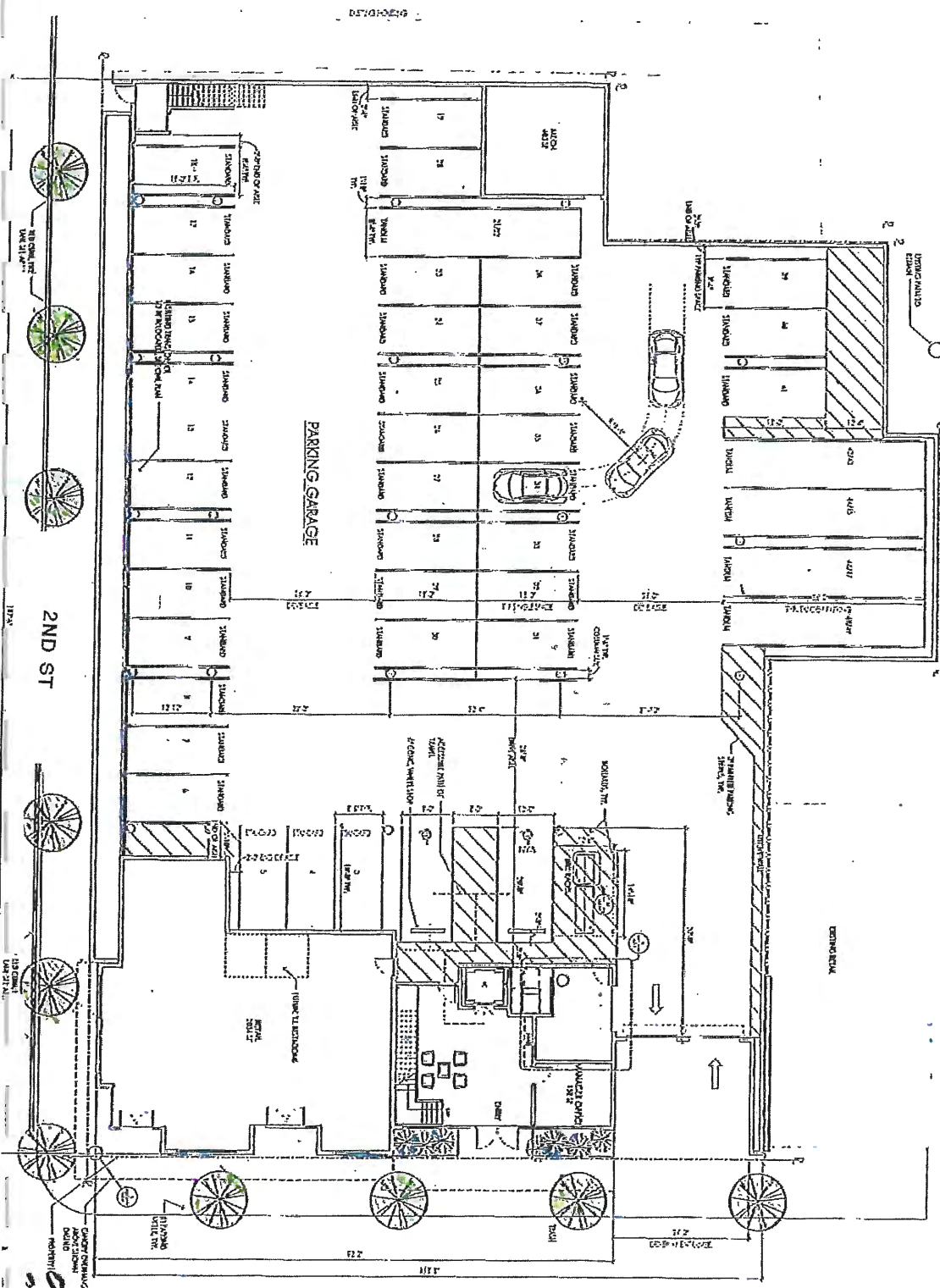
REVENUE

31,000 SF @ \$4.00/SF	\$ 1,488,000.00
2,000 SF @ \$4.00/SF	\$ 96,000.00
LESS 3% VACANCY	\$ (47,520.00)
LESS OPERATING EXPENSES	\$ (300,000.00)
NET OPERATING INCOME	\$ 1,236,480.00
CAP. RATE @ 6 CAP	\$ 20,600,000.00
LESS COST	\$ 16,150,000.00
<b>TOTAL PROFIT</b>	<b>\$ 4,450,000.00</b>

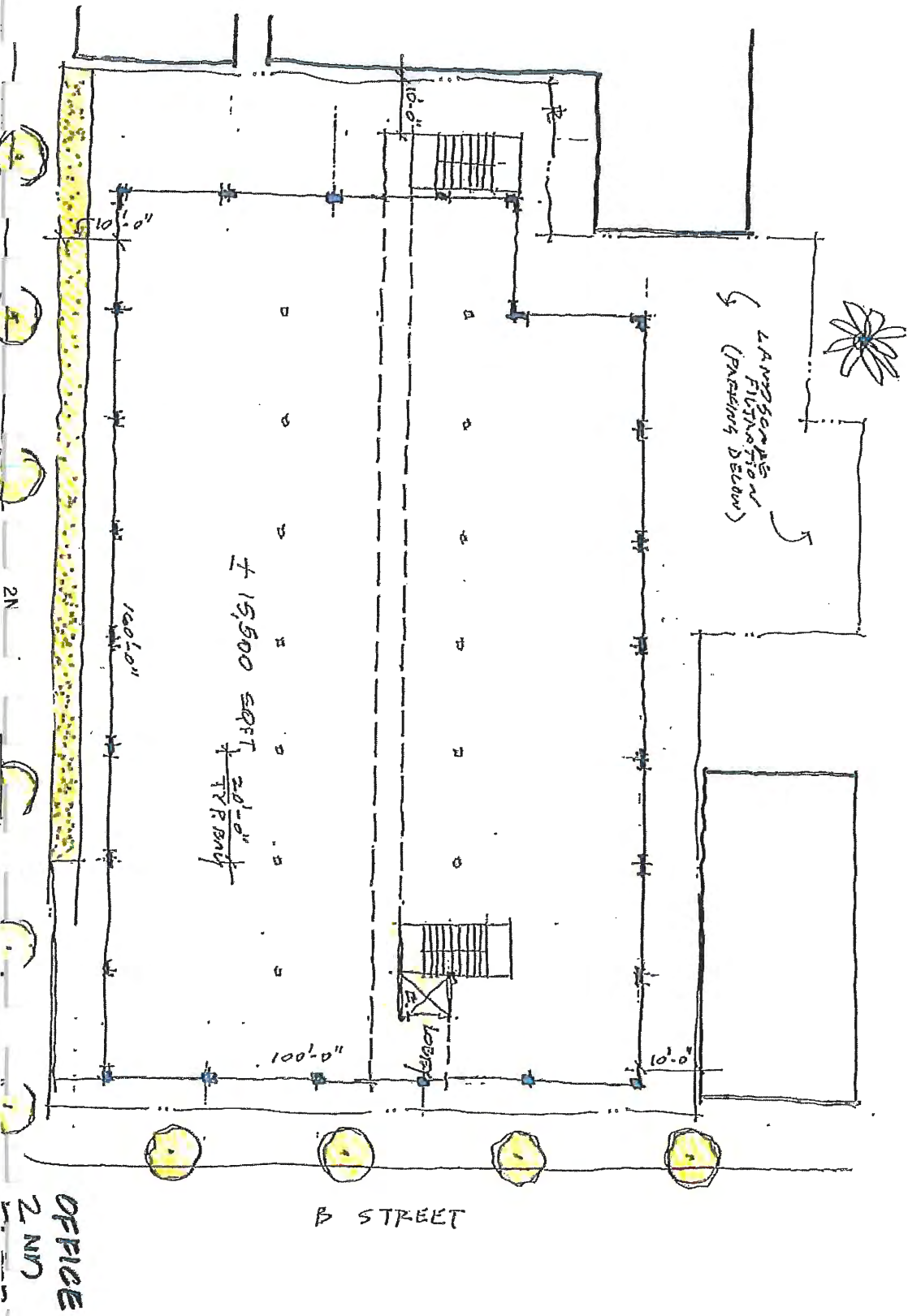
**ALTERNATIVE OFFICE PROJECT EXAMPLE**

**Exhibit #13**





OFFICE  
COPIES



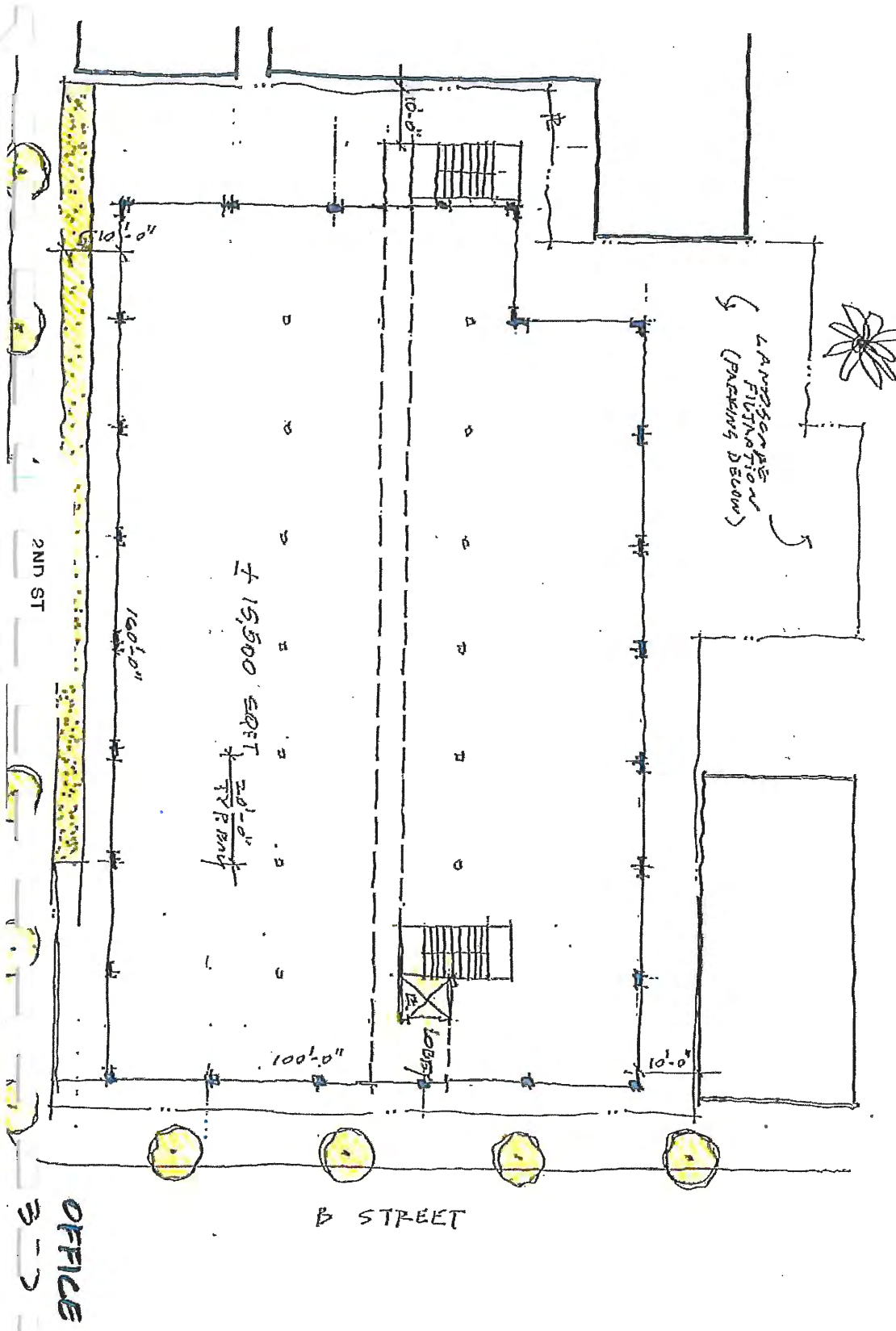
7 15,500 SQFT  
20'-0" TR R/W

LAMP ROOM  
(PLANTING BELOW)

LOBBY

B STREET

OFFICE  
2ND



# MONAHAN PARKER INC.

1101 5<sup>th</sup> Ave Suite 300  
San Rafael CA 94901

May 14, 2015

Steve Stafford  
City of San Rafael  
Community Development Department  
1400 Fifth Ave. – PO Box 151560  
San Rafael CA 94915 – 1560

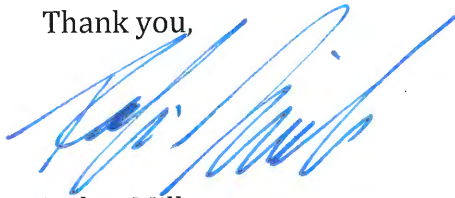
RE: 815 B Street EIR – Revised Project Alternatives

Dear Steve,

On October 30, 2014 Monahan Parker Incorporated (MPI) was asked to evaluate the EIR alternatives presented by Newman Planning Associates. These alternatives are for the focused EIR for the project as it relates to the potentially Historical nature of the buildings at 1212 & 12124 2<sup>nd</sup> Street. The City of San Rafael provided MPI with the City's selected sites for the Off-Site Relocation Alternative Analysis on January 9, 2015. MPI and the project Architect evaluated all of these alternatives and submitted its "Environmental Impact Report Alternatives Feasibility Study" (report) on March 10, 2015. On April 22, 2015 Monahan Parker was provided a memo which outlined the City's Consultant's comments to the March 10, 2015 study. The comments from Newman Planning Assoc. (NPA) are noted on the attached response in red, with Monahan Parker's response in black. Associated exhibits are provided within this cover, and the March 10<sup>th</sup> report has been revised to address the related comments of formatting, summary spread sheet, etc.

We believe this fully responds to the comments and suggestions raised by Newman Planning Associates. Please feel free to call if you have any questions. We look forward to the City issuing the Draft EIR promptly, so the project can move forward.

Thank you,



Robin Miller

Attachments:

1. Response Letter dated May 14, 2015
2. EIR Alternative Report Dated March 10, 2015 (revised May 14, 2015).



## Response Letter

May 14, 2015

Supplemental to EIR Alternative Report Dated March 10, 2015 (Revised May 14, 2015)

The following is in response to Newman Planning Associates' Letter dated April 22, 2015.

Newman Planning Associates comments in **Red**

Monahan Parker responses in **Black**:

### General Comments

**1. The report would benefit from page numbering.**

Page numbers have been incorporated in the revised report submitted with this report.

**2. It would be helpful to have the tab numbers relate to the Alternative numbers (e.g., the "Response Letter" information in Tab 1 could be provided as an Introduction with the Tabs used for each Alternative.**

Tab format has been adjusted accordingly in this revised report per the requested format.

**3. It also would be helpful to have a summary spreadsheet cost comparison of the Project and all 5 Alternatives on an 11 x 17 folded page. Each individual section (Tab) could retain and focus in on the individual cost comparisons but a summary comparison would ease understanding of the relationships between alternatives and the project.**

Cost summary sheet included in report. *[See Pg. 4 of revised report]*

**4. The report seems to overstate the financial loss associated with preservation of the historic structures, whether on or off-site, by failing to account for the revenue stream to date for 1214 2<sup>nd</sup> Avenue.**

The prior revenue stream of the current structures on these parcel is not relevant to the proposed project's financial feasibility going forward. However, as requested, we analyzed revenue stream and holding cost for 1214 2<sup>nd</sup> Street, shown below.

1214 2<sup>nd</sup> Street currently rents for \$2000/mo, or \$24,000 per year.

Operating expenses for mortgage, taxes, insurance, maintenance & management exceed \$45,000 per year for the residence. 1214 2<sup>nd</sup> Street operates at a loss in excess of \$20,000 per year.

The March 10<sup>th</sup> report did not include the negative revenue stream from 1214 2<sup>nd</sup> Street. The project report is accurate for the financial analysis of the proposed project going forward. The financial loss of the past thirteen years has not been included for in the financial analysis for the preservation of the structures on 2<sup>nd</sup> Street. If it were to be included for the project's feasibility going forward, it would result in an even larger financial loss for the proposed project than was identified in the March 10<sup>th</sup> Report. Accordingly, no changes were made to the analysis in the report.

**5. Because the Victorians are historic properties they are able to use California's Historic Building Code, which can result in cost savings in rehabilitation. This was not taken into account in the cost estimates.**

Our project team and architect have reviewed The California Historic Building Code, no significant cost savings were identified for the preservation of 1212 or 1214 2<sup>nd</sup> Street as a result of the Historic Building Code. As part of the feasibility analysis, the buildings must be brought up to current California Building Code and Title 24 requirements if they are to be occupied. There is no financial relief from these code requirements in the Historical Building Code. Required code upgrades account for substantial cost of reinvigorating the buildings. In addition to the extensive exterior repairs of the structures, ornate architectural details drive the construction costs higher than typical comparable homes. Accordingly, no changes were made to the assumed costs in this section of the report.

**6. MP has been collecting rent for the 2-3 units at 1214 2<sup>nd</sup> Avenue for 13 years and the building appears to be in good condition This revenue stream should be accounted for in the 'on-site preservation' and 'no project' alternatives sections.**

Please refer to Newman Planning and Associates Comment #4, 1214 2<sup>nd</sup> Street rents as a single unit for \$2,000/month. The financial losses of the past thirteen years of ownership were not considered in the financial analysis of the proposed project. If the losses resulting from ownership of these properties were to be used in the evaluation, the proposed project would incur additional financial losses greater than the loss currently indicated in the report. Accordingly, no changes were made in this section of the report.

**7. Now that the project proposes to include a condo map, provide economic analysis on the sale of individual units as well as rental rates.**

On March 27, 2015, the applicant filed an application for the 'option' of mapping the building into condominium units. Ownership is merely notifying the City of a possible intent to map the units, and is solely reserving the right to condominiumize the building in the distant future if desired. The condominium map and resulting inclusion of condominium building standards may be incorporated at owner's election. The election to subdivide the project may never occur due to the negative economic consequences analyzed below. If the proposed project were to be mapped for condominium units, the project would nonetheless be operated as rental units for a minimum of ten (10) years in order to relieve product defect liability per State Law.

Despite ownership's intent to operate the project as a rental, at NPG's request, the option to file a condo map and resulting financial analysis was studied. The financial analysis for the March 10<sup>th</sup> report was completed using the estimated construction cost of \$12,536,000 for an 'apartment' building. If 'condominium' building standards are pursued, construction costs would increase by a minimum 10% in comparison to apartment building standards, resulting in an estimated construction cost of \$13,704,460. Additionally, a condominium project analysis would need to include brokerage fees, increased marketing costs for sales as opposed to rental units, and transfer tax fees that would apply to the sales of condominium units.

To analyze the projected sales revenue generated from the proposed projects if they were to be condominiumized & sold, MPI collected recent sales data from Zillow for apartments & condominiums in neighborhoods near downtown San Rafael. The following were recently sold

within the last three years and were analyzed as sales comps for the proposed project's condominium units:

- 1115 B St. Apt 202. **\$488/SF**: Condominium in far superior location on a relatively quiet street with views of Mount Tamalpais.
- 1112 Mission Ave **\$377/SF**: Superior townhome residence with 2-car garage. Located in superior location; along a quiet street with Mount Tam views & private outdoor garden areas.
- 157 Woodland Ave Unit 3 **\$270/SF**: Condominiums built in 2001, located on Southern end of San Rafael in relatively quiet neighborhood, with superior privacy and views.
- 217 Pear Ct. **\$379/SF**: Newer townhomes built in the Los Ranchitos neighborhood; a superior product to the proposed project with parks, less traffic and additional common area amenities.

The average sale price for the above properties, which are superior residences than the subject property, in superior locations than the subject property, is \$379 per square foot. From the analysis of the four recent sales above, consideration of the neighborhood demographics, frontage to a very busy street, and projected valuation of the residence that is to be offered from the proposed project, MPI feels the estimated \$450/SF figure to be above market rate. This projected rental figure was highly inflated as to minimize any question of the rate used. However, for reference, our analysis also shows projected sales at \$500/SF (32% higher than average sales figures). The sales data for these recent transactions is included in Exhibit A.

In attached Exhibit B, the pro forma represents projected apartment valuation in comparison to condominium sales at \$450/SF and \$500/SF. As mentioned above, 'condominium standard' construction will be at a higher cost than for an apartment building. The difference in costs of construction is estimated at \$1,168,460, with an extra \$50,000 estimated for additional soft costs of more detailed construction scope. Due to the higher construction cost, the carrying costs of the loan are an increased amount as well. The estimated difference in loan carrying cost is \$913,845. Brokerage fees calculated at 5% of projected sales are \$829,890 (at \$450/SF), transfer tax calculated at .31% of projected sales is \$51,453 (at \$450/SF). Both of these do not apply to rental units. Marketing costs would incur a higher expense, as condominium sales require additional marketing services than do rental buildings, this is represented as an estimated \$75,000 increase. There are additional costs that would be an additional financial burden to the operation of a condominium building as compared to an apartment. Some of these that were not calculated include: necessary HOA establishment & operation during building absorption. Following the sale of the first unit, a HOA would need to be established and operated, throughout the entirety of building sale and operation. For-sale condominium units have a much slower absorption rate than do apartment rental units. Per Exhibit B, the condominium building has an estimated increased cost of \$2,339,235.

Due to the current market, even given an inflated sales rate of \$450 per square foot, if the condos were to be sold immediately after construction, the project would incur a loss of \$6,003,605. This for-sale option renders this alternative un-financeable. Accordingly, no change was made to the report to incorporate immediate projected condominium sales. Ownership may elect to construct to the higher condominium standard, but also reserves the right to withdraw the condo map application later in the process.

Sale:

See Exhibit B Cost Summary

Rent:

Rental Figures have been provided in Exhibit #2 & #11 of the report, and valuation is summarized in attached Exhibit B.

Comments on Alternatives Feasibility Analysis

**1. Preservation On-Site/Reduced Project:** *This Alternative evaluates a reduced mixed-use project that would preserve and rehabilitate the two Victorian residential structures in their present location, while retaining the project design objectives to maximize residential development potential on the remainder of the site.*

The analysis provides a thorough study of the impact of super-imposing the 2 Victorian properties over the proposed project but in a simplistic manner, by “lopping off” the portion of the building that overlies the area of the 2 Victorian structures. The result is indeed a significant loss of functionality of the proposed Apartment (now Condo) building. The lack of design consideration as to how this size building might function results in a greater stated impact than would actually be the case. For example, the exit stairs on the west end of the proposed project could be located further east; some of the rear yard area of the 2 Victorian lots potentially could be incorporated into the project, redesign/re-orientation of the floor plan would potentially lead to an increase in unit count and income.

Monahan Parker and the architectural design team have thoroughly analyzed this alternative, the different layouts, and suggestions proposed.

As part of this analysis, the zoning requirements and residential unit requirements for the two Victorian residences & the proposed project were studied. Because of the requirements for building exiting, and light & air requirements, for both the existing and proposed buildings, the utilization of the backyards as building space results in not sufficient space to utilize additional units, nor parking.

Newman Planning Associates suggests building into the backyards of the two Victorian homes. The following is further detailed explanation of the applicant’s analysis.

1. See Exhibit C, the backyards of the existing houses are approximately 31 feet deep. Five feet is necessary for building egress & exiting of the new proposed building and is shown in orange. A 10 foot deep backyard for each Victorian is reserved for rear yard setback, and is shown in blue. This would result in an addition to the available building area of only 16’x50’ (800SF), shown in yellow. Note, this analysis assumes removing the deck and stair from 1214 as it would not fit into a 10 foot deep backyard.

The analysis concludes that this is not sufficient space to utilize as additional units. This area is not sufficient to provide ample parking & egress, nor would units be created in this space due to the lack of light, air, privacy, and views.

2. San Rafael Municipal Code 14.05.032 dictates that residences in 2/3 MUW zoning have a minimum lot requirement of 6,000 SF. The existing buildings are on 2,700 SF lots, and therefore are 'existing non-conforming' buildings due to the structures being built prior to the code adoption. Any encroachment by the proposed project onto this parcel would be subject to review by the Planning Department. Table 14.05.032 is attached in Exhibit D. Additionally, the redesigned building would impact the existing structure by way of privacy, egress, light & air and would further reduce the property value of the existing structures.

3. The backyards of these single-family homes are one of their strongest selling points, especially due to the fact that these have a minimal front yard setback to a very busy street in the front. Aside from the high financial cost to bring these Victorians up to current code, removing their backyards would drastically decrease their value, especially due to their very close proximity to 2<sup>nd</sup> Street; a main thoroughfare for Central/Western Marin moving Eastbound to Highway 101. Further decreasing the value of these residences would cause additional financial burden to the project and is not a viable option.

4. If the proposed building is three stories (approximately 40 ft) tall, with minimal setback from the two Victorians, the new building will not only remove any yard and porch possible for the backyards of these two homes, but will diminish the necessary light and air by surrounding them with taller multi-family buildings on three sides, including the current three-story residential housing building (Lone Palm) to the West. Units in the new proposed project will also be diminished of light, and views and would not be ideal living situations for residents. Building Code has additional requirements for fire rating along property lines. Therefore, attempting to put bedrooms along this property line that encroach onto the Victorians' backyards would not be feasible, as they would create a sub-standard space and further reduce market viability for these units.

Conclusion: The applicant and the design team have analyzed this option extensively. Even if the two Victorian properties reduced their backyards and were to have inferior yards, the small amount of additional space generated would not produce sufficient area for additional parking spaces with circulation, nor create additional viable residential units. Additional parking area would be created, but it would not create any additional parking spaces. Residential units along this property line would be sub-standard, and their views would be of the back of another resident's home. The architect and the applicant rejected this option as less desirable than the proposed alternative.

**The sale of the Victorians is assumed, however with high rental rates assumed for the project (e.g., \$3,369 for a two-bedroom, 1,162 sf apartment); holding the two Victorians (3-bedroom, 1,400 sf homes) as long-term rental properties might make economic sense and should be discussed.**

The applicant studied this comment and offers the following rebuttal:

The forecasted rent for the 'premium' 1162 SF unit is listed in the applicant's pro forma at \$3,369. This is an 'above market' estimate for a newly constructed penthouse on the top floor with views, significant private open space, in a secure, elevator served building with on-site parking and a secure attended lobby. The 'above market' rates were used to minimize any question of rental revenue generated in the analysis of the proposed project's valuation.