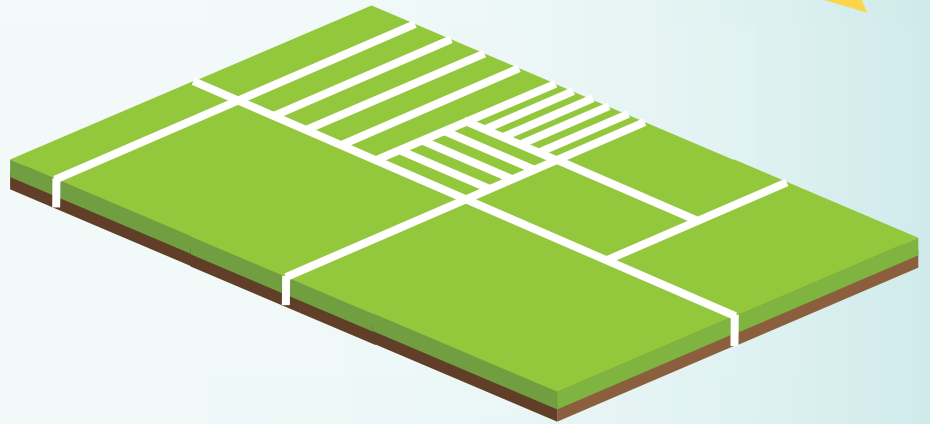


OAKLAND'S PUBLIC LANDS FOR WHICH PUBLIC GOOD?

20 SITES
24 ACRES
\$93M



STAFF STRATEGY 60% BELOW MARKET RATE

AFFORDABLE UNITS



MARKET RATE UNITS



COMMERCIAL/ OFFICE SQUARE FOOTAGE



PLA AND S/LBE REQUIREMENT

No additional PLA or S/LBE
requirement

FUTURE FISCAL BENEFITS (NET PRESENT VALUE)



NET PROJECTED CITY SUBSIDY

-\$6M

GUILLEN/KAPLAN 60% BELOW MARKET RATE



-\$33M

CWN PROPOSAL 100% BELOW MARKET RATE



-\$112M



Source: Table 1 of Supplemental Staff Report for July 18,
2018 CED Committee, dated July 12, 2018

Comparison of Proposals: Affordable Housing Outcomes/Costs

Item	Guillen/ Kaplan (60% BMR)	Staff Strategy (60% BMR)	Guillen/ Kaplan (70% BMR)	CWN June Proposal (100% BMR)
# Sites Designated for 100% Affordable Housing*	6	14	8	18
# Sites Designated for 15% BMR (80% AMI)*	12	0	10	0
# Sites Designated for Market-Rate Residential	0	1	0	0
# Sites Designated for Commercial	2	5	2	2
Total Sale Proceeds Generated	\$24M	\$51M	\$24M	\$6M
Net Proceeds to GPF/Redevelopment Funds	\$0	\$26M	\$0	\$3M
Fiscal Benefits NPV	TBD	\$96M	TBD	\$7M
Gross AHTF Funds Generated (incl. fees)	\$34M	\$44M	\$34M	\$4M
Total Units Produced	1,077	1,238	1,077	1,080
Market Rate Units	430	492	322	0
Affordable Units	647	746	755	1,080
% Affordable	60%	60%	70%	100%
Commercial/Office Sqft	294,428	1,420,341	294,428	294,428
(Additional City Subsidy Needed)	(\$33M)	(\$32M)	(\$45M)	(\$115M)
Estimated Years to Fund	3-4 years	3-4 years	4-6 years	10-14 years
Total Net City Fund Impact (AHTF + Other)	(\$33M)	(\$6M)	(\$45M)	(\$112M)