

Developer Qualifications

Section 3

McCORMICK LALANNE PARTNERS are Urban Redevelopers experienced in a broad range of mixed-use and residential projects



Crocker Center



Portside

McCORMICK LALANNE PARTNERS is sensitive to the needs of tenants and residents

The principals of McCORMICK LALANNE PARTNERS are highly experienced urban infill developers dedicated and committed to improving the communities where they work.

In the San Francisco Bay Area Robert Lalanne has 24 years of experience and has been among the most active multi-family housing developers producing approximately one thousand urban infill units. In the Los Angeles area James McCormick has managed the development of some of this region's highest profile projects and during 30 years of practice been deeply involved in formulating key urban policy issues in Southern California. Together the partner's residential development experience is diverse and includes product ranging from affordable entry level rentals to "luxury" for-sale condominiums, student housing to high-tech market-rate live/work lofts as well as a wide range of apartment types.

James McCormick and Robert Lalanne first worked together completing the 1,000,000 square foot Crocker Center - San Francisco as Development Director and Construction Manager, respectively. Since first working together 23 years ago other projects where the principals played key roles include Library Square in Los Angeles for Maguire Partners, the development of Potrero Center in San Francisco, a 225,000 square foot retail center; the renovation of 55 Francisco Street in this same city, a 105,000 square foot office building; and the redevelopment of Claude Lane, a commercial/retail property at 425 Bush Street in San Francisco. Prior to Union Square, the most recent project undertaken together was the award winning Portside project in San Francisco.

In the San Francisco Area the firm's principals have successfully completed projects that involved working with local neighborhood groups, the University of California San Francisco, the Oakland Mayor's Office, the Oakland Redevelopment Agency, Agency, the Oakland Planning Department, the San Rafael Redevelopment Agency, the San Rafael Planning Department, the San Francisco Redevelopment Agency, the San Francisco Mayor's Office of Housing, the Mission Economic Development Authority, the San Francisco Planning Department, the Ella Hill Hutch Community Group, the Mayor's Homeless Jobs/Work Program, the San Francisco Seismic Bond Financing Program, the San Francisco Housing Authority, and the Port of San Francisco. In Los Angeles the firm's principals have successfully created productive working partnerships with the Community Redevelopment Agency of Los Angeles, the predecessor agency to the Los Angeles County Metropolitan Transportation Authority, The City of Culver City and The City of West Hollywood.

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McCORMICK LALANNE PARTNERS consistently exceeds expectations

McCORMICK LALANNE PARTNERS has worked closely and successfully with many institutions, government agencies, and non-profit organizations

After more than 20 years of informal collaboration by the partners on a project-by-project basis, McCORMICK LALANNE PARTNERS was formed in 2002 to leverage the wide experience gained with infill housing in the more mature San Francisco Bay Area and develop urban infill and mixed-use projects in the now emerging Southern California market.

McCORMICK LALANNE PARTNERS approaches real estate development from the bottom up, starting with the needs of the communities they work in, potential tenants and residents to determine the type of project most suitable for a particular location. This important step determines the design of the project, the use of available space, the configuration of common areas, and the amenities available to occupants. The sensitivity of McCORMICK LALANNE PARTNERS to occupant needs is apparent in all of its projects. Many projects provide valuable amenities such as conference facilities, copy and business centers, and exercise facilities. All include common areas with design features and area master plans that create a strong sense of cohesiveness and place.

Not only have the principals of McCORMICK LALANNE PARTNERS successfully completed a multitude of projects, they have done so while supporting the community. They have received accolades from the San Francisco Mayor's Office, the San Francisco Redevelopment Agency Commission, and the San Francisco Planning Commission for exceeding City and Redevelopment Agency goals for minority participation, community outreach, consensus building, the establishment of creative financing for affordable home-ownership opportunities, and the support of union trades.

Honors from the American Institute of Architects-Los Angeles, the Westside Urban Forum and the University of California, Los Angeles, the Urban Land Institute and Lambda Alpha mark their contributions to the urban life of Los Angeles.

McCORMICK LALANNE PARTNERS is proud of its success in delivering creative, architecturally significant and important civic developments.

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The broad experience with a range of product types demonstrates the ability of McCORMICK LALANNE PARTNERS to develop and manage unique and creative residential and mixed-use projects. In McCORMICK LALANNE PARTNERS Robert Lalanne and James McCormick have the necessary diversity of experience, flexibility and financial capability to meet the challenges posed by a vast array of commercial, retail, and housing project types.

Specific examples of recent projects include the following:



Preservation Park

- The first development under Mayor Jerry Brown's 10k program to bring housing to downtown Oakland
- 92 residential units and one commercial space
- Located in the historically sensitive Preservation Park area of Oakland
- \$25,000,000 project
- Value Created - \$5,000,000



Lofts at Albert Park

- Mixed-use development - San Rafael, Calif.
- 113 residential units and 14,000 square feet of commercial space
- The first large-scale mixed-use residential loft project in San Rafael
- \$17,000,000 total project cost
- \$5,000,000 equity - \$12,000,000 debt
- \$26,000,000 project value upon completion
- Value Created - \$9,000,000



Alamo Square

- Market rate apartment units developed through an agreement with the San Francisco Redevelopment Agency
- 63 units
- Completed in October 1999
- Occupied and stabilized three months following completion of construction
- \$14,000,000 total project value
- Value Created - \$5,000,000

McAllister Mews

- First-Time Home Buyer, affordable for-sale condominiums developed through an agreement with the San Francisco Redevelopment Agency
- 41 units
- Completed in October 1999
- 4,000 people requested applications to purchase units and final buyers were determined by lottery
- All units closed within a five day period
- Value Created - \$5,000,000 "silent seconds" for SFRDA



City Lofts

- Market rate live/work loft rentals in SOMA
- 102 units
- Wood frame above subterranean parking
- Completed 1998
- \$16,000,000 total project cost
- \$4,000,000 equity - \$12,000,000 debt
- Sold 2000 - \$26,000,000
- Value Created - \$10,000,000



Culver Center

- Prize-winning pre-development conceptualization for 550,000 square foot urban mixed used village center on 11 acres in the City of Culver City



Portside

- Luxury condominiums with spectacular Bay views - S.F. South Beach waterfront district
- Architectural Award Wining Design
- 218 units
- Affordable housing payment to the Mayor's Office of Housing and the San Francisco Housing Authority
- Completed 1998
- \$58,000,000 project
- Value Created - \$18,000,000



Harbor Lofts

- Live/work condominium lofts
- Historic renovation
- 46 units
- 4 affordable units· Completed 1996
- \$13,000,000 project cost
- Value Created - \$4,000,000



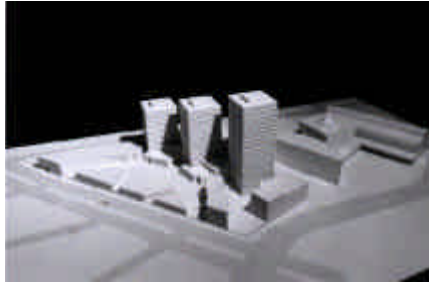
Aldea Housing

- UCSF student housing - San Francisco
- 130 units
- Completed 1998 - Fee Developer
- Owned and financed by UCSF
- \$24,000,000 project cost



Potrero Center

- Retail power center located in the Potrero Hill neighborhood
- 225,000 square feet completed in 1995
- Tenants include Safeway, , The Gap, Office Depot, Old Navy, Ross, 24 Hour Nautilus, Radio Shack, and Blockbuster Video
- \$60,000,000 project
- Value Created - \$18,000,000



The West Hollywood Project

- Pre-development for a 1,100,000 square foot major mixed use office, hotel and civic joint development project with the Los Angeles County Metropolitan Transportation Commission, Los Angeles County and City of West Hollywood



Claude Lane

- Renovation of 45,000 square foot historically-designated office building in San Francisco financial district
- Creation of new ground-floor neighborhood serving retail space on Claude Lane - dedication of public street to retail plaza community space.
- Seismic upgrade
- \$5,000,000 project
- Value Created - \$2,500,000



Library Square

- Conceptual design and entitlement phase of 3,000,000 square foot 73 story Library Tower and 50 story Gas Company Tower in downtown Los Angeles
- Tower I (Library) Completed: 1989
- Tower II (Gas Company) Completed: 1991
- Affiliation - Maguire Partners



Crocker Center - San Francisco

- Mixed - use 38 story mixed use office building and retail galleria in downtown San Francisco
- 1,000,000 square feet
- Complete 1983
- Affiliation - Cushman & Wakefield
- Owner - Crocker Bank



Golden Gateway Commons

- Completed first phase of landmark mixed use project with 150 luxury townhome condominiums located in San Francisco, elevated on 240,000 square feet of commercial office and retail space
- Completed 1983
- Affiliation - Golden Gateway North

JAMES WATT MCCORMICK

Education

Economics, Politics

- University of California, Santa Cruz
- Wheeling College, Wheeling, WV
- Georgetown University, Washington, DC
- Harvard University, Cambridge, MA

License

- Real Estate, California
- General Building Contractor

Association

- Urban Land Institute, LA Steering Committee
- Lamda Alpha International, an Honorary Land Economics Society
- Westside Urban Forum
- Sierra Club
- The Nature Conservancy
- The California League of Conservation Voters

Awards

- American Institute of Architects "Hon. AIA" award
- UCLA "Citizen Planner" award

James Watt McCormick has 30 years of experience in developing, managing and constructing real estate. He has been a laborer, general contractor, development executive, developer and owner.

His firm with Robert J. Lalanne, MCCORMICK LALANNE PARTNERS, A PUBLIC TRUST COMMONWEALTH DEVELOPERSM provides real estate development and management consulting services to corporations, institutions, municipalities and investors on diverse projects locally, nationally and internationally.

Prior to forming his firm 17 years ago, Mr. McCormick served various partnerships as a principal development and construction executive on more than 4,000,000 square feet of major commercial, retail and residential properties.

Mr. McCormick's professional activities also currently include service as a member of the Urban Land Institute's Steering Committee for the Los Angeles District Council and as an elected member of Lamda Alpha International, an Honorary Land Economics Society. He is also the founding president of the Westside Urban Forum.

Mr. McCormick is an environmentalist. He is a Life Member of The Sierra Club and a member of its Urban Environments Committee. He also holds membership in The Nature Conservancy and The California League of Conservation Voters.

Mr. McCormick has been active in urban development education programs concerning the environmental and planning problems of population growth in Southern California and has written extensively on these broader issues of urban development.

Mr. McCormick has been honored by the Los Angeles Chapter of the American Institute of Architects with their coveted Hon.AIA award and as "Citizen Planner" by the UCLA Graduate School of Architecture and Urban Planning's Alumni. Mr. McCormick served in the Growth Management Consensus Project sponsored by the California State Legislature in 1989.

Mr. McCormick is a marathon runner and an avid hiker. He resides with his wife, daughter and son in the Pacific Palisades community of Los Angeles.

ROBERT J. LALANNE

Education

- Bachelor of Architecture, Environmental Design, University of California, Berkeley, 1998

Association

- Board of Regents, Saint Ignatius College Preparatory School, San Francisco, Ca
- Dean's Roundtable, UC, Berkeley, Ca
- Urban Land Institute

Robert J. Lalanne received his Bachelor of Architecture degree from the University of California, Berkeley in 1978

Upon graduation, he worked as a construction manager for the architectural firm of Stone, Marraccini & Patterson in San Francisco. In 1980, he joined Dinwiddie Construction Company in San Francisco where he served as Project Manager for the 1,000,000 square foot Crocker Center Tower and Galleria, and the corporate world headquarters for Levi Strauss & Co., Levi Plaza.

Mr. Lalanne became a partner with Pacific Union Company and Project Director on the 300,000 square foot, \$45 million dollar development of the Gift center, a wholesale mart located in San Francisco. In 1985, Lincoln Property Company retained Mr. Lalanne to assist them on 222 Kearny, a 145,000 square foot, \$32 million dollar office/retail development in the financial district of San Francisco.

In 1987, Mr. Lalanne formed Lalanne Babcock & Brown with the investment banking firm of Babcock and Brown. LB & B projects in San Francisco exceeded more than of \$100 million dollars.

In 1993, Mr. Lalanne merged with John Volckmann to form Lalanne Volckmann, a real estate development and services company. As president of Lalanne Volckmann, Lalanne developed over \$195 million dollars of retail and housing projects in San Francisco and the Bay Area. Such projects in San Francisco include Alamo Square, McAllister Mews Condominiums, Bluxome Street Lofts, Potrero Center, Portside, and Harbor Lofts.

In 2000, Lalanne formed The Lalanne Group. The firm is currently developing the Lofts at Albert Park, a 95,000 square foot mixed-use development in San Rafael, and Preservation Park, a 92 unit residential site in downtown Oakland.

In Southern California Mr. Lalanne formed MCCORMICK LALANNE PARTNERS, A PUBLIC TRUST COMMONWEALTH DEVELOPERSM with his long time business partner and friend, James W. McCormick.

Mr. Lalanne is involved in civic activities in the Bay Area. He presently serves on the Board of Regents at Saint Ignatius College Preparatory School in San Francisco, sits on the Dean's Roundtable at the University of California, Berkeley College of Environmental Design and is active in the Urban Land Institute.

Mr. Lalanne and his wife, Millicent and their daughters, Jacqueline and Michaela, reside in San Francisco. His interests include skiing, surfing, and spending time with his family at their beach home in Rio Del Mar, California.

**Team H2
Developer
McCORMICK LALANNE PARTNERS**

DEVELOPMENT TEAM NOMINATION

McCORMICK LALANNE PARTNERS (MLP) reserves its nomination of a full development team until it has been selected to proceed on this proposed project. MLP has consulted the following urban development industry professionals during the proposal phase of this project. Our analysis is based on real experience in building real projects:

- **Architectural Design Consultant**
RNL Design
- **Historical Building Adaptive Re-Use Architectural Consultant**
Killefer Flammang Architects
- **Construction Estimation Consultant**
Morely/Benchmark General Contractors
- **Urban Design Advisor**
John Kaliski, AIA

Public Art

MLP has interviewed several potential artists and public art consultants in conjunction with this proposal. MLP is committed to providing funds for public art as a part of each project component. MLP's proposal to sponsor the involvement of leading architects and artists in all phases of the H2+ multi site Union Square Project will assure that the housing and neighborhoods this collaborative work produces will be the best conceivable.

MBE/WBE COMMITMENT

MLP will use its best effort to meet all MBE/WBE goals.

PREVAILING WAGE

MLP has used prevailing wage based construction and operating cost estimates. MLP is proposing Union Square with full intentions of cooperating with union labor in all parts of the project. MLP is A PUBLIC TRUST COMMONWEALTH DEVELOPERSM with a long standing belief that the labor union movement is a vital part of the health of the Nation.

YOUTH TRAINING and LOCAL CONSTRUCTION FORCES

MLP is committed to employing youth in training programs and local construction forces where possible in a manner consistent with union and prevailing wage requirements.