Miklyn Development Corporation (Lic: 484650)

P.O. Box 2768, Danville, CA 94526

Ofc: 925-831-1834 Jana Mobile: 916-417-7001 Fax: 209-833-9871

janablau@sbcglobal.net

March 21, 2017

# RE: RFI/Development Concept Response for 3295 Castro Valley Boulevard, Castro Valley, CA A.P.N. #: 084-A-0040-018-04

Alameda County Community Development Agency
Economic & Civic Development Department
224 W. Winton Avenue, Room 110
Hayward, CA 94544-1215
Attn: Susan McCue, Economic Development Manager
Susan.mccue@acgov.org

Dear Susan McCue,

Please consider the enclosed RFI/Development Concept Response for 3295 Castro Valley Boulevard, Castro Valley, Ca. From Miklyn Development Corporation (est. 1983).

The primary point of contact on this Project will be:

Jana Blau-Betzold 916-417-7001 janablau@sbcglobal.net

We will be working on this project along with our Architect, Tim Alatorre from Domum.

We appreciate the opportunity, and hope to partner with the County in achieving the communities goals for the site.

Sincerely,

Jana Blau-Betzold

## RFI/Development Concept Response for

## 3295 Castro Valley Boulevard, Castro Valley, CA A.P.N. #: 084-A-0040-018-04

## **Development Team**

## Miklyn Development Corp:

Micheal H. Blau – President (see Appendix A for resume)

Roles: Project design, governmental processing, accounting, contract review & execution, construction consultation

Jana Blau-Betzold — Project Manager (see Appendix A for resume)

Roles: Project design, governmental processing, purchasing & procurement, writing contracts, site development and construction management, leasing, warranty management

Description of Core Business: General Contractor – Land Acquisition and Development.

Residential and Commercial Construction. Commercial Property

Managment.

Number of years in business: 34

Number of full time employees: 0

#### Outside Consultants or Advisors:

Architect: Domum - Tim Alatorre

6532 Lonetree Blvd. Suite 102 Rocklin, California 95765

## Relevant Experience in Past 5 Years

Vasco Plaza: Kiddie Academy

Location: 1400 North Vasco Rd. Livermore, CA 94551

SQ Footage of Commercial Space: 9,000 SF building with 12,000 SF playground

Description: Ground up infill project. Built to Suit Private facility for Educational Child Care. Project amenities included 8 classrooms and 6 restrooms tailored to each age group from infants to 12 years old, kitchen, offices, and 3 separate playgrounds. 15 year lease market.

Photos & Site Plans: See Appendix B

Current Status of Project: Completed and occupied June 2016

Summary of Development Cost and Financing: Cost of Construction \$1,423,638.62. Built for cash – no ,financing.

Lenders: N/A

Did project involve a ground lease or purchase?: Purchase

## Scenic Plaza: Retail Building

Location: 1601-1695 North Vasco Rd. Livermore, CA 94551

SQ Footage of Commercial Space: 5,600 SF and site development

Description: Ground up infill project. Retail Vanilla Shell building to be divided into up to 5 units for lease. Project amenities include Building shell, demising walls, finished restooms, parking lot, landscaping, and trash enclouse.

Photos & Site Plans: See Appendix C

Current Status of Project: Raw shell completed December 2016. Vanilla shell currently under construction.

Summary of Development Cost and Financing: Cost of Construction \$807,429.26. Built for cash – no financing.

Lenders: N/A

Did project involve a ground lease or purchase?: Purchase

## **Financial Capacity**

- Financial statements see Appendix D for Current Bank Statements submitted under separate cover labeled confidential
- 2. Most recent annual reports N/A
- 3. Corrent non-performing or loan defaults in the past five years: none
- 4. Bankruptcy filings or projects lost to foreclosure: none

## **Preliminary Development Concept**

Miklyn Development will redesign and renovate the existing building to convert the former Daughtrey's Department Store into an upscale, high quality restaurant related use with outdoor seating on the first floor, with 6 condominiums above. Our intention is to build, keep, and rent the property, as we have done with our prior projects.

The first floor will be divided into two units – approximately 5,719 SF to be leased as a Hop DeVine or equivilent style Craft Beer and Wine establishment serving food, and approximately 7,489 SF to be leased as a Sauced BBQ & Spirits or equivilent style Restaurant. Both establishments will offer **outdoor dining and live entertainment**, bringing life to the new paseo.

(See attached photos of proposed establishment types) – Appendix E

The second floor will consist of 6 condominiums ranging from approximately 1,538 to 1,925 SF each.

The basement will be subdivided to provide storage units for both the residential and commercial tenants.

The entire building exterior will be updated with stucco and elastameric paint finish. The front and right side return (to the first colum) that are currently wood siding will be replaced with storefront glass. A red tile mansard roof will be added to the front and partial returns on the sides to match surrounding buildings and cover mechanical equipment. Exterior overhang will be removed and replaced with canopies. 2 parking stalls and one planter area at right front corner will be changed to concrete patio for additional outdoor seating. Existing entryway alcove will be converted to solid storefront glass and used to enlargen outdoor seating capacity. A sound wall will be built separating the parking lot from the existing residences on the right side and in the rear.

(See attached architectural renderings) – Appendix F & enclosed set.

Note: The developer has existing relationships with the Owners of both of the successful establishments listed above. One is an existing tenant, and one is a personal friend. We have not sought a committment out of either business on this project. This is our vision of the type of establishment that we expect would thrive in and bring life to the location. Existing locations may be visited at the following addresses for further evaluation of establishment type/atmosphere:

Sauced BBQ & Spirits Hop Devine Craft Beer & Wine 2300 First St. #120 1708 North Vasco Rd. Livermore, CA 94550 Livermore, CA 94551

#### Estimated Development Schedule (Continuous – not Phased):

Plan design: to begin immediately following project approval and site acquisition and is estimated to take approximately 6 months

Permitting: Timeframe dependent on County

Contracting: 3 months

Construction: 12 months

Estimated Project completion: 21-24 months from beginning plan design

# Market Overview of Proposed Use and Land Value Estimates

Our view of market conditions and trends affecting the proposed use for the site: The current market conditions for this area excellent at the current time. The job market in Northern California is robust. The demographics of the site are favorable. Mixed use development is a growing trend because it helps create a walkable and vibrant community, establishes an immediate "home grown" customer base, puts retail and jobs within walking distance, takes advantage of shared parking principles, and is used in revitalization of suburban hubs.

Estimate or range of land values that may be associated with the proposed use for the site: The developer desires to make an innitial 10% ROI. ROI would be calculated by dividing the total initial annual rent by all costs including the land and fees.

Initial Net Annual Rent/(Constuction Cost Soft & Hard + Fees + Land) = 10%

## **References**

### Financial Sources -

Chase Bank Fidelity Investments

Rico Rodriguez Jordan Meek

Private Client Banker High Net Worth Operations

661 San Ramon Valley Blvd. P.O. Box 770001

Danville, CA 94526 Cincinnati, OH 45277-0045

Ph: (925)743-1639 Ph: (800) 397-9945 ext. 10739

ricorodriguez@chase.com

Fax: (855) 666-1135

(925) 960-4414

#### Public or Governmental -

Brent C. Smith

Permit Center Manager

Senior Planner

Community & Economic Development City of Livermore bjmurray@cityoflivermore.net

bcsmith@cityoflivermore.net (925 )960-4472

John CaldwellDebbie SalgadoBuilding InspectorProject EngineerCity of LivermoreCity of Livermore

jwcardwell@cityoflivermore.net desalgado@cityoflivermore.net

(925) 525-8184 (925) 960-4558

## Jana Blau-Betzold

(916)417-7001 janablau@sbcglobal.net

#### **EDUCATION**

- ➤ MBA: California Polytechnic State University, San Luis Obispo, California 2002
- **BA Communication:** University of California, Santa Barbara, California 2000
- > Six years of Spanish courses plus 5 years of active Spanish communication in the Construction Industry
- Proprietary Industry, Technical, Sales, and Management Training

#### PROFESSIONAL EXPERIENCE

## Construction Project Manager & Property Manager; Miklyn Development Corp. - Danville, CA; June 2008 – Present

Manage all aspects of the construction process, including land acquisition, project design, governmental processing, bidding process, contracting and purchasing, and ground up construction management. Maintain commercial and residential properties - currently 44 units including grocery and drug stores, gas stations, restaurants, general retail and office spaces, and rental houses. Responsible for leasing, contracting work for site maintenance, facilitating tenant repair requests. Some recent projects include:

- ➤ Vasco Plaza Kiddie Academy: A ground up, built to suit, private facility for educational child care, consisting of a 9,000 SF building and 12,000 SF playground.
- Scenic Plaza Retail Building: A 5,600 SF ground up retail shell, including site development and vanilla improvements.

## Construction Manager; Paul Davis Restoration of the East Bay - Rodeo, CA; August 2009 – March 2010

Commercial and residential insurance reconstruction and remodel management. Met with clients, processed plans with municipalities, built estimates using xactware, scheduled and supervised in house and contract workers, maintained budgets and quality standards.

Received awards for customer surveys scores, ahead of schedule project completions, and exceeting budget expectations.

## Purchasing Manager & Design Gallery Manager; Kimball Hill Homes - Elk Grove, CA; April 2007 – June 2009

Managed a staff of up to 10 associates across 2 functional departments, servicing up to 12 communities that encompassed over 1,400 home sites at various stages and over 20 additional communities under warranty coverage. Oversaw all functions of budgeting, forecasting, bidding, contracting, subcontractor commitments, and cost reduction initiatives. Some specific contributions included:

- > Conducted material take-offs maintenance.
- > Determined project specifications and wrote scopes of work.
- Conducted product research and determined vendor selection.
- > Created and managed budgets of up to \$62 million.
- Maintained a variance between project budgets and actual cost of less than 1.5%.
- Reduced Direct Construction Cost per SF by 6% in 11 months through negotiation and strong vendor relations.
- > Built, trained, and managed 8 regional teams across the U.S. in the setup of a virtual design center.
- Conducted plan reviews as well as necessary plan revisions and value engineering.
- Managed the 2,000 SF Design Gallery and all associated customer experiences.
- Analyzed options offered and sales volumes, and determined pricing in order to maximize profit.
- > Developed and implemented policy and procedures to maximize efficiency and achieve corporate objectives.
- Compiled data, created, and conducted analysis of various business reports, including Annual Business Plans, Direct Construction Costs, and Variance and Reconciliation.
- All Quality Assurance, Customer Care, Accounts Payable functions.

### Construction Manager; Kimball Hill Homes - Elk Grove, CA; August 2003 - April 2007

Managed up to 8 superintendents across multiple jobsites, overseeing the production of over 300 homes, encompassing over \$146,050,000 in revenue. Directed the startup of new projects, including redlining of plans, plan approval and permitting,

vendor selection, and model home production. Motivated superintendents and subcontractors to meet or exceed goals for quality and build time, and ensured that projects completed on time and within budget. Responsibilities and awards included:

- Field supervisor for summer internship program and training of new superintendents.
- Developed and implemented policies, procedures and training programs to align Construction Superintendents, Purchasing Staff, Project Coordinators and Subcontractors, resulting in the successful transition to a web-based construction scheduling system.
- Consecutive awards for fastest home construction, least defects, least warranty call-backs, and highest customer survey scores compared to all CMs.
- Achieved record build times of 43 days for a 2-story and 45 days for a 3 story home.

### Construction Superintendent; Kimball Hill Homes – Elk Grove, CA; January 2003 – August 2003

Scheduled and supervised up to 40 subcontractors in new home production from groundbreaking to homeowner walk. Tasked with building up to 25 units at one time, and completed over 120 homes, generating revenues of over \$67,700,000. Reviewed trade work to guarantee quality and prevent extra costs at completion or warranty issues after occupancy. Acted as a liaison for Subcontractors, City Inspectors, Architects and Engineers to effectively meet deadlines and budget requirements. Additional functions:

- Met with buyers to review progress and secure confidence in purchase as well as company's systems/programs.
- Maintained OSHA, CALOSHA, SWPPP, and other governmental safety and environmental BMPs.
- > Signed off on completed work orders, authorizing vendor payments.
- Quick and satisfying resolution to post close customer service requests.

<u>Large Appliance Sales Associate</u>; SEARS - Santa Barbara, San Luis Obispo, and Pleasanton, CA; July 1996 – Jan. 2003 Conducted commissioned sales of laundry products and installed kitchen appliances, including delivery and installation services and Maintenance Agreement options.

## REFERENCES AVAILABLE UPON REQUEST

## MICHAEL H. BLAU

460 EDINBURGH CIRCLE, DANVILLE, CA 94526 \* 925-854-8130 \* MHBHOMES@AOL.COM

## SUMMARY OF QUALIFICATIONS

- Experienced professional with background that includes all aspects of construction from land acquisition thru warranty of finished product
- General Contractor "B"
- Real Estate Broker

#### RELEVANT EXPERIENCE

## 1983-Current **President Miklyn Development Corp.**

Danville, CA

- Land Acquisitions
- Governmental Processing
- Site Development Management
- Construction Management
- Project Accounting
- Warranty Management

## 1978-1983 **Controller Kaufman & Broad** – No. Cal. Div.

Dublin, CA

- Construction Law Firm liaison
- Warranty Law Firm liaison
- Land Acquisition Law Firm liaison
- Supervised accounting staff, decor center staff & door shop staff

#### **EDUCATION**

## **Kansas University**

Lawrence, KS

Degree: Business Graduation: June 1971

## **Kansas University**

Lawrence, KS

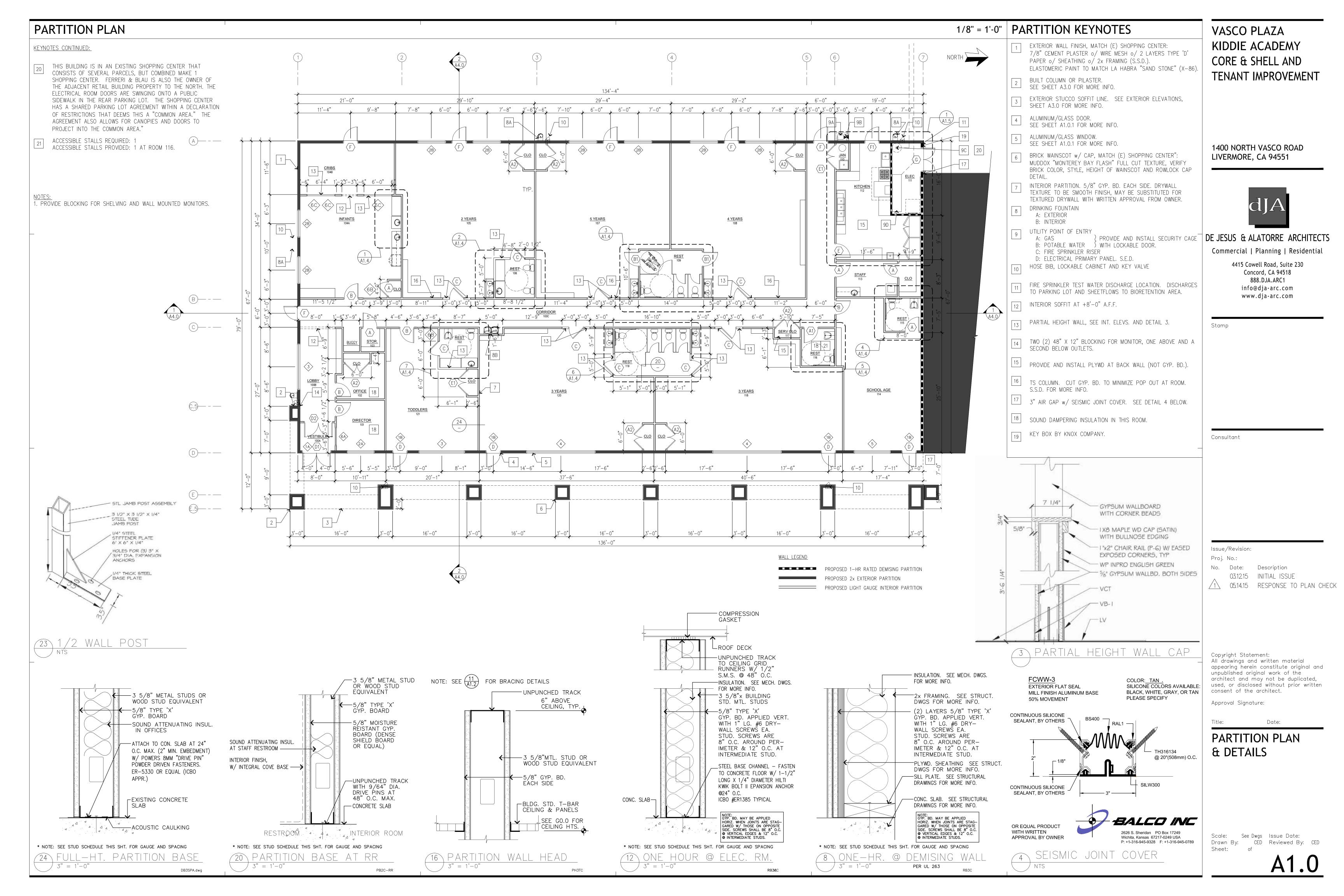
Degree: Masters in Accounting

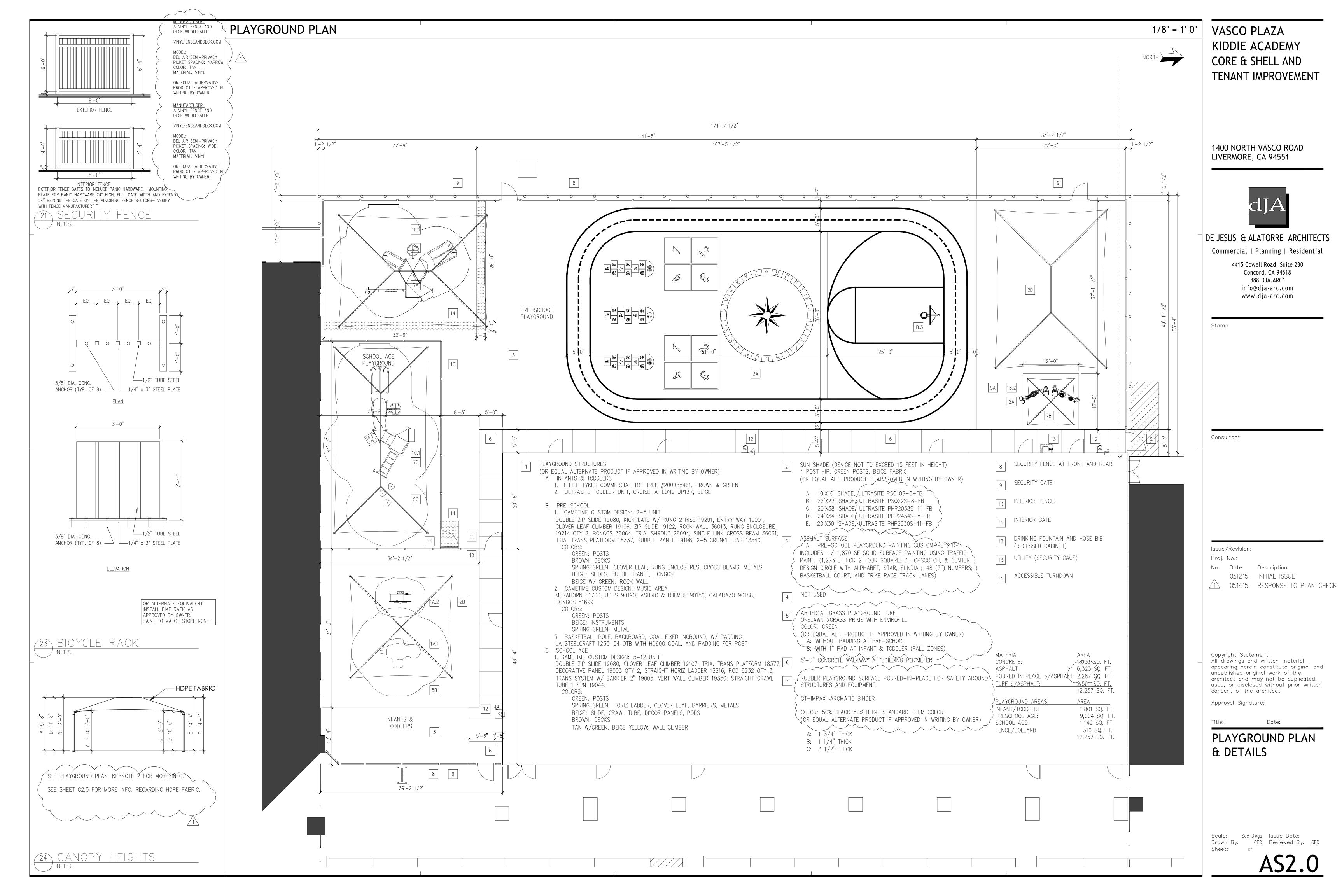
Graduation: June 1973

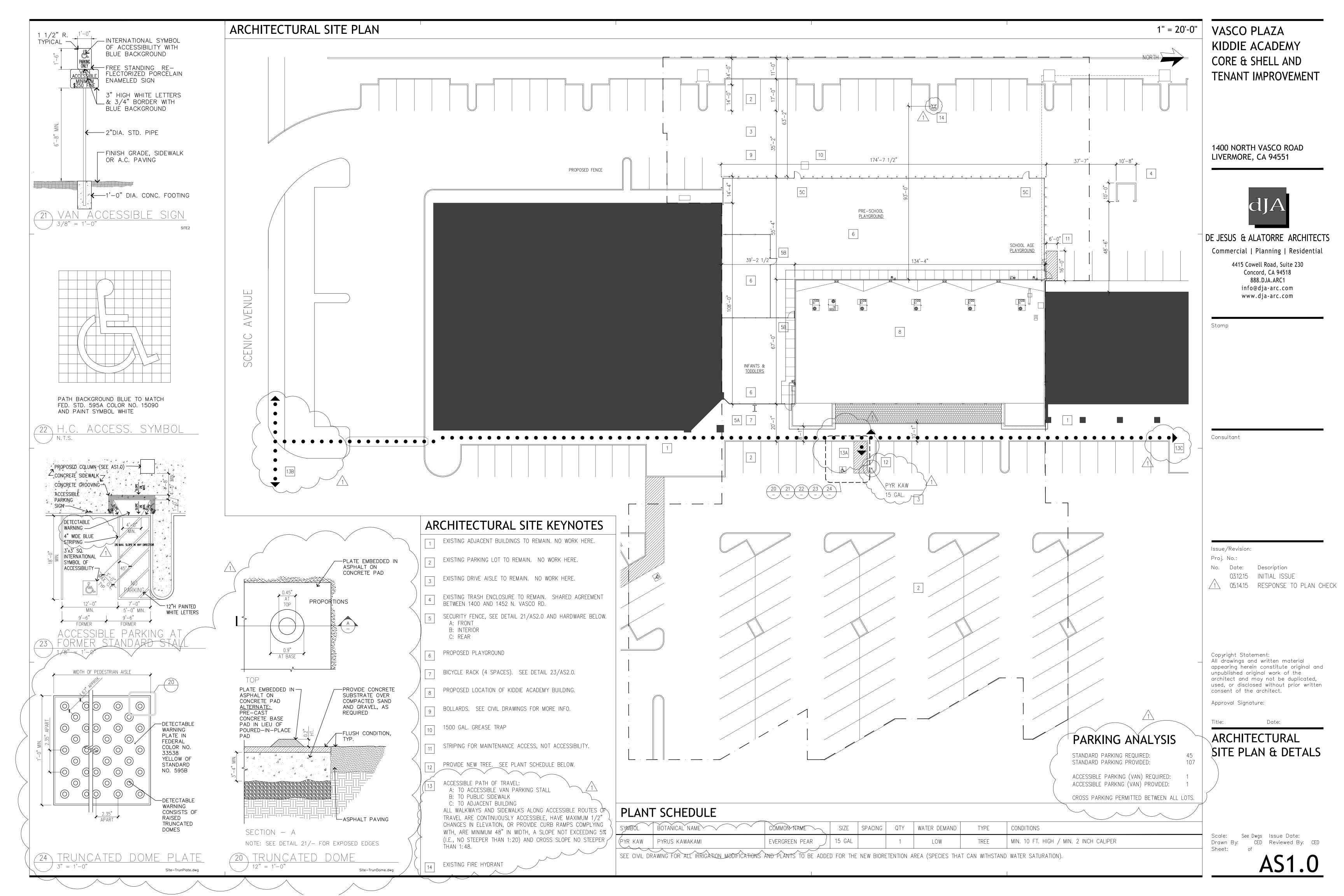
## **Arizona State University**

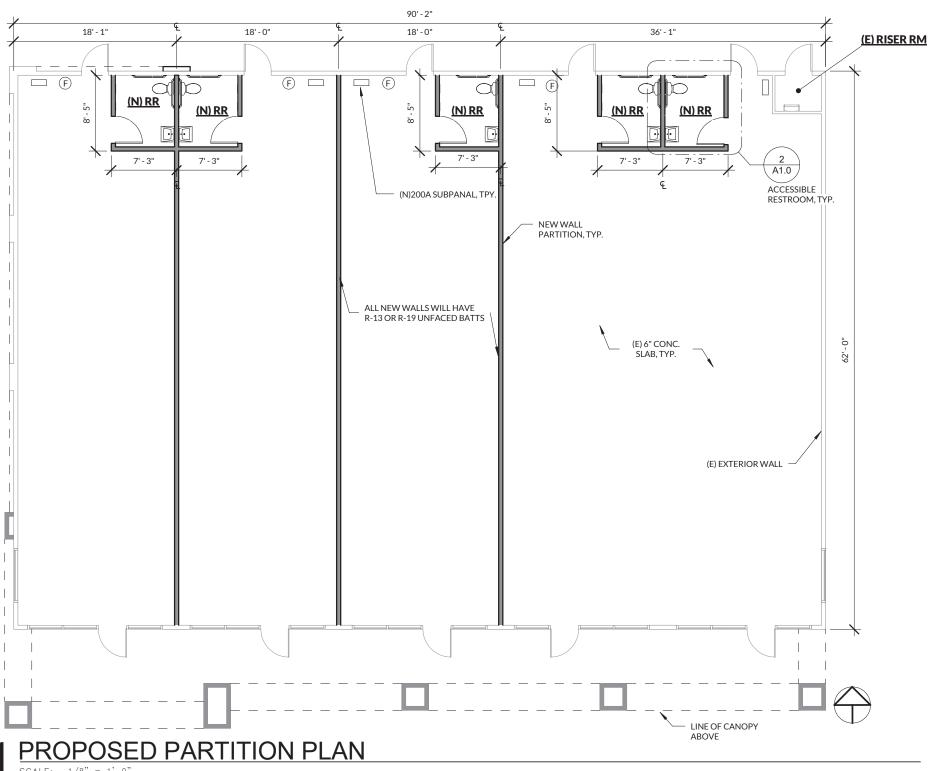
Tempe, AZ

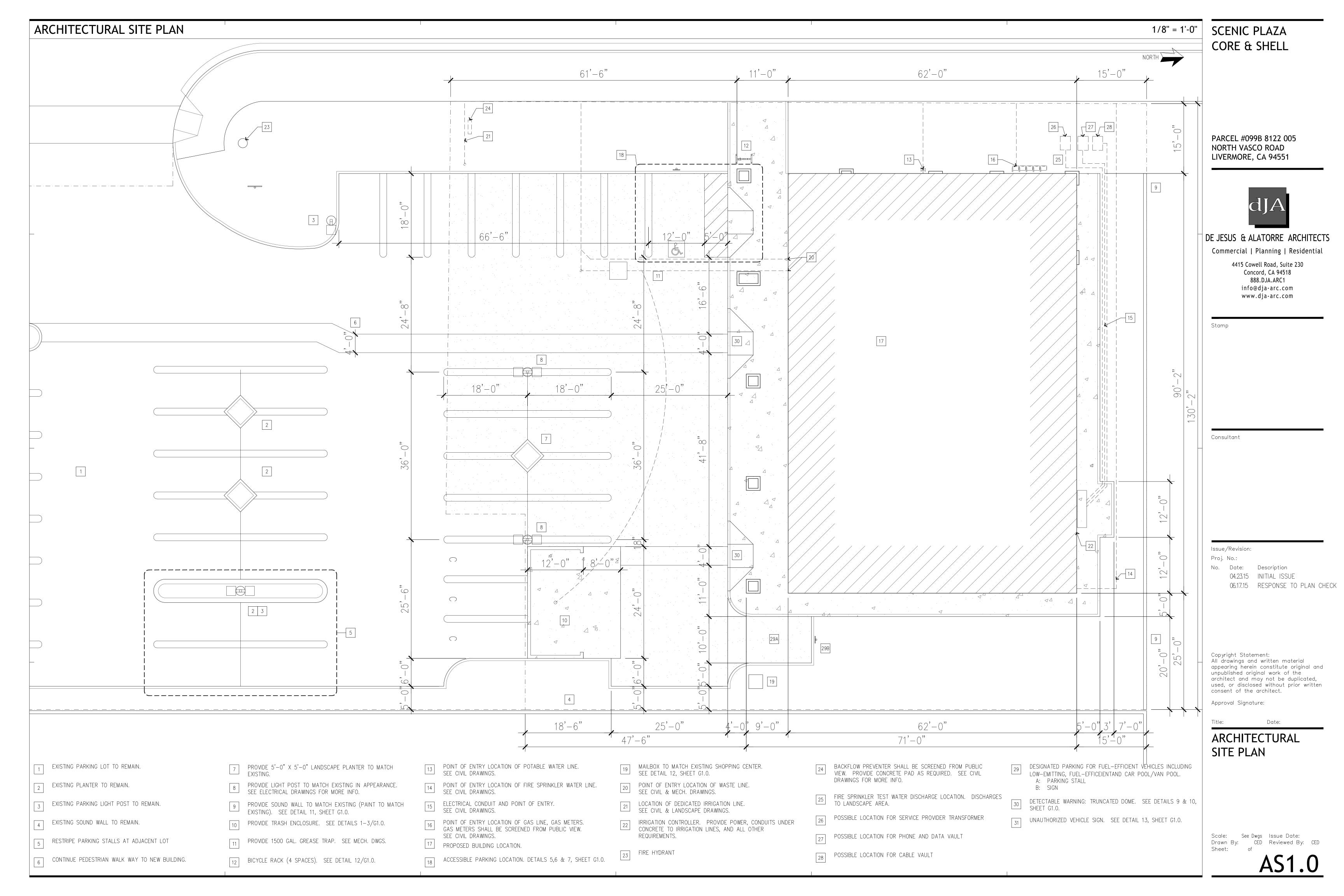
Degree: Business Graduation: June 1978

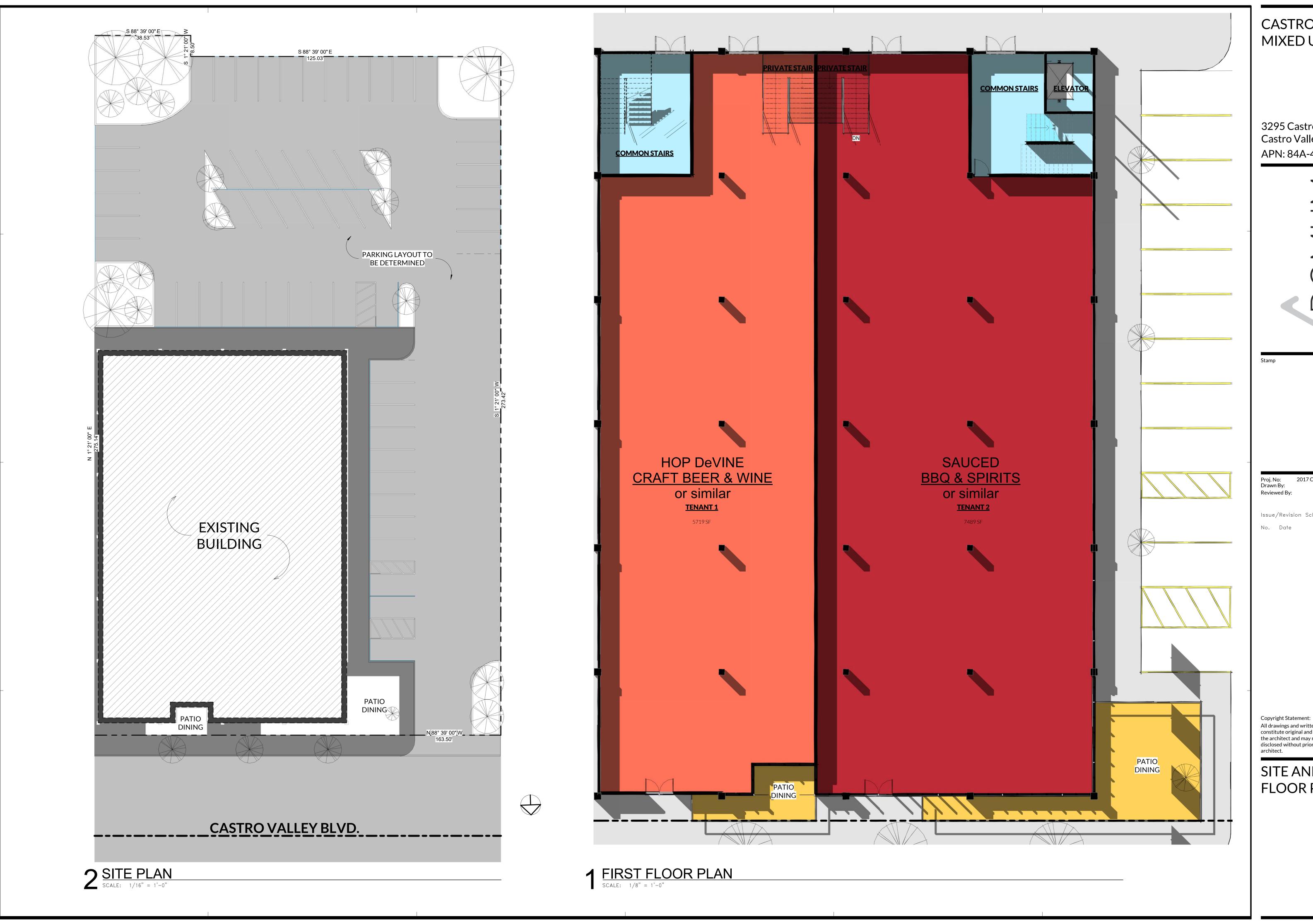












CASTRO VALLEY **MIXED USE** 

3295 Castro Valley Blvd. Castro Valley, CA 94546 APN: 84A-40-18-4



Proj. No: 2017 CASTRO VALLEY Drawn By: Reviewed By:

Issue/Revision Schedule:

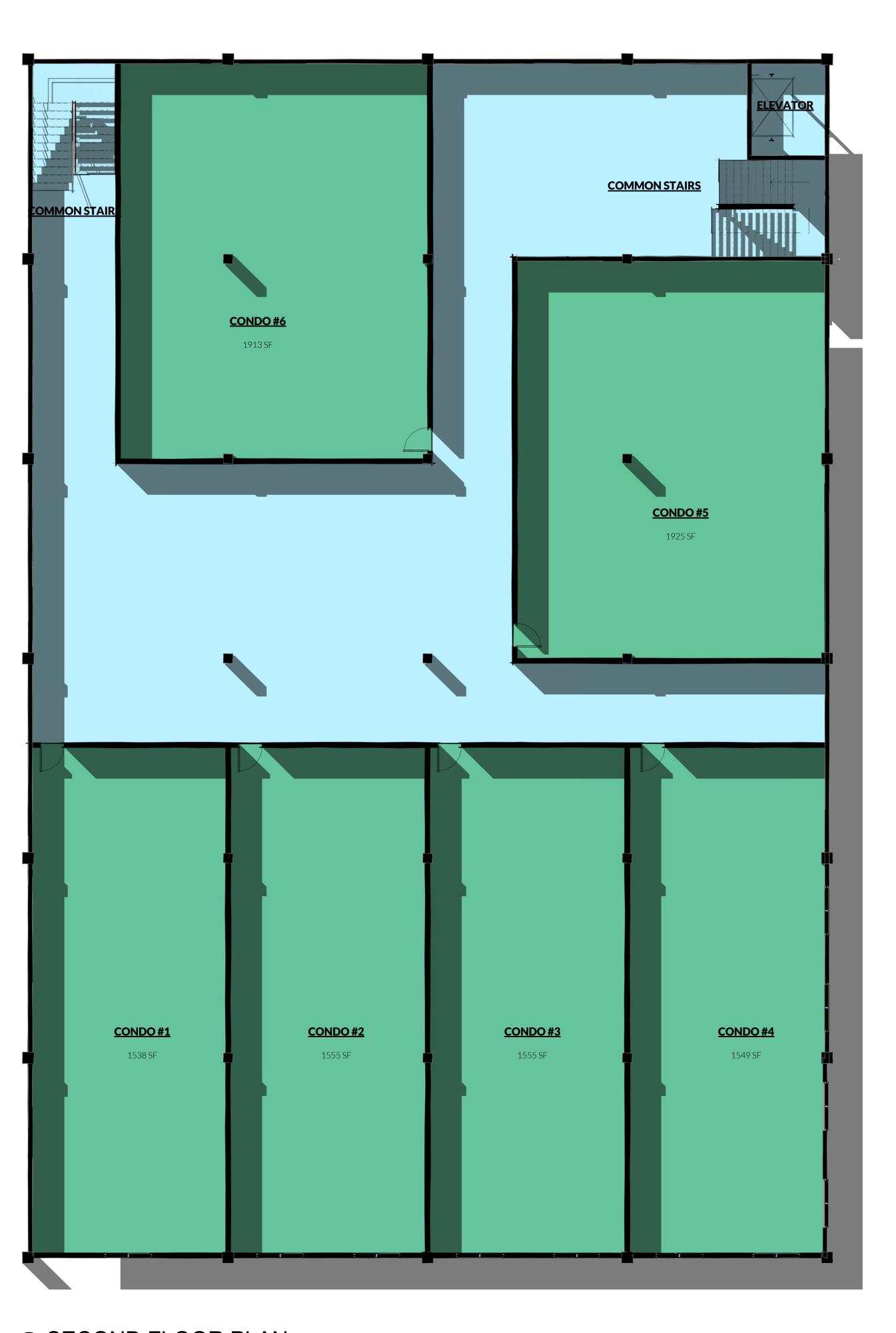
Description

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SITE AND FIRST **FLOOR PLAN** 

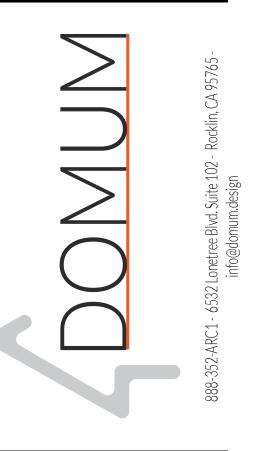
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**BASEMENT AND** SECOND FLOOR **PLANS** 

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2 SECOND FLOOR PLAN
SCALE: 1/8" = 1'-0"

## CASTRO VALLEY **MIXED USE**

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