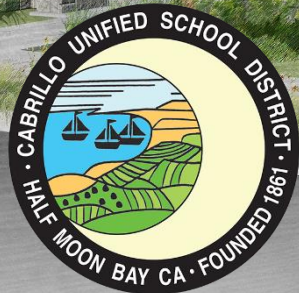


# Strategic Advisory Consulting & Development Management

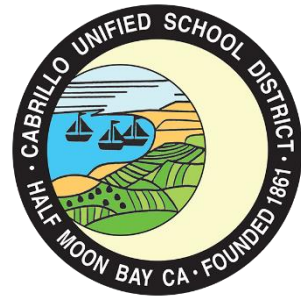
## *Experience that informs our Portfolio Analysis:*

- Housing Development
- Due Diligence
- Land Acquisition | Disposition
- Financial Structuring
- Economic Modeling
- Community Outreach
- C.E.Q.A. | E.I.R. Process
- Development Agreement Negotiations | Affordable Housing Agreements
- Rezoning & General Plan Amendments
- Construction Management





# Working Relationships in SM County



Cabrillo Unified SD

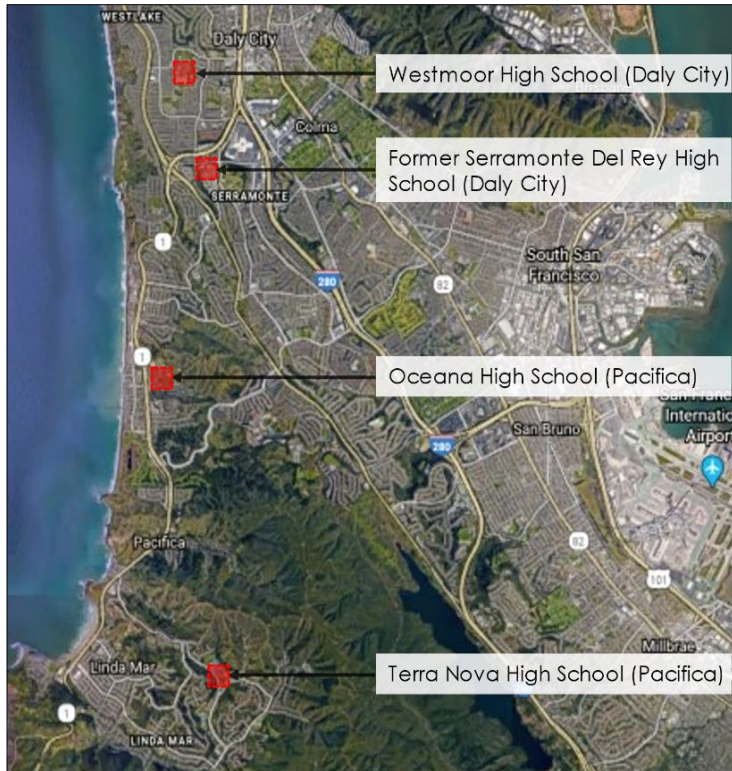


- County Counsel Office
- SMCSIG
- Housing Leadership Council of San Mateo County
- H.E.A.R.T. of San Mateo
- San Mateo Community College District

# Public School Districts in SM County



Cabrillo Unified SD



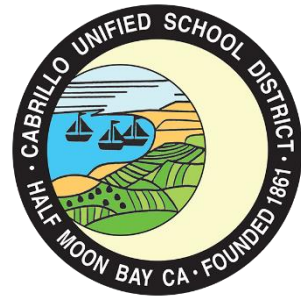
**Jefferson Union High School District**  
Portfolio Analysis



**Pacifica School District**  
Workforce Housing



# Challenges Facing CUSD



Cabrillo Unified SD

## Issues

1. Turnover of Faculty & Staff
2. Disadvantaged when competing against other school districts

## Possible Solutions

1. Sustainable Revenue Stream
2. Workforce Housing
3. Parcel Taxes



*"...bond and tax measures to bolster California schools struggled to pass at the polls."*

–Edsource.org March 2020

# Annual Payments



Cabrillo Unified SD

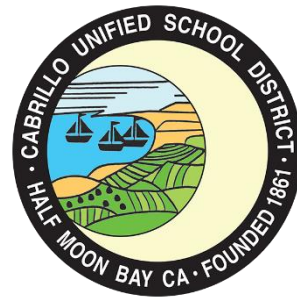
## Ground Lease Distributions

	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2045
El Granada	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M
Foothill	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M
Halfmoon Bay	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M
Other Sites	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>
Total	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M
District Payroll	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M
Distrib. As % of Payroll	z%	z%	z%	z%	z%	z%	z%	z%	z%	z%	z%	z%	z%	z%

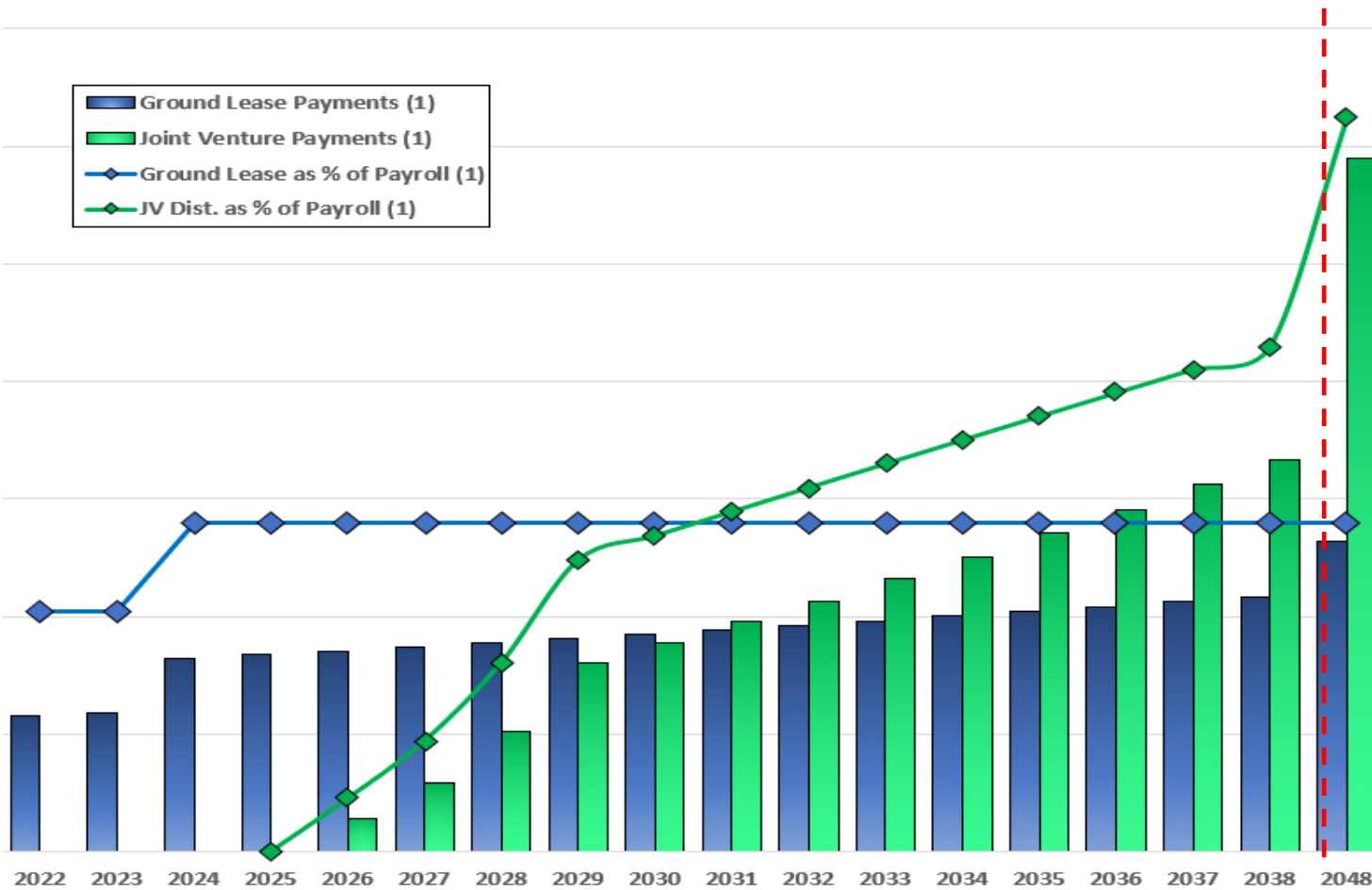
## Joint Venture Distributions

	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2045
El Granada	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M
Foothill	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M
Halfmoon Bay	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M
Other Sites	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>	<u>\$x M</u>
Total	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M	\$x M
District Payroll	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M	\$y M
Distrib. As % of Payroll	z%	z%	z%	z%	z%	z%	z%	z%	z%	z%	z%	z%	z%	z%

# Annual Payments



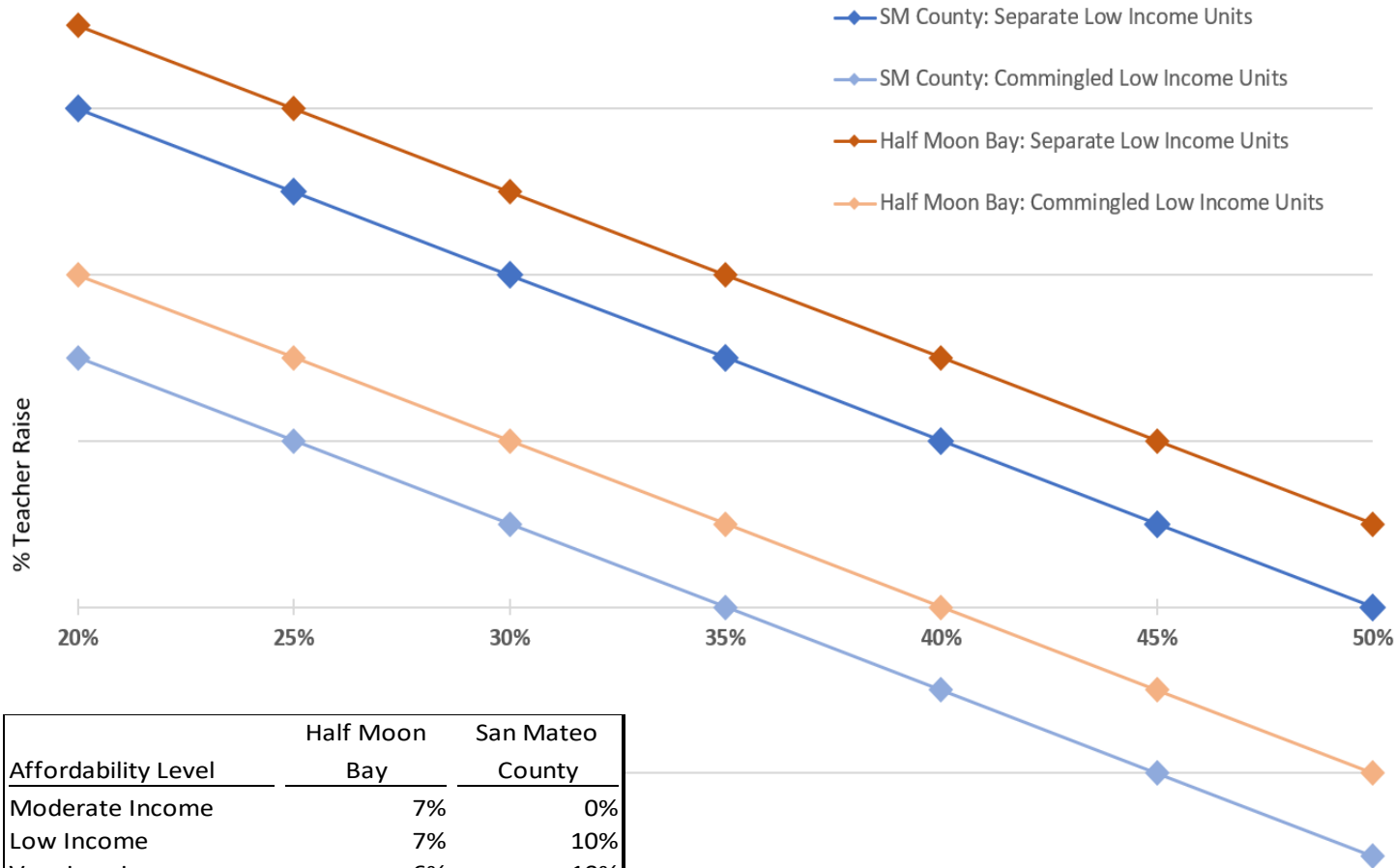
Cabrillo Unified SD



# Affordable Housing Policy



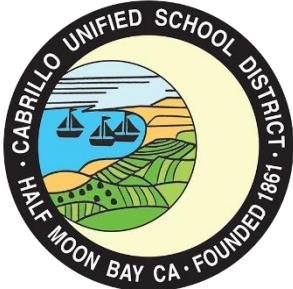
Cabrillo Unified SD



Ratio of Affordable Housing Units to Market Rate Units

Affordability Level	Half Moon Bay	San Mateo County
Moderate Income	7%	0%
Low Income	7%	10%
Very Low Income	6%	10%
Total	20%	20%

# Project Schedule First Six Months

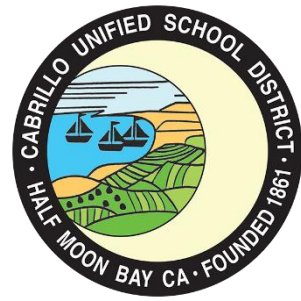


Cabrillo Unified SD

	Mo. 1	Mo. 2	Mo. 3	Mo. 4	Mo. 5	Mo. 6
<b>PORTFOLIO ANALYSIS:</b>						
<b>ASSESSMENT OF POTENTIAL SURPLUS PROPERTIES</b>						
<b>Data Collection</b>						
Title Reports	■					
Zoning Review / Potential for Rezoning	■					
Discussions with the City of Half Moon Bay, San Mateo County	■					
Traffic and Parking considerations	■					
Rent and supply/demand for product types	■					
<b>Strategic Analysis and Options</b>						
Economic potential for individual sites (highest and best use)		■	■	■	■	
Exploration of public/private partnerships opportunities		■	■	■	■	
Lease vs. Own Analysis			■	■	■	
Financing Considerations			■	■	■	
Site/Project Pros and Cons			■	■	■	
Yellow and Red Flags (risk analysis for each opportunity)			■	■	■	
Site Potential for revenue generation (based on costs and rents)			■	■	■	
<b>Workforce Housing Considerations</b>						
Feasibility and Initial Due Diligence	■					
Conceptual Design, Costing and Funding Options			■	■	■	
Go/No Go; Next Steps for Workforce Housing					■	■
<b>Refinement and Recommendations (Development of Strategic Plan)</b>						
Alignment of the District Goals and Development Opportunities					■	■
Recommendations for Actionable Next Steps					■	■
Project Phasing and Timeline for Next Steps					■	■



# Foothill Site Vacant Land



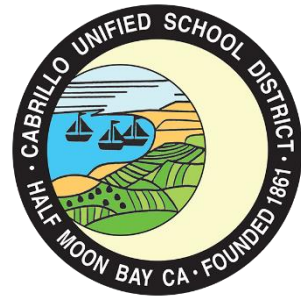
Cabrillo Unified SD



- 10.4 acres
- Excellent view potential
- High visibility from Highway 1
- Watershed sensitive area bifurcates site



# El Granada Site



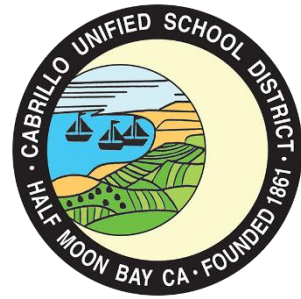
Cabrillo Unified SD



- 20 Total Acres
  - Site A: 5 acres
  - Site B: 15 acres
- Jurisdiction
  - General Plan
  - Zoning
  - Local Coastal Program
- District Office & Other Educational Uses
- Affordable Housing & Open Space
- Traffic & Other Environmental Considerations



# Half Moon Bay Site



Cabrillo Unified SD



## Minimum Scenario

Lower Density Townhomes

## Maximum Scenario

Higher Density Duplexes & Apartments

## District Office

Additional Residential

Zoning: Public Service

LCP: Public Facilities & Institutions



# Thank You

Cabrillo Unified SD

