

Menlo Park Developer Interviews

Affordable Housing Development For Downtown Parking Plazas



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Ann
Silverberg
President &
CEO



Nicholas
Wilder
Vice President



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Sheaff
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Tsuda
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Carlos
Castellanos
VP of Real
Estate
Development



Stephanie
Shipe
VP of Programs
and Operations

PYATOK



Kevin
Markarian
Principal

Proven partnership that combines the strength of two highly experienced developers with longstanding commitments to serving Peninsula and Bay Area communities



Corso (Mountain View Lot 12): 120 Affordable homes under construction by Related and Alta



For 35+ years, Related California has created visionary developments that strengthen communities and transform human life

- Leading Developer of affordable, mixed-income, and market rate housing
- In-house expertise in Financing, Construction





Alta Housing is a community-based nonprofit focused on providing affordable housing and resident services in Santa Clara and San Mateo counties – the heart of Silicon Valley.



Vision & Goals

Collaborate with City stakeholders, downtown businesses, and broader Menlo community to build upon vibrant village character, and create a denser, more vibrant downtown.

Meet RFP priorities and contribute toward City RHNA goals.



RFP Priorities:

- ✓ Priority #1: 345 homes serving households @ <80% AMI
- ✓ Priority #2: 40% of homes are affordable to household with incomes at or below 60% AMI
- ✓ Priority #3: 1:1 Replacement Parking

Proposed vs. RHNA

Lower Income:	348 of 1,166
Above Moderate:	152 of 1,284
Total	500 of 2,450



PYATOK architecture + urban design creates inclusive, sustainable, community-focused places and spaces through thoughtful, collaborative design.





Conceptual Site Plan





Typical Upper Level





Project Precedents

Community Engagement Philosophy

- Early Engagement
- Wide Base of Stakeholders
- Open Communication

Engagement Examples:

- In person meetings with Business Owners and Community Groups
- Community Meetings and workshops
- Project website
- Pop-up events hosted by community members to ensure underrepresented communities can influence and access housing
- Construction updates at defined intervals



RESIDENT SERVICES

- *Housing Stability Through Direct Resident Support* •



WHAT WE PROVIDE



Afterschool Programs



Summer Programs



Food Distributions



Senior Support



Financial Coaching



Career Readiness Support



Lease Education



Rental Assistance



RESIDENT OUTCOMES



Housing Stability



Food Security



Youth & Family Success



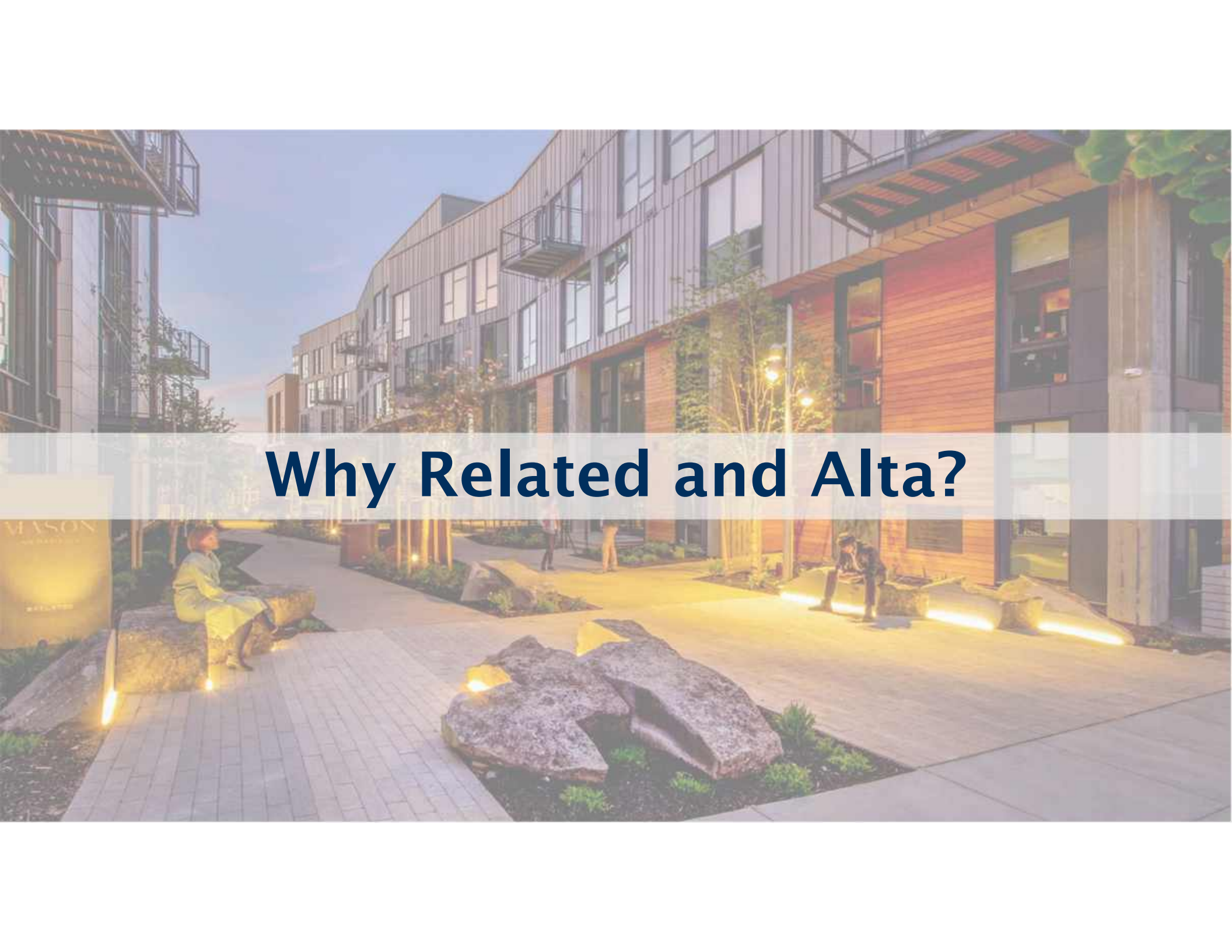
Healthy Aging



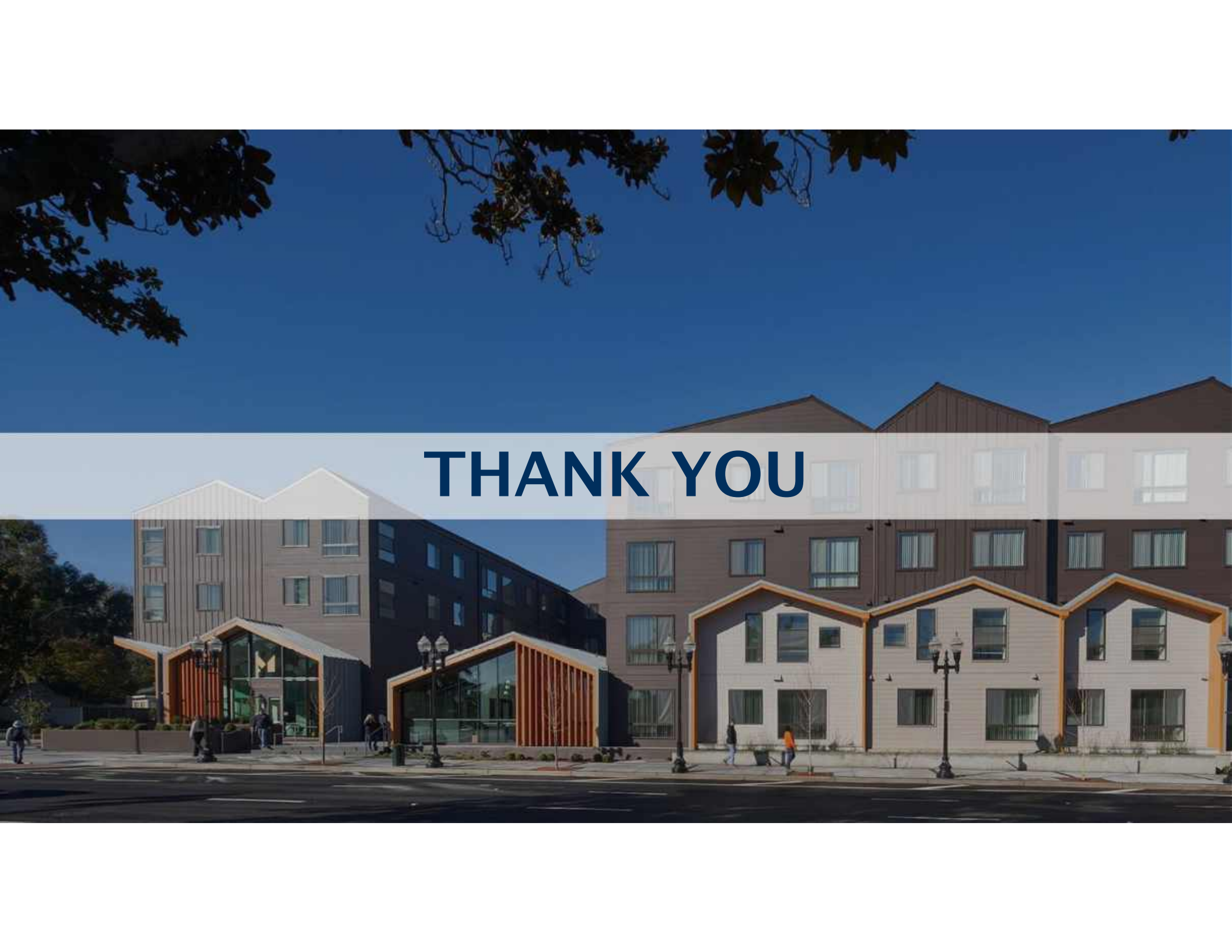
Community Connection



KEEPING RESIDENTS HOUSED, CONNECTED, AND THRIVING.



Why Related and Alta?



THANK YOU

Respondent Team

Related California *Co-Developer & Property Manager*

Ann Silverberg, *CEO*

Nicholas Wilder, *Vice President*

Spencer Sheaff, *Project Manager*

Alta Housing, *Co-Developer & Services Provider*

Randy Tsuda, *CEO*

Carlos Castellanos, *Director of Housing*

Stephanie Shipe, *Director of Resident Services*

Elsa Salgado, *Assistant Project Manager*

Pyatok Architects, *Lead Architect*

Kevin, *Principal*

Other Core Consultants

BkF Engineers, *Civil Engineer*

GLS, *Landscape Architect*