



August 18, 2025

Tim Wong
Housing and Neighborhood Services Manager
City of Menlo Park
701 Laurel Street
Menlo Park, CA 94025

Re: 68 Willow Rd. – Below Market Rate Housing Proposal *[Updated August 18, 2025]*

Dear Tim:

On behalf of 68 Willow Owner, LLC, I am pleased to provide this Below Market Rate Housing Proposal for the 68 Willow Rd. Project. With 50 for-sale townhomes designed in a modern farmhouse aesthetic replacing a modest commercial building, the project is intended to help satisfy the demand for new for-sale units and contribute towards the City's ability to comply with State housing laws.

Consistent with the City's BMR Housing Regulations and Guidelines, we are setting aside 15% of the total units as income-restricted affordable housing to moderate-income households. As shown on Sheet A02.2 of the plans and outlined below, each of the eight buildings will have one BMR unit:

- Building 1 – One Unit Type 5
- Building 2 – One Unit Type 3
- Building 3 – One Unit Type 1
- Building 4 – One Unit Type 3
- Building 5 – One Unit Type 4
- Building 6 – One Unit Type 4
- Building 7 – One Unit Type 2
- Building 8 – One Unit Type 5

Our proposal will result in one of each Unit Types 1 and 2, and three of each Unit Types 3, 4, and 5. The mix and distribution comply with Section 5.1 of the BMR Guidelines because they will (1) generally have the same proportions as the market-rate units, (2) be distributed throughout the project, and (3) be indistinguishable from the exterior, as the design and materials will be comparable to the market-rate units.

Further details about the project are outlined in our project description / density bonus letter and accompanying SB 330 application materials. The density bonus is intended to provide relief from certain development

standards due to site constraints that would otherwise preclude us from pursuing a feasible project and providing these affordable units; additional density is not being requested.

We look forward to further discussions with the City and community as our project continues through the development and environmental review phases. In the meantime, please let us know of any questions or comments.

Sincerely,

Chase Rapp

A handwritten signature in dark ink, consisting of a large, stylized 'C' followed by a series of loops and a trailing line.