


Develop With Skill


Design With Skill

**City of Culver City
Request For Proposal
Redevelopment of 11029 Washington Blvd.**

August 28, 2025



Develop With Skill, Design With Skill

1441 Huntington Drive #192

South Pasadena, CA 91030

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EXECUTIVE SUMMARY

Our team is honored to submit this proposal for the redevelopment of 11029 Washington Boulevard, presenting a forward-looking vision centered on creating **student housing** in direct partnership with the **Los Angeles Community College District (LACCD)** and the **Culver City Unified School District (CCUSD)**. With West Los Angeles College (WLAC) less than two miles from the site—a 5-minute drive, 10-minute bike ride, or 25-minute walk—and Culver City High School and Middle School within a one-mile radius, this project directly responds to the shortage of affordable and proximate student housing. More than 55% of LACCD students report housing insecurity, and nearly one in five face homelessness, underscoring the urgency of delivering new solutions that also strengthen pathways for Culver City’s K-12 students as they transition into higher education.

The passage of **Measure LA**, which authorized **\$5.3 billion in bond funding** including **\$500 million for student housing**, creates a historic opportunity to align public resources with private development capacity. Our proposal ensures the project is both financially feasible and impactful, directly benefiting WLAC students while reinforcing CCUSD’s role in cultivating college readiness and community stability.

We envision a **student-centered, mixed-use community hub** anchored by affordable housing, **ground-floor commercial and community-serving spaces**, and publicly accessible areas that build stronger connections between WLAC, CCUSD, Culver City, and the surrounding neighborhoods. The project can also incorporate a **public parking garage** that supports student and community access while **generating ongoing revenue for the City**. This approach supports academic success, enhances affordability, and activates the Washington Boulevard corridor as a model of campus-community partnership.

This proposal is led by **Develop With Skill**, founded and directed by Samantha Hill, RA, CASp, as the primary development entity responsible for feasibility, financial structuring, and overall delivery. Its affiliated architecture practice, **Design With Skill**, brings deep experience in multifamily, mixed-use, and affordable housing projects. Together with financial partner **Better Angels**, modular manufacturer **Model Z**, and a proven consultant team, we offer a vertically integrated platform that reduces risk, accelerates delivery, and ensures high-quality, resilient outcomes.

We are eager to partner with the City of Culver City to transform 11029 Washington Boulevard into a project that is resilient, inclusive, and enduring. By advancing modular construction and leveraging Measure LA in partnership with LACCD and CCUSD, we can deliver housing more quickly and cost-effectively—creating a lasting civic benefit that directly supports students, strengthens Culver City, and sets a precedent for student-focused development across Los Angeles.

QUESTIONNAIRE/RESPONSE TO THE PROPOSAL REQUIREMENTS

A. Company and General Information

- 1. Company Name & Address:** *Company name and address. Also, include A/P remit address, contact names, emails and phone numbers.*

Development Entity

Develop With Skill (affiliated with Hill Architects, PC)

1441 Huntington Drive, Suite 192

South Pasadena, CA 91030

Design Entity

Hill Architects, PC (dba **Design With Skill**)

1441 Huntington Drive, Suite 192

South Pasadena, CA 91030

A/P Remit Address

Hill Architects, PC

1441 Huntington Drive, Suite 192

South Pasadena, CA 91030

Contact Names & Information

- **Samantha Hill, RA, CASp** – President & CEO, Hill Architects, PC
samantha@designwithskill.com | O: 747.900.2082 | C: 310.482.0750

- 2. Letter of Transmittal:** *Letter of transmittal signed by an individual authorized to bind the respondent, stating that the respondent has read and will comply with all terms and conditions of the RFP.*

August 28, 2025

City of Culver City
City Manager's Office
9770 Culver Boulevard
Culver City, CA 90232-0507

Attn: RFP Review Committee – Redevelopment of 11029 Washington Boulevard (RFP #2626)

Dear Selection Committee:

On behalf of Develop With Skill, in partnership with Design With Skill and Better Angels Development, we are pleased to submit this proposal in response to RFP #2626 for the redevelopment of 11029 Washington Boulevard.

We have carefully reviewed the RFP in its entirety and affirm that our team has read and will comply with all terms, conditions, and requirements outlined therein. Our firms are fully prepared to perform the services described in the RFP and have the capacity, expertise, and commitment to deliver the project successfully in partnership with the City of Culver City.

We appreciate the opportunity to be considered for this transformative project and look forward to the possibility of working with the City of Culver City to bring this important community-serving development to life.

Sincerely,



Samantha Hill, RA, CASp

President & CEO

Hill Architects, PC (dba Design With Skill)

samantha@designwithskill.com | 310.482.0750

3. Primary Contact: *General information about the primary contact who would be able to answer questions about the proposal. Include name, title, telephone number and email address of the individual.*

For all questions or clarifications regarding this proposal, please contact:

Samantha Hill, RA, CASp

Principal, Develop With Skill | President & CEO, Hill Architects, PC (dba Design With Skill)

1441 Huntington Drive, Suite 192

South Pasadena, CA 91030

O: 747.900.2082 | C: 310.482.0750 | samantha@designwithskill.com

B. Qualifications and Experience of the Firm

- 1. Firm's History and Organizational Structure:** *Firm's history and organizational structure, including the size of the firm, location of offices, years in business, organizational chart, name(s) of owner(s) and principal parties, and number and position titles of staff.*

Develop With Skill is the lead entity and primary respondent for this proposal, founded and led by Samantha Hill, RA, CASp, who also serves as President & CEO of its affiliated architectural practice, Design With Skill. Ms. Hill brings more than 15 years of combined experience in architecture, accessibility, and real estate development, positioning her to oversee every stage of the process—from financial feasibility and deal structuring to entitlement strategy and project delivery. Under her leadership, Develop With Skill provides a single point of accountability, aligning economic viability with community-responsive outcomes and ensuring projects advance seamlessly from concept through occupancy.

As the architectural arm of this vertically integrated platform, **Hill Architects, PC (dba Design With Skill)** was established in 2018 under Ms. Hill's direction as a California Professional Corporation. Based in South Pasadena, the firm employs a team of eight architects, project managers, and technical staff who deliver entitlement, design, permitting, and construction administration. With Ms. Hill at the helm of both entities, clients and partners benefit from consistent leadership, reduced risk, and a streamlined decision-making process that tightly integrates design excellence with development execution.

Ms. Hill has an established record of success working with public agencies and institutions throughout Southern California, including the **Los Angeles Community College District (LACCD)**, the **City of Pasadena**, the **City of West Hollywood**, the **City of Long Beach**, and other jurisdictions. These relationships, combined with her technical expertise and development leadership, ensure that Develop With Skill is uniquely positioned to guide a project that is both compliant with public requirements and responsive to community needs.

Better Angels Development is an independent development partner specializing in mission-driven affordable housing and community-serving real estate projects. With extensive experience in structuring financing packages, Better Angels brings a deep background in implementing complex developments in partnership with cities, nonprofits, and housing authorities.

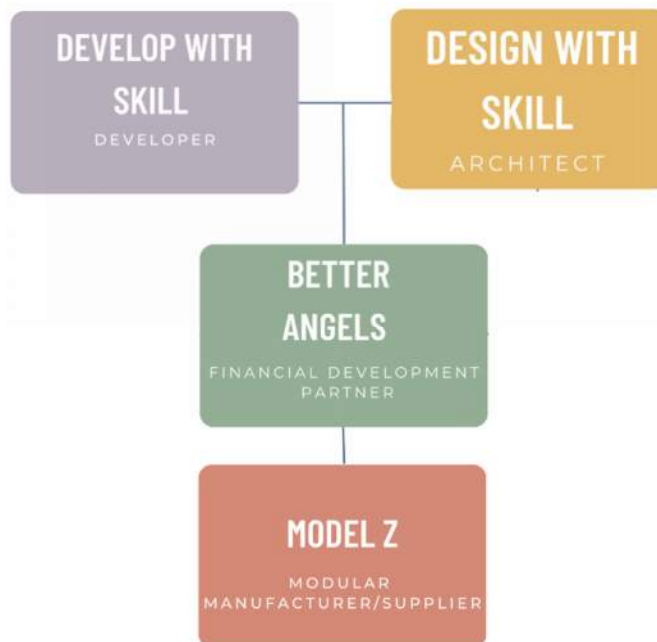
Model Z, founded under the SoLa Impact platform, operates a 150,000 sq. ft. modular housing factory in Watts focused on delivering affordable units at scale. Led by industry veterans from SpaceX and the automotive sector, the firm combines advanced technology with a community-based workforce and has already delivered projects like the 188-unit development at 43rd & Vermont. Model Z is rapidly scaling production with a goal of 10,000 modular units annually by 2029.

Ownership and Principals

- Samantha Hill, RA, CASp – President & CEO, Hill Architects, PC (Design With Skill) | Principal, Develop With Skill

Organizational Chart

- **Development Leadership:** Develop With Skill (financial structuring, feasibility, transaction management)
- **Design Leadership:** Design With Skill (architecture, entitlement, permitting, design execution), including full A/E team with prequalified engineers and specialty consultants (structural, MEP, civil, geotechnical, landscape, accessibility, etc.).
- **Financial Partner:** Better Angels (co-development, financing, asset management).
- **Modular Partner:** Model Z (modular design, fabrication, and delivery of housing units).



2. Primary Business of Parent Company and Affiliates: *What is the primary business of the parent company and/or affiliates?*

- **Develop With Skill:** Real estate development affiliate focused on structuring and managing housing and community-serving projects.
- **Design With Skill:** Licensed architecture firm specializing in multifamily, mixed-use, condominium, and affordable housing projects.
- **Better Angels:** Mission-driven development company specializing in affordable housing finance, co-development, and long-term stewardship.
- **Model Z:** Modular housing manufacturer based in South Los Angeles, operating a 150,000 sq. ft. facility dedicated to producing high-quality, affordable housing units at scale, with a mission-driven workforce development program and capacity goal up to 10,000 units annually by 2029.

3. **Office with Primary Responsibility:** *Which office(s) of your organization will have primary responsibility for managing this project?*

The project will be managed from **Develop With Skill's South Pasadena office (1441 Huntington Drive, Suite 192)**. Samantha Hill, RA, CASp, will serve as Principal-in-Charge, supported by Design With Skill's project team. Develop With Skill and Better Angels' Los Angeles-based staff will provide development and financial management locally.

4. **Firm Experience in Housing, Commercial, and Community Spaces:** *What is your firm's experience developing housing, commercial, and/or community spaces? Describe comparable projects completed by your firm in the last five years, including the number of projects, scope, and status of projects.*

Collectively, our team has designed and developed more than a dozen multifamily, mixed-use, student housing, and community-focused developments across Southern California—representing hundreds of new homes and thousands of square feet of commercial and community-serving space. As a vertically integrated practice, we bring proven expertise in guiding projects from entitlement through construction and lease-up. Comparable projects completed within the past five years include:

- **Garfield Townhomes (South Pasadena, CA)** – Six-unit townhome development designed and self-initiated by Design With Skill/Develop With Skill. Delivered affordable for-sale housing in a high-opportunity neighborhood. Status: Entitlement phase.



- **815 Fremont Condominiums (South Pasadena, CA)** – Redesign of a former Arbor Square site into 56 for-sale condominium units with integrated affordable housing and reduced commercial space to maintain financial viability. Status: Entitlement phase.



- **181 Monterey Condominiums (South Pasadena, CA)** – Redesign of a former Arbor Square site into 56 for-sale condominium units with integrated affordable housing and reduced commercial space to maintain financial viability. Status: Entitlement phase.



- **EPSG Affordable Student Housing (South Gate, CA)** – Repurposed a former shopping center into 300+ affordable and workforce units, revitalizing an underutilized site. Addressed parking challenges and evaluated modular construction to reduce costs and expedite delivery. *Status: Entitlement phase.*



- **City of West Hollywood Affordable ADU Pilot Program** – Provided full architectural services and program management for city-sponsored ADUs. Delivered design, permitting, and owner support. Status: Completed 2023.



- **City of Long Beach Backyard Builders Program** – Ten ADUs delivered through a citywide program for affordable housing expansion. Status: Varies - In construction and Completed .



- **Highland Hollywood Apartments (Hollywood, CA)** – Samantha Hill served as Project Manager on a 118-unit mixed-use development during her tenure at Arquitectonica. Status: Completed 2021.

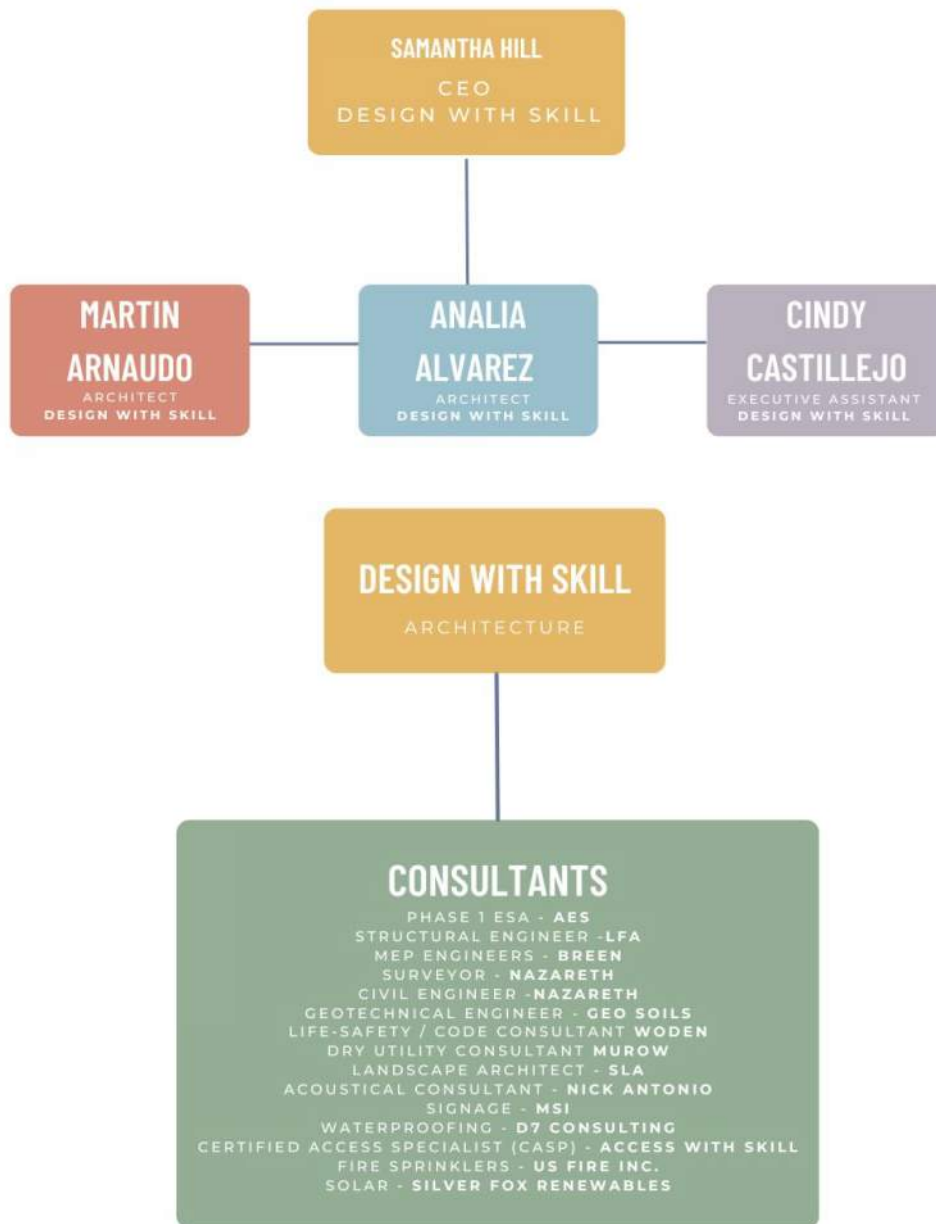


5. Firm Differentiators: *Comment on other areas that may make your firm different from your competitors.*

- **Vertically Integrated Team** – Develop With Skill (development) and Design With Skill (architecture) operate as a unified team, providing single-source accountability across design, entitlement, and execution. This reduces risk, minimizes change orders, and ensures seamless coordination from concept to completion.
- **Risk Management Expertise** – Our integrated structure allows us to proactively identify, reduce, and manage project risks related to budget, schedule, and constructability, while maintaining high design quality.
- **Student & Affordable Housing Experience** – We bring proven experience designing and developing both student housing and affordable housing projects, with a strong grasp of unit mix, affordability thresholds, and community-serving ground-floor programs that foster academic success and neighborhood benefit.
- **Established Educational Partnerships** – Our team has existing working relationships with both the Los Angeles Community College District and the Culver City Unified School District, allowing us to align this project with Measure LA bond funding opportunities, WLAC's strategic goals, and the broader educational priorities of the Culver City community.
- **Synergy with Culver City** – With WLAC in Culver City's backyard, this project is positioned as a synergistic partnership—meeting urgent student housing needs while advancing the City's long-term vision for inclusive, community-serving development.

C. Qualifications and Experience of the Proposed Development Team

- 1. Lead Developer and Key Team Members:** *Identify the lead developer and all key team members, including architects, engineers, and consultants.*
- 2. Qualifications:** *Description of qualifications, position(s) in their firms, and types and amount of equivalent experience. Include any municipal projects they have worked on in the past five years and their level of involvement.*
- 3. Organizational Chart:** *An organizational chart showing roles and responsibilities for this project.*



- 4. Resumes:** *Resume(s) of the personnel who will be assigned to this project.*
See Appendix.

D. Questions/Responses to Proposal Requirements

1. Redevelopment Concept: *A written description of the proposed redevelopment concept.*

The proposal envisions a 7-story mixed-use building featuring ground-floor commercial space tailored to support the student population, a second-level community suite programmed for student services, and six stories of affordable residential student housing above. The program delivers 83 modular one-bedroom units and 26 parking spaces. This design maximizes the site's potential while maintaining an active, human-scaled frontage, ensuring financial feasibility and delivery certainty while advancing Culver City's goals for housing supply, affordability, and community vitality.

2. City's goals: *Explanation of how the proposal addresses the City's goals, including the provision of housing, ground-floor commercial, and community-serving space.*

- **Revitalization & Economic Development:** Transforms an underutilized site into a vibrant, mixed-use community that advances the City's housing and economic development goals.
- **Housing:** Provides 83 one-bedroom units that are 100% affordable, designed for students, seniors, and young professionals seeking efficient, transit-oriented housing. Modular construction ensures cost efficiency and accelerated delivery.
- **Ground-Floor Commercial Activation:** Curated retail, food/beverage, and essential services along Washington Blvd to activate the street, support the student population, and generate local economic activity.
- **Community-Serving Space:** A dedicated suite programmed for nonprofit and civic uses, including educational and workforce development, arts programming, and senior support services, ensuring benefits for both residents and the broader community.
- **Public Parking Garage:** A 27-space shared-use facility that improves access for students, residents, and visitors while generating ongoing revenue for the City through parking fees and flexible management.

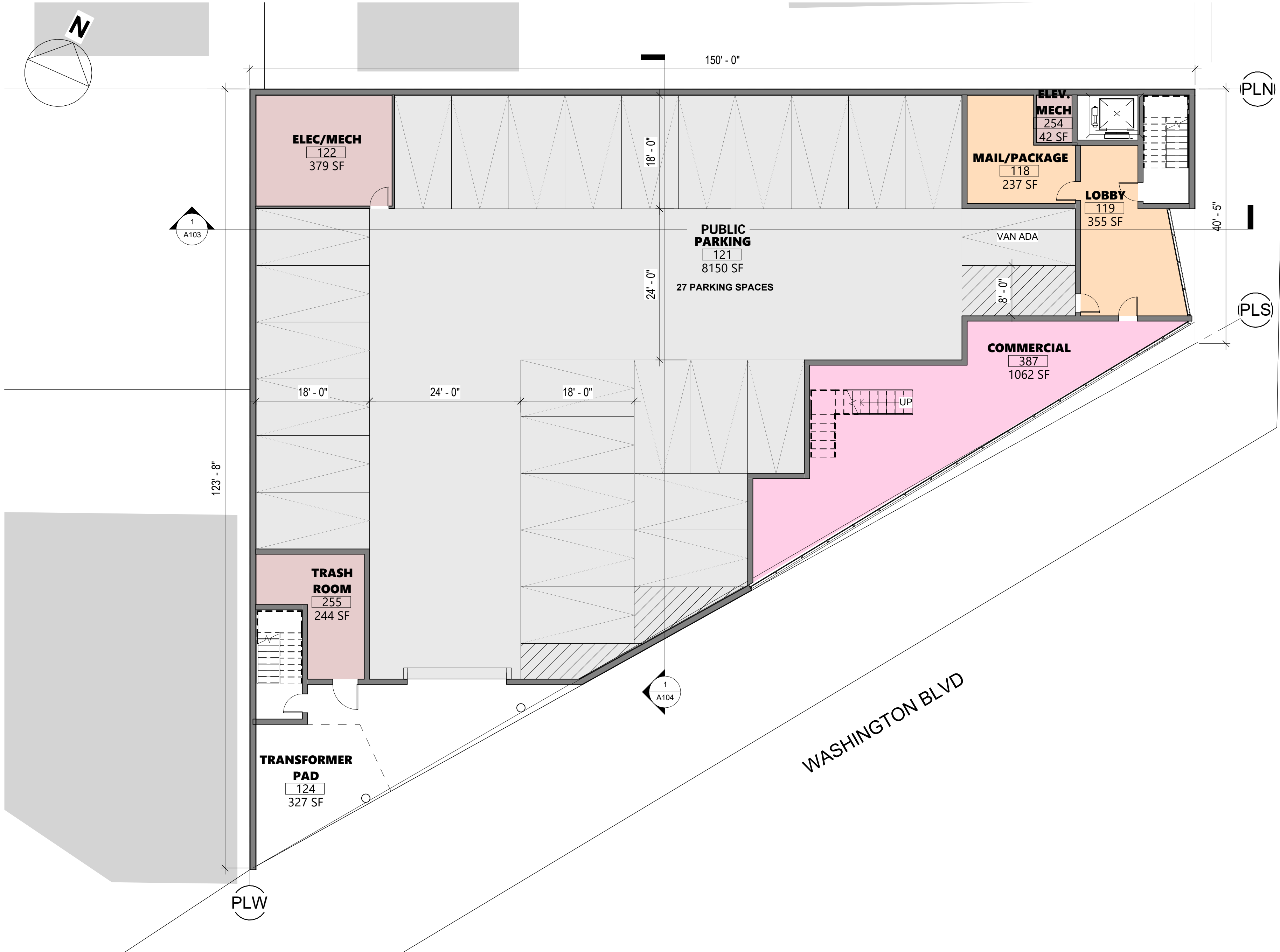
3. Zoning alignment: *Discussion of alignment with relevant neighborhood plans, zoning, or policy goals. The City Council has indicated willingness to consider modifying regulations for this site if it will result in a better project. If you are requesting modifications for existing regulations for this site (e.g. zoning), please describe the request and why it results in a better project.*

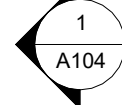
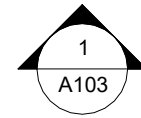
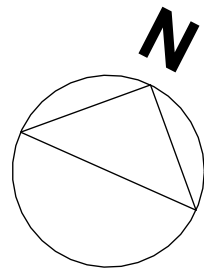
The project aligns with Culver City's General Plan vision of increasing housing density near transit corridors and walkable districts. While current zoning standards allow a smaller massing, the proposal leverages the State Density Bonus Law (SDBL) to achieve additional height and unit count, AB 2097 to reduce parking requirements in this transit-rich location, and AB 2011 to streamline approvals for housing on an underutilized commercial corridor. With the City Council's willingness to consider modifications, these tools collectively unlock a stronger project: more affordable units, active ground-floor frontage, and a walkable environment that reduces car dependence while revitalizing the site.

4. Design: *Conceptual site plan, building massing, and illustrative diagrams or renderings.*









PLVSBW

(PLN)
(SBN)

(PLS)

(PLE)



LEVEL 2 13 1-BR UNITS TOTAL: 13 UNITS	LEVELS 3-7 14 1-BR UNITS TOTAL: 14 UNITS
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TOTAL: 83 UNITS





5. Areas: *Breakdown of uses by square footage (residential, commercial, community).*

TOTAL: 68,410 GSF

- **Residential:** 66,381 GSF (includes circulation and support spaces)
- **Commercial:** 1,062 SF (flex ground-floor retail/services)
- **Community Space:** 967 SF (dedicated nonprofit/civic use)

			AREAS		COMMERCIAL SPACE AREAS	
	UNITS AREAS	AMOUNT	PARKING	8150 SF	GROUND FLOOR	1062 SF
1 BD	447 SF	83	LOBBY	355 SF	LEVEL 2	967 SF
			MAIL/PACKAGE	237 SF		
			ELEC/MECH	379 SF		
			TRASH ROOM	244 SF		
TOTAL	37101 SF	83	TOTAL	9365 SF	TOTAL	2029 SF

6. Unit Mix: *Proposed residential unit mix and bedroom count.*

All units are 447 SF one-bedrooms, designed to meet the needs of students, seniors, and young professionals seeking efficient, transit-oriented housing. A single unit type also enables modular construction, maximizing cost efficiency and speed of delivery.

7. Affordability and AMI: *Number of affordable units proposed (if any) and targeted Area Median Income levels.*

The proposal sets aside 100% of units as affordable, targeting households at 50%–80% of Area Median Income (AMI).

8. Affordability Goals: *Strategy for achieving affordability goals and maintaining long-term affordability.*

Affordability will be secured through regulatory agreements recorded with the City, ensuring long-term deed-restricted units. Partnerships with local housing nonprofits may support tenant screening, compliance, and ongoing monitoring.

9. Supportive Services: *Any proposed supportive housing or services (if applicable).*

While not a supportive housing project, the proposal envisions partnerships with local nonprofits to provide on-site programming, such as financial literacy classes, student wellness initiatives, and dedicated study lounges.

10. Sustainability: *Sustainability, energy efficiency, and climate-resilience features.*

- All-electric building systems to eliminate natural gas.
- LEED Gold equivalent design with high-performance envelope.
- Solar PV on rooftop terraces to offset common-area energy.
- Enhanced stormwater management and heat-island reduction through landscaping and possible green roofs.

11. Differentiators: *Factors that differentiate your proposal from other respondents' proposals.*

- **Financial Certainty:** Backed by Better Angels' proven track record of delivering multi-family housing in LA County.
- **Community Impact:** Dedicated ground-floor civic space and strong affordability component.
- **Design Excellence:** Model Z is optimized for feasibility while still offering light-filled units, outdoor terraces, and a street-active frontage.

12. Community Outreach: *Approach to community outreach during the predevelopment, design and construction phases.*

Our Community Outreach Plan ensures early, transparent, and inclusive engagement with residents, businesses, and community groups throughout the predevelopment, design, and construction phases. By incorporating feedback loops, bilingual communication, and a dedicated liaison, the project builds trust while adapting design, programming, and construction practices to reflect community priorities.

Predevelopment Phase.

- **Stakeholder Mapping:** Identify property owners and tenants within a 1,000-foot radius of the site, local businesses along Washington Blvd, and community-serving organizations such as Culver City youth programs, arts/tech nonprofits, and West LA College student associations.
- **Early Engagement:** Meet with nearby residents, business owners, and cultural groups to present the vision and gather input. As in the South Pasadena model, hold small-group listening sessions to address concerns early.
- **Institutional Partnerships:** Coordinate with Culver City Planning, Housing, and Cultural Affairs staff, as well as transit agencies (Metro/Big Blue Bus) to align the project with broader mobility and affordability goals.

Design Phase

- **Public Hearings & Planning Commission Review:** Provide clear, accessible presentation materials, including bilingual (English/Spanish) handouts and virtual participation options, to ensure inclusivity.
- **Neighborhood Meetings:** Host at least two public meetings to review design evolution, one in-person and one hybrid/virtual. Distribute notifications in English and Spanish to all property owners and tenants within the radius; share notices via social media and local newspapers.
- **Community Programming Input:** Use surveys and focus groups to refine the second-floor community space and ground-floor commercial programming (e.g., bookstore café, tutoring lounge, or affordable food options supporting students).

Construction Phase

- **Construction Updates:** Issue monthly construction bulletins (email, flyers, website updates) to keep neighbors informed of schedules, traffic management, and mitigation efforts.
- **Community Liaison:** Assign a dedicated point of contact for complaints and questions, modeled after the South Pasadena approach of open communication.
- **Good Neighbor Practices:** Commit to minimizing noise, dust, and traffic impacts, and publicize construction hours clearly. Where feasible, employ local labor and students for construction internships or job training opportunities.

Post-Construction / Lease-Up

- **Celebratory Opening:** Host a community open house to introduce the project, thank stakeholders, and demonstrate how feedback shaped the design.
- **Ongoing Community Benefits:** Ensure the community room remains accessible for nonprofit programming; encourage partnerships with local organizations for student support and neighborhood-serving events.

13. Local Needs: *Methods for incorporating community input and ensuring the project meets local needs.*

Our approach to local needs is grounded in ongoing, transparent, and inclusive engagement that goes beyond one-time meetings. The team will implement the following methods:

Structured Feedback Loops

- Community feedback will be solicited at each milestone (concept design, pre-application, entitlements, and final design).
- A “You Said / We Did” process will be used to show how specific community input translated into design refinements—whether adjusting building massing, rethinking circulation, or tailoring ground-floor uses to better serve the neighborhood.

Accessible Engagement Channels

- Outreach will extend beyond traditional hearings by hosting bilingual and hybrid meetings, ensuring that Spanish-speaking and working families can participate fully.
- Notifications will be mailed to residents and businesses within a 1,000-foot radius and distributed digitally via social media, newsletters, and neighborhood associations.
- Feedback will also be collected through short online surveys, particularly targeting student populations and local nonprofits who may use the community spaces.

Partnership with Local Institutions

- We will partner with **West Los Angeles College**, local youth-serving nonprofits, and nearby arts/tech organizations to refine programming for the community room and ground-floor commercial spaces.
- These partners will help shape programming such as tutoring, financial literacy workshops, low-cost student meals, and community cultural events.

Design Responsiveness

- Community priorities around walkability, affordability, and active streetscape will directly influence design choices. For example, if neighbors express concerns about traffic, we may expand bicycle parking, reduce on-site parking (leveraging AB 2097), or strengthen pedestrian linkages to transit.
- Feedback on commercial uses will help determine whether a café, bookstore, or wellness space is the most beneficial addition to the block.

Transparency and Trust-Building

- The development team will maintain a dedicated liaison and project website to share updates, answer questions, and post design iterations.
- Meeting summaries and reports will be published so stakeholders can see how their input is shaping outcomes.
- During construction, neighbors will receive regular bulletins on schedule, noise mitigation, and traffic management.

E. Financial Proposal and Project Feasibility

1. Preliminary development budget (soft costs, hard costs, contingency)

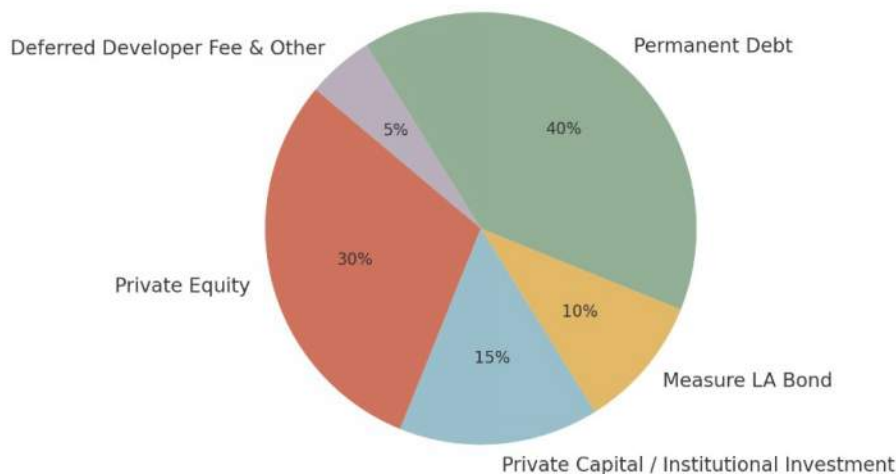
Category	Estimate	Notes / Basis
Residential Hard Costs	\$15,205,000	83 modular units ÷ ~\$183,000 each
Parking (26 spaces)	\$733,000	~\$28,192/space (structured/stacked)
Commercial & Community Space Buildout	\$1,127,000	Ground-floor retail shell + second-floor community space
Site Work & Infrastructure	\$676,000	Utilities, grading, landscaping, sidewalks, frontage improvements
Hard Cost Subtotal	\$17,705,000	
Architectural & Engineering (A&E)	\$1,240,000	~8% of hard costs
Permits, Fees & City Charges	\$1,127,000	Plan check, impact fees, Culver City development fees
Legal, Consultants & Reports	\$423,000	Environmental, CEQA, survey, appraisal, market study
Soft Cost Subtotal	\$2,790,000	
Financing Costs	\$1,690,000	Loan fees, interest during construction, reserves
Developer Fee	\$1,550,000	~6% of total development cost (partially deferrable)
Contingency	\$1,127,000	~7% of hard costs to cover escalation/risk
Total Development Cost (TDC)	\$24,899,000	~\$299,988 per unit (all-in)

Key Notes:

- **Unit Costs:** Modular efficiency brings per-unit hard costs down compared to conventional builds, but parking and commercial space drive up totals.
- **Commercial/Community:** Important to allocate full shell + TI allowance to meet student-serving use expectations.
- **Soft Costs:** Calibrated at ~15% of hard costs, consistent with affordable housing industry benchmarks.
- **Financing:** Includes construction loan interest, lender/legal fees, and required reserves.
- **Developer Fee:** Sized to industry standard; portion may be deferred to support financing competitiveness.

2. Funds: Sources and uses of funds, including anticipated public subsidies, grants, or tax credits.

Preliminary Funding Stack – 11029 Washington Blvd



Layered Funding Strategy

The financial feasibility of the 11029 Washington Blvd project relies on a layered financing approach designed to reduce permanent debt, maximize affordability, and ensure long-term operational stability. The capital stack strategically combines private capital with local public resources and modular construction efficiencies:

Private Equity – 25–30% of Total Development Cost

- A substantial infusion of private equity will reduce reliance on debt while allowing greater flexibility in structuring the project.
- This equity reduces upfront financing risk, supports accelerated delivery, and avoids restrictive compliance burdens tied to certain public subsidy programs.

Private Capital / Institutional Investment – Approx. 15%

- Pursue partnerships with mission-driven investors, impact funds, or institutional capital focused on student housing and mixed-use development.
- These sources can provide mezzanine equity or preferred equity positions to further strengthen the capital stack.

Measure LA Bond – Approx. 10%

- Leverage allocations from the Measure LA Bond program to provide dedicated support for affordable and student-serving housing.
- These funds reduce permanent debt obligations and align the project with WLAC’s strategic priorities.

Permanent Debt – Approx. 40%

- With equity covering a significant portion of the development cost, permanent financing will be sized at a sustainable level to balance leverage and ensure operational feasibility.

Deferred Developer Fee & Other – Approx. 5%

- A portion of the developer fee will be deferred, demonstrating sponsor commitment and further reducing upfront financing needs.

Through this layered structure, the project reduces debt service obligations by nearly half compared to conventional financing, narrowing the operating gap and moving toward positive cash flow as private equity and Measure LA proceeds take effect. The combined use of private equity, institutional capital, Measure LA Bond proceeds, and modular construction creates a financially viable path to deliver 83 new student housing units with ground-floor commercial and community-serving space in Culver City.

Additional Funding Considerations

Phased & Modular Efficiencies

- The use of modular construction ensures cost predictability and accelerates the project schedule, lowering both financing risk and construction-period carrying costs.
- Reduced construction duration minimizes interest exposure and improves delivery certainty.

Long-Term Sustainability

- The financial plan anticipates re-syndication at Year 15, providing an opportunity to recapitalize, rehabilitate, and extend affordability covenants consistent with industry best practices.
- Ongoing supportive services and community programming will be funded through operational income supplemented by philanthropic and institutional partnerships, ensuring lasting community benefit.

3. Pro-Forma: 15-year or longer pro forma analysis

The 15-year operating pro forma demonstrates financial feasibility and stability, with gross income and expenses modeled at industry-standard escalation rates, producing steady NOI growth. Debt service is conservatively sized, resulting in tight margins in the early years and a transition to positive cash flow within the pro forma horizon, with coverage ratios improving over time. Overall, the analysis confirms the project's capacity to support long-term affordability while providing reliable returns and fiscal stability

Year	Gross Income	OPEX	NOI	Debt Service	Cash Flow
1	\$1,245,000.00	\$435,750.00	\$ 809,250.00	\$1,029,775.00	\$(220,525.00)
2	\$1,276,125.00	\$446,644.00	\$ 829,481.00	\$1,029,775.00	\$(200,294.00)
3	\$1,308,028.00	\$457,810.00	\$ 850,218.00	\$1,029,775.00	\$(179,557.00)
4	\$1,340,729.00	\$469,255.00	\$ 871,474.00	\$1,029,775.00	\$(158,301.00)
5	\$1,374,247.00	\$480,986.00	\$ 893,261.00	\$1,029,775.00	\$(136,514.00)
6	\$1,408,603.00	\$493,011.00	\$ 915,592.00	\$1,029,775.00	\$(114,183.00)
7	\$1,443,818.00	\$505,336.00	\$ 938,482.00	\$1,029,775.00	\$ (91,293.00)
8	\$1,479,914.00	\$517,970.00	\$ 961,944.00	\$1,029,775.00	\$ (67,831.00)
9	\$1,516,912.00	\$530,919.00	\$ 985,993.00	\$1,029,775.00	\$ (43,782.00)
10	\$1,554,834.00	\$544,192.00	\$1,010,642.00	\$1,029,775.00	\$ (19,133.00)
11	\$1,593,705.00	\$557,797.00	\$1,035,908.00	\$1,029,775.00	\$ 6,133.00
12	\$1,633,548.00	\$571,742.00	\$1,061,806.00	\$1,029,775.00	\$ 32,031.00
13	\$1,674,387.00	\$586,035.00	\$1,088,351.00	\$1,029,775.00	\$ 58,576.00
14	\$1,716,246.00	\$600,686.00	\$1,115,560.00	\$1,029,775.00	\$ 85,785.00
15	\$1,759,152.00	\$615,703.00	\$1,143,449.00	\$1,029,775.00	\$ 113,674.00

4. Land Acquisition: *Proposed land acquisition terms (purchase price or lease terms, if applicable).*

The development team is open to structuring site control at 11029 Washington Blvd through either a long-term ground lease or a fee-simple purchase, depending on the City's priorities. Both models provide clear pathways to ensure the delivery of affordable student housing, community-serving space, and ground-floor activation consistent with Culver City's goals.

We recognize that land disposition is a critical policy choice, and we are committed to working collaboratively with the City to determine the structure that best balances long-term community benefit, financial feasibility, and City objectives. Our team welcomes further discussion with City staff and decision-makers to evaluate both options in detail and arrive at the most mutually beneficial approach.

Proposed Land Acquisition – Option 1: Ground Lease

The development team proposes to structure land control for the 11029 Washington Blvd site through a long-term ground lease with the City of Culver City, consistent with municipal best practices in affordable housing.

- **Term & Cost:** A 99-year ground lease at a nominal annual rate, ensuring long-term stability while minimizing upfront land costs.
- **City Ownership:** The City retains ownership of the underlying land, preserving public control and flexibility over future use.
- **Financing Compatibility:** Ground leases are widely accepted by LIHTC investors, bond funders, and state housing agencies, providing funders with the site control certainty required for financing.
- **Benefit to the City:** Ensures permanent community-serving use of the site while maintaining City ownership, allowing Culver City to safeguard affordability and direct the long-term legacy of the property.

Proposed Land Acquisition – Option 2: Fee-Simple Purchase

Alternatively, the development team is prepared to pursue a fee-simple purchase of the site, should the City prefer a disposition model.

- **Purchase Price:** To be negotiated with Culver City, tied to market valuation and consistent with the financial feasibility requirements of an affordable student housing project.
- **Financing Structure:** Purchase would be incorporated into the overall development budget and offset through layered financing, including LIHTC equity, AHSC subsidies, and Measure LA Bond allocations.
- **City Partnership:** Under this model, the City maintains oversight through the Disposition and Development Agreement (DDA), while transferring ownership of the land to the development entity.
- **Benefit to the City:** Generates an immediate financial return through land sale proceeds while still ensuring the site is developed for affordable housing and community-serving purposes.

5. City Revenue: *One-time and/or ongoing revenue to the City (if applicable).*

The proposed development provides Culver City with a blend of financial returns and community-serving value through its commercial space, community facility, and public parking garage. The project can generate one-time revenues (land disposition, permits, and fees) and ongoing revenues (sales tax, parking income), while also delivering long-term social and educational benefits. This gives the City flexibility to balance fiscal impact with community-serving uses.

- **One-Time Revenue:** Fee-simple land sale, permits, and development-related fees create near-term revenue.
- **Ongoing Revenue:** Ground-floor commercial space activates Washington Blvd and generates annual sales tax.
- **Community Space:** Dedicated for tutoring, financial literacy, nonprofit programming, and wellness classes, strengthening public amenities though not revenue-generating.
- **Public Parking Garage:** 27-space shared-use facility improving access for students, residents, and visitors while generating reliable income through parking fees.
-

Commercial Area – 1,062 SF

- Potential Tenant: Café, grab-and-go food, or small-format retail.
- Estimated Sales: \$400–\$600 per SF annually → **\$425K–\$637K gross sales.**
- City Sales Tax Share (~1%): **\$4,250–\$6,400 annually.**

Community Space – 967 SF

- Purpose: Student and neighborhood support (tutoring, workforce programs, wellness).
- Benefit: Provides non-monetary community value and reduces strain on public facilities.

Public Parking Garage – 27 Spaces

- Revenue: \$150–\$250 per space monthly → **\$48,600–\$81,000 annually.**
- Benefit: Predictable City income stream; improves access; expandable with EV charging or shared-use agreements.

F. References

List the name, address, e-mail address and telephone number of references from at least three (3) recent similar projects, such as lenders, equity partners, or public agencies. Include a brief description of the relationship for each reference. California municipal or county projects are preferred. You may offer more than three recent similar projects if desired. The references should include the start date of the project and the date of completion for each project.

- **City of Pasadena – Housing Department**
175 North Garfield Avenue, Pasadena, CA 91101
Contact: Randy M. Mabson, Program Coordinator
rmabson@cityofpasadena.net | (626) 744-8321
Relationship: Lead consultant and liaison on the City's Second Unit ADU Pilot Program, guiding projects through entitlements, design, permitting, construction, and lease-up while balancing budgets and funding sources to advance affordability.
Start/Completion: 2020 – 2024
- **City of West Hollywood – Planning & Development Services Department**
8300 Santa Monica Blvd, West Hollywood, CA 90069
Contact: Alicen Bartle, Project Development Administrator
abartle@weho.org | (323) 848-6323
Relationship: Collaborated on the Affordable ADU Pilot Program, managing entitlement, design, permitting, construction, and lease-up while coordinating funding and budgets to support affordability and neighborhood compatibility.
Start/Completion: 2021 – 2025
- **City of Long Beach – Development Services Department**
411 W. Ocean Blvd, Long Beach, CA 90802
Contact: Stephanie Harper, Community Development Project Manager
stephanie.harper@longbeach.gov | (562) 570-6710
Relationship: Consultant and liaison for the Backyard Homes ADU Program, leading entitlement, design, and permit coordination for multiple affordable ADUs while aligning funding and budgets to ensure successful delivery.
Start/Completion: 2023 – Ongoing

G. Implementation Schedule

Include a detailed implementation schedule with an estimated project start date of January 12, 2026 and note key project milestones including entitlement, financing, construction, and occupancy. Identify any assumptions used in developing the schedule.

MILESTONES / PHASES	DATES		DURATION		
	Start Date	Finish Date	Days	Weeks	Months
Notice to Proceed	Jan 12, 2026	Jan 12, 2026	1	0.1	0
Site Analysis & Due Diligence	Jan 13, 2026	Feb 15, 2026	34	4.9	1.1
Entitlement & Approvals	Feb 16, 2026	Jan 15, 2027	334	47.7	11
Financing & Bond Alignment	Sep 1, 2026	Mar 31, 2027	212	30.3	7
Schematic Design	Apr 1, 2027	May 15, 2027	45	6.4	1.5
Design Development	May 16, 2027	Jul 15, 2027	61	8.7	2
Construction Documents	Jul 16, 2027	Oct 31, 2027	108	15.4	3.5
Permit Submission	Nov 1, 2027	Nov 1, 2027	1	0.1	0
Agency Review & Permit Approval	Nov 2, 2027	Apr 30, 2028	181	25.9	6
Bidding & Contractor Selection	May 1, 2028	Jun 30, 2028	61	8.7	2
Site Preparation & Foundations	Jul 1, 2028	Dec 31, 2028	184	26.3	6
Factory Production (Model Z)	Oct 1, 2028	Mar 31, 2029	182	26	6
Construction / Module Installation	Jan 1, 2029	Jun 30, 2030	547	78.1	18
Substantial Completion	Jul 15, 2030	Jul 15, 2030	1	0.1	0
Final Completion / Closeout	Jul 31, 2030	Jul 31, 2030	1	0.1	0
Occupancy (WLAC Fall Semester)	Aug 15, 2030	Aug 15, 2030	1	0.1	0

Key Assumptions

1. City approvals and LACCD partnership agreements are secured within anticipated timelines.
2. Measure LA funding is available within the projected cycle and aligns with project financing.
3. Modular approvals through California HCD streamline building permit process.
4. Overlapping phases (financing with late entitlements, modular fabrication with site prep) will shorten overall delivery.
5. Targeted occupancy is aligned with the Fall 2030 academic calendar to maximize impact for WLAC students.

H. Certificates of Insurance

Hill Architects, PC (dba Design With Skill) maintains active insurance coverage applicable to condominium projects, including Commercial General Liability, Automobile Liability, Workers' Compensation/Employer's Liability, and Professional Liability. The coverage meets or exceeds typical condominium project requirements and includes provisions naming the Owner and other required parties as Additional Insureds when required by contract. Proof of current coverage, including policy limits and endorsements will be provided upon request.

Summary of Coverage Limits:

- Commercial General Liability: \$1,000,000 per occurrence / \$2,000,000 aggregate
- Automobile Liability: \$1,000,000 combined single limit
- Workers' Compensation: Statutory limits (California)
- Employer's Liability: \$1,000,000 each accident/disease
- Professional Liability (Errors & Omissions): \$1,000,000 per claim / \$2,000,000 aggregate

I. Business Tax Certificate

The proposing organization does not require a Culver City Business Tax Certificate to respond to this RFP. However, the successful proposer will be required to acquire a Culver City Business tax certificate during the contracting process and maintain an active certificate throughout the contracted period.

We acknowledge that a Culver City Business Tax Certificate is not required to submit this proposal. Should our team be selected, Develop With Skill will obtain the required Culver City Business Tax Certificate during the contracting process and will maintain it in active status for the duration of the contracted period.

J. Exclusive Negotiation Agreement

The City may require the successful company to enter into an Exclusive Negotiation Agreement (ENA) with the City for the purpose of negotiating a Disposition and Development Agreement for purchase and development of the site. A standard City ENA is attached.

We acknowledge the City's requirement and are prepared, if selected, to enter into an Exclusive Negotiation Agreement (ENA) with the City of Culver City for the purpose of negotiating a Disposition and Development Agreement for the purchase and development of the site. We have reviewed the standard City ENA attached and confirm our willingness to proceed under its terms.

APPENDIX

Design With Skill Brochure

Better Angels Brochure

Model Z Brochure

Key Personnel Resumes

Six Years of Proven Success

Since our founding in 2018, Design With Skill has consistently delivered exceptional results. With a focus on innovation, sustainability, and community impact, we've established a strong track record of successful projects.

37

Designed projects
across 21 cities

\$414.7M

Value Generated through
our diverse portfolio

1.07M SF

Of inspiring spaces
designed and developed

+30

Clients, and Professional
Collaborations



Martin Arnaudo
Architect



Samantha Hill - Owner
Licensed Architect



Analía Alvarez
Architect



Cindy Castillejo
Executive Assistant

Company Highlights

- **Diverse Portfolio:** Covering Multifamily Residential and Mixed-Use Commercial, with a focus on affordable and mixed-income.
- **Proven Expertise:** Our experienced team has a proven track record of success, with expertise spanning projects in the City of Pasadena, West Hollywood, and Long Beach.
- **Innovative Solutions:** We embrace cutting-edge design and technology (mention student housing - other innovation)
- **Strong Partnerships:** We collaborate with leading industry professionals and public agencies.
- **Positive Impact:** Our projects contribute to the growth and sustainability of communities.

Our Commitment:

- **Innovative Design:** Pushing the boundaries of design to create unique and functional spaces.
- **Sustainable Solutions:** Prioritizing eco-friendly practices and energy-efficient designs.
- **Community Impact:** Fostering strong communities through our projects.
- **Client Satisfaction:** Delivering exceptional results on time and within budget.

Our Process

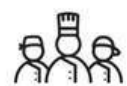
Pre-Design: We gather insights and set project goals.

Design: We craft functional, aesthetic, and innovative solutions.

Development: We manage permitting, bidding, construction, and closeout.



CITY OF
WEST HOLLYWOOD



CRE|VISIONS LLC

HAPIK

casitas
DEVELOPMENT





Design With Skill

Design With Skill **Project Portfolio**

Delivering Quantifiable Value

At Design With Skill, we don't just design buildings — we engineer value.

Our work bridges design excellence, real-world feasibility, and measurable outcomes. We optimize ROI, accelerate timelines, and bring innovation to every site, from large-scale housing to nimble ADU strategies.

Each project reflects our commitment to creating spaces that are not only beautiful, but also functional, sustainable, and deeply responsive to their communities.

Our Impact in Action: 6 Projects, 6 Ways We Deliver Value



El Paseo South Gate

+300 affordable units & +800 student beds |

Adaptive Reuse

Repurposed a former shopping center into a major housing hub, addressing two market needs: affordable housing and student accommodation. Leveraged modular construction and smart site planning to control costs, accelerate delivery, and maximize land value.



Monterey Condominiums

51 units | Topographical Site Optimization

Tied three steep lots into a unified development with minimal environmental disruption. Designed dense, efficient housing with structurally sound solutions for hillside challenges — unlocking site value others overlooked.



Arbor Square

50 rental units | Fast-Tracked Entitlements

Navigated complex zoning and entitlements in under a year — saving clients time and money. Optimized a narrow site to achieve high density and community-aligned design, including affordable units and a welcoming courtyard.



Culver Mixed-Use (RFP Finalist)

17 units + Cultural Integration | Community-Centered Design

Shortlisted in a competitive city RFP. Preserved a beloved community arts space while designing a high-performing mixed-use site. Integrated nonprofit and residential needs into one cohesive vision.



Pasadena ADU Program

4 affordable ADUs | Public-Private Partnership

As part of Pasadena's pilot program, DWS delivered affordable ADUs that met both city guidelines and homeowner needs. Demonstrated how small-scale infill can have large-scale impact on housing access.



815 Fremont

56 condominiums | Responsive Market Strategy

Redesigned a stalled site to meet shifting economic realities. Reduced commercial space to boost residential yield, preserved neighborhood character, and enhanced market viability during inflationary pressure.

Let's Build Something That Lasts

Contact us to start the conversation.

✉ admin@designwithskill.com

🌐 Desingwithskill.com

Statement of Qualifications for Better Angels

Organization and Mission

Better Angels, founded by successful social entrepreneur Adam Miller and his wife, Staci, in 2022, is a groundbreaking 501(c)(3) nonprofit initiative with a singular mission: to address Los Angeles's homelessness epidemic by unlocking the immense potential of the LA community. Better Angels leverages innovative programs, advanced technology, and holistic solutions that complement and amplify the work of government agencies and mission-aligned nonprofits, while fostering partnerships that deliver scalable, systemic change, reshaping the housing landscape in Los Angeles.

1. HOUSING: Better Angels Affordable Housing Fund (REIT)

Our \$250 million real estate investment trust catalyzes rapid, innovative, cost-effective, affordable housing development. Focusing on 70% affordable units and net-new builds, we redefine timelines and costs, creating pathways for scalable impact.

3. SERVICES: Resource Days

Through our community-driven Resource Days, we mobilize volunteers and partners to deliver essentials, healthcare, and job training to unhoused individuals while connecting them to permanent housing opportunities. These events, rooted in empathy and collaboration, exemplify our commitment to empowering underserved populations.

5. TECHNOLOGY: Outreach App

Our cutting-edge Outreach App equips caseworkers with real-time data for swift, appropriate support. This technology empowers our partners to achieve measurable outcomes and is a national model for effective homelessness intervention.

2. PREVENTION: The STEP (Short Term Eviction Prevention) Fund

Our STEP Fund provides no-interest, non-punitive micro loans of up to \$2,500 which has safeguarded more than 2,000 at-risk Angelenos from eviction. By addressing the root causes of displacement, we create stability and prevent families from falling into homelessness.

4. SHELTER: Shelter Management Database

Better Angels is pioneering LA's first centralized, real-time shelter database, ensuring that every available bed is utilized. This transformative tool maximizes shelter efficiency, enabling faster interventions for those in crisis.

For more information on Better Angels, please reach out:

Adam Miller, Chief Executive Officer
adam@betterangels.la

Relevant Development Experience

Better Angels' Housing pillar is tailor-made for the Culver City project. Our proven track record in spearheading large-scale affordable housing developments that reduce time-to-housing by relying on private financing aligns seamlessly with CCF's objectives. Here's how we ensure excellence:



Accelerating Development Timelines

We foster strong regulatory partnerships, streamlining using California state laws and entitlement streamlining to speed up the approvals and reduce any delays. We have analyzed the site, the zoning, planning, and adopting the most recent updates on the programming.



Innovative Financing Solutions

Our private funding expertise delivers flexibility and speed, enabling us to overcome barriers traditional models face.



Cost Efficiency Without Compromise

We leverage advanced materials, modular construction, and meticulous oversight to cut costs while maintaining quality.



Delivering Value

We add value to our communities and satisfy our investors' financial needs by prioritizing measurable social impact alongside financial returns.



Community Impact

We deliver more than housing—we build inclusive, resilient neighborhoods by fostering local engagement and sustainable design.



ISAAC G. BRYAN
Assemblymember, District 55

As active champions for pro-housing policies that dismantle systemic obstacles to affordable housing production, we have built a robust network of public-private partnerships. As the **State Assembly Member of the 55th District, who represents Culver City, Isaac G. Bryan** attests, we are committed to delivering innovative, high-impact solutions across LA County (*please see attachment*).

Like CCF, our ambitious goal is to build 1,500+ units in 25+ mixed-income communities. We are eager to make the Culver City project a true success story.



Project Development Team

Our highly experienced team blends expertise in housing policy, urban planning, fund management, and nonprofit management. Our management team brings decades of leadership, creativity, and proven success:

Adam Miller, Chief Executive Officer

A globally recognized social entrepreneur, he has consistently delivered transformative solutions across industries, from scaling Cornerstone OnDemand to revolutionizing veteran services with Team Rubicon. With the \$5.2 Billion sale of Cornerstone OnDemand, he has turned his passion for social entrepreneurship to fuel and execute Better Angels' bold vision for systemic change.

André Bueno, Chief Investment Officer & Director of Housing

With over 20 years in real estate investment and development, André's expertise started in his upbringing in the 90s, when his family acquired and developed affordable housing in LA County, leading to the acquisition and development of thousands of apartments through his various capacities across his career. His leadership ensures the successful execution of Better Angels' ambitious housing goals.

Our Partners are:

California Landmark Group (CLG): The firm was founded in 1988 to change how a region lives, works, and plays. Since then, they have partnered with dozens of landowners and non-profits in LA County.

CLG's real estate portfolio includes over 2,700+ apartments and 280+ workforce housing shared-living options with an additional 700+ units in varying stages of development.

CLG is in the process of building 137 apartments in Culver City on a 20,000-square-foot lot. They have built several apartment buildings near the site. They own affordable and workforce housing assets and have experience working with Federal Agencies. In Culver City, they built a project on 1.25 acres where rents are blended with a portion of the units available with workforce housing rental options for those at 62% to 70% of AMI. They have built various projects with over 80 units around Los Angeles County, and they have experience with affordable housing.

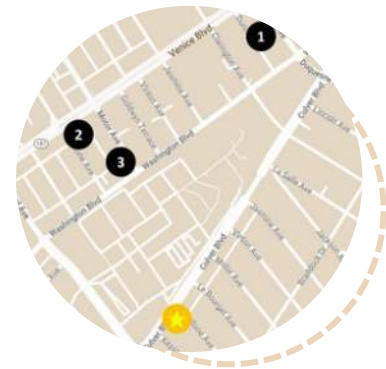
California Landmark Group's group presence in Culver City can be seen:



The Cooperative and Reaume Richardson: These veteran-led companies, established over two decades ago in Los Angeles County, have built a strong foundation in innovative housing production. Specializing in adaptive reuse and complex developments, they excel in delivering large-scale projects using diverse construction methods, from steel modular systems to traditional building techniques.



Our extended network of designers, contractors, collaborators, and strategic partners strengthens our ability to deliver exceptional results. We bring rigorous standards to every development phase, from risk management to sustainability reporting.



Among others, our advisory team includes:

Sara Hernandez

With extensive experience in housing policy, community revitalization, and strategic economic development, Sara ensures that our fund's land use and housing projects align closely with local needs. As a Trustee for the Los Angeles Community College District, she understands the needs of students and young professionals in the community.

Arthel McDaniel III

As the Century City Office Managing Partner at Polsinelli, Arthel brings extensive expertise in CDFI and structured finance, regularly advising multi-billion-dollar asset managers, commercial lenders, and prominent public pension funds.

Dan Tenenbaum

As Founder of Pacific Crest Real Estate, Dan brings over 30 years of expertise managing \$200M in assets across 1,300+ units. As Vice-Chair of the Board of Commissioners that oversaw the local Housing Authority (HACLA), his acquisition and development programs led to thousands of units being acquired while overseeing the 66,000 apartments covered by the Section 8 program. Dan is a leader in statewide housing policy and a Chair of the California Apartments Association Los Angeles Advisory Council.

Ken Kahan & Ari Kahan

Ken, the founder of the California Landmark Group (CLG), has delivered over 3,000,000 square feet in Southern California since 1988, and Ari has co-led CLG's Acquisitions and Development groups since 2017. They bring deep knowledge of zoning, entitlements, and city planning processes to streamline project approvals and ensure compliance.

Lew Horne

A Divisional President at CBRE who oversees capital markets, asset services, and project management, Lew provides critical data and access to staff to inform and support the fund's strategic decisions.

Bryson Reaume

With more than 20 years of experience in commercial construction, including leading a prominent general contracting firm, Bryson provides invaluable insights into practical and efficient construction practices, balancing sustainability goals with cost efficiencies.



**REAUME
RICHARDSON**

THE COOPERATIVE LA

Summary

Better Angels is not just a nonprofit—it is a movement driven by innovation, collaboration, and a relentless pursuit of impact. We align perfectly with CCF's mission, offering bold solutions to Culver City's affordable housing challenges. By selecting Better Angels as a partner, CCF gains a partner committed to delivering measurable outcomes, redefining possibilities, and transforming LA's communities.

Together, we can achieve what neither of us could accomplish: a future where every Angeleno has a place to call home.

To schedule a meeting with our Affordable Housing Fund or to learn more about our vision, please get in touch with our Director of Housing at:

Andre@BetterAngels.LA





RADICALLY AFFORDABLE HOUSING

The Model/Z one-bedroom unit (v 2.1) has been rigorously designed and tested to provide the highest-quality, lowest-cost solution to California's affordable housing crisis. Developed by Model/Z engineers in conjunction with SoLa Impact's development and construction teams through three years of R&D, the 419 sq ft volumetric modular unit blends modern design and green-building practices with a focus on efficiency and habitability. Designed to meet Los Angeles' most rigorous building standards, HUD's Section 8 requirements, and the Federal ADA standards (Chapter 11B), Model/Z 2.1 leaves no margin for error. With over 383 specific quality checks and a structural steel-frame designed to exceed California's seismic standards, the units can be easily stacked up to five stories are guaranteed to reduce construction timelines by several months.

These units are superior to traditional stick-built wood construction by every metric – longevity, consistency, quality, maintainability, and speed of delivery.

Featuring all-electric ENERGY STAR certified appliances, Model/Z aims to work with leading developers to deploy low embodied carbon modules that are operationally efficient into the affordable housing market.

"The US housing shortage—particularly of affordable housing—could be eased by modular construction...modular techniques can accelerate project timelines by 20%-50% and reduce costs by up to 20%."

- McKinsey & Company

UNIT SPECIFICATIONS		
Square Footage	Unit Dimensions	Ceiling Height
419 sq ft	13' 6" W x 35' 6" D x 9' 7" H	8'
Structure	Hybrid HSS chassis with precision light gauge steel framing	
Flooring	5mm SPC with natural wood texture and 6mm acoustic mat	
Lighting	CA Tile 24 JA8-2022 high efficiency LED	
Doors	3' x 7' 18GA steel 3HR fire rated entry door 3' x 7' hollow-core hardboard	
Kitchen	Solid wood framed cabinets with soft closing hinges Stain resistant concrete quartz countertop Stainless steel range hood with wall mounted 3-speed fan Stainless steel sink and 1.8GPM chrome pull-down faucet ENERGY STAR refrigerator, oven, range, and dishwasher	
Living Room	4 Receptacles and CAT6 ethernet port 1' x 4" fixed window	
Bathroom	30" wide concrete quartz sink vanity 29" x 35" surface-mounted mirror Vitreous China sink with polished chrome faucet Fiber Care shower tub with backing for ADA grab bar Polished chrome shower head and single-hand lever 17" vitreous China elongated ADA toilet Polished chrome towel hooks and toilet paper holder	
Bedroom	63 cubic foot wardrobe with adjustable shelving 5.5' x 3.5' casement window	
Heating/Cooling	12k BTU PTAC and heat pump with STC of 29	
Thermal Efficiency	Walls: R-21; Roof: R-30; Floor: R-30; Interior R-13	
Safety	Direct wire-in smoke and carbon monoxide alarm 4.9 K-factor concealed pendant fire sprinklers	
Technology	Pre-wired for high speed internet; fitted with smart-home technology	



CLICK TO WATCH

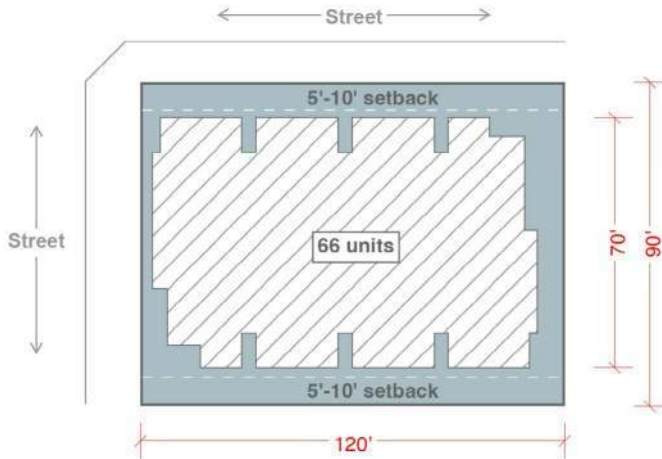
110th & Vermont | 84 Units - SoLa's first building using a "Model/Z" design. After only 8 days of placing modules. Project Vermont stands 5 stories tall and is an early example of Model/Z's potential.



IDEAL MODEL/Z SITE

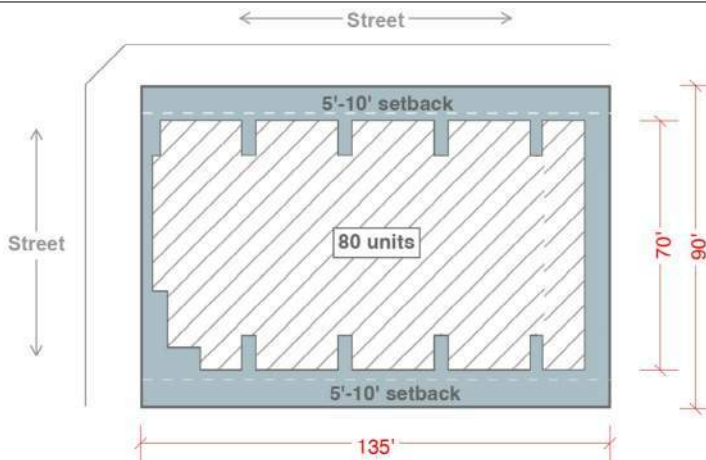
IDEAL SITES		
Rectangular-shaped Lot	Site Dimensions	Truck & Crane Access
Open to the street on at least one side	<p>For efficient double-loaded corridor building:</p> <p>Min. Width: 80-90 ft</p> <p>Min. Length: varies depending on the density desired</p> <p>66 units: Approx. 120 ft</p> <p>80 units: Approx. 135 ft</p> <p>100 units: Approx. 160 ft</p>	<p>Underground powerlines</p> <p>Min. 35 ft wide street for craning & staging</p>

66-UNIT EXAMPLE



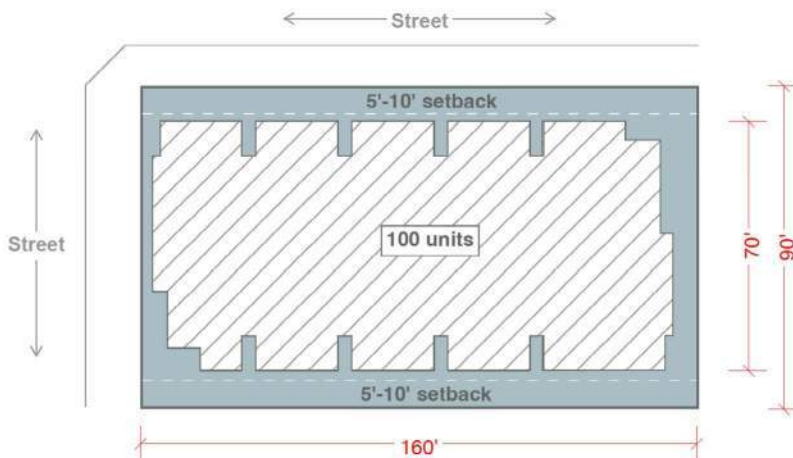
Lot Size: 90' x 120'
Area: 10,800 SF
266 DU/AC

80-UNIT EXAMPLE



Lot Size: 90' x 135'
Area: 12,150 SF
287 DU/AC

100-UNIT EXAMPLE



Lot Size: 90' x 160'
Area: 14,400 SF
303 DU/AC

FINISHED INTERIOR OF UNIT



The interior of the finished unit showcases the incredible attention to detail that goes into the design process of the SoLa Model/Z unit. Each unit is equipped with a spacious bedroom/bathroom as well as a full kitchen, stand-alone dining area, and a comfortable living room. All units come equipped with the appropriate appliances and fixtures for an **efficient, standardized, and scalable** onsite assembly.

THE MODEL/Z (ONE - BEDROOM UNIT)						SPECIFICATIONS
<p>1 Floor Chassis</p> <p>100% reinforced steel frame designed to standardize assembly.</p>					<p>The Model/Z 1-BR unit is a completely standardized, fully-volumetric affordable housing unit – with very limited configurations to eliminate retooling and design inefficiencies. Using Model/Z's proprietary design we are able to simplify and standardize the manufacturing process allowing for more efficient and high-volume production. The original unit was designed and developed by SoLa Impact's development & construction teams with over two years of R&D and thousands of modifications during the design process.</p>	
<p>2 Exploded View</p> <p>Fully-volumetric with four total configurations.</p>					<p>8 Full Model</p>	<p>UNIT SUMMARY</p> <p>Will produce one module every two hours at stabilization. Ceiling height is a standard 8' in order to minimize waste and maximize potential unit counts.</p>
<p>3 Wall Mounting HVAC</p> <p>Minimal system integration continuously supplies fresh air per Title 24 requirements.</p>	<p>4 Plumbing</p> <p>All utility runs converge into an exterior accessible duct for quick and easy integration with the city's utility system.</p>	<p>5 Electrical</p> <p>Pre-wired for high-speed internet (cable or Wi-Fi). Efficiently designed for ease of assembly.</p>	<p>6 Fire Sprinkler</p> <p>All Model/Z units equipped with the latest safety technology (fire sprinklers, fire alarms, CO2 and smoke detectors).</p>	<p>7 Case Work</p> <p>Installation of pre-approved case work and standard appliances (dishwasher, fridge, and cooking range).</p>	<p>Standardized dimensions lowers cost and eliminates the need for permits or lead cars required during transportation.</p> <p>All 419 sf equipped/designed to maximize federally subsidized rents.</p> <p>Dimensions are all pre-approved by state/local agencies' dedicated inspectors.</p> <p>Three patents pending for functionality, assembly, and design.</p>	

SOLA MODEL/Z CONTRIBUTES TO UN SUSTAINABILITY GOALS

<p>SUSTAINABLE DEVELOPMENT GOALS</p>	<p>RESPONSIBLE CONSUMPTION AND PRODUCTION</p> <p> 6,395</p> <p>Metric Tons of Materials Waste Saved per Annum (Compared to Traditional Construction)*</p>	<p>CLIMATE ACTION</p> <p> 16,800</p> <p>Metric Tons of GHG Emissions Saved per Annum (Compared to Traditional Construction)*</p> <p><small>*Based on 3,500 Units/Year.</small></p>	<p>INDUSTRY, INNOVATION, AND INFRASTRUCTURE</p> <p> 40% 25%</p> <p>Faster to Manufacture</p> <p>Cheaper than Standard Modular Unit Manufacturing</p>
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FOR MORE INFORMATION: INFO@MODEL-Z.COM



Develop With Skill + Design With Skill

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www.developwithskill.com

INNOVATING HOUSING

Samantha Hill is the founder and managing principal of **Develop With Skill** and **Design With Skill**, full service development and architecture firms specializing in small to medium scale multifamily and mixed-use projects. She has modeled a unique practice where her companies both design and develop real estate projects, helping to control risk and liability, while creating more cohesive and desirable buildings. Her work strives to revive the concept of 'master-builder' to create better livable environments.

Before devoting her work full time to Design With Skill, Samantha worked at internationally acclaimed architecture firms, including **Gehry Partners**, **Gensler**, and **Arquitectonica**. She put her problem solving skills to the test on a variety of project types at various scales, including television studio master planning, high-rise multi-family residential, luxury hospitality, state-of-the-art museums, cultural centers, and single-family residential renovations. The majority of her experience lies in California. However, she has designed and built projects in Hawaii, New York, Pennsylvania, and Abu Dhabi.

Samantha graduated from **Carnegie Mellon University's School of Architecture** in Pittsburgh, and attended the **Architectural Association's** Visiting Student Program in London. She is a licensed Architect in the States of California, Colorado, and Hawaii. She is the chair of **South Pasadena's Design Review Board** and volunteers as an advisor for the Department of Planning's **Professional Volunteer Program (PVP)** in the City of Los Angeles. She is a member of the Urban Land Institute (ULI), as well a past member of the American Institute of Architects (AIA), and Crew-LA. She is also certified as a Certified Access Specialist (CASP). Her Company is certified as a Women Business Enterprise (WBE), Woman Owned Small Business (WOSB), and a Local Business Enterprise (LBE) in the City of Los Angeles.



Samantha Hill
CEO + Managing Principal

EDUCATION | AFFILIATIONS

Bachelors of Architecture, **Carnegie Mellon University**
Visiting Students Program, **London Architectural Association**
Women's Entrepreneurship Program, **Cornell University**
Licensed Architect **California** (#C-35348; Exp. 2/28/2027)
Hawaii (#AR-16980; Exp. 4/30/2026)
Colorado (#ARC.00405656; Exp. 10/31/2026)
CASp Certified (#932; Exp. 3/25/2026)
WBE, WOSB, LBE Certified (#WBE2001773; Exp. 7/31/2026)
Housing Policy Leadership Academy Certificate, **SCAG**
Real Estate Certificate, **Urban Land Institute**

CURRENT PROJECT EXPERIENCE

	SIZE
El Paseo South Gate Mixed-Use, South Gate, CA	270 Units
Monterey Multi-Family Condominiums, South Pasadena, CA	51 Units
Fremont Mixed-Use, South Pasadena, CA	56 Units
Gordon Street Multi-family FBH Complex, Hollywood, CA	15 Units
221 Union Apartment Complex Planning, Los Angeles, CA	70 Units
Grevelia Apartment Complex Planning, South Pasadena, CA	24 Units
867 W. 10th Co-Living Adaptive Reuse, San Pedro, CA	45 Rooms
3914 Mountain View Subdivision, Pasadena, CA	6 Units
Pasadena Second Unit ADU Pilot Program, Pasadena, CA	5 ADUs
West Hollywood ADU Pilot Program, West Hollywood, CA	2 ADUs
Kitchen United HQ Commercial Office TI, Pasadena, CA	10,000 SF

PREVIOUS PROJECT EXPERIENCE

	SIZE
8th, Grand, and Hope Residential Tower, Los Angeles, CA	576 Units
Landmark II Residential Tower, Los Angeles, CA	376 Units
LA County DMH Offices, Los Angeles, CA	500,000 SF
Lumina Towers Condominiums, San Francisco, CA	656 Units
Vida Luxury Residential Condos, Honolulu, HI	275 Units
1840 Highland Residential Units, Hollywood, CA	118 Units
Guggenheim Museum Abu Dhabi, Abu Dhabi, UAE	1,000,000 SF
Ocean Avenue Boutique Hotel, Santa Monica, CA	114 Keys
Glass Lofts, Pittsburgh, PA	18 Units

CLIENT REFERENCES

Andrew Parker Trammell Crow Company 323.522.7092 aparker@trammellcrow.com	Jeff Chang Mitsui Fudosan America 213.223.2377 jchang@mfamerica.com
Sandy Reek Tishman Speyer 415.536.1850 sreek@tishmanspeyer.com	Jason Mak Fairview Ventures 626.533.1942 jasonmak@gmail.com



MARTIN ARNAUDO
Architect

*MARTIN ARNAUDO, ARCHITECTURAL DESIGNER
WITH INTERNATIONAL EXPERIENCE*

Martin Arnaudo is an architectural designer with over 15 years of professional experience in diverse cultural and regulatory contexts. Over the course of his career, he has contributed to the design and coordination of more than 50 built projects located in the United States, Brazil, Bermuda, Argentina, and the United Kingdom. These projects range from small-scale residential buildings to larger commercial and mixed-use developments, often involving collaboration with multidisciplinary teams of engineers, consultants, and developers. His work is centered on architectural design, BIM modeling, and interdisciplinary coordination. He brings a practical and methodical approach to each phase of the architectural process, from initial concept development to construction supervision. His experience across international markets has shaped a working style that prioritizes efficiency, technical precision, and responsiveness to the specific conditions of each site and project brief. Martin is a licensed architect in Argentina (MP 10336) and earned his degree in Architecture from the Universidad Nacional de Córdoba. He has also completed advanced training in Revit and BIM workflows, which has allowed him to work more effectively across teams and streamline project delivery. He currently leads the architectural work at Design With Skill, a multidisciplinary studio that provides design and technical support for residential and mixed-use projects. His role involves not only developing design solutions but also helping ensure that projects move forward smoothly through all technical and coordination stages.

EDUCATION | AFFILIATIONS

Architecture, **Universidad Nacional de Córdoba**, Argentina
Advanced Revit Training, **Kandinsky Institute**
Licensed Architect in Córdoba, Argentina (MP 10336)

PREVIOUS PROJECT EXPERIENCE *SIZE*

815 Fremont, Los Angeles, California	130,000 SF
181 Monterey, Los Angeles, California	146,660 SF
Belavista Residential Complex, Argentina	12,917 SF
La Cuesta Residential Complex, Argentina	9,688 SF
La Rivera Residential Complex, Argentina	4,844 SF
San Isidro House, Argentina	5,382 SF
San Francisco Residential Complex, Argentina	21,230 SF
Baum House, Bermuda	5,822 SF



Analía Álvarez

**ANALÍA ÁLVAREZ, ARCHITECT
WITH INTERNATIONAL EXPERIENCE**

Analía Álvarez Torres is an architect with over seven years of professional experience involved in project design and construction documentation for single-family and multi-family residential, as well as commercial developments across Uruguay, the United States, and Germany. Throughout her career, she has led schematic design, interior layout development, and detailed construction plan production, collaborating closely with engineers, consultants, and contractors to translate design intent into buildable solutions. Adept at BIM coordination, she implements integrated workflows using Revit and Archicad, produces parametric studies in SketchUp and Lumion, and maintains centralized project dashboards to monitor RFIs, submittals, budget tracking, and schedule adherence. Her meticulous approach to digital modeling and interdisciplinary coordination was recognized when her end-of-degree thesis earned second prize at ORT Uruguay's Faculty of Architecture and the SZTRYK Real Estate Lab. A graduate of ORT University's Bachelor of Architecture program (2013–2019) and holder of a Master in BIM and Integrated Design from World Teams (2020–2021), she is fluent in Spanish and English and proficient in AutoCAD, Photoshop, and Illustrator. She currently serves as an architect at Design With Skill, where she leads design development, consultant coordination, and on-site support for residential and mixed-use projects, driving efficiency and excellence at every phase.

EDUCATION

- **Master in BIM** and Integrated Design, World Teams | 2020 – 2021
- **International Semester** Architecture Degree, Anhalt University of Applied Sciences, Germany | 2016 – 2017
- **Bachelor of Architecture**, ORT University, Uruguay | 2013 – 2019

PREVIOUS PROJECT EXPERIENCE

- Design With Skill, L.A., USA (Architect, 2024 – Present)
- Better-Pros, Uruguay (Architect, 2021 – 2023)
- Paralelo, Uruguay (Architect, 2020 – Present)
 - Local Parti, New York, USA
 - Studio PCH, Los Angeles, USA
 - Green Canopy NODE, Seattle, USA
 - Relativity Architects, Los Angeles, USA
- Vamo, Uruguay (Designer Assistant, 2019 – 2020)
- AT Architects, Uruguay (Project & Construction Management Assistant, 2017 – 2020)
- INTI, Uruguay (Project Designer, 2017 – 2019)



Cindy Castillejo

**CINDY CASTILLEJO, EXECUTIVE ASSISTANT
WITH INTERNATIONAL EXPERIENCE**

EDUCATION

Cindy Castillejo is an executive assistant with over six years of professional experience across architecture, e-commerce, and cooperative sectors. Over the course of her career, she has coordinated more than 30 high-priority projects and operational initiatives in different contexts. These engagements range from supporting C-suite executives at multidisciplinary design studios to managing social-media sales campaigns and administrative operations for cooperative supply chains. Her work is centered on strategic project coordination, process optimization, and cross-functional communication, leveraging tools such as Asana, Salesforce CRM, and Google Workspace to streamline workflows and boost team efficiency by up to 20 percent. She excels at drafting and refining presentations, reports, and proposals that align with organizational objectives. She currently serves as the CEO Assistant at Design With Skill, where she leads coordination for residential and mixed-use architecture projects, facilitates executive decision-making, and ensures seamless execution across multidisciplinary teams.

In her role at Design With Skill, Cindy orchestrates the end-to-end project lifecycle for residential and mixed-use developments, ensuring every milestone—from initial kickoff and permitting to construction close-out—runs smoothly. She builds and maintains detailed project schedules. Cindy collates RFIs, submittals, and meeting minutes into a centralized project dashboard, prepares concise status reports and visual presentations for executive review. She also supports proposal development and RFP responses—helping secure new work—and continuously refines internal processes, resulting in faster turnaround times and improved client satisfaction.

BA In psychology, **Buenos Aires**, Argentina. at Universidad Argentina de la Empresa.

PREVIOUS EXPERIENCE

Design With Skill, Remote (CEO Assistant, Mar 2023–Present)
DIEUX, Remote (Executive Assistant, Feb 2022–Mar 2023)

Donny Harris, S.E, LEED AP

Principal

Donny Harris is a Principal at Labib Funk + Associates. He began his structural and civil engineering career in 1998 and enjoys sharing his understanding of construction materials and building practices to get to the most effective structural solutions as a team. Donny's passionate about improving our community and living spaces using modern innovations with traditional ideas of the past.



Education

California State University, Los Angeles - M.S. Civil/Structural Engineering
 University of California, Santa Barbara - B.S. Mechanical Engineering

Registration

Structural Engineer - California
 Professional Engineer – California
 US Green Building Council-LEED Accredited Professional
 Office of Emergency Services (OES), Safety Assessment Program Evaluator (SAP)

Professional Affiliations

Structural Engineers Association of Southern California
 American Institute for Steel Construction
 Structural Specialist for the Los Angeles County Fire Department Urban Search and Rescue Regional and International Task Force

Selected Project Experience

Healthcare

- Saint Mary Original Hospital Buildings SPC-2 Retrofit Project, Apple Valley, CA
- Hollywood Presbyterian Medical Center Cath Lab Suite Remodel, Los Angeles, CA
- Saint Mary Original Hospital Chemistry Lab Renovation, Apple Valley, CA
- Saint Mary Medical Center Chiller Replacement Project, Apple Valley, CA
- Hollywood Presbyterian Medical Center Biplane/Angiographic Operating Room Remodel, Los Angeles, CA
- Tyson Health Patient Clinic Remodel, Pasadena, CA
- OSHPD Structural Plan Review of Kaiser Template Hospital, Fontana, Anaheim, & San Leandro, CA
- Crown City Medical Group Office Building, Pasadena, CA
- West LA VA Homes and Kitchen Skilled Nursing Facility, West Los Angeles, CA
- Mission Hospital Acute Care Tower, Mission Viejo, CA
- Saint Mary Original Hospital Administration Area / Patient Room Renovation, Apple Valley, CA
- OSHPD Structural Plan Review of Kaiser Redwood City Hospital central plant, Redwood City, CA

- Queen of the Valley Hospital Pharmacy and Emergency Room Remodel, Napa, CA
- Vista Hospital Tenant Improvement, Baldwin Hills, CA
- Cottage Hospital Temporary Shoring, Santa Barbara, CA
- Saint Mary Regional Medical Center Cath and Rad Labs Remodel, Apple Valley, CA
- Glendale Hospital HVAC and Boiler Upgrade, Glendale, CA
- Hollywood Presbyterian Hospital Birthing Rooms Remodel, Hollywood, CA
- San Gabriel Hospital Remodel, San Gabriel, CA
- Little Company of Mary Well Baby Remodel, Torrance, CA
- Little Company of Mary NICU Remodel, Torrance, CA
- Veterans Home of California, Los Angeles, CA
- Kaiser South Bay Medical Center, Replacement Hospital Plan Review, Harbor City, CA

Port/Airport

- Port of Long Beach Maintenance Building, Long Beach, CA
- Port of Long Beach Administration Building, Long Beach, CA
- Port of Long Beach Interim Headquarters Tenant Improvements, Long Beach, CA
- American Eagle Terminal Expansion and Renovation, Los Angeles, CA
- Landmark Aviation Hangars and Terminal Buildings Complex, San Diego, CA
- Landmark Aviation Terminal Building and Fuel Farm, Seattle, WA
- Landmark Aviation Hangar and Terminal Building, Cleveland, OH
- Landmark Aviation Hangar and Terminal Building, Grand Rapids, MI
- Landmark Aviation FBO Terminal Renovation and Expansion, Scottsdale, AZ

Single-Family Residential

- Mandeville Canyon Private Gymnasium, Brentwood, CA
- Turner Residence, Pacific Palisades, CA
- Calle Vista Residence Site Retaining Walls, Beverly Hills, CA
- Lorena Terrace, Boyle Heights, CA
- Jackson Residence, Bel Air, CA
- Slater Residence, Newport Beach, CA
- Chang Residence – 643 Muskingum Ave, SD
- St. Joachim Convent Residence Remodel, Costa Mesa, CA
- Chalon Road Residence Site Retaining Walls, Bel Air, CA
- University of Southern California Wrigley Institute Campus, Boone Center Student Dormitories, Catalina Island, CA
- Church of the Resurrection Renovation and Addition, Costa Mesa, CA
- UCLA Weyburn Terrace, Grad Housing, Los Angeles, CA
- Javier Hall Residence, Marina del Rey, CA
- West LA VA Homes and Kitchen Skilled Nursing Facility, West Los Angeles, CA
- 750 Lofts Hatch, Palm Springs, CA

Education

- Cathedral High School Classroom Buildings and Gymnasium, Los Angeles, CA
- St Joachim High School Classroom Buildings and Gymnasium, Costa Mesa, CA
- LAUSD HVAC Upgrade Projects, Twelve Campuses in Los Angeles Region
- University of Southern California Wrigley Institute Campus, Boone Center Student Dormitories, Catalina Island, CA
- USC Jefferson Building Remodel, Los Angeles, CA
- Alcott Elementary School Canopy Project, Pomona, CA
- LAUSD Roosevelt HS HVAC Upgrade Project, Los Angeles, CA
- Pomona Unified School Renovation Projects, Pomona, CA
- Pomona USD District-wide Signage, Pomona, CA
- Pomona High School Modernization, Pomona, CA
- LAUSD Kittridge Elementary HVAC Site Analysis, Van Nuys, CA
- LAUSD Kittridge Elementary HVAC Replacement, Van Nuys, CA
- Church of Scientology International SMP Campus, Sunset Blvd, Hollywood, CA

Parking Structures

- Kaiser Irwindale MOB and Parking Structure, Irwindale, CA
- Westfield University Center Town Center Parking Structures, La Jolla, CA
- Mandeville Canyon Private Gymnasium Parking Structure, Brentwood, CA
- Television Center 6 Level Parking Garage, Hollywood, CA
- Condor Drive Parking Garage, Moorpark, CA

Retail/Commercial/Entertainment/Office Building

- Laurel Canyon Commercial Office Building and Retail Space, Studio City, CA
- Television Center New Office Building, Hollywood, CA
- Barry Avenue Lofts Commercial Office Building Expansion, Los Angeles, CA
- Apple Store Tenant improvement and Seismic Retrofit, Santa Monica, CA
- Marriot Hotel Renovation, Chicago, IL
- Oxnard Street Industrial Building, Van Nuys, CA
- Bhindi International Crossroads Retail Buildings, Artesia, CA
- Indy Mac Bank Data Center Expansion, La Mirada, CA
- Indy Mac Bank Tenant Improvements for over twenty locations in Southern California
- Vanilla Shell Retail Space, Thousand Oaks, CA
- 99 Cents Store Tenant Improvements, eleven campuses throughout California
- La Serena Villas Hotel, Palm Springs, CA
- Beats by Dre – 8550 Higuera St., Culver City, CA

Shoring Design

- Cottage Hospital Temporary Shoring, Santa Barbara, CA
- Rose Bowl Stadium Temporary and Permanent (Press Box) Shoring, Pasadena, CA
- Mission Hospital Temporary Shoring, Hollywood, CA

- Lorena Avenue Low Income Apartments Permanent Shoring, Los Angeles, CA
- Jackson Residence Permanent Shoring Retaining Wall, Malibu, CA
- Port of Long Beach New Maintenance Facility, Long Beach, CA
- American Airlines New Terminal Building at LAX, Los Angeles, CA
- Landmark Aviation Hangers and Terminal Buildings, San Diego, CA
- OSHPD Plan Check Review of Temporary Earth Shoring for multiple Kaiser Hospital Campuses
- Telegraph Road Industrial Tilt-up Buildings, Santa Fe Springs, CA
- Television Center New 5 Story Parking Garage, Hollywood, CA
- Calle Vista Residence Site Retaining Walls, Beverly Hills, CA
- Chalon Road Residence Site Retaining Walls, Bel Air, CA
- LAUSD HVAC Upgrade Projects, Twelve Campuses in Los Angeles Region
- Kenworthy Residence Retaining Walls, Los Angeles, CA
- 8344 – 8348 Beverly Blvd, Trench Shoring, Los Angeles, CA
- 845 and 851 Wellesley Trench Shoring, Los Angeles, CA
- 1485 Stone Canyon Trench Shoring, Los Angeles, CA
- 1341 San Remo, Pacific Palisades Trench Shoring, Pacific Palisades, CA

Additional Projects

- Telegraph Road Industrial Tilt-up Buildings, Santa Fe Springs, CA
- Television Center New 5 Story Parking Garage, Hollywood, CA
- Crown City Veterinarian Clinic, Pasadena, CA
- Get a Grip Foundation Cresta Verde Golf Course Learning Center, Corona, CA
- Cresta Verde Golf Course Club House, Corona, CA
- Confidential Greenhouse Renovation, Oxnard, CA
- KTLA Tower Relocation, Los Angeles, CA
- IBM Data Center, Costa Mesa, CA
- Marriott Chicago O'Hare, Chicago, CA
- Multiple Zumiez Tenant Improvements, Los Angeles, CA
- LensCrafters Tenant Improvement, Brea, CA
- Sunglass Hut Tenant Improvement, Petaluma, CA
- Sun Energy Partners Solar Panel Design, Rolling Hills, CA



Des Mahony, P.E., LEED AP
COO / Vice President

dmahony@breendesign.com | www.breendesign.com
310-464-8404



Education

BEng., (Honors), Energy Engineering
South Bank University, London, 1996

BSc., Building Services Engineering,
Electrical
South Bank University, London, 1994

Professional Registration

Electrical Engineer, State of California
#E20642

Electrical Engineer, State of Nevada
#029409

Professional Affiliations

Member ASHRAE

Experience

BREEN Design Group, Torrance, CA
Vice President, 2017 to Present
Director of Building Systems,
2010 to Present
Director of Electrical Engineering,
2008 - 2010

Mahony Consulting Ltd., Wellington,
New Zealand - Owner/ Director,
2006 - 2008

Hyper Consulting Middle East, Dubai
Senior Project Engineer, 2004 - 2006

Beca, Wellington, New Zealand
Senior Design Engineer, 2001 - 2004

Des joined BREEN Design Group in 2008 and has over 30 years of experience in consulting engineering for a variety of complex project types including residential, healthcare, commercial office, retail, hospitality, restaurant, industrial, federal government facilities, education and high-rise structures. Most recent experience includes numerous residential projects in and around southern California, especially LEED and Green Point Rated apartments for low income, affordable and market rate living. Other residential projects include student accommodation, high-end condominiums, accessory dwelling units and single family homes. Des was recently promoted to COO at BREEN and is the licensed electrical engineer for all of the projects that pass through our doors. He has a hands-on approach, leading projects from the kick-off meeting, through to final handover. He mentors, trains and encourages staff at all levels and is responsible for the timely execution of projects in the office.

Project Experience

Project Homekey, Quality Inn Thousand Oaks: Motel Conversion to Supportive Housing, Thousand Oaks, CA

Rosa de Castilla Apartments: New Multi Family Development (LEED)

Summit View Apartments: New Build Affordable Development, Sylmar, CA (LEED)

Mission George: New Mixed Use Development, San Diego, CA (LEED)

Valley View Village: Net Zero Single Family Homes, Selma, CA (LEED)

The Point on Vermont: Affordable New Build, Los Angeles, CA (LEED)

The Point on La Brea: Affordable New Build, Los Angeles, CA

6401 Avalon Blvd: New Affordable Development, Los Angeles, CA

569 W 6th St., San Pedro: New Affordable Development, San Pedro, CA

Serenity Apartments: Affordable New Build, Los Angeles, CA

110 W. Imperial: New Build 120 Unit Affordable Housing, Los Angeles, CA

11422 Broadway: New Build 166 Unit Affordable Housing, Los Angeles, CA

Firmin Court: New Affordable Apartment Development, Los Angeles, CA

WCSD Dexter Middle School: Classroom Building Modernization, Whittier, CA

Jordan Downs (Phase S3): Affordable New Build, Los Angeles, CA (LEED)

Jordan Downs (Phase S2): Affordable New Build, Los Angeles, CA (LEED)

Pasadena Hope Center: Mixed Use Low Income Housing, Pasadena, CA (LEED)

Vista Dorada: Motel Conversion Albion Elementary School: Elevator & Walkway Design, Corona, CA

WISEPlace: Permanent Supportive Housing: New build and Historic rehabilitation, Santa Ana, CA

Studio-6 – Motel Conversion to Affordable Housing, Anaheim, CA



Joper Tupas, P.E.
Plumbing Engineer / Project Manager
jtupas@breendesign.com | www.breendesign.com
310-464-8404



Education

Mastering the Art of Design Firm Management, Kyle Davy Consulting, San Francisco, CA

Mastering the Art of Design Firm Project Management, Kyle Davy Consulting, San Francisco, CA

Certificate in Sequential Program in Plumbing Systems Design, University of California, Los Angeles (UCLA)

BS, Mechanical Engineering, Colegio San Agustin – College of Engineering, Bacolod City, Philippines

Professional Registration

Professional Engineer, M-35317, CA

Certified in Plumbing Design, CPD 60242, ASPE

NCEES # 51420

Professional Engineer, PE-16489, HI

Professional Engineer, PE-81010, FL

Professional Affiliations

International Code Council (ICC)

National Fire Protection Association (NFPA) – Associate Member

American Society of Plumbing

Engineers (ASPE) – Full Member

National Council of Examiners for Engineering and Surveying (NCEES)

Joper has twenty years of plumbing and fire protection (fire sprinkler) systems design, project management and plumbing construction experience on projects in California. A graduate in Mechanical Engineering, Mr. Tupas has experience with a variety of educational projects from K-12 to higher education experience including laboratory and science building projects. Projects that are under Department of State Architect's and State Fire Marshall's Authority Having Jurisdiction and Cal State University Standards.

Project Experience

1500 Figueroa: New 185 Unit Apartment Building, Los Angeles, CA

Avant South Park (1340 Figueroa & 1355 Flower): New 247 Unit Apartment Building, Los Angeles, CA

Rosslyn Hotel: Renovation, Los Angeles, CA

Alexandria Hotel: Renovation, Los Angeles, CA

Project Homekey, Quality Inn Thousand Oaks: Motel Conversion to Supportive Housing, Thousand Oaks, CA

Lorena Plaza: New Affordable Development, Los Angeles, CA

Vista Dorada: Motel Conversion to Supportive Housing, Corona, CA

Villa Florence Retail Space: MEP Assessment, San Francisco, CA

Villa Florence Hotel: Property Condition Assessment survey and Report for New Owners, San Francisco, CA

Hilton Garden Inn: Property Condition Assessment survey and Report for New Owners, Fremont, CA

Experience with Prior Firms

Century Plaza Hotel & Residence: Renovation of a 10-story hotel and new two (2) 46-story residential towers, Los Angeles, CA

Academy Square Commercial & Residential: 4-story, Design-Build Mixed-Use Retail, and Office Complex, Los Angeles, CA



CHRIS RAD
DIRECTOR OF DRY UTILITIES



Mr. Rad joined the Murow Development Consultants team in 2014. His main responsibilities include: coordinating with owners, utility companies, and consultants to achieve project goals, creating proposals and change orders, reviewing contract documents to determine overall scope of work, reviewing engineering plans, requesting and reviewing will serve letters and facility maps, and permit expediting services. Mr. Rad is well versed in creating existing utility and proposed utility exhibits for dry utility companies and development teams, applicant design, and dry utility cost estimates. Mr. Rad also has onsite experience, where he oversees dry utility contractors and superintendents to confirm utility company plans are adhered to.

In 2017, Mr. Rad was elevated to Project Manager where he accepted the challenge of streamlining the dry utility process to better service his clients. In 2020, he became the Division Director. With over 9 years of experience, Mr. Rad has accepted the challenge of perfecting his craft and making Murow Development Consultants the industry leader for any Dry Utility related matter.

EDUCATION / AFFILIATIONS

Bachelor's Degree in Business Management | California State University Long Beach (2006)

Member of the Building Industry Association of Southern California, North State, and Bay Area

SELECTED EXPERIENCE

Hines - 12101 W. Olympic (West Edge):

Murow Development Consultants is providing dry utilities services and permits for the West Edge project in Los Angeles. The work includes removing existing utilities (electric, gas, telco, CATV), undergrounding utility lines along W. Olympic, and coordinating a new SCE steel pole. We're also managing temporary and permanent power setups with LADWP, Frontier, Spectrum, and SoCalGas, coordinating two LADWP customer stations, extending the SoCalGas mainline, and handling multimeter setups, all while ensuring proper U-Permit approvals.

Carmel Partners - 520 Mateo St:

Mr. Rad oversaw the dry utilities work for the 520 Mateo St. project by Carmel Partners in Los Angeles. The project includes 475 live/work apartments, 105k square feet of offices, 18k square feet of commercial space, and a 650-car garage. The work involves removing existing utilities, managing temporary and permanent power, gas, and telecom services, installing a new LADWP steel pole, undergrounding overhead lines, and relocating a high-pressure gas main, along with handling U-Permit approvals.

Lincoln Property Company - Lulu's Place

Murow Development Consultants performed dry utilities consulting for Lulu's Place, a \$150-million athletic and education complex near LAX. The project spans 31 acres and provides extensive recreational and educational facilities. The work includes installing new permanent power and communication services, refeeding power to Saint Bernard's High School and a LASAN Pump Station, undergrounding utility lines, and removing outdated infrastructure, including power poles and a Frontier vault. This ensures the complex is fully equipped to support its community programs.



DEVIN BACA
PROJECT MANAGER



Mr. Baca joined Murow Development Consultants in March of 2024 as an Assistant Project Manager. He arrived at the company with over 3 years of dry utility experience and a passion for the job field. During this time he assisted on projects within multiple electric companies service areas. Out of all the Southern California electric companies, Mr. Baca has most experience with Southern California Edison and Los Angeles Department of Water and Power. However, he has worked on projects within IID and SDGE territory as well. Mr. Baca is exceptionally familiar with Edison standards as he has been studying to become Applicant Design Certified through So Cal Edison. He has used this knowledge to review sites and provide insight early on in projects that has saved time on the planning phase for permanent electric service.

He was then promoted in August of 2024 to Project Manager. Along with this role Mr. Baca took on more complex projects. These projects consisted of multiple scopes and conditions that Mr. Baca has coordinated to ensure a timely and smooth process. The complexity of particular projects has forced Mr. Baca to expand his knowledge with certain aspects of dry's, that he now uses on new projects to foresee any potential obstacles.

EDUCATION / AFFILIATIONS

Member of the Building Industry Association of Southern California, North State, and Bay Area

SELECTED EXPERIENCE

KB Home - CV Tustin 42 - Tustin, CA:

Mr. Baca coordinated all electric needs with the site and led the discussion for all scope required with SCE. The scopes included a pole relocation, underground conversion of the nearby powerlines, new city owned streetlights and design to remove a structure that was existing on site.

Highland Park Developments - 133 Vesper - Van Nuys, CA:

Mr. Baca oversaw all electric coordination for this development of 133-unit affordable housing project. He coordinated with LADWP to provide space and clearance for the large, required utility yard. At the same time, he used his knowledge of DWP clearances to ensure any needed revisions of the building were minimal.

Inhance Design Build - 6942 Baird Ave, 10912 Huston St, 18337 Kittridge St, 1178 Edgemont St - Los Angeles, CA:

Mr. Baca oversaw the electric service for 4 new AH100 developments in DWP territory. He worked with the client to provide feedback early on with this project to ensure all submittals for power went through a smooth process.



MARWAN BAHU

ASSISTANT PROJECT MANAGER



Mr. Bahu joined the Murow Development Consultants team in 2022. He has taken it upon himself to study every aspect of the dry utility field; this includes reading through countless utility manuals and specs, coordinating with many different utilities, and relying on his team to help push his knowledge to new levels. Through his several years in consulting, Mr. Bahu has cultivated many deep relationships at various utility companies, developers, architects, and engineers of all sorts. He primarily works with the Los Angeles Department of Water and Power (LADWP) and has proven his abilities to expedite projects through his commitment to excellence, relationships with LADWP engineers, and ability to motivate consultant teams to continue pushing projects along.

Mr. Bahu has gained bountiful experience working on all types of projects (multi-family, industrial, tract, commercial, mixed-use, etc.) and all dry utility challenges (customer stations, EV Charging, Urban Forestry, LABOE/LAPW, underground conversions, service upgrades, small and large new services, temp power solutions, etc.) to build a repertoire of knowledge and relationships to handle any project. Mr. Bahu has accepted the challenge of perfecting his craft and making Murow Development Consultants the industry leader for any Dry Utility related matter.

EDUCATION / AFFILIATIONS

Bachelor's Degree in Business
Administration - Management |
Biola University

Member of the Building Industry
Association (BIA) for Southern
California, North State, and Bay
Area

SELECTED EXPERIENCE

Bridge Development Partners - 6950 Tujunga - Los Angeles, CA

Mr. Bahu worked with LADWP to create an onsite plan that went through many revisions due to changing LADWP codes. Mr. Bahu expertly navigated and adapted to the new regulations being enforced on the project and was able to expedite the many redesigns and back and forth with LADWP.

Uncommon Developers - 6728 Sepulveda - Van Nuys, CA

Mr. Bahu assisted with the creation of a customer station room through many iterations, coordinated the undergrounding of overhead lines between 4 different utilities, and coordinated temporary power for construction. This project had pressing deadlines, and Mr. Bahu expedited in the various scopes through his relationships with the utility representatives and their supervisors. Mr. Bahu communicated with multiple departments within LADWP to ensure that each part of the process was moving along accordingly.

Uncommon Developers - 17829 Halsted - Northridge, CA

Mr. Bahu was able to work with various consultants and the LADWP to create a utility yard that met all DWP regulations and clearances. Mr. Bahu worked with the Mayor AH100/ED1 taskforce in the expedition of the projects plans and waving of invoices.



YONAS
MISGINA, PE
CIVIL ENGINEER

RESUME OF YONAS MISGINA, PE

Experienced Civil Engineer and Construction Management Professional with over 17 years of diverse professional experience in design and construction project management of private land development projects including fire rebuild and urban infill projects.

CONTACT

PHONE:
818-399-9135

WEBSITE:
www.nazarethcivil.com

EMAIL:
info@nazarethcivil.com

EDUCATION

Northwestern University
2010 - 2011
Master's Degree, Project Management

Addis Ababa University
2004 - 2008
Bachelor's Degree, Civil Engineering

WORK EXPERIENCE

Nazareth Civil – Civil Engineer
2019–Current
Design and project management of various private and public civil improvements such as streets and highways, storm drains, water mains, sewer mains, grading design, hydrology studies and Low-Impact development studies in the State of California.

Pete Fowler Construction Services – Construction Manager
2019–2021
Construction manager on the Woolsey fire re-build and restoration projects that involved re-design and re-construction of streets, water mains, sewer mains, storm drains and lot grading for residential subdivisions, mobile home parks and standalone residences. Mr. Misgina planned the re-developments, performed procurement of Engineers and Contractors, developed the project scope of work, schedule, cost estimate and contract administration activities.

City of Santa Clarita – Assistant Engineer
2017–2019
Design of public works projects such as street improvement plans and traffic control plans. Design review of various civil engineering design plans and documents prepared by consulting engineers. Managed a bridge construction project (CALTRANS-funded) on the Newhall Ranch Road Bridge over San Francisquito Creek.

CH2M HILL (Formerly) – Civil Engineer
2014–2016
Design of water mains, sewer mains, catch basins and associated drainage structures. Managed the construction of water mains, laterals, sewers, storm drain inlets, storm drains and pavement restoration. Provided field engineering and continuous supervision, as well as review of contractor's monthly invoices and project closeout.

Sullivan International – Project Engineer
2011–2014
Design of wastewater treatment systems, levee, earthwork and Stormwater Pollution Prevention Plans. Managed the construction of environmental remediation and civil construction projects. Prepared cost estimates for varying stages of the projects using HCSS Heavy-Bid.

CERTIFICATION

LICENSED PROFESSIONAL ENGINEER IN THE STATE OF CALIFORNIA – C90746

30 HOUR OSHA GENERAL CONSTRUCTION SAFETY CERTIFICATION

40 HOUR OSHA HAZWOPER SAFETY CERTIFICATION



ANDREW J. THUL, PE – PRINCIPAL

Andy Thul is a Fire Protection Engineer/Life Safety Consultant with over 15 years of experience exclusively allocated to building code consulting, fire protection and life safety consulting. He has an in-depth understanding of application and interpretation of Building and Fire Codes, Performance Based Design and Fire Protection and Alarm System Design. Andy has been recognized for his expertise and included in multiple working groups by the NFPA, the California State Fire Marshal's Office and the City of Los Angeles.

LICENSURE

Licensed Fire Protection Engineer: CA (FPE #1782), AK, AZ, CO, WA, ID, TX, NY, NE, NC, KY

EDUCATION

Graduate Certificate in Fire Protection Engineering, Worcester Polytechnic Institute
Bachelor of Science in Mechanical Engineering, University of Colorado at Boulder

AFFILIATIONS

National Fire Protection Association (NFPA)
Society of Fire Protection Engineers (SFPE)
OSFM I-3 Occupancy Group Interpretive Manual Committee
BOMA Greater Los Angeles - Codes and Regulations Committee
City of Los Angeles Fire Code Advisory Committee

KEY EXPERIENCE

181 Monterey Road – Multifamily Residential

South Pasadena, CA

Pendry Residences at Silverrock

La Quinta, CA

1133 Hope Street Condominiums

Los Angeles, CA

4th at Broadway Condominium Tower

Los Angeles, CA

Dunstan Way Condominiums

Los Angeles, CA

Monticello Village

Santa Barbara, CA

Landmark II Tower – Mixed Use

Los Angeles, CA

Palladium Towers – Mixed Use

Hollywood, CA

Park Newport Condominiums – Repositioning

Newport Beach, CA

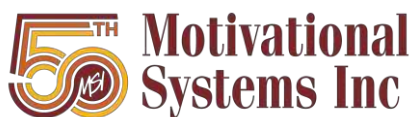
project team resumes.



Gary Christensen

VICE PRESIDENT, DIVISION MANAGER

Mr. Christensen joined MSI in 2005 as an Account Associate, handling the project management of several national accounts including KB Home and Epcon Communities. In 2015 he was promoted to Division Manager of the Architectural Signage Division which is responsible for managing commercial and architectural projects through the bid, design, production, and installation processes. His attention to detail ensures that projects will come in on-time, on-budget, and to the highest quality standards. During his tenure in this position, Mr. Christensen has gained a well-rounded knowledgebase while partnering with various departments and divisions within the company. Client satisfaction is the key to his success. Mr. Christensen currently sits on the Building Industry of San Diego's Board of Directors.



Gary Christensen

Vice President, Division Manager

2200 Cleveland Ave.

National City, CA 91950

619/470-5100

gchriste@motivational.com

www.motivational.com

executive team.



Robert Young

CEO/CHAIRMAN OF THE BOARD

Mr. Young established MSI in 1975. Mr. Young's commitment to providing the highest quality product and service has elevated the company to one of the most recognized firms of its kind in the Western United States. In addition to being active in the building industry, Mr. Young is very involved in his local community. He has recently been recognized as "Businessperson of the Year" by the Rotary Club of National City and is also the recipient of the YMCA of San Diego County's Golden Triangle of Distinguished Service. In 2004, he was honored by the United States Small Business Administration as "Small Businessperson of the Year".



Anthony Young

PRESIDENT/RMO

Mr. Young joined MSI in 1976 as a fabricator/product installer. He advanced to Woodshop Foreman, Production Manager, Division Manager, Southern Region President, Executive Vice President, and in 2014, President and Responsible Managing Officer. His experience in all aspects of product and management brings our clients a breadth and depth of experience unparalleled in the industry. Mr. Young has served two terms on the Board of Directors of the Chamber of Commerce and eight years on the Southbay YMCA board, where he was Board Chair for three years. Most recently, Mr. Young was the recipient of the 2005 YMCA Golden Triangle of Distinguished Service Award.



Andrew Cabrera

EXECUTIVE VICE PRESIDENT

Mr. Cabrera has over 30 years of experience with Motivational Systems, Inc. His career began in estimating where he quickly promoted to management for the Estimating and Planning department. From there, he served as an Account Executive for our Sacramento and San Diego divisions before he was promoted to Vice President, Division Manager of the San Diego Division, and was selected to his current role as Executive Vice President. Andrew is an active member of the BIA of San Diego and SMC and has served on multiple boards and councils within our industry associations. He has been the recipient of multiple awards including the BIA/BIG award of Sales Representative of the Year.



Jenna Young-Christensen

SENIOR VICE PRESIDENT

Ms. Christensen joined MSI in 2001 in the Interior Design department. She quickly advanced through the Payroll and Human Resources department, began managing the Tablet Division in 2013, and was selected for her current role as the Senior Vice President of Marketing and Training Manager in the spring of 2016. Additionally, Ms. Christensen sits on the Board of Directors as Secretary. Her experience in industry-specific operations brings a unique perspective to her marketing duties. As the Training Manager, Ms. Christensen coordinates and implements training for all MSI employees from installation to executive management. She currently sits on the Board of Advisors for the Toby Wells YMCA in San Diego, CA.



JOSEPH DANIELS - Owner | Consultant
D 7 CONSULTING INC.
4740 Von Karman, Suite 130. Newport Beach, CA 92660

BACKGROUND

Over ten (10) years experience in residential design and construction, working on custom homes, track housing, and remodel construction.

Over thirty (30) years experience in the Roofing/Waterproofing Consulting Industry performing duties such as: Design of ALL Roofing & Waterproofing Systems on a myriad of projects, Building Surveys, Acquisition Due Diligence Review, Specification Development, Detail and Drawing Review, Construction Document Review, Leak Investigation, Forensic Expert Witness, Analysis and Project Management.

Over twenty (25) years as a member of Roofing Consultant's Institute (RCI) aka IBEC (International Building Envelope Consultants).

EDUCATION

Saddleback College, Mission Viejo, CA. – 1 yr. Architectural Design

University of California Irvine, Irvine, CA. - 2 yr. Program Certificate of Architecture

Orange Coast College, Costa Mesa, CA. - 1 yr. in Business Management

University of Wisconsin, Whitewater, Whitewater, WI. - 2 yrs. General Studies

University of Wisconsin, Madison College of Engineering;

- Roofing System Design - 1995
- Concrete in Construction – 1997
- Building Methods & Materials – 1996
- Identifying Errors in Construction Documents – 1999

Roof Consultants Institute (RCI) (IBEC)

- Building Envelope Symposium - 1998
- Waterproofing and Moisture Control – 1998
- Fundamentals of Roof Consulting – 1999
- Advanced Roof Consulting – 2001
- Understanding & Learning to use FM Datasheet – 2007
- Roof Technology & Science II – 2007
- Stucco as Weather Protection System – 2007
- Building Envelope Symposium – 2008
- RCI Winter Workshop in Hawaii – 2010
- RCI Winter Workshop in Hawaii – 2011
- Dallas Workshop – March 2012
 - Topics included: Communications Strategies for Expert Witness; Field Monitoring of Wind Performance of Commercial Roofs; Water Testing Misconceptions; Fenestrations Product Certification vs. Forensic Investigation of Building Leaks
- Nashville Workshop—November 2015
 - Topics included: Repair of Curtain Wall Systems; Horizontal Above Grade Waterproofing; Replacing Failing Building Enclosures; Challenges of Preservation Engineering; Drones: A New Tool
- Commercial Roofing Vapor Retarder Challenges & Solutions—2017
- **Various Roofing and waterproofing manufacturer's training & educational seminars.**

JOSEPH DANIELS - Owner | Consultant (continued)

EXPERIENCE

1993 – Present D 7 CONSULTING INC.

Owner responsibilities including, but not limited to, managing day to day business operations, project management, new construction roofing & waterproofing design, design review and project management, specification development and primary consultant for Forensic investigation and expert witness cases.

1987 – 1992 Independent Roofing Consultants

Performed roofing and waterproofing evaluations, specification development for new & existing construction, project management. Manager of CADD department.

1982 – 1987 Johnson Construction

Designer/Contractor

KEY PROJECT MANAGEMENT LIST—EXTERIOR BUILDING ENVELOPE

LAX Midfield Satellite Concourse North - Los Angeles, CA

Roofing & Waterproofing Design, Construction Administration & Quality Assurance

580 Anton Multifamily - Costa Mesa, CA

Roofing & Waterproofing Design, Construction Administration & Quality Assurance

LA Live - Los Angeles, CA

Roofing & Waterproofing Design & Quality Assurance

MGM City Center - Las Vegas, NV

Roofing & Waterproofing Design & Quality Assurance

Disney Concert Hall - Los Angeles, CA

Roofing & Waterproofing Design & Quality Assurance

Dreamworks Animation Campus, Dreamworks S.K.G. - Glendale, CA

Swinerton & Walberg, Waterproofing Design & Quality Assurance

Gateway Center - Los Angeles, CA, Ehrenkrantz and Eckstut, Architects Inc.

Waterproofing Design & Review, Quality Control

Las Vegas Convention/Visitors Authority - Las Vegas, NV

830,000 sq. ft. Design and Project Management for complete roof replacement

1 million square feet of new expansion (1997 – 2001)

Toyota North American Parts Logistics Distribution Warehouse - Ontario, CA

MNB Architects - Portland, OR

Mechanically Fastened PVC, Roofing Design & Quality Control

Metropolitan Water District Headquarters Building - Los Angeles, CA

Gensler & Associates, Roofing & Waterproofing Design & Quality Assurance

Project Management of over seven hundred commercial & industrial buildings for numerous clients on the West coast, such as Cushman & Wakefield, CB Richard Ellis, Maguire Partners, Equity and Brookfield.



EDWARD SAPIGAO, AIA - Consultant
D 7 CONSULTING INC.
4740 Von Karman, Suite 130. Newport Beach, CA 92660

BACKGROUND

Over thirty (30) years experience as a Licensed Architect in California specializing in all aspects of building envelope weatherizing and waterproofing. Ed is actively involved with waterproofing consulting services, forensic investigations and site inspection service for residential, commercial and institutional facilities. Ed has been designated as an expert witness in numerous litigation cases and attending trial. Overall forensics services include peer review for plans, roofing and waterproofing details, specification development, provide leak investigations, repair reports, site inspection services, due diligence services, plan review for certification, and construction documents on repair projects.

EDUCATION

Cal Poly, San Luis Obispo, CA – BS in Architectural Engineering

Continuing Education:

- RCI Hawaii Workshop
 - Stucco as Weather Protection System SoCal RCI
 - Water Testing: ASTM Method of Testing. Understanding the method of leak investigation, Chicago RCI
 - Stucco Repair: Means and Method. The University of Wisconsin, Madison, Wisconsin
 - Mold as a Liability: The Rise of Health & Financing. Litigation in Mold Issues. Contributing Factors for Mold Infestation Examples of Effective End Product
 - Roof Design/Construction to Avoid Moisture-Related Problems: Water Shedding vs. Waterproofing Roof Components—Key Issues, Presentation of Components and Defects
 - Specific Requirements in Effect for Development Projects: Compliance During the Construction Process as well as Expectation for Post-Construction
 - Preventing and Solving Moisture-Related Problems in Buildings Design and Construction Requirements for New & Existing facilities
 - Fundamentals: Roofs, Walls, Foundations, HVAC Systems
 - Advanced Thermal and Moisture In-depth understanding of thermal and moisture design considerations.
 - Advanced Thermal Calculation Methods Annual energy estimates, cooling load calculations and calculations of temperatures within cross sections.
 - Cool and Reflective Roof Technology Principles of moist air and the effects of moisture on building insulation and other materials
-

LICENSE

California Architect since 1990 C-21158

PROFESSIONAL MEMBERSHIP

American Institute of Architects

Roof Consultants Institute (RCI) aka International Building Envelope Consultants (IBEC)

EDWARD SAPIGAO - Consultant (continued)

SPEAKER

- Seminar presentation to the local AIA Chapter on Roofing Details
 - Seminar presentation to local Architectural Firms in Orange County
 - Seminar presentation to Orange Chapter CSI Group
-

EXPERIENCE

Representative Waterproofing Consulting Projects:

- UC Berkeley Stadium Renovation, Berkeley, CA: Renovation of the existing UC Berkeley Memorial Stadium. Review and coordinate the development all roofing and waterproofing related details during the SD, DD and CD phase of the documents development. Coordinate work with other disciplines related to roofing and waterproofing. Provided CA services.
- UCLA Dykstra Hall Residence, Los Angeles, CA: Exterior envelope refurbishment of the exterior windows, doors and roof system. Field investigation the existing condition to develop the required details. Coordinate the development all roofing, waterproofing and window details during the SD, DD and CD phase of the documents development. Provided CA Services.
- **Raymond Renaissance Theatre, Pasadena, CA: The conversion of a 1920's theater with addition for a 155,000 SF mix-use commercial/residential building.** Existing theater conversion includes residential units, open retail space to preserve the interior open volume. Peer review and provided periodic site inspections. Review shop drawing and RFI responses.
- Walt Disney Resort, Anaheim, CA: The re-roof of multiple buildings in the Disneyland Park and Hotel area. The re-roof projects include a hotel, and several themed facilities. The services include field investigation of the existing roofing system, bid support, CA services and site Quality assurance services.
- Variety Boys and Girls Club, Boyle Heights, CA: New sports gym and classes for after school activities. **The consulting services include review of all waterproofing related details, RFI's, mock-up review and quality assurance.**
- Century Hill Association, Century City, Los Angeles, CA: Developed a repair program for a 20-acres complex with 13 separate condominium buildings for 384 residential units. A subterranean parking structure exists under the 20-acre site. The program included crawl space remediation, crawl space building leaks, and leak investigation for multiple water leaks into the subterranean parking structure, provided budget cost, bid repair documents and various presentations to HOA.
- Sage Hill High Music Building, Newport Coast, CA: New music building seismically separated from an existing gymnasium. The consulting services include development of all waterproofing related details, **bid review, RFI's and quality assurance.**
- Madison Park Apartment, Rancho Cucamonga, CA: On-site inspection for 20 apartment buildings with 800 units. The work was phased from building to building over a period of 20-months. The repairs included exterior siding replacement to plaster finish, new exterior deck walkway traffic coating, re-roof and window replacements. Provide weekly site inspection and provide field revised details for unforeseen conditions.
- Granite Park Condominium, Pasadena, CA: New 72-unit high-end condominium with a subterranean parking structure, exterior balconies, and penthouse roof area. Scope included review of window water testing program, mock-up, and quality assurance.

EDWARD SAPIGAO - Consultant (continued)

Representative Waterproofing Consulting Projects (continued):

- Chalon Drive Residence, Mandeville Canyon, Los Angeles: New 16,000 SF residence with basement, perimeter pond designed against the structure, large 2nd floor decks and steep pitched slate roofing. Review the construction details provided by the Design Architect for roofing and waterproofing. Review sub-contractor scope of work, RFI and quality assurance.
- Custom Residence and Estate Properties: Waterproofing consultant to many custom residential projects primarily in the Southern California, the Central Coast region and a limited number of homes in Northern California. Home size varies from 1,500 SF to 55,000 SF. Estates include beach front properties, hillside retention conditions, and desert homes, cold-climate residence and typical single family urban homes.

Representative Litigation Cases:

- UC Santa Barbara: Plaintiff expert on a construction defect case for the student services building.
- Cal Poly Pomona: Plaintiff expert on a construction defect case for the Classroom-Laboratory-Administration building.
- Private High School, Newport Beach, CA: Plaintiff expert on a construction defect case for multiple building defects. Services include settlement support, provide construction repair documents, provided quality assurance during the repair phase.
- Public High School, Santa Maria, CA: Plaintiff expert on a construction defects. Provided peer review for repair documents.
- 4th Street Condominium, Santa Monica, CA: Defense expert for builder on construction defect case for 3 separately construction condominium complexes.
- Mulholland Drive Residence, CA: Plaintiff expert on a construction defect case.
- Beverly Hills Office Building, CA: Represented Owner on property line dispute related to waterproofing issues.
- Golf Course Residence, Temecula, CA: Plaintiff expert on a construction defect case involving a basement and window leak.
- Presbyterian Church, Rancho Santa Margarita, CA: Defense expert for general contractor on a construction defect case involving roofing, waterproofing and window system water leaks.
- Ramirez Canyon Residence, Malibu, CA: Defense expert for builder on construction defect case for residential property.
- Patricia Property LLC, Los Angeles, CA: Plaintiff expert for construction defect for a residence water leak and retaining wall.

Roofing & Waterproofing-Residential

- Villa Bundy, West Los Angeles, CA
- Mandabach Residence, Pacific Palisades, CA
- Weiss Residence, Pacific Palisades, CA
- Trousdale Residence, Beverly Hills, CA
- Bella Oaks Residence, Napa Valley, CA

EDWARD SAPIGAO - Consultant (continued)

Roofing & Waterproofing-Residential (continued)

- Semel Residence, PCH Malibu, CA
- Broad Beach Sea Level Residence, Malibu, CA
- Hillside Residence, Bel Air, CA
- Berry Residence, Colony Cove, Malibu, CA
- Laurel Canyon Residence, Los Angeles, CA
- 160 Villa Avenue Residence, Los Gatos, CA
- 157 Orange Drive Residence, Hancock Park, CA
- TGBE Residence, Mandeville Canyon, CA
- Ironsides HOA, Marina Del Rey, CA
- Laguna Royale Condominium, Laguna Beach, CA
- Pepperdine U. Faculty Housing, Malibu, CA
- California Wilshire Penthouse, Los Angeles, CA



RAYMOND DAVIDLOO - Consultant
D 7 CONSULTING INC.
4740 Von Karman, Suite 130. Newport Beach, CA 92660

BACKGROUND

Over twenty-five (25) years experience in the Roofing/Waterproofing industry as an accomplished professional. Worked as an applicator, Foreman for roofing and waterproofing materials. Has comprehensive analytical and project management skills that allow him to have successful completion of countless new and retrofit roofing and waterproofing projects. His knowledge obtained from the field provides easy understanding of the construction process in the Building Envelope Consulting industry. Involved in all projects, ensuring project fluidity from start to finish.

PROFESSIONAL AFFILIATIONS

RCI/IBEC - Institute for Roofing, Waterproofing and Building Envelope Professionals, 7 years

EDUCATION

Cypress Community College, Cypress, CA

Continuing Education:

- Commercial Roofing Vapor Retarder Challenges & Solutions - 2017
 - RCI Hawaii Winter Workshop - 2017
 - CETCO Certification Class - October 2014
 - Fall Protection Certification - May 2013
 - Cool & Reflective Roofing Systems - 2012
 - Confined Space Certification - September 2011
 - **Various Roofing and Waterproofing manufacturer's training and seminars**
-

EXPERIENCE

September 2014 – Present D 7 CONSULTING INC. Newport Beach, CA

August 2016 - Present - Consultant - Responsibilities including, but not limited to, roofing and waterproofing evaluations, specification development, new construction roofing & waterproofing review and project management, Pre-Bid and Pre-Construction meetings, and safety coordination.

September 2014 - July 2016 - Quality Assurance Observer - Monitor the construction process and strive to ensure the roofing and waterproofing components are built to project requirements and to code. Work to assure the proper **application procedures are followed and that criteria for validation of manufacturer's warranties are met. Document** observations through written reports and photographs.

July 2004 – August 2014 LETNER ROOFING COMPANY INC. Orange, CA

Waterproofing Foreman - Duties included supervising and managing crew; scheduling employees; implementing training for new applications; delegating and motivating to achieve company goals.

March 1998 – June 2004 COURTNEY WATERPROOFING Irvine, CA

Journeyman Waterproofer - Duties included installing and applying waterproofing systems. Helped lead crew team members on waterproofing projects; implemented training for new waterproofing applications.

RAYMOND DAVIDLOO - Consultant (continued)

DUTIES & RESPONSIBILITIES

The primary functions of a Roofing/Waterproofing Consultant / Project Manager include the following:

- Client Consultation
- Project Management
- Leak Investigations
- Pre-Bid and Pre-Construction Meetings
- Audit Project Progress and Quality Control
- Field Personnel Oversight & Training
- Site Visits
- Final Inspections and Project Close-Out

KEY PROJECTS

Loyola Marymount University-Life Science Bldg. – Los Angeles, CA
Camp Pendleton Hospital – Camp Pendleton, CA
Ventura County Medical Center – Ventura, CA
Cottage Hospital – Santa Barbara, CA
Choc Hospital – Orange, CA
LACMA – Los Angeles, CA
2000 Avenue of the Stars – Los Angeles, CA
Pasadena City Hall – Pasadena, CA
Kaiser Hospital – Downey, CA
LA LIVE Nokia Center – Los Angeles, CA
Regency Tower – Riverside
AT&T Building – Los Angeles, CA
Hollywood Palladium – Hollywood, CA
Disneyland – Anaheim, CA
Ocean Avenue Hotel – Santa Monica, CA
Saint Joseph's Hospital – Orange, CA
Cedars-Sinai Medical Center – Los Angeles, CA
Methodist Hospital – Orange, CA



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SAMANTHA HILL
Founder + Managing Principal

ADVOCATING ACCESSIBILITY & INCLUSIVITY

Samantha Hill is the founder and managing principal of **Develop With Skill** and **Design With Skill**, full service development and architecture firms specializing in small to medium scale multifamily and mixed-use projects. She has modeled a unique practice where her companies both design and develop real estate projects, helping to control risk and liability, while creating more cohesive and desirable buildings.

In addition to development and architecture services, Samantha began **Access With Skill**, offering consulting services as a **Certified Access Specialist (CASp)**. She believes architecture should be inclusive and accessible for all users and members of our community. She has consulted on both new and existing large offices, commercial properties, public education facilities, healthcare centers, mixed-use, as well as public and private residential projects to ensure federal, state, and local ADA/ disabled access compliance is achieved in both design and construction.

Samantha gained fifteen years of experience before starting her company at the end of 2018. She had previously worked at internationally acclaimed architecture firms, including **Gehry Partners**, **Gensler**, and **Arquitectonica**. The majority of her experience lies in California. However, she has designed and built projects in Hawaii, New York, Pennsylvania, and Abu Dhabi.

Samantha graduated from **Carnegie Mellon University's School of Architecture** in Pittsburgh, and attended the **Architectural Association's** Visiting Student Program in London. She is a licensed Architect in the States of California, Colorado, and Hawaii. She joined **South Pasadena's Design Review Board** and volunteers as an advisor for the Department of Planning's **Professional Volunteer Program (PVP)** in the City of Los Angeles. She is a member of the Urban Land Institute (ULI), and Crew-LA. She is also certified as a Certified Access Specialist (CASp). Her company is certified as a Women Business Enterprise (WBE), Women Owned Small Business (WOSB), and Local Business Enterprise (LBE) in Los Angeles.

EDUCATION | AFFILIATIONS

Bachelors of Architecture, **Carnegie Mellon University**
Visiting Students Program, **London Architectural Association**
Women's Entrepreneurship Program, **Cornell University**
Licensed Architect **California** (#C-35348; Exp. 2/28/2027)
Hawaii (#AR-16980; Exp. 4/30/2026)
Colorado (#ARC.00405656; Exp. 10/31/2026)
CASp Certified (#932; Exp. 3/25/2026)
WBE, WOSB, LBE Certified (#WBE2001773; Exp. 7/31/2026)

CASP PROJECT EXPERIENCE

SIZE

LA County Community College District Standards, Los Angeles County, CA	Multiple Bldgs.
LA County Community College Cesar Chavez, Los Angeles County, CA	154,000 SF
LA County Community College Weingart Stadium, Los Angeles County, CA	17,842 Seats
CalPoly Student Housing, San Luis Obispo, CA	4,200 Beds
UCSB Student Housing, Santa Barbara, CA	2,250 Beds
UC Davis Turlock Lab Facility, Turlock, CA	40,000 SF
Rady's Children Hospital, San Diego, CA	540,000 SF
Anaheim Unified High School District, Anaheim, CA	40,000 SF
Google Westside Pavilion, Los Angeles, CA	708,600 SF
Pico-Highland Mixed-Use Complex, Hollywood, CA	72,500 SF
8th, Grand, and Hope Residential Tower, Los Angeles, CA	576 Units
7424 Santa Monica Mixed-Use, Santa Monica, CA	31 Units
627 S Central Retail Complex, Los Angeles, CA	46,000 SF
Kitchen United HQ Commercial Office TI, Pasadena, CA	10,000 SF
961 La Cienega Mixed-Use Complex, Los Angeles, CA	59 Units
815 Fremont Apartment Complex, South Pasadena, CA	56 Units

PREVIOUS PROJECT EXPERIENCE

SIZE

LA County DMH Offices, Los Angeles, CA	500,000 SF
Landmark II Residential Tower, Los Angeles, CA	376 Units
Lumina Towers Condominiums, San Francisco, CA	656 Units
Vida Luxury Residential Condos, Honolulu, HI	275 Units
1840 Highland Residential Units, Hollywood, CA	118 Units
Guggenheim Museum Abu Dhabi, Abu Dhabi, UAE	1,000,000 SF
Ocean Avenue Boutique Hotel, Santa Monica, CA	114 Keys
NBC Studio Lot Master Plan	980,000 SF

CLIENT REFERENCES

Amy Kong DLR Group 213-493-5901 akong@dlrgroup.com	Jamie Athenour Hensel Phelps 406.580.5069 jathenour@henselphelps.com
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