



349 Sutter Street
San Francisco
California 94108

STUDY SESSION RESPONSE – 520 ALMANOR

January 25, 2016

Rosemarie Zulueta, Associate Planner
456 W Olive Ave
Sunnyvale, CA 94086

Project: Planning Application for Building and Garage – 520 Almanor
Address: 520 Almanor Ave
Project #: 2015-7256

Planning Commission Study Session

The following are comments and responses provided by the Planning Commission during a study session dated October 17, 2016.

1. Add life or spark to the project.

KSHA Response: *We have responded to the existing conditions by introducing a dynamic break in the curtain wall system at the area of the elevation where there are no mature redwoods. This graphic design feature is already present on the east and west elevations. See revised plans and elevations with associated sheet note "3".*

2. Explain why the roof deck does not have public access.

KSHA Response: *The roof deck is proposed to be private space for the use of the tenant. A public easement of +/- 3700 SF is proposed at the corner of Vaqueros and Almanor to be used as a public outdoor recreation and fitness area.*

3. Provide additional detail from staff on the community benefits point count.

KSHA Response: *A revised community benefits table with references to the planning set is included in the submittal.*

4. Integrate art into project.

KSHA Response: *The stenciled metal panel screening on the parking garage is proposed as an opportunity for public art. The concept may be to create an abstract pattern referencing the foliage of the existing redwood trees found on site. See sheet note "7" on sheet A1.1.*



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5. Provide samples of Corten steel.

KSHA Response: *A sample of the proposed Corten steel is included on the material board. Photos of other corten steel buildings can be presented at the next planning commission meeting.*

6. Can solar be provided on the parking deck?

KSHA Response: *The structural system will at the garage will be designed to accommodate solar panels at the parking deck roof which can be incorporated into the TI design.*

7. Provide high reflective paint on parking deck.

KSHA Response: *The parking deck will be concrete which has an inherently high reflectivity value.*

8. Is retail too hidden? Provide monument sign for retail at Mathilda.

Lan Partners Response: *Much of the demand for the retail use will come from within the Peery Park business park and for that reason the retail area is very well located within the project. This thesis is supported by our retail expert/broker per the included letter from James Chung of Cushman and Wakefield."*

9. Four redwood trees are to be removed to provide visibility for retail space. Can these trees be relocated instead?

KSHA Response: *Currently, we are planning to keep these redwoods. The trees will be pruned to enhance the visibility of the retail space.*

10. Provide additional bike racks and bike storage areas.

KSHA Response: *Additional bike racks have been added to the publicly accessible space near the retail cluster. See sheet note "5" on sheet A1.1. Long term tenant bike storage is provided on the first floor of the garage. See sheet A2.1G. Additional short term tenant bike storage is provided near the main entry to the building, see sheet A1.1.*



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December 21, 2016

Lane Partners LLC
644 Menlo Ave # 204
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To Whom It May Concern:

The subject property strategically positioned off of Highways 237 and 101 giving it unique regional accessibility. Moreover, with the proximity to N. Mathilda Avenue, the proposed retail building will have the opportunity to serve not only the existing office park but also the surrounding trade area. As illustrated, the trade area is light merchandised with amenities that would properly serve the local daytime population. From a macro perspective, total employment in Santa Clara County grew by 37,500 jobs year over year (3.6%) reach nearly 1.1 million jobs in the market, many of which are based nearby the subject property. The Sunnyvale/Cupertino sub-market has traditionally had the lowest occupancy rate in the region. As such, the retail that would be most successful would include the following:

- Quick service retail
- Service retail
- Boutique fitness
- Coffee
- Sandwiches

This retail project will be most productive during the work week and morning/lunch hours.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'James Chung'.

James Chung
Executive Managing Director
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ALAMANOR AVE
& VAQUEROS AVE

bibimbowl

SUBWAY

Round Table

W. Maude Ave.

BBA

BURGER KING

McDonald's

dishdash

Denny's

Wendy's

Ironwill Fitness

STARBUCKS COFFEE

KFC

HOBE'S
California Restaurants

N. Mathilda Ave.

N. Mathilda Ave.

Sunnyvale
Health and Fitness

237

101

237

101

Central Expwy



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Professional Expertise

James Chung, Executive Managing Director with Cushman & Wakefield (formerly DTZ Retail – Terranomics), has been with the company for 13 years and currently represents over 30 national tenants and over 7.0 million square feet of retail across the nine Bay Area Counties. Chung's stable of national tenants include the likes of Sur La Table, Living Spaces, H Mart, Capital One, Party City, 24 Hour Fitness, Guitar Center, MOD Pizza and Ruth's Chris to name a few. Chung listing clientele includes private developers and national REIT's including but not limited to Federal Realty, Regency Centers, Grosvenor, ARCP, Vornado, Hunter Properties, Keenan Land, KIMCO, and Fulcrum where he focuses on street front retail, grocery anchored and power/promotional shopping centers (both ground up and existing). Consistently a top producer within the firm, Chung was National Retail Broker of the Year companywide, nationally in 2015. Chung is a regular contributor to publications such as the Silicon Valley Business Journal, San Francisco Chronicle and San Jose Mercury News. Chung was a member of Silicon Valley Business Journal's Top 40 Under 40 in 2012. Moreover, Chain Store Age Magazine recently named Chung amongst the "Power Four" on a national ranking amongst all retail brokers.

Clients Served

24 Hour Fitness	Jared Jewelers
adidas	Kay Jewelers
Alexanders Steakhouse	Le Creuset
AT&T Wireless	Limited Brands
Bath & Body Works	Living Spaces
Boiling Crab	MOD Pizza
Buffalo Wild Wings	Pacific Catch
Burger King	Pancheros
Calvin Klein Performance	Paris Baguette
Chase Bank	Pet Extreme
Dollar General	Restaurants Unlimited
El Pollo Loco	Ruth's Chris Steakhouse
European Wax Center	Sonoma Chicken Coop
Five Guys Burgers and Fries	Stanton Optical
Goodwill	Starbucks
Guitar Center	Sur La Table
Halal Guys	The Fresh Market
HMART	Yogurtland

Major Projects

@First, San Jose, CA	Mowry Crossings, Newark, CA
Camden Park, San Jose, CA	Plaza de San Jose, San Jose, CA
Crossroads at Riverbank, Riverbank, CA	Portola Plaza, Livermore, CA
Fremont Plaza, Fremont, CA	Rancho Cotati, Cotati, CA
Lone Tree Plaza, Brentwood, CA	Rengstorff Center, Mountain View, CA
Madrone Village, Morgan Hill, CA	Slatten Ranch, Antioch, CA
Main Street, San Jose, CA	The Plant, San Jose, CA
McCarthy Ranch, Milpitas, CA	Village Oaks, San Jose, CA
Mervyns Portfolio Disposition, Macerich, Northern CA	Washington Square, Petaluma, CA
Monterey Plaza, San Jose, CA	Westgate West, San Jose, CA

Professional Recognition

2004-Present CoStar Power Broker
2004-2006 BT Commercial Top 5 under 5 Producer
2006-2014 DTZ Retail – Terranomics Top 5 Producer
2010 Cassidy Turley Leadership Award
2011 Cassidy Turley Inter-Office Dealmaker Award
2011-Present Chainlinks Western Region Principal and Co-Chair
2012 Silicon Valley Business Journal Top 40 Under 40
2012-14 Cassidy Turley Top Ten Retail (nationally)
2014 Cassidy Turley National Retail Broker of the Year
2015 Chain Store Age Magazine “Power Four”
2015 Cushman & Wakefield Top 10 Nationally

Education

Bachelor's degree - University of California, Berkeley
Major Economics
Minor Spanish

Areas of Specialization

Retail
Investment Sales

Professional Affiliations

Program Chair, International Council of Shopping Centers (ICSC)
2009 Monterey ICSC Co-Chair
2012-13 National RECON Retail Runway Moderator
2013-15 ICSC State Chair (California)
2015 ULI Member, Retail Council Invitee