

Council Meeting of
October 18, 2011

**SUPPLEMENTAL MATERIAL #1
TO COUNCIL AGENDA ITEM 12B AND
TO COMPANION REDEVELOPMENT AGENDA ITEM 4A**

Honorable Mayor and Members
of the City Council
City Hall
Torrance, California

Members of the Council:

**SUBJECT: SUPPLEMENTAL MATERIAL #1 TO COUNCIL ITEM 12B AND
REDEVELOPMENT AGENCY ITEM 4A**

Following the date City Council Item 12B and Companion Redevelopment Item 4A were published, additional correspondence has been received and is attached herewith for your consideration. Staff continues to recommend that the City Council/Agency collect additional information from the two highest rated firms, Meta Housing Corporation and Related California, for further review.

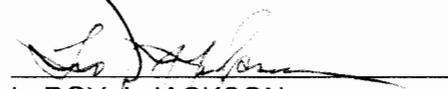
Respectfully submitted,

JEFFERY W. GIBSON
Community Development Director
Deputy Executive Director

CONCUR:

By 
Gregg Lodan, AICP
Planning Manager


Jeffery W. Gibson
Community Development Director
Deputy Executive Director


LeROY J. JACKSON
City Manager
Executive Director

Attachment:

- A. Correspondence from Related California/ Mar Ventures, Inc. (10/17/2011)



October 17, 2011

Honorable Mayor Frank Scotto
and Members of the City Council
3031 Torrance Blvd.,
Torrance, CA 90503

Re: 1640 Cabrillo Avenue RFP

Honorable Mayor and Council Members:

I am writing in support of the staff recommendation for the 1640 Cabrillo Avenue RFP to request more information from the two highest rated firms, Related California/Mar Ventures and Meta Housing Corporation, prior to making a selection of a developer.

As you may recall, in the initial staff review of the proposals, Related/Mar had been ranked first by a staff review committee. After considering the financial projections submitted by each developer, however, staff recommended Meta Housing to the Council. We subsequently wrote a detailed response to the Staff Report pointing out that the financial information in the proposals had not been independently verified, and that the analysis on which staff's recommendation was based was in effect comparing apples and oranges. The Council then requested that staff retain an outside financial advisor to conduct a third party review. The current staff report reflects this analysis, which makes several recommendations on revised assumptions to be used by each developer to enable comparison on a level playing field. We believe these recommendations to be a prudent course of action to enable a more objective analysis of the competing proposals prior to making a final selection.

As you consider potentially extending this process, I would hope that Related/Mar's initial top ranking from the staff review committee would continue to receive due consideration. I would also point out that, in the most recent State competition for allocations of low income housing tax credits, Related was successful in each of its four submissions, the maximum permissible by a single applicant. In addition, Related was awarded five Gold Nugget Awards for excellence in design at this summer's Pacific Coast Builders Conference, the most of any multifamily developer. We believe the combination of this track record and our team's considerable local experience (Mar Ventures and architect Dan Withee) would make us an ideal partner for the City on the Cabrillo site.

Thank you for your consideration.

Sincerely yours,

A handwritten signature in black ink, appearing to read "William A. Witte".

William A. Witte
President

Cc: Jeffrey Gibson, Community Development Director
Brian Sunshine, Assistant City Manager