

De Anza Ventures, LLC

August 10, 2016

CUSD Board of Trustees and Superintendent
Cupertino Union School District
10301 Vista Dr.
Cupertino, CA. 95014

Dear all,

As you may have heard, Marina Plaza is redeveloping its 5.3 acres site in Cupertino, between Bandley, Alves and De Anza. It's a mixed use project, with a high end 122 room hotel, 188 apartment units, of which 16 will be designated as very low income affordable units, and approximately 23,000 square feet of retail and restaurant spaces. Please see attached Marina Plaza Fast Facts for more detailed description. You can also find this project's current status in the City of Cupertino Planning website.

Supporting education has always been very important to the Marina Plaza ownership group. Over the last 30 years Marina Foods has called the Cupertino community its home and we are proud of our strong track record of supporting education. We will continue to do so even after the project is developed as we plan to own and manage our properties and continue to be involved in the community.

We want to once again make a financial commitment to further strengthen the education in the community. We would like to offer the school district the following contributions as a part of this redevelopment.

- Making a financial contribution each year, equivalent to parcel tax for each apartment unit (total of 188 units) for a term of 20 years, renewable with mutual agreement at end of the term or when the property changes ownership.
- Making available the use of 5 days of free hotel room each year in the new hotel.
- Making available free use of a community room in the project when the room is available.

There is no quid pro quo on this offer. We want to do what we can to support education in the community. We are just happy to be able make this happen as part of this project. Please let us know of any questions you may have. We can be reached at chrishuang@deanzaventures.com We look forward to hearing from you on this offer.

Best,



Albert Wang

Managing Member

Marina Plaza Fast Facts

Marina Plaza located at 10118-10122 Bandley Street in Cupertino just a few blocks away from Civic Center. The site is located within the North Cross Roads Node area of the Heart of the City Specific Plan. The current zoning is P (CG, RES) and allows a 45' maximum height and up to 139 residential units. The amount of residential units can be increased to 188 units with the addition of affordable units. In addition, there are remaining 122 hotel rooms available within the City that can be incorporated into the project.

The proposed project would replace the existing Marina Foods Grocery Store, Mandarin Gourmet Restaurant, and strip retail center with a high end 122 room hotel, 188 apartment units, and approximately 23,000 square feet of retail and restaurant tenant spaces. Of the 188 apartment units, 16 will be designated as very low income affordable apartments.

All amenities are conveniently located for both the hotel visitor and the apartment dweller. The site is adjacent to several bus stops that connect to De Anza College and other locations within Cupertino. Already surrounding the site is the Apple Campus, Target, several banks, restaurants, offices and convenience retail. The project incorporates several new restaurants, a bakery, and service-oriented businesses. Amenities include a 10,000 square foot public community plaza and additional 10,000 square foot promenade, bikers lounge, dog park, roof top gardens, community rooms, swimming pools and fitness rooms.

Project objectives are:

- Replace an aging shopping center with a vibrant new community which includes restaurants, retail, a hotel, apartments, and community open space.
- Create vehicular, bike, and pedestrian connections to the existing surrounding neighborhood.
- Create a promenade and plaza that is flexible for many different types of community events.
- Maintain consistence with Cupertino's 2000-2020 General Plan and further General Plan goals and strategies for economic development, neighborhood connectivity, and urban conservation.
- Improve traffic circulation, traffic volumes and level of service (LOS) through a combination of consolidation of uses and additional TDM measures. TDM measures include discount public transit tickets. There will also be a bike shop catering to bicyclists where tenants can repair their own bike and short stay visitors can rent bikes.
- Increase the use of landscaped open space which includes public art compared to paved parking and thereby enhance the urban environment, reduce impervious surfaces, and reduce storm water runoff.
- Create hotel and apartment units to support the short term and local workers from the neighboring high-tech campuses and other Silicon Valley employees.
- Achieve a low energy and eco-friendly development by constructing energy-efficient buildings with roof top gardens that will exceed LEED "Silver" certification.
- Minimize use of potable water through the use of drought-tolerant landscaping, water-efficient fixtures, double piping for future recycled water connection, and improved runoff quality by increasing permeable surfaces.
- Exceed economic, social, and environmental sustainability goals through integrated design and development.
- Develop a security plan that includes statically placed cameras and even light distribution. The Owners would also welcome a police sub-station if so desired.
- Create a community which will increase City revenues compared to the existing shopping center.

Traffic and Public Safety:

- Improved Sidewalks: Along De Anza and Alves, near the proposed hotel (Bldg A), a 10' additional planting strip was added at back of sidewalk to comply with 10'-6'-10' HOC design guidelines. Along Alves and Bandley, near the proposed apartments, 5' planting was added, followed by 5' sidewalk.
- Bulb outs will be added at the southwesterly and southeasterly corner of Bandley Drive and Alves Drive consistent with the bulb outs in the northerly corners. This will make it safer for pedestrians to cross the street.
- Pedestrian and bicycle related improvements consistent with the Updated Cupertino Bicycle Transportation Plan and the Pedestrian Transportation Guidelines. Bicycle racks are located near the entrance of commercial and retail areas, exceeding the required number. There are 4 racks (holding 8 bikes) near each retail or commercial entrance.
- Potential traffic signal modification to a 8-phase signal at Stevens Creek Blvd and Bandley Drive intersection, north and southbound directions, which may include replacing traffic standards, restriping of the lanes, installing of loop detectors, and related concreting and asphalt work.
- Installation of one new city standard street light at the southeasterly corner of Alves Drive and Bandley Drive facing Alves Drive, and one new street light on De Anza Blvd. approximately 200' south of Alves Drive.
- Upgrading and undergrounding equipment complying with the requirements of the Underground Utilities Ordinance No. 331.
- Additional fire hydrants located as required by the City and Santa Clara County Fire Department.

Residential Facts:

- There are 188 apartments proposed of which 16 will be designated as very low income affordable apartments.
- There are 68 one bedroom units ranging from approximately 600 to 900 square feet.
- There are 108 two bedroom units ranging from approximately 1000 to 1300 square feet.
- There are 12 three bedroom units ranging from approximately 1200 to 1500 square feet.
- Amenities include a bikers lounge, a dog park, roof top gardens, community rooms, a swimming pool and fitness rooms.

Hotel Facts:

- This 122 Room hotel is expected to generate at least 3/4 of a million dollars per year to the City of Cupertino in occupancy taxes collected from visitors to the hotel.
- Hotels of this nature - that are not convention type hotels - can be helpful in terms of vehicle traffic. Currently, many persons travel to Cupertino for business on a daily basis from hotels that are in neighboring cities. Each hotel room here has the potential to offset a vehicle trip to Cupertino during the morning commute time, and away from Cupertino during the evening commute time. In addition, this hotel site is adjacent to numerous office buildings, and walkable to several more, and so vehicle traffic will be reduced substantially.
- Geared towards the High-Tech Silicon Valley visitor amenities include meeting rooms, a full restaurant with bar, and fitness.
- Guests will be able to rent bikes for the day from the bikers lounge located in apartment Building B.

Retail and Restaurant Facts:

- Up to three restaurants are planned for fine dining and offering a wide range of cuisine. Dining can spill out onto the public plazas on warmer days helping to activate the street.
- New retail stores will offer a wide range of products and services. Several of the existing businesses have expressed interest in relocating to the new complex.
- Marina Foods will not be relocating to the new complex. Local sites are currently being evaluated to relocate the grocery store.