



City of Berkeley Department of Health, Housing, and Community Services

Enhancing Community Life and
Supporting Health and Wellness
for All



Ashby East Lot Transit Oriented Development (TOD)

Developer Selection and Predevelopment Funding



October 27, 2026 City Council Meeting

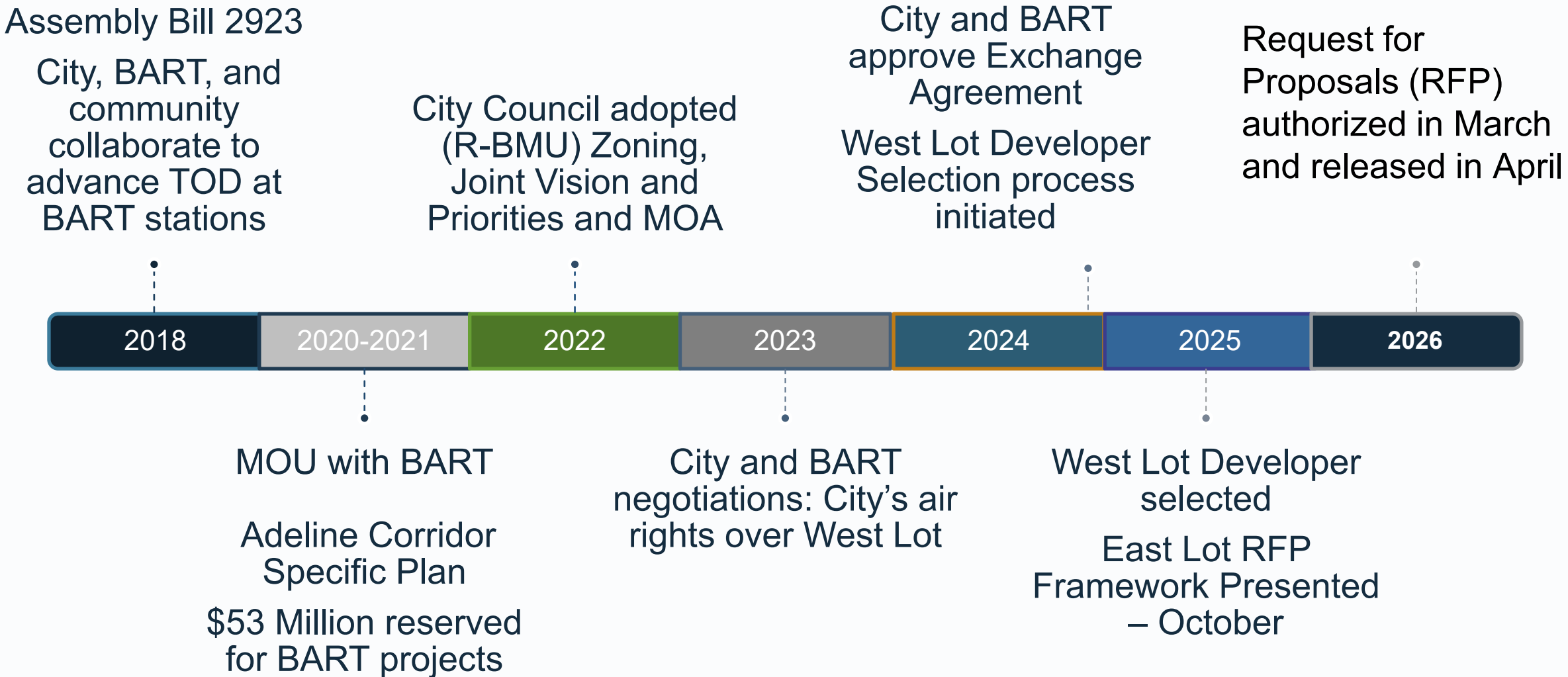
Margot Ernst, Division Manager
Kelly deWolfe, Housing Development Specialist
Housing and Community Services

BART Ashby East Lot TOD



- 1.9 acre lot located behind Ed Roberts Campus.
- Access to Adeline St. and bordered by Woolsey and Tremont St.
- BART currently owns this site and has agreed to transfer ownership to the City.
- Exchange Agreement – Ordinance 7,939 – N.S.

Ashby BART TOD: More than 8 Years in the Making



Acknowledgements

City Council

City Manager's Office

City Attorney's Office

Planning and Health, Housing, and Community Services Departments

Bay Area Rapid Transit District

Community and Stakeholders

The East Lot Evaluation Panel

Development Teams/RFP Respondents



Community Engagement Opportunities

- Stakeholder Meeting – *July 2025*
- City Council Special Meeting - *October 2025*
- City Council Meeting - *March 2026*
- Reparative Framework Committee – *July 2026*
- Developer Finalist Presentations and Survey - *October 2026*



Evaluation Panel comprised of:

- 4 City Staff + 1 BART staff + 2 community representatives appointed by City

Developer Solicitation Process

- RFP Release – *April 9*
- Pre-Submittal Conference & Networking Session – *April 24*
- Six proposals Received – *July 14*
- Shortlist Announced – *August 27*
- Interviews with finalist teams – *September 21*
- Developer Finalist Presentations – *October 1*



Ashby East Lot – Key Goals from Joint Vision and Priorities

HOUSING

Requirement: 300 Bedrooms at East Lot
Affordable Housing – 35% minimum, goal 50%

REPARATIVE FRAMEWORK

Proposal addresses negative impacts of Ashby station construction on African American residents, businesses, and cultural institutions

ACCESSIBILITY

Requirement: Design team includes a team member with demonstrated Universal Design experience and expertise
Goal of 25% of units for people with disabilities



Ashby East Lot – Key City and Community Goals

DESIGN

- Project met East Lot Design Standards

QUALITY OF DEVELOPMENT TEAM

- Qualifying project experience

COMMUNITY ENGAGEMENT

- Development Team experience with community engagement

DEVELOPMENT TEAM FIT

- Team experience working with public entities and on similar projects

FINANCIAL OFFER

- Reasonableness of financial offer



Shortlisted Teams

SAHA Team

Satellite Affordable Housing Associates (SAHA)
Habitat for Humanity East Bay/Silicon Valley
Deborah Matthews Development Consulting



Design Team: Pyatok, HOOD Design Studio, Architecture for the Blind, Idea Center (Universal Design), Geoffrey Holten and Associates (For Sale Architect)

Service Provider: Toolworks, East Bay Innovations, SAHA



Related Team

Related California
The Kelsey



Design Team: Mithun, The Art of Access (Universal Design), Yes Community Architects

Service Provider: The Kelsey



Developer Evaluation Scoring Criteria

Written Submittal (80 points)

- Affordability/Density of project
- Team's experience with directly relevant projects
- Project Design
- Reparative Framework
- Preliminary development concept
- Capability/fit of developer
- Team roles/responsibilities and small business participation
- Financial offer to City

Interview (12 points)

- Content: Understanding of key Issues and how to address
- Team: Project manager communication and collaboration
- Presentation: Ability to communicate well in public setting

Developer Finalist Presentation (8 points)

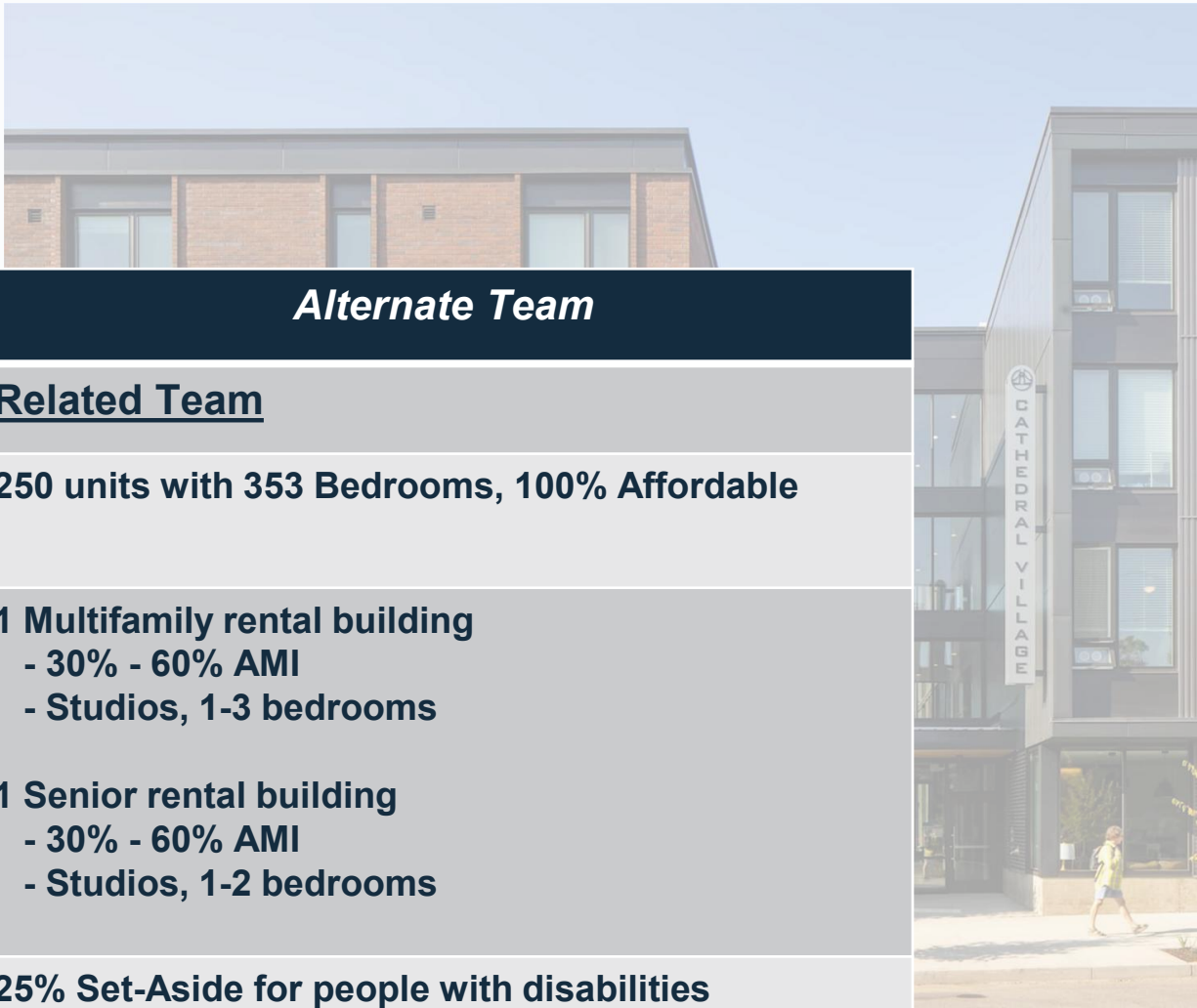
- Communication skills, ability to represent development team and City



The Proposals



<i>Recommended Team</i>
<u>SAHA Team</u>
174 units with 341 Bedrooms, 100% Affordable
1 Multifamily rental building <ul style="list-style-type: none">- 30% - 60% Area Median Income (AMI)- 1-3 bedrooms 12 affordable for-sale townhomes <ul style="list-style-type: none">- 80% AMI- 2-3 bedrooms
25% Set-Aside for people with disabilities



<i>Alternate Team</i>
<u>Related Team</u>
250 units with 353 Bedrooms, 100% Affordable
1 Multifamily rental building <ul style="list-style-type: none">- 30% - 60% AMI- Studios, 1-3 bedrooms 1 Senior rental building <ul style="list-style-type: none">- 30% - 60% AMI- Studios, 1-2 bedrooms
25% Set-Aside for people with disabilities

SAHA Team – Recommended Team Highlights

- Directly relevant credentials
- Deep local knowledge of the South Berkeley community
- Feasible financial projections
- Strong reparative framework
- Opportunities for affordable homeownership
- Positive community feedback
- Highest score from evaluation panel



Aerial rendering of proposed development

SAHA, Habitat and Deborah Matthews Consulting – Roles

1. Lead Developer – Satellite Affordable Housing Associates -

SAHA will serve as lead developer and Managing General Partner with a 95% interest

2. Co - Developer – Deborah Matthews Consulting – Co-General Partner with 5% interest

3. Homeownership Developer– Habitat for Humanity East Bay / Silicon Valley



SAHA Team – Project Experience



Flicker Bird Homes – Mixed Use Family Rental, Oakland

Ancora Place – Mixed Use TOD, East Oakland



SAHA Team – Berkeley Projects



**The Grinnell – 2527 San Pablo Ave., completed in 2024
Transit-Oriented, Independent and Inclusive Living**



**The Catalyst – BUSD Workforce Housing - 1701 San
Pablo Ave, 90% complete**

Next Steps

- **Exclusive to Negotiate**
- **Community Engagement**
- **Ground Lease Approval by Council**
- **Land Exchange with BART**
- **Surplus Land Declaration**
- **Construction**



Recommended Actions

1. Authorize the City Manager to **negotiate and enter an ENRA with the SAHA Team.**
2. Authorize the City Manager **to negotiate and enter an ENRA with the alternate developer, The Related Team** if the ENRA with the SAHA team is terminated or if the City does not enter into an ENRA with the SAHA team.
3. Approve a **\$1 million Housing Trust Fund predevelopment loan to the SAHA Team.**



Thank you!

Housing Development Team
housingdevelopment@berkeleyca.gov

