

***Draft No. 5***  
***05/27/05***

# **REQUEST FOR PROPOSALS**

## **OHLONE COLLEGE: MISSION BOULEVARD MIXED-USE PROJECT**

**Ohlone Community College District  
Fremont, California**

**OHLONE COMMUNITY COLLEGE DISTRICT  
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## I. SUMMARY OF DEVELOPMENT OFFERING

### Development Offering

The Ohlone Community College District (the "District") is pleased to present this opportunity for interested private developers to submit proposals for development of a high quality, urban scale mixed-use project on a portion of the existing Ohlone Community College campus in Fremont, California. The proposed development sites total approximately 36.0 acres in size and are located on the east side of Mission Boulevard between Anza Street and Pine Street and along the southern boundary of the Fremont Campus near Pine Avenue.

The District is seeking a development partner or partners with technical, design and financial capabilities that can provide creative and innovative approaches to develop a high quality, financially feasible mixed-use project (consisting of a combination of retail, commercial and/or residential uses) on the proposed development sites.

The intent of this Request for Proposals (RFP) is for the District to select a capable and qualified developer or developers with experience in developing of high quality, urban scale mixed-use development projects. The selection of a development team(s) will be based on the process, submittal requirements and selection criteria set forth in this RFP; and specifically on the proposed development concepts, qualifications, related project experience, financial strength and demonstrated understanding of working with community colleges and institutions of higher education. The selection process will culminate in a public bid process pursuant to Education Code Sections 81360 to 81402.

A prospective development team may submit a proposal for any one, combination of, or all of the sites being made available by the District. However it is the preference of the District to work with a single selected development team as a master developer of all of the subject sites.

The District is offering the proposed development sites on either a long-term lease or sale basis depending on the site as defined in this RFP. The specific business terms and conditions for disposition of the site(s) and development of the proposed project(s) will be embodied in a Purchase Development Agreement or a Development Ground Lease to be approved by the District Board of Trustees.

### Submission Deadline

Proposals in response to this RFP must be submitted **no later than 5:00 pm (PST) on \_\_\_\_\_, 2005** to the Ohlone Community College District, 43600 Mission Boulevard, Fremont, CA 94539, Attention: Deanna Walston, Vice President Business Services/Deputy Superintendent. Any proposals submittals received after that date and time will not be accepted by District.

### Pre-Proposal Meeting

The District will conduct a pre-proposal meeting with interested development teams on \_\_\_\_\_, at \_\_\_\_ pm at \_\_\_\_\_. The purpose of the meeting is review the RFP process, tour the proposed development sites, and for the District to respond to questions regarding the RFP process.

### Contact Information

Any questions regarding this RFP should be directed to Deanna Walston, Vice President, Ohlone Community College District, 43600 Mission Boulevard, Fremont, CA 94539, telephone 510-659-7307 or (510) 659-6261; facsimile (510) 659-6045; e-mail [dwalston@ohlone.edu](mailto:dwalston@ohlone.edu).

## II. BACKGROUND

### Ohlone College

Established in 1965, Ohlone College serves the cities of Fremont and Newark. The Fremont Campus is located on Mission Boulevard south of Interstate 680 and the historical Mission San Jose on a 534-acre site. Ohlone College is part of the Ohlone Community College District.

The Ohlone Community College District operates by authority of its Board of Trustees and the Board of Governors of the California Community Colleges. The Ohlone Community College District serves more than 260,000 residents within its 100 square mile boundaries.

Ohlone College is an accredited college, accredited by the Western Association of Schools and Colleges. Ohlone College is also accredited by the Bureau of Citizenship and Immigration Services to enroll non-immigrant students. The Ohlone College Fremont Campus currently enrolls approximately 11,000 day and evening students each semester. The student body is diverse, reflecting the changing demography of California's major ethnic groups.

### **Fremont Campus Master Plan**

The Ohlone Community College District (the "District") recently completed a master plan update for the Fremont Campus of Ohlone Community College for the period 2005 to 2020. The master plan update is based on the thorough investigation of existing conditions (programmatic and environmental), prudent management of existing resources (physical and fiscal) and careful projection of academic trends (qualitative and quantitative). The integration of these efforts leads to a plan of the "three plateaus" – academic pursuits; merger of daily community activities with the remote nature of academic pursuits; and an expanding local community

While actual growth in students is projected to be modest over the next 15 years, the enhancement in the quality of the student experience at the Fremont Campus is envisioned to grow dramatically in the next decade. The Master Plan Update calls for a significant reinvestment into campus facilities including class rooms, offices and exterior facilities. The Master Plan also calls for a new orientation of the campus with a south to north pedestrian flow with two prominent entrances (one at the south side and one at the north side). The new orientation will lend itself to a "Main Street" design concept from each entrance and through the Upper Quad of the campus.

As part of the Master Plan Update, a certain property area within the Fremont Campus located along Mission Boulevard and along the southern boundary of the campus was identified as having the potential for private development uses such as retail, commercial and/or residential.

## **III. DEVELOPMENT OBJECTIVES**

### **Vision**

The Ohlone Community College District envisions the Mission Boulevard development sites be converted into a vibrant, active mixed-use "village center", including community/neighborhood serving retail uses and services (and the potential of an upscale grocery store) and urban housing all designed to compliment and enhance the historic character of the Historic Mission San Jose District.

The proposed development should open and orient to Mission Boulevard. The proposed development should serve as a catalyst in creating a true center or focal point to attract the greater Mission San Jose community back to support and enjoy this unique and special character of the Mission District.

### **Development Goals**

The proposed development should help achieve the following goals as established by the District:

- Enhance the quality of the academic experience at Ohlone College
- Improve the operating and functional efficiency and quality of life on campus
- Provide a stable and secure source of income to Ohlone College
- Contribute to the economic vitality of the Mission San Jose District

- Serve as a catalyst for new investment in the Historic San Jose District

### **Guiding Principles**

The proposed development should be in accordance with the following “guiding principles” as established by the District:

- The entire Ohlone College Mission Boulevard frontage and related property should be planned and developed as a master planned mixed-use “village center”
- The project should have strong functional linkages to the core college campus and to the Historic Mission San Jose District to the north and west
- The project should provide an active and vibrant focal point for community life for the entire Mission San Jose community, and attract community residents and shoppers to the area for retail goods and services
- The project should include residential opportunities that directly support the core academic, recreational, cultural and service missions of Ohlone College
- The project should seek to accommodate community serving uses and activities through joint occupancy and/or shared facility programs

### **Market Information**

The District has commissioned preparation of certain technical market analyses focused on community serving retail, grocery store and multiple family residential uses. Some of the key findings from such analyses are as described below.

The following findings are presented for information purposes only and should not be relied upon by a prospective development team intending to respond to the subject RFP. A prospective development team should conduct its own due diligence in regard to existing and projected real estate market conditions.

#### Community/Neighborhood Retail

- Defined trade area follows a two-mile radius from the site with a current population of approximately 33,000 and average household size of 3.3 persons
- Average family income in the Mission San Jose District is approximately \$150,000 per year
- Sufficient retail market strength to support over 100,000 square feet of new community/neighborhood retail in the Mission San Jose District
- Ability to attract significant retail tenants to the Mission San Jose District will be triggered by a catalyst project anchored by an upscale grocery store
- Potential development program for the site could include an upscale grocery store, other convenience store and personal services and restaurants

#### Grocery Store

- Potential for an upscale or conventional grocery operation of up to 50,000 square feet to serve the high-income Mission San Jose District
- Currently there are no existing grocery operators on the east site of Interstate 680 or within the defined trade area of the site
- Mission Boulevard has freeway access at either end of the defined trade area and is the primary collector arterial serving residents of the defined trade area
- Over sixty-percent (60%) of the defined trade area population is comprised of Asian households, with a large concentration of such households near the Mission Boulevard site
- Trade area demographics might require a niche grocery operator with opportunities for targeting natural (fresh-store), upscale, Asian and/or conventional grocery.

#### Multiple Family Residential

- Potential target markets include college students, faculty and staff, pre-empty nesters (ages 45 to 54), active adults (ages 55 and up) and young professional singles and couples
- Site is appropriate for a variety of types of residential product types i.e. apartments, flats, town homes, live/work units, etc.
- Two product types with particularly strong potential are market rate rental units and age- restricted rental units
- Both the market rate and age-restricted rental programs could include studio, one-, two and three bedroom units (480 to 1,450 square feet in size)

#### **IV. DEVELOPMENT APPROACH**

##### **Sites**

The proposed Mission Boulevard Mixed-Use Development sites are a part of the 534-acre Ohlone College Fremont Campus. The sites are located along Mission Boulevard between Anza Avenue to the north and Pine Avenue to the south, and along the southern boundary of the campus along Pine Avenue. The area available for private development under this RFP totals approximately 36.0 acres:

Site A	1.8 acre
Sites B-1/B-2/B-3	20.4 acres
Site C	<u>19.0 acres</u>
	41.2 acres

Site A is currently vacant. Site B-1 is currently occupied by a surface parking lot consisting of 296 spaces. Site B-2 is currently occupied by a surface parking lots consisting of 243 spaces. Site B-3 is occupied by a maintenance building (15,600 square feet) and surface parking lot to serve the subject building. Site C is currently vacant.

The District and selected development team(s) shall work together during the negotiation of the agreements related to disposition and development of the sites to specifically address the approach, timing and financing for replacement of the existing surface parking spaces (Sites B-1, B-2) and existing maintenance facility (Site B-3) that would need to be removed to accommodate proposed development on the subject sites.

There is an existing promenade of olive trees that extends along the entire Mission Boulevard frontage of Sites A, B-1, B-2 and B-3. The project will need to incorporate and maintain the olive promenade, and improve the promenade as a linear open space feature.

Adjacent uses to the Mission Boulevard Mixed-Use Project sites include neighborhood and community retail uses to the north and west, residential uses (single and multiple family housing) to the south.

##### **Desired Development**

The major elements of the proposed private development may include, but are not limited to the following:

- Vibrant, active mixed-use “village center” anchored by quality retail (convenience shopping, personal and food services) including a potential upscale grocery store;
- New urban scale housing such as multiple family apartments, flats, town homes, live-work units, etc. designed to serve a variety of potential occupants i.e. students, college students, staff, faculty; empty nesters; pre-empty nesters (ages 45 to 54); active adults (ages 55 and up); etc.
- New single family ownership housing along the southern boundary of the campus adjacent to existing ownership housing
- Active pedestrian plazas oriented to Mission Boulevard incorporating the historic olive promenade as a key design element and community amenity

- Project design to compliment and enhance the historic character of the Historic Mission San Jose District
- Pedestrian linkages to the core campus and adjacent areas across Mission Boulevard
- New/compelling entry to Ohlone College through architectural, landscape, signage and graphic elements
- On-site parking sufficient to ensure successful development, marketing and operation of the proposed project

### **Development Responsibilities**

The District intends to either lease or sell (depending on the site) the proposed Mission Boulevard Mixed-Use Project sites (approximately 36.0 acres in total ) to a selected development team(s). Therefore the role of the District will be that of a lessor or seller of property in regard to the proposed site transaction(s).

A selected development team shall act as the developer for the proposed project(s) and be responsible for all aspects of the proposed private development activity including, but not limited to the following:

- Securing any required land use, planning, environmental, development and building approvals for the proposed project from the City of Fremont, including any required design review;
- Securing any required environmental approvals for the proposed project in accordance with the California Environmental Quality Act (CEQA); the City of Fremont shall be the lead agency in regard to any such required environmental review;
- Securing any required subdivision approvals for the proposed project, if applicable;
- Financing installation of public infrastructure and improvements (water, sewer, drainage, streets, street lighting, landscape, etc.) required to accommodate the proposed project in accordance with City of Fremont standards.

### **Entitlements**

The site is currently zoned Public Facilities District (PFD). The envisioned private development of the site(s) will require rezoning of the property in accordance with the City of Fremont zoning ordinance.

The proposed project is subject to all applicable land use, planning, engineering, design and building entitlements and approvals of the City of Fremont. The proposed project will be subject to review by the Historic Architectural Review Board for consistency with the purpose and intent of the Mission District Urban Design Guidelines.

Conveyance of the leasehold interest in the site will be subject to approval by the City of Fremont of all project entitlements including at the least the following:

- General Plan amendment
- Planning Development (PD) zoning including Precise Plan District
- Large parcel vesting map
- Environmental review and certification

### **Engineering and Environmental**

A preliminary engineering assessment of the site has not been undertaken by the District in regard to the general adequacy of existing utilities and infrastructure. Extensions of existing utilities and infrastructure may be necessary in order to provide service to the proposed project.

A preliminary environmental overview has been undertaken by the District to assess future environmental constraints that could negatively impact the proposed project. Based on that preliminary environmental

overview: 1) the site appears to be free of biological or hazardous material contamination; and 2) there is a high probability that Ohlone Indian archeological artifacts may be located on the site, which must be preserved and documented.

On the eastern edge of the campus there is a cluster of overhead power lines and a high-pressure gas line. A portion of this cluster is on the southern edge of Parcels B-3 and within Parcel C. Building below the power lines is prohibited with exception of open space and/or minor site improvements.

## **V. SUBMITTAL REQUIREMENTS**

### **Timing for Submission of Proposals**

Proposals must be received by Ohlone Community College District (the "District") **no later than 5:00 p.m. (PST) on \_\_\_\_\_, 2005**. Any proposal received after that date and time will not be accepted by the District. The District reserves the right to reject any and all proposals.

A prospective development team may submit proposals for any one, combination of, or all of the identified proposed development sites. However it is the preference of the District to work with a single selected development team as a master developer of all of the subject sites.

### **Proposal Submittal Requirements**

A "Proposal Submittal Package" may be obtained by contacting the Ohlone Community College District (see Contact Information). The "Proposal Submittal Package" includes: 1) all instructions to be used for submitting a proposal in response to this RFP; 2) information regarding the RFP process and time schedule; and 3) and supportive data and information.

## **VI. SELECTION PROCESS**

The District will complete a review of the development proposals submitted by respondents to this RFP. The review and evaluation of the development proposals will be based on the selection criteria described in this RFP. The District, in its sole discretion, will select one or more of the respondents for the purpose of negotiating a non-binding letter of intent with regard to each development site. The basic terms of the non-binding letter of intent will be incorporated into a resolution to be passed by the District Board of Trustees which will request public bids for the project. The request for bids will be published in a newspaper of general circulation and bids will be opened no less than 21 days after publication. The successful bidder will thereafter enter into specific contract negotiations for the lease or sale of the property. The selection of a development team(s) and proposal(s) involves the process and tentative time schedule included in the Proposal Submittal Package.

The District retains the sole right to determine timing, arrangement and method of any public presentations throughout the selection process. Development teams are cautioned not to undertake any actions to promote or advertise their interests except in the context of presentations sponsored by District. The District reserves the right to reject any and all submittals, request additional information and/or modify the selection process schedule.

## **VII. DEPOSIT AND FEES**

### **Negotiation Fee**

A Negotiation fee is not required to be submitted with a proposal. Upon the District Board of Trustees' approval of a selected development team and non-binding letter of intent (including resolution of notice of intention to sell or lease/request for public bids) for a particular site(s) a Negotiation Fee shall be provided by the selected development team to the District. The Negotiation Fee is non-refundable and is retained by the District. The amount of the Negotiation Fee shall be equal to \$5,000 per acre for each acre of property included in a specific proposal for development.

## VIII. SELECTION CRITERIA

The District will evaluate the strength of a proposed development team based on the following criteria as it directly relates to high quality, urban scale mixed-use (retail, commercial and/or residential) development.

### Development Team Qualifications

#### 1. General Experience

- Overall experience of proposed development team in planning, design, financing, construction and marketing of urban retail, commercial and or residential development;
- Experience of developer in "lead role" related to implementing urban scale retail, commercial or residential development from initial planning through project completion and project operation.

#### 2. Development and Management Experience

##### A. Development Experience

- Experience with urban scale retail, commercial and/or residential development specifically in regards to project size and complexity; construction style; economic success; overall architectural and design quality; and timeliness of performance;
- Experience and strength of architects, planning and design consultants, construction team and other specialists as part of development team.

##### B. Management Experience

- Experience in managing and operating projects containing uses comparable to the proposed development;
- Experience in achieving high quality project maintenance standards.

##### C. Design and Planning Experience

- Experience of designated architectural, planning and/or design consultants as evidenced by overall quality of previous similar projects.
- Experience of other specialty consultants i.e. traffic as referred to in the RFP submittal requirements

##### D. Construction and Project Management Experience

- Experience in constructing projects within established time schedules and within approved construction/development budgets;
- Experience in constructing similar type, size and complexity of projects.

##### E. Public/Private Project Experience

- Experience with joint public/private development projects including demonstrated ability to work effectively with institutions of higher education, in particular community colleges, respond to public objectives, and deliver development projects as initially represented;

##### F. Development Team Capacity

- Number and size of project to be concurrently undertaken by the development team, and demonstrated ability of such development team to successfully undertake and complete such projects (including the proposed development) during the time frame of the proposed development project.

#### 3. Organization, Personnel and Management

- Organization of development team indicating clear lines of responsibility which can be relied upon for effective and responsive action;

- Identification and demonstrated commitment of lead person responsible for project management for the proposed development;
- Qualifications of key personnel who will participate in the proposed project;
- Experience, qualifications and strength of key contractors, consultants, and specialist designated as part of the proposed development team.

#### 4. Financial Capability

- Overall financial strength of the development team;
- Demonstrated ability to provide necessary capital for predevelopment activities; secure construction and permanent loan financing; provide required equity either directly and/or with capital partners; provide funding for ongoing operations (including maintenance, reserves, etc.); and involvement in financing structures for projects similar to the proposed project;
- Strength of current relationship with financial resources specifically in regards to securing loan commitments from financial institutions; extent of commitment of such lending institutions.

### **Development Proposals**

#### 1. Project Objectives and Requirements

- responsiveness to goals and objectives of Ohlone College Fremont Campus Master Plan
- compatibility with campus facilities and ongoing operations
- consistency with applicable land use and zoning provisions

#### 2. Architecture and Design Quality

- overall quality of project design including character, scale, materials, etc.
- integration of project elements within context of existing and proposed surrounding uses
- conformity to established design and development guidelines and standards

#### 3. Project Economics and Financing

- market viability of proposed product type(s) and proposed uses
- overall economic feasibility based on estimated development costs, financing and revenue
- construction and permanent financing terms

#### 4. Business Offer and Development Schedule

- overall financial feasibility of project including proposed method and sources of financing
- length of lease term and extent of proposed lease payment schedule to the District
- reasonableness of projected schedule for construction of proposed project
- extent, timing and/or conditions of phasing plan, if proposed

#### 5. Other Factors

- inclusion of additional amenities for the project site and surrounding community
- extent of construction and permanent employment created by the project
- proposed approaches to construct the proposed loop road, replace displaced surface parking and replace the existing maintenance facility.

### **IX. BASIC BUSINESS TERMS AND CONDITIONS**

Disposition of the sites will be undertaken by the District within the parameters of the California Education Code, Sections 81330 to 81402, which define the regulations and procedures relating to the disposition of surplus property, including public notice, proposal solicitation, form of ground lease, etc.

The District has developed certain basic guidelines for disposition of the site which include, but are not limited to the following:

#### **Site Disposition**

The District intends to either lease or sell the sites to the selected development team(s) through a development ground lease or purchase/development agreement, as applicable, subject to approval by the District Board of Trustees. The proposed methods of transactions as approved by the District Board of Trustees are as follows:

Site A	Lease or sale
Sites B-1/B-2/B-3	Lease only
Site C	Lease or sale

The District will seek a financial return on the sites commensurate with market value of the sites taking into account the type, intensity and economics of the proposed development. The lease rate or sale prices of the sites will be based on the market value taking into account the proposed type, use(s), density and economics of the proposed development. The District intends to have the sites appraised to establish market value of the sites once there is a conceptual plan(s) for development of the sites.

### **Subordination**

For those sites to be leased by the District it is the policy of the District not to subordinate the fee interest in property to loan financing under a development ground lease agreement.

### **Site Improvements**

The selected developer will be responsible for the construction cost of all on-site and off-site improvements, permits, fees, etc., including the cost of installing and/or relocating of utilities if necessary. The developer would be responsible for the clean-up of toxic waste, if any, as these sites will be offered in an “as-is” condition by the District.

### **Indemnity**

Developer shall save, indemnify, defend (with legal counsel of their choice), and hold harmless the District and their respective officers, agents, and employees, from any and all claims, damages, losses, cost, expenses (including reasonable attorneys fees and court costs) or liabilities of every kind on account of damage to property or injury to person or death, which claims, damages, losses, costs, expenses or liabilities directly or indirectly arise from or relate to the acts or omissions of the Developer, its officers, agents, employees, contractors and subcontractors during the term of and in connection with the agreement with the District, except to the extent that such claims, damages, losses, costs, expenses or liabilities result from the active negligence, sole negligence or willful misconduct of the District or their respective officers, agents and employees.

### **Anti-Discrimination**

Developer shall not discriminate because of race, age, religion, color, ancestry, sex, physical handicap, or nations origin against any person by refusing to furnish such person any accommodation or facility offered to the general public; not publicize the accommodations or facilities in any manner that would directly or inferentially reflect upon or question that acceptability of the patronage or any person because of race, age, religion, color, ancestry, children, sex, physical handicap or national origin. The developer/owner shall be held liable for any infractions to the Fair Employment Practices Act.

### **Taxes**

The development project may be subject to property and/or possessory interest taxes based upon the county assessor’s determination of the value of the development and the developer’s interest therein. During development, the developer will be subjected to a supplemental tax that is based upon the prorated valuation and construction schedule for the development project.

### **Insurance**

The selected developer(s) will be required to submit evidence of general liability, automobile, workers compensation and property protection policies with appropriate deductible levels. During construction the developer and general contractor District will be required to submit evidence of course of construction insurance to the District. These policies shall name the District as added insured.

## **Bonds**

The District may in its sole discretion require submission of performance and payment bonds prior to commencement of construction on the project related to the direct construction cost of the proposed project. The City of Fremont may also require public improvement and/or utility improvement bonds.

## **Real Estate Commissions**

The District shall not be liable for any real estate commissions or brokerage fees incurred by the developer that may arise from the disposition or development of the sites. The developer agrees to hold the District harmless from any claim by any broker, agent or finder retained by the developer.

## **X. PROPOSAL SUBMITTAL PACKAGE**

A "Proposal Submittal Package" is available by contacting the Ohlone Community College District by letter, telephone, facsimile or e-mail (see Contact Information below). Please indicate the name, address, telephone number, facsimile number and lead contact person for the development team.

The "Proposal Submittal Package" includes detailed information regarding: 1) instructions to be used for submitting a proposal in response to this RFP; 2) information regarding the RFP process and time schedule; and 3) supportive data and information including the following:

- Project Site Map (Engineering Survey)
- Proposal Submittal Requirements
- Developer and Proposal Selection Process
- Preliminary Title Report (including recorded easements)
- Fremont Campus Master Plan Update (Summary)
- Technical Reports (Summary):
  - Ohlone Rental Housing Opportunities
  - Community/Neighborhood Retail and Grocery Store Analysis

## **XII. CONTACT INFORMATION**

For further information please contact:

Deanna Walston  
Vice President Business Services/Deputy Superintendent  
Ohlone Community College District  
43600 Mission Boulevard  
Fremont, CA 94539  
(510) 659-7307 or (510) 659-6261 (telephone)  
(510) 659-6045 (facsimile)  
dwalston@ohlone.edu.

