

# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
SILICON VALLEY CHAPTER

**2018 NAIOP  
Silicon Valley  
Board of Director  
Companies**

**Bank of America**

**CFLD**

**Cushman &  
Wakefield**

**Dostart Development**

**Hines**

**Hudson Pacific  
Properties**

**Irvine Company**

**J. P. DiNapoli  
Companies**

**Jay Paul Company**

**Menlo Equities**

**Meridian**

**Newmark Cornish &  
Carey**

**NorthMarq Capital**

**Orchard Commercial**

**Orchard Partners**

**PGIM Real Estate**

**PS Business Parks**

**Toeniskoetter  
Development**

**Sobrato Orgn.**

**South Bay  
Development**

**TMG Partners**

September 11, 2018

Mayor Sam Liccardo and Council  
City of San Jose  
200 East Santa Clara Street  
San Jose, CA 95113

Re: September 11, 2018 Council Agenda Item 4.1 – Commercial Linkage Fees

NAIOP Silicon Valley is the Commercial Real Estate Development Association representing developers, owners and related professionals in office, industrial and mixed-use real estate throughout Silicon Valley with over 175 local professional real estate members. NAIOP advocates for responsible, sustainable development that creates jobs and benefits throughout the Silicon Valley region in which our members work and live.

On behalf of NAIOP Silicon Valley I am writing to express our strong opposition to any consideration of a commercial linkage fee. On June 12<sup>th</sup> the city council directed staff to drop any consideration of a commercial linkage fee on the premise that this policy would further worsen San Jose's jobs-to-housing ratios.

While Silicon Valley is experiencing a serious housing affordability crisis there have been numerous local and state solutions designed to address increasing the supply of affordable housing throughout Santa Clara County and Bay Area. The best way to address the housing affordability crisis is to reduce regulatory barriers and significantly accelerate the entitlement and production of housing for at all income levels throughout the city and region. Instituting additional regulation and financial challenges to producing jobs throughout the City of San Jose will continue to place San Jose in a less competitive position to attract investment and job creation.

Sincerely,



Patricia Sausedo,  
Executive Director  
NAIOP Silicon Valley

Cc: City Clerk