

SAI



DEVELOPMENT + INVESTMENT. LLC
LOS ANGELES CALIFORNIA

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ETHOS

SAI D+I is a real estate development and investment firm that specializes in creating organic creative-office commercial and mixed-use urban properties in Southern California. Each of its properties represents a strong opportunity for profit, and , an investment in the overall community and its quality of life. Specifically, SAI D+I's development methodology focuses on properties that are ideal for redevelopment and repositioning. Ideal candidate properties may be underdeveloped but exist within market segments and neighborhoods that boast consistently positive market yield that mitigate the inherent investment risks.

SAI D+I believes that the optimal approach to real estate development is cross-disciplinary, integrating both financial acumen and design from the very inception of its projects, in order to serve a discerning client base. SAI D+I's core practice can be divided into two complementary business units: the boutique creative, media, and technology office market, and the modern residential urban in-fill market.

OVERVIEW

The company, SAI Development and Investment, LLC (SAI D+I) is a professional services firm providing a full suite of real estate development, economics, design, planning, and construction management services to creative office markets and mixed-use development to the Greater Los Angeles area. SAI D+I focuses on creative office spaces and mixed-use urban development, embracing a design centric approach with particular sensitivity to economic, technology, and environmental sustainability. We aim to create beautiful spaces for tech-savvy, trendy, creative professionals, while ensuring our projects integrate within their social environments.

MACY LEUNG | PRINCIPAL

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Macy Leung is experience in the detailed analysis of urban development. Previously, she worked with private and public clients on urban and mixed-use development as well as in asset valuation, conducted market feasibility and economics impact analysis, and architectural project management. Ms. Leung has worked as an economist at a consulting firm at Economics Research Associates on various financial evaluation, highest and best use analysis, and development strategy and economic ramifications of particular real estate projects. Internationally, Ms. Leung served as a development associate at Shui On Land Development, managing a \$3.2 billion mixed-use development project in Chongqing, China, and worked at a real estate asset management firm focusing on distressed assets in the US and Asia.

Currently Ms. Leung serves on the Steering Committee for the Urban Land Institute Young Leaders in Los Angeles and is an active board member of International Green Shield.

M. DesS in Real Estate Finance and Development (Urbanization and Housing emphasis), Harvard University
M. Arch, Iowa State University
B.A. Economics, University of California

RICHARD CHANG | PRINCIPAL

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Richard Chang, is a co-founder at SAI and holds medical degree as a Biochemical Geneticist at Children's Hospital of Orange County (CHOC Children's Hospital). Additionally, he is also a Clinical Instructor at UC Irvine School of Medicine. Although his training is in medicine, he has worked as a project manager of commercial and residential properties through his family owned construction business, STC Constructions, in the San Gabriel Valley area. Current projects include the design and implementation of software and hardware at CHOC's new multi-million dollar South Tower expansion, anticipated to open in March 2013.

DAVID LEUNG | ASSOCIATE

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David Leung is a graduate of the civil engineering program at University of California Berkeley with a Masters in Structural Engineering and Bachelor in Civil Engineering. His focus centers on new construction projects, structural analysis, and general construction management. Previously, he was a co-founder of Quosap, an online pricing and management system that connect construction professionals with contractors, as well as a civil engineer for AECOM and the City of San Francisco.

+ Experienced and high profile advisory board and affiliates.

PEOPLE

COMMERCIAL

Media, entertainment, and recently technology have long been the fastest growing sectors in the Southern California economy. SAI D+I develops boutique creative office space to meet the very specific demands of technology and creative professionals and their firms.

Flexible	Media companies are entrepreneurial, with constant growth and changes of their internal business structures. SAI D+I creatively leverages open design in order to make sure their offices can evolve in tandem with their business and transforms run-down, outdated buildings with sleek, beautiful spaces that can attract urban professional workers. SAI D+I open office spaces often feature few or no wall partitions; open creative meeting spaces encourage thought sharing and help create an environment for creativity.
Tech-Enabled	Media technology requires an infrastructure to support their computing needs. SAI D+I outfits each creative office space appropriately with the Internet connectivity and built-in server space to accommodate the essential technology stack these companies need to run their businesses.
Adaptive-Reuse	Media technology companies are at the forefront of agility and efficiency. The term “creative” is based on the specialized interior improvements typical of these properties, including optimal lighting, interior woodwork, and exposed wood truss/steel frame. Staying true to adaptive reuse of old buildings, all design and tenant improvement will comply with the latest standard of LEED Interior certification and employ environmentally friendly, natural materials.

RESIDENTIAL

SAI D+I’s residential practice aims to develop modern, affordable residential housing that embodies the same core values as its creative office space design. While the usage is different, all SAI D+I projects share the same aesthetic and commitment to quality.

Fresh	We appreciate that modern professionals demand modern design. Through years of experiences and our team of talented architects, SAI D+I is committed to create hip, beautiful homes and designed to the standards of today’s meticulous and demanding homeowners.
Affordable	Leveraging Los Angeles’ small lot subdivision ordinance and rehabilitating existing properties, our homes embody well-designed, thoughtful, and comfortable spaces for the active working middle class. Taking advantage of target market, our competitive price points attracts first time homebuyers for single family homes while providing for a comfortable margin of return for investors.
Sustainable	SAI D+I embraces a natural design aesthetic appropriate to the current generation of modern urban professionals. High quality, natural materials juxtaposed against a backdrop of clean design, each home complies with the latest standard of LEED certification. These homes are environmentally friendly and aid in creating a high quality of life.
Integrated	SAI D+I develops homes that function not only as atomic living units but as part of a larger community. SAI D+I homes are specifically designed and positioned to integrate in their neighborhoods, both aesthetically and fiscally, increasing the standard of living for the whole community.

EXECUTION ADVANTAGE

Vertical Integration	We can manage a project from conception to completion, including performing the required feasibility analyses, entitlement, managing the design and construction, and finally marketing the developed properties to a successful sale.
Extensive Knowledge of Local Market	The SAI team has successfully executed several projects in our target market using the latest planning ordinance, thorough market analysis, and strong relationship with local brokers and the local government give us strong insight and timely access to the best real estate opportunities in our target region.
Professional Involvement	Members of SAI management serve on the Young Leaders steering committee of Los Angeles Urban Land Institute and work closely with the local government affairs. Other associates teach at Woodbury University in Burbank and actively work with the Los Angeles Mayor’s Office, the Silver Lake City Council, and the San Gabriel City Council.
Broad Expertise	The SAI team has the skills and experience to successfully execute our planned developments. Members have been published in various publications, Encyclopedia Britannica, the Urban Land Institute, and the New York Times.