



# MONICA WILSON

COMMUNITY & REAL ESTATE  
DEVELOPMENT

# WHO WE ARE



## MONICA WILSON

COMMUNITY & REAL ESTATE  
DEVELOPMENT

### 25+

Years of  
Experience

### SBE

Certified

### LBE

Certified

### LOCATIONS

BAY AREA

(San Francisco, Oakland, Richmond)



## BRINGING **COMMUNITY** TO REAL ESTATE DEVELOPMENT

Monica Wilson/Community + Real Estate Development is a woman-owned, consulting firm (LBE/Micro/WBE/SBE), with offices in San Francisco and Richmond, CA. Principal, Monica Wilson, has over 25 years of consulting and real estate development experience in the Bay Area, implementing complex, large scale public/private real estate development projects.

DEVELOPERS



MISSION  
ROCK

RELATED

RUBICON POINT  
PARTNERS

GOLUB  
The John Buck Company

GENERAL  
CONTRACTORS



Suffolk



GUZMAN  
• CONSTRUCTION GROUP •

nibbi



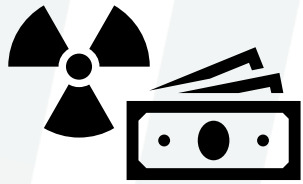
CAHILL

CLIENTS



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## Including and Delivering for Diverse Communities is the Right Thing To Do



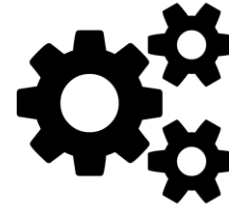
### VERTICAL & HORIZONTAL PROJECTS

- Expensive/Tight Budgets
- Risky
- Complex Design and Construction Requirements



### INCLUDING COMMUNITY & DELIVERING WINS

Layering the needs of the “communities” adds another high impact component



### REQUIREMENTS CAN RANGE FROM:

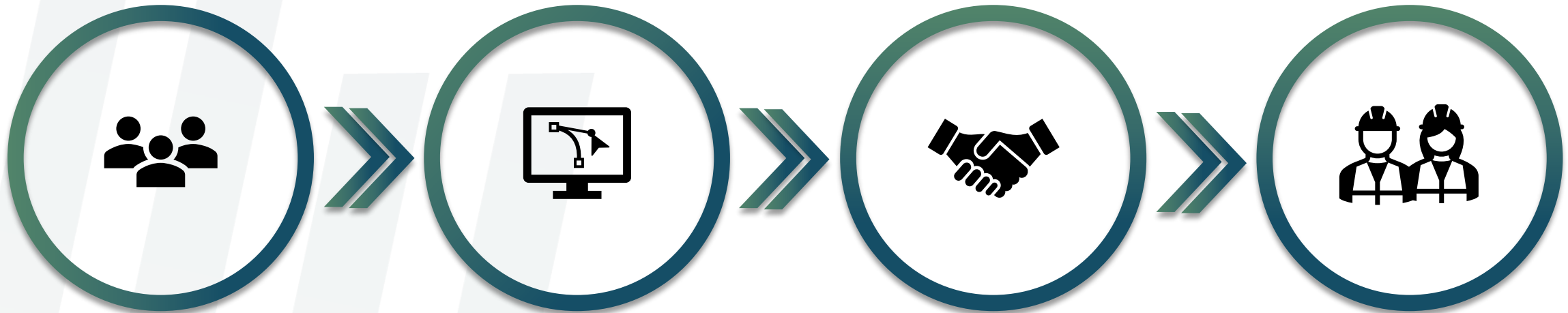
- SF LBE 18%-30%
- OCII at 50%
- Hybrid of both, and varies on complexities



### BALANCE THE NEEDS

Of the project, as well as the needs of the community (design, A/E, construction, workforce)

## Building Diversity and Opportunities From The Top Down And Throughout The Project Life Cycle



### DEVELOPER TEAM SELECTION PHASE

- Procurement
- e.g.: OCII 50% participation

### DESIGN AND ENTITLEMENT PHASE

- A&E Team Selection
- JV/Partnership

### COMMUNITY BENEFITS AND INTERNSHIP PHASE

- CIWI Internships (A/E thru Construction)
- Collaborating with local CBOs and Schools (e.g.: Mission High School, John O'Connell High School)
- Creating new LBES

### CONSTRUCTION AND WORKFORCE PHASE

- Select GC and trade partners (subs)
- Diverse construction workforce

# MISSION ROCK



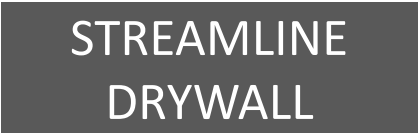
Client: Mission Rock Partners (SF Giants + Tishman Speyer)

Project Duration: 2018-2021

Scope: Comprehensive Services including:

1. Procurement: Professional Services (A/E Design Team): SF-LBEs (M/WBE)
2. Internships: BIPOC/first generation (2020 and 2021+)
3. Procurement: Construction (part of a larger team of consultants)
  - a. Horizontal Construction
  - b. Vertical Construction
4. Technical Assistance/Capacity Development: LBE Community, emphasis M/WBEs

# LBE TECHNICAL ASSISTANCE/CAPACITY DEVELOPMENT



Client: SF-LBES

Project Duration: 2016 to Present

Scope:  
Work closely with SF-LBES, (emphasis M/WBE firms) to provide targeted services to small and emerging firms:

1. Capacity Development/Barrier Removal
2. Outreach/Engagement/Marketing
3. Business Development/Introductions to Developers, General Contractors, and Other Key Stakeholders





Construction Industry Workforce Initiative  
2021 Team



Client: Construction Industry Workforce Initiative (CIWI)

Project Duration: 2012-Present

Scope: Comprehensive Services including:

- 1. Design and Implement an Innovative Program.** Summer Internship Program targeted to BIPOC/First Generation college students interested in: A/E, Construction, Development, Sustainability, Civic Engagement, Community/Economic Development
- 2. Key Partners and Stakeholders**
  - a. Industry Partners. ULI-SF (MOU), SPUR, HAC, BOC, CMAA, AGC, USGBC
  - b. CBO/Educational Partners. College Track, Hope SF, Local Colleges/Universities, 100 BMBA
- 3. CIWI Impacts.** CIWI (2012-2021) has delivered over 120 internships, vast majority to SF/Oakland BIPOC students/first generation
- 4. Next Steps.** Expand CIWI's footprint to include Southern CA: Los Angeles (2022-23) and north to Sacramento (2021, pilot program).
- 5. Civic Engagement + Sustainability (CE+S)** CIWI Summer Impact Report





2022 PORTFOLIO EXPANSION

MW/CIWI

SAN FRANCISCO  
BAY AREA

2022 PORTFOLIO EXPANSION

LOS ANGELES  
MW/CIWI

CIWI - STATEWIDE

# TEAM & GEOGRAPHIC LOCATIONS



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# MONICA WILSON

COMMUNITY & REAL ESTATE  
DEVELOPMENT

1485 Bayshore Blvd.

Suite 379

San Francisco, CA 94124

(415) 748-2301

[monica@mwilsonconsulting.com](mailto:monica@mwilsonconsulting.com)

[www.mwilsonconsulting.com](http://www.mwilsonconsulting.com)

[Monica.Wilson.ciwi@gmail.com](mailto:Monica.Wilson.ciwi@gmail.com)

[www.ciwi-bayarea.org](http://www.ciwi-bayarea.org)



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# SUMMARY