

**Chris Foley**

**POLARIS PACIFIC**



GROUND MATRIX

**TOTOMIC®**



**Chairman, Ground Matrix  
Co-Founder, Polaris Pacific  
Co-Founder, Totomic  
Vice Chair, Chinese American International School  
Executive Committee, East Cut CBD**

*Chris has created various real estate operating companies during his careers that now, put together, serve as a platform for his development project partnerships.*

Chris Foley is a real estate Broker and Developer in San Francisco focusing on complex real estate transactions with the majority of his work in San Francisco proper. In the past 30 years he has worked on over \$10 billion dollars' worth of transactions. In the past 5 years, he has been focusing on not only his own development projects but also supporting national developers to assemble public/private partnerships in real estate transactions for the stability of the organizations so that they can continue the core services they provide to the community.

Chris specializes in entitlement, financial analysis and land acquisition. Chris works with some of the largest clients in California including Tishman Speyer, Lennar Urban, TMG Partners, Morgan Stanley, The Pauls Corporation, CIM Group, Trumark Urban and others. Over the past decade, Chris has brokered and consulted on land transactions involving over 10 million square feet of condominium residences, commercial retail and offices. He has also co-founded Polaris Pacific, Totomic, and Ground Matrix. Polaris Pacific is the #1 new home sales and marketing on the West Coast, and will provide research related to the residential portions of this project. Totomic is a data science-as-a-service company for real estate, and will provide research related to the commercial portions of this project. Ground Matrix is a new commercial real estate brokerage, operating in California, which brings institutional skills to deals that are complicated and need significant local expertise.

Chris leverages the intellectual capital spread across these operating companies to successfully complete his development projects.

#### Historic Real Estate Work

- 1) Developed Saint Josephs Church which was completed in 1913 and was vacant for 31 years before I purchased it. At the time it was full of dead pigeons, broken windows and leaky roof causing the whole North side of the property to be in failing situation due to water damage. Spent 2.5 years renovating the project in a New Market Tax Credit/Historic Tax credit structure which is one of the most complicated financing structures in real estate. Now it is a for profit and non profit occupying the property with significant community engagement and serving a large number of local artists.

- 2) Third Baptist Church; Reverend Amos Brown called me when he saw what we did at St Josephs and asked for my help. We have put together a team to raise the money and rehabilitate the oldest Baptist Church west of the Mississippi. I am doing work pro-bono as well hired a Project Manager to help me get the whole deal organized. Goal is to start fundraising this year, start work on rehab in 2020 to bring the building back to its original glory with significant upgrades so they can continue to serve their congregation and community

### **Other public services and engagements with non-profits:**

- Negotiated the purchase of a building for a Non-Profit called United Playaz, they serve 300 families living in SRO on 6th Street in San Francisco and commit gang violence prevention effort across San Francisco.
  - Manage the seller to carryback financing
  - Personally guaranteed the loan
  - Achieve the most economical and beneficial outcome for the community and non-profit organization.
  
- Chinese American International School and French American International School: Expansion and Relocation
  - Chris Foley is on the Board and being the real estate committee chair, facilitate school expansion, identifying location, permit process, building retrofitting, managing general contractors and more
  - Conduct preliminary underwriting to quantify overall budget
  - Help with capital campaign and school fund raise
  - Provide legal, design, architect, general contracting and other resources
  - Total 5 different campuses with total of 250,000 sq.ft. space
  
- San Francisco Charter School Expansion
  - Facilitate school board and real estate committee
  - Collaborate with capital campaign manager to pace acquisition process and closing time-line.
  - Provide legal, design, architect, general contracting and other resources
  - Conduct preliminary underwriting to quantify overall budget
  - Screen potential properties and negotiate transaction.