

MORGAN AND KIMBALL TOWERS REHABILITATION AND RECAPITALIZATION

REQUEST FOR QUALIFICATIONS
MAY 12, 2016



CASA FAMILIAR
A COMMUNITY DEVELOPMENT AGENCY

RAHDGROUP



Thompson Consulting



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Development Team

May 11, 2016

Carlos Aguirre
Community Development Manager
Housing, Grants, and Asset Mgmt. Dept.
City of National City
140 East 12th Street, Suite B
National City, CA 91950-4301

Dear Mr. Aguirre,

On behalf of our development team, I am pleased to present this submission for the City of National City's Request for Qualifications for the Morgan and Kimball Towers Rehabilitation and Recapitalization Project.

We, the undersigned, have assembled a development team with unparalleled experience, industry expertise, financial capacity, governmental relationships, community service and involvement and work experience in the City of National City. Our pledges are:

- 1) to be an exemplary and trustworthy development team that meets and exceeds the City's needs and expectations through depth of experience, financial strength and honest dealings, making the City and its elected officials and staff look good every step of the way;
- 2) to work cooperatively with the City to financially restructure the property under a ground lease arrangement and to provide the City 100% confidence in our financial strength and ability;
- 3) to perform a major and substantial multi-million-dollar renovation of the property so that the building stands in excellent and safe condition for the next 50 years;
- 4) to renovate and rehabilitate the buildings utilizing the best practices in energy efficiency and technology, upgrading the property and each of the residential units, while giving preference to subcontractors from National City, and/or contractors preferred by the City, so that city businesses enjoy an uptick in business in their local community;
- 5) to protect current and future generations of low-income senior tenants with a 20-year extension of its section 8 contract on Morgan Tower and without compromising the affordability of Kimball Tower;
- 6) to enter into a regulatory agreement extending the affordability of Morgan and Kimball towers for an additional 55 years.
- 7) to enhance the social services offered on site and better utilize the Senior Center as a resident resource and to ensure that these services are administered in a way that respects and celebrates the unique cultural diversity of the residents of Morgan and Kimball and the City of National City;
- 8) to leverage financial resources and expand grant opportunities in order to enhance the quality of life and services offered for the benefit of the tenants and the entire community of National City;
- 9) to enable the City to continue to operate the nutrition program offered at the George Waters Nutrition Center as it is, but reduce to zero the obligation of the City's general fund, through a combination of grants, community partnerships and the developers' expense, and;

10) to respect and be sensitive to the senior residents through every step of the process and enhance the quality of their living experience.

In order to accomplish the above objectives, we have thoughtfully assembled a development team that best fits each of the common, as well as the unique, needs of the City of National City. Our development team includes the following for profit and non-profit developers and service providers:

- 1) Affirmed Housing
- 2) Community Preservation Partners (a WNC affiliate)
- 3) The RAHD Group
- 4) Thompson Consulting
- 5) Casa Familiar, a community-based non-profit organization

Each member of the development team has been added for one or more specific reasons narrowly tailored towards meeting every one of the City of National City's goals and objectives.

Affirmed Housing is an award-winning, industry leader in affordable housing, headquartered here in our community of San Diego. Affirmed has completed over 40 low-income housing projects in California, the vast majority of which are in San Diego County. Three of those are low-income senior living apartment buildings. Affirmed delivers safe, clean, high quality residential affordable housing using innovative design that addresses the unique needs of community, civic and environmental concerns. Its depth of industry experience, construction team and financial strength gives the City the assurance and confidence that it will complete an excellent property renovation and rehabilitation with the highest quality energy and systems upgrades and building and unit improvements for Morgan and Kimball Towers.

Community Preservation Partners (a WNC affiliate) owns and operates over 4000 units of affordable housing. Its mission is to enrich lives and strengthen neighborhoods through recapitalizing, rehabilitating and preserving aging affordable housing communities. Community Preservation Partners (CPP) has deep financial capacity and the best financial partners in the affordable housing and real estate industry. This financial strength gives its partners and community stakeholders complete confidence in its ability to close transactions, finance/re-finance projects, and perform the highest quality rehabilitation, renovation and preservation projects that always include the most up-to-date energy efficiency measures, technology upgrades, upgraded building systems, and improvements to community rooms and common areas and 100% of the residential units. Most recently, CPP acquired and preserved a building in the Los Angeles area, called Bellflower Gardens, that is similar in nature to Morgan and Kimball Towers. Bellflower is a HUD section 8 senior tower that has already been recapitalized, the section 8 contract extended and a major renovation in the final stages.

The RAHD Group specializes in the preservation and rehabilitation of low-income senior properties in San Diego and the South bay. Its most recent project was a 100-unit senior HUD property located a few miles away from the Morgan and Kimball communities in the City of Chula Vista. RAHD owns multiple similar senior properties in the City of San Diego and its work has been recognized by local, state and federal officials as examples of the excellence that can be achieved when private industry works cooperatively with government for the benefit of the community. Each of these senior properties were recapitalized, major renovations

completed, section 8 contracts extended and an array of senior services implemented. RAHD also has a low-income senior property on a ground lease with the City of San Diego and a financial structure to support that City ownership model.

Thompson Consulting is based in the South bay. Its principal, Mitch Thompson, has a 40-year history in affordable housing in San Diego County with an emphasis in the South bay. Over the last several years, he has focused a portion of his work specifically in the City of National City, including owning and renovating dozens of affordable rental units in partnership with the City. Mitch has worked in affordable housing development and finance his entire professional life, including senior management positions at the Housing Authority of the County of San Diego, National Equity Fund and Bank of America Community Development Bank. He has consulted on dozens of HUD deals and previously developed the Seniors on Broadway project on leased land owned by the Chula Vista Elementary School District. He also successfully started the MAAC Project's Property Management Company, the largest affordable housing property management company located in the south bay. That firm continues to manage approximately 1,000 units in the South bay. His depth of knowledge in all areas of affordable housing development and management, combined with his knowledge of the Morgan and Kimball communities makes him a valuable part of our proposed partnership for and with the City of National City.

Casa Familiar, a 501(c)(3) non-profit organization, is the premier social service organization in the south bay. Casa delivers services to hundreds of seniors monthly, including to the seniors of National City with a focus on housing, advocacy, education, social services and arts and culture. In addition, they have deep affordable housing experience and provide on-site services at the largest HUD housing complex in southern California. Their services and staff reflect the Morgan and Kimball communities as well as the community of National City at large. The services they provide will be tailored for the needs of the Morgan and Kimball community. Casa has an unrivalled breadth of grant experience and success for over 40 years. In this new fiscal year Casa Familiar will receive over \$1,000,000 in grants for capital improvement projects and senior and social services. Together, with our team's professional grant writer, our team will utilize a combination of grant awards, community partnerships and property cash flow to ensure that the City is able to relieve its general fund of its obligation to fund the George Waters Nutrition Center, while still being able to manage and operate the Nutrition Center, as the City desires.

Each team member has deep experience with HUD. In total, our development team has previously received HUD approval on over 50 affordable housing projects. Our team includes the best HUD counsel in the industry, Cox Castle and Nicholson out of San Francisco. Their California office is teamed with Washington DC-based office of Hessel, Aluise and Neun to deliver the strongest legal team in the industry to ensure receipt of all necessary (and most favorable) HUD approvals for our project. In addition, Colin Rice and Mitch Thompson, of our development team, have over twenty-five years of direct government experience with strong emphasis in local government and housing. Colin worked for several years as Chief of Staff for U.S. Congressman Juan Vargas who represents National City. Between experience, professional expertise and valuable relationships, our development team will have the strongest ability to work with HUD for the benefit of the City and the tenant community. Our track record demonstrates our unique ability to secure the most critical HUD commitments needed for a

successful critical HUD resource commitments-- namely: 1) a 20-year Section 8 contract extension, and; 2) a HUD service grant (not currently committed to Morgan and Kimball).

Additionally, our development team and our contractor have a wealth of experience specifically in renovating HUD section 8 senior apartment buildings. We understand that senior tenants require minimal disruption to their daily lives and sensitive communication about the construction process and their needs. Our team completes an “in place” unit renovation, where each unit is completed in five days or less. Our development team reserves a block of hotels in a high quality, local hotel and pays for the residents’ stay. We provide transportation to and from the hotel and pay a stipend for three meals per day. In our experience, the senior residents of our buildings appreciate this attention, service and communication and often compliment the ownership team and local officials for our efforts. Recently, our development team performed this renovation with an “in place” rehab on Garden Villas (formerly Kiku Gardens), a senior HUD project in Chula Vista, and Bellflower Gardens, a senior HUD project in Los Angeles. Both went smoothly and residents enjoyed minimal disruption to their daily lives, coupled with a completely new renovated unit upon their return.

Our development team will also include and utilize the unique skills and expertise of the following industry leaders:

1. Lending

Mike Hemmens
Director
Citi Community Capital
Greenwich Street Community Capital, LLC
325 E Hillcrest Dr., Suite 160, Thousand Oaks, CA 91360
805-557-0933

2. Tax Credit Equity Investor

Anand Kannan
WNC/Community Preservation Partners, LLC
17782 Sky Park Circle
Irvine, CA 92614

3. HUD/Transactional Counsel

Ofer Elitzur
Cox Castle and Nicholson
555 California Street, Floor 10
San Francisco, CA 94104
(415) 262-5165

Karen W. Kramer
Hessel, Aluise and Neun, P.C.
1100 17th Street N.W., Suite 1100
Washington, DC 20036
(202) 466-5300 x205

4. Architect

Greg Irwin
Irwin Partners
245 Fischer Ave. Suite B-2
Costa Mesa CA 92626
(714) 557 2448

5. Construction

Justin Krueger
President
United Renovations Specialty Group
4275 Executive Square, Suite 200
San Diego, CA 92037
619.202.1144 x105

6. Interior Designer

Vanessa Vorland
Owner / Designer
Lilium Designs
3665 Alabama Street
San Diego, CA 92104
(619) 278-9222

7. Grant Specialist

Madelyne Pfeiffer
President
MJ Housing & Services
(760)696-0749

8. Property Management

Typically, we give existing management the first opportunity to stay on as managers given that they have the most knowledge of the building and relationships with the residents. If the existing manager is unavailable or that option is not practical, then we have numerous property management companies that we work with, including:

FPI
Solari
Royal Property Management

9. Engineering and Energy Sustainability

Partner Energy

2154 Torrance Blvd, Suite 100
Torrance, CA 90501
(310) 356-2189

10. Solar Energy

Rick McCluskey

Go Green Power Systems

1672 Main Street, Suite E, PMB 167
Ramona, CA 92065

11. Senior Social Services (see Services tab, as well)

Andrea Skorepa

Casa Familiar

1901 Del Blvd. S
San Ysidro, CA 92173
(619) 428-1115

Kevin Mattson

San Ysidro Health Center

1275 30th Street
San Diego, CA 92154
(619) 662-4100

As you will see in the following pages, our development team has been created specifically to meet each and every one of the City of National City's objectives as well as the Morgan and Kimball Tower community's needs. We have:

- 1) deep experience recapitalizing, preserving and rehabilitating HUD Senior Towers,
- 2) the financial strength and depth to complete the project under all circumstances, including the unexpected,
- 3) operating experience that comes from running almost a hundred similar housing developments, many of which are senior buildings just like Morgan and Kimball,
- 4) grant and financial leveraging successes that are better than anyone in the industry,
- 5) a background of experiences in enhancing senior social services and improving the residential living experience, and
- 6) a history and presence in National City that will reflect the building community and understand their needs.

Thank you for the opportunity to present this submission to rehabilitate and recapitalize the Kimball and Morgan Towers. If selected, we will recapitalize the project, perform an excellent renovation of the property for current and future tenants, enhance services and quality of life for the residents and be a partner that the City of National City will be proud of. We look forward to working with the City.

Respectfully submitted,

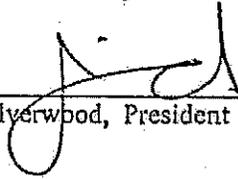
RAHD Group



Colin Rice, Partner

Date: 5/10/16

Affirmed Housing



Jim Silverwood, President

Date: 5.10.16

Thompson Consulting



Mitch Thompson

Date: 5/10/16

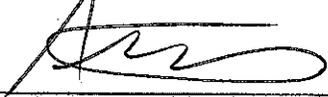
Casa Familiar



Andrea Skorepa, CEO

Date: 5/10/16

Community Preservation Partners, LLC



Anand Kannan, President

Date: 5-10-16

Executive Summary

Executive Summary

Key Qualifications That Meet RFQ Criteria

The following is a brief synopsis of our development team strengths according to the scoring criteria described in Attachment 3 of the RFQ.

Criteria 1 - Experience & Qualification

- More than 100 affordable housing projects successfully financed, completed and operated in California
- More than 25 affordable housing projects successfully financed, completed and operated in San Diego County
- 13 low-income senior communities owned and operated
- Recent examples of successful HUD senior projects involving recapitalization, preservation and rehabilitation, including one in Chula Vista and multiple in the City of San Diego
- 12 affordable housing projects successfully financed and completed throughout the south bay, 5 of which are in National City
- Superior track record of securing new financial commitments, approvals and grants from HUD
- Team members have 25 years of direct government service in National City and the south bay

Criteria 2 - Leveraging. Track Record of Receiving Grants on Similar Projects

- Financed almost a billion dollars in tax-exempt bonds
- Financed in excess of \$500,000,000 in low-income housing tax credits
- Received over \$15,000,000 in grants from local, state, federal, charitable, and private sources
- Added value to projects and communities through grants awarded at three different phases of development: recapitalization, construction and operations
- Team includes the most successful non-profit and grant writer in the region
- Unparalleled HUD successes and federal relationships

Criteria 3 - Financial Capacity

- Development team has liquid access to \$25,000,000
- Lending partner, Citi Community Capital, is considered is the premier lender in the Affordable Housing industry having financed 269 affordable housing projects in 2015
- Citi has issued us a preliminary Letter of Intent to finance Morgan/Kimball project
- Development team includes one of the largest LIHTC equity players in the industry and, as such, can self-fund the equity, without relying on the equity marketplace
- Development team includes multiple entities which will financially guaranty the project and the construction, in case of any cost overrun

Criteria 4 - Operating Experience

- Substantial operating experience, currently operating approximately 100 low-income apartment communities
- Of those, 13 are low-income senior properties, many of which have HUD section 8 subsidies and are of similar size to Morgan/Kimball
- Team operates 20 buildings within 20 miles of Morgan/Kimball, some of which are National City itself with similar target populations to Morgan/Kimball
- One of the projects has a successful lunch program that is cost neutral to the ownership and the City
- Deep experience with local, state and federal compliance matters, including HUD matters

Criteria 5 - Resident Services and Involvement

- Service providing partners, Casa Familiar and San Ysidro Health Center, are well-reputed and trusted in the community, offering a wide array of senior services already in National City and surrounding south bay communities
- History of grant success will give the City and its residents the best service program and enhanced living experience
- Development team's residential communities have extensive senior service programs already and Morgan/Kimball communities program will be uniquely designed around the needs of its senior community
- Development team is hands-on, based in San Diego and the south bay, and has offices within minutes of Morgan/Kimball community

Development Team Experience

Affirmed Housing



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Building Green

e.a.t. Program

Recent Awards



MISSION STATEMENT

At Affirmed Housing our mission is to create and maintain *exceptional* residential communities for the families and individuals we serve.

Vision Statement

Utilizing innovative designs which address community, civic, transportation and environmental concerns, we create award winning communities that provide, safe, clean, quality affordable housing for families, veterans, seniors, and the formerly homeless.

Strategies

In achieving our Vision, Affirmed Housing promotes three pillars:

Performance, People, and Planet.



PERFORMANCE

- Collaborate with civic leaders, public and private-sector financial partners.
- Enhance and sustain the viability of California communities through the development of well-designed and professionally managed housing.
- Improve distressed communities and strengthen healthy ones.
- Create profitable financial structures that benefit Affirmed and our partners.



PEOPLE

- Utilize infill land, sustainable building methods, and renewable energy to alleviate environmental burdens and expense to our residents.
- Build better homes by promoting neighborhood revitalization and incorporating mass transit strategies to keep our communities walkable.



PLANET

- Lead the industry in sustainable and energy efficient housing.
- Conserve natural resources, reduce water consumption and utilize renewable and innovative materials to minimize our carbon footprint.
- Embrace efficient building design and management.
- Always reduce, reuse, and recycle to minimize landfill waste.

About Affirmed

Founded in 1990, Affirmed has successfully developed 42 communities with over 3000 affordable rental and for sale apartments and homes. The Affirmed pipeline of projects currently includes over 500 apartments, each at various stages of development. Affordable housing developments include new construction and rehabilitation of senior, special needs, and family rentals. Affirmed has comprehensive knowledge in residential development including site selection, engineering, architecture, construction, relocation, and marketing. With extensive knowledge in public & private finance, Affirmed is highly skilled and innovative in development funding.

With over 25 years of successful development experience, Affirmed Housing has proven relationships with lenders and investors. In an industry requiring expertise in specialized financing, Affirmed has effectively utilized creative sources to finance their award winning communities. Sources have included bank, equity, local, state, and federal funding.

*** please visit "recap of funding" in the back of this brochure***



Total Funding Secured - Affirmed Housing

	Development	# of Units	Type	Prop. Type	CO Date	Status	Tax Credit Equity	Local Funding	State Funding	Construction Financing	Total Financing Sources	Grant Funding	Land Lease
1	Cypress, San Diego	63	9%	Special Needs/SRO	2/1/17	Under Construction	13,794,831	3,837,545	3,535,000	13,671,147	34,838,523	No	No
2	Ventaliso II, San Marcos	48	4%	Family	12/1/16	Under Construction	2,906,343	1,750,912	480,000	5,026,045	10,163,300	No	No
3	Eastgate, San Marcos	42	4%	Family	4/30/16	Under Construction	6,571,742	8,840,000		8,999,999	24,411,741	No	No
4	Cielo Carmel, San Diego	197	4%	Family	4/23/16	Under Construction	19,443,648			30,118,080	49,561,728	No	No
5	Allanza, Indio	144	4%	Family	10/30/15	Complete	6,988,755			14,115,000	21,103,755	No	No
6	Sonoma Court II, Escondido	61	4%	Family	12/30/14	Complete	4,343,852	2,377,512	746,638	4,600,000	12,068,002	Yes	No
7	Vermont Villas, Los Angeles	79	9%	Senior/Special Needs	6/25/15	Complete	12,911,000	3,872,900	800,000	14,714,850	32,298,750	No	No
8	Paseo Pointe, Vista	69	9%	Family	7/30/15	Complete	17,888,186	7,850,000		18,163,432	43,901,618	No	No
9	Arbor Green, Carson	40	9%	Family	2/3/14	Complete	6,167,219	5,400,000		6,300,000	17,867,219	No	No
10	Solterra, El Cajon	49	9%	Senior	4/29/13	Complete	5,363,979	8,201,342		5,545,000	19,110,321	No	No
11	Connections Housing, San Diego	75	9%	Special Needs/SRO	12/28/12	Complete	21,601,000	15,950,000	1,527,000	16,089,616	55,167,616	Yes	No
12	Monte Vista II, Murrieta	40	9%	Family	2/21/13	Complete	4,609,824	4,590,222		6,219,000	15,419,046	No	No
13	Orange Gardens, Poway	52	4%	Family	8/29/12	Complete	4,618,000	8,846,000		7,600,000	21,064,000	No	No
14	Lotus Garden, Los Angeles	60	9%	Family	12/30/13	Complete	13,634,262	12,741,400	590,000	6,480,000	33,445,662	Yes	No
15	City Scene, San Diego	31	4%	Family	5/31/12	Complete	3,392,943	5,110,753		5,400,000	13,903,696	No	No
16	Riverwalk, San Diego	50	9%	Family	6/28/11	Complete	7,399,237	4,475,145		7,100,000	18,974,382	Yes	Yes
17	Sage Pointe, San Marcos	40	N/A	Family	10/14/10	Complete		7,232,458		1,300,000	8,532,458	No	No
18	Magnolia Court, Manteca	52	ARRA	Family	1/7/11	Complete	7,475,163	2,750,000	1,788,800	5,300,000	17,313,963	No	No
19	Ten Fifty B, San Diego	229	4%	Family	4/16/10	Complete	38,301,830	33,975,000	14,002,240	48,500,000	134,779,070	Yes	Yes
20	The Fairways, San Jose	86	9%	Family	8/26/09	Complete	16,801,040	8,834,085	430,000	16,000,000	42,065,125	Yes	No
21	Studio 15, San Diego	275	4%	SRO	4/28/09	Complete	15,400,660	16,498,000	1,000,000	20,500,000	53,398,660	Yes	No
22	Auburn Park, San Diego	69	9%	Family	9/28/07	Complete	13,588,940	6,472,355		11,506,538	31,567,833	No	Yes
23	Cassia Heights, Carlsbad	56	9%	Family	2/22/07	Complete	11,487,940	2,829,276		8,950,000	23,267,216	No	Yes
24	Maple Square, Fremont	132	4%	Family	12/28/06	Complete	15,552,590	11,856,961	7,721,577	20,000,000	55,131,128	No	No
25	Avian Glen, Vallejo	87	4%	Family	3/20/07	Complete	11,625,220	3,993,750	4,458,751	14,000,000	34,077,721	Yes	No
26	Creekside Trails, San Diego	50	9%	Family	3/1/06	Complete	8,935,580	2,800,000		6,074,129	17,809,709	No	No
27	Monte Vista, Murrieta	64	9%	Family	7/25/05	Complete	5,298,780	610,046	720,000	5,500,000	12,128,826	No	No
28	Hollywood Palms, San Diego	94	4%	Family	10/31/02	Complete	6,712,430	2,200,000		6,555,000	15,467,430	No	No
29	Tesoro Grove, San Diego	106	9%	Family	2/26/03	Complete	12,485,170	2,630,000		2,250,000	17,365,170	No	No
30	Ventaliso, San Marcos	48	9%	Family	8/30/01	Complete/Sold	6,582,450	1,500,000	480,000	1,941,755	10,504,205	Yes	No
31	Villa Garcia, Thousand Oaks	80	4%	Family	1/1/00	Complete/Sold	2,960,290	2,700,000		4,600,000	10,260,290	No	No
32	Mission Village, Temecula	76	4%	Family	3/20/00	Complete	2,088,540		305,000	5,800,000	8,193,540	No	Yes
33	Laurel Village, El Cajon	41	4%	Family	5/6/99	Complete/Sold	514,130	1,522,000		1,670,000	3,706,130	No	No
34	Mariposa, San Marcos	70	4%	Family	6/5/98	Complete	1,029,020	3,580,000	100,000	980,000	5,689,020	Yes	No
35	Sonoma Court, Escondido	61	4%	Family	8/31/98	Complete/Sold	727,320	1,504,370	467,500	1,581,000	4,280,190	No	No
36	The Terraces, Escondido	190	9%	Family	6/30/96	Complete/Sold	16,486,490	1,871,000		7,900,000	26,257,490	No	No
37	Hunt Park, Winston-Salem, NC	60	4%	Family	7/16/01	Complete/Sold	3,121,690	550,000		1,500,000	5,171,690	No	No
38	Griffith Commons, Winston Salem, NC	74	4%	Family	1/1/00	Complete/Sold	3,651,330	200,000		2,417,500	6,268,830	No	No
39	Washington Mews, Martinsburg, WV	50	9%	Family	1/1/99	Complete/Sold	3,113,200			1,500,000	4,613,200	No	No
40	Cranes Meadow II, Charlestown, WV	50	9%	Family	1/1/99	Complete/Sold	3,204,910			1,500,000	4,704,910	No	No
41	Echo Mountain, Woodstock, VA	50	4%	Family	1/1/98	Complete/Sold	2,853,170			1,500,000	4,353,170	No	No
42	Cranes Meadow, Charlestown, WV	64	9%	Family	1/1/97	Complete/Sold	4,123,160			2,500,000	6,623,160	No	No
TOTALS		3,354					\$365,755,864	\$209,953,032	\$39,152,506	\$371,968,091	\$986,829,493		

URBAN



Lotus Garden, Los Angeles



Studio 15, San Diego

SUBURBAN



Riverwalk, San Diego



Monte Vista II, Murrieta

SPECIALTY
HOUSING



Connections Housing, San Diego



Imperial, San Diego

REHABILITATION



Orange Garden, Poway



Sonoma Court, Escondido



UNDER CONSTRUCTION

Architect

Humphries & Partners

5339 Alpha Road, Suite 300

Dallas, Texas 75240

General Contractor

Wermers Multifamily

5120 Shoreham Place

San Diego, CA 92122

Civil Engineer

Latitude 33 Planning & Engineering

9968 Hibert Street

San Diego, CA 92131

Landscape Architect

Alhambra Group

41635 Enterprise Cir N # C

Temecula, CA 92590

Development Information

Address:

6050 Camino San Ferrmin

San Diego, CA 92130

197 apartments

21 One bedroom

24 Two bedroom

21 Three bedroom

50%-60% San Diego County median income

17, two story buildings

402 parking spaces

251,256 sq. ft. bldg.

6.5 units per acre

Financing Sources

Bank of America, Merrill Lynch

Boston Capital

CCRC

4% Tax Credits

CDLAC

San Diego Housing Authority

Cielo Carmel will feature 197 one, two and three bedroom homes to singles, families and seniors who earn 50-60% AMI. The property will consist of 17 two story buildings that feature private garages as well as assigned parking. On site amenities include a dog run, a community business center, a pool, tot lot, furnished outdoor BBQ area, on site laundry facilities and on site management.



Architect

Carrier Johnson + Coture

1301 3rd Ave

San Diego, CA 92101

General Contractor

HA Builders

13520 Evening Creek Dr. Suite 160

San Diego, CA 92128

Civil Engineer

Kettler Leweck

303 A Street, Suite 302

San Diego, CA 92101

Landscape Architect

Ivy

1947 Fern Street, Suite 4

San Diego, CA 92101



Development Information

Address:

1435 Imperial Avenue

San Diego, CA 92101

- 62 studio units
- 50-60% Riverside County Area Median Income
- 14 one & two story buildings, wood frame on grade
- 327 parking spaces
- 413820 sq. ft. site

Financing Sources

TOD Funds

San Diego Housing Commission

9% Tax Credits

Cypress is a 63-unit affordable apartment project will be six stories of new construction, located in the East Village District of Downtown San Diego, at 1435 Imperial Avenue (between 14th St. and 15th St.). The building will provide 62 SRO/efficiency units, targeting Special Needs populations with an average of 40% AMI rents, and one (1) one-bedroom manager’s unit. The sleek, modern structure will be constructed as five stories and will feature an elevated common area with amenities and outdoor open space on the second level. The second floor will also include a community kitchen, tech tables, and lounge areas clad by floor-to-ceiling glazing to enliven the space with abundant natural sunlight. The resident apartments will range from 275 to 350 square feet and feature personal kitchens and bathrooms. The project will utilize 9% Federal Tax Credits, \$3,450,000 of development capital from the San Diego Housing Commission, and \$3,837,545 in TOD grant funding. The project has also been awarded 62 project-based vouchers.



UNDER CONSTRUCTION

Architect

Dahlin Group

539 South Cedros Avenue,
Solana Beach, CA 92075

General Contractor

Wermers Construction

5120 Shoreham Place,
San Diego, CA 92122

Civil Engineer

Masson & Associates

200 East Washington Avenue # 200,
Escondido, CA 92025

Landscape Architect

Darsano Design Associates

5014 Mount La Platta Dr.
San Diego, CA 92117

Development Information

Address:

14-16 Creekside Drive,
San Marcos, CA 92078

42 Family Units

6	Studio: 577 SF
5	1 Bedroom: 677 SF
18	2 Bedroom: 919-1075 SF
13	3 Bedroom: 1011-1546 SF

- 50-60% County of San Diego Area Median Income
- 3 three-story buildings, wood frame on grade
- 113 parking spaces
- 87,325 sq. ft. site

Financing Sources

City of San Marcos

4% Tax Credits

County of San Diego, HOME Funds

US Bank

WNC Bank

Eastgate is a 42 unit, three story building, offering studio, one, two and three bedroom homes to those who earn 50%-60% AMI of San Diego County median income. The ground floor features 7,200 sq. ft. of live/work commercial space comprised of property management offices, offices for resident case management services, 8 commercial spaces, and community amenities, such as a common kitchen and tech stations. In addition, other onsite amenities include a tot lot, barbeque areas, laundry facilities, and educational programs. Eleven units are designated as HOME units targeting income qualified Veterans.



PASEO POINTE

Architect

Studio E Architects

2258 First Avenue
San Diego, CA 92101

General Contractor

Wermers

5120 Shoreham Place, #150
San Diego CA 92122
San Diego, CA 92117

Civil Engineer

Kettner

151 W Market Street
San Diego, CA 92101

Landscape Architect

Darsono Design Associates, Inc.

5014 Mount LaPlatta Drive
San Diego, CA 92117

Development Information

Address:

325 South Santa Fe
Vista, CA 92083

69 family units

3	Studio
21	One bedroom
24	Two bedroom
21	Three bedroom

- 30%-60% San Diego County median income
- Three, four story buildings connected by a pedestrian bridge
- 81 parking spaces
- 83,500 sq ft. site, 40,000 sq. ft. park
- 40 units per acre

Financing Sources

9% Tax Credits,
City of Vista Low Mod Housing funds
US Bank
Boston Capital

Paseo Pointe is a four-story development arranged in two three-story wood structures connected by a pedestrian bridge. The ground floor of the north building features retail space and centrally located management offices, while the south parcel hosts a community room and laundry facility. Residents' needs have been carefully considered during site selection and building programming, ensuring a quality living environment for this community. Building amenities include a computer room, library, onsite management offices, commons kitchen, laundry room and outdoor courtyard with barbeques and adjacent tot lot. The tot lot is located conveniently within view of the laundry room and other common areas, helping facilitate parental supervision of children. Additionally, a large amount of publicly accessible open space is provided for residents and community members alike to enjoy social gathering and relaxation. Paseo Pointe Residences is located within a short walking distance of many amenities, notably a mass transit station to help facilitate independence from the need of vehicle ownership.





Architect

Rodriguez Associates Architects & Planners

2445 Fifth Ave, Suite 200
SD., CA 92101

General Contractor

HA Builders

13520 Evening Creek Dr. Nrth, #160
SD., CA 92128

Civil Engineer

Masson & Associates, Inc.

200 E Washington Ave., Ste 200
Escondido, CA 92025

Landscape Architect

Darsano Design Associates

5014 Mount La Platta Dr.
San Diego, CA 92117

Development Information

Address:

508 East Mission Ave.
Escondido, CA 92025

61 family units

1 One bedroom

39 Two bedroom

21 Three bedroom

- 35%-60% San Diego County AMI
- 7 two story wood frame at grade, tuck under at grade parking, sub-level parking surrounding a shared community space
- 117 parking spaces
- 122,279 sq. ft. site
- 21 units per acre

Financing Sources

4% Tax Credits
Tax Exempt Bond LIHTC
City of Escondido
San Diego HOPWA

Sonoma Court is a 61-unit affordable housing development that consists of one, two and three bedroom apartments. Built in 1978 and renovated in 1999, Sonoma Court was completely refurbished in the spring of 2015. Now a virtually net zero community, utility bills average \$5 or less for residents. Sonoma features a pool, large community room, a playground, on site laundry, and a significant amount of open space. ADA compliant, recent interior renovations included new flooring, counters and cabinets, bathtubs and toilets, fixtures and light bulbs. The landscape was completely redone to include drought tolerant plants, a new tot lot, freshly paved driveway and walkways throughout.





Architect

Studio E Architects

2258 First Ave.
San Diego, CA 92101

General Contractor

Allgire General Contractor

3278 Grey Hawk Ct.
Carlsbad, CA 92010

Civil Engineer

Masson & Associates

200 East Washington Ave. Suite 200
Escondido, CA 92025

Landscape Architect

Ivy Landscape

1947 Fern Street Suite 4
San Diego, CA 92101

Development Information

Address

131 Chambers Street
El Cajon, CA 92020

49 Senior units

46	1 bedroom	600 sq. ft.
3	2 bedroom	750 sq. ft.

- 30%-60% San Diego County Area Median Income
- Two 5-story residential buildings with underground parking
- 42 Covered parking spots
- 87,541 sq. ft. site
- 129 units per acre

Financing Sources

9% Tax Credits
Boston Capital
JP Morgan Chase
El Cajon Housing Authority

Solterra is a 49 unit senior residence located in downtown EL Cajon. 100% affordable, Solterra offers quality apartments for persons age 55 years and older. At the street level, commercial space in the south building with awning-shaded storefronts face Chambers Street. Building activity spaces in the north building will front on Linda Way and a large community room will open onto the public plaza on Chambers Street. Tree-lined sidewalks have been widened to 12 ft on Chambers and 10 ft on Linda Way to be consistent with the City's focus on creating walk able communities. The residential entry plazas on both buildings create a welcoming, urban front door and courtyard with gardens for the residences above. Onsite amenities include a computer lounge, onsite laundry, gardens for residents to utilize, and numerous community spaces/lounges for residents to gather. There is covered parking on the street level and both buildings have gated parking entries on Linda Way and from the alley. An owner-provided flex car is available to accommodate residents who elect to live a car-free lifestyle. Residents will also have the opportunity to participate in the brand new "e.a.t." program, a free cooking class providing education, access, and tools for healthy, affordable cooking.



Connections Housing 1928



Connections Housing 2013



- Sub Basement, industrial sized kitchen, used to serve over 300 meals daily.



- Basement: PATH Mall, a one stop service center, provides program offices for a diverse group of social service providers. Services include: computer skills, resume classes, health and hygiene, mental services and more



- 1st floor: Primary Health Center, a comprehensive clinic that will provide primary medical and mental health services.



- 2nd and 3rd floors: Transitional/Interim housing for approximately 150 people.



- 4th-12th floors: Permanent, supportive housing offering 73 studio units. Each unit has a kitchenette, mini fridge, private bathroom, bed and wardrobe, and an AC unit.



Development Partners

PATH Ventures

340 North Madison Ave.

Los Angeles, CA 90004

Architect

Architects Bundy & Thompson

715 J Street, 201

San Diego, CA 92101

General Contractor

Turner Construction

9330 Scranton Road, Suite 300

San Diego, CA 92121

Development Information

Address:

1250 6th Ave. San Diego, CA 92101

175 Units

73 permanent studios

134 interim units

16 SRO units

- Sub-basement– Service kitchen
- Basement– Service Depot
- 1st floor– medical clinic
- 2-3rd floors– interim beds (one floor for men, one floor for woman)
- 4-12th floors– permanent studio units

Financing Sources

9% Tax Credits- (Historic tax credit funds)

Enterprise Community Partners

Centre City Development Corporation (RDA of Downtown San Diego)

San Diego Housing Commission (Project– Based Vouchers)

US Bank

Connections Housing is an all inclusive homeless housing development centrally located in downtown San Diego. Providing a commercial kitchen, development services, medical facilities, interim housing and permanent housing for the chronically homeless, Connections Housing is applauded as the first of its kind. Located in a historic building constructed in 1928, the building has been gutted and completely refurbished to meet the complex needs of the chronically homeless. A \$38 million dollar endeavor, funding to create this community came in the form of City redevelopment funds, project based vouchers, LIHTC funds, private bank monies and historic tax credits.

To learn more, please www.sdconnections.org



Architect**Rodriguez Associates Architects**

2445 Fifth Ave. Suite 220
San Diego, CA 92101

General Contractor**Allgire General Contractors**

3278 Grey Hawk Court
Carlsbad, CA 92010

Civil Engineer**Masson & Associates**

200 E. Washington Ave
Escondido, CA 92025

Landscape Architect**Darsono Design Associates, Inc.**

5014 Mount LaPlatta Drive
San Diego, CA 92117

Development Information

Address
12510 Oak Knoll Road
Poway, CA 92064

52 Apartments

22	1 bedrooms— 600-620 sq. ft.
26	2 bedrooms- 930-950 sq. ft.
4	3 bedrooms— 11,00-11,90 sq. ft.

- 30%-60% San Diego County Area Median Income
- 6 two-story and 1 one-story buildings with 80 on grade parking spots
- Parking allotment: 77 standard, 2 HC accessible, 1 maintenance
- 86,248 sq. ft.
- 26 units per acre

Funding sources

City of Poway Redevelopment Agency
4% Tax Credits
The Richman Group
Wells Fargo
CCRC

Orange Garden Apartments is a 52 unit existing apartment complex that began extensive restoration in September of 2011. The project features 1, 2, and 3 bedroom apartments, a pool, a brand new and furnished community room, computer room, and onsite parking and laundry. The community is open to families and individuals earning 30%-60% of the area median income. The indoor rehabilitation included extensive refurbishing, new roofing, patios, flooring, and new appliances. Outdoor renovations included new landscaping, plumbing systems, fencing, paint and stucco for the entire property. The extensive rehab has also included the addition of solar panels to assist site utilities and extensive improvements to Oak Knoll Street.





Architect

MW Steele Group

1805 Newton Ave Suite A
San Diego, CA 92123

General Contractor

Wemers GC

5120 Shoreham Place Suite 150
San Diego, CA 92122

Civil Engineer

The Paul Design Group

915 Camino Del Mar Suite 225
Del Mar, CA 92014

Landscape Architect

Darsono Design Associates

5014 Mt. LaPlatta Drive
San Diego, CA 92117

Development Information:

Address

4105 Georgia Street
San Diego, CA 92103

31 family units

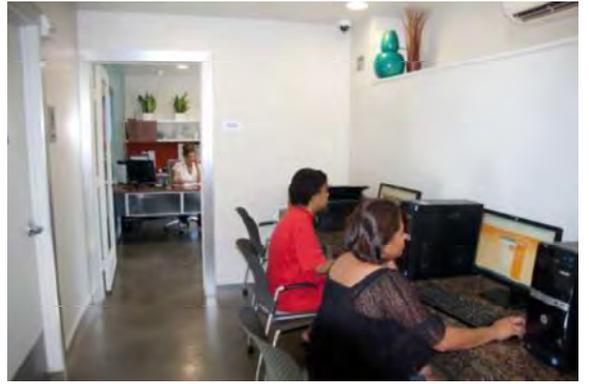
2	1 bedroom
5	2 bedroom
24	3 bedroom

- 50% - 60% San Diego County Area Median Income
- One 4-Story residential building with two levels of underground parking
- Parking Allotment: 56 vehicle, 4 motorcycles, 21 bicycle
- 46,276 sq. ft. site
- Density of 78 units per acre

Financing Sources

4% Tax Credits
Boston Capital
Tax-Exempt Bonds—US Bank
San Diego Housing Commission

City Scene is a 31 unit affordable development featuring one, two and three bedroom apartments. Previously an eye sore containing a semi-built, failed market rate development, the site was purchased, redesigned, and the affordable City Scene was created. The project features a community room, on site laundry and a large recreation courtyard with a BBQ for residents. The new apartments have been built utilizing green methods and is LEED Gold for homes certified. Multiple solar panels line the roof and there are light wells, open air hallways throughout and multiple units feature private balconies. The below grade parking lot features special parking for those utilizing sustainable driving methods (such as carpooling, biking and motorcycles). An award winning community, this high density project is centrally located and a beautiful addition to the North Park community.





Architect

Studio E Architects

1262 Kettner Boulevard
San Diego, CA 92101-3308

General Contractor

Allgire General Contractors

3278 Greyhawk Court
Carlsbad, CA 92010

Civil Engineer

Rick Engineering

5620 Friar's Road
San Diego, CA 92110

Landscape Architect

Darsono Design

5014 Mount LaPlatta Drive
San Diego, CA 92117

Development Information

Address

1194 Hollister St.
San Diego, CA 92154

50 family units

- 19 1-Bedrooms – 700 sq. ft.
- 10 2-Bedrooms – 875 sq. ft.
- 21 3- Bedrooms– 1,100 sq. ft.

- 30% - 60% San Diego County Area Median Income
- Five, 2 Story residential buildings with two separate laundry facilities
- 81 Parking Spaces
- 47,235 sq. ft. Site
- 19 Units per Acre

Financing Sources

9% Tax Credits
Wells Fargo
US Bank
SDHC
ARRA Funds

Riverwalk apartments are located in the Nestor community of San Diego. The site, a previous eye sore, contains a creekbed that has been revitalized and the local habitat, restored. The project now features a pedestrian bridge as well as numerous public trails to enhance the community. The property contains five apartment buildings, linked together by the pedestrian bridge over the creek. Riverwalk features a furnished community room, a fully equipped computer room with wireless internet, on site laundry facilities, and a tot lot/ recreation area for residents. A Green Point Rated development, every unit is equipped with water saving fixtures and ENERGY STAR appliances. Solar water heating and photovoltaic power serve the common area and the landscaping, which is comprised of drought-tolerant plants. Riverwalk apartments are home to 50 families who earn 30-60% of San Diego county's median income.



Architect**Studio E Architects**

2258 First Avenue
San Diego, CA 92101

General Contractor**Critical Pointe Construction**

15735 Ziga Drive
Valley Center CA 92082

Civil Engineer**Masson & Associates**

200 E Washington Ave, Suite 200
Escondido, CA 92025

Landscape Architect**Darsono Design Associates**

5014 Mount LaPlatta Drive
San Diego, CA 92117

Development Information:

Address

225 Autumn Drive
San Marcos, CA 92069

40 Family Units

9 1-Bedrooms – 685 sq. ft.

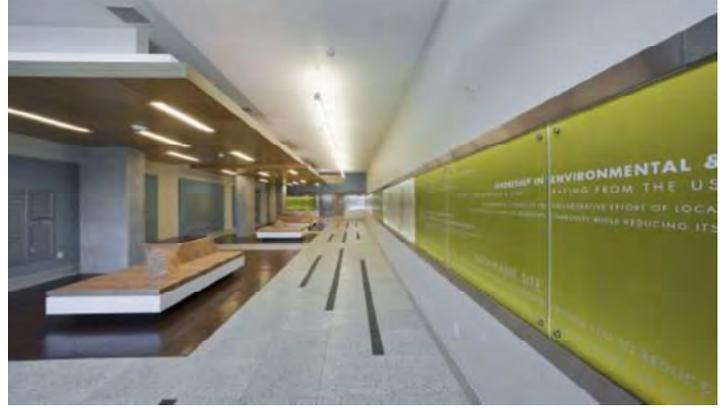
31 2-Bedrooms – 840 sq. ft.

- 30% - 60 % San Diego County Median Income
- 2 Stories Wood On-Grade
- 77 Parking Spaces
- 2.78 Acre Site
- 14 Units per Acre

Financing Sources

Torrey Pines Bank
City of San Marcos RDA

Formerly an ailing market rate property, **Sage Pointe** is now a renovated, 40-unit community consisting of 40 one and two bedroom units. Renovations included a complete remodel of each unit including: new kitchen appliances, new electrical (heating and AC) and plumbing fixtures throughout the apartments. Low VOC paint was used to repaint both the interior and exterior of the community. The landscape of the property was extensively refurbished and a water conserving irrigation system installed. There are new barbeques and courtyard benches and a new tot lot for the community to enjoy.





Architect

Martinez + Cutri Architects

750 B Street, Suite 1700
San Diego, CA 92101

General Contractor

Turner Construction

9330 Scranton Road, Suite 300
San Diego, California 92121

Civil Engineer

Project Design Consultants

701 B Street, Suite 800
San Diego, CA 92101

Landscape Architect

DeLorenzo Incorporated

2827 Presidio Drive
San Diego, CA 92110

Development Information

Address

1050 B Street
San Diego, CA 92101

229 Family Units

- 68 Studios – 459-544 sq. ft.
- 57 1-Bedrooms – 599-715 sq. ft.
- 32 2-Bedrooms – 913-1,112 sq. ft.
- 72 3-Bedrooms – 1,338 sq. ft.

- 25% - 60% San Diego County Median Income
- 22 stories residential over 1 story retail over 3 levels below grade parking – all concrete
- 124 Parking Spaces
- 19,994 SF Site
- 487 Units per Acre

Financing Sources

Boston Capital
US Bank
4% Tax Credit
CCDC
MHP
TOD-Infill

Ten Fifty B is a 229 unit, 23-story high rise located at the entry to downtown San Diego near historic Balboa Park and City College. This LEED Gold Certified building is the region's tallest affordable housing project to date, providing 3-levels of subterranean parking and ground floor retail hosting a variety of food and banking services. Ten Fifty B serves large families, ensuring quality affordable housing within walking distance to the workplace. Thoughtful consideration was given to large family needs in this urban setting. The property offers tenants an abundance of efficient, sustainable cost saving amenities. Features include outdoor recreation areas which serve as a quiet respite from the bustling city below. Occupying over 7,000 square feet of outdoor terrace area, Ten Fifty B provides two tot lots, outdoor BBQ's and a fire pit recreation area, tree shaded turf areas as well as sunning decks. The onsite computer lab, community room and laundry rooms round out services necessary to support large family needs. Ten Fifty B promises to be the flagship in affordable housing serving large families in urban, downtown San Diego.



STUDIO FIFTEEN

Architect

Carrier Johnson

1301 Third Ave
San Diego, CA 92101

Civil Engineer

Rick Engineering

5620 Friars Rd
San Diego, CA 92110

General Contractor

Allgire General Contractors

3278 Grey Hawk Ct
Carlsbad, CA 92010

Landscape Architect

MWP Peltz

143 S. Cedros Avenue, Suite B-104
Solana Beach, CA 92075

Development Information

Address

1475 Imperial Ave
San Diego, CA 92101

275 single occupancy units

275 studio apartments-249-395 sq. ft.

- 40% -60% San Diego County Median Income
- 5 stories over 1 level concrete below grade parking
- 59 Parking spaces
- 27,272 sf site
- 429 Units per acre

Financing Sources

4% Tax Credit
Boston Capital
CCDC
Citibank
AHP Funds

Studio 15 is a (S.R.O.) Single Room Occupancy infill downtown development comprised of 275 efficiency studios in a five story building over one level of underground parking. This brownfield remediation site required extensive treatment of contaminated soil and groundwater. Under the guidance of the California Department of Toxic Substances Control (DTSC), engineering controls consisting of a vapor barrier in addition to a ground water extraction system were installed. Partnering with DTSC assured timely performance of the remediation activities. Amenities include two elevators, a resident café/lounge with large screen TV and Wi-Fi, commercial size community kitchen, a movie/theater room and a landscaped outdoor courtyard. Each studio includes a complete efficiency kitchen, bed, wardrobe unit, desk and a 26" flat screen TV/DVD. A large roof-mounted photovoltaic array will provide partial power for this award winning development.





Architect

Studio E Architects

2258 First Avenue
San Diego, CA 92101

General Contractor

Wermers Corporation

5120 Shoreham Pl. Suite 150
San Diego, CA 92122

Civil Engineer

Masson & Associates

200 E Washington Ave, Suite 200
Escondido, CA 92025

Landscape Architect

DeLorenzo Incorporated

5014 Mt. La Platta Drive
San Diego, CA 92117

Development Information

Address

5135 University Ave
San Diego, CA 92105

69 Family Units

10	Studios—	560 sq. ft.
26	1-Bedrooms—	760 sq. ft.
12	2-Bedrooms—	850 sq. ft.
21	3-Bedrooms—	1,050 sq. ft.

- 30% - 60 % San Diego County Median Income
- 3-4 stories wood over 2 levels concrete parking
- 116 Parking Spaces
- 1.95 Acre Site
- 35 Units per Acre

Financing Sources

9% Tax Credit

MMA

City of San Diego RDA

Union Bank

Auburn Park is constructed on an infill property and is comprised of 3 and 4 story residential buildings. Two levels of subterranean parking add convenience for the residents. Development challenges included community opposition, processing of a Community Plan Amendment, topographical constraints and environmental remediation. Affirmed's community outreach efforts resulted in an understanding of the community needs and a development tailored to the community's concerns and interests. Affirmed Housing was also tasked with the difficult challenge to designing a medium density project on a small, irregularly shaped site, lined by cliff-like slopes and bisected by a creek. Significant habitat restoration of Chollas Creek, a tributary to the San Diego River, was required and provides permanent open space for the surrounding community. Auburn Park includes a 1/2-acre privately maintained public community "pocket park" which includes an educational gazebo, showcasing the restored creek habitat.



Cassia Heights

Architect

The Davis Group

1501 India Street, Suite 103-15

San Diego, CA 92101

Civil Engineer

Masson & Associates

200 E Washington Ave, Suite 200

Escondido, CA 92025

General Contractor

Allgire General Contractors

3278 Grey Hawk Ct

Carlsbad, CA 92010

Landscape Architect

DeLorenzo Incorporated

2827 Presidio Drive

San Diego, CA 92110

Development Information

Address

2029 Cassia Rd

Carlsbad, CA 92009

56 Family Units

12 1-Bedrooms— 620 sq. ft.

20 2-Bedrooms— 815 sq. ft.

24 3-Bedrooms— 1090 sq. ft.

- 30% - 60% San Diego County Median Income
- 2 stories wood on-grade plus 2 stories wood over 1 level below grade concrete parking
- 112 Parking Spaces
- 2.63 Acre Site
- 21 Units per Acre

Financing Sources

9% Tax Credit

Boston Capital

City of Carlsbad RDA

Citibank

Cassia Heights is a 56 unit family development consisting of 4 two-story garden style apartment buildings and a centrally located, single story community building. The largest structure is built over a partially subterranean parking garage. The 2.63 acre site is adjacent to a steep canyon with environmentally sensitive open space. The site presented significant design challenges to mitigate environmental and fire set-back requirements. Centrally located along a major transportation corridor, Cassia Heights is very close to the commercial/ industrial hub of coastal North San Diego County. Amenities include a tot lot and open grass areas, a pool, and a laundry facilities. Open spaces are placed and sized to allow for children to play within eyesight of the units for parental supervision. The common building provides space for a management office, meetings and homework clubs. A computer learning center/ homework lab in the common building is available to all residents. A photovoltaic system provides partial power for the community building.



CREEKSIDE TRAILS



Architect

Studio E Architects

2258 First Avenue
San Diego, CA 92101

General Contractor

Allgire General Contractor

3278 Grey Hawk Ct
Carlsbad, CA 92010

Civil Engineer

Masson & Associates

200 E Washington Ave, Suite 200
Escondido, CA 92025

Landscape Architect

DeLorenzo Incorporated

1775 Hancock Street, Suite 150
San Diego, CA 92110

Development Information

Address

2129 Coronado Avenue
San Diego, CA 92154

50 Family Units

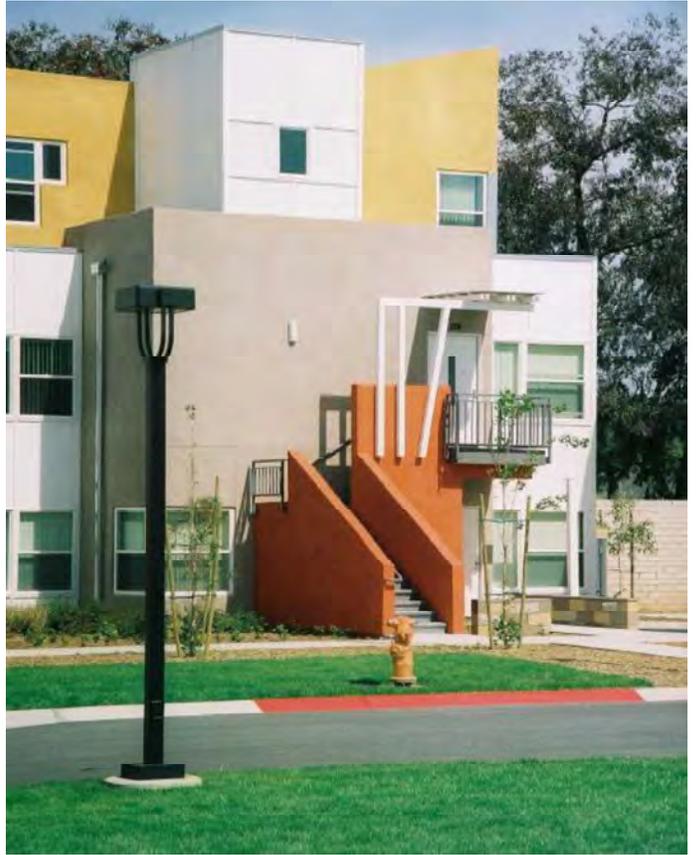
16 1-Bedrooms- 685 sq. ft.
18 2-Bedrooms- 840 sq. ft.
16 3-Bedrooms- 1,130 sq. ft.

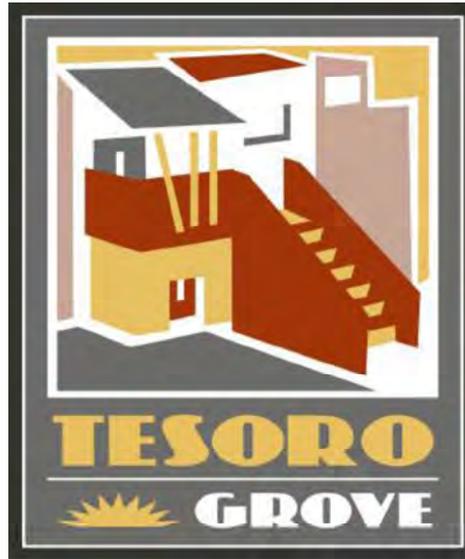
- 30% - 60% San Diego County Median Income
- 2 -3 Stories Wood On-Grade
- 77 Parking Spaces
- 2.78 Acre Site
- 18 Units per Acre

Financing Sources

9% Tax Credit
Boston Capital
SDHC
CCRC
Bank of America

With the success of Tesoro Grove and the overwhelming demand for affordable family housing in San Diego's South Bay, Affirmed Housing developed **Creekside Trails** as a sister project to Tesoro Grove. The site includes 2 and 3 story residential buildings and a single story community building. As with Tesoro Grove, this 50 unit family community was a cooperative effort between Affirmed Housing, the San Diego Housing Commission, the local Council office and most importantly, the neighboring community groups and residents. Creekside Trails is in close proximity to schools, shopping, parks and public transportation. On-site amenities include a management office, a community room and kitchen, a computer room with high speed internet, a central laundry facility and a tot lot. Each unit is equipped with high speed internet at no cost to the residents. Photovoltaic and solar hot water systems provide power and hot water for the common building and laundry facilities. Restoration of the adjacent Nestor Creek and construction of a public pedestrian trail were also completed as a part of this development.





Architect

Studio E Architects

2258 First Avenue
San Diego, CA 92101

Civil Engineer

Masson & Associates

200 E Washington Ave, Suite 200
Escondido, CA 92025

General Contractor

Allgire General Contractor

3278 Grey Hawk Ct
Carlsbad, CA 92010

Landscape Architect

Darsono Design Associates

5014 Mt La Platta Drive
San Diego, CA 92117

Development Information

Address

1150 Tesoro Grove Way
San Diego, CA 92154

106 Family Units

40 1-Bedrooms- 621 sq. ft.
34 2-Bedrooms- 825 sq. ft.
32 3-Bedrooms- 1,104 sq. ft.

- 30% - 60 % San Diego County A.M.I.
- 2-3 stories wood on-grade
- 148 Parking Spaces
- 5.94 acres site
- 17 units per acre

Financing Sources

9% Tax Credit
Boston Capital
SD Housing Commission
Bank of America
Citibank

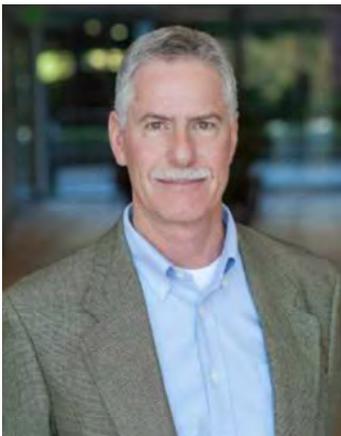
Tesoro Grove is a 106 unit family apartment community developed in conjunction with the San Diego Housing Commission. The site is an irregularly shaped parcel adjacent to Interstate 5 freeway, and was a remnant city owned property. Affirmed Housing's design team created award winning architecture and a site plan resulting in a walkable neighborhood with open space, and a building orientation which mitigates nearly all of the noise generated by the adjacent freeway. The design includes a variety of floor plans including town-homes, flats, and split-level apartments. Site amenities include a management office, community room and kitchen, laundry facilities, a tot lot, large grass area and pool. All of the electricity used to run the management office and laundry room is generated by a photovoltaic system. There is a public pocket park at the site entry and an adjacent creek.



James Silverwood, *President and CEO* supervises and supports the Chief Financial Officer, Vice President of Development, and Vice President of Construction at the firm. Mr. Silverwood has over 34 years' experience in real estate development, in his early years as a general contractor and later as a developer. Under Mr. Silverwood's direction, Affirmed Housing has secured over \$977 million dollars in financing and tax credit equity and has continued to grow in the field of affordable housing by developing innovative new construction and acquisition / rehabilitation communities across California. Mr. Silverwood has been active in regional, statewide and national legislative issues. He has served on numerous Boards and Committees such as the Board of Directors of the San Diego North County Building Industry from 1989 to 1992 and California State Treasurer Matt Fong's Housing Finance Advisory Committee from 1997 to 1998. A past board member of the San Diego Housing Federation, and LISC, he currently sits on the Executive Committee and Board of Directors of the California Housing Consortium. Inducted in 2011 into the California Housing Hall of Fame, Mr. Silverwood is well known and respected amongst his peers.



Nicki Cometa, *Chief Financial Officer*, oversees all financial and accounting aspects of Affirmed. Her responsibilities include the comprehensive management of project financing, underwriting, due diligence coordination, lender and investor negotiations, and asset and risk management. Ms. Cometa also monitors and directs the implementation of strategic financial business plans. Ms. Cometa brings a wealth of senior financial management experience to Affirmed Housing Group having worked over 27 years in the construction and homebuilding industry. She has worked for both public and private corporations, both large and small with revenues ranging from \$10 million to over \$500 million. Ms. Cometa most recently worked as VP of Finance for Shea Homes, one of the largest privately held homebuilders in the United States.



Lindsay Quackenbush, *Vice President of Development*, is responsible for all new projects at Affirmed, including site selection, due diligence, financial underwriting, land acquisition, site and architectural design, community outreach, environmental and entitlement review and approvals, value engineering, construction documents and permits, and for project funding including Low-Income Housing Tax Credits, Tax-Exempt Bonds, Low and Moderate Income Housing Funds and HOME funds from local jurisdictions. Mr. Quackenbush has been managing residential and commercial development projects for more than 24 years, including 5 years with D.R. Horton, and is a licensed general contractor.



Micah Spano, Vice President of Construction, oversees the construction phase of all of Affirmed’s developments. He manages the bid and contract process as well as the schedules and budgets of multiple projects. Mr. Spano’s responsibilities include design development, permit issuance, bonding, LEED or other “green” certifications, RFIs, change orders and project handover to operational management of the properties. Mr. Spano has over 23 years of experience in all aspects of real estate development. Prior to joining Affirmed Housing Group, Mr. Spano managed the design and construction of several mid-rise condominium projects in downtown San Diego and over one million square feet of retail, office and industrial projects in Southern California. In addition, as the Director of Engineering and Construction for Halliburton/Brown & Root, he managed the largest U.S. Government cost-plus contract in the world supplying construction services to the U.S. military in both Bosnia-Herzegovina and the Republic of Georgia. Mr. Spano is a licensed general contractor and civil engineer.



Jeff Edgren, Director of Acquisitions, is responsible for all property acquisition efforts for Affirmed. Mr. Edgren identifies purchase opportunities, develops project concept and funding models, conducts feasibility analyses, initiates contact with local housing departments and identifies funding opportunities, investigates entitlement requirements, and negotiates purchase agreements. Mr. Edgren also coordinates land acquisition responsibilities with Project Management staff through close of escrow. Mr. Edgren has over 28 years of experience in the development, leasing, and management of real estate, having worked for the Real Estate Departments of the County of Ventura, County of San Diego and the Port of San Diego.



Helen Crisafi, Controller, manages the accounting department of Affirmed. Ms. Crisafi controls the accounting operations of the company, produces annual and bi-annual financial reports, facilitates tax returns and audits of corporate and operating properties, and creates and maintains project budgets and payables. She has oversight of all construction loan draws and project accounts. In addition to daily accounting responsibilities, Ms. Crisafi supports the CFO in due diligence for new project funding and permanent loan conversions. Ms. Crisafi also serves as Affirmed’s Human Resources Manager. Ms. Crisafi has over 25 years of accounting experience, including market-rate development and commercial construction. Before joining Affirmed, she served as the Finance/Accounting Manager for the Olson Company.



Brendon Bergen, Director of Property Asset Management, Oversees Affirmed Housing's portfolio of over 35 LIHTC properties comprised of over 3,000 units. In addition, he manages projects during lease-up, and through dispositions or repositioning. Brendon has over 15 years' experience in Finance and Real Estate. He is a member of the Urban Land Institute (ULI) and the San Diego Browns Backers. He received his MBA with a concentration in Finance from John Carroll University and his BA in Psychology from Miami University (Ohio).



John Wurster, Senior Project Manager, is responsible for managing various projects through all stages of development, from acquisitions to construction permitting. He coordinates due diligence activity, project funding and entitlements, conceptual design, and project budgeting. John has over 16 years of experience in residential real estate development, where he has directed sales programs, construction operations, and "dirt-to-closeout" development of residential communities throughout Southern California. John has managed the production of over \$400 Million in residential real estate, from suburban housing developments to high-rise and mid-rise buildings in Downtown San Diego. John is a licensed California Real Estate Broker and California General Contractor, and holds a Business Administration degree from the University of San Diego.



Katelyn Silverwood, Director of Marketing, has worked at Affirmed Housing since 2009. As director of Marketing, Katelyn is responsible for the planning, development and implementation of all of Affirmed Housing's marketing strategies, marketing communications, and public relations activities, both external and internal. Katelyn oversees development of, and implementation of support materials and services for all departments in the area of marketing, communications and public relations. She is also in charge of all events both public and private as well as all political outreach as it pertains to affordable housing. Katelyn is a graduate of Santa Clara University and has a BS in Art & Science.



“Affirmed has been a client of Citibank for an extended period of time in terms of our providing multiple construction and permanent loans to support their projects. Reliable and consistent, they have proved to be a dedicated developer of affordable rental housing and an effective advocate in the industry. Innovative and organized, they have successfully built or renovated family, special needs and senior housing projects in their market area. We are pleased to be associated with Affirmed Housing and look forward to our continued relationship.”

Richard Gerwitz
Managing Director, Western Region Market Director
Citibank



“My company, Allgire General Contractors, Inc., has worked with Affirmed Housing Group for over 15 years and together, we have successfully built over 500 units. Throughout this time, I have seen Affirmed Housing evolve for the better. AHG is a pleasure to work with, and is also extremely efficient and professional. This combination, in addition to the talented team they have, always ensures a timely development. I highly recommend Affirmed Housing Group for any endeavor they may pursue. “

Richard W. Allgire
President
Allgire General Contractors



“My company, Boston Capital, has worked with Affirmed Housing Group for more than 13 years. Consistent and accountable, Affirmed Housing has been faithful & dependable to not only myself and my company, but also to the communities they have built and the people who live in those communities. Having secured over 200 million dollars in federal low income housing tax credits, the team at Affirmed is well versed on the intricacies of financing low income development. We welcome the opportunity of future business with such a talented and experienced development partner.”

Brenda A. Champy
Senior Vice President, Acquisitions
Boston Capital



“US Bank first partnered with Affirmed Housing on an aggressive endeavor of building a 23 story high rise in downtown San Diego. An impressive community, funding was initially an issue, however Affirmed Housing Group is inventive and resilient in their dedication and was able to successfully secure all funds possible including a federal grant awarded for the community's strategic location in the city. They have demonstrated their experience and expertise in the specialized financing of low-income tax credit developments. We hope to continue our relationship with them as they continue to develop affordable housing. I highly recommend Affirmed Housing Group in any endeavor they wish to pursue.”

Waheed Karim
Vice President
US Bank

“AHG has consistently shown a commitment to quality design and thoughtful planning. They have been open to exploring creative solutions on challenging sites. As an office that is passionate about what we do— it has been extremely rewarding to partner with a developer who shares a common vision. We remain enthusiastic about future opportunities to work with the excellent team at Affirmed Housing Group”

John Sheehan
Principal
Studio E Architects

“Turner Construction has been working with Affirmed Housing Group for three years now and we have had a wonderful experience. President James Silverwood is very knowledgeable in all aspects of affordable housing development and is a strong team leader. The staff is very well versed in all aspects of financing, development and management. We look forward to continuing our relationship with such a capable housing developer.”

Richard C. Bach
Senior Vice President
Turner Construction Company

“By Partnering with the City and Redevelopment Agency to produce quality affordable housing developments, Affirmed Housing has proven to be a professional and experienced developer of affordable housing. The City and Redevelopment Agency are pleased with their performance to date and we look forward to reviewing proposals for future developments in the city.”

Jenny Ficacci
Former Redevelopment & Housing Manager
City of El Cajon





“ I would like to take this opportunity to thank...everyone at Affirmed Housing Group for being such an outstanding partner in our efforts to create affordable housing. The San Diego Housing Commission and Affirmed Housing Group have partnered on a number of affordable housing developments and other projects. Together, we have accomplished much. We look forward to more fruitful collaborations to create affordable housing opportunities for families in San Diego.

Richard C. Gentry
 President & Chief Executive Officer
 San Diego Housing Commission



“In 2007, Affirmed Housing Group acquired a property neighboring mine. They have since successfully and in a timely manner, created an aesthetically pleasing, 50 unit structure as well as rehabilitating the natural habitat of Nestor Creek which runs through my property. Throughout construction of the site, the affirmed team was considerate of the neighboring properties and always willing to answer our questions. In all, I have found Affirmed Housing Group to be a productive company who has effectively created new homes and who has beautified a previous eye sore for the whole community to enjoy.”

Pastor Russ Locke
 Pastor
 Nestor United Methodist Church



“The City of San Marcos has partnered with Affirmed Housing over 15 years to bring much needed affordable housing developments to our community. Affirmed has constructed three projects during this time, which have all been completed in a timely, responsible and efficient manner. Furthermore, these projects are top quality, well maintained and filled to capacity—elements greatly appreciated by city leadership. Affirmed Housing’s dedication to superior design concept, quality construction and industry innovation has led to countless awards, and I’m proud to be affiliated with such a solid developer. The City of San Marcos and the San Marcos RDA appreciate Affirmed Housing’s professionalism, and quality and are very satisfied with their performance in our community. “

Paul Malone
 Former City Manager
 San Marcos Redevelopment Agency





e.a.t

e.a.t.

education...access...tools

Making fundamental nutrition education, everyday culinary skills and public resources accessible for residents of low income housing communities

What we do:

- Deliver fundamental nutrition education
- Provide access to public resources that promote healthy eating
- Teach basic culinary skills

Our program goals:

- Promote access to healthy foods including fresh fruits and vegetables
- Increase participation in the CalFresh program.
- Decrease the likelihood of obesity and other diet-related chronic diseases in the low income population.

What our program consists of:

4 two-hour classes held onsite at the community.

Classes are hands-on using recipes from SNAP website (SNAP is the Federal Government's parent program of CalFresh).

Participants get to eat what they make in class.

Participants learn to navigate the SNAP website and build their own cookbooks

A review of the CalFresh program and eligibility materials.



Hand-outs include:

Recipe book | Nutritional Information | CalFresh program materials

BUILDING GREEN

In conjunction with our company’s mission to produce sustainable and efficient housing, Affirmed has been incorporating green aspects to all of our developments since 2009. These elements include: hot water & photovoltaic systems, low VOC paints, Energy Star Appliances, white roof tops (to offset sunlight), and being pedestrian friendly. Our developments are within walking distance to multiple amenities such as public transit, garden plots and vegetable or fruit trees. The green building programs such as “Build it green” or LEED certification are applied in all developments. Some of our most notable “green” and innovative features include:



Project	Notable Green Features
Arbor Green Carson, CA LEED Platinum Certified for Homes *Virtually Net Zero	<ul style="list-style-type: none"> • Solar water heating system • Bike racks to encourage clean modes of transportation • The project has been underwritten using the California Utility Allowance Calculator to ensure the development optimizes energy efficiency
Lotus Garden Los Angeles CA LEED Platinum Certified for Homes	<ul style="list-style-type: none"> • The first affordable housing to offer an automated parking system, aka: car matrix.
Solterra El Cajon, CA Build it Green	<ul style="list-style-type: none"> • On site electric car for resident use • On site electric car charging stations
Magnolia Court, Manteca CA LEED Platinum Certified for Homes *Virtually Net Zero	<ul style="list-style-type: none"> • Run off water drainage system for the neighboring properties; the water is recycled & used for onsite irrigation • Energy savings are 22% above CA title 24 requirements • One of the first virtually net metered solar systems in the state of CA. (built Nov. 2011)
Ten Fifty B San Diego CA LEED Gold Certified for Homes	<ul style="list-style-type: none"> • Regenerative Elevators • On-Site hot water boiler system • Cradle to Cradle Carpet
Sonoma Court Escondido, CA *Virtually Net Zero	<ul style="list-style-type: none"> • Drought tolerant landscaping • Efficient heat pumps offset by solar panels • High SFI roof

RECENT AWARDS

Name of Award	Awarded To	Category/ Awarded For	Quarter	Date	Awarded By
Renewable Energy Power Awards	Arbor Green	Small Community Project	1	2015	Novogradac Journal of Tax Credits
Gold Nugget 2015 Merit Award	Arbor Green	Best Zero Net Energy Design	2	2015	Pacific Coast Builders Corporation
Gold Nugget 2015 Merit Award	Lotus Garden	Best Affordable Housing 30/60 du acre	2	2015	Pacific Coast Builders Corporation
MHN Award of Excellence	Solterra	Best New Development 55+ Catagory	3	2014	Multi Housing News
NAHB Best 50+ Community	Solterra	Silver award, Best Recognition Of Sustainable Features	1	2014	National Association of Home Builders
Novogradac Historic Rehabilitation Awards	Connections Housing	HTC Development that Best Exemplifies Major Community Impact - Honorable Mention	3	2013	Novogradac
Gold Nugget 2013 Grand Award	Connections Housing	Judges Special Award of Excellence	2	2013	Pacific Coast Builders Corporation
2013 Ruby Awards, There's no place like Home	City Scene	Housing Project of the Year, 50 units or fewer	2	2013	San Diego Housing Federation
2013 Ruby Awards, There's no place like Home	Connections Housing	Housing Project of the Year, Special Needs	2	2013	San Diego Housing Federation
MHN Award of Excellence	City Scene	Best New Affordable Development & Design	2	2013	Multi Housing News
NAHB Best 50+ Community	Magnolia Court	Best 50+ Green Community	1	2013	National Association of Home Builders
San Diego Top Influentials	James Silverwood, President & CEO Affirmed Housing Group	Top Influential in San Diego	1	2013	The daily transcript/San Diego Source
Charles L. Edson Tax Credit Excellence Awards	Connections Housing	Special Needs- Honorable Mention	1	2013	Affordable Housing Tax Credit Coalition
2012 Ruby Awards, There's no place like home	Riverwalk	Housing Project of the Year, fewer than 50 units	2	2012	San Diego Housing Federation
Gold Nugget 2012 Grand Award	Riverwalk	Best Affordable Project- 15-30 du/Acre	2	2012	Pacific Coast Builders Corporation
AHF Readers Choice Awards	Ten Fifty B	Best Urban Project	3	2011	Affordable Housing Finance
Multi Housing News 2011 Award of Excellence	Ten Fifty B	Excellence	3	2011	Multi Housing News
California Housing hall of fame, private sector	James Silverwood, President & CEO Affirmed Housing Group	His long standing contribution to affordable housing in CA	3	2011	California Housing Consortium
Builder's Choice Awards	Ten Fifty B	Best affordable/workforce housing	2	2011	Builder Magazine
NAHB Pillars of the Industry	Ten Fifty B	Best Affordable Apartment Community	2	2011	National Association of Home Builders

Community Preservation Partners

WNC

affordable
housing
preservation



Community Preservation Partners

COMPANY PROFILE

Company History and Background

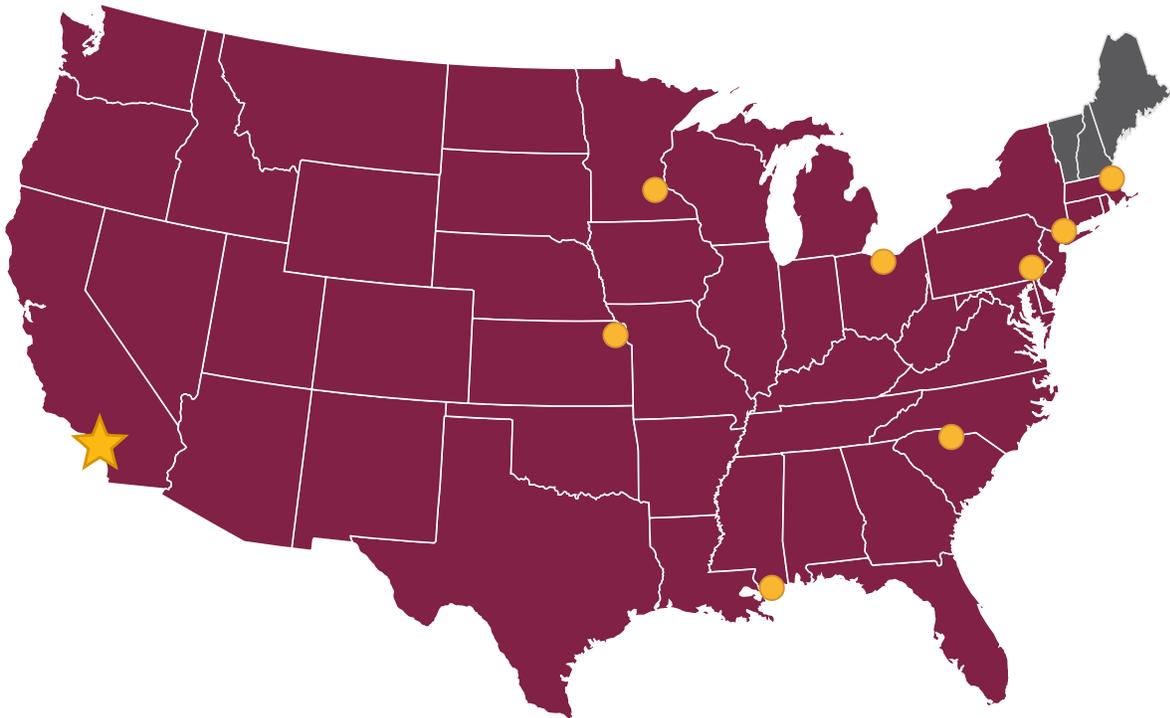
Founded in 1971, WNC & Associates (WNC) is a national investor in affordable housing and community renewal initiatives. Since its inception, WNC has acquired over 1,200 properties in 45 States, Washington D.C., and the Virgin Islands valued at over \$6.2 Billion.

WNC established Community Preservation Partners (CPP) in 2004 to promote the preservation of low-income housing and to assist existing owner and/or general partners with recapitalizing and revitalizing their affordable housing portfolios.

CPP has successfully acquired, developed, and rehabilitated over 3,500 units of affordable multifamily housing across the US. CPP partners with leading non-profits to provide essential social services to our residents to help enrich the local community.

Headquartered in Irvine, CA, WNC maintains regional offices in:

Biloxi, MS | Boston, MA | Charlotte, NC | Cleveland, OH | Kansas City, MO | Lancaster, PA | New York, NY | St. Paul, MN



- 45 states in which WNC has acquired properties (includes Alaska and Hawaii)
- States in which WNC has yet to acquire properties
- WNC regional office locations
- ★ WNC headquarters - Irvine, CA

Company Mission and Core Values

Community Preservation Partners' mission is to enrich lives and strengthen neighborhoods, one resident, one project, one community at a time. We provide simple, practical solutions to the complex challenges of preserving affordable housing. We seek to recapitalize, rehabilitate and preserve aging affordable housing portfolios with a specific focus on USDA Rural Development, Project-Based Section 8, HUD Financed, and LIHTC assets and strive to embody our core values of quality, integrity, efficiency, and flexibility in everything we do.



Development Philosophy

We take pride in our developments and in our mission to preserve, protect, and enrich the lives of the residents that live in our communities. To maximize our impact on residents and the community at large when undertaking a new venture, we take a collaborative approach to planning our physical rehabilitation and operational strategy.



We believe that physical improvements and property rehabilitation are most impactful when all those involved in the community make themselves heard. This is why we seek the input of all stakeholders (including the seller, local housing authorities, property management, residents, etc.) when formulating our development strategies.

Once a scope has been identified, we tailor our rehabilitation strategy to be as unintrusive as possible for our residents.

Experience and Track Record

Experience, expertise and industry relationships are key in delivering a seamless transaction. We have leveraged CPP's 10 years of transaction and operational experience, and WNC's 40+ years of affordable housing experience to consistently provide sellers with an efficient execution.

Preservation Partners has extensive experience in a wide variety of affordable housing programs including:

- Project Based Section 8
- Housing Choice and Preservation Vouchers
- 4% and 9% Tax Credit Executions
- Various HUD Programs Including 202, 236, 515, and PRAC
- Expiring LIHTC Assets
- USDA Rural Development

We value the depth of our relationships within the affordable housing industry. In our current portfolio we have:

- 10+ Different Joint Venture Partners
- 10+ Different Non Profit Partners
- 7+ Management Companies
- 4+ Social Service Providers



General Partnership Parameters

Community Preservation Partners seeks to develop and sustain strong mutually beneficial relationships with companies and individuals it works with by operating with the highest integrity in all aspects of its business. CPP is recognized industry-wide as being a company that can solve problems and perform on complex preservation transactions; as an innovator in preservation financing, CPP is selected time and again by owners and clients because of its employees and industry leading expertise and ability to create value.

Backed by the financial strength of its parent company, WNC & Associates, Inc., who has been in business for over 40 years, CPP has expert knowledge of both the capital markets and equity markets. CPP has the capital, expertise, and the recent experience in a variety of complex financing structures to ensure the smoothest possible transaction.

Target Assets

LIHTC

- 50+ Units¹
- Senior or Family
- West of the Rockies and Hawaii¹

Section 8 & USDA RD

- 50+ Units Combined or individual¹
- Senior or Family
- National

¹ Exceptions can be made for unique situations.

Partnership Structures

Joint Venture/ Co-Development Partnerships

- Preservation
- Provide and share in predevelopment costs and risks
- Minimum deal size, scattered or combined, 50+ Units

Development Partnerships

- Preservation
- Provide 100% of development services
- Finance 100% of predevelopment costs
- Structure, negotiable based on project
- Minimum deal size, 50+ Units

A small sample of our portfolio is included for informational purposes on the following pages along with a list of professional references.

PORTFOLIO HIGHLIGHT

Franco Center Apartments | Stockton, CA

Community Details

- Purchased from the Housing Authority of The County of San Joaquin
- 110 Unit Senior Housing Community With Project-Based Section 8 expanded to 112 Units
- Property Acquisition Completed February 2015 Bridged to 9% Tax Credit Closing In August 2015
- Approximately \$17 Million Total Development Cost



PORTFOLIO HIGHLIGHT

Northgate Apartments | Oakland, CA

Community Details

- 4% Tax Credits and Privately Placed Bonds
- 201-Unit Senior HUD Section 202 Housing Community with Project-Based Section 8 & Tenant Protection Vouchers
- Property Acquisition / Tax Credit Closing Complete May 2015
- Approximately \$47 Million Total Development Cost
- Processed Through San Francisco Multifamily HUB (HUD)
- Service Coordinator, Van Ride Service & Resident Lunch Program
- Seismic Retrofitting



PORTFOLIO HIGHLIGHT

Orangewood Court Apartments | Oakland, CA

Community Details

- HUD 223(F) Tax Credit Pilot Program Financed Project
- 92-Unit Family Community
- Acquisition Completed In June 2013
- Approximately \$19 Million Total Development Cost
- Seismic Retrofitting



PORTFOLIO HIGHLIGHT

Rancho Niguel | Laguna Hills, CA

Community Details

- 4% Tax Credits And Privately Placed Bonds
- 51-Unit Senior Housing Community With Project-Based Section 8
- Acquisition Completed In 1980 Rehab Completed In July 2005
- Approximately \$9.2 Million Dollar Total Development Cost



2005



2015

References

Lenders:

Rabobank
Citibank, N.A...
California Bank & Trust
Love Funding
US Bank
Bonneville Mortgage Company
Bellwether Enterprise

Legal:

Nixon Peabody LLP – Washington, D.C.
Cox, Castle & Nicholson, LLP - San Francisco, CA
Hessel, Aluise and Neun, P.C. – Washington, D.C.

Accounting:

BDO Seidman, LLP - Costa Mesa, CA
DOZ – Carmel, Indiana
Novogradac & Company LLP - San Francisco, CA
Keith Stanley, Certified Public Accountant – Irvine, CA

Architects, Engineers, & Consultants:

DBA Architects
Musser: Architects, Inc.
Irwin Partners Architects
JRN Civil Engineers, Inc.
SWCE Civil Engineering
Rincon Consultants
AEI Consultants
Lea & Company
Gill Group

General Contractors:

Precision General Contractors
Sun Country Builders
United Renovations
Tofel Construction

Memberships

- Affordable Housing Tax Credit Coalition
- National Council of State Housing Agencies (NCSHA)
- New York State Association for Affordable Housing
- Council for Affordable Rural Housing (CARH)
- Urban Land Institute (ULI)
- National Association of Affordable
- Housing Lenders
- Financial Industry Regulatory Authority (FINRA)
- Institute of Real Estate Management
- National Leased Housing Association
- Alabama Council for Affordable
- Rural Housing
- Rural Rental Housing Association of Texas
- Qualified Allocation Plan (QAP) Tax Credit Advisory Committee for the Wisconsin Housing and Economic Development Authority (WHEDA)
- Minnesota Housing Finance Agency Technical Advisory Group
- Vistage International

Introducing CPP



Community Preservation Partners is an affordable housing rehabilitation company that owns more than 4,000 units across the United States. Its mission is to enrich lives and strengthen neighborhoods by recapitalizing, rehabilitating and preserving aging affordable housing communities. CPP provides simple, practical solutions to complex challenges facing housing authorities, nonprofits and investors.

why us?



INDUSTRY EXPERIENCE

Our experienced affordable housing specialists handle everything from planning to construction.



COMMITMENT TO TENANTS

CPP works to enrich the lives in our communities, improving public spaces and adding educational opportunities.



WORKING RELATIONSHIPS

CPP works closely with all stakeholders including owners, residents and the community at large.



SPEED

CPP closes quicker than its competitors, preventing 'deal fatigue' and maintaining control.



FLEXIBILITY

Each multi-family project is different, and we work with a variety of project sizes under an array of deal structures.



LEGACY

Parent company, WNC & Associates, is a family business with 45 years in the affordable housing industry.

resident services



Rancho Niguel Playground

- Meal Services
- Head Start Programs
- Homework Support for Students
- Afterschool Care
- Employment Opportunities
- Public Spaces
- Recreational Initiatives
- English as a Second Language Classes
- Mental Health Services
- Computer Literacy Training



recapitalize. rehabilitate. preserve.

Monte Vista – San Jose, CA

CPP performs the following roles for its affordable housing partners:

OWNER/BUYER: For property owners who simply want an exit strategy for their investment, CPP can purchase the property and interest from the existing owner.

DEVELOPER: Recapitalizing and re-syndicating properties can be a timely and costly measure, and owners may not want to risk the financial and working capital in structuring and closing these transactions. CPP takes on the financial risk for the owner, and navigates through the various regulations and state agencies, ensuring a successful transaction, giving a renovated and recapitalized asset to the owner.

CONSULTANT: Regulations and laws change frequently, and a transaction completed 15 years ago would not be able to go through the same process again. As consultant, CPP advises nationally on both 9% (conventionally financed) and 4% (tax-exempt bonds) low-income housing tax credit developments. Providing detailed cost analysis, financial pro formas, debt and equity structuring and other services, CPP helps clients successfully develop and own multi-family affordable housing properties.

For more information
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Development

Acquisitions

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SCHEDULE OF REAL ESTATE HOLDINGS
Community Preservation Partners
5/1/2016

Property Name	City	State	# of Properties	Total Units	Year Closing	Property Status	Physical occupancy	Total Development Cost	Lienholder	Lender	LienRate
1 Rancho Niguel Apartments	Laguna Hills	CA	1	51	2005	Stabilized	98%	9,173,762	US Bank National Assoc.	US Bank	5.92%
2 Garden Valley II & Parlier Pl	San Joaquin & Parlier	CA	2	88	2006	Stabilized	98%	6,253,484	JP Chase	Chase	5.22%
3 Whitley I & II Apartments	Corcoran	CA	2	88	2006	Stabilized	100%	6,236,799	JP Chase	Chase	5.63%
4 MacArthur Apartments	Los Banos	CA	1	50	2006	Stabilized	94%	2,617,084	JP Chase	Chase	5.63%
5 Coachella II & Casa Maria	Coachella	CA	2	100	2006	Stabilized	98%	9,476,748	JP Chase	Chase	5.22%
6 Anderson, Battlecreek Sr & Fam	Anderson	CA	3	100	2007	Stabilized	100%	7,906,010	US Bank	US Bank	5.22%
7 Huntlee, Leebar, Ruby, Riverwood	Multiple Cities	CA	4	172	2007	Stabilized	98%	12,687,886	Citi, NA	Citi	6.02%
8 Murray Apartments	McKinleyville	CA	1	50	2007	Stabilized	98%	4,101,187	Citi, NA	Citi	5.50%
9 San Jacinto Vista I/Thunderbird Apartments	Perris/Mecca	CA	2	102	2007	Stabilized	99%	8,198,609	US Bank	US Bank	5.50%
10 Riverwood Apartments	Laughlin	NV	2	207	2007	Stabilized	99%	20,271,708	US Bank	US Bank	5.50%
11 Casa Linda Apartments, La Villa Elena Apartments, Rio Abajo Apartments, Sage Apartments, Southview Apartments	Multiple Cities	NM	5	229	2010	Stabilized	99%	15,182,403	Bonneville Mortgage	First United Bank	5.22%
12 Orchard I and II, Sequoia, Alta Vista	Orosi	CA	4	160	2011	Stabilized	98%	12,519,392	RaboBank	RaboBank	5.75%
13 Conquistador, Countryway, Midland, Huron Garden	Mendota/Huron	CA	4	157	2011	Stabilized	98%	12,803,374	Bonneville Mortgage	Bonneville Mortgage	5.50%
14 Bear Mountain, Poso, Weedpatch, Rose Valley, Cal Terrace	Kern	CA	5	204	2011	Stabilized	97%	18,346,040	Cal Bank and Trust	Cal Bank and Trust	5.50%
15 Yucca Trails Apartments	Joshua Tree	CA	1	50	2012	Stabilized	100%	4,869,093	US Bank	US Bank	4.90%
16 Broadway Manor	Blythe	CA	1	64	2012	Stabilized	100%	7,145,734	US Bank	US Bank	4.75%
17 Parkview Garden and Meadowbrook Apartments	Susanville	CA	2	90	2012	Stabilized	100%	10,598,637	US Bank	US Bank	4.50%
18 Carolyn Apartments and Corcoran Garden	Corcoran	CA	2	78	2012	Stabilized	100%	10,017,272	Cal Bank and Trust	Cal Bank and Trust	5.00%
19 Hidden Valley, Terrace, Pinon Hills	Gallup	NM	3	208	2012	Stabilized	97%	15,164,326	First United Bank	First United Bank	5.00%
20 McCloud River	McCloud	CA	1	42	2013	Stabilized	95%	6,159,274	First United Bank	US Bank	4.60%
21 Voorhis Village	San Dimas	CA	1	65	2013	Stabilized	100%	14,480,801	First United Bank	Citi	4.70%
22 Arbor Terrace	Colton	CA	1	129	2013	Stabilized	100%	23,217,326	First United Bank	Citi	5.27%
23 Victory Fiedler	Staten Island	NY	1	39	2013	Stabilized	100%	18,823,232		Wells Fargo	4.50%
24 Coral wood Court	Reseda	CA	1	106	2013	Stabilized	98%	26,390,127	First United Bank	Love Funding	3.70%
25 Orangewood Court	Sherman Oaks	CA	1	92	2013	Stabilized	98%	18,756,254	First United Bank	Love Funding	3.70%
26 Crescent City Senior	Crescent City	CA	1	38	2013	Stabilized	100%	7,528,679	RaboBank	RaboBank	5.25%
27 Monument Arms	Fairfield	CA	1	92	2014	Stabilized	98%	15,041,114	Citibank	Citibank	5.75%
28 Jefferson Townhomes & Cunningham Village	Los Angeles	CA	2	65	2014	Stabilized	100%	20,116,089	Cal Bank and Trust	Cal Bank and Trust	4.75%
29 San Jacinto Village	San Jacinto	CA	1	38	2014	Stabilized	100%	5,409,744	RaboBank	RaboBank	5.45%
30 Northwest Manor I	Pasadena	CA	1	44	2015	Stabilized	100%	10,743,644	Cal Bank and Trust	Cal Bank and Trust	4.60%
31 Franco Center	Stockton	CA	1	110	2015	Construction	100%	15,019,016	Citibank	Citibank	5.00%
32 Winters Senior Center	Winters	CA	1	38	2015	Stabilized	100%	6,201,197	RaboBank	RaboBank	5.00%
33 Jackson Manor/Lassen View	Red Bluff	CA	2	90	2015	Stabilized	100%	10,194,559	RaboBank	RaboBank	5.50%
34 Northgate Terrace	Oakland	CA	1	201	2015	Construction	100%	47,332,249	Citibank	Citibank	4.17%
35 Amberwood I/II	Hanford	CA	2	90	2015	Construction	100%	7,860,333	Rabobank	Rabobank	5.50%
36 Park Sunset	San Francisco	CA	1	30	2015	Construction	100%	16,840,903	Citibank	Citibank	3.98%
37 Bellflower Friendship Manor	Bellflower	CA	1	144	2015	Construction	100%	31,803,638	RedStone	Redstone	4.35%
38 Oak Center I	Oakland	CA	1	77	2016	Construction	100%	36,300,365	Citibank	Citibank	4.35%
39 MORH I	Oakland	CA	1	126	2016	Construction	100%	83,119,313	Citibank	Citibank	4.35%
40 Summerfield Apartments	Indio	CA	1	268	2015	Acquisition	100%				
41 Courtyard Plaza	San Jose	CA	1	81	2015	Acquisition	100%				
42 Klimpel Manor	Fullerton	CA	1	59	2015	Acquisition	100%				
43 Waterview Apartmetns	Lawrenceburg	IN	1	64	2015	Acquisition	93%				
44 Avalon Cove Apartments	Hobbs	NM	1	78		Stabilized	93%				
45 Chowchilla Apartments	Chowchilla	CA	1	54		Stabilized	95%				
46 Compton Garden	Compton	CA	1	18		Stabilized	95%				
47 Calexico Apartments	Calexico	CA	1	50		Stabilized	100%				
48 Yerington Apartments	Yerington	NV	1	32		Stabilized	100%				
49 Tucumcari Apartments	Tucumcari	NM	1	46		Stabilized	95%				
50 Cinnamon Ridge Apartments	Santa Rosa	NM	1	42		Stabilized	98%				
51 Firebaugh Apartments	Firebaugh	CA	1	40		Stabilized	100%				
52 Northern Winnebago Apartments	South Beloit	IL	1	50		Stabilized	100%				
53 Valley Commons East	Grass Valley	CA	1	56		Stabilized	100%				
			84	4,842			99%	531,788,092			

Testimonials

Third Party Consultants

"We have had the privilege of working with the design team of Community Preservation Partners since 2010. Our company, JRN Civil Engineers, provides surveying services in the initial phases of their design work for their projects throughout California. The communication and teamwork with Community Preservation Partners has led to many successful projects, finished in an efficient and timely manner. Our survey crews have always had positive interaction with tenants."

-James R. Needham, President of JRN Civil Engineers

"I, and my firm, have worked with Community Preservation Partners for many years. Their entire organization is outstanding. They are devoted to their partnerships and have a wide variety of tools to change development and financing ideas into full completed deals. Their fast-paced transaction teams are exceptionally good at finding creative solutions to challenging problems."

-Cash Gill, Vice President of the Gill Group, Inc.

Energy Conservation

We're honored to contribute to Community Preservation Partners' quality affordable housing projects. From concept through execution CPP exhibits deft technique and awareness in all aspects of a given development. Social responsibility, business acumen, and fairness are all qualities you want in a business partner and are in no short supply at CPP. We hope to remain a valuable resource to CPP well into the future.

-Grant Manning, LEED AP, Nextility

"My team of engineers and I have had a great experience working with WNC. In particular, their knowledge and attention to detail surrounding project objectives have been very valuable to us. They have shown excellent insight and solid direction for us as consultants, allowing us to work together towards common goals. Working with WNC, we feel part of an integrated, multi-disciplinary team that is solution-oriented and on the same page. I have also had the pleasure of interacting with many of the WNC team members in person during a lunch-and-learn session and found everyone to be extremely professional and welcoming."

-Kelsey Shaw, Partner Energy

Legal

Our firm has partnered with WNC in dozens of affordable housing deals over the past decade. We have witnessed first-hand WNC's capacity to structure complex affordable housing transactions through creative selection and utilization of disparate debt and equity sources. Quite simply, WNC finds value and potential where it might be easily overlooked by others, and WNC consistently demonstrates the ability to navigate to closing regardless of the obstacles.

-Chris Dubois, Cox Castle Nicholson

Lender

"CPP brings a creative and sophisticated approach to acquiring and developing low income multifamily communities. Citi values their relationship with CPP because they are true professionals and have always performed as advertised."

-Mike Hemmens, Director of Citi Community Capital

"It has always been a pleasure and a privilege to work with Community Preservation Partners. Their team is comprised of smart, honest, hardworking people who are steadfast in their commitment to preserve affordable housing. My experience working with them has been extremely positive and I am always impressed with their diligence and professionalism. I look forward to continuing our successful partnership."

-James Vanar, Senior Director of Love Funding

Community Preservation Partners are a professional and efficient firm that has financed nearly 30 multifamily properties with CSCDA. Their staff is knowledgeable and facilitates a seamless transaction through close. We greatly value our partnership with CPP and their mission of preserving affordable housing throughout California.

-Caitlin Lanctot of CSCDA

"California Bank & Trust values its relationship with the entire WNC CPP team. With its staff of thorough affordable housing professionals, WNC CPP makes it quite easy to be a lender-partner. Whether it is handling complex bond financings, delivering quality rehabilitation and preservation of scarce affordable housing, or responding to the myriad requests that today's lending environment requires, the CPP team constantly outperforms expectations. "

-Mark Wolf, Vice President of California Bank & Trust

Seller

"Community Preservation Partners is a great company with a talented transaction team. With a little creativity we successfully navigated the acquisition/disposition process and we look forward to working with them again on the next deal. "

-Derek Allen, Vice President of Operations, ROEM Development

WNC was one of I think 9 bidders, including the management company currently handling our project. The Board determined WNC to have the "cleanest" bid (not contingent on speculative tax credits and creative financing) even though not the highest bid, but based on our discussions they were clearly the bidder most interested in perpetuating the mission of the current Board.

They agreed to make improvements long sought by the Board (but unaffordable within our budget limitations) - complete remodeling/ redecorating 201 apartments, a new maintenance facility, space for visiting clinical appointments (medical, dental, vision, podiatry, etc.), as well as meaningful input in the selection of a management firm. The staff is represented by the Teamsters Union, and there is agreement to maintain all current staff and their collective bargaining agreement. They were sensitive to the residents' concerns and have completely satisfied those worries and the tenants are now looking forward to a new team and what will be a virtually new facility.

These considerations were discussed in a positive atmosphere, and were met by WNC almost enthusiastically, never indicating reluctance or reticence. There was always a spirit of mutual cooperation in the interest of the Northgate community.

WNC has been a most professional organization, truly a class act!

-Steve Northrup, Board President – Northgate Terrace Apartments President

“It was only through mutual cooperation during this lengthy process that the Housing Authority of San Joaquin County and Community Preservation Partners were able to close the sale on this 110 unit project. We appreciated their team’s positive attitudes and the perseverance necessary to complete this sale.”

-Alan Richard Coon, General Counsel & Media Contact, Housing Authority of the County of San Joaquin

Property Management Companies

“I endorse and recommend Community Preservation Partners. The best measure of success for me is, the feedback from the community and staff when a project is thriving. I appreciate CPP’s ability to maneuver through the predictable politics and work with many players; investors, developers, management companies, etc. in a positive way to deliver exceptional results. “

-Leigh Ann Caraballo, Regional Portfolio Manager of Affordable Communities, FPI Management, Inc

Contractors

“Throughout the course of the various projects, the CPP team demonstrated professionalism in interacting with all members of the project team, facility in working under challenging circumstances with municipal officials, and above all, consideration of the residents of the communities, and a commitment to improving the environment for those residents”

-John Ahlsweed, LEED AP, President, Sun Country Builders

Our work with Community Preservation Partners is always aimed to positively change and impact lives of the residents at each property. Together, we focus on creating a necessary scope of work that changes the feel of the property so residents can enjoy their homes, amenities, common areas, and safety for the residents. CPP is knowledgeable in acquiring properties, organizing successful project teams, and executing a great looking property.

-Justin Krueger, President, United Renovations Specialty Group, LLC

“Precision General Commercial Contractors, Inc. has been privileged to have worked with Community Preservation Partners on approximately 25 of their projects in the past 10 years. Our successful partnership with them and their design team of architects is a testament to the willingness of the team to work collectively in the pursuit of the project objectives. CPP well understands the fluid dynamics of construction scheduling and work prosecution and is able to adapt quickly to situations with project and property management, which might arise because of this. Of particular interest, it is worth noting that of the 25 projects we have completed together, all of them were completed within the contract schedule time lines and within budget. Please feel free to contact me, should you require any additional information.”

-Jon Opfell, Chief Operating Officer, Precision General Commercial Contractors, Inc.

"I have personally seen your concerns for Residents' needs as well as the Sellers' desires..."

-Allen "Kelly" Sands, President, Icon Builders

Architects

"...We have been pleased to work on the projects and the professionalism in the approach by [CPP]. They get into the project and they know and understand what it's going to take to improve them for the tenant, code and financially..."

-Greg Irwin, Partner, Irwin Partners Architects

"It's been a pleasure to work with such a socially conscious organization focused on enriching the environments of the residents and the surrounding community. CPP makes a profound contribution to the revitalization of neighborhoods, helping the residents thrive and providing quality housing that the residents are proud to call home."

-Dee Berthiaume, Principal, Dee Berthiaume Architecture + Design Studio

Partners

Star – Equities, L.L.C. and Professional Property Management, L.L.C. have been partnering with WNC & Associates in the development of affordable housing for over 20 years and in Joint Ventures with Community Preservation Partners (CPP) for over three years. In that time, we have teamed with CPP on 8 development projects that have preserved affordable housing properties and significantly improved them through substantial rehabilitations. Although our relationship with CPP has been brief in comparison, it is built on and expands upon the long-standing partnership we have enjoyed with WNC. CPP shares our desire and passion to provide quality affordable housing to those who most need it. Star – Equities strongly values creating and maintaining relationships that can be long-term and rewarding to both sides. It is central to how we operate. We have had no longer relationship than the one we have with WNC and it is one that we are building with CPP.

-Brian D. Brooks, Director of Operations, Star Equities, LLC & Professional Property Management, LLC

Working with CPP is always a treat for the Foundation. We feel so fortunate to have found a for-profit partner that shares our values and is deeply concerned with the quality of life our residents experience. CPP recognizes that property ownership is more than balancing income and expenses. It is a collaborative effort to create a safe, welcoming home environment where our residents can flourish. They are highly supportive of our efforts to integrate resident services with property management to provide best serve the needs of those who live in our communities.

-Deborrah Willard, Foundation for Affordable Housing, a California Nonprofit Corporation

Residents

"My apartment looks amazing! Once outdated and ran down, the new look of my unit is modern, refreshing and longer resembles the 1980's. I now can invite my family and friends over and not be embarrassed of my home."

"The morale is higher than it's ever been, my neighbors now have a new sense of pride and are coming together to make sure they do their part to ensure the property is kept clean."

-Jennifer Brown, Resident – Cunningham Village

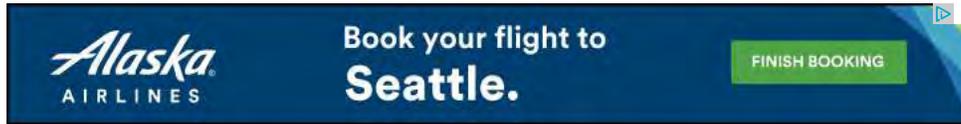
"I am writing you today to thank you for all the wonderful changes that you have done at Jefferson Townhomes. My apartment looks fantastic and the outside paint and landscaping is also very beautiful. All my neighbors are happy with their apartments too.

Honestly, we all were a little nervous about a new owner and management company but could not be more pleased because of you all have done so much for us."

-Tatiana Edwards, Resident – Jefferson Townhomes

"Awesome improvements. We thank you very much. The quality of life is much better thanks to you."

-Jennifer Eddy, Resident – Arbor Terrace Apartments



MANAGEMENT & OPERATIONS

[HOME](#) > [MANAGEMENT & OPERATIONS](#) > TOP 10 COMPANIES COMPLETING ACQUISITIONS IN 2015

Posted on: April 18, 2016 0 Like 1 9 10

AFFORDABLE HOUSING FINANCE

Top 10 Companies Completing Acquisitions in 2015

Omni New York takes the top spot with the acquisition of 4,732 units.

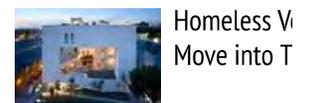
RANK (VS. 2014)	COMPANY INFO	EXECUTIVE CONTACT	AFFORDABLE HOUSING UNITS ACQUIRED IN 2015	REGION(S)	ORG. TYPE
1 (new)	<p>Omni New York 885 Second Ave., 31st Floor; New York, NY 10017 (646) 502-7192 • www.onyllc.com</p> <p>Omni New York, which focuses on the acquisition and rehabilitation of Sec. 8 or other affordable properties, acquired 4,732 units in 2015.</p>	Megan Thomas, executive vice president and COO	4,732	NE, SE, W	For-profit
2 (2)	<p>The Millennia Cos. 8111 Rockside Road; Cleveland, OH 44125 (216) 520-1250 • www.mhmltd.com</p> <p>Millennia acquired 33 affordable housing developments and continued to expand its geographical footprint in the South and Southeast.</p>	Frank Sinito, president and CEO	4,448	MW, NE, SC, SE	For-profit
3 (new)	<p>Dominium 2905 Northwest Blvd., Suite 150; Plymouth, MN 55441 (763) 354-5500 • www.dominiumapartments.com</p> <p>Dominium acquired 20 developments in 2015 and has plans to acquire another 15 this year.</p>	Paul Sween and Armand Brachman, managing partners	2,891	MW, SC, SE, W	For-profit
4 (1)	<p>L+M Development Partners 1865 Palmer Ave., Suite 203; Larchmont, NY 10538 (914) 833-3000 • www.lmdevpartners.com</p> <p>In addition to starting construction on five new projects, L+M acquired six developments in 2015.</p>	Ron Moelis, CEO	2,474	NE, SC, W	For-profit
5 (new)	<p>Vesta Corp. 175 Powder Forest Drive; Weatogue, CT 06089 (860) 325-1700 • www.vestacorp.com</p>	Lewis Brown and Joshua Greenblatt, executive vice presidents	2,360	MW, NE, SC	For-profit

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TRENDING



Vesta Corp. completed the acquisition of 11 apartment communities with more than 2,000 units last year. The firm plans to acquire 3,000 units in 2016.

6 (5)	Southport Financial Services 5403 W. Gray St.; Tampa, FL 33609 (818) 288-6988 • N/A After acquiring more than 2,000 units in 2015, the firm plans to acquire another 1,200 units this year.	Paul C. Fortino, senior vice president	2,172	National	For-profit
7 (9)	GHC Housing Partners 15301 Ventura Blvd., Suite 570; Sherman Oaks, CA 91403 (818) 808-0600 • www.ghchousing.com GHC acquired 22 properties last year with 1,964 units, a record number of acquisitions for the firm.	Monique Lawshe, executive vice president	1,964	National	For-profit
8 (new)	Eden Housing 22645 Grand St.; Hayward, CA 94541 (510) 582-1460 • www.edenhousing.org In addition to Eden Housing's new-construction work, the nonprofit continued to focus on its acquisition and preservation efforts throughout California.	Linda Mandolini, president	1,636	W	Nonprofit
9 (new)	Community Preservation Partners 17782 Sky Park Circle; Irvine, CA 92614 (949) 236-8278 • www.cpp-housing.com Community Preservation Partners is the development arm of WNC & Associates. The firm owns 56 developments with more than 3,500 units.	Anand Kannan, president	1,219	W	For-profit
10 (6)	Herman & Kittle Properties 500 E. 96th St., Suite 300; Indianapolis, IN 46240 (317) 805-1980 • www.hermankittle.com The company created an acquisition stabilization team to integrate multiproperty acquisitions.	Jeffrey Kittle, president and CEO	967	National	For-profit

Regions: MW=Midwest; NE=Northeast; SC=South Central; SE=Southeast; W=West

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Keywords:

Subject:

Affordable Housing Acquisition-Rehab 2015 AHF 50



MORE FROM HOUSING FINANCE

The Mercury News

West Oakland low-income housing to get upgrades

By Aziza Jackson, Correspondent

POSTED: 04/21/2016 10:11:00 AM PDT | UPDATED: ABOUT 2 HOURS AGO

Two West Oakland housing properties will get about \$17 million worth of improvements and services for their low-income residents.

Oak Center Apartments and Mohr 1 Apartments both will see major interior and exterior upgrades, according to Community Preservation Partners, an Irvine-based affordable housing rehabilitation company.

"The Bay Area has been plagued with rising rents, and a huge portion of the working-class population and their families are being priced out of their homes," Community Preservation Partners president Anand Kannan said in a statement. "By acquiring and rehabilitating the Mohr 1 and Oak Center communities, we are protecting hundreds of families from possibly losing their homes."

Both properties are located in West Oakland, an area that has in recent years seen a gentrified influx of new residents and real estate developments.

Community Preservation Partners purchased Mohr 1 Apartments for \$59 million and Oak Center Apartments for \$22 million in a joint venture with Related Affordable, a global real estate corporation based in New York.

Since closing the deal in late March with a private owner, both properties are now the two newest additions to Community Preservation Partners' affordable housing portfolio in the region that includes Northgate Terrace in Oakland, Park Sunset in San Francisco, Courtyard Plaza Apartments in San Jose and Franco Center in Stockton.

Oakland City Council President Lynette Gibson McElhaney, who presides over District 3, which encompasses both property locations, could not be reached for comment about the acquisitions. At the time of purchase, the property was essentially fully occupied.

"We actually locked in 55 years of rent protection and 20 years of subsidy protection based in Section 8 subsidy," said Jack Aronson, Community Preservation Partners' director of development acquisitions.

April 21, 2016

The Section 8 subsidy that both properties qualify for is a low-income housing tax credit program under the federal Department of Housing and Urban Development.

Community Preservation Partners plans to pursue more affordable housing rehabilitation and acquisition opportunities in the region, Aronson said, but he did not give details.

Oak Center Apartments, at 1601 Market St., is a 77-unit complex of apartments and townhomes that will get \$5.9 million for renovation.

The apartments' security system, gating, walking paths and roofing will be upgraded. Other improvements include new carpeting for upstairs units, new flooring, windows, countertops, and energy-efficient and drought-resistant fixtures and appliances, according to Community Preservation Partners.

Mohr 1 Apartments, at 741 Filbert St., a few blocks from Oak Center, will get an \$11.2 million upgrade from Community Preservation Partners.

Interior improvements at the 126-unit townhomes will be the same as those at Oak Center. The apartments also will get new outdoor lighting, landscaping, community barbecue areas and a revamp of the complex's security system. The property's basketball court, clubhouse, computer room and facade will also see improvements.

Work at both properties began in April and will continue through October.

RAHD Group

RAHDGROUP

CASEY HAELING

PARTNER

CASEY HAELING HAS 14 YEARS OF REAL ESTATE EXPERIENCE AND IS A CO-FOUNDER OF THE RAHD GROUP, WHERE HE OVERSEES THE ACQUISITION AND ASSET MANAGEMENT DEPARTMENTS. CASEY HAS OWNERSHIP, DEVELOPED OR CONSULTED ON OVER 18 AFFORDABLE HOUSING TRANSACTIONS. HIS EXPERTISE IS WITH THE ACQUISITION AND REHABILITATION OF EXISTING LOW-INCOME HOUSING PROJECTS THAT ARE OR WILL BE FINANCED BY TAX-EXEMPT BONDS, TAX CREDITS, HUD 221, 223 AND 236 LOANS AND HUD SECTION 8 HAP CONTRACTS. HAVING SPENT SIX YEARS WITH HENDRICKS & PARTNERS AS AN ASSOCIATE ADVISOR WHERE HE HANDLED THE SALE OF OVER \$200 MILLION OF COMMERCIAL REAL ESTATE COMPRISING MORE THAN 3,000 APARTMENT UNITS, HE BRINGS EXCELLENT LOCAL AND REGIONAL MARKET KNOWLEDGE TO THE RAHD GROUP.

COLIN RICE

PARTNER

COLIN BRINGS TO THE RAHD GROUP MORE THAN 8 YEARS OF PROFESSIONAL BUSINESS DEVELOPMENT EXPERIENCE AND IS A CO-FOUNDER OF THE RAHD GROUP. HE IS RESPONSIBLE FOR PROPERTY ACQUISITIONS AND GOVERNMENTAL AND COMMUNITY RELATIONS. COLIN RICE HAS OWNERSHIP, DEVELOPED OR CONSULTED ON OVER 10 EXISTING LOW-INCOME HOUSING PROJECTS THAT ARE OR WILL BE FINANCED BY TAX-EXEMPT BONDS, TAX CREDITS, HUD 221, 223 AND 236 LOANS AND HUD SECTION 8 HAP CONTRACTS. PREVIOUSLY, COLIN WAS CHIEF-OF-STAFF TO CALIFORNIA STATE ASSEMBLYMAN JUAN VARGAS, WHERE HE HANDLED PUBLIC POLICY, POLITICAL AND CAMPAIGN MATTERS, AS WELL AS COMMUNITY AFFAIRS. COLIN HOLDS A LAW DEGREE FROM THE UNIVERSITY OF SAN DIEGO. IN ADDITION, HE SERVES ON NUMEROUS CIVIC AND NON-PROFIT BOARDS IN THE SAN DIEGO COMMUNITY.

LIST OF PROPERTIES OWNED:

KIKU GARDENS – 100 UNITS
PROGRAM: SENIOR, HUD & LIHTC
1260 3RD AVE.
CHULA VISTA, CA 91911

HUDSON TOWNHOUSE MANOR – 122 UNITS
PROGRAM: HUD & LIHTC
3421 HUDSON COURT
ANTIOCH, CA 94509

SORRENTO TOWER – 198 UNITS
PROGRAM: SENIOR, HUD & LIHTC
2875 COWLEY WAY
SAN DIEGO, CA 92110

OLIVEWOOD GARDENS APARTMENTS - 60-UNIT
PROGRAM: INCOME AND AGE RESTRICTED
2855 55TH STREET
SAN DIEGO, CA

GOLDEN AGE GARDEN - 76 UNITS
PROGRAM: SENIOR, HUD & LIHTC
740 SOUTH 36TH STREET
SAN DIEGO, CA 92110

SEA BREEZE GARDENS - 268 UNITS
PROGRAM: HUD & LIHTC
4802 LOGAN AVENUE
SAN DIEGO, CA 92113ANTIOCH, CA 94509

RAHDGROUP

SEA BREEZE GARDENS – 268 UNITS

4802 LOGAN AVENUE

SAN DIEGO, CA 92113

- PROGRAM: HUD, LIHTC
- 2 & 3 BEDROOM UNITS
- MULTIFAMILY SECTION 8
- NONPROFIT SELLER
- \$8 MILLION RENOVATION COMPLETED DECEMBER 2008
- PRESERVED SECTION 8
- NEW COMPREHENSIVE TENANT SERVICES
- LENDER: PNC ARCS
- LIHTC INVESTOR: RED CAPITAL
- PROJECT IN AN URBANIZED REDEVELOPMENT AREA
- TOTAL DEVELOPMENT COST: \$36,255,761



OLIVEWOOD GARDENS – 61 UNITS

2255 55TH STREET

SAN DIEGO, CA 92105

- PROGRAM: AFFORDABLE
- ONE BEDROOM UNITS
- SENIOR SECTION 8
- NONPROFIT SELLER
- \$0.5 MILLION RENOVATION COMPLETED DECEMBER 2009
- PRESERVED SECTION 8
- NEW COMPREHENSIVE TENANT SERVICES
- LENDER: NEIGHBORHOOD NATIONAL BANK
- PROJECT IN AN URBANIZED REDEVELOPMENT AREA
- TOTAL DEVELOPMENT COST: \$3,065,194



GOLDEN AGE GARDEN APARTMENTS – 76 UNITS

740 SOUTH 36TH STREET

SAN DIEGO, CA 92113

- PROGRAM: SENIOR, HUD
- ONE BEDROOM UNITS
- SENIOR SECTION 8
- \$2.6 MILLION RENOVATION COMPLETED DECEMBER 2009
- PRESERVED SECTION 8
- NEW COMPREHENSIVE TENANT SERVICES
- LENDER: CITIBANK
- PROJECT IN AN URBANIZED REDEVELOPMENT AREA
- TOTAL DEVELOPMENT COST: \$10,952,479



HUDSON MANOR – 122 UNITS

3421 HUDSON COURT

ANTIOCH, CA 94509

- PROGRAM: SENIOR, HUD, LIHTC
- 2 & 3 BEDROOM UNITS
- MULTIFAMILY SECTION 8
- \$3 MILLION RENOVATION COMPLETED JUNE 2012
- PRESERVED SECTION 8
- NEW COMPREHENSIVE TENANT SERVICES
- LENDER: DOUGHERTY MORTGAGE
- LIHTC INVESTOR: RBC
- TOTAL DEVELOPMENT COST: \$20,067,774



SORRENTO TOWER – 198 UNITS

2875 COWLEY WAY

SAN DIEGO, CA 92110

- PROGRAM: SENIOR, HUD, LIHTC
- STUDIO'S & 1 BEDROOM UNITS
- SENIOR TOWER, MULTIFAMILY SECTION 8
- NONPROFIT SELLER
- \$7 MILLION RENOVATION COMPLETED DECEMBER 2011
- PRESERVED SECTION 8
- NEW COMPREHENSIVE TENANT SERVICES
- LENDER: CITIBANK
- LIHTC INVESTOR: BOSTON CAPITAL
- TOTAL DEVELOPMENT COST: \$20,242,311



KIKU GARDENS – 100 UNITS

1260 3RD AVENUE

CHULA VISTA, CA 91911

- PROGRAM: SENIOR, HUD, LIHTC
- ONE BEDROOM UNITS
- MULTIFAMILY SECTION 8
- NONPROFIT SELLER
- \$4 MILLION RENOVATION COMPLETED DECEMBER 2014
- PRESERVED SECTION 8
- NEW COMPREHENSIVE TENANT SERVICES
- LENDER: CITIBANK
- LIHTC INVESTOR: CITY REAL ESTATE ADVISORS
- PROJECT IN AN URBANIZED REDEVELOPMENT AREA
- TOTAL DEVELOPMENT COST: \$16,692,055





LENDER CONTACT REFERENCES:

CITIBANK

MIKE HEMMENS

325 E HILLCREST DR., SUITE 160

THOUSAND OAKS, CA 91360

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SARAH DEVRIES

1500 SW FIRST AVE., SUITE 1090

PORTLAND, OR 97201

503-290-5031

SDEVRIES@CITYREALESTATEADVISORS.COM



SORRENTO TOWER

2875 COWLEY WAY, SAN DIEGO, CA - 198 UNITS SENIOR TOWER

- THE RAHD GROUP PURCHASED THE SORRENTO TOWER FROM THE NONPROFIT FOUNDATION THAT OPERATED IT SINCE IT WAS BUILT IN 1976. THE NONPROFIT REALIZED SEVERAL MILLION IN CASH PROCEEDS TO USE ON THEIR OTHER NONPROFIT ENDEAVORS.
- DURING THE COURSE OF THE TRANSACTION, WE WORKED WITH HUD TO EXTEND THE SECTION 8 CONTRACT AN ADDITIONAL TWENTY YEARS AND PRESERVE THE INCOME RESTRICTIONS. THE CITY OF SAN DIEGO, THE STATE OF CALIFORNIA AND THE CITY'S HOUSING COMMISSION GAVE THEIR UNANIMOUS SUPPORT FOR OUR PROJECT.
- **\$6.8 MILLION RENOVATION OF THE BUILDING FOR THE BENEFIT OF THE TENANT POPULATION.**
 - **\$1.2 MILLION IN NEW DOUBLE PANE WINDOWS, WHICH DRAMATICALLY IMPROVED THE HEATING AND COOLING OF THE UNITS AND PREVENTED RAIN AND WIND FROM ENTERING THE UNITS, AS THE PREVIOUS WINDOWS HAD ALLOWED**
 - **\$900,000 IN NEW WASTE PLUMBING WHICH WAS ESSENTIAL TO THE BUILDING. THE WASTE PLUMBING PIPES WERE 80% BLOCKED WITH DEBRIS FROM 30 YEARS OF USE. THE SUPPLY LINES WERE ALSO IN POOR CONDITION AND WE WERE ABLE TO REPAIR THESE ON A CASE BY CASE BASIS. THE REPLACEMENT REDUCED MAINTENANCE ISSUES ALMOST COMPLETELY.**
 - **\$100,000 WAS SPENT ON UPGRADING THE FOUR COMMUNITY ROOMS.**
 - **EACH UNIT RECEIVED A MAKEOVER WHICH INCLUDED NEW APPLIANCES, COUNTERS, CABINETS, SINKS, FAUCETS, PAINT, CARPETING, LIGHTING, ETC. THE BUILDING RECEIVED NECESSARY IMPROVEMENTS OF ITS SYSTEMS, SUCH AS ELEVATORS, NEW ROOF, HIGH-EFFICIENCY BOILERS AND A NEW EMERGENCY GENERATOR.**
- DURING THE COURSE OF THE RENOVATION, WE WORKED WITH THE STATE OF CALIFORNIA, THE CITY OF SAN DIEGO AND THE LOCAL UTILITY TO PROVIDE HIGH-EFFICIENCY ENERGY MEASURES AS PART THE UPGRADE CALIFORNIA PROGRAM. SORRENTO TOWER WAS FEATURES IN UPGRADE CALIFORNIA'S MONTHLY PERIODICAL AS AN EXAMPLE OF WHAT DEDICATED APARTMENT OWNERS CAN AND SHOULD DO TO BE A PART OF CALIFORNIA'S GREEN FUTURE.
- WE HAVE BEGUN A WONDERFUL SERVICE PROGRAM, LED BY A FULL-TIME SERVICE COORDINATOR, WHICH INCLUDES COMPUTER LITERACY CLASSES, EXERCISE CLASSES, TRANSPORTATION, EDUCATIONAL CLASSES, AND SOCIAL ACTIVITIES THAT INCLUDE HOLIDAY GATHERINGS, BINGO NIGHTS AND MOVIE NIGHTS.

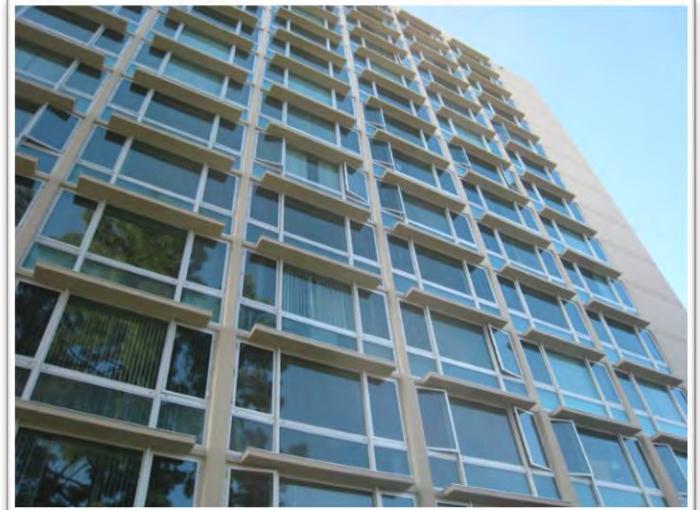
RAHDGROUP

SORRENTO TOWER

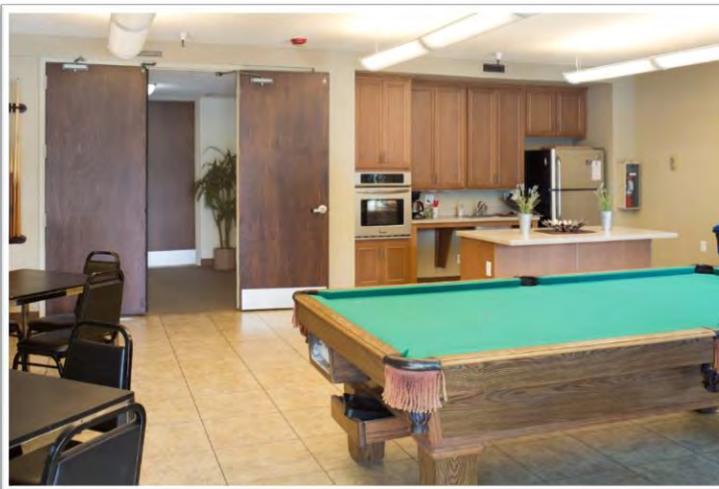
2875 COWLEY WAY, SAN DIEGO, CA - 198 UNITS SENIOR TOWER



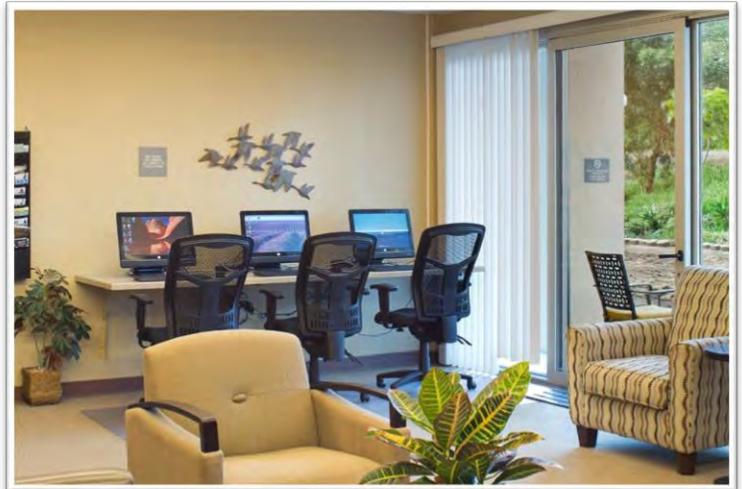
THE ORIGINAL WINDOW DESIGN ALLOWED HEAT AND COLD TO ESCAPE AND ENTER. THIS WAS THE NUMBER ONE REQUESTED CHANGE FROM THE TENANTS. NEW DESIGN IS A HIGH EFFICIENCY, DUAL PAIN, THERMALLY BROKEN, WINDOW WITH REFLECTIVE GLAZING.



THE OLD WINDOWS WERE BOX SHAPE WHICH WAS INEFFICIENT IN PROTECTING AGAINST THE ELEMENTS AND VISUALLY UNPLEASANT. THE NEW DESIGN IS A ONE UNIT WINDOW SYSTEM THAT IS THE MOST EFFICIENT SYSTEM IN THE INDUSTRY.



THE AGING COMMUNITY ROOMS WERE RARELY USED BY THE TENANTS DUE TO THEIR DETERIORATING AMENITIES. BY UPGRADING THE COMMUNITY ROOMS WITH COMMUTERS, UPGRADED KITCHEN, GAME ROOM AND LIBRARY THE TENANTS NOW ARE USING THE COMMUNITY ROOMS ON A DAILY BASES.





GARDEN VILLAS

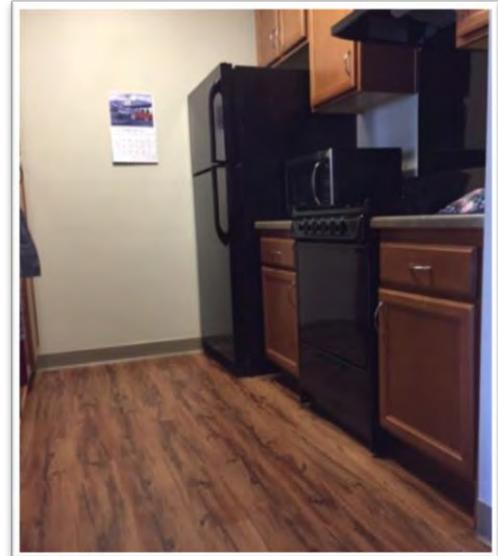
1260 3RD AVENUE, CHULA VISTA, CA - 100 UNIT SENIOR APARTMENTS

- THE RAHD GROUP PURCHASED GARDEN VILLAS FROM THE NONPROFIT FOUNDATION THAT OPERATED IT SINCE IT WAS BUILT IN 1981. THE NONPROFIT REALIZED SEVERAL MILLION IN CASH PROCEEDS TO USE ON THEIR OTHER NONPROFIT ENDEAVORS.
- DURING THE COURSE OF THE TRANSACTION, WE WORKED WITH HUD TO EXTEND THE SECTION 8 CONTRACT AN ADDITIONAL TWENTY YEARS AND PRESERVE THE INCOME RESTRICTIONS.
- \$3.3 MILLION RENOVATION OF THE BUILDING FOR THE BENEFIT OF THE TENANT POPULATION.
 - \$500,000 WAS SPENT ON A STATE OF THE ART SOLAR SYSTEM TO PROVIDE ELECTRIC ENERGY TO THE BUILDING. THE NEW SOLAR SYSTEM WILL REDUCE ELECTRIC ENERGY CONSUMPTION 100%.
 - \$383,000 WAS SPENT ON A BRAND NEW FIRE ALARM AND SPRINKLER SYSTEM. WE RAN NEW LINES AND INSTALLED SPRINKLER HEADS THROUGHOUT THE BUILDING AND UNITS MAKING THE BUILDING MUCH SAFER IN THE CASE OF A FIRE. WE UPGRADED THE FIRE PANEL WITH A NEW SYSTEM THAT MEETS CURRENT CODES AND ADDED HORNS AND STROBES TO THE CORRIDORS.
 - \$80,000 WAS SPENT ON UPGRADING THE COMMUNITY ROOMS.
 - EACH UNIT RECEIVED A MAKEOVER WHICH INCLUDED NEW APPLIANCES, COUNTERS, CABINETS, SINKS, FAUCETS, PAINT, CARPETING, LIGHTING, ETC. THE BUILDING RECEIVED NECESSARY IMPROVEMENTS OF ITS SYSTEMS, SUCH AS ELEVATORS, NEW ROOF, HIGH-EFFICIENCY BOILERS AND A NEW EMERGENCY GENERATOR.
- DURING THE COURSE OF THE RENOVATION, WE WORKED WITH THE STATE OF CALIFORNIA, THE CITY OF CHULA VISTA AND THE LOCAL UTILITY TO PROVIDE HIGH-EFFICIENCY ENERGY MEASURES AS PART THE UPGRADE CALIFORNIA PROGRAM.
- WE HAVE BEGUN A WONDERFUL SERVICE PROGRAM, LED BY A PART-TIME SERVICE COORDINATOR, WHICH INCLUDES COMPUTER LITERACY CLASSES, AND SOCIAL ACTIVITIES THAT INCLUDE HOLIDAY GATHERINGS, BINGO NIGHTS, KARAOKE AND A LUNCH PROGRAM THAT PROVIDES LUNCHES TO THE TENANTS TWICE A WEEK.
- DURING THE TRANSACTION, WE WORKED WITH THE CITY OF CHULA VISTA AND THE STATE OF CALIFORNIA, RECEIVING THEIR UNANIMOUS SUPPORT FOR OUR PROJECT.

RAHDGROUP

GARDEN VILLAS

1260 3RD AVENUE, CHULA VISTA, CA - 100 UNIT SENIOR APARTMENTS



A \$3,300,000 RENOVATION WAS PERFORMED ON THE ORIGINAL BUILDING WHICH INCLUDED NEW FIRE SPRINKLERS THROUGHOUT THE ENTIRE BUILDING, SOLAR, NEW HE WATER HEATERS, NEW COMMUNITY ROOMS, PAINT AND NEW UNIT AMENITIES.

THE ORIGINAL UNITS HAD AGING CABINETS, OLD APPLIANCES, THE CARPET AND VINYL HAD NOT BEEN CHANGED IN 10 YEARS. WE INSTALLED NEW APPLIANCES, CABINETS, VINYL WOOD FLOORING, CARPET AND PAINT.



THE LIBRARY WAS NEVER USED BECAUSE IT WAS DARK, CROWDED AND UNCOMFORTABLE. BY ADDING A COMPUTER CENTER, FURNITURE, NEW LIGHTING, CARPET AND PAINT, THE LIBRARY IS NOW ONE OF THE MOST USED ROOMS IN THE BUILDING.



THE OLD COMMUNITY AREAS HAD OUTDATED FURNITURE AND CARPET. THE NEW ROOMS WERE UPGRADED BY ADDING NEW FURNITURE, PAINT, CARPET AND LIGHTING. BY GETTING RID OF ALL THE OLD FURNITURE AND CLUTTER WE WERE ABLE TO MAKE AN ENVIRONMENT IN WHICH THE TENANTS ENJOY TO USE.

RAHDGROUP

COLIN RICE - COLIN@RAHDGROUP.COM - 619-750-8580

THE RAHD GROUP – RICE AND HAELING DEVELOPMENT GROUP

SAN DIEGO, CA

PARTNER

JUNE 2011 - PRESENT

COMPANY FORMED WITH PARTNER CASEY HAELING TO OWN AND DEVELOP MULTI-FAMILY AFFORDABLE HOUSING.

KIKU GARDENS – 100 UNITS

PROGRAM: SENIOR, HUD & LIHTC

1260 3RD AVE.

CHULA VISTA, CA 91911

C&C DEVELOPMENT GROUP, LLC

SAN DIEGO, CA

PARTNER

JUNE 2010 - PRESENT

COMPANY FORMED WITH PARTNER CASEY HAELING TO OWN AND DEVELOP MULTI-FAMILY AFFORDABLE HOUSING.

SORRENTO TOWER – 198 UNITS

PROGRAM: SENIOR, HUD & LIHTC

2875 COWLEY WAY

SAN DIEGO, CA 92110

HUDSON TOWNHOUSE MANOR – 122 UNITS

PROGRAM: HUD & LIHTC

3421 HUDSON COURT

ANTIOCH, CA 94509

CR REAL ESTATE DEVELOPMENT, LLC

SAN DIEGO, CA

SOLE MEMBER

JANUARY 2006 - PRESENT

CR REAL ESTATE DEVELOPMENT WAS FORMED TO OWN AND DEVELOP AFFORDABLE HOUSING. CR REAL ESTATE DEVELOPMENT HELPED DEVELOP THE FOLLOWING PROPERTIES AND HAS PARTIAL INTEREST IN TWO OF THESE PROPERTIES.

SEA BREEZE GARDENS - 268 UNITS

PROGRAM: HUD & LIHTC

4802 LOGAN AVENUE

SAN DIEGO, CA 92113

GOLDEN AGE GARDEN - 76 UNITS

PROGRAM: SENIOR, HUD & LIHTC

740 SOUTH 36TH STREET

SAN DIEGO, CA 92110

OLIVEWOOD GARDENS APARTMENTS - 60-UNIT

PROGRAM: INCOME AND AGE RESTRICTED

2855 55TH STREET

SAN DIEGO, CA

STATE ASSEMBLYMAN/CITY COUNCILMAN JUAN VARGAS

SAN DIEGO, CA

CHIEF-OF-STAFF

FEBRUARY 1999 – NOVEMBER 2006

RICE MANAGED THE DISTRICT AND LEGISLATIVE OFFICES IN SAN DIEGO AND SACRAMENTO. HE WAS RESPONSIBLE FOR MEDIA RELATIONS, CRISIS COMMUNICATIONS, LEGISLATIVE NEGOTIATIONS, AND POLITICAL MANEUVERING.

ADDITIONALLY, RICE HAS EXTENSIVE EXPERIENCE IN POLITICAL AND ELECTION LAW, CANDIDATE AND NON-PROFIT FUNDRAISING, PUBLIC SPEAKING AND EFFECTIVE MANAGEMENT.



CASEY HAELING - CASEY@RAHDGROUP.COM - 619-548-0160

THE RAHD GROUP – RICE AND HAELING DEVELOPMENT GROUP

SAN DIEGO, CA

MANAGING PARTNER

JUNE 2011 - PRESENT

COMPANY FORMED WITH PARTNER COLIN RICE TO OWN AND DEVELOP MULTI-FAMILY AFFORDABLE HOUSING.

KIKU GARDENS – 100 UNITS

PROGRAM: SENIOR, HUD & LIHTC

1260 3RD AVE.

CHULA VISTA, CA 91911

C&C DEVELOPMENT GROUP, LLC

SAN DIEGO, CA

MANAGING PARTNER

JUNE 2010 - PRESENT

COMPANY FORMED WITH PARTNER COLIN RICE TO OWN AND DEVELOP THE FOLLOWING MULTI-FAMILY AFFORDABLE HOUSING PROPERTIES.

SORRENTO TOWER – 198 UNITS

PROGRAM: SENIOR, HUD & LIHTC

2875 COWLEY WAY

SAN DIEGO, CA 92110

HUDSON TOWNHOUSE MANOR – 122 UNITS

PROGRAM: HUD & LIHTC

3421 HUDSON COURT

ANTIOCH, CA 94509

HAELING DEVELOPMENT, LLC

SAN DIEGO, CA

SOLE MEMBER

APRIL 2008 - PRESENT

HAELING DEVELOPMENT WAS FORMED TO OWN AND DEVELOP AFFORDABLE HOUSING. HAELING DEVELOPMENT OWNS AND HELPED DEVELOP THE FOLLOWING PROPERTIES.

GOLDEN AGE GARDEN - 76 UNITS

PROGRAM: SENIOR, HUD & LIHTC

740 SOUTH 36TH STREET

SAN DIEGO, CA 92110

PRH INCORPORATED

SAN DIEGO, CA

SOLE MEMBER

AUGUST 2006 - MARCH 2008

PRH INC. WAS FORMED TO CONSULT ON THE ACQUISITION AND DEVELOPMENT OF AFFORDABLE HOUSING MULTI-FAMILY TRANSACTIONS. THE FOLLOWING ARE PROPERTIES IN WHICH PRH INC. CONSULTED.

SEA BREEZE GARDENS

268 UNITS

SAN DIEGO, CA

PROGRAM: HUD & LIHTC

ARGONAUT APARTMENTS

84 UNITS

DENVER, CO

PROGRAM: SENIOR, HUD & LIHTC

THE DREHMOOR

75 UNITS

DENVER, CO

PROGRAM: SENIOR, HUD & LIHTC

HENDRICKS & PARTNERS

SAN DIEGO, CA

ASSOCIATE ADVISOR

JULY 2001 – AUGUST 2006

HAVING SPENT SIX YEARS WITH HENDRICKS & PARTNERS AS AN ASSOCIATE ADVISOR, HAELING HANDLED THE SALE OF OVER \$200 MILLION OF COMMERCIAL REAL ESTATE COMPRISING MORE THAN 3,000 APARTMENT UNITS AND FACILITATED THE ACQUISITION AND DEVELOPMENT OF 8 AFFORDABLE HOUSING TRANSACTIONS LOCATED IN CALIFORNIA AND NEW MEXICO.

Thompson Consulting



Aloha Terrace Apartments– 8 Units
138 Norton Avenue
National City, CA 91950

- Program: City of National City HUD Home
- 2 Bedroom Units
- In-Place Acquisition Rehab
- \$700,00 Renovation completed 2013
- Lender: Clearinghouse CDFI
- Owner-builder (no general contractor)
- Local Youth Hired–Dept of Labor Youthbuild Program
- Project in an Urbanized Redevelopment Area



Casa Quinta – 10 Units
304 Fifth Ave
National City, CA 91950

- Program: City of National City HUD Home
- Two Bedroom Units
- In-Place Acquisition Rehab
- \$800,00 Renovation completed 2010
- Lender: Clearinghouse CDFI
- Owner-builder (no general contractor)
- Project in an Urbanized Redevelopment Area



National City Apartments – 18 Units
1111 D Ave & 1111-1119 E Ave
National City, CA, CA 91950

- Program: Senior, Bonds, 501-c3 Donation, HUD Home
- One & Two Bedroom Units
- \$700M Renovation completed December 2009
- In-Place Acquisition Rehab
- Lender: Seller Carryback c3 Bond, City of National City
- Project in an Urbanized Redevelopment Area



Villa Nueva Apartments – 390 Units
1901 Del Sur Blvd
San Ysidro, CA 92073

- Program: HUD, LIHTC, RDA Funds, Home
- 2 , 3 & 4 Bedroom Units
- Multifamily Section 8
- \$27 Million Renovation completed 2008
- Preserved Section 8
- New Comprehensive Tenant Services
- Lender: Hunt Mortgage
- Project in an Urbanized Redevelopment Area



Seniors on Broadway – 42 Units
845 Broadway
Chula Vista, CA 91910

- Program: Senior, LIHTC, CV RDA Funds
- 1 bedroom Units
- Senior Complex, Mixed Use,
- School District Leased land
- Lender: Citibank
- LIHTC Investor: NEF



Hojas De Plata – 53 Units
1515 No Orange Ave
La Puente, CA

- Program: Senior, Bonds, LIHTC
- One bedroom Units
- Tenant Based Section 8
- In-place rehabilitation
- Lender: Citibank
- Project in an Urbanized Redevelopment Area



Mitch Thompson is the principal at Thompson Consulting, which provides real estate development, financing and management consulting for affordable housing developers, non-profit housing and community development agencies and local government agencies in California. He is also a real estate investor and the managing general partner of T & T Community Properties, which develops and manages affordable housing. Prior to Thompson Consulting, Mr. Thompson was Executive Vice President/Development, Acquisition and Finance Director at New Capital, Inc., from April 2005 until May 2005, where he was responsible for overseeing real estate financing, acquisition and development for New Capital, Inc., which owns and manages nearly 700 units of affordable housing and has commercial development experiences as well. Prior to that, Mr. Thompson was Senior Vice President/Executive Director, Housing & Community Development for MAAC Project, from December 2001 until March 2004, where he was responsible for managing a staff of 55 responsible for development and management of all housing and community development programs and projects for MAAC Project, one of the largest non-profits in San Diego County. He has also served in a variety of capacities to various governmental and bank development departments dating back to July of 1979.

Mr. Thompson served as a Council Member for the City of Chula Vista from August 2009 until July 2010, and graduated Magna Cum Laude from the University of California, San Diego with a double degree in Political Science and Urban Studies. He currently serves as President of the Board of Directors of the Otay Water District, Chairman of the Chula Vista City Manager's Council of Economic Advisors, and is a member of the Southwestern College Foundation Board of Directors.

Casa Familiar

Casa Familiar

A Community Development Agency

The Mission of Casa Familiar allows the dignity power and worth within individuals and families to flourish, by enhancing the quality of life through, education, advocacy, service programming, housing, and community economic development.

www.casafamiliar.org



Our Vision

For South San Diegans to thrive and actively engage in their communities

Our History

Casa Familiar was founded in 1973 as a 501(c)(3) community organization dedicated to serving South San Diego County residents. Originally established under the name, Trabajadores de la Raza in 1968, Casa Familiar has expanded beyond serving Spanish-speaking, San Ysidro clients to providing services and programs to all South San Diego County residents. Early on, Casa Familiar recognized that its predominantly low-income clients have changing and varied needs. The agency addresses these needs by enacting a multi-faceted program and funding strategy. It sustains community development and advocacy at its core, while providing quality and culturally appropriate programming.

Casa Familiar is the leading service and community development organization in San Ysidro, providing over 30 bilingual programs and services at six different locations. Programs range from Civic Engagement to Social Services & Health, Education, and Arts & Culture.

Board Members and Administrative Staff

BOARD OF DIRECTORS

CHAIRMAN – Kurt Chilcott– CEO/President, CDC Small Business Finance Corp.

VICE CHAIR – Gustavo A. Bidart II, Civic San Diego

PRESIDENT – Andrea Skorepa– Chief Executive Officer, Casa Familiar

TREASURER – Araceli Rivera- Certified Public Accountant

SECRETARY- Jess Haro– Businessperson/Community Activist/ Haro Supply Co.

Yolanda Hernandez– Resident & Business owner of San Ysidro

Mario Aguilar– Counselor, UCSD-EAOP

Irene Barajas– Resident & Girl Scout Troop Leader

Raquel Aispuro– Resident & Manager of Levi

Gabriel Arce– Community Leader

Jose Sarmiento –First National Bank, Financial Advisor

Ciro Valle- Torrey Pines Bank, VP Comercial Banking

ADMINISTRATIVE TEAM

Andrea Skorepa – **CEO** andreas@casafamiliar.org

Lisa Cuestas – **COO** lisac@casafamiliar.org

Elizabeth Aguilar – **CFO** elizabetha@casafamiliar.org

Luz Camacho – **Arts & Culture Director** luzc@casafamiliar.org

David Flores – **Community Development Director** davidf@casafamiliar.org

Armando Murillo – **Asset Manager** arandom@casafamiliar.org

Irma Castro – **Volunteer & Interns Director** irmac@casafamiliar.org

Conclusion



Our main goal is to organize, and we use our many and varied services as our initial way of contacting residents. Casa Familiar provides one-on-one, and outreach models to contact and initially engage residents. We are proud to know that each of our 36 employees are all bilingual and knowledgeable and capable of organizing communities.

Casa Familiar continues to operate what we consider one of our strongest foci in our Mission, which is involving residents in civic engagement and sustainability and quality of life issues of their community. We do this in a number of ways, such as public events like Dia de San Ysidro/Heritage Day, convening public meetings, holding regular San Ysidro Sin Limites Community meetings, and meeting with elected officials. Casa Familiar provides over 40 bilingual programs and services under the umbrella of advocacy, education, service programming, housing, and community and economic development.

For additional information please contact Lisa Cuestas at (619) 428-1115 ext. 202.

Schedule of Real Estate Owned

Real Estate Schedule For: **Casa Familiar, Inc.**
Updated as of: 5/3/2016

Section 1 - Schedule of Real Estate Owned Solely By Casa Familiar

Ownership Name Property Address City State	Owner-Ship % Entity (1)	Property Type (2) # of Units	Unit Info	Construction Completion	Housing Tax Credit Partnership	Lender Name	Completed Value (estimated)	Mortgage Balance (1st & 2nd) list separately	Equity	Annual Collected	Annual Operating Expenses (No Deprec.)	"NOI" Net Operating Income	Annual Mortgage Payment	Cash Flow	Casa Cash Flow
						Loan Number									
Casa Familiar, Inc. 119-121 W. Hall Ave San Ysidro, CA	100.00%	Mixed Use	2 units 3 bed / 2 bath	08/03/13	no	Torrey Pines	\$977,650	\$283,610	\$694,040	\$70,720	\$51,167	\$19,553	\$18,553	\$1,000	\$1,000 Soc Svcs Office
Casa Familiar, Inc. 145-149 W. San Ysidro Blvd San Ysidro, CA	100.00%	Mixed Use	2 units 2 bed/1 bath	07/01/07	no	Torrey Pines	\$1,002,865	\$287,636	\$715,229	\$23,300	\$4,747	\$18,553	\$18,553	(\$0)	(\$0)
Casa Familiar, Inc. 114-114-1/2 W. Hall Ave San Ysidro, CA	100.00%	Mixed Use	2 units 2 bed/1 bath	1926	no	None	\$302,083	\$0	\$302,083	\$8,400	\$5,500	\$2,900	\$0	\$2,900	\$2,900
Casa Familiar, Inc. 122 W. Hall Ave San Ysidro, CA (Casa General Fund supported)	100.00%	Office	1 unit 3 bed/1 bath	1926	no	None	\$500,000	\$0	\$500,000	\$0	\$3,600	(\$3,600)	\$0	(\$3,600)	(\$3,600)
Casa Familiar, Inc. 125 Cypress Dr San Ysidro, CA	100.00%	vacant land	No units	03/15/00	no	None	\$500,000	\$0	\$500,000	\$0	\$1,143	(\$1,143)	\$0	(\$1,143)	(\$1,143)
National City Apts 1111 D Av & 1101-1119 E Av. National City, CA 91950	100.000%	Apartment	8 units 2 bed/1 bath 10 units 1 bed/1 bath	06/01/12	yes	Seller Healey Fam Trust - 501c3 Bonds/WF City of NC & NC CDC	\$2,850,838	\$996,251	\$74,587	\$158,360	\$69,984	\$88,376	\$60,275	\$28,101	\$14,051
Casa Quinta 304 Fifth St. National City, CA 91950	100.000%	Apartment	10 units 2 bed/1 bath	06/01/12	yes	Torrey Pines City of NC & NC CDC	\$1,540,064	\$646,254	\$58,810	\$110,633	\$62,891	\$47,742	\$40,079	\$7,663	\$3,065
		35					\$7,673,500	\$4,828,750	\$2,919,337	\$371,413	\$199,032	\$172,381	\$137,461	\$34,920	\$16,272

Section 2 - Schedule of Real Estate Owned by Partnerships for which Casa Familiar is the Managing General Partner

Ownership Name Property Address City State	Owner-Ship % Entity (1)	Property Type (2) # of Units	Unit Info	Construction Completion	Housing Tax Credit Partnership	Lender Name	Market Value (estimated)	Mortgage Balance (1st & 2nd) list separately	Equity Casa Portion	Annual Collected Rental Income	Annual Operating Expenses (No Deprec.)	"NOI" Net Operating Income	Annual Mortgage Payment	Cash Flow	Casa Cash Flow (excl mgt fee & distributions)
						Loan Number									
Parkhaven Apts No. 1, L.P. [various] San Ysidro, CA	5.00%	Apartment	73 units 1 bed/1 bath 318 units 2bed/1 bath 47 units 3 bed/1 bath 17 units 4 bed/2 bath	12/15/95	yes	Holliday Fenoglio & Fowler	\$55,000,000	\$13,696,948	\$41,303,052	\$4,715,340	\$2,071,972	\$2,643,368	\$1,625,000	\$1,018,368	\$50,918
Creskside Holdings, Ltd [various] San Diego, CA	0.50%	Apartment	1 unit 1 bed/1 bath 98 units 2 bed/1 bath 1 unit 3 bed/1 bath 44 units 4 bed/2 bath	06/28/99	yes	Tax Credit, Bonds & Red Mortgage Capital	\$27,000,000	\$5,320,000	\$21,680,000	\$1,810,099	\$651,054	\$1,159,045	\$140,400	\$1,018,645	\$5,093
Logan Square Housing Partners 4742 Solola Ave San Diego, CA	0.500%	Apartment	52 units 1 bed/1 bath 94 units 2 bed/1 bath 24 units 3 bed/2 bath	07/09/02	yes	US Bank & SDHC	\$28,600,000	\$9,350,603	\$19,249,397	\$1,732,732	\$812,690	\$920,042	\$762,132	\$157,910	\$790
Garden View Apts. No. 1, L.P. [various] San Diego, CA	5.00%	Apartment	8 units 1 bed/1bath 61 units 2 bed/ 1 bath 9 units 3 bed/1 bath	02/01/96	yes	Berkadia Commercial Mortgage	\$9,625,000	\$666,010	\$8,958,990	\$447,950		\$0		\$0	\$0
Alder Apts. No. 1, L.P. [various] San Diego, CA	5.00%	Apartment	24 units 2 bed/1 bath	02/01/96	yes	Berkadia Commercial Mortgage	\$3,000,000	\$228,500	\$2,771,500			\$0		\$0	\$0
Steadfast Villa Nueva, L.P. 3604 Beyer Blvd. San Ysidro, CA 92173 (Casa to be 100% owner in 2023).	0.005%	Apartment	90 units 2 bed/1 bath 272 units 3 bed/1.5 bath 36 units 4 bed/2 bath	09/01/07	yes	Hunt Mortgage Group San Diego Housing Commission	\$49,750,000	\$37,500,000	\$3,050,000	\$4,782,500	\$2,234,900	\$2,547,600	\$2,187,000	\$360,600	\$53,549
Summary		1,268					\$172,975,000	\$75,962,061	\$3,862,824	\$13,040,671	\$5,770,616	\$7,270,055	\$4,714,532	\$2,555,523	\$110,350
		35					\$7,673,500	\$4,828,750	\$2,919,337	\$371,413	\$199,032	\$172,381	\$137,461	\$34,920	\$16,272
		1,303					\$180,648,500	\$80,790,811	\$6,782,161	\$13,412,084	\$5,969,648	\$7,442,436	\$4,851,993	\$2,590,443	\$126,622

Financial Partners



TERM SHEET

**Multifamily Rental Developments with Rent Restrictions
Acquisition Rehab
Tax-Exempt “Back-to-Back” Loan Structure**

Morgan and Kimball Towers

May 10, 2016

NOTE: This Term Sheet constitutes a brief summary of certain, but not all transaction terms and conditions for discussion purposes only. The summary that follows is subject to credit approval and does not constitute an offer or commitment.

In connection with this Term Sheet, CITI will be acting solely as a principal and not as your agent, advisor or fiduciary. CITI has not assumed a fiduciary responsibility with respect to this Term Sheet, and nothing in this transaction or in any prior relationship between you and CITI will be deemed to create an advisory, fiduciary or agency relationship between us in respect of this Term Sheet. You should consider carefully whether you would like to engage an independent advisor to represent or otherwise advise you in connection with this Term Sheet, if you have not already done so.

PRELIMINARY LOAN TERMS

**Transaction
Summary:**

CITIBANK, N.A. (“CITI”) proposes to arrange a tax exempt construction/permanent loan to the Issuer (the “Governmental Lender”). The proceeds of the Loan to Governmental Lender shall fund an interim construction loan converting into a permanent mortgage loan (the “Tax-exempt Loan”) by Governmental Lender to the Borrower for the Property described below.

The Tax-exempt Loan will have two tranches: Tranche A will provide construction-to permanent phase financing. Tranche B will be for additional, construction phase only financing. Funding of both tranches will be made on a “draw down” basis. The proceeds of Tranche A will be drawn down first.

The Tax-exempt Loan will have two distinct phases: (1) Construction Phase - an initial phase during which funds will be advanced to Governmental Lender and loaned to Borrower (directly or through a Fiscal Agent, at Governmental Lender’s discretion). Payments on the Tax-exempt Loan during the Interim Phase will be interest only. (2) Permanent Phase - a subsequent phase when, upon completion of construction and achievement of stabilized operations, no additional funds will be available to Borrower. Payments during the Permanent Phase will include principal reduction payments as well as interest.

Property:

An existing senior rental project containing 303 units located in National City, CA. The property is commonly referred to as “Morgan and Kimball Towers” (“Property”).

Set-Asides:

99% of the units are reserved for individuals or families whose income is no greater than 60% of Area Median Income (“AMI”).

Applicant:

RAHD Group

- Borrower:** TBD. Nevertheless, a single asset entity whose manager or general partner is the Applicant or an affiliate of Applicant. Borrower entity, its constituent entities and its operating (or partnership) agreement must be acceptable to CITI in all respects.
- LIHTC Investor/
Syndicator:** TBD. The Low Income Housing Tax Credit ("LIHTC") Investor / Syndicator, the upper tier investor(s) and the terms and conditions of the operating (or partnership) agreement must be acceptable to CITI in all respects including, particularly, the timing and conditions to funding capital contributions.
- Guarantor(s):** Individual(s) or corporate entity acceptable to CITI in all respects. The Guarantor(s)' financial condition(s) must be acceptable to CITI in all respects.
- Subordinate Debt:** The sources of subordinate debt and the subordinate loan documents must be acceptable to CITI in all respects. All subordinate debt must fund prior to Loan funding unless CITI approves other arrangements.
- Loan Security:** First lien on land and any improvements, UCC filings for fixtures; assignment of all leases and rents; and, a first priority collateral assignment of all contracts, management agreements, and other agreements and all permits relating to the Property. Ground leases must be subordinate to CITI's lien position unless the fee is owned by a government agency to ensure long-term affordability. All income and rent restrictions will be subordinate to the CITI security instrument.
- Construction Phase
Recourse Guarantees:** Prior to conversion of the Loan to the Permanent Phase (described below) and during the Construction Phase (described below), the Loan will be fully recourse to the Borrower and to the Guarantor(s) and Completion and Repayment Guarantees are required from the Borrower and the Guarantor(s).
- Guarantees,
Permanent Phase:** None, except for industry standard carve outs ("Carve Outs"). Carve Outs include guarantees against fraud, misrepresentation, bankruptcy and environmental issues.
- Environmental
Indemnity:** Borrower and Guarantor(s) will be liable for CITI's standard environmental indemnity.
- Closing:** Closing is subject to full satisfaction of CITI's standard due diligence, underwriting and credit approval processes, and the execution and delivery of all required loan documents, delivery of opinions, payment of fees and other customary requirements.
- Closing Date (est.):** TBD 2016
- CONSTRUCTION PHASE**
- Construction Phase
Loan Amount:** An amount, currently estimated to be \$[TBD] on the Tranche A piece and \$[TBD] on the Tranche B piece, for total proceeds of \$[TBD], but in any event, an amount not to exceed 80% of the costs covered through the Construction Phase.
- Term:** 24 months, plus one 6-month extension(s). Fees for the extension(s) are indicated below under "Fees & Expenses".

Construction Phase

Interest Rate – Tranche A: A fixed rate equal to the sum of the 17 year LIBOR swap index plus a spread of [2.00%]. Currently, the 17 year LIBOR swap index is 1.94% for a current indicative rate of 3.94%. The rate does not include Issuer, Trustee, or miscellaneous third party fees. The rate will be committed at the time of closing of the Construction Phase financing. Pricing is based on current market conditions and is subject to change.

Construction Phase

Interest Rate – Tranche B: A variable rate equal to one month LIBOR plus a spread of [2.50%]. Rate adjusts monthly. Currently, one month LIBOR is trading at approximately 0.44%, for an all-in rate of 2.94%. The rate does not include Issuer, Trustee, or miscellaneous third party fees. The rate will be committed at the time of closing of the Construction Phase financing. Pricing is based on current market conditions and is subject to change.

Interest Reserve: Calculated at the Construction Phase Interest Rate - Tranche B rate noted above, plus a cushion acceptable to CITI at time of final credit approval. Currently, CITI is underwriting with a cushion of 1.00% on Tranche B only. The Interest Reserve will be sized based on an analysis of the projected draw schedule for the Loan during the Construction Phase.

Availability: Loan proceeds will be advanced to Borrower on a "draw down" basis upon receipt of a written request from Borrower, supported by documentation acceptable to CITI. Borrower will be required to submit a loan budget worksheet with each draw request tracking all Property sources and uses of funds. Draw requests limited to one per month.

Loan in Balance: The Loan must remain "in balance" during the Construction Phase. "In balance" means that (1) the funds available during the Construction Phase (from the Loan and all other debt and equity sources) are sufficient to complete the construction or rehabilitation of the Property and all other expenses reasonably expected to be necessary to achieve the conditions for conversion of the Loan to the Permanent Phase; and (2) the sources available at Conversion are sufficient to pay down the Construction Phase Loan Amount to the Permanent Phase Loan Amount, along with any other funding requirements for Conversion.

Amortization: None. Payments on the Loan during the Construction Phase will be interest only.

Prepayment and Yield Maintenance:

Voluntary prepayment of Loan principal amounts during the Construction Phase, including those as a result of a Borrower default, may be made without prepayment fee or penalty unless the Construction Phase Loan Amount is reduced to less than the Permanent Phase Loan Amount (as defined below).

If the prepayment reduces the Loan amount to an amount less than the Permanent Phase Loan Amount, the Borrower shall pay the greater of: (i) 1% of the amount of the Loan prepaid below 100% of the Permanent Phase Loan Amount; or (ii) CITI's standard yield maintenance amount on the amount of the Loan prepaid below 100% of the Permanent Phase Loan Amount.

In the event that a Loan prepayment resulting from a Loan resizing, as determined by CITI in its sole discretion, reduces the Loan amount to an amount less than the Permanent Phase Loan Amount, the Borrower shall pay the greater of: (i) 1% of the amount of the Loan prepaid below 90% of the Permanent Phase Loan Amount; or (ii) CITI's standard yield maintenance amount on the amount of the Loan prepaid below 90% of the Permanent Phase Loan Amount.

Notwithstanding any of the above, in the event the amount of such prepayment would cause the Loan amount to fall below 50% of the Permanent Phase Loan Amount, the Borrower shall be required to repay the Loan in full plus the greater of: (i) 1% of the amount of the Loan repaid below 90% of the Permanent Phase Loan Amount; or (ii) CITI's standard yield maintenance amount on the amount of the Loan repaid below 90% of the Permanent Phase Loan Amount.

If Borrower prepays Loan principal amounts through the application of insurance proceeds or a condemnation award, no prepayment fee shall be payable to CITI.

Budget and Contingencies:

The budget for the Construction Phase, including all budget line items, is subject to CITI approval. The budget shall include a hard cost contingency of no less than 5% of budgeted hard costs for new construction projects and no less than 10% of budgeted hard costs for rehabilitation projects. The budget shall include a soft cost contingency of no less than 5% of budgeted soft costs, excluding 1) soft costs incurred prior to or in connection with closing; 2) interest reserve and bank fees; 3) capitalized operating reserve deposits and other costs that may be due in connection with Conversion for which specific sources are identified; and 4) developer fees.

General Contractor and Bonding Requirements:

The general contractor and the construction contract must be acceptable to CITI. CITI will require payment and performance bonds equal to 100% of the construction contract amount. Surety issuing bonds must have an A.M. Best rating of "A/X" or better and must be acceptable to CITI in all other respects. In lieu of bonds, CITI will accept a letter of credit ("LC") equal to 10% of the hard cost budget. LC provider must be rated "A" or better.

Retainage:

Construction contract will provide for a minimum retainage of 10% of each construction pay application until "substantial completion" (as defined in the Loan documents), unless other arrangements have been approved by CITI. Retainage percentage amounts can be revised, but only down to a minimum of 10% until 50% completion and then 0% retention withheld thereafter. No release of retainage is permitted for achieving 50% completion. All retained amounts will be released upon final, lien-free completion of construction, as approved by CITI.

PERMANENT PHASE

Permanent Phase Loan Amount:

An amount currently estimated to be in the maximum amount of \$[TBD] or such other loan amount supported by CITI's underwriting of the Property at the time of Conversion in accordance with CITI's underwriting requirements including those listed below.

Term/Amortization:

30/35 years.

Mandatory Prepayment:

At the end of the 17th year following the Closing Date, CITI, in its sole discretion, will require repayment of the Tax-exempt Loan in full (upon not less than six (6) months prior written notice).

Yield Maintenance Period:

From Closing until 6 months prior to the end of the 17th year following Closing.

Permanent Phase

Interest Rate: See Construction Phase Interest Rate - Tranche A above.

**Conversion to
Permanent Phase
Requirements:**

Conversion requirements include completion of construction and 90% physical occupancy of Project for three consecutive calendar months. CITI will review the Property's net operating income to determine the maximum Permanent Phase Loan Amount based on the Debt Service Coverage and Loan-to-Value noted below.

Debt Service Coverage: A minimum of 1.15 to 1.00.

Loan-to-Value: 90% of market value, based on restricted rents and inclusive of value of permanent below market financing (if applicable), assuming project rents on 80% or more of the units are discounted to a level at least 10% below market. Otherwise, 85%.

Replacement Reserve: Upon Conversion, Borrower will be required to fund a Replacement Reserve for each of the first five years following Conversion in an amount determined by a Physical Needs Assessment acceptable to CITI, but in a minimum amount of \$250/unit/year. For each successive five year period thereafter until Loan maturity, the Replacement Reserve level will be determined by a new Physical Needs Assessment acceptable to CITI.

Taxes and Insurance: Commencing upon Conversion, real estate taxes and insurance premiums must be escrowed with the Loan servicer (the "Servicer") on a monthly prorated basis in an amount sufficient to enable the Servicer to pay (at least 30 days before due) all taxes, assessments, insurance premiums or other similar charges affecting the Property.

HAP Contract: An acceptable HAP contract is required by CITI prior to closing.

OTHER

**Appraisal, Environmental,
Physical Needs Assessment,
Plan/Cost Reviews:**

Appraisal, Physical Needs Assessment, and Plan/Cost Review reports will be commissioned and reviewed by CITI. CITI may rely upon environmental reports commissioned by Borrower if report is current (within 12 months) and CITI has been provided evidence of acceptable E&O insurance coverage carried by Borrower's environmental consultant and a reliance letter in form acceptable to CITI. Appraisal, physical needs assessment, environmental condition, and plan/cost reviews must be acceptable to CITI in all respects.

Property Tax

Abatements, Incentives: All documentation related to any tax abatement or tax incentives must be acceptable to CITI in all respects.

Developer Fee: Any developer fee paid prior to conversion to the Permanent Phase shall be pre-approved by CITI in its sole discretion.

FEES & EXPENSES

Application Fee: \$25,000, which amount shall be non-refundable (except as set forth in the "Exclusivity" section of the Loan Application to which this Term Sheet is appended) and due and payable upon acceptance of a Loan Application. This fee is applicable toward third party reports, loan underwriting and processing (in the minimum amount of \$5,000), and CITI's initial legal fees. Applicant is responsible for the payment of all reasonable costs

incurred in connection with the underwriting, processing and/or closing of the Loan (including CITI legal fees).

Origination Fee: A non-refundable Origination Fee equal to 1.00% of the Construction Phase loan amount (the "Origination Fee") shall be earned in full by CITI upon the closing of the Loan, and is due and payable at that time. The Origination Fee will be applied towards CITI's costs of providing this financing.

CITI Legal Fees (est): Estimated fees of CITI's counsel for the initial closing is [\$65,000] and assumes no significant negotiation over CITI's form documents. A portion of the Application Fee will be applied to initial CITI counsel fees. Applicant agrees to make a supplemental deposit to cover CITI's counsel fees once the drafting of legal documentation commences, if requested.

Course of Construction Inspections (est): TBD/monthly report.

Construction Term Extension Fee: N/A

Conversion Fee and Expenses: A Conversion fee equal to \$10,000 will be charged by CITI. Other expenses, including insurance review, site inspection and loan servicer set-up fees are estimated to be \$7,500.

Other Costs: Applicant is responsible for costs of survey, title insurance policy, hazard insurance policy, tax escrow fee and all other normal and customary loan closing expenses.

Term Sheet Expiration Date: Fifteen (15) days after the date hereof, unless attached to a Preliminary Application letter.

This Term Sheet is an indication of our proposal to finance the Property. It is understood and agreed that this Term Sheet does not, in any manner, constitute a commitment to lend. The financing documents evidencing the Loan will be in separate documents and will contain terms and conditions that may be in addition to or in substitution of those set forth in this Term Sheet.

Any terms set forth herein are intended for discussion purposes only and are subject to the final terms as set forth in separate definitive written agreements. This Term Sheet is not a commitment to lend, syndicate a financing, underwrite or purchase securities, or commit capital nor does it obligate us to enter into such a commitment, nor are we acting as a fiduciary to you. By accepting this presentation, subject to applicable law or regulation, you agree to keep confidential the existence of and proposed terms for any transaction contemplated hereby (a "Transaction"). The provision of information in this Term Sheet is not based on your individual circumstances and should not be relied upon as an assessment of suitability for you of a particular product or transaction. Even if CITI possesses information as to your objectives in relation to any transaction, series of transactions or trading strategy, this will not be deemed sufficient for any assessment of suitability for you of any transaction, series of transactions or trading strategy.

This Term Sheet is provided for information purposes and is intended for your use only. Except in those jurisdictions where it is impermissible to make such a statement, CITI hereby informs you that this Term Sheet should not be considered as a solicitation or offer to sell or purchase any securities or other financial products. This Term Sheet does not constitute investment advice and does not purport to identify all risks or material considerations which should be considered when undertaking a transaction. CITI makes no recommendation as to the suitability of any of the products or transactions mentioned. Any trading or investment decisions you take are in reliance on your own analysis and judgment and/or that of your advisors and not in reliance on us.

CITI often acts as (i) a market maker; (ii) an issuer of financial instruments and other products; and (iii) trades as principal in many different financial instruments and other products, and can be expected to perform or seek to perform investment banking and other services for the issuer of such financial instruments or other products. The author of this Term Sheet may have discussed the information contained herein with others within or outside CITI and the author and/or such other Citi personnel may have already acted on the basis of this information (including by trading for CITI's proprietary accounts or communicating the information contained herein to other customers of CITI). CITI, CITI's personnel (including those with whom the author may have consulted in the preparation of this Term Sheet), and other customers of CITI may be long or short the financial instruments or other products referred to in this Term Sheet, may have acquired such positions at prices and market conditions that are no longer available, and may have interests different from or adverse to your interests.

CITI is required to obtain, verify and record certain information that identifies each entity that enters into a formal business relationship with CITI. CITI will ask for your complete name, street address, and taxpayer ID number. CITI may also request corporate formation documents, or other forms of identification, to verify information provided.

Although Citibank, N.A. (together with its subsidiaries and branches worldwide, "Citibank") is an affiliate of CITI, you should be aware that none of the financial instruments or other products mentioned in this term sheet (unless expressly stated otherwise) are (i) insured by the Federal Deposit Insurance Corporation or any other governmental authority, or (ii) deposits or other obligations of, or guaranteed by, Citibank or any other insured depository institution.

IRS Circular 230 Disclosure: CITI and its employees are not in the business of providing, and do not provide, tax or legal advice to any taxpayer outside of CITI. Any statements in this term sheet regarding tax matters were not intended or written to be used, and cannot be used or relied upon, by any taxpayer for the purpose of avoiding tax penalties. Any such taxpayer should seek advice based on the taxpayer's particular circumstances from an independent tax advisor.

Citi Community Capital • 2015 | Affordable Housing Snapshot

WHO WE ARE

166 Employees
10 Offices Nationally
 New York
 Washington, D.C.
 Boca Raton
 Chicago
 Houston
 Denver
 San Francisco
 Los Angeles
 Thousand Oaks
 Seattle

Part of Citi's
 Institutional Clients
 Group and Municipal
 Securities Division

OUR PRODUCTS AND SERVICES

- Acquisition Lending
- Permanent Lending
- Construction Lending
- Agency (Freddie Mac, Fannie Mae and FHA)
- Portfolio Solutions
- Equity
- Investment Banking

WHAT WE'VE DONE

\$4.8

Billion in financing

154

Clients

328

Transactions

269

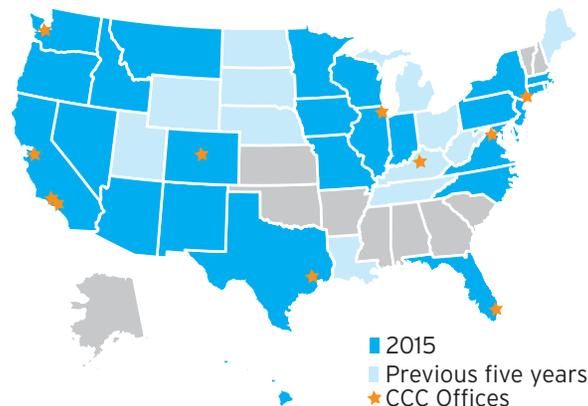
Projects

30

States

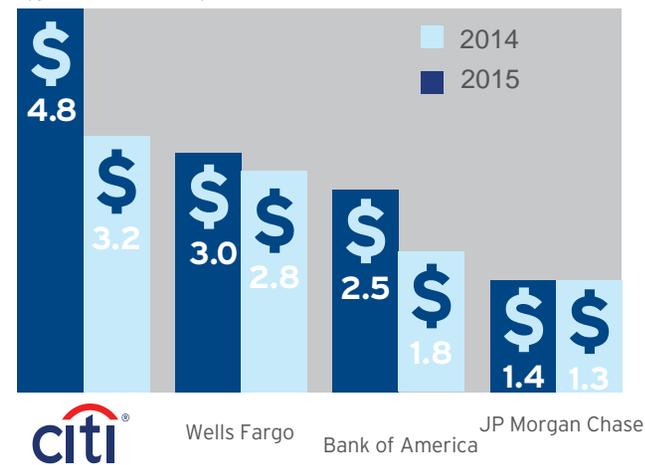
ALL IN 1 YEAR

WHERE TRANSACTIONS CLOSED



HOW WE COMPETE

(\$ IN BILLIONS)



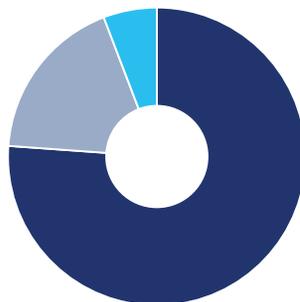
citi

Wells Fargo

Bank of America

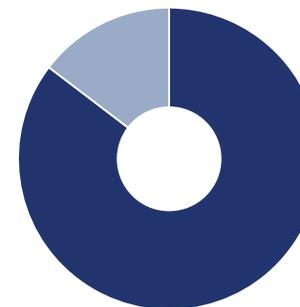
JP Morgan Chase

Source: Affordable Housing Finance, March 2016



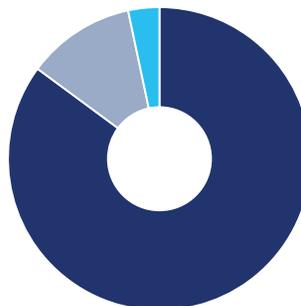
PURPOSE

76% Construction to Perm
18% Construction
6% Permanent



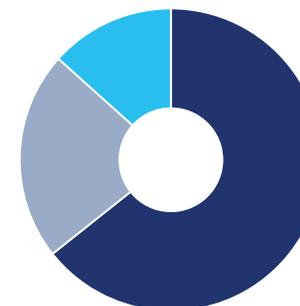
PROJECTS WITH LIHTC

85% 4% LIHTC
15% 9% LIHTC



FINANCING BY PRODUCT TYPE

85% Balance Sheet
12% Freddie Mac
3% Fannie Mae



AGENCY BREAKDOWN

64% Freddie Immediate
22% Fannie Immediate
14% Freddie Forward





May 11, 2016

Mr. Jack Aronson
Director of Development Acquisitions, Community Preservation Partners
17782 Sky Park Circle,
Irvine, California 92614

Re: **Morgan and Kimball Towers**
National City, CA

Dear Mr. Aronson;

Thank you for giving us the opportunity to present an initial proposal for an equity placement for **Morgan and Kimball Towers** (the "Property"). You have identified the following as General Partners for the Property:

- Community Preservation Partners
- RAHD Group
- Affirmed Housing
- Mitch Thomson Consulting

Based on the information you have provided to us, WNC & Associates, Inc. ("WNC") would be very interested in acquiring a 99.99% interest in the entity owning the Property.

We will require an annual asset management fee paid from property cash flow equal to \$5,000, increased by 3% per year, which shall accrue if not paid. An operating reserve funded from capital sources will also be required which is typically in the amount of three (3) months of operating expenses.

As you know, WNC has been investing in affordable housing for over 40 consecutive years. We have acquired over \$7 billion in real estate assets representing more than 1,250 properties nationwide. We look forward to finalizing this proposal and working with you on this exciting project.

Sincerely,

Lisa Castillo
Vice President - Originations

714.662.5565 714.662.4412 F
17782 Sky Park Circle, Irvine, California 92614

Community Preservation Partners

wnc



The WNC Companies

40

Who We Are

- Founded in 1971—Same Ownership for 43 Years.
- Specialists in Affordable Housing
- 90 Employees, Offices in 9 States

1971  ESTABLISHED 1971
WNC founded and closes first affordable housing fund. Investors receive tax “deductions.”

1983
WNC closes its first SEC registered fund in affordable housing.

1986 
Congress passes Tax Reform Act, creating the Low-Income Housing Tax Credit (LIHTC). WNC closes 22 transactions in 1987, the first full year of the program.

2002
WNC receives \$50 million New Markets Tax Credit (NMTC) award in the first year of the program.

2004
Community Preservation Partners (CPP) founded.

2005 
CPP closes its first portfolio of properties.

2006 
CPP closes first co-developed project.

2013
CPP closes on the first two HUD 223(F) pilot program financed communities in CA.
CPP closes on the first Cooperative Section 8 Preservation Transaction in the country.

2014
CPP portfolio reaches \$375 million and 3,000 units.

1974
Congress passes Housing and Community Development Act; emphasizes local communities over federal government.

1988
California creates first state tax credit program. WNC closes seven CA tax credit funds in the first year of the state program.

1994
WNC closes its first institutional fund.

2000
WNC closes its first in a series of NY and CA state CRA funds.



2003
WNC closes Kent Affordable (Brooklyn, NY), one of the largest tax credit allocations in the nation (\$41 million).



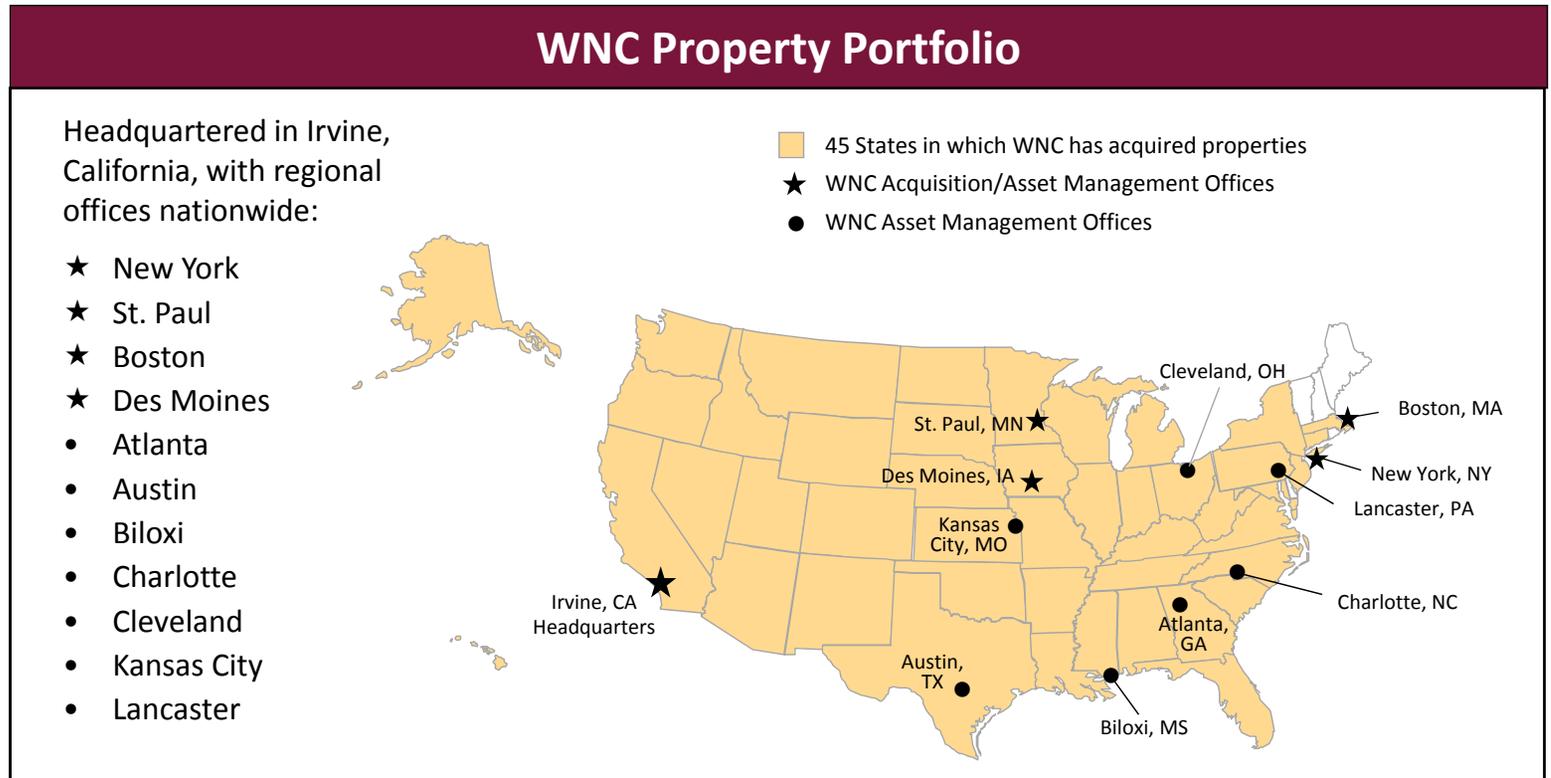
2008
WNC portfolio reaches \$4 billion.

2011
WNC celebrates its 40th anniversary; receives its 4th NMTC allocation.



Syndication Experience

- \$6.5 Billion Investment Portfolio | 1,225 Properties | 45 states
- 80+ Institutional Investors | 30 Fortune 500 Companies
- 215+ Tax Credit Funds Closed



Syndication Philosophy

- Major Focus on Repeat Relationships
- 80% of Investments Are with Repeat Developers
- Over 400 Developer Partners Nationwide
- 5 or More Investments with 50% of Our Partners

Mission

Founded in 2004 to recapitalize, rehabilitate and preserve aging affordable housing portfolios.

Specialization

CPP Specializes in HUD Section 8 Housing, Rural Development, communities previously funded with tax credits, mixed use, mixed income, and multifamily housing communities.

Who We Are

CPP is wholly owned by WNC & Associates, Inc., a 43-year innovator in tax credit equity and multifamily investment communities across the nation.

Preservation Experience

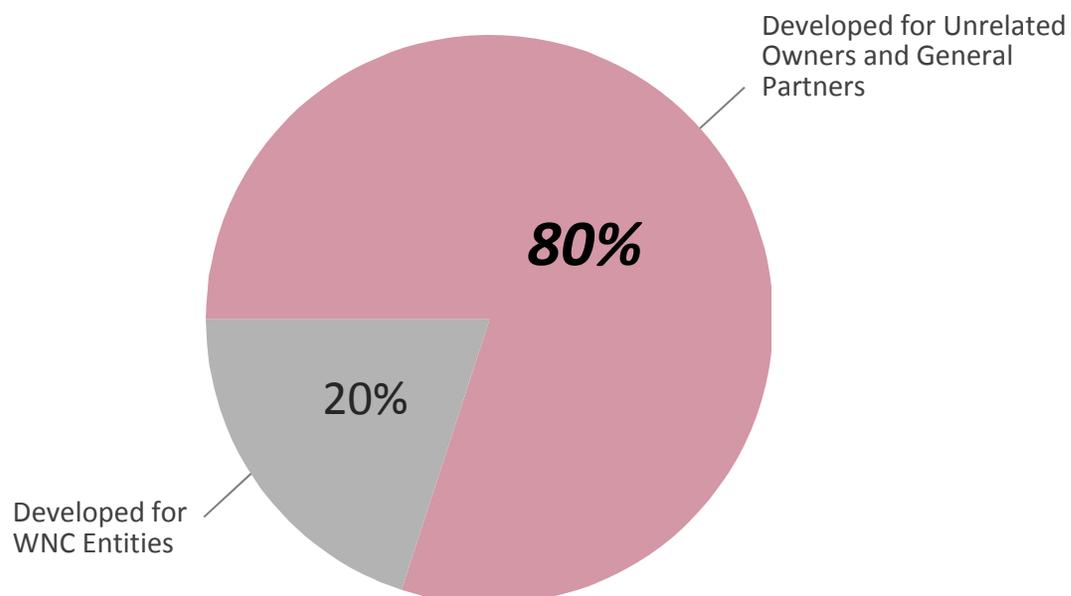
- 10 Years of Experience Developing Wide Range of Property Types
- \$375 Million Development Portfolio | 60 Properties | 4 States
- Extensive Experience Across Broad Range of Financing Programs

Tax Credits Acquired	Debt Structure Experience	Types of Properties Acquired
<ul style="list-style-type: none"> ✓ Federal Low-Income Housing ✓ Federal Historic ✓ State LIHTC (California, Georgia, Hawaii, Iowa, Massachusetts, Missouri, North Carolina, New York) ✓ State Brownfield ✓ State Historic ✓ Federal Energy 	<ul style="list-style-type: none"> ✓ Conventional Loans ✓ Fixed-Rate and Variable-Rate Tax-Exempt Bonds ✓ HUD 236, 223(f), 221(d)(3) and (d)(4), Section 8, IRP ✓ Home, CDBG, Hope VI, IRP Decoupling ✓ RD 515, 538 ✓ State HFAs, FHLB CIP and AHP, Trust Fund, RDA, Tax Increment ✓ Fannie Mae/Freddie Mac 	<ul style="list-style-type: none"> ✓ 100% Affordable ✓ New Construction and Substantial Rehabilitation ✓ Suburban, Urban and Rural ✓ Garden, Mid-Rise, Detached Single Family, High-Rise ✓ Commercial ✓ Mixed Use Affordable/Market Rate/Commercial ✓ Special Needs

Preservation Philosophy

- Work for Owners and General Partners
- 80% of Properties Developed for Unrelated Owners and General Partners
- For-Profit and Non-Profit Partners

CPP Serves Owners and General Partners



CPP Preservation Services

Developer/Co-Developer

- Sign Development Agreement
- CPP Funds Pre-Development Costs
- Full Range of Development Services
- Development Fee Paid at Stabilization
- No Ownership Participation

Consultant

- Sign Consulting Agreement
- Owner Funds Pre-Development Costs
- Full Range of Development Services
- Consulting Fee Paid at Closing
- No Ownership Participation

Purchase/Co-Own

- Sign Purchase Agreement
- WNC CPP Purchases GP/LP Interests
- CPP Acquires Asset and “Bridges” to Tax Credit Closing

Community Details

- 9% Tax Credits with Soft Loan from NY HPD
- 100% Project-Based Section 8
- 39-unit Senior Property Constructed in 2013
- Only Project in Affordable Housing History to Experience Two Natural Disasters During Construction (Hurricanes Irene and Sandy)





Community Details

- Purchased for a Major Tax Credit Syndicator in June 2013
- 4% Tax Credit with HUD 223(F) Tax Credit Pilot Program Financed Project
- 92-Unit Family Community
- Acquisition Completed in June 2013
- Approximately \$19 Million Total Development Cost

Coral Wood Court Apts. – Reseda, CA

40



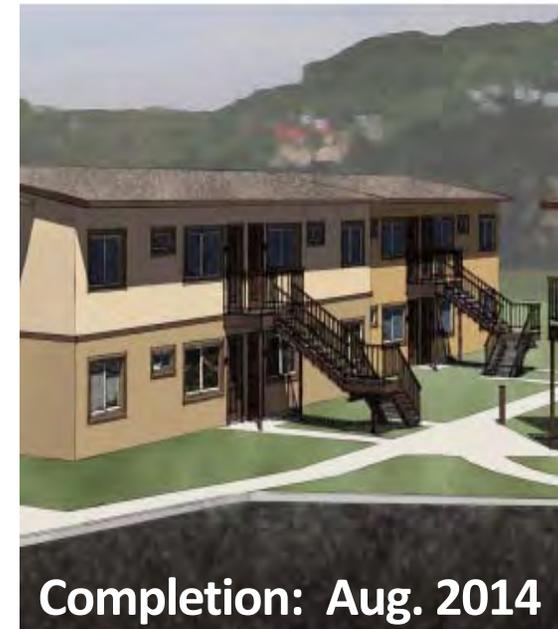
Community Details

- Purchased for a Major Tax Credit Syndicator in June 2013
- 4% Tax Credit with HUD 223(F) Tax Credit Pilot Program Financed Project
- 92-Unit Family Community
- Acquisition Completed in June 2013
- Approximately \$19 Million Total Development Cost

WNC

Arbor Terrace Apts. - Colton, CA

40



Community Details

- 4% Tax Credits and Freddie Mac Credit Enhanced Bonds
- 129-Unit Family Housing Community with Project-Based Section 8
- Property acquisition completed April 2013 bridged to Tax Credit closing in November 2013
- Approximately \$23 Million Total Development Cost

WNC Officer Positions and Roles

U.S. House of Representatives – Expert Witness

Testified on Tax Credit program before Committee on Ways and Means

U.S. Senate – Expert Witness

Testified on housing programs to Committee on Banking, Housing and Urban Affairs

National Housing Conference (NHC)

Lifetime Trustee
Trustee

National Rural Housing Coalition

Board of Directors

Volunteers of America

National Services Board of Directors

National Association of Home Builders (NAHB)

Board of Directors, Life Director

Multifamily Council of NAHB

Former Chairman

Housing Credit Group of NAHB

Steering Member

Political Action Committee of NAHB

Trustee (Build PAC)

National Housing and Rehabilitation Association

Board of Directors

New York State Association for Affordable Housing

Advisory Board

Council for Affordable Rural Housing (CAHR)

Director

California Council for Affordable Housing

Founder, Board of Directors

California Housing Consortium (NHC affiliate)

Co-Founder, Board of Governors, Board of Directors (2001-2007)

Affordable Housing Tax Credit Coalition

Board of Directors

U.S. Chamber of Commerce

Taxation Committee

U.S. Bank Regional Advisory Board

Orange County, CA

Property Compliance Report

Advisory Board

WNC Memberships

Affordable Housing Tax Credit Coalition

National Council of State Housing Agencies (NCSHA)

New York State Association for Affordable Housing

Urban Land Institute (ULI)

National Association of Affordable Housing Lenders

Financial Industry Regulatory Authority (FINRA)

Institute of Real Estate Management

National Leased Housing Association

Alabama Council for Affordable

Rural Housing

Rural Rental Housing Association of Texas

Qualified Allocation Plan (QAP) Tax Credit Advisory Committee for the Wisconsin Housing and Economic Development Authority (WHEDA)

Minnesota Housing Finance Agency Technical Advisory Group

Vistage International

References

Legal:

Bryan Cave, LLP - Washington, D.C.

Derenthal & Dannhauser, LLP - San Francisco, CA

Holland & Knight LLP – Boston, MA

Nixon Peabody LLP - Boston, MA and New York, NY

Cox, Castle & Nicholson, LLP - Los Angeles, CA

Sidley Austin, LLP – Chicago, IL

Squire Sanders & Dempsey – Columbus, OH

Accounting:

Reznick Group - Bethesda, MD

BDO Seidman, LLP - Costa Mesa, CA

Novogradac & Company LLP - San Francisco, CA

References

Affirmed Housing

References

- 1) Company: Chase Community Development Banking
Address: 300 South Grand Ave, Suite 300 Los Angeles, CA 90071
Contact Person: Shani Searcy
Telephone: 213-621-8395
Email: shani.r.searcy@chase.com
- 2) Company: Bank of America Community Development Banking
Address: 333 South Hope Street Los Angeles, CA 90071
Contact Person: Charmaine Atherton
Telephone: 213-621-4816
Email: charmaine.atherton@baml.com
- 3) Company: San Diego Housing Commission
Address: 1122 Broadway, Suite 300 San Diego, CA 92101
Contact Person: Rick Gentry
Telephone: 619-578-7582
Email: rickg@sdhc.org

Development Team

Community Preservation Partners seeks to develop and sustain strong mutually beneficial relationships with companies and individuals it works with by operating with the highest integrity in all aspects of its business. CPP is recognized industry wide as being a company that can solve problems and perform on complex preservation transactions; as an innovator in preservation financing, CPP is selected time and again by owners and clients because of its employees honesty, integrity and industry leading expertise.

Backed by the financial strength of its parent company, WNC & Associates, Inc., who has been in business for over 40 years, CPP has expert knowledge of both the capital markets and equity markets. CPP has the capital, expertise, and the recent experience in a variety of complex financing structures to ensure the smoothest possible transaction.

Our Development Team:

Anand Kannan

Ben Cornejo

Caitlin Marroquin

Karen Buckland

Paula Hall

Sabrina Herrera

Seth Gellis

References

Lenders:

Rabobank
Citibank, N.A.
California Bank & Trust
Love Funding
US Bank
Bonneville Mortgage Company
Bellwether Enterprise

Legal:

Nixon Peabody LLP – Washington, D.C.
Cox, Castle & Nicholson, LLP - San Francisco, CA
Hessel, Aluise and Neun, P.C. – Washington, D.C.

Accounting:

BDO Seidman, LLP - Costa Mesa, CA
DOZ – Carmel, Indiana
Novogradac & Company LLP - San Francisco, CA
Keith Stanley, Certified Public Accountant – Irvine, CA

Architects, Engineers, & Consultants:

Musser: Architects, Inc.
Irwin Partners Architects
JRN Civil Engineers, Inc.
SWCE Civil Engineering
Rincon Consultants
AEI Consultants
Lea & Company
Gill Group

General Contractors:

Precision General Contractors
Sun Country Builders
United Renovations
Tofel Construction

WNC & CPP Memberships

Affordable Housing Tax Credit Coalition
National Council of State Housing Agencies (NCSHA)
New York State Association for Affordable Housing
Council for Affordable Rural Housing (CARH)
Urban Land Institute (ULI)
National Association of Affordable
Housing Lenders
Financial Industry Regulatory Authority (FINRA)
Institute of Real Estate Management
National Leased Housing Association
Alabama Council for Affordable
Rural Housing
Rural Rental Housing Association of Texas
Qualified Allocation Plan (QAP) Tax Credit Advisory Committee
for the Wisconsin Housing and Economic Development Authority
(WHEDA)
Minnesota Housing Finance Agency Technical Advisory Group
Vistage International



References

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Ben Hueso
Senator
State of California
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(619) 409-7690

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Supervisor
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EL CENTRO OFFICE
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FAX: (760) 312-9664
VARGAS.HOUSE.GOV



Congress of the United States
House of Representatives

Juan Vargas

51st District, California

COMMITTEE ON
FINANCIAL SERVICES
FINANCIAL INSTITUTIONS AND
CONSUMER CREDIT
OVERSIGHT AND
INVESTIGATIONS

COMMITTEE ON
HOUSE ADMINISTRATION

May 5, 2016

To Whom It May Concern:

I write to introduce you to the RAHD Group, and their company principals, Colin Rice and Casey Haeling. As a Member of the House Committee on Financial Services, I have strong interest in affordable housing policy and Department of Housing and Urban Development (HUD) matters. I know that a good and conscientious developer can make a tremendous difference in the lives of low-income tenants.

I have known the principals of the RAHD Group for over twenty years. Their knowledge of National City stems from years of working in South Bay communities, industry expertise in tax credit and bond finance, the ability to work well with HUD and the federal government.

Recently, the RAHD Group acquired a HUD-subsidized, low-income restricted senior building in my district. The property, called Garden Villas, is located in Chula Vista. Garden Villas is home to 100 of my senior constituents. I witnessed RAHD work well with local, state and federal agencies and perform a multi-million dollar renovation without disturbing the tenants' peaceful and quiet enjoyment of the building. Additionally, RAHD instituted a social service program, that includes social work, health classes, computer classes and a food program. Today, this building is used by my office and the City of Chula Vista as an example of exemplary work that can be done enhance low-income housing communities.

As the Congressman representing National City and surrounding communities, I am very pleased that companies, like RAHD, are doing business in California and trying to improve our community at the same time. Please give RAHD full and fair consideration on the merits in compliance with all applicable laws and regulations. If you have any further questions about the RAHD Group, please don't hesitate to call my office at (619) 422-5963.

Sincerely,


JUAN VARGAS
Member of Congress

California State Senate

SENATOR
BEN HUESO
FORTIETH SENATE DISTRICT



STANDING COMMITTEES
ENERGY, UTILITIES, AND
COMMUNICATIONS
CHAIR
VETERANS AFFAIRS
VICE-CHAIR
BANKING & FINANCIAL
INSTITUTIONS
GOVERNMENTAL
ORGANIZATION
NATURAL RESOURCES
AND WATER

May 6, 2016

To Whom It May Concern:

Please submit this letter of support for The RAHD Group. I have known Colin Rice, the head of the company, for two decades now. Under Rice's leadership, The RAHD Group has become an industry leader in affordable housing. As a San Diego City Council President, I witnessed RAHD preserve and renovate three HUD properties, two of which are senior apartment communities. Their work was professional and high quality every time.

In each case, the City's Housing Commission and City Council oversaw and unanimously supported their work product. One building, Sorrento Tower, in the community of Clairemont, has received multiple awards for energy efficiency, construction and design. RAHD performed a \$6,500,000 rehabilitation of the property, while implementing an array of community and social services for the tenant population. Sorrento Tower has become the hallmark of the City of San Diego's affordable housing program.

Since those projects, I witnessed RAHD acquire, preserve and renovate Garden Villas (formerly Kiku Gardens) in the City of Chula Vista. I had great interest in this property because it is in my Senate District and is home to our coveted low-income senior community. Again, Colin Rice and RAHD performed with excellent professionalism, construction and finance acumen and display of government and community relations. The project went seamlessly and on time. It now has a new 20-year HUD section 8 contract for the protection of the tenants and a social service and food program that serves the building and the surrounding community.

Therefore, I am very pleased to support The RAHD Group in their effort to continue their mission of improving senior affordable housing. They know our community and its needs, because they live and work in it. Their team has deep industry expertise in tax credit and bond finance and leveraging necessary to obtain local, state, federal and non-profit grants.

As State Senator representing National City, Chula Vista parts of San Diego and Imperial County, I am very pleased to offer this letter of reference for The RAHD Group. They are a credit to business in California and our community.

Sincerely,

A handwritten signature in blue ink, appearing to read "Ben Hueso".

BEN HUESO
California Senator 40th District



OFFICE OF THE MAYOR
Mary Casillas Salas

May 4, 2016

To Whom It May Concern:

Please accept this letter of reference on behalf of The RAHD Group. RAHD recently purchased one of the City of Chula Vista's most important apartment communities, Garden Villas.

Formally known as Kiku Gardens, Garden Villas was built in the 1980s under the HUD program. Since then, it has been home to over one hundred of Chula Vista's senior citizen population. Working closely with the City's Building and Housing Department, RAHD planned and performed major renovations of the property including re-doing all one hundred of the residential units and its common areas and community rooms. The apartment building always looked good, but now it sparkles.

During the renovation process, RAHD was efficient and sensitive to the needs of the senior tenants, providing minimal disruption to the tenants' lives, and paying for hotels and meals for the seniors during the renovation process. As Mayor, I appreciated their concern for the wellbeing of the senior population and their attention to detail along the way.

RAHD worked with HUD and the federal government to extend the Section 8 contract for twenty years, thereby protecting the current and future generations of tenants for the foreseeable future. Garden Villas will be a part of the City's affordable housing element for 20 years and we appreciate RAHD's work.

Therefore, in 2015, I and Councilwoman Pamela Bensousson nominated the building and The RAHD Group, for rehabilitation project of the year at Chula Vista's Ribbons and Shovels awards program. The project also received an award from the State of California for outstanding upgrades to its energy efficiency. In addition, the apartment community offers seniors services, has a full-time services coordinator, funded by a HUD services grant, and has a wonderful nutrition program.

On a personal note, I have known RAHD's managing partner, Colin Rice, for many years. He is a person of honesty, professionalism and trustworthiness. His word can be counted on and his work is superb.

As Mayor of Chula Vista, I am very pleased to offer my strongest letter of recommendation for The RAHD Group. They have excellent industry expertise, while having their heart in the community.

Sincerely,

A handwritten signature in blue ink that reads "Mary Casillas Salas".

MARY CASILLAS SALAS
Mayor
City of Chula Vista

References - Mitch Thompson/T&T Community Properties

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Additional References Available upon Request

California State Senate

SENATOR
BEN HUESO
FORTIETH SENATE DISTRICT



STANDING COMMITTEES
ENERGY, UTILITIES, AND
COMMUNICATIONS
CHAIR
VETERANS AFFAIRS
VICE-CHAIR
BANKING & FINANCIAL
INSTITUTIONS
GOVERNMENTAL
ORGANIZATION
NATURAL RESOURCES
AND WATER

May 10, 2016

To Whom It May Concern:

It is my understanding that the RAHD Group, Casa Familiar and Mitch Thompson are part of a proposed joint venture partnership that is submitting a response for National City's Request for Qualifications for the redevelopment of Kimball and Morgan Senior Towers. In addition to my previous recommendation for the RAHD Group, please accept this letter of support for Mitch Thompson. I have personally known Mitch for nearly two decades going back to my days as a staff member at the City of San Diego Redevelopment Agency.

During that time, I was afforded the opportunity to work directly with Mitch in his capacity as the Senior Vice President in charge of Housing and Community Development for the MAAC Project. Mitch's intimate knowledge of all aspects of affordable housing development and management, as well as his unwavering commitment to the betterment of Barrio Logan made him a key partner of the City of San Diego's efforts to redevelop the Barrio Logan Redevelopment Project Area and surrounding community.

I have remained a close friend and colleague of Mitch's since those early years in my career and have witnessed his life-long commitment to excellence in affordable housing, redevelopment and betterment of the entire Southbay community both as a professional real estate developer and as a community leader. His participation, along with his other partners—the RAHD Group and Casa Familiar—will ensure the most successful project possible for Morgan and Kimball Towers in National City.

I submit the full and unwavering support of my office to the proposed partnership of this development team and National City and will work in every way possible to ensure whatever state resources are made available for the redevelopment of Morgan and Kimball Towers. As the California State Senator representing National City, Chula Vista and parts of San Diego and Imperial County, I am very pleased to offer this letter of reference and support for this group.

Sincerely,

A handwritten signature in blue ink, appearing to read "Ben Hueso".

BEN HUESO
California Senator 40th District



CASA FAMILIAR
A COMMUNITY DEVELOPMENT AGENCY

May 9, 2016

Casa Familiar References:

1. Senator Ben Hueso, 40th District

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Chula Vista, CA 91910

Phone: [\(619\) 409-7690](tel:(619)409-7690)

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2. Marcus Bush, National City Planning Commissioner

1243 National City Blvd.

National City, CA 91950

[619-336-4310](tel:619-336-4310)

3. Patrick Diedrich, Park Haven Apts. Owner & Partner

4224 Camino de la Plaza

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Grant Funding

Experience in Grant Funding and Leveraging Outside Resources

Identify and provide examples of past successful experience applying for and winning grant funding for similar projects in California.

Introduction

Our development team believes in building, preserving, rehabilitating and maintaining excellent quality affordable housing. In addition, our mission is to create safe and livable communities so that the tenant experience is as positive and worthwhile as possible. The best manner in which to achieve the biggest success for the City and the tenants is to leverage all available financial resources, including grant funding, during:

- 1) the recapitalization phase (primarily project funding in the form of debt, equity, grant and fee leveraging),
- 2) the construction phase (primarily green energy and energy efficiency grants and rebates), and
- 3) the operations phase (primarily grants for the delivery of senior social services).

Successful awards of grants and the leveraging of outside resources in each of these phases is critical to achieving the best possible result, and as such, the best possible living experience for the residents. Our development team has extensive experience, success and relationships in this arena, which we discuss in some detail below.

A. Recapitalization Phase

Development-Related Financial Leveraging and Grant Funding

1. Tax-Exempt Mortgage Revenue Bonds coupled with 4% Low-Income Housing Tax Credits - The most critical funding source for the Morgan and Kimball projects is the use of mortgage revenue bonds allocated by the California Debt Limit Allocation Committee and the tandem receipt of an allocation of federal "4% Low-Income Housing Tax Credits" through the California Tax Credit Allocation Committee. This form of financing leverages low-interest debt with tax credit private equity to create the largest development value (including most importantly the largest construction renovation for the long-term success of the building). Our development team has extensive experience and success in securing bonds and tax credits. In the past ten years, our team has placed close to one billion dollars in bonds and close to half a billion dollars in tax credit equity on approximately 100 projects, most of which are in California.
2. HUD Mark up to Market Housing Assistance Payment program. Perhaps the single most important funding program for the purposes of financial leveraging will be the extension of the HUD section 8 HAP contract for Morgan Tower. Under this program and the right circumstances and covenants, the U.S. Dept of Housing & Urban Development will support an increase to the rental subsidy. This program will not be available for Kimball Tower, because it does not have a HAP project-based section 8 subsidy contract on it. But for Morgan, Mark-up-to-Market (M2M) program will be extremely valuable and will help create additional annual revenue, which when capitalized will lead to a significant increase in the size and scope of the building renovation. Our development team has successfully received this increased subsidy in excess of twenty times due to its development acumen and its team of "best in the business" HUD lawyers (Cox, Castle and Nicholson from San Francisco and Hussel, Aluise and Neun from Washington DC).
3. California State Board of Equalization (BOE) Property Tax Exemption – Certain affordable housing properties in California are eligible to receive a property tax exemption for each unit which is restricted and affordable to households with incomes at or below 80% of the county median income. This exemption is one part of successfully leveraging all financial resources to their maximum. The City of National City is exempt from property taxes now, but the risk comes from a sale, ground lease or asset transfer to non-governmental entity. In order to qualify for this benefit, the managing general partner of the development partnership must be a qualified non-profit 501(c)(3) entity. Nearly every single property developed by the development team has successfully secured and maintained this BOE exemption. Casa Familiar is such a qualified non-profit and qualifies us for this exemption.

4. HUD Home Funding -- The City of National City is an annual recipient of an allocation HUD Home funding. Some of this funding is eligible for either Morgan or Kimball, or both. The City may or may not desire to use this fairly limited funding source. If the City does wish to use some of these funds, the development team can show the City the financial value of leveraging these funds.
5. Transit Oriented Development (TOD) Grant – Administered by the State of California, the TOD grant was a highly-competitive process that awarded funds to projects that were on a public transportation corridor. Our development team was successful in receiving a \$4,000,000 grant on a project in downtown San Diego. While that grant fund is exhausted now, it highlights how the right team can add tremendous value to a project by having grant-writing skills and experience.
6. Affordable Housing Program – This grant/subsidy was awarded by certain financial institutions to assist with development costs for developers and community organizations in the creation rental and homeownership opportunities for low income households. Our development team has been successful in applying for and receiving this grant/subsidy at least seven times for an aggregate of over \$10,000,000.

B. Construction Phase

Grant and Rebate leveraging to maximize construction dollars (and positive environmental impacts)

7. Multifamily Affordable Solar Housing (MASH) -- The MASH Program is overseen by the California Public Utilities Commission and provides financial incentives in the form of rebates to qualifying affordable housing within the service territory of San Diego Gas & Electric (SDG&E). MASH provides fixed, up front, capacity-based incentives for qualifying solar energy systems. Both Morgan and Kimball Tower would benefit from a rooftop solar array that powers the buildings with green energy. The RAHD Group was successful in securing this program subsidy on its recently completed HUD 202 project acquisition and rehabilitation project at its senior project in Chula Vista. The building's common areas now are powered by the sun and will have a neutral footprint and environmental impact into the future.
8. Energy Upgrade California – This complex program funds energy efficiency upgrades to building systems and residential units through a combination of funds that come from the State of California, Public Utilities Commission and local utility (in this case, SDG&E). It is a highly valuable program from a financial leveraging viewpoint, but also from an environmental and community perspective, as it seeks to reduce conventional energy consumption through measures, such as LED lighting, high efficiency windows and HVAC retrofitting. The RAHD Group was awarded the first Energy Upgrade California award (for an apartment community) in San Diego County on its Sorrento Tower project. Most recently, RAHD worked with those same agencies and received the award for its Chula Vista senior project.

C. Operations Phase

Grant Funding for a robust senior services program that enhances the residential living experience

9. HUD Service Coordinator Program --The Service Coordinator Program is a longstanding program authorized through the National Affordable Housing Act, Section 808 (Public Law 101-625) then later expanded through the 1992 Housing and Community Development Act (HCDA) (Public Law 102-550). The program is intended to address the supportive service needs of elderly residents in HUD-Assisted Multifamily Housing. Our development team has successfully received this HUD service coordinator grant at least six times. Most recently, our development team received this HUD grant on its Chula Vista property that houses 100 low-income seniors and a building in the Los Angeles area, similar in size and nature to Morgan Tower. The grant funds a full-time, on-site service coordinator that assist residents on a daily basis with their personal needs, government forms, etc. Our affordable housing grant specialists at MJ Housing have a long track record of successful winning this grant, totaling over \$3,000,000, and have pledged to assist us in winning this grant at Morgan/Kimball.

10. HUD Service Demonstration Program (“SDP”) -- SDP is a time-limited effort to produce evidence about the impacts of supportive services on aging in place. The following defining features are part of Demonstration: a) Employment of a part-time Wellness Nurse who will work with the Enhanced Service Coordinator to develop an approach to address resident needs, with technical assistance and guidance from HUD; b) The role of the Enhanced Service Coordinator and the Wellness Nurse will be standardized across all properties in the treatment group—SDP provides technical assistance to ensure uniform implementation, and; c) An evaluation component that is helping a research team assess the impact of supportive services on health outcomes. Our affordable housing grant specialists at MJ Housing, and our HUD and federal experience and relationships will enhance our efforts to receive all available HUD grants.
11. CARE subsidy – Administered by the PUC and SDG&E, the California Alternate Rates for Energy (CARE) Program offers reduced energy rates for low-income residents. We have a long history of successfully receiving this subsidy, which assists with a building’s operating expenses. In particular, our efforts locally and statewide recently helped to expand this program larger than it has ever been.
12. Existing Aging and Senior Service Grants already in the community – Grants are essential to the delivery of services for the seniors at Morgan and Kimball Towers. Our non-profit general partner, Casa Familiar, has a long history of providing these services in the south bay. With our development team, the Morgan and Kimball community will immediately benefit from the existing grants that Casa Familiar already receives to support the services they already provide. Among those services are: provision of critical referral services, forms assistance with medical, social security, SSI, income tax assistance, translations, immigration/naturalization forms, supportive counseling, advocacy, housing services, consumer education, financial assistance, employment services, & emergency services.
13. Community Development Block Grant (CDBG) – our non-profit partner, Casa Familiar, was awarded this grant of federal monies, allocated by local agencies, to serve 800 seniors. This funding secured accessible and bilingual services to low-income seniors that include: forms and application assistance for medical, SSI, disability, social security, and immigration as well as referrals, basic technology classes, citizenship classes and exam preparation, intergenerational volunteer opportunities, and arts and cultural classes and workshops.
14. Broadband Technology Grant -- in collaboration with the County Office of Education, this grant was successfully awarded to fund the installation of a large Wi-Fi bubble at two of the largest affordable housing sites in San Ysidro where Casa Familiar is the general managing partner (Villa Nueva Apartments and Park Haven Apartments). This grant funded all equipment, installation, and maintenance costs and allowed Casa Familiar and its housing partners to purchase low cost wi-fi access at each site for 3 years (a combined value of nearly \$250,000).
15. Public Utilities Commission TEAM & CHANGES program – this program for a total of \$60,000 this fiscal year addresses customer complaints and scamming prevention and mediation for consumers having issues with their phone and utility providers. Seniors are often the target of scams and often deal with language barriers and victims of being targeted for services or signing contracts not fully explained by companies and often not provided in their native language. Given Casa Familiar’s position and reputation in the community, they have been the perfect organization to assist the PUC and seniors in the community.
16. Wells Fargo Foundation grant – Casa Familiar successfully won this grant of \$245,000 to fund new park equipment at a local City park in the heart of the community. This helped Casa Familiar leverage another \$1M in funding from the City and County of San Diego to do a complete renovation and ADA upgrades to the entire park. Grant success like this at Morgan and Kimball could assist our development team in creating wonderful upgrades in the gazebo/sitting area between the two

buildings, which could become a warm place for residents to gather for community events, birthday parties, etc.

17. PARC Foundation – This New York-based grant of \$1,200,000 was awarded to Casa Familiar to begin the rescue and renovation of a historical building in the community to integrate Casa Familiar's Living Room's at the Border into an affordable housing project.
18. Creative Catalyst San Diego Foundation grant -- Casa Familiar is currently a finalist for this grant award (in the amount of \$25,000) to promote and create “place making” associated with our Living Rooms at the Border project with a community engagement piece to ensure the cultural needs and qualities of a space that will facilitate cultural production. The San Diego Foundation will be an excellent source of grant funds for our development team.

Additionally, our development team will aggressively seek additional awards for the Nutrition Center. As evidenced above, and from our team and grant specialist, there are many avenues to grant success that can significantly enhance the Nutrition Center and the residential living experience at Morgan and Kimball Towers. Notably, our development team member, The RAHD Group, runs a nutrition program at its Chula Vista senior building, Garden Villas, that is cost-neutral to the ownership and to the City, as it relies solely on volunteer labor and donations and voluntary contributions. As mentioned earlier, and consistent with the City's objectives states in the RFQ, our development team will reduce the City's general fund requirement to fund the George Waters Nutrition Center to zero. We will do this through successful grant awards, community partnerships and our own expense.

In the pages that follow, we specifically highlight the grant successes of our development team, in particular those of Casa Familiar, a service provider serving south bay seniors and families, including at numerous low-income apartment communities in the area. In addition, our development team has the services of, MJ Housing, a grant specialist, who will ensure focused professionalism, knowledge of complete inventory of grant opportunities and success in the pursuit of eligible grants. MJ Housing's bio and dossier follows as well.



05/01/2016

Casa Familiar Recent Grant Funding Experience:

In fiscal year 2015/2016 Casa Familiar was awarded \$454,473.00 in grant funding and foundation support in the following areas: adult services and job training programs, civic engagement, youth services, arts & culture, economic and community development.

Current Top Funders:

Some of Casa Familiar's most recent top funders include the PARC Foundation, Sempra Foundation, Walmart Foundation, Citi Community Development Foundation, Wells Fargo Foundation, UETA Duty Free Corporation, City of San Diego, County of San Diego, Kaiser Permanente Foundation, and Park Haven Apartments.

HUD Community Development Block Grant Experience:

Since the 1990's Casa Familiar has been awarded and successfully managed at least \$1.5M in HUD grant funding.

Casa Familiar has 20 years of experience in securing, managing, and successfully meeting scopes with at least 15 different HUD Community Development Block Grant awards for direct social services, senior services, and capitol improvement projects for facilities that provide services to low-income residents and high risk populations such as seniors and youth.

Most recently, Casa Familiar was awarded a very competitive City of San Diego Community Development Block Grant (CDBG) in 2013/2014 to serve 800 seniors. This funding secured accessible and bilingual services to low-income seniors that include: forms and application assistance for medical, SSI, disability, social security, and immigration as well as referrals, basic technology classes, citizenship classes and exam preparation, intergenerational volunteer opportunities, and arts and cultural classes and workshops. Casa Familiar successfully completed the scope of services and was recently awarded another CDBG Challenge Grant for the 2016/2017 fiscal years in the amount of \$50,000 to provide a youth job training program for 40 students. Casa Familiar continued to provide senior service on an on-going basis through the support of various funders.

In 2012/2013 Casa was awarded a capitol improvement grant in the amount of \$350,000 for the renovation and improved ADA access of our Social Services Center that provides direct social services ranging from forms assistance with medical, SSI, disability, social security to immigration forms, translations, and referral services to nearly 3,000 low income seniors and south bay residents annually.

Other Grant Management Experience:

Casa Familiar has secured grant funding for services for over 40 years with very little dependence on government funding (only 5%) of our current budget. Casa Familiar has managed numerous grants and service contracts throughout the years and is considered a trusted representative of the community providing services that address the needs of the community. Because we depend so little on government funding Casa Familiar is empowered to tailor services and programs to the needs of the community in a way that enhances the quality of life of residents in a holistic manner.

Technology- other recent examples of successful grant funding support for on-site services at affordable housing projects include a Broadband Technology Grant in collaboration with the County Office of Education that funded installation of a large Wi-Fi bubble at two of the largest affordable housing sites in San Ysidro where Casa Familiar is the general managing partner (Villa Nueva Apartments and Park Haven Apartments). This grant funded all equipment, installation, and maintenance costs and allowed Casa Familiar and its housing partners to purchase low cost wi-fi access at each site for 3 years (a combined value of nearly 250,000). Nearly 5,000 low-income residents benefited from free Wi-Fi access from 2010-2013. During that time Casa Familiar partnered with Computers 2 San Diego Kids to ensure every household with students were provided the opportunity to purchase a refurbished computer and troubleshooting assistance for a subsidized rate of \$40. In 2013/14, Casa Familiar worked with COX Communication to provide qualifying families with Internet access at \$10/month.

Direct Services- For the past 7 years Casa Familiar has been awarded 2 service contracts funded by the Public Utilities Commission (a total of \$60,000 this fiscal year) for the programs TEAM & CHANGES, which address customer complaints and scamming prevention and mediation for consumers having issues with their phone and utility providers. Seniors are often the target of scams and often deal with language barriers and victims of being targeted for services or signing contracts not fully explained by companies and often not provided in their native language in order to fully understand contracts and services they are agreeing to. Casa Familiar provides advocacy and direct one-on-one services that include home visits and calling phone and utility companies on behalf of the consumer to advocate for fair treatment and consideration of the consumer needs. Casa Familiar has an 85% success rate in improving services for the consumer and getting a reduction in their phone or utility bill on a monthly basis. Casa reduces consumer's bill on average of \$20-\$30, which can mean up to \$360 in savings in a year for a senior on a fixed income.

Infrastructure- One of Casa Familiar's most recognized accomplishments this past year was a grant award in the amount of \$245,000 from the Wells Fargo Foundation to fund new park equipment at a local City park in the heart of the community. This helped Casa Familiar leverage another \$1M in funding from the City and County of San Diego to do a complete renovation and ADA upgrades to the entire park. Through community meetings and forums and public support at City Council hearings the community rallied behind these efforts and helped Casa Familiar advocate for the best design and new park equipment available. We expect the City of San Diego to begin construction this summer.

Affordable Housing & "Place Making" - For the 2016/2017 fiscal years, Casa Familiar gained the continued support of the PARC Foundation based out of New York in the amount of \$1M, to begin the rescue and renovation of the first Catholic Church in the community (a historical building) that is integrating in Casa Familiar's Living Room's at the Border mixed use affordable housing project. The goal is to rescue and renovate the church to serve as a performance and community space called "El Salon". Exterior spaces will integrate community pathways and host arts events and services ranging from health services to public convening's. Programming in these spaces will be done in collaboration with the University of California San Diego and visual artist and architect, Teddy Cruz. We expect renovation efforts to start in 2017. Please see document attached for project details.

We expect continued support from various funders to continue and enhance civic engagement and advocacy efforts as well as arts and culture programming and capacity building for our gallery space. Casa Familiar is currently a finalist for a Creative Catalyst San Diego Foundation grant (in the amount of \$25,000) to promote and create "place making" associated with our Living Rooms at the Border and church restoration project with a community engagement piece to ensure the cultural needs and qualities of a space that will facilitate cultural production. This kind of support will enhance our arts and culture programming opportunities and help us expand programming opportunities at our various sites.

Outreach & Civic Engagement - Casa Familiar has partnered and managed several outreach grants and contacts acting as a community facilitator and outreach specialists for organizations like SANDAG from

2013-2015 and for San Diego State University in a community participatory-based research project on air quality at the San Ysidro Port of Entry. Casa Familiar often works with the City of San Diego as a facilitator and hosts various community meetings and forums on issues of planning, land use, and community input on regional issues like the border reconfiguration.

Research & Health - One of Casa Familiar's most successful collaborative research based grants was with the San Diego Prevention Research Center that developed a promotora/ health advocate program that trained women in the community as health advocates focused on increasing physical activity opportunities and education in the community. Casa Familiar received a 5-year grant (total of \$50,000) to implement this health focused program from 2010-2015, and is a program that continued to thrive with new funding support and a focus on employment opportunities for local women in the health field.

These are only a few examples of Casa Familiar's breadth of experience and diversity in securing and successfully managing grants and service contracts.



Building communities through service coordination

Madelyne J. Pfeiffer, M.S.W, C.F.R.E

President and Founder

Madelyne J. Pfeiffer is the founder and President of MJ Housing & Services, specializing in service coordination, fund development and grant administration in the affordable housing sector. She currently works directly with HUD project managers, real estate developers, property management companies and on-site service coordinators to ensure quality resident services are available to all the communities served. Her current projects include employing 18 Service Coordinators and providing quality assurance and grant administration for another 35 Service Coordinators working in senior and family low income communities across California, Colorado, Ohio and Massachusetts. In addition, she has raised over 3 million dollars in the past five years to help support residents living in affordable housing.

Ms. Pfeiffer holds a Master's Degree in Social Work from the University of Southern California (USC), a Certificate in Fundraising from The Center of Philanthropy at Indiana University and a Bachelors of Art degree in Psychology and Art from Claremont McKenna College. Prior to founding MJ Housing & Services in 2009, she held the position as Executive Director of Communities Advocating for Resident Empowerment (C.A.R.E.), a non-profit organization providing social services to low income residents living at affordable housing communities. In addition, she is a faculty for the American Association of Service Coordinators and volunteers as a Coach for women seeking to re-enter the workplace.

Ms. Pfeiffer has held numerous positions on boards and committees that focus on improving the system of care for low income families, seniors and the disabled. Most recently, she held the position as Ruby Awards Advisory Chairperson for San Diego Housing Federation; AASC Online Client Advisory Board; American Association of Service Coordinators Quality Assurance Committee; Vice President of HUD California Neighborhood Networks Consortia; Chair of the Human Resources Committee for San Diego Foundation for Change and Chairperson of the Diversity Committee for Association for Fundraising Professionals.



*Building Communities
Through Service Coordination*



SERVICES PROVIDED

- ✓ **Service Coordinator Employment**
- ✓ **Quality Assurance**
- ✓ **Grant Administration**
- ✓ **HUD Budget-Based SC Applications and Supportive Services Grant Writing**
- ✓ **Training**
- ✓ **Community Needs Assessments**
- ✓ **Property Management Support**

Negotiable Fee Structure

- ▶ We work with each potential partner to ensure our fee fits within the parameters of the resident service budget.
- ▶ We understand that grantees and owners/operators are often challenged by a limited resident services budget authorized by HUD, TCAC, CDLAC, AHP and Banks.
- ▶ We actively **fundraise** in order to find additional funding to subsidize those shortfalls. Our efforts contributed **over \$3 Million** over the past five years to service coordination programs.

Employment of Service Coordinators

The value of employing a Resident Service Coordinator (SC) is recognized by Developers, Owners, Property Management Companies, Housing Authorities and Co-ops at their property(s). These entities often do not have the capacity or expertise to supervise an SC and comply with all the HUD mandated reporting, accounting and clinical requirements.

MJ Housing and Services can

- ▶ Deliver all HR services to employee, including:
Recruitment, hiring, processing payroll, provide benefits, maintain workers' comp, liability insurance, and compliance with applicable federal, state/local laws and regulations relating to a safe and accessible work environment.
- ▶ Provide day to day supervision/oversight of SC by a Service Coordinator Manager. In addition to management of the SC, a new SC is paired up with a mentor who provides guidance and support at the property.
- ▶ Train and support Service Coordinator and Property Management to work effectively as a team. Ensure SCs, Property Mgrs., Assistant Mgrs., Maintenance (and any other on site staff) understand one another's roles, responsibilities, and set up an effective structure for open communication.
- ▶ Provide monthly reports, status updates and monthly or quarterly meetings to stakeholders so that high communication standards are upheld.

Contracted Quality Assurance Services

MJ Housing and Services can

- ▶ Monitor monthly case management, services, statistics and HUD reports on AASC online (all SCs utilize AASC online Service Coordinator Software <http://www.aasconline.net/>).
- ▶ Review and timely submission of all HUD required reports including: Semi-Annual Report; Training Log, QA Annual Report; Logic Model; Financial Status Report and Grant Extensions with budgets.
- ▶ Conduct mandatory annual face to face (HUD required) QA on-site review (and 6 months on-site review for new Coordinators).
 - ▷ On-site audit includes: File review; resident/manager interviews; review of resource directory and overall review of the quality of the SC program and other mandatory HUD compliance requirements.
 - ▷ Provide trainings on how to prepare for a HUD Desk Audit. Deliver 8 – 10 HUD required trainings per year (free of charge).
 - ▷ Review all Coordinators AASC on-line case management reporting throughout the month.
 - ▷ Provide emergency on-call support and guidance daily.
 - ▷ Update ownership and property mgt. on SC performance.
- ▶ Administer an annual Resident Satisfaction Survey in order to gauge the effectiveness of the SC.
- ▶ Southern California – SCs meet nine times a year with QA Provider for 7-8 hours (includes travel) and are provided quality assurance technical guidance, trainings from QA Provider and outside agencies, and review of case studies.
- ▶ All SCs in states and cities other than those in Southern California participate in monthly web cam conference calls and are provided quality assurance technical guidance, trainings from QA Provider and outside agencies, and review of case studies.
 - ▷ A minimum of two face to face QA Annual Audits (first year) and one every year thereafter are provided annually for all SCs in all locations.

*Note: The industry budgeting standard for quality assurance services is a maximum of 10% of a full time Senior Service Coordinator's annual salary (**negotiable based on budget**). MJ Housing and Services will work with you to maintain high quality services provision within those standards!*

Oversight of HUD Multifamily Housing Service Coordinator Grant or Budget Based Program

MJ Housing and Services can

- ▶ Ensure high quality administration of grant or program expensed to indirect costs and includes:
 - ▷ Prepare Monthly Drawdown of HUD Funds.
 - ▷ Review payroll and expenses.
 - ▷ Prepare HUD Voucher by calculating amount to be drawn each month.
 - ▷ Process drawing of funds through HUDS LOCCS system (optional).
 - ▷ Provide required invoices and other back up documentation to HUD monthly.
 - ▷ Ensure all HUD reports are submitted (Financial Statement, Grant Extensions and budgets).
 - ▷ If SC is an MJ Housing & Service Employee, we pay all expenses up front.

*Note: The industry standard for grant/budget based administration is a maximum of 5-10% of the annual MFSC grant or budget based Service Coordinator (**negotiable based on budget**). MJ Housing and Services will work with you to maintain high quality financial and administrative oversight within those standards!*

Grant Writing, HUD Budget Based RSC Application and additional fundraising

MJ Housing and Services can

- ▶ Write SC grants or budget based HUD applications and can administer them if funding is received.
- ▶ Develop relationship with local banks to receive Community Reinvestment Funds.
- ▶ Train service coordinators and administrative staff to create fundraising plans and learn how to 'make the ask' to effectively reach annual fundraising goals or subsidize SC program.
- ▶ Teach SCs how to organize fundraising events and solicit in-kind donations.

Note: Cost varies depending on the grant/project/event.

Training and Education for Companies and Associations

MJ Housing and Services can

- ▶ Provide specialized trainings previously offered at over a dozen national and local conferences focused on affordable housing and supportive housing/resident services/low income communities. Faculty member of American Association of Service Coordinators.
- ▶ Train and educate new QA Supervisors and Service Coordinators and help them set up internal QA programs.
- ▶ Provide Training to Property Managers at AHMA, CHFA and SAHMA.
- ▶ Deliver trainings to large groups of Coordinators on subject categories required by HUD.

Community Needs Assessments

MJ Housing and Services can

- ▶ Develop and implement needs assessments to ensure the service needs of the community are met. Implement needs assessment during rehabilitation and new construction process. Work with resident committees, owners, city housing authority and other stakeholders to develop a plan of action for rehabilitation.
 - ▷ Help effectively implement a needs assessment of the community, and ensure that the needs and the voices of the residents are heard while also understanding and working with the major stakeholders on the tactical needs of the project.
 - ▷ Help to ensure there is an alignment between owners and existing community when planning and implementing planned course of action.
 - ▷ Create service plan based on needs assessments for AHP Applications, Grant Applications, and bank applications.

Note: Cost varies based on scope of the project

Property Manager Support and Resource Coordination

MJ Housing and Services can

- ▶ Offer an on-call Service Coordinator to provide assistance to residents remotely.
- ▶ Support Property Managers through monthly or bi-monthly teleconference calls to provide training and discussion about available community resources.

FOOD PROGRAMS IN SAN DIEGO

1. [Network of Care](#)
2. [San Diego Hunger Coalition](#)
3. [Interfaith Food Center](#)
4. [SD Food Bank](#)
5. [Serving Seniors](#)
6. [Feeding America](#)
7. [Jewish Family Service](#)
8. [Neighborhood House Association](#)
9. [Mom's Meals](#)
10. [Nutrition.gov](#)

Senior Services

Resident Services Program

Each one of our development team's senior living communities offer a wide array of social services tailored towards enhancing the quality of life for our senior residents. Senior services offered come in two types: 1) services that all seniors can benefit from and that we offer at all or most of our communities, and 2) specific services that reflect the unique and diverse needs of the resident population the specific building.

We provide general senior services at all our apartment communities because our mission calls demands it and our tenants' benefit. Our programs are high-quality and instructive and delivered at no cost to the tenants. These services include: computer classes and lab access, English as a second language classes, health awareness and nutrition programs, financial literacy and social and community programming.

In order to best address the needs of the Morgan and Kimball communities and the larger community of National City seniors, our development team includes Casa Familiar, one of the south bay's most established providers of senior services and an experienced operator of low-income housing communities. Their programming and their staff reflect the diversity of the residents at Morgan and Kimball Towers, and the City of National City, in general.

Among those services that Casa has already established and provides to their service area and buildings are: provision of critical referral services, forms assistance with medical, social security, SSI, income tax assistance, translations, immigration/naturalization forms, supportive counseling, advocacy, housing services, consumer education, financial assistance, employment services, & emergency services. Casa has engaged over 500 parents and grandparents in workshops, leadership development, and classes through its Platicas de Padres/Parent Conversations program and Universidad Para Padres/University for Parents & Grandparents. Other adult and senior services include: senior social clubs, Senior Sepia photography class in collaboration with the San Diego Museum of Photographic Arts, Senior Computer Classes, Plaza Comunitaria, (a collaboration with the Mexican Consulate) which serves as a transitional literacy program into English and adult basic education classes for Spanish speakers, Citizenship Classes, and various arts and culture events that celebrate traditions, and integrates the organization's social service agenda.

In addition, we have teamed up the San Ysidro Health Center (SYHC) to offer their services on-site. SYHC is a provider of the San Diego PACE program, which stands for Program of All-Inclusive Care for the Elderly. Its mission is to improve the health and well-being of our community's traditionally underserved and culturally diverse people. With its experienced and multi-lingual professional medical staff, SYHC offers clinical treatment, including primary medical care, nursing, dental and medicine, as well as clinical support, including social services, personal care and physical therapy, in three National City facilities currently (as well as dozens of others in the South Bay) and would make an excellent addition to senior services offered at the Morgan/Kimball communities.

On a final note, while the Senior Center is not a part of the Morgan/Kimball parcel and is not officially a part of the subject of the RFQ, it is a valuable, and seemingly under-utilized part of the residential community surrounding Morgan-Kimball. We would suggest (and offer), if and only if the City so desires, to jointly plan to better integrate the services provided at the Senior

Center with the services being provided to the project residents of Morgan and Kimball apartment communities. The recapitalization of Morgan & Kimball can, if the City so desires, including a mechanism for funding further renovations at the Center. More importantly, a joint “Integrated Services Plan” between the City and us can be developed to enhance two areas for our seniors:

Direct services offered - currently, the Center is primarily used for recreation, and to a lesser degree, to provide transportation services for seniors. Those services are wonderful and useful to the community. But they could be augmented with a wider breadth of additional services of a more critical nature. For instance, if the City so desired, we could add an integrated educational component including a computer lab with computer classes, health and wellness classes, language classes, finance classes, etc. Our partner, Casa Familiar, has a rich history of just this. Of particular note is the organized integration of all of these services for its Villa Nueva HUD Project residents (with over 400 low-income units, 100 of which are seniors) with the provision of services for the surrounding San Ysidro community.

Synergy between the two facilities - According to the on-site staff, the Senior Center is used by National City residents as well as residents from neighboring jurisdictions, but is rarely utilized by Morgan/Kimball residents. Our team’s history of having a service team at our projects that are reflective of the local community will enable us to integrate services between these two facilities in a seamless manner so that the residents will more fully utilize the services available to them. Under a plan devised in concert with the City, the Senior Center could be a resource used by the residents for socializing, games, movies, cultural events (specific to the local community) and crafts, as well as for education, language, technology, and the arts. Our development team member, Casa Familiar, has a history of creating these types of synergies. At Villa Nueva, they implemented a service and communication program with the residents there that reflected the community, its diversity and unique needs, to create an enhanced livable community.

Ultimately, our final determination of resident services to be offered at Morgan and Kimball Towers will include input from our service providing partners, the City leadership and the results of a resident survey, which will identify those services most desired and needed by the residents. This survey will be done in consultation with City of National City staff. What follows is an additional sampling of services that our team members offer at their respective senior communities.

Casa Familiar

A Community Development Agency

The Mission of Casa Familiar allows the dignity power and worth within individuals and families to flourish, by enhancing the quality of life through, education, advocacy, service programming, housing, and community economic development.

www.casafamiliar.org



Our Vision

For South San Diegans to thrive and actively engage in their communities

Our History

Casa Familiar was founded in 1973 as a 501(c)(3) community organization dedicated to serving South San Diego County residents. Originally established under the name, Trabajadores de la Raza in 1968, Casa Familiar has expanded beyond serving Spanish-speaking, San Ysidro clients to providing services and programs to all South San Diego County residents. Early on, Casa Familiar recognized that its predominantly low-income clients have changing and varied needs. The agency addresses these needs by enacting a multi-faceted program and funding strategy. It sustains community development and advocacy at its core, while providing quality and culturally appropriate programming.

Casa Familiar is the leading service and community development organization in San Ysidro, providing over 30 bilingual programs and services at six different locations. Programs range from Civic Engagement to Social Services & Health, Education, and Arts & Culture.



Adult & Senior Social Services

Casa Familiar is committed to ongoing provision of critical social services to promote self sufficiency that include: referral services, forms assistance with medical, social security, SSI, income tax assistance, translations, immigration/naturalization forms, advocacy, housing services, consumer education, financial assistance, employment services, & emergency services.

Casa currently engages over 500 parents and grandparents in parenting/grand parenting support workshops, leadership development, intergenerational volunteer opportunities, and classes through our Platicas de Padres/Parent Conversations program as well as Universidad Para Padres/University for Parents & Grandparents.

TEAM & CHANGES Social Services Programs:

- TEAM is (Telecommunications Education and Assistance in Multiple-Languages) program, which provides services to Limited English Proficient consumers with telecommunications issues by focusing on three service components – consumer education, complaint resolution, and program outreach. Assistance is provided statewide through community-based organizations that work with LEP consumers in their preferred language and with cultural sensitivity.
- CHANGES CPUC's CHANGES (Community Help and Awareness of Natural Gas and Electric Services) program provides service to Limited English Proficient consumers who need help with energy issues. The program provides consumer education and complaint resolution (between the consumer and their investor owned utility)
- Both of these programs listed above can be provided on a home visit basis.



Education for Older Adults

Education is critical to personal growth, preparation for employment, building strong families, and making a meaningful contribution to society. Everyone should have the **opportunity to learn and grow**. Casa's adult education classes range from computer literacy to parenting classes. Classes offered by Casa Familiar on a weekly basis include:

- Citizenship classes,
- ESL tutoring,
- Spanish literacy classes,
- Computer classes including: basic computer skills, Photoshop, social media coaching in an effort to help seniors communicate more with children and grandchildren.

The University for Parents & Grandparents Program help parents and grandparents build skills so they can raise confident, cooperative, responsible children and grandchildren and build a better understanding on how to provide support in their children's education.

Civic Engagement - Casa Familiar recently trained 15 adult and senior residents through a Resident Leadership Academy (RLA). This curriculum has a strong platform using civic engagement and training to empower community residents to make improvements to their communities that will encourage healthy eating, physical activity and safety.

Health & Wellness Programs for Older Adults

Advocacy One of Casa's most recent successful programs is the Promotora Training Program. This program equips promotoras/health advocates to establish free health and fitness classes to their community while they complete at least two health focused certification programs within one year. This program achieves employment placement or independent income opportunities to graduates. The Promotora training focuses on Nutrition, Chronic Diseases, Physical Activity, Civic Engagement, and health education workshops including healthy cooking classes. Several recent graduates of this program are gaining expertise in the area of health and fitness programs for seniors, which could play a major role in the senior services provision at the Morgan-Kimball Senior Towers and senior center.

Casa recently trained 40 strong volunteer health and fitness advocates/promotoras that have found employment opportunities or enrolled in continued education programs and training programs. All 40 promotoras will soon be graduating from a PCI program (Project Concern International) designed to improve the health and wellbeing of low-income Latinos in San Diego. The program provides community presentations on chronic disease prevention, Community Health Worker leadership trainings, and convenes meetings with the San Diego Chronic Disease Coalition to help improve the lives of vulnerable population that would also be provided on-site at the Morgan-Kimball Senior Towers along with various senior supportive services.

Other Health and Wellness Supportive Programs Include:

- Caregiver support groups (bilingual)
- **Art classes for senior's who suffer from Alzheimer's (given in conjunction with caregiver support groups as a way to provide free respite care,**
- Diabetes support group (bilingual)
- Adult fitness classes (with chair exercises)
 - Aerobic dance adapted for seniors
 - Zumba for seniors
 - Yoga for Seniors
 - Weight Control Classes

Arts/Culture & Recreation Services



Casa Familiar's Art and Culture Center and gallery, The FRONT, was developed as an idea in 2004, as space devoted to the promotion of the arts and community/neighborhood design. The FRONT is an adaptive re-use project in that the building was the first commercial dry goods store in the border community of San Ysidro and is a Louis J. Gill designed building, nephew of the better-known San Diego architect of the era, Irving Gill. The 1929 building was restored and re-built to include new services and utilities, restoration of the 3,000 square foot commercial storefront, restoration and refinishing of the two-2nd story apartments, and meet all modern codes.

Today, The FRONT is an active gallery, arts education space, and meeting venue for community residents, artists and border culture.

Senior art and recreational programs & classes include:

- Senior social clubs,
- Knitting classes,
- Senior Sepia photography class in collaboration with the San Diego Museum of Photographic Arts,
- **Art/painting classes for seniors with Alzheimer's**

Other Casa Familiar Assets for Service Delivery



Transportation Services:

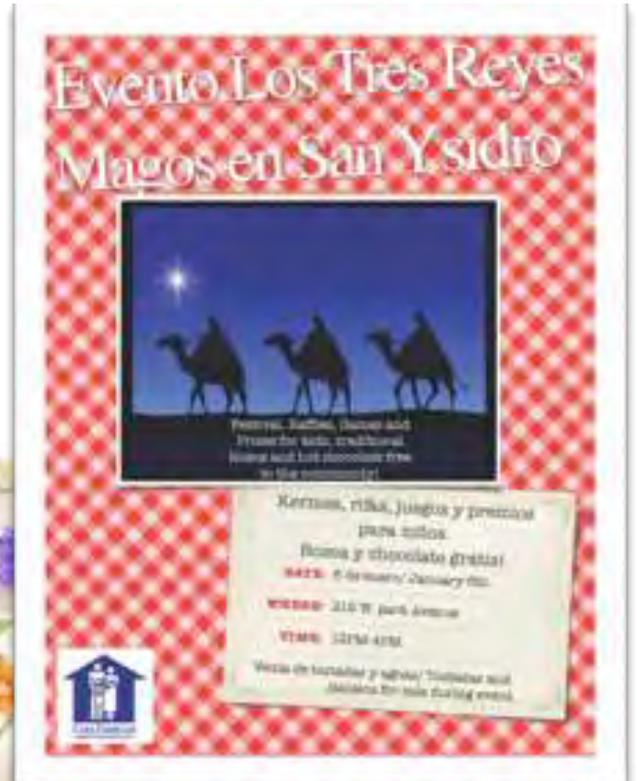
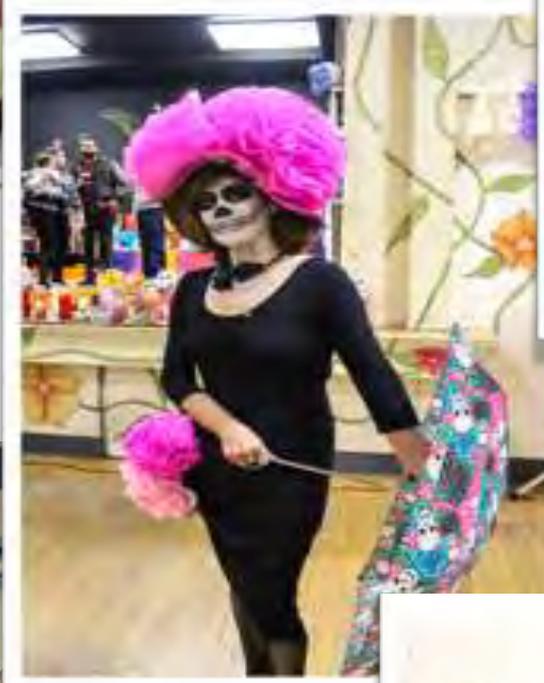
- Access to three 7-10 passenger vans
- Transportation services may be provided to arts and cultural events hosted at Casa Familiar's- The Front Gallery

Recreation opportunities:

Free family outings and tickets to sporting events and arts and culture event in San Diego- when donations are provided to Casa Familiar.

Casa Familiar continually establishes partnership with other nonprofit and arts organizations that present opportunities to seniors and their families such as: yearlong membership passes to museums, arts organizations that Casa Familiar partners like The Old Globe seek out opportunities to perform in the community, and various collaborative programs that positively impact quality of life.

12 Annual Community & Cultural Events



Casa Familiar's Experience in Transition of a large HUD Housing Complex.



Villa Nueva is a 398-apartment unit community that involves the acquisition and preservation of the largest remaining HUD at-risk project in the State of California. This affordable housing community is 43 years old and is composed of 47 split level, two-to-three story residential buildings, a 2,100 sf Community Center, a 9,000 sf Day Care Center and 2,500 sf Leasing Office on 14.37 acres in San Ysidro, California. Steadfast Villa Nueva, L.P, the Owner/Developer, (partnership between Casa Familiar and Steadfast Communities) has committed over \$39,000 per unit for the rehab and \$2.5 M for the construction of a new 21,000 sf Community Center. This was the largest residential development project to date in the San Ysidro Redevelopment Project revitalization area.

During transition nearly half of the heads of household were older adults and seniors.

Casa Familiar's Transition support at Villa Nueva included:

- 12 on-site resident meetings during transition to address resident concerns and questions with attendance always between 75 to 150 residents.
- Provided door-to-door outreach to build awareness of Casa Familiar services.
- Completed 250 resident surveys to collect resident service needs information and input that was incorporated into Casa Familiar on-site service plan.
- Maintained positive and clear communications with outside organizations providing services at VN and formalized return agreements for 2009.
- Gradually transitioned services as much as possible in preparation of unit renovation completion.
- Continued to acquire and seek out grants and other funding opportunities for appropriate on-site services.
- Completed a comprehensive transition & services implementation plan.
- Supported existing resident lead events and on-site activities.



Board Members and Key Staff

BOARD OF DIRECTORS

CHAIRMAN – Kurt Chilcott– CEO/President, CDC Small Business Finance Corp.

VICE CHAIR – Gustavo A. Bidart II, Civic San Diego

PRESIDENT – Andrea Skorepa– Chief Executive Officer, Casa Familiar

TREASURER – Araceli Rivera- Certified Public Accountant

SECRETARY- Jess Haro– Businessperson/Community Activist/ Haro Supply Co.

Yolanda Hernandez– Resident & Business owner of San Ysidro

Mario Aguilar– Counselor, UCSD-EAOP

Irene Barajas– Resident & Girl Scout Troop Leader

Raquel Aispuro– Resident & Manager of Levi

Gabriel Arce– Community Leader

Jose Sarmiento –First National Bank, Financial Advisor

Ciro Valle- Torrey Pines Bank, VP Comercial Banking

ADMINISTRATIVE TEAM

Andrea Skorepa – **CEO** andreas@casafamiliar.org

Lisa Cuestas – **COO** lisac@casafamiliar.org

Elizabeth Aguilar – **CFO** elizabetha@casafamiliar.org

Luz Camacho – **Arts & Culture Director** luzc@casafamiliar.org

David Flores – **Community Development Director** davidf@casafamiliar.org

Armando Murillo – **Asset Manager** armandom@casafamiliar.org

Irma Castro – **Volunteer & Interns Director** irmac@casafamiliar.org

Conclusion



Casa Familiar's goal is to unify the community and its residents, and we use our many and varied services as our initial way of contacting residents. Casa Familiar provides one-on-one, and outreach models to contact and initially engage residents. We are proud to know that each of our 36 employees is bilingual and knowledgeable and capable of organizing communities.

Casa Familiar continues to operate what we consider one of our strongest foci in our Mission, which are involving residents in civic engagement and sustainability and quality of life issues of their community. We do this in a number of ways, such as public events like Dia de San Ysidro/Heritage Day, convening public meetings, holding regular San Ysidro Sin Limites Community meetings, and meeting with elected officials. Casa Familiar provides over 30 bilingual programs and services under the umbrella of advocacy, education, service programming, housing, and community and economic development.

For additional information please contact Lisa Cuestas at (619) 428-1115 ext. 202.



PROGRAMS & SERVICES

Spring 2016

ADULT EDUCATION

Citizenship Classes (Spanish)

Mondays, 10AM-12PM @ Rec. Center (268 E. Park)

ESL Classes

Tue and Thurs, 10AM-12PM @ Rec. Center (268 E. Park)

Computer Classes

Beginner: M-TH, 11AM-1PM @ Rec. Center (268 E. Park)

Basic: Mon and Weds, 5PM-7PM @ Villanueva

Seniors: M-TH, 11AM-1PM @ Villanueva

Special Ed.: Tues and Thurs, 10:30-11:30 @ Rec. Center

Plaza Comunitaria (Spanish Literacy)

Obten tu certificado de primaria o secundaria

Tuesdays, 5PM-8PM @ Villanueva

Placticas para Padres

Tuesdays, 10AM-12PM @ Rec. Center (268 E. Park)

Universidad de Padres

Learn about the US school system

Thursdays, 10AM-12PM @ Rec. Center (268 E. Park)

Open Access (computer lab)

M-TH, 10AM-7PM @ Rec. Center (268 E. Park)

M-TH, 10AM-7PM @ Villanueva

HEALTH & FITNESS

Fitness Center

268 E. PARK AVE.

M-TH, 8AM-7PM (see gym schedule for details)

- Zumba
- Yoga
- X-box for youth
- Pilates
- Control de Peso
- Cardio machines
- Senior classes
- Youth classes
- Weights

Free community exercise classes

M-TH, 9AM-10AM @ Civic Center

M-TH, 9AM-10AM @ Villanueva

Tues, and Weds, 6PM-7PM @ Civic Center

SUPPORT SERVICES

Social Services Center

119 W. HALL AVE.

M-TH, 8AM-5PM (closed daily 11:30AM-1PM)

Monday–Wednesday: Walk in’s welcome

Thursdays: By appointment ONLY

- Income tax assistance
- Section 8
- Translations/interpretations
- Immigration/citizenship forms assistance
- DACA
- Employment authorization application
- Medi-cal, social security & SSI forms assistance
- TEAM (reduce phone bill)
- CHANGES (reduce SDG&E bill)

Resume/Job Application Assistance

M, T and Th, 1PM-7PM @ Rec. Center (268 E. Park)

Alzheimer’s Support Group

Tuesdays, 10:30AM-11:30AM @ Civic Center

Bread Distribution

Mondays @ Social Services

Tuesdays @ Villanueva

Thursdays @ Rec. Center (268 E. Park)

Transitional Housing

By appointment/walk-in @ Rec. Center (268 E. Park)

Medicare Counseling (HICAP)

By appointment only (858-565-8772) @ Rec. Center

YOUTH PROGRAMS

Homework Assistance (ages 6-12)

M-TH, 3PM-6:30PM @ Rec. Center (268 E. Park)

STEAM classes

(Science, Tech., Engineering, Arts and Math)

Wednesdays, 4:30PM-6PM @ Rec. Center (268 E. Park)

Volunteer Opportunities

Court community service, high school requirements and college interns

Youth Center

3604 Beyer Blvd.

M-TH, 3PM-7PM (ages 14-22)

- Academic support
- College counseling
- High school counseling
- Social/emotional support
- Youth Mariachi
- Youth Leadership
- Financial aid applications
- Computer access & free wifi

ARTS & CULTURE

Danza Azteca

Mondays, 6PM-8PM @ Civic Center

Piano Classes

Mon and Tues, 4PM-7PM @ Civic Center

Drawing and Painting Class

Tuesdays, 11AM-2PM @ The FRONT (147 W. San Ysidro)

Sepia (digital photography classes)

Weds, 1:30PM-3PM @ The FRONT (147 W. San Ysidro)

Alzheimer’s Art Class

Tuesdays, 10:30AM-11:30AM @ Civic Center

Knitting Group

Wednesdays, 3PM-5PM @ Civic Center

All Casa Familiar programs and services are either free or low-cost



CASA FAMILIAR

A Community Development Agency

Spring 2016

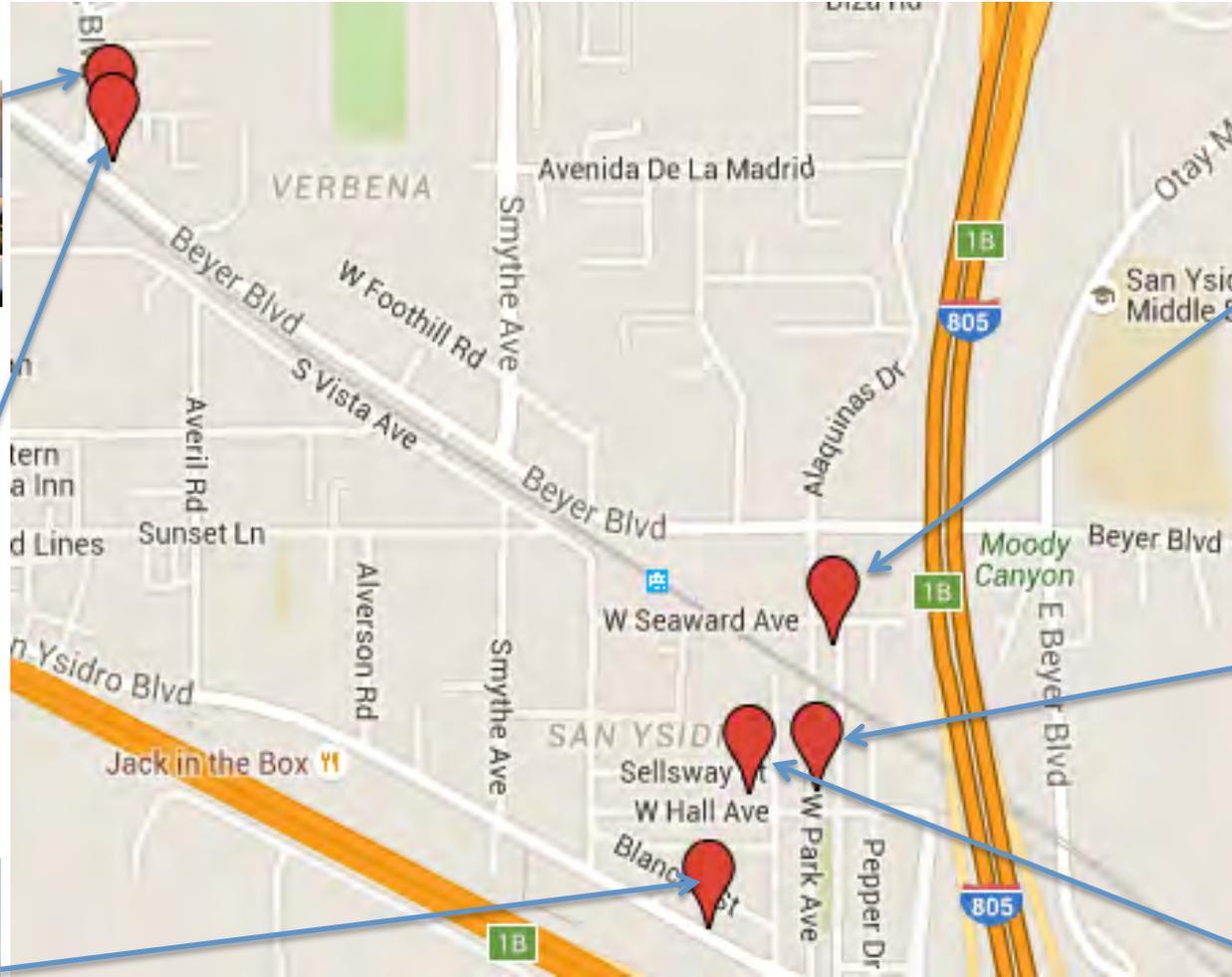
**Villa Nueva
Social Service Center**
1901 Del Sur Blvd., 2nd Floor



Youth Center
3604 Beyer Blvd.



The FRONT Gallery
147 W. San Ysidro Blvd.



**Recreation Center
& Fitness Center**
268 E. PARK AVE.



Civic Center
212 W. PARK AVE.



Social Services Center
119 W. Hall Ave.



Open Monday-Thursday
619.428.1115
www.casafamiliar.org



HIGH QUALITY AND AFFORDABLE HEALTHCARE SERVICES SINCE 1969

PRIMARY CARE

- Family Medicine
- Adult Medicine
- Senior Care

PEDIATRICS

- Pediatric Care
- Pediatric Dentistry
- Child Development
- Immunizations
- Child Health and Disability Prevention (CHDP)

WOMEN'S SERVICES

- Gynecology
- Pregnancy Testing
- Prenatal Care
- Family Planning
- Breast Cancer Detection
- Women's Wellness Center

ADDITIONAL SERVICES

- Adult Day Health Care
- Program of All-Inclusive Care for the Elderly (PACE)
- Behavioral Health
- Dental Services
- Family Resource Center
- Health Education
- HIV Testing / Case Management & Medical Care
- Radiology
- Laboratory
- Pharmacy
- Social Services
- WIC (Women, Infants and Children)
- Medical Mobile Units
- Transportation

INSURANCE ACCEPTED

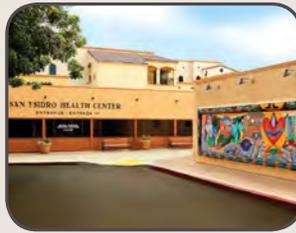
- Medi-Cal / Medicare
- SYHC Sliding Fee Program
- Other Private/Group Health Insurance Plans

FOLLOW US:

- / SYHealthCenter
- / SYHealthCenter
- www.syh.org

Health Centers In Your Community

Appointments/Information: (619) 662-4100



SAN YSIDRO HEALTH CENTER
4004 BEYER BOULEVARD
SAN YSIDRO, CA 92173
Monday - Friday
8:00 AM to 7:30 PM
Sat. 8:30 AM to 2:00 PM



CHULA VISTA MEDICAL PLAZA
678 3RD AVENUE
CHULA VISTA, CA 91910
Mon. - Fri. 8 AM to 5 PM
URGENT CARE HOURS
Mon. - Fri. 8 AM to 8 PM
Sat. 8 AM to 4 PM



MATERNAL & CHILD HEALTH CENTER
4050 BEYER BOULEVARD
SAN YSIDRO, CA 92173
Monday - Friday
8:00 AM to 5:00 PM



NATIONAL CITY FAMILY CLINIC
1136 D AVENUE
NATIONAL CITY, CA 91950
Monday - Friday
8:00 AM to 5:00 PM



ADULT DAY HEALTH CENTER
3364 BEYER BOULEVARD
SUITE 101
SAN YSIDRO, CA 92173
Monday - Friday
7:30 AM to 4:30 PM



PARADISE HILLS FAMILY CLINIC
2400 E. 8TH STREET
NATIONAL CITY, CA 91950
Monday - Friday
8:00 AM to 5:00 PM



SAN DIEGO PACE
3364 BEYER BOULEVARD
SUITE 102
SAN YSIDRO, CA 92173
Monday - Friday
8:00 AM to 5:00 PM



KING-CHAVEZ HEALTH CENTER
950 S. EUCLID AVENUE
SAN DIEGO, CA 92114
Monday - Friday
8:00 AM to 5:00 PM



SENIOR HEALTH CENTER
3364 BEYER BOULEVARD
SUITE 103
SAN YSIDRO, CA 92173
Monday - Friday
8:00 AM to 5:00 PM



CHC EUCLID / EUCLID FAMILY COUNSELING CENTER
286 EUCLID AVENUE
SUITE 302
SAN DIEGO, CA 92114
Thursdays
1:00 PM to 5:00 PM



OTAY FAMILY HEALTH CENTER
1637 3RD AVENUE
CHULA VISTA, CA 91911
Monday - Friday
8:00 AM to 5:00 PM



CHC OCEAN VIEW
3177 OCEAN VIEW BLVD.
SAN DIEGO, CA 92113
Monday - Friday
8:00 AM to 5:00 PM
Sat. 8:00 AM to 12:00 PM



MI CLÍNICA AT NORTHGATE GONZÁLEZ MARKET
1058 3RD AVENUE
CHULA VISTA, CA 91911
Mon. - Fri. 10 AM to 7 PM
Sat. & Sun. 10 AM to 4 PM



SAN DIEGO CHILDREN'S DENTAL CENTER
8110 BIRMINGHAM WAY
BUILDING 28, 2ND FLOOR
SAN DIEGO, CA 92123
Monday - Friday
8:00 AM to 5:00 PM



Our Mission

"To improve the health and well-being of our community's traditionally underserved and culturally diverse people."

San Diego PACE is committed to providing quality, compassionate health care services. Our professional staff is bilingual and experienced in senior care.

Make San Diego PACE your provider of choice for all your health care needs.

San Diego PACE is a Division of San Ysidro Health Center, Inc.

San Diego PACE

Program of All-Inclusive Care for the Elderly

Enroll Today!

Toll Free: **1-844-4SD-PACE**

(1-844-473-7223)

TTY: **1-800-735-2922**

Monday - Friday
8:00 AM to 5:00 PM

3364 Beyer Boulevard
San Diego, CA 92173

San Diego PACE

Program of All-Inclusive Care for the Elderly

Making Lives Better

H9616_SBE Approved 01/28/15



What is San Diego PACE?

San Diego PACE (Program of All-Inclusive Care for the Elderly), is a coordinated health and social services program for the frail and elderly allowing participants to live at home and be part of the community.

Who qualifies for San Diego PACE?

The following criteria must be met to enroll at San Diego PACE:

- Be 55 years of age or older;
- Live within our service area, Zip Codes: 91902, 91910, 91911, 91913, 91914, 91915, 91932, 91945, 91950, 91977, 92101, 92102, 92103, 92104, 92113, 92114, 92139, 92154, 92173
- Determined to meet nursing facility level of care by the California Department of Health Care Services; and
- Have the ability to live safely in the community.

What services are provided at San Diego PACE?

San Diego PACE is a special program that offers experienced, compassionate doctors and staff in a warm and welcoming setting. Services include*:

- Primary medical care including specialty care services;
- Nursing care;
- Basic dental services;
- Optometry services;
- Podiatry;
- Prescription medications;
- Social services;
- Personal care;
- Physical, occupational, and speech therapy;
- Nutritional meals and snacks;
- Group and recreational activities;
- Durable medical equipment; and
- Free transportation to and from all health care appointments.

*Services covered are in accordance with the individualized care plan and must be approved by the San Diego PACE team.

San Diego PACE receives monthly payments from Medicare and Medi-Cal to cover services for participants. Most participants who have both Medicare and Medi-Cal pay nothing more for the program. Eligible persons who are not Medi-Cal and/or Medicare eligible may elect to pay privately for PACE enrollment.

Participants must receive all needed services (excluding emergency services), from San Diego PACE providers. Participants are personally liable for unauthorized and out-of-network service costs.

Contact Us:

Toll Free: **1-844-473-7223**

TTY: **1-800-735-2922**

Fax: **(619) 565-2373**

Location:

**3364 Beyer Boulevard
San Diego, CA 92173**



Hours of Operation:

Monday - Friday, 8:00 AM to 5:00 PM



SAN YSIDRO HEALTH CENTER CLINIC LOCATIONS

CHULA VISTA MEDICAL PLAZA

678 3rd Avenue
Chula Vista, CA 91910
Monday - Friday, 8:00 AM to 5:00 PM

URGENT CARE HOURS

Monday - Friday 8:00 AM to 8:00 PM
Saturday - 8:00 AM to 4:00 PM

MATERNAL & CHILD HEALTH CENTER

4050 Beyer Blvd.
San Ysidro, CA 92173
Monday - Friday, 8:00 AM to 5:00 PM

NATIONAL CITY FAMILY CLINIC

1136 D Avenue
National City, CA 91950
Monday - Friday, 8:00 AM to 5:00 PM

OTAY FAMILY HEALTH CLINIC

1637 3rd Avenue
Chula Vista, CA 91911
Monday - Friday, 8:00 AM to 5:00 PM

PARADISE HILLS FAMILY CLINIC

2400 E. 8th Street
National City, CA 91950
Monday - Friday, 8:00 AM to 5:00 PM

SAN YSIDRO HEALTH CENTER

4004 Beyer Blvd.
San Ysidro, CA 92173
Monday - Friday 8:00 AM to 7:30 PM
Saturday - 8:30 AM to 2:00 PM

CHC OCEAN VIEW CLINIC

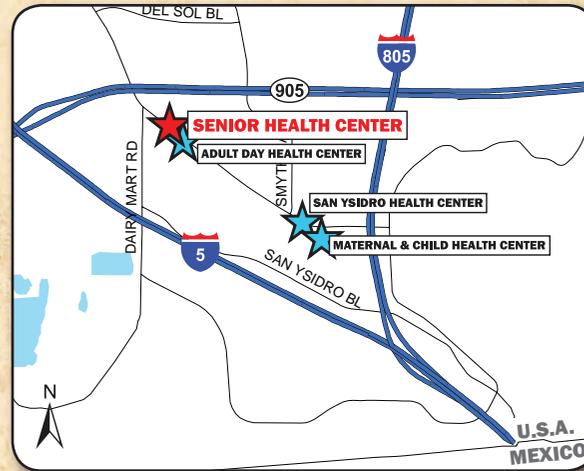
3177 Ocean View Blvd.
San Diego, CA 92113
Monday - Friday 8:00 AM to 5:00 PM
Saturday - 8:00 AM to 12:00 PM

CHC EUCLID CLINIC

286 Euclid Avenue, Suite 302
San Diego, CA 92114
Tuesday 1:00 PM to 5:00 PM

SAN DIEGO CHILDREN'S DENTAL CLINIC

8110 Birmingham Way, Bldg. 28
San Diego, CA 92123
Monday - Friday, 8:00 AM to 5:00 PM



LOCATION:

3364 Beyer Blvd., Suite 103
San Ysidro, CA 92173

HOURS OF OPERATION:

Monday - Friday
8:00 AM to 5:00 PM

For appointments, questions
or further information, please
call **(619) 662-4100**.

Learn more about us at:
www.syhc.org



Senior Health Center

*Committed to providing innovative,
compassionate and culturally-sensitive
health care.*

Keeping Families
Together

If you are unable to keep your appointment,
please call (619) 662-4100 to reschedule.

At San Ysidro Health Center, the health and well-being of our seniors is a high priority.

The need for senior health services is rapidly growing as members of our “greatest generation” age. We believe that seniors deserve healthy and independent lives.

With this in mind, SYHC recently opened a beautiful new 3,000 square foot Senior Health Center designed to serve patients 55 years of age and older. While the Senior Health Center is a state-of-the-art facility, the medical providers and staff have been hand-picked and excel at exceeding patients’ health care needs.

Visit our Senior Health Center and experience health care at its best for yourself.

Services Offered

All Senior Health Center services are provided in a warm and welcoming setting by compassionate doctors and staff experienced in senior care. You can expect quality, personalized care, including:

- **Preventive Care Services** such as physical exams and routine health and wellness visits;
- **Chronic Disease Management Services** for conditions such as:
 - › Diabetes,
 - › Hypertension,
 - › Coronary Artery Disease,
 - › Stroke/History of Stroke,
 - › Memory Loss, Dementia/Alzheimer’s,
 - › Depression/Anxiety;
- **Care Coordination Services** will allow you to access specialty care and other community resources to improve your overall health and quality of life;
- **Free Transportation Services** will assist you to get to and from your appointments; and,
- **Assistance with Insurance Enrollment** such as Medi-Cal, Medicare and Covered California.



How to make an appointment at the Senior Health Center

Please call (619) 662-4100 to make an appointment at the Senior Health Center

Location:

Senior Health Center
3364 Beyer Blvd., Suite 103
San Ysidro, CA 92173

Hours of Operation:

Monday through Friday
8:00 AM to 5:00 PM

If you have questions regarding health insurance options, please call (619) 600-3000 and speak with a Certified Enrollment Specialist. We can help you understand your health insurance options and enroll you in a free or low-cost plan that will meet your health needs.



AT A GLANCE

San Ysidro Health Center, Inc.



SYHC:

- Founded in 1969 by a group of women affectionately known as our “Founding Mothers”
- Leading provider of critical primary health services in the San Diego Region
- 27 stand-alone clinics and program sites
- Second largest community clinic network in San Diego

Patient Care consists of clinical **treatment** for patients:

- Medical
- Behavioral Health
- Dental
- Specialty

Patient Experience consists of clinical **support** for patients:

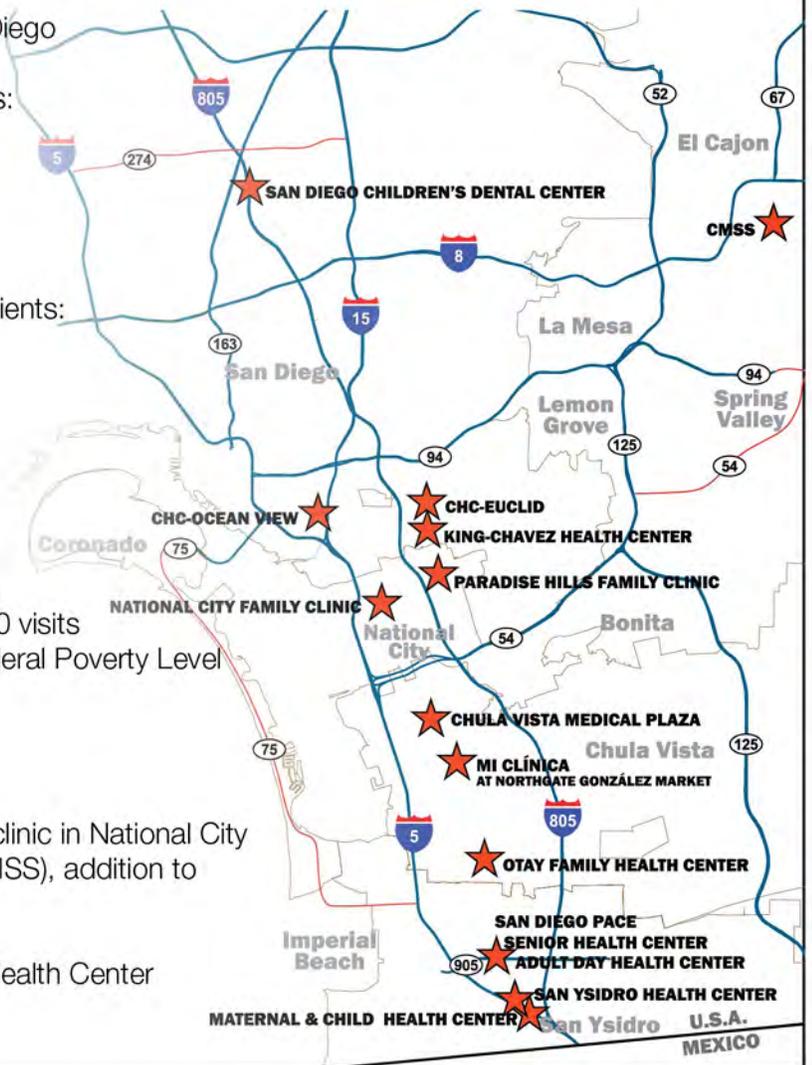
- Case Management
- Outreach
- Nutrition
- Health Education
- Family Support Programs
- Research

2015 Patient Profile:

- Nearly 90,000 patients served, generating 404,000 visits
- 88% of patients lived at or below 200% of the Federal Poverty Level
- 40% were children (ages of 0-19 years)
- 20% were seniors (ages 55+ years)

Coming in 2016:

- South Bay Family Health and Dental Center, new clinic in National City
- Chaldean and Middle-Eastern Social Services (CMSS), addition to SYHC's clinic network
- Chiropractic services at various SYHC locations
- Expansion of hours of operation at King-Chavez Health Center



MATERNAL & CHILD HEALTH CENTER
San Ysidro U.S.A. MEXICO

RAHDGROUP

Resident Services Program

Our apartment communities are not only in exceptional physical condition, but also include a wide array of social services tailored at enhancing the quality of life for our senior residents. We begin by assessing the specific needs of the community by regularly-distributed resident surveys. Then, utilizing trained staff providers, and community-based service providers and organizations, we ensure that our free resident programs are both high-quality and instructive.

What follows is a sample of information about specific senior resident programs offered on-site at our various buildings:

Computer Lab and English as a Second Language- We offer basic computer training and English as a Second Language to seniors multiple times a week, run by the on-site service coordinator or our firm's computer expert.

Health Awareness and Nutrition- Once a month, we provide free health screenings and medical assessments in partnership with local health clinics, including TB Skin tests, hemoglobin, physicals, immunizations, and transportation to medical appointments. Additionally, we offer classes that help better understand and control diabetes, how to prevent high and low blood glucose levels, choose healthy foods and physical activities.

Senior Food Program- Through the San Diego Food Bank's "Neighborhood Distribution Program," the San Diego Food Bank feeds over 3,000 families and seniors each month. Products such as fresh fruits, vegetables and bread are a few of the items provided on site regularly and on holidays.

Financial Education Seminar- In partnership with the County and our affiliate community banks, we offer on-site seminars to residents about how to file tax returns, save money, create and maintain trusts and estates, amongst other things.

Finally, social events are hosted for Holidays, special events and just for fun. They include such events as: ice cream socials, weekly movie nights, weekly bingo nights and game nights, arts and crafts, holiday dinners, Mother's Day and Father's Day celebrations, etc.

Sorrento Tower, San Diego, CA – Sorrento Tower is a 198 unit building located in the Claremont community of San Diego. The senior Tower houses close to 300 seniors. We are extremely focused on providing the best array of services for the seniors. Our resident services programs are high-quality and instructive and delivered at no cost to the tenants. Services include, but are not limited to, computer classes, language classes, health and nutrition, yoga and exercise, financial education, cooking classes, walking clubs, field trips, bible study, painting, technology classes and social activities. Attached is a newsletter and calendar of events for the property.

Garden Villas, Chula Vista, CA– Garden Villas is a 100 unit building in Chula Vista that houses almost 200 senior residents. At Garden Villas we partner with over 6 local non-profits to provide a lunch food services for all the tenants and the community. These lunches are completely donated by each non-profit which includes their services and food. Tenants pay a nominal \$3 per lunch. We are extremely focused on providing the best array of services for the seniors. Our resident services programs are high-quality and instructive and delivered at no cost to the tenants. Services include, but are not limited to, transportation provided for shopping and doctors appointments, guest speakers on legal, financial and health topics, computer classes, language classes, health and nutrition, exercise, field trips, bible study, painting, and social activities. Attached is a newsletter and calendar of events for the property.

To be the leading provider of vital on-site health, education and employment services to low-income families, children and seniors. Our goal is to help keep families employed, children in school and seniors active.

Brain Teaser of the Month!

Show the completed activity to Tracy by
May 19th to enter into a raffle!
Find as many words as you can!

Letters have to be connected (diagonal, up, down, side)

I	F	E	A	P	R	S	B	E	I	S
E	K	L	N	Q	A	V	C	E	A	U
L	E	E	H	S	R	W	V	D	E	D
N	L	A	I	O	E	A	Z	S	C	Y
S	H	S	T	L	N	W	I	G	K	L
T	B	R	H	N	E	R	A	H	B	P
Y	C	E	A	O	P	L	O	L	F	E
M	A	M	V	T	U	E	N	M	D	E
N	A	E	O	R	P	K	G	H	S	F
R	B	R	W	U	Y	T	S	F	D	P
S	T	L	N	E	A	R	W	D	O	Y

Need help with your cell phone or computer?

May 5th, May 12th and May 19th
10:30AM—12:30PM

Please RSVP for Technology Classes at the library
Let us know what you need help with.
Breakfast will be offered the on May 5th.
Attend all three dates and receive a prize!



Mother's Day

All Residents!



May 5th @ 3:00PM (Kitchen)
Join us for a Mother's Day
with your neighbors.
Please bring a picture of your mom
and a story to share with us!



Field Trip

May 24th @ 5:30PM
Meet in the Lobby

Join us for a fun field trip to the
Clairmont Library.
We will be attending their talk
on the book "The Lost Airman"
by Seth Meyerowitz.



MAY 2016

SUN	MON	TUE	WED	THU	FRI	SAT
1	2 Project Access Open 9:00 Koffee Klatch 11:45 Yoga 2:00-4:00 Free Bingo 	3 9:00 Walkie Talkies 2:00 Downton Abbey 3:00 Eng/Span Bible Study 6:00 Game Night	4 2:00 Scrabble 3:00 Chinese Bible Study 6:00 Pool Game	5 Project Access Open 10:30 Technology Class 1:00 Residential Meeting 3:00 Mother's Day Party	6 12:00 Watercolor	7 3:00 Poker
8 Mother's Day 	9 Project Access Open 11:45 Yoga 2:00-4:00 Free Bingo	10 9:00 Walkie Talkies 2:00 Downton Abbey 3:00 Eng/Span Bible Study 6:00 Game Night	11 2:00 Scrabble 3:00 Chinese Bible Study 6:00 Pool Game	12 Project Access Open 10:30 Technology Class 2:00 Movie 6:00 BINGO	13 12:00 Watercolor 1:30-3:00 Food Bank	14 3:00 Poker
15	16 Project Access Open 10:00 Cooking Class 11:45 Yoga 2:00-4:00 Free BINGO	17 9:00 Walkie Talkies 2:00 Downton Abbey 3:00 Eng/Span Bible Study 6:00 Game Night	18 2:00 Scrabble 3:00 Chinese Bible Study 6:00 Pool Game	19 Project Access Open 10:30 Technology Class 2:00 Movie 6:00 BINGO	20 12:00 Watercolor	21 3:00 Poker
22 Music Performance Bingo Room 5:00PM 	23 Project Access Open 11:30-4:00 11:45 Yoga 2:00-4:00 Free BINGO	24 Project Access Open 3:30-7:00 9:00 Walkie Talkies 2:00 Downton Abbey 3:00 Eng/Span Bible Study 5:30 Field Trip 6:00 Game Night	25 2:00 Scrabble 3:00 Chinese Bible Study 6:00 Pool Game	26 Project Access Open 2:00 Movie 6:00 BINGO	27 12:00 Watercolor	28 3:00 Poker
29	30 Project Access Closed Memorial Day No Yoga 2:00-4:00 Free BINGO	31 9:00 Walkie Talkies 2:00 Downton Abbey 3:00 Eng/Span Bible Study 6:00 Game Night				

Let's Cook Together!
May 16 @ 10:00AM (Kitchen)
 Join your neighbors, share your healthy recipes and let's cook together!

Garden Villas

1260 3rd Avenue
Chula Vista, CA 91910

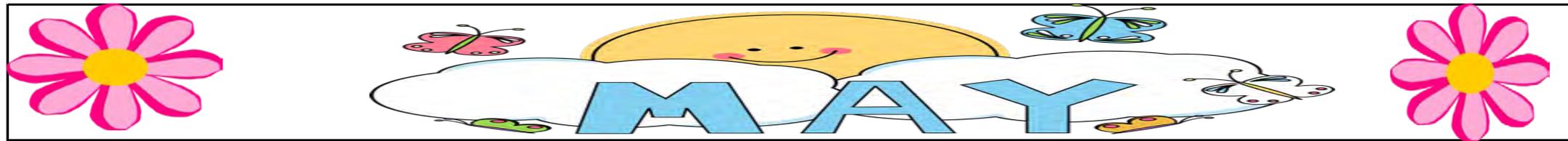




MAY BIRTHDAYS

De La Rosa Bernal, Luis	5/13
Gonzalez, Francisco	5/25
Ibarra, Fanny	5/1
Miranda Rodriguez, Carmen	5/29
Park, Kum Nan	5/1
Saeki, Takaaki	5/1
Steiner, Kazuko	5/26
Stewart, Kaye	5/8
Tellez, Ana	5/4
Whitaker, Fusako	5/10





SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5	6	7
	Coffee Social Fun Exercise Marukai Shopping 11:00AM Seafood City 2:00PM	Coffee Social Kiku Lunch 12:00 PM	Coffee Social Exercise 8:30AM Bread 9:00AM	Coffee Social SHOPPING @ Food 4 Less 2:00 PM Yoga 5:00 pm 	Coffee Social Fun Exercise 8:30 A.M. Bread 9:00 AM Kiku Lunch 12:00 PM	
8	9	10	11	12	13	14
	Coffee Social Fun Exercise Chula Vista Shopping Center 11:00 AM	Coffee Social Kiku Lunch-12:00 <i>¡¡Feliz día de la madre!!</i> 	Coffee Social Fun Exercise Bread 9:00 AM Hair cuts 9:30 am Presentation Spanish 12:00 PM	Coffee Social Shopping @ Walmart 2:00 PM	Coffee Social Fun Exercise 8:30AM Food Bank Oxford 8:00 A.M. Bread 9:00 AM Kiku Lunch 12:00 PM	
15	16	17	18	19	20	21
	Coffee Social Fun Exercise 8:30 AM Walking and Shopping at the Mall 11:00	Coffee Social Kiku Lunch 12:00 PM	Coffee Social Fun Exercise Bread 9:00 A.M Bingo 1:30 	Coffee Social Shopping @ Albertsons 2:00 PM	Coffee Social Fun Exercise 8:30 AM Bread 9:00 AM Kiku Lunch 12:00 PM	
22	23	24	25	26	27	28
	Coffee Social Fun Exercise 8:30 AM Marukai @ 11:00	Coffee Social Kiku Lunch 12:00 PM	Coffee Social Fun Exercise Bread 9:00 A.M Hair cuts 9:30am	Coffee Social Shopping @ Costco 2:00 PM	Fun Exercise 8:30 A.M. Bread 9:00 AM Kiku Lunch 12:00 PM	
29	30	31				
	OFFICE CLOSED 	Coffee Social Kiku Lunch 12:00 PM				

Developer Statement of Qualifications

DEVELOPER STATEMENT
OF
QUALIFICATIONS/
FINANCIAL SUMMARY

DEVELOPER STATEMENT OF QUALIFICATIONS & FINANCIAL SUMMARY

I. DEVELOPER INFORMATION

Our Development Team is a partnership between the following entities:

1. The RAHD Group
2. Affirmed Housing
3. Community Preservation Partners, LLC
4. Thompson Consulting
5. Casa Familiar, a 501(c)(3) non-profit organization

Each development team member is listed below, according to the specific information required of the RFQ applicants.

Name: The RAHD Group

Address: 1927 Adams Ave., Suite 200, San Diego, CA 92116

Telephone/Fax: (619) 750-8580

Contact Name: Colin Rice

Is the Developer a subsidiary of/or affiliated with, any other Corporation(s), Joint Venture(s) or Firm(s)? xxx No Yes

If yes, list each such Corporation, Joint Venture, or Firm by name & address, specify its relationship to the Developer, the % of interest of the partners & identify the Officers & Directors or trustees common to the Developer & such other Corporation or Firm:

Name of Corporation/Joint Venture/Firm: N/A

Address: N/A

Relationship to Developer: N/A

Officers/Directors/Trustees: N/A

%of Interest of the partners: N/A

Individual(s) authorized to negotiate, on behalf of the development entity/team & responsible for project execution:

Name(s): Colin Rice and Casey Haeling

Position: Partner(s)

Telephone/Fax: Colin- (619) 750-8580; Casey- (619) 548-0160

Email: Colin: colin@rahddgroup.com; Casey: casey@rahddgroup.com

II. DEVELOPER INFORMATION

Name: Affirmed Housing

Address: 13520 Evening Creek Drive N, Suite 160 | San Diego, CA

Telephone/Fax: Phone: 858.386.5174 Fax: 858.679.9076

Contact Name: Brendon Bergen

Is the Developer a subsidiary of/or affiliated with, any other Corporation(s), Joint Venture(s) or Firm(s)? No Yes

If yes, list each such Corporation, Joint Venture, or Firm by name & address, specify its relationship to the Developer, the % of interest of the partners & identify the Officers & Directors or trustees common to the Developer & such other Corporation or Firm:

Name of Corporation/Joint Venture/Firm: _____

Address: _____

Relationship to Developer: _____

Officers/Directors/Trustees: _____

%of Interest of the partners: _____

Individual(s) authorized to negotiate, on behalf of the development entity/team & responsible for project execution:

Name(s): Brendon Bergen

Position: Director of Asset Management

Telephone/Fax: 858-386-5174 office, 858-679-9076 fax

Email: Brendon@affirmedhousing.com

III. DEVELOPER INFORMATION

Name: Community Preservation Partners, LLC

Address: 17782 Sky Park Circle, Irvine, California 92614

Telephone/Fax: Phone: 949.236.8278 Fax: 714.662.4412

Contact Name: Anand Kannan

Is the Developer a subsidiary of/ or affiliated with, any other Corporation(s), Joint Venture(s) or Firm(s)? No Yes

If yes, list each such Corporation, Joint Venture, or Firm by name & address, specify its relationship to the Developer, the % of interest of the partners & identify the Officers & Directors or trustees common to the Developer & such other Corporation or Firm:

Name of Corporation/Joint Venture/Firm: WNC & Associates

Address: 17782 Sky Park Circle, Irvine, California 92614

Relationship to Developer: Parent Company

Officers/Directors/Trustees: Will Cooper Jr, Will Cooper Sr.

%of Interest of the partners: 100%

Individual(s) authorized to negotiate, on behalf of the development entity/team & responsible for project execution:

Name(s): Anand Kannan

Position: President

Telephone: 949-236-8278

Email: akannan@cpp-housing.com

IV. DEVELOPER INFORMATION

Name: Casa Familiar

Address: 119 W. Hall Ave, San Ysidro, CA 92173

Telephone/Fax: (619) 428-1115 office (619) 428-2802 fax

Contact Name: Lisa Cuestas lisac@casafamiliar.org

Is the Developer a subsidiary of/or affiliated with, any other Corporation(s), Joint Venture(s) or Firm(s)? No Yes

If yes, list each such Corporation, Joint Venture, or Firm by name & address, specify its relationship to the Developer, the % of interest of the partners & identify the Officers & Directors or trustees common to the Developer & such other Corporation or Firm:

Name of Corporation/Joint Venture/Firm: N/A

Address: _____

Relationship to Developer: _____

Officers/Directors/Trustees: _____

%of Interest of the partners: _____

Individual(s) authorized to negotiate, on behalf of the development entity/team & responsible for project execution:

Name(s): Andrea Skorepa

Position: Chief Executive Officer

Telephone/Fax: (619) 428-1115 ext. 201

Email: andreas@casafamiliar.org

V. DEVELOPER INFORMATION

Name: Mitchell Thompson/Thompson Consulting

Address: 760 Arroyo Ct., Chula Vista, CA 91910

Telephone/Fax: 619-274-3251

Contact Name: Mitch Thompson

Is the Developer a subsidiary of/or affiliated with, any other Corporation(s), Joint Venture(s) or Firm(s)? No Yes

Name of Corporation/Joint Venture/Firm: N/A

Address: N/A

Relationship to Developer: N/A

Officers/Directors/Trustees: N/A

%of Interest of the partners: N/A

Individual(s) authorized to negotiate, on behalf of the development entity/team & responsible for project execution:

Name(s): Mitch Thompson

Position: Principal

Telephone/Fax: (619) 274-3251

Email: Mitchthompsonmitch@gmail.com

VI. FINANCIAL CAPACITY

A. Sources & amount of cash available to Developer to meet equity requirements of the proposed undertaking in Bank(s):

- 1) Bank Name: **Community Preservation Partners, LLC**- Various (Per 2015 Audit)

Address: Various

Amount: \$: 21,964,400 (Per 2015 Audit)

- 2) Bank Name: **Affirmed Housing**- Various

Address: Various

Amount: \$: 3,500,000 (Per 2015 Audit)

B. By loans from affiliated or associated corporations or firms:

Name: **Affirmed**- US Bank

Address: 4747 Executive Drive, 3rd Floor, San Diego, CA 92121

Source: Line of Credit

Amount: \$: 1,500,000

C. The following are three Bank references: **Community Preservation Partners, LLC**

- 1) Bank Name: Citi Community Capital

Address: 325 E Hillcrest Dr, Suite 160 Thousand Oaks, CA 91360

Contact Person: Mike Hemmens

Telephone:805-557-0933

- 2) Bank Name: California Bank and Trust

Address: 1940 Century Park East, Suite 120

Contact Person: Mark Wolf

Telephone:310-407-6183

- 3) Bank Name: US Bank

Address: 4747 Executive Drive, 3rd Floor

Contact Person: Waheed Karim

Telephone:858-334-0702

The following are three references: **Affirmed Housing**

- 1) Company: Chase Community Development Banking
Address: 300 South Grand Ave, Suite 300 Los Angeles, CA 90071
Contact Person: Shani Searcy
Telephone: 213-621-8395
Email: shani.r.searcy@chase.com
- 2) Company: Bank of America Community Development Banking
Address: 333 South Hope Street Los Angeles, CA 90071
Contact Person: Charmaine Atherton
Telephone: 213-621-4816
Email: charmaine.atherton@baml.com
- 3) Company: San Diego Housing Commission
Address: 1122 Broadway, Suite 300 San Diego, CA 92101
Contact Person: Rick Gentry
Telephone: 619-578-7582
Email: rickg@sdhc.org

- E. Has the Developer or (if any) the parent corporation or any subsidiary or affiliated corporation of the developers officers or principal members, shareholders or investors been adjudged bankrupt, either voluntary or involuntary, within the past ten years? No Yes

If yes, please provide the following information:

Date: N/A

Location:

Bankruptcy was filed under the following name (s):

- F. Has the Developer or (if any) the parent corporation or any subsidiary or affiliated corporation of the Developer's officers or principal members, shareholders or investors been involved in litigation relating to a development project either voluntary or involuntary, within the past three years? No Yes

If yes, please provide the following information:

Date: N/A

Place:

General Description:

Current Status:

- G. Total amount of development work completed by developer during the last three years: Community Preservation Partners – 24 Developments, 2128 Units, Over \$421M in Total Development Cost

- H. Projects currently in planning or development by the Developer or Principals of the development entity: 5 projects, one Cathedral City (280 units), two in San Jose (225 units), one in San Luis Obispo (52 units), one in Portland (68 units)

- I. Does any member of the Developers' Corporation/Partnership have any known relationship in connection with purchasing & implementing the Project with any member of the governing body of the Agency to which the accompanying proposal is being made, or to any officer or employee of the local public agency who exercises any functions or responsibilities in connection with the carrying out of the Project under which the local public agency covered by the Developers proposal is being made available? No Yes

If yes, explain:

N/A

- J. Statements & other evidence of the Developers Qualifications & Financial Responsibility are attached thereto & hereby made a part hereof as follows:

CERTIFICATION

ONE James Silverwood/Colin Rice certify that this Developer Statement of Qualifications and Financial Responsibility & the attached evidence of the Developers qualifications and financial responsibility are true and correct to the best of my/our knowledge and belief, and that the information contained in this statement is considered public record and will be made available for public inspection and copying upon request. Availability of these public records begins when the Developer selection process includes public meetings.

James Silverwood
Name

President/CEO
Title

[Signature]
Signature

5-10-16
Date

13520 Fanning Creek Pl., N
Street Address San Diego, CA 92116

SAN Diego, CA 92128
City, State, Zip

Colin Rice
Name

Partner
Title

[Signature]
Signature

5/10/16
Date

1927 Adams Ave., Ste. 200
Street Address

San Diego, CA 92116
City, State, Zip

If the Developer is a Corporation, this statement should be signed by the President & Secretary of the Corporation; if an individual or proprietorship, by such individual; if a partnership, by one of the general partners; if an entity not having a President & Secretary, by one of its Chief Officers having knowledge of the financial status & qualifications of the Developer.

Disclosure of Relevant Lawsuits

Disclosure of Relevant Lawsuits

NONE