

POINTE COMMON @ FULLERTON

RESPONSE TO REQUEST FOR PROPOSALS
FOR AFFORDABLE HOUSING DEVELOPMENT OPPORTUNITY



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LETTER OF INTRODUCTION AND PROJECT VISION

April 12, 2021

City of Fullerton
Community and Economic Development Department
C/O Matt Foulkes, Director
303 W. Commonwealth Avenue
Fullerton, CA 92832

RE: Affordable Housing Development Opportunity at 1600 W. Commonwealth Avenue

Dear Mr. Foulkes:


Meta Housing Corporation (“Meta”) is pleased to present the enclosed proposal for Pointe Common, comprising 62 workforce and affordable units for families. As you will find throughout this proposal, our project is designed with three goals in mind: to be a community reflecting the diversity of Fullerton, to be a proud product of Fullerton’s vibrant history, and to be a good neighbor to the Adlena Park community.

By way of introduction, Meta is proud to be one of Southern California’s most experienced and trusted developers of affordable and mixed-income apartment communities for families, seniors, and artists. Since 1993, our team has built one of the industry’s most successful track records, developing more than 7,000 residential units. Such innovative projects include a much-needed grocery store in South Los Angeles, an adaptive reuse of a nine-story bank building in Chinatown for senior housing, numerous affordable professional artist communities, and a platform of transit-oriented developments.

Our bottom-line business acumen, strong sense of social advocacy, and interest in innovation enable us to sustain strong relationships with public and private partners and to continually develop award-winning projects. Meta is confident in our ability to make Pointe Common a success.

Please feel free to contact me at any time to discuss the contents of the enclosed proposal.

Sincerely,



Chris Maffris
Executive Vice President
Meta Housing Corporation
11150 W. Olympic Blvd, Suite 620
Los Angeles, CA 90064



LONG BEACH & BURNETT APARTMENTS
BY META HOUSING

PROJECT VISION

INTRODUCTION

On July 5, 1887, the City of Fullerton was founded along the California Central Railroad. With the same railway traversing its southern border, the site at 1600 W. Commonwealth Avenue uniquely presents both a challenge and an opportunity: to transform a 2.25 acre, irregularly-shaped lot into an integral part of the Adlena Park neighborhood, creating a community that seamlessly integrates with Fullerton's cultural history. Meta engaged visionary architecture firm, Studio 111, to conceptualize the site programming and building design, ultimately providing a beautifully designed multifamily project that accomplishes two important goals for the City of Fullerton: maximizing the number of units onsite while respecting the adjacent Adlena Park community and the surrounding neighborhood context. Studio 111's modern and clean building design is punctuated with lush landscaping and dense foliage throughout the site, and in select offsite areas, creating a well-balanced and considerate connection with the Adlena Park community.

DESIGN CONCEPT

The proposed building design orients the mass of the building along the railway segment of the triangular site, creating an opportunity for landscaped open spaces fronting the public way along Commonwealth Avenue. The freestanding central community and laundry building acts as a 1-story grounding element linking these various triangular gathering spaces together. Throughout the site, verdant landscaping and mature trees will simultaneously create a pleasant pedestrian experience along Commonwealth Avenue as well as a privacy screen between the development and Adlena Park. The architectural design takes inspiration from traditional house forms, and utilizes materials and palettes found throughout Southern California, including horizontal and vertical fiber-cement siding, trex wood fencing, metal guardrails, and stucco. The open exit stairs are conveniently located to encourage residents with an active lifestyle.

Unit Design

Pointe Common will provide a total of 62 units, including 29 one-bedroom units, 17 two-bedroom units, and 16 three-bedroom units.

In response to the demands of the previous year, Studio 111 reconceptualized the unit design to include interior space that accommodates a variety of lifestyles, such as work from home office niches and indoor-outdoor interconnection.

Contextually Sensitive Design

Studio 111 focused the height and density towards the interior and southern border of the site, with the building massing stepping down to Adlena Park creating context-sensitive design that respects and enhances the community character. The 1-story community building and 2-story massing adjacent to Commonwealth Avenue provides a visual separation between Adlena Park's single-family homes and the Pointe Common residential building.

LANDSCAPE DESIGN

Landscaping is a critical design element throughout the Pointe Common site, serving a multitude of design goals.

Noise Mitigation

Dense foliage along a CMU sound wall at the southern border of the property line serves as a noise mitigant to provide the necessary buffer between the active railway and the residents of Pointe Common. Studio 111 has thoughtfully designed the parking area to provide another source of sound mitigation, as they have reimaged a typical parking lot plan to include a tree canopy that will shield residents of Pointe Common from the City's Public Works yard on the neighboring lot and provide additional buffer from the railway.

Landscaping as Programming

At the “pointe” of the site, an edible garden and citrus grove is designed to evoke the heritage of Fullerton’s past. The resident services coordinator, WCH, will organize an annual harvesting event so that the fruits and herbs can be enjoyed together as a community.

A meandering path along the southern border of W. Commonwealth Avenue will activate the busy corridor into a pleasant pedestrian experience and connect the open amenity space throughout the site.

Median Landscaping

The Pointe Common proposal includes plans to enhance the existing median along Commonwealth Avenue with the addition of street trees. The Studio 111 landscape team has worked closely with cities throughout Southern California to enrich streetscapes along major thoroughfares. The landscape team would work closely with the City of Fullerton to ensure the proposed trees fit within the specified street requirements. The goal for these non-deciduous trees would be low maintenance for the City, while maintaining a year-round visual and sound buffer to the residents in Adlena Park to the north of the development.



LONG BEACH SENIOR ART COLONY
BY META HOUSING

CONNECTING TO THE COMMUNITY

A short, 5-minute walk from the site heading southwest along Commonwealth Avenue under the rail overpass is a stair with direct access to Fullerton's Pooch Park. The design incorporates a wayfinding mural along Commonwealth Avenue's retaining wall, that will serve to guide residents and community members to this neighborhood asset. Meta and Studio 111 will work with the City and community arts organizations to identify a muralist to beautifully create this important linkage and activate the walk along Commonwealth Avenue.

CRIME PREVENTION THROUGH ENVIRONMENTAL DESIGN (CPTED)

The design for Pointe Common incorporates the four main principles of CPTED: natural surveillance, access control, territorial re-inforcement and space management. Following the CPTED principles, the design creates a safe and secure environment that encourages activity, which in turn enables a greater level of security onsite. The design achieves this by orienting the open amenity spaces towards the street for maximum public visibility. The 1-story community and laundry building is centrally located to overlook the meandering pedestrian path, in addition to the outdoor gathering spaces. The residential units reinforce this visual surveillance with private balconies oriented to open spaces throughout the project. The site perimeter does incorporate larger CMU walls along the southern Railway for both sound mitigation as well as security. This solid fence transitions to a wood look lower fence along the public facing edges. In partner with the CMU rear wall, the large setback is densely planted with staggered trees to dissipate the sound decibels from the active rail lines.

SUSTAINABLE DESIGN

Our sustainability goals for Pointe Common embrace carbon reduction and energy efficiency measures, and the development will be designed to be more efficient than the requirements outlined in the State of California's 2019 Title 24 Energy Efficiency Standards

for Residential Buildings. Onsite energy generation through photovoltaic panels will reduce stress on the power grid and alleviate much of the need for offsite energy generation from carbon-producing sources. Pointe Common is conveniently situated nearby bus stops serving Commonwealth Avenue, and on the north side, between a 5 and 10 minute walk, is the Fullerton Office and Industrial district serving as a job center for neighborhood residents. Key sustainability efforts will include:

- a solar photovoltaic PV system to offset electrical energy usage;
- an energy efficient cool roof;
- fiberglass insulation awarded Greenguard Gold Certification;
- hard surface floorings throughout all unit interior areas;
- the use of drought tolerant, non-invasive plants for landscaping;
- high efficiency (low U-factor and SHGC) windows;
- EPA WaterSense compliant plumbing fixtures;
- ENERGYSTAR labeled refrigerators, dishwashers, washers, and dryers; and
- an on-site water management system.

DESIGN QUALITY

Outlined below are a series of protocols Meta has developed to ensure that construction costs are controlled while also maintaining award-winning design quality and industry leading construction standards:

Constructability Reviews throughout the Development of the Design

Meta leverages its strong relationships with experienced general contractors to engage in constructability reviews throughout the design process. These contractors have real time data on materials pricing

and potential supply chain challenges. This current market info allows the development team to make informed design decisions that allow for a cost-efficient building, without sacrificing the design intent.

Construction Quality / Finishes

Carefully selected by Meta, the design team assembled for this project relies on experience, research, and client feedback, and takes care to specify products and finishes which they are confident will stand the test of time—balancing costs, durability, and aesthetic concerns. By utilizing sustainable, durable materials during the construction process for both external (framing, sheathing, roofing, outer skins, etc.) and internal (flooring, fixtures, finishes, etc.) materials, the maintenance costs of the building decreases exponentially.

ONSITE AMENITIES

Pointe Common's onsite amenities were selected for their ability to foster community ties, and to facilitate a sustainable, healthy lifestyle. The freestanding 1-story community building will include the onsite manager's office, laundry room, and community room and kitchen. Open community amenities include a barbecue area, and picnic tables and courtyard seating that directly connect to the interior community building. The open family lawn will serve as a backdrop for picnics, games of horseshoe or relaxing together under the tree canopy. Included in the open amenities are an outdoor fitness equipment area and tot lot that will provide fun for the community's youngest residents, while their watchful parents relax on a bench, enjoying the edible garden's citrus trees and herbs. Near the Public Works yard, along the southern border of the property, a small dog run, allows owners an accessible spot to let their dogs enjoy the outdoors as well.

POPULATION SERVED

Pointe Common will include a total of 62 units of affordable and workforce housing, with 61 units of one-, two-, and three-bedroom unit types for individ-

uals and families earning between 30 and 70 percent of Area Median Income (AMI). An onsite 2-bedroom manager's unit will be unrestricted.

The Southern California Association of Governments (SCAG) released the proposed Regional Housing Needs Assessment (RHNA) for the planning period of October 2021 through October 2029.

The 2021-2029 RHNA allocation for the City of Fullerton includes a total of 13,209 new housing units to be developed over the planning period – this includes approximately 1,600 units for individuals and families with Extremely Low Incomes ("ELI" = <30% AMI); 1,600 units for households with Very Low Incomes ("VLI" = 31-50% AMI); and, 1,989 units for households with Low Incomes ("LI" = 51-80% AMI).

The proposed development will help support the City in achieving its RHNA goals for 2021-2029 planning period by providing a thoughtful affordability mix to include 7 units restricted for ELI households (~11% of total units); 7 units set aside for VLI households (~11% of total units); and 47 units for LI households (~77% of total units).

The proposed affordability mix provides high-quality, well-amenitized affordable housing for individuals and families at all income levels, but with a recognition that the workforce population earning incomes equal to or in excess of 60% AMI are a large component of the City's RHNA goal. We have structured the affordability composition to reflect the surrounding neighborhood and to fold within the strata of the Adlena Park neighborhood. The proposed unit count is maximized to support the City's RHNA goals, while respectfully acknowledging the design and scale of the buildings in context with the Adlena Park neighborhood.

PROPERTY MANAGEMENT

Meta and WSH Management, Inc. have a long-standing relationship and have partnered together on 28 properties, and more than 2,000 units throughout California.



COVENTRY COURT APARTMENTS
BY META HOUSING

Property Management Staff

Pointe Common will be staffed with a full-time, onsite building manager. The building manager will both work and reside at Pointe Common. In addition, the property will be staffed with a full-time maintenance manager and an assistant maintenance staff member to ensure that the property is well-maintained and responsive to the broader community. The building manager will make connections and introduce themselves at the initial occupancy of the project, with the expectation that the building manager continues to be a resource for community feedback. Moreover, the building manager will establish an open line of communication with the City's emergency response and law enforcement teams. The building manager will be required to attend and participate within broader community meetings and functions to represent Pointe Common to continue to serve as an accessible point of contact for Adlena Park and the greater Fullerton community.

In addition to the onsite staff, WSH provides a breadth of knowledge at the executive and administrative levels to oversee each property. The building manager and maintenance manager will regularly check in with a WSH regional manager, reporting directly to a WSH executive staff member. The WSH Compliance team will ensure that each unit meets the strict tax credit leasing standards.

Marketing Methods

WSH will utilize a variety of methods to connect with the community and develop a prospective tenant list for Pointe Common. The marketing methods include the following:

- Outreach Organizations: Information will be disseminated through recreational centers, service organizations, churches, and multicultural community centers. These organizations will be contacted via telephone and personal visits. Brochures, floorplans, and related marketing materials will be provided prior to successful completion of construction. An ongoing outreach program will be established to ensure groups are informed of availability and provided with marketing materials. All outreach efforts will be documented and monitored by Meta and WSH to ensure sufficient communication efforts.
- Publications: Multilingual ads will be displayed in local publications such as Excelsior, the Orange County Register, Korea Times, and the World Journal.
- Tenant Referrals: This can be a significant source of traffic for qualified tenants and will be utilized to its fullest. Tenant referral flyers will be distributed to the tenants on a monthly basis and also referred to in the monthly newsletter to current tenants.
- Online Outreach: Includes internet advertising, email marketing, and a dedicated property website. The property website will be kept up to date regarding construction completion timing, application deadlines, affordability requirements, etc. In addition, all interested persons may join the "Interest List" to receive regular updates via regular mail/email.
- Drive-by Traffic: A main monument I.D. sign will be placed at the entrance to the community.

Multilingual Marketing Efforts

With institutions spanning from the State's two largest Korean churches, to the Latinx Health Advocacy program at Cal State Fullerton, to the Chinese language school at Sunny Hill High School, the City of Fullerton takes clear pride in its multicultural heritage. Accordingly, Meta and WSH will tailor our outreach plan for the publications, restaurants, stores, and community centers frequented by Fullerton's multilingual community.

Local Preference for Fullerton Residents

As part of our efforts to support and engage the local community, Meta and WSH will design a lease-up preference for those with residential or professional ties to the City of Fullerton. The project would establish a preference for residents of Fullerton, those

LONG BEACH SENIOR
ARTS COLONY (LBSAC)
BY META HOUSING



working in Fullerton at least 32 hours per week in the last six months, or those who seek to reside in Fullerton as an accommodation for a mental or physical disability.

RESIDENT SERVICES

As the resident service coordinator, WCH will utilize community spaces to provide exceptional programming for the residents at Pointe Common. Services include after-school programming and adult health and wellness classes, among others to the development's residents. As seen in so many of Meta's developments, these services strengthen the connection between the property's population and the neighborhoods and cities they call home. Moreover, WCH's social and educational programs promote a strong sense of community within the development, which lends itself to a safer and happier living environment. WCH's comprehensive after-school programs are for resident students grades 1-12. The adult health and wellness classes will be designed to accommodate and support Pointe Common's working families with a variety of programs, such as nutritional cooking, yoga classes, resume building, among many more. Examples of how the amenities spaces will be used include, but are not limited to, the following:

- The community room will provide a large, collaborative space for a variety of learning events and after-school engagement programs. Students receive individualized tutoring, homework assistance, computer skills training, and academic enrichment. Curriculums are developed around classes at neighboring schools.
- The edible garden will provide the backdrop for nutrition classes. The community space's kitchen will allow residents to apply their knowledge through the preparation of locally-grown foods.
- The family lawn and outdoor fitness area, surrounded by native and drought-tolerant landscaping, will provide outdoor venues for health and wellness programs.

Other planned services include computer training, music/arts/crafts programming, dance/sports pro-

gramming, and the implementation of a Neighborhood Watch Program within Pointe Common.

PARKING MANAGEMENT

Studio 111 has diligently examined City of Fullerton and State Density Bonus code to balance maximum parking with maximum units – consciously recognizing the concern of neighborhood residents with any negative impacts to street parking. Total parking spaces at Pointe Common will include 95 residential parking spaces in accordance with City and State parking requirements for affordable housing; additionally, 7 parking spaces will be reserved for guest parking.

As the property manager, WSH will implement a parking management plan for the ongoing operations to effectively manage parking needs of residents, staff and guests. Residential parking spaces will be assigned as outlined below:

1. Vehicle registration must be current and in the name of the resident/residents listed on the lease agreement; and vehicle must have current insurance coverage.
2. Priority for authorized parking as available is as follows:
 - a. One parking space per household for a one-bedroom apartment; (29 spaces)
 - b. One parking space per household for a two-bedroom apartment; (17 spaces)
 - c. One Tandem parking space or Two parking spaces per household for a three-bedroom apartment (22 tandems and 10 single spaces = 32)
 - d. The remaining 9 spaces will be assigned to any two-bedroom apartments with a second vehicle as available assigned based on move-in date.
 - e. 6 handicap accessible spaces are unassigned and available to anyone with a placard.



METRO AT HOLLYWOOD
COURTYARD
BY META HOUSING



CONTEXT Neighborhood and Surrounding Uses

- Less than a 5-minute walk west underneath the Orange County Line Railroad Overpass is an existing stairway to Pooch Park from Commonwealth Avenue.
- Within a 10-minute walk residents will have access to Adlena Park, Bastanchury Park, Fern Drive Park, and Nicholas Park in addition to various Schools and Academies nearby.
- Additionally the nearest Grocery Store is a short 4-minute bike ride away.
- A bit further is access to both Fullerton Amtrak Station and Fullerton Municipal Airport approximately a 10-minute bike ride distance.
- On the north side of Commonwealth, between a 5 & 10-minute walk is Fullerton Office & Industrial district serving as a job center for the neighborhood and residents.



DESIGN Mission + Goals

Provide engaging affordable family housing for the City of Fullerton that respects the adjacent community and neighborhood context.

PROJECT GOALS

Focus height and density towards the interior and south of the site, with the **building massing stepping down** to the single family neighborhood creating a **context-sensitive design that respects and enhances the community character**.

Architectural style to take **inspiration from traditional house forms** with sloped roofs, smaller windows, siding and porches.

Activate the courtyard space by providing an iconic one story community building.

Design various scales of open spaces for a hierarchy of uses such as a tot lot, passive fitness area, herb garden, and family picnic area.

Provide a variety of citrus tree species within the dense landscaping that **evokes the heritage of Fullerton's past**.

Create a **parking grove** on the east side of the site that **buffers the residents** from the Public Works building and railroad.

Create a **buffer by providing dense native landscaping and large trees** between the buildings on the south side of the site and the railroad.

Enhance the existing pedestrian path and tunnel to **access Pooch park with way finding and engaging artistic mural**.

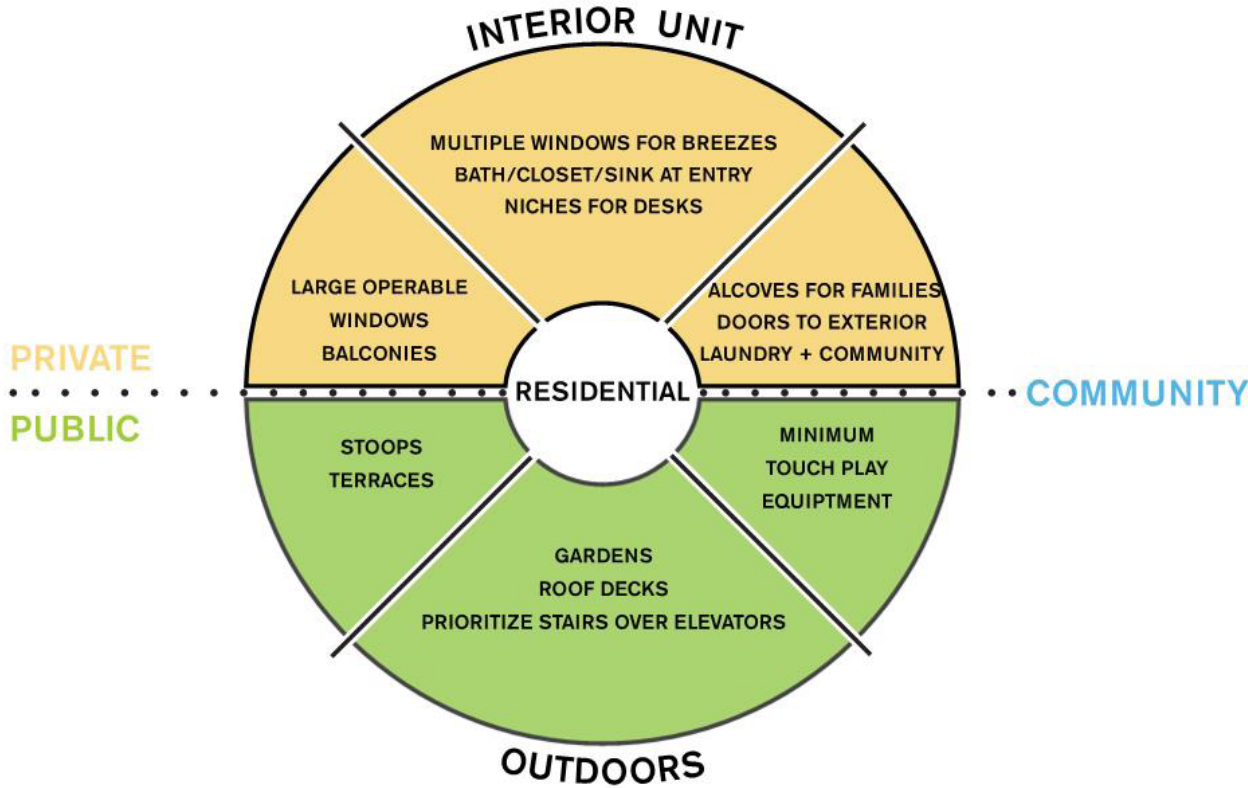
Enhance existing street median with fast growing street trees as a buffer to the residential neighborhood to the north.

UNIT PLAN GOALS

Provide a **diversity of units** including 1-bedroom, 2-bedroom and 3-bedrooms.

Design **flexibility of unit interior space** to accommodate a variety of lifestyles, such as work from home office niches and indoor outdoor interconnection.

Link interior unit spaces with both private and public outdoor amenity spaces.



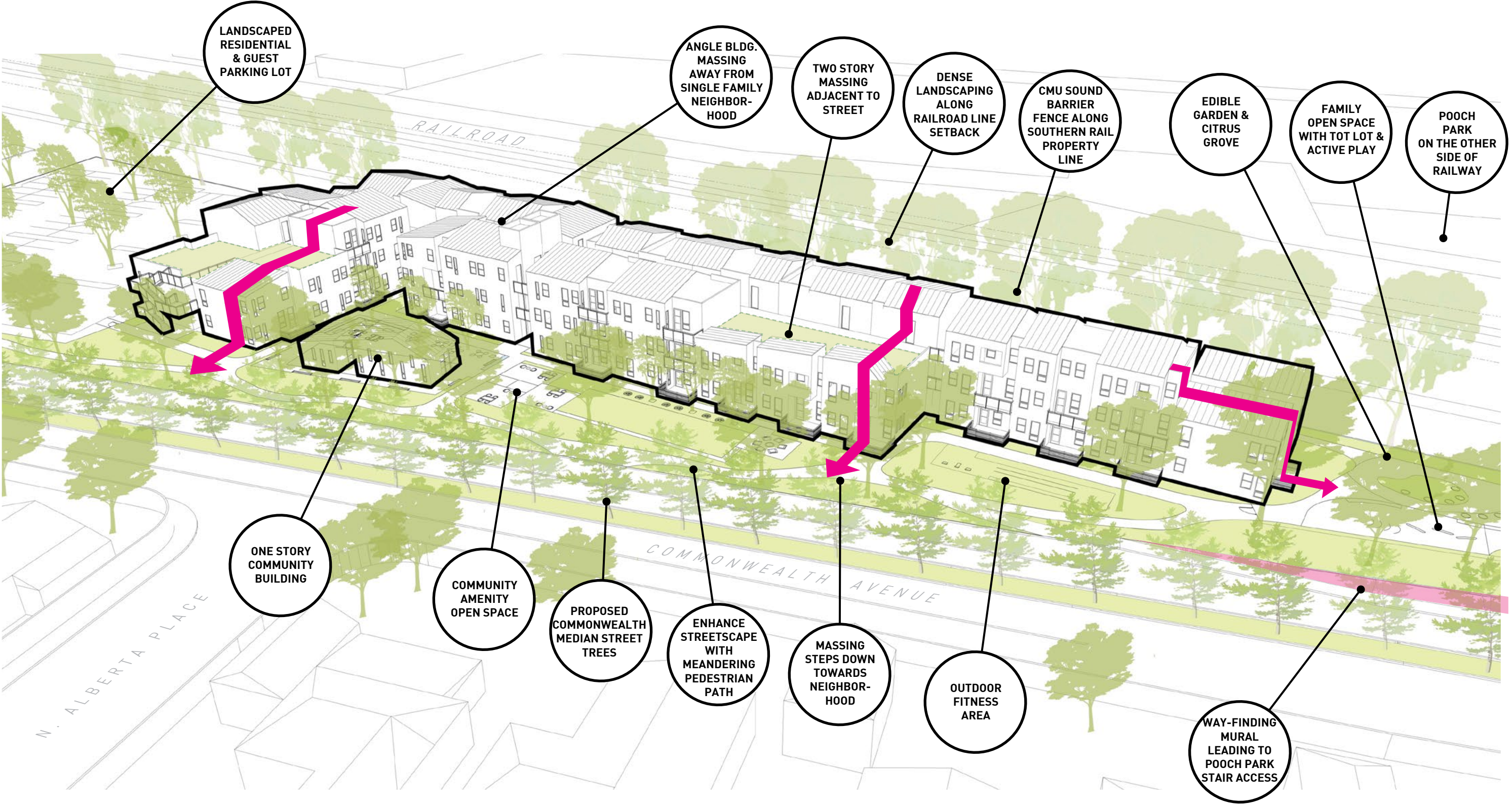
CONCEPTUAL IMAGERY *Inspirational Architectural & Landscape Imagery*



ARCHITECTURAL CHARACTER

ENHANCED PEDESTRIAN TUNNEL

MASSING Conceptual Massing Diagram



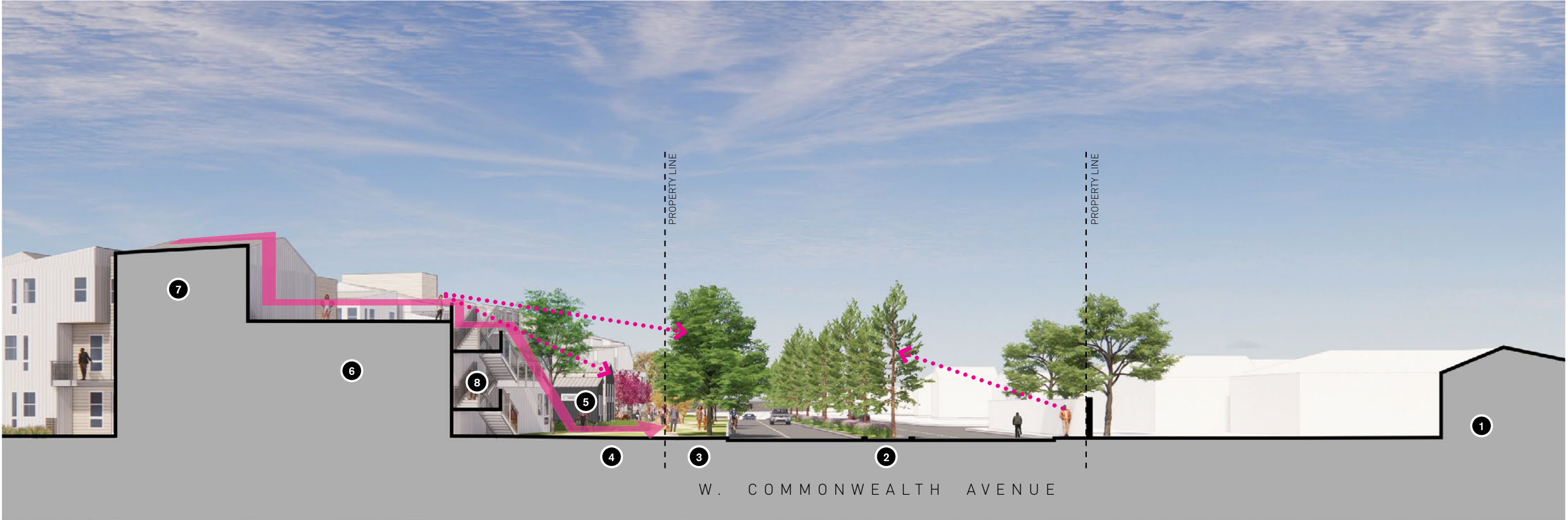


CONCEPTUAL PERSPECTIVE View looking East along Lush Meandering Pedestrian Walk towards Community Outdoor Lawn





CONCEPTUAL PERSPECTIVE Site Section looking West along Commonwealth Avenue



Keynotes

- 1. Existing 1-story Single-Family north of Commonwealth Avenue
- 2. Proposed Enhanced Street Median Tree Buffer
- 3. Lush Meandering Pedestrian Walk
- 4. Building Massing steps down towards Commonwealth Avenue and neighborhood
- 5. 1-story Community Space
- 6. 2-story Residential Building
- 7. 3-Story Residential Building
- 8. Open Exit Stair

Legend

- Arrow indicates stepped Building Massing
- View range



PROGRAM Summary

PROGRAM SUMMARY			
PROJECT DESCRIPTION			
SITE INFORMATION		APN	ADDRESS
		030-290-22	1600 W. Commonwealth Avenue
			98,166 sf
		98,166 sf	
		2.25 acres	
		ALLOWED / REQUIRED	PROPOSED
CONSTRUCTION TYPE			Type V
STORIES ABOVE GRADE		3 stories	3 stories
HEIGHT	R-3 Limited Density Multiple Family Residential	Unlimited	40'-0" max. (12'-0" floor to floor)
		30'-0 max. within 100'-0" of R1 property	
BUILDING SETBACKS	W. Commonwealth Avenue		
	Street Dedication	10'-0" Dedication	
	Front Setback	15'-0"	15'-0" - 19'-0"+ Building Setbacks refer to site plan 5'-0" Parking Setback
	Window to PL (2-story)	12'-0" Living Room 9'-0" Bedroom / Kitchen	
	Window to PL (3-story)	19'-0" Living Room 14'-6" Bedroom / Kitchen	
	SIDE		
	Interior Side PL	10'-0"	10'-0"+ Building Setback 5'-0" Parking Setback
	REAR - South Property line adj. to Railroad		
		0'-0"	10'-0" - 19'-0" Building Setback 0'-0" Parking Setback
FLOOR AREA RATIO (FAR)		N/A	0.76 :1
BUILDING AREA		N/A	74,320 sf
DENSITY	R-3 Limited Density Multiple Family Residential	1,600 sf lot area per unit	62 units
		62 units	
LOT COVERAGE	R-3 Limited Density Multiple Family Residential	60% lot area	28,031 sf
		58,900 sf	

BUILDING AREA SUMMARY	
LEVEL 1	
RESIDENTIAL UNITS	23,030 sf
COMMUNITY SPACE	600 sf
LAUNDRY ROOM	300 sf
VERTICAL CIRCULATION, CORRIDORS & UTILITY SPACE	4,035 sf
LEVEL 2	
RESIDENTIAL UNITS	23,030 sf
VERTICAL CIRCULATION, CORRIDORS & UTILITY SPACE	4,035 sf
LEVEL 3	
RESIDENTIAL UNITS	16,190 sf
VERTICAL CIRCULATION, CORRIDORS & UTILITY SPACE	3,100 sf
TOTAL BUILDING AREA	
74,320 sf	

UNIT SUMMARY				
UNIT TYPE	DESCRIPTION	QNTY	UNIT AREA	SUBTOTAL
B1	1 BEDROOM + 1 BATH	29 units	720 sf	20,880 sf
C1	2 BEDROOM + 1 BATH	16 units	1,080 sf	17,280 sf
D1	3 BEDROOM + 2 BATH	16 units	1,440 sf	23,040 sf
M1	MANAGER	1 units	1,080 sf	1,080 sf
TOTALS		62 units		62,280 sf

OPEN SPACE			
REQUIRED			
COMMON OPEN SPACE			
	0-1 bedrooms	29 units	x 400 sf per unit = 11,600 sf
	2 bedrooms	17 units	x 600 sf per unit = 10,200 sf
	3 bedrooms	16 units	x 800 sf per unit = 12,800 sf
TOTAL REQUIRED COMMON OPEN SPACE			34,600 sf
PRIVATE OPEN SPACE			
	LEVELS 1-3	62 units	100 sf per unit = 6,200 sf
TOTAL REQUIRED PRIVATE OPEN SPACE			6,200 sf
TOTAL REQUIRED OPEN SPACE			40,800 sf
Affordable Housing Incentive #1 - Open Space Reduction			
		15% reduction	6,120 sf
TOTAL REQUIRED OPEN SPACE			34,680 sf
PROPOSED			
COMMON OPEN SPACE			
	LEVEL 1	Common Outdoor Space	30,510 sf
		Community Room	600 sf
	LEVEL 3	Outdoor roof deck	4,000 sf
TOTAL PROPOSED COMMON OPEN SPACE			35,110 sf
PRIVATE OPEN SPACE			
	LEVELS 1 - 3	25 units	x 72 sf (12' x 6' deck or balcony) = 1,800 sf
TOTAL PROPOSED PRIVATE OPEN SPACE			1,800 sf
TOTAL PROPOSED OPEN SPACE			36,910 sf
PARKING SUMMARY			
REQUIRED			
FULLERTON MUNICIPAL CODE (R-3) - RESIDENTIAL UNIT PARKING			
	0-1 bedrooms	29 units	x 1.50 spaces per unit = 44 spaces
	2 bedrooms	17 units	x 1.75 spaces per unit = 30 spaces
	3 bedrooms	16 units	x 2.00 spaces per unit = 32 spaces
TOTAL FULLERTON RESIDENTIAL UNIT PARKING REQUIRED			105 spaces
FULLERTON MUNICIPAL CODE (R-3) - RESIDENTIAL GUEST PARKING			
	0-1 bedrooms	29 units	x 0.50 spaces per unit = 15 spaces
	2 bedrooms	17 units	x 0.75 spaces per unit = 13 spaces
	3 bedrooms	16 units	x 1.00 spaces per unit = 16 spaces
TOTAL FULLERTON RESIDENTIAL GUEST PARKING REQUIRED			43 spaces
TOTAL FULLERTON PARKING REQUIRED			149 spaces
AFFORDABLE HOUSING PARKING REQUIREMENTS			
	0-1 bedrooms	29 units	x 1.00 spaces per unit = 29 spaces
	2 bedrooms	17 units	x 2.00 spaces per unit = 34 spaces
	3 bedrooms	16 units	x 2.00 spaces per unit = 32 spaces
TOTAL AFFORDABLE HOUSING PARKING REQUIRED			95 spaces
PROPOSED			
	9'-0" x 19'-0"	Standard spaces	66% 67 spaces
	9'-0" x 19'-0"	Tandem spaces	22% 22 spaces
	9'-0" x 19'-0"	Accessible Spaces	6% 6 spaces
	8'-0" x 16'-0"	Compact Spaces	7% 7 spaces
TOTALPARKING PROPOSED			102 spaces
TOTAL PARKING FOR RESIDENTIAL UNITS			95 spaces
TOTAL PARKING FOR GUEST & RESIDENT SERVICES			7 spaces

TEAM MEMBERS

TEAM MEMBERS

DEVELOPER / ADMINISTRATIVE GENERAL PARTNER: META HOUSING CORPORATION

11150 West Olympic Boulevard, Suite 620 | Los Angeles, CA 90064
(310) 575-3543 | www.metahousing.com

Name	Title	Role
Kasey Burke	President	Oversight
George Russo	Executive Vice President/CFO	Oversight
Chris Maffris	Executive Vice President	Oversight
Loren Messeri	Director of Development	Project Management
Michelle Ito	Project Manager	Project Management
Armin Behroozi	Assistant Project Manager	Project Management

ARCHITECT/LANDSCAPE ARCHITECT: STUDIO ONE ELEVEN

700 S. Flower Street, Suite 520 | Los Angeles, CA 90017
(323) 886-5001 | www.studio-111.com

Name	Title	Role
Michael Bohn, AIA	Principal-in-Charge	Project Design
Kirk Keller	Assoc. Princ./Landscape Design Dir.	Landscape Design
Erika Stubstad	Design Director	Project Design
Matthew Wister	Project Manager	Project Design

SUSTAINABILITY DESIGN: RJC GROUP

19072 Kassy Drive | North Tustin, CA 92705
(714) 745-4102 | rcardoza@rjcgroupinc.com

Name	Title	Role
Richard J. Cardoza	Principal	Sustainability

ENTITLEMENTS CONSULTANT: ARETE GROUP

801 E. Chapman Avenue, Suite 233
Fullerton, CA 92831

Name	Title	Role
Larry Lazar	Partner	Entitlements
Andrew Brown	Partner	Entitlements

PROPERTY MANAGER: WSH MANAGEMENT, INC.

18881 Von Karman Ave, Suite 720 | Irvine, CA 92612
(949) 748-8200 | www.wshmgmt.com

Name	Title	Role
Anthony Sandoval	President/CEO	Oversight
Kim Pollack	Vice President	Oversight
Jennifer Jones	Vice President	Oversight
Cruz Guardado	Head of Compliance	Compliance

**SERVICE PROVIDER/ NON-PROFIT MANAGING GENERAL PARTNER:
WESTERN COMMUNITY HOUSING**

151 Kalmus Drive, Suite J-5 | Costa Mesa, CA 92626
(714) 597-8300 | www.wchousing.org

Name	Title	Role
Graham Espley-Jones	President	Oversight
Sandy Gibbons	Executive Vice President/CFO	Oversight
Leanne Truofreh	Vice President/ Treasurer	Oversight
Scott Gayner	Director of Development	Project Management
Diane Russell	Director of Resident Services	Resident Services
Barbie Defeo	Compliance Manager	Compliance



INTERIOR COURTYARD OF
SYLMAR COURT BY META

DEVELOPER: META HOUSING

OVERVIEW

Meta is a mission-driven developer of affordable and workforce housing that aims to enrich the lives of residents and enhance the larger community. Meta's projects are distinguished for their award-winning design, long-term financial stability and customized on-site programs and services that promote well-being, continual learning, resilience and a sense of community among residents. Through our communities, we strive to deliver pride and satisfaction to our residents, the Cities we serve and the partners with whom we work.

Since 1993, our team has developed more than 80 communities and 7,000 residential units across California, with total development costs exceeding \$2.3 billion. As of December 31, 2020, Meta's operating property portfolio comprises 65 properties totaling 5,298 units, with an average occupancy of 99% and a weighted average debt service coverage ratio of 1.52x. An additional 19 properties (2,016 units) are under construction or lease-up. In Orange County specifically, our portfolio comprises 11

properties totaling 1,169 units.

We attribute our portfolio's success to a strong in-house asset management team that coordinates with property management and local officials before and throughout property operations. To design even more successful communities moving forward, our development team collaborates with asset management over past experiences and practical recommendations.

DIRECTORS AND OFFICERS

- **John M. Huskey**, CEO, 100% ownership & directorship
- **George Russo**, Chief Financial Officer
- **Kasey Burke**, President
- **Chris Maffris**, Executive Vice President
- **Aaron Mandel**, Executive Vice President
- **Stephanie Berger**, Vice President
- **Loren Messeri**, Director of Development
- **Taylor Rasmussen**, Director of Development



META HOUSING: KEY PEOPLE



John M. Huskey, CEO, pioneered cooperative development among non-profit and for-profit enterprises. Mr. Huskey has been active in financing, development, construction and management of affordable apartment communities since 1969. Mr. Huskey currently serves on the City of Los Angeles Mixed Income Housing Policy committee under Mayor Eric Garcetti. In 1996, Mr. Huskey was honored by the Building Industry Association Senior Housing Council as its SAGE award winner for outstanding contributions to senior housing. He served two terms on the Loan and Grant Committee for the State of California Department of Housing and Community Develop-

ment. He was an appointee of Mayor James Hahn to the \$100 Million Housing Trust Fund Advisory Committee.

Previously, Mr. Huskey was President and CEO of Calmark Properties Inc., a nationally recognized builder/developer/operator of residential and commercial properties and a leading producer of affordable non-federally subsidized rental housing for seniors. Mr. Huskey helped create the independent senior housing category with the acclaimed Heritage Park program of affordable apartment communities for active, seniors. More than 6,000 units were built throughout the western U.S. taking Calmark Properties from start-up enterprise to market leader in less than five years.

Mr. Huskey attended the University of Notre Dame and Sophia University in Tokyo.

George Russo, Senior Vice President and Chief Financial Officer, joined Meta in 2003. His responsibilities include all aspects of financial, tax and asset management reporting for Meta and its family of affiliated partnerships, limited liability companies and corporations. Mr. Russo also oversees relationships



with lenders and other financial partners and stakeholders.

Mr. Russo has 24 years of experience in real estate finance, accounting, and taxation. Prior to joining Meta, Mr. Russo was controller at three separate organizations, Storage World, L.P., Kaufman & Broad Multi-Housing Group, and Public Storage Inc.

Mr. Russo earned a B.S. degree in Business Administration and Accounting from California State University, Los Angeles and holds an NASD Series 28 Registration.

Kasey M. Burke, President, joined Meta in 2001. Mr. Burke manages all facets of Meta's Real Estate Development Company. He specializes in securing funds from federal, state and municipal sources and oversees all of Meta's Low Income Housing Tax Credit (LIHTC) and bond application processes.

Mr. Burke graduated from USC with an emphasis in Real Estate Finance. He is a licensed Real Estate Broker with the State of California.

Chris Maffris, Executive Vice President, focuses on urban center infill and revitalization projects and over-

sees the Firm's development team through all aspects of the development process including acquisition, entitlement, financing and construction.

Since joining Meta in 2003, Mr. Maffris has supervised the completion of more than 74,000 apartment units and 40,000 square feet of commercial space, all while emphasizing a socially responsible approach to community development. He has spoken at numerous industry forums, including CA Association of Local Housing Finance Agencies, Novogradac, SCANPH, ULI and CA Redevelopment Association conferences.

Mr. Maffris received a degree in Economics with a Specialization in Computer Science from UCLA.

Loren Messeri, Director of Development, joined Meta in 2017 and has managed the development of over 1,100 units. Ms. Messeri has over seven years of development experience. She specializes in securing funds from public and private partners, overseeing design and construction activities, and closing transactions with complex financing structures. Ms. Messeri earned her Bachelor's Degree from New York University and her Master's Degree from the University of Southern California.

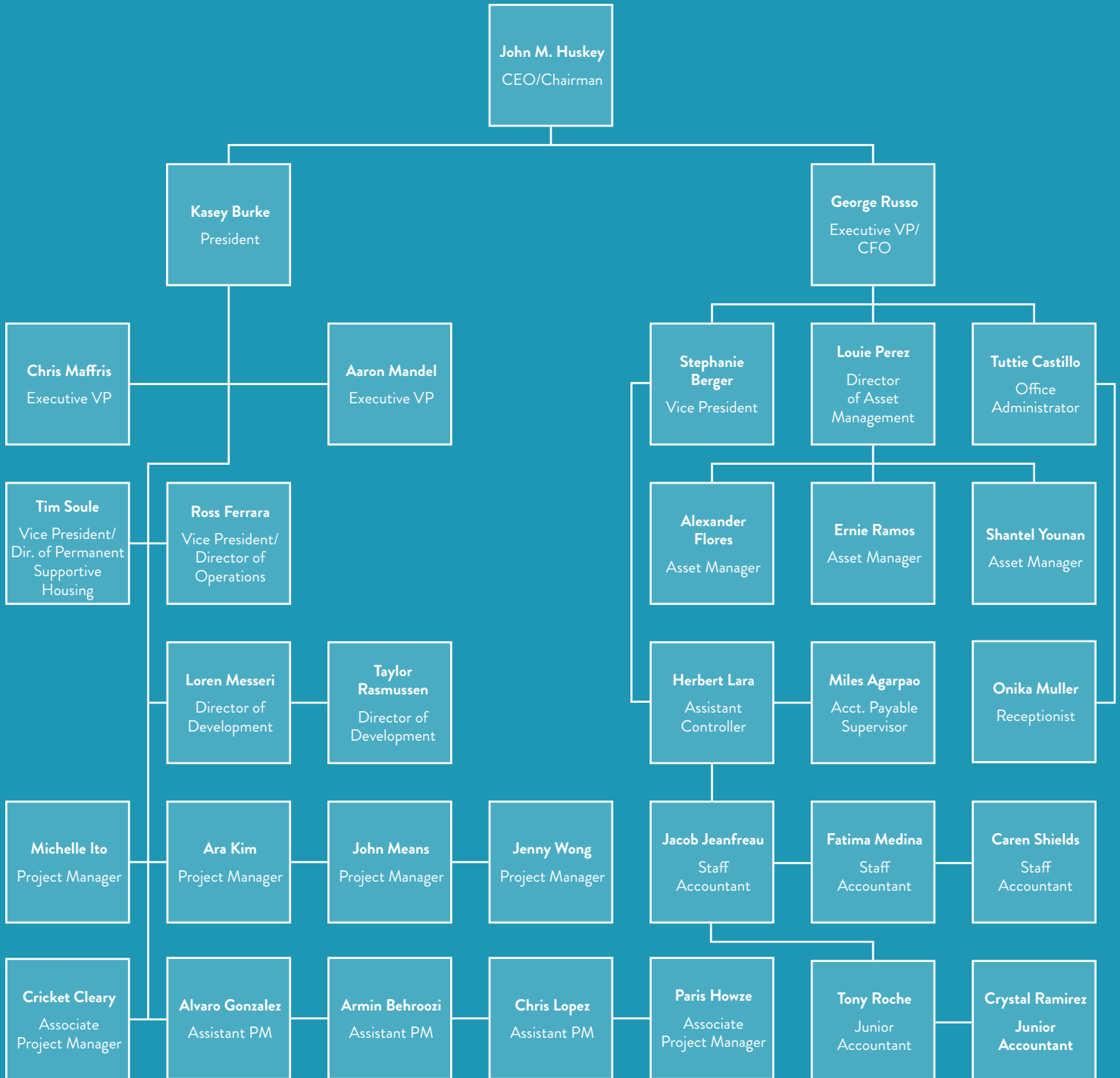


COURTYARD OF
CARSON ARTS COLONY
BY META HOUSING



ACE/121 GALLERY
BY META HOUSING

DEVELOPMENT TEAM CORPORATE STRUCTURE



META'S OPERATING AFFORDABLE PROPERTIES

Project	City	Population Served	Tax Cred	Construction	In Service	Units
Heritage Park Senior Apartments	Duarte	Senior	4%	Acq/Rehab	1997	119
Rosewood Park Senior Apartments	Commerce	Senior	4%	Acq/Rehab	1999	94
Park Plaza Senior Apartments	North Hollywood	Senior	9%	New	2001	203
Sterling Court	Anaheim	Senior	9%	New	2003	34
Dorado Senior Apartments	Buena Park	Senior	9%	New	2006	150
The Grove Senior Apartments	Garden Grove	Senior	9%	New	2007	85
The Piedmont	North Hollywood	Senior	4%	New	2003	198
The Jasmine at Founder's Village	Fountain Valley	Senior	9%	New	2004	156
Burbank Senior Artists Colony	Burbank	Senior	4%	New	2005	141
Cortina d'Arroyo Grande Senior Apts	Arroyo Grande	Senior	9%	New	2006	108
Yorba Linda Palms Apartments	Yorba Linda	Family	9%	New	2006	44
Emerald Terrace Apartments	Los Angeles	Family	9%	New	2007	85
Pico Gramercy Apartments	Los Angeles	Family	4%	New	2007	71
Coronita Family Apartments	Los Angeles	Family	9%	New	2008	21
Union Point Family Apartments	Los Angeles	Family	9%	New	2008	21
El Dorado Family Apartments	Sylmar	Family	9%	New	2008	60
Sichel Family Apartments	Los Angeles	Family	9%	New	2008	37
Clinton Family Apartments	Los Angeles	Family	9%	New	2009	36
Cantabria Senior Apartments	Panorama City	Senior	9%	New	2009	81
Asturias Senior Apartments	Panorama City	Senior	9%	New	2010	69
Adams & Central Apartments	Los Angeles	Family	4%	New	2010	80
Andalucia Senior Apartments	Van Nuys	Senior	9%	New	2010	94
Long Beach & Burnett Apartments	Long Beach	Family	9%	New	2010	46
The Magnolia at Highland	San Bernardino	Senior	9%	New	2012	80
Vermont Family Apartments	Los Angeles	Family	9%	New	2012	49
Buckingham Senior Apartments	Los Angeles	Senior	4%	New	2012	70
Coventry Court Senior Apartments	Tustin	Senior	4%	New	2012	240
Sherman Village Apartments	Reseda	Family	9%	New	2012	73
Long Beach Regal The Annex	Long Beach	Senior	9%	New	2012	39
NoHo Senior Artists Colony	North Hollywood	Senior	4%	New	2013	126
Figueroa Senior Apartments	Los Angeles	Senior	4%	New	2013	35
Metro @ Hollywood	Los Angeles	Senior	4%	New	2013	120
Metro @ Chinatown	Los Angeles	Senior	4%	New	2013	123

Project	City	Population	Finance	Construction	In Service	Units
Long Beach Senior Artists Colony	Long Beach	Senior	4%	New	2013	161
La Coruna Senior Apartments	Van Nuys	Senior	4%	New	2013	87
The Grove at Sunset Court	Brentwood	Family	9%	New	2013	54
Tavarua Senior Apartments	Carlsbad	Senior	9%	New	2013	50
Tobias Terrace Apartments	Panorama City	Family	9%	New	2013	56
Cotton's Point Senior Apartments	San Clemente	Senior	4%	New	2014	76
Oakland 34	Oakland	Senior	9%	New	2015	33
Magnolia at 9th Senior Apartments	San Bernardino	Senior	9%	Acq/Rehab	2015	119
Metro @ Compton	Compton	Senior	9%	New	2015	75
Arroyo at Baker Ranch	Lake Forest	Family	4%	New	2015	189
PacArts	San Pedro	Family	9%	New	2015	49
Vernon Village Park	Vernon	Family	9%	New	2015	45
Long Beach & 21st Apartments	Long Beach	Senior	9%	New	2015	41
Cabrillo Family Apartments	Torrance	Family	9%	New	2016	44
Winnetka Senior Apartments	Winnetka	Special Needs	4%	New	2016	95
ACE/121	Glendale	Family	9%	New	2016	70
Tiki Apartments	Huntington Park	Sp. N/Homeless	9%	Acq/Re. & New	2016	36
Washington 722 TOD Apartments	Los Angeles	Family	9%	New	2016	55
5400 Hollywood Family Apartments	Los Angeles	Family	9%	New	2017	40
Zinnia Apartments	Signal Hill	Family	9%	New	2017	72
Downtown Hayward Senior Apts	Hayward	Special Needs/Seniors	4%	New	2017	60
Sylmar Court	Sylmar	Family	4%	New	2018	101
Civic Center 14 TOD Apartments	Oakland	Family	9%	New	2018	40
127th Street Apartments	Los Angeles	Special Needs	4%	New	2018	85
El Segundo Apartments	Los Angeles	Special Needs	4%	New	2018	75
The Cannery	Gilroy	Family	4%	New	2019	104
Loma Linda Veterans Village	Loma Linda	Sp. N/ Homeless	9%	New	2019	87
Courson Arts Colony East	Palmdale	Family	9%	New	2019	81
Metro @ Western	Los Angeles	Sp. N/ Homeless	9%	New	2020	33
Courson Arts Colony West	Palmdale	Family	4%	New	2020	80
Whittier & Downey SE	Los Angeles	Family	9%	New	2020	71
Carson Arts Colony	Carson	Family	9%	New	2020	46
Total						5,298

META'S AFFORDABLE PROPERTIES UNDER CONSTRUCTION AND IN LEASE-UP

Project	City	Population Served	Tax Cred	Constr.	In Service	Units
Santa Ana Arts	Santa Ana	Family	9%	New/Adap. Reuse	2020	58
Buckingham II	Los Angeles	Sp. Needs/Homeless Seniors	9%	New	2020	103
Roseville	Roseville	Family	9%	New	2020	21
Arminta	Los Angeles	Family	9%	New	Under Constr.	110
Baypoint	Baypoint	Family	4%	New	Under Constr.	193
Main Street	Roseville	Family	4%	New	Under Constr.	44
Arboleda/La Puente	La Puente	Senior	9%	New	Under Constr.	74
Whittier & Downey NW	Los Angeles	Special Needs	4%	New	Under Constr.	42
Westminster	Westminster	Family	9%	New	Under Constr.	65
Vermont 433	Los Angeles	Sp. Needs/Homeless Seniors	9%	New	Under Constr.	72
Lamp Lodge	Los Angeles	Sp. Needs/Homeless	9%	New	Under Constr.	82
Mission Gateway	Los Angeles	Family	4%	New	Under Constr.	356
Hayward Mission	Hayward	Family	4%	New	Under Constr.	140
Beacon Villa	Pittsburg	Family	4%	New	Under Constr.	54
Juniper Grove Apartments	Palmdale	Special Needs/Family	4%	New	Under Constr.	101
One Lake Family Apartments	Fairfield	Family	4%	New	Under Constr.	190
Silva Crossing	Los Angeles	Special Needs	4%	New	Under Constr.	56
Bell Creek Apartments	Los Angeles	Family	4%	New	Under Constr.	80
Otay Ranch Apartments	Chula Vista	Family	4%	New	Under Constr.	175
Subtotal						2,016



COTTON'S POINT SENIOR APARTMENTS
BY META HOUSING

Meta Housing Corporation
Balance Sheet
December 31, 2020
(Unaudited)

ASSETS

Cash and Equivalents	\$ 11,966,663
Land Deposits	430,000
Developer Fee Receivables	29,322,513
Due (To)/From Affiliates	(3,165,889)
Project Advances Receivable	16,110,801
Investments	8,244,960
Other Assets	172,440
Fixed Assets (net)	169,442
Total Assets	<u>\$ 63,250,929</u>

LIABILITIES & EQUITY

Liabilities

Accounts Payable	\$ 97,000
Note Payable - Other (PPP Loan)	605,617
Deferred Income	3,645,395
Total Liabilities	<u>4,348,012</u>

Shareholder's Equity

Common Stock	50,000
Paid in Capital	1,717,612
Retained Earnings	57,135,305
Total Shareholder's Equity	<u>58,902,917</u>

Total Liabilities and Shareholders Equity	<u>\$ 63,250,929</u>
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Meta Housing Corporation
Statement of Operations
For The Period Ended December 31, 2020
(Unaudited)

REVENUES

Consulting/Developer Fees	\$ 19,823,238
Interest	1,171,839
Other	25,000
Total Revenues	21,020,077

EXPENSES

Payroll/Taxes/Employee Benefits	9,577,612
General and Administrative	1,010,508
Consulting Fees	155,098
Professional Fees	110,583
Interest	140,415
Contributions	33,300
Depreciation & Amortization	44,600
Total Expenses	11,072,116

NET INCOME FROM OPERATIONS **\$ 9,947,961**

Partnership Income (Loss K-1) **-**

NET INCOME **\$ 9,947,961**

META'S REFERENCES

CONVENTIONAL LENDING: CONSTRUCTION

BANK OF AMERICA

Sindy Spivak
Senior Vice President
333 South Hope Street
11th Floor
Los Angeles, CA 90071
(213) 621-4816
sindy.spivak@bankofamerica.com

JP MORGAN CHASE BANK

Alice Carr
Senior Vice President -
Western Regional Manager
300 S. Grand, 4th Floor
Los Angeles, CA 90071
(213) 621-8396
alice.carr@chase.com

WELLS FARGO BANK

John Epstein
National Manager
Community Lending & Investment
707 Wilshire Blvd Suite 1800
Los Angeles, CA 90017
(503) 886-2587
jepstein@wellsfargo.com

CONVENTIONAL LENDING: PERMANENT

CA COMMUNITY REINVEST. CORP.

Mary Kaiser
President
225 W. Broadway, Suite 120
Glendale, CA 91204
(818) 550-9801
mary.kaiser@e-ccrc.org

CITI COMMUNITY CAPITAL

Sonia Rahm
Director
444 S. Flower Street, 29th Floor
Los Angeles, CA 90071
(213) 239-1726
sonia.m.rahm@citi.com

JP MORGAN CHASE BANK

Alice Carr, Senior Vice President -
Western Regional Manager
300 S. Grand, 4th Floor
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213) 621-8396
alice.carr@chase.com

FINANCIAL: LOW INCOME HOUSING TAX CREDIT

WELLS FARGO/WACHOVIA

Timothy J. McCann, Senior Vice President
45 Fremont Street, 9th Floor
MAC# A0194-090
San Francisco, CA 94105
(415) 975-6334
tim.mccann@wellsfargo.com

RED STONE EQUITY PARTNERS

Don Snyder
Senior Vice President
200 Public Square, Suite 1550
Cleveland, OH 44114
(216) 820-4754
don.snyder@redstoneequity.com

BANK OF AMERICA

Joseph Siu
Senior Vice President
Bank of America Merrill Lynch
Bank of America, N.A
(949) 794-7181
Joseph.Siu@baml.com

FINANCIAL: JOINT DEVELOPMENT PARTNERS

CENTURY HOUSING

Brian D'Andrea
Senior Vice President, Housing
1000 Corporate Pointe
Culver City, CA 90230
(310) 642-2059
bdandrea@centuryhousing.org

WESTERN COMMUNITY HOUSING, INC.

Graham P. Espley-Jones
President
151 Kalmus Drive, Suite J-5
Costa Mesa, CA 92626
(714) 549-4100
graham@wchousing.org

FINANCIAL AND REGULATORY: CITY OR COUNTY

CITY OF PALMDALE NEIGHBORHOOD SERVICES

Mike Miller
Director
38250 Sierra Highway, Second Floor
Palmdale, CA 93550
(661) 267-5126
mmiller@cityofpalmdale.org

LOS ANGELES COUNTY DEVELOPMENT AUTHORITY

Lynn Katano
Director, Housing Investment and
Finance
700 West Main Street
Alhambra, CA 91801
(626) 262-4511
lynn.katano@lacda.org

LA HOUSING + COMMUNITY INVESTMENT DEPARTMENT

Tim Elliott
Mgr. of Multi-Family Housing Finance
1200 West 7th Street, 8th Floor Los
Angeles, CA 90017
(213) 808-8596
timothy.elliott@lacity.org

CITY OR COUNTY

CITY OF BURBANK

Ruth Davidson-Guerra
Assistant Community Redevelopment
Director 3101 S. Grand Ave.
Los Angeles, CA 90007
(818) 238-5180
rdavidson@ci.burbank.ca.us

COMMUNITY PARTNERS

CENTRAL AVE HISTORICAL BID

Vivian Bowers
President
2509 S Central Ave.
Los Angeles CA 90011
(213) 749-3237

SAN PEDRO WATERFRONT ARTS DISTRICT

Linda Grimes
Managing Director
390 W. 7th Street
San Pedro, CA 90731
(310) 832-7272

SERVICE PROVIDERS

ENGAGE, INC.

Tim Carpenter
Executive Director
240 E. Verdugo Avenue
Burbank, CA 91502
(818) 563-9750
tim@engagedaging.org

OPCC / LAMP COMMUNITY

Julie DeRose, LMFT
Director of Permanent Housing Services
1751 Cloverfield Blvd
Santa Monica, CA 90404
(310) 883-1222 x220
JulieD@lampcommunity.org

LIFESTEPS SOCIAL SERVICES

Craig A. Gillett, JD, MFT
President
4041 Bridge Street
Fair Oak, CA 95628
(916) 965-0110
craig@lifestepsusa.org

GENERAL CONTRACTORS

WESTPORT CONSTRUCTION

Jay Eastman
Executive Vice President
125 W Maple Ave.
Monrovia, CA 91016
(626) 447-2448
jeastman@westport-inc.com

RAAM CONSTRUCTION, INC.

Richard Lara
President / CEO
140 S. Lake Avenue, Suite 217
Pasadena, A 91101
(626) 219-6580
rlara@raamconstruction.com

KPRS CONSTRUCTION

Lev Rabinovich
Founding Partner
2850 Saturn Street
Brea, CA 92821
(714) 672-0800
levr@kprsinc.com



THE STREETS BY STUDIO ONE ELEVEN
LONG BEACH, CALIFORNIA
350,000 SF MIXED-USE

ARCHITECT/LANDSCAPE ARCHITECT: studioneleven

FIRM OVERVIEW

Studio One Eleven is passionate about using design to create better outcomes for the communities they serve. They believe that architects and planners play a crucial role in the making of cities and that we have a responsibility to craft our built environment in ways that support our current and future collective well-being.

Studio One Eleven finds ways to make cities more environmentally responsible, resilient, prosperous and joyful while addressing livability and equity for all residents. Their work strives to go beyond a project brief and seeks to improve the social, environmental and economic realms it affects. They are committed to meeting our clients' goals while working to define success in a broader framework, addressing what this means not just for our clients, but also the community and its stakeholders.

Studio One Eleven's methodology is rooted in the integration of architecture, landscape and urban design. By combining these practices, every project begins with a multidisciplinary approach that assures they select projects that best fit a community's needs. Extensive research, analysis and writing, coupled with community input throughout the design process, ensures a deeper contextual understanding—enabling them to facilitate partnerships that leverage unique opportunities with key community stakeholders. Through engaging with community partners or proposing interventions and sourcing funding, they proactively initiate projects—a hallmark of their approach. They also recognize that shaping the urban context is complex, multi-disciplinary work and team with the most progressive experts to balance the economic, environmental and social needs of city repair and revitalization.

Finally, Studio One Eleven's approach includes systematically measuring and monitoring the effect of their projects once they are complete, leading to better understanding of project outcomes, and how they serve the needs of clients and the greater community.



STUDIO ONE ELEVEN: KEY PEOPLE



MICHAEL BOHN, AIA
Senior Principal

Michael Bohn manages the Studio's architectural, landscape and urban design functions. Mr. Bohn also leads S111's housing practice with an emphasis on transit-oriented developments, affordable housing, and mixed-use projects. He is a licensed architect and urban designer with over 30 years' experience.

Mr. Bohn has designed several award-winning market rate and affordable housing developments. His expertise includes both ground-up and adaptive reuse projects for veterans, permanent supportive housing as well as artist focused, student and senior communities. He has been responsible for the completion of almost 2,000 units with another 2,000 under construction or in the planning stages.

His landscape experience includes park design for playgrounds, urban farms; various tree planting efforts for the Long Beach Unified School District; and the design of complete streets that incorporate bike facilities, medians, parklets and pedestrian bulb-outs.

Mr. Bohn holds a Bachelor of Architecture degree from Cal Poly State University at San Luis Obispo, and is affiliated with the ULI, CNU, AIA, Long Beach Heritage, and the Southern California Association of Non-Profit Housing.

Education

- Bachelor of Architecture, Cum Laude, Cal Poly State University, San Luis Obispo, CA
- Ecole d'Art Americain, Fontainebleau, France
- State Archaeological Camp with the Smithsonian and British Institutes, India

Affiliations

ULI, CNU, AIA, Long Beach Heritage, Southern California Association of Non-Profit Housing





KIRK KELLER | ASLA, CLARB, LEED® AP
Associate Principal/Landscape Design Director

Kirk Keller focuses on sustainable landscape and urban development projects. He brings over 22 years of experience in the design, production and construction of small and large-scale public landscapes.

Mr. Keller provides a wealth of knowledge on best practices, innovative design and management of projects, from Urban Parklets in Long Beach to Adaptive Reuse developments in Los Angeles. He is

well-versed in organizing and leading project teams in the completion of a given project.

His recent work includes the Long Beach Airport Expansion, Paramount Boulevard Streetscape and

Urban Renovation, Sherman Way Streetscape Improvements, Glendale Arts and Entertainment District, Greenspace and building enhancements for the historic Oaks School in Los Angeles, Park Lane Urban Green in Reno, NV, the renovation of Harvey Milk Park and Equality Plaza in Long Beach and the Western & Gage Tot Lot in south Los Angeles. All projects are infused with pedestrian oriented and sustainable design strategies to the greatest extent possible.

Mr. Keller received a Bachelor of Science in Landscape Architecture from Cornell University. He has been a LEED Accredited Professional since 2007 and is a licensed landscape architect in California, Nevada and Texas.

Education

- Bachelor of Science, Landscape Architecture with Honors, Cornell University, Ithaca, NY
- Heriot-Watt University, Landscape Architecture III, Edinburgh, Scotland

Affiliations

American Society of Landscape Architects,
United States Green Building Council,
Council of Landscape Architects Registration Board



STUDIO ONE ELEVEN: KEY PERSONNEL [CONT.]



ERIKA STUBSTAD | LEED AP ND, ECODISTRICTS AP
Design Director

With 15 years of experience in architectural design, Erika Stubstad is highly adept at steering projects throughout the Los Angeles region from entitlement through construction and project completion. In addition, Erika has comprehensive knowledge of local and state codes requirements. Erika's open communication, task management, problem-solving skills makes her an outstanding team leader. Erika has expertise in various architectural typologies, including market-rate residential, affordable housing, mixed-use, transit-oriented development (TOD), adaptive reuse, retail, as well as, interior design. With a distinctive focus on detail, innovative approaches, and collaboration, Erika is efficient in meeting deadlines and delivering projects on time and within budget.

Education

- Bachelor of Architecture, University of Southern California, Los Angeles, CA

Awards

- SteelCraft, Garden Grove: APA OC 2020 Award of Merit for Urban Design
- Zinnia: 2018 Beautification Award, 2018 Honorable Mention SCANPH Design Awards
- Ace 121: 2018 NAHB Multifamily Pillars Award, 2018 SCDF Citation Award, 2017 Honorable Mention SCANPH Design Awards
- Willowbrook: 2017 Honorable Mention SCANPH Design Awards

Housing Experience

- Watts Works, Compton
- Oatsies Place, Ven Nuys
- McDaniels House, Koreatown
- Vanowen Apartments, North Hollywood
- Santa Ana Arts Colony, Santa Ana
- The ARTery, Long Beach
- Zinnia, Signal Hill, CA
- ACE 121, Glendale, CA
- Bell Arts Colony, Bell, CA



AWARDS

MICHAEL BOHN, AIA

- Santa Ana Arts Collective: SCANPH Award
- The Roost: 2019 AIA Long Beach/South Bay Merit Award
- ACE 121: 2018 NAHB Multifamily Pillars Award - Affordable Housing, 2018 SCDF Citation Award, 2018 Multi Housing News Excellence Awards in "Development & Design: Affordable," 2018 SCDF Design & Philanthropy Awards Winner
- Zinnia: 2018 Beautification Award, 2018 Honorable Mention SCANPH Design Awards
- Ace 121: 2017 Honorable Mention SCANPH Design Awards
- Willowbrook: 2017 Honorable Mention SCANPH Design Awards
- EcoHouse Children Today: 2016 LEED Gold, 2016 U.S. Green Building Council Sustainable Innovation Award
- The Crossings: 2015 Los Angeles Business Journal Architectural Design Award
- 1044 Maine: 2012 SAGE 55+ Housing Award
- 4th+Linden: 2012, Compass Blueprint Excellence Award, Visionary Planning for Sustainability; 2011, Westside Urban Forum Design Award, Mixed Use; 2011, CNU Charter Award; 2010, Long Beach Heritage Award; 2009, AIA Long Beach/South Bay Chapter Merit Award; 2009, SCDF Design Award
- Berlin Parklet: 2013, Gold Nugget Award of Merit, Best Commercial Project Under 10,000 sf
- Collage Apartments: 2013, Compass Blueprint Achievement Award, Sustainability
- Long Beach Senior Arts Colony: 2014, LABJ Commercial Real Estate Award, Multi-Family; 2014, NAHB Best of 50+ Housing Gold Award, Best 50+ Affordable Rental Community; 2013, SAGE Project of the Year; 2013, NAHB Pillars of Industry, Finalist, Best Affordable Multi-Family Community; 2013, AIA LB|SB Honor Award for Excellence in Design; 2013, MHN Gold Award, Best New Development: Seniors; 2013, MFE Project of the Year, Grand Award, Affordable; 2013, Gold Nugget Grand Award, Best Senior Housing Community; 2012, Best of 50+ Housing Awards, Gold Winner
- SteelCraft, Garden Grove: APA OC 2020 Award of Merit for Urban Design

KIRK KELLER | ASLA, CLARB, LEED® AP

- ACE 121: 2018 National Association of Homebuilders Multifamily Pillars Award, 2018 SCDF Citation Award
- ASLA LA Design Award 2018, The Roost, EcoHouse, Long Beach Parklet Program
- RDC-S111, Inc. Office: 2018 Architecture MasterPrize Honorable Mention, 2017 AIA Long Beach/South Bay Award; 2017 USGBC 1st Place in Health + Wellness; 2017 Architects Newspaper Design Award, Honorable Mention; 2017 SCDF Architecture Award; 2017 LEED Platinum; 2017 WELL Certified
- The Roost, Santa Ana, CA: 2019 AIA Long Beach/South Bay Merit Award, 2017 SCDF Architecture Award
- EcoHouse Children Today: 2016 LEED Gold; 2016 U.S. Green Building Council Sustainable Innovation
- Long Beach Parklet Program: 2014 SCDF Urban Design Award; 2015 International Downtown Association, Downtown Achievement Award for Open Space; 2015 Westside Urban Forum Design Award for Public/Open Space; 2015 AIA Long Beach/South Bay Design Award
- Lakewood YMCA: 2015, AIA Long Beach/South Bay Design Award
- Long Beach Display Garden: Qingdao International Horticultural Exposition 2014; Gold Award Outdoor Garden Competition
- Collage Long Beach, CA: 2013 Compass Blueprint Award, Achievement in Sustainability
- Long Beach Airport Concession: 2013 Gold Nugget Award of Merit, Best Commercial Project Under 10,000 sf; 2013 California Transportation Foundation Aviation Project of the Year; 2016 USA Today Voted Best Airport Dining

SUSTAINABILITY CONSULTANT: RJC GROUP

FIRM OVERVIEW

RJC Group assists clients in identifying green related design and construction business practices, as well as analyzing costs associated with various program requirements including LEED for Homes and Green-Point Rated Homes. RJC has worked with several affordable apartment developers on numerous new and rehabilitation construction projects providing services including energy modeling, energy efficiency field auditing, energy consumption analysis and

energy efficiency upgrade recommendations for both CTCAC (California Tax Credit Allocation Committee) and CDLAC (California Debt Limit Allocation Committee) projects throughout California. RJC provides consulting services throughout the development process, from initial application phase requirements, to project construction and rehabilitation, to the start of property operations.



METRO @ WESTERN
BY META HOUSING

RJC GROUP: KEY PEOPLE

RICHARD CARDOZA

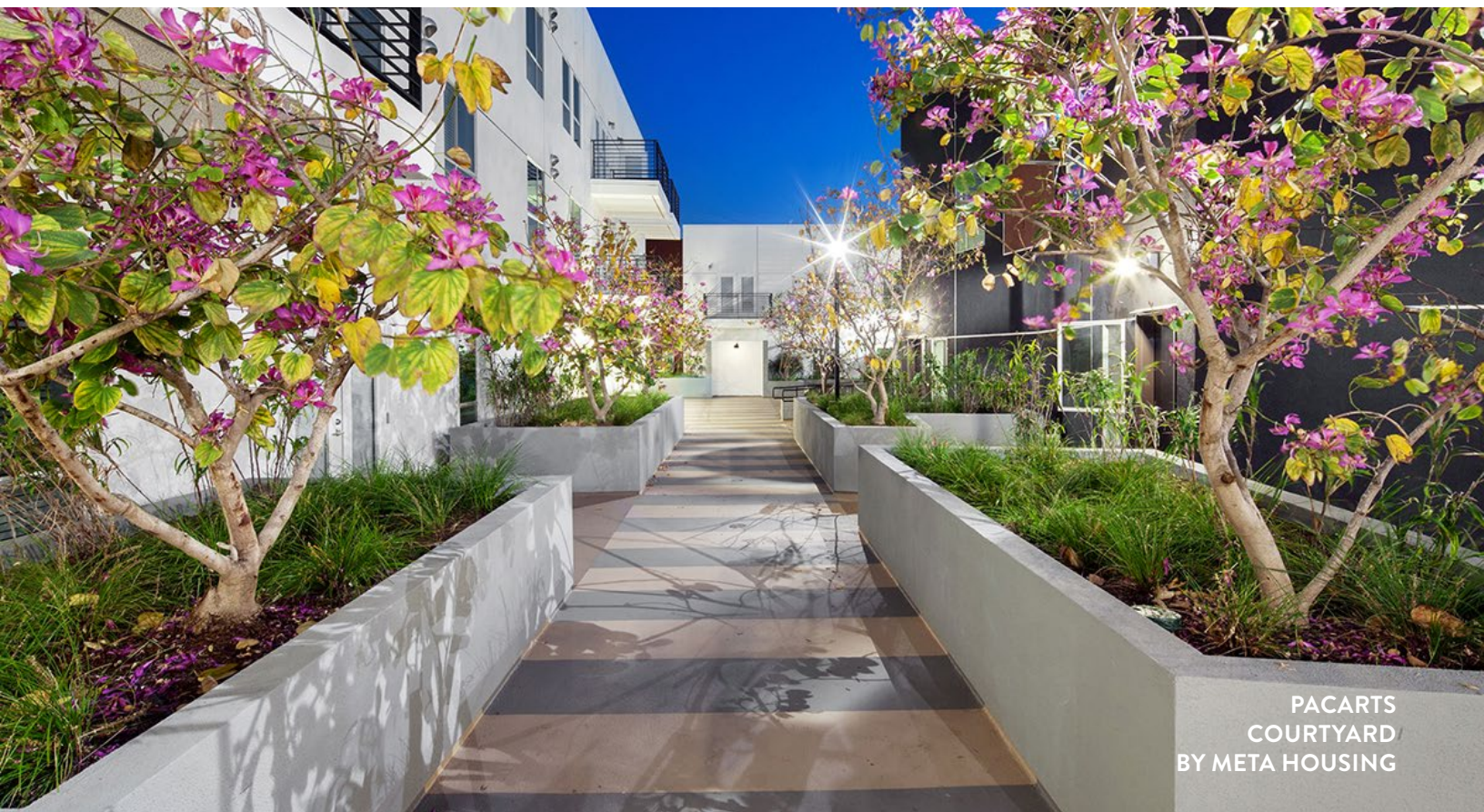
Principal

Richard Cardoza's career as an architect began 35 years ago, on a project in the City of Fullerton. Throughout the years, he's worked with various architecture firms in Orange County and with the homebuilder KB Home, before forming RJC Group in 2008 to focus on sustainability and accessibility consulting. He's worked on a range of projects, including low- to mid-rise, multifamily, market rate and affordable communities throughout the western United States. He has over 25 years of experience with tax credit communities.

Mr. Cardoza serves as a facilitator for the LEED for Homes and GreenPoint Rated Certification Program from initial registration through final certification, as well as asset management green building training. He

has overseen GreenPoint Rated, as well as LEED for Homes Gold and Platinum certification, on numerous projects throughout Los Angeles and Orange Counties. Additionally, he has collaborated with national builders on analyzing approaches to regional home energy efficiency, including solar integration feasibility.

Richard Cardoza is a licensed architect in California, Nevada, Colorado, Hawaii, and Arizona and is a member American Institute of Architects, as well as the National Council of Architectural Registration Board (NCARB). Additionally, he is a LEED for Homes Accredited Professional (LEED AP, Homes) and certified GreenPoint Rater. He received a Bachelor of Architecture degree from California Polytechnic State University, San Luis Obispo.



PACARTS
COURTYARD/
BY META HOUSING

ENTITLEMENTS: ARETE GROUP

FIRM OVERVIEW

Arete is a 20+ year partnership between Andrea Brown and Larry Lazar. It has a successful track record of approved projects, due to the culmination of outreach efforts with local residents, community leaders, city staff, planning commissioners, and city council members. With its focus on developing relationships with all stakeholders, it has successfully negotiated or entitled 33 projects, including five within the City of Fullerton.

KEY PEOPLE

LARRY LAZAR

Partner

Larry Lazar is a recognized leader in securing governmental approvals and entitlements at the local, state and federal levels. Mr. Lazar is responsible for the forward planning, entitlements, engineering and land development for projects throughout California. Mr. Lazar's background is as a city planner and private sector developer for over 40 years. Responsibilities have been in large, mixed-use projects throughout California and specializes in forward planning, entitlements, engineering and land development. Most notable has been his involvement in the re-use plan

and development of the 300-acre (former Hughes/ Raytheon facility) as the largest mixed-use, neotraditional community in California. Mr. Lazar holds a Bachelor's Degree in Political Science/Urban Planning and a Master's Degree in Public Administration/Urban Planning from California State University at Fullerton.

ANDREA BROWN

Partner

Andrea Brown is responsible for project coordination services between the developer, the development team, and local agencies to ensure timely review and processing of project plans. She also coordinates community outreach programs to minimize opposition and generate community support for clients' projects. In addition to managing long-term community involvement/consensus building programs, she manages a variety of special marketing programs, including coordinating political and community fundraising events, organizing groundbreaking ceremonies, drafting and producing project newsletters and designing advertising for local publications. Ms. Brown also provides coordination and marketing of all promotional events and oversees local office management. Ms. Brown's background in public affairs, entitlements and coordination of pre-construction development services spans over 20 years.

LOMA LINDA VETERANS' VILLAGE
BY META HOUSING



ARETE GROUP: SUCCESSFULLY ENTITLED/NEGOTIATED PROPERTIES

Project Name	Location	Property Status	Statistics
2700 Main Street	Santa Ana	Entitled	180 Room Hotel/5,500 Seat Concert Hall
Amerige Court	Fullerton	Secured	Secured developer selection through a City competition
Amerige Heights	Fullerton	Entitled	500,000 sf. – Retail & 475,000 sf. – Office, public & private schools, parks
Anaheim Buddhist Temple	Anaheim	Entitled	Expansion
Apple Valley Estates	Apple Valley	Entitled	42 Residences
Apple Valley Town Center	Apple Valley	Entitled	Mixed Use, Office, Retail, Institutional
Canyon Cove	Canyon Lake	Entitled	485 Residences
College Park	Chino	Entitled	100-acre college, Mixed-Use Center, 2,200 Residences
Fairview Creek Ranch & Resort	Apple Valley	Entitled	2,565 Residences
First Evangelical Free Christian Church	Fullerton	Entitled	Parking Structure, Classrooms and a Multi-Purpose Bldg
Golden Cove	Rancho Palos Verdes	Entitled	52 Residences
Hidden Creek	Orange	Entitled	28 Residences
Hsi Lai Temple	Hacienda Heights	Negotiated	Operating Permits, Code Violations
Impex Office & Distribution Center	Pomona	Entitled	Building Expansion
Los Coyotes Country Club	Buena Park	Entitled	125 Residences
Margarita Village	Montclair	Entitled	61 Residences
Matrix Oil Corporation	La Habra Heights	Approved	CUP Approval for Oil & Gas Production
The Oasis	Fontana	Entitled	244 Residences
The Oasis	Loma Linda	Entitled	414 Residences
Pacific Heights	Hacienda Heights	Entitled	50 Residences
Pacifica San Juan	San Juan Capistrano	Entitled	416 Residences
Planet Kids	Laguna Hills, Orange, Fountain Valley	Entitled	3 Centers
Providence Center	Fullerton	Entitled	Medical Office, Restaurant, Parking Structure
The Quarry and Riverbend Lofts	Petaluma	Entitled	314 Residences
Retail Task Force	Portland, Oregon	Negotiated	Protected Retail Development Interests
Santiago Creek Villas	Orange	Entitled	120 Residences & Sr. Housing
Shivam Casitas	Fullerton	Entitled	15 Residences
Skiways Estates	Arvin	Entitled	100 Residences
Southpark Planned Business Community	Fountain Valley	Entitled	3.7M Commercial
Sycamore Crossing	Orange	Entitled	240 Residences
The Source	Buena Park	Entitled	12.5 acres, 1000 du., 400,000 sf. Retail, 300 Room Hotel, 200,000 sf. Office bldg/
Torn & Glasser Manufacturing	Pomona	Entitled	Building Expansion
Vista de Loma	Hacienda Heights	Entitled	52 Residences
Westwind Apartment Community	Fontana	Entitled	248 Residences

PROPERTY MANAGEMENT:



FIRM OVERVIEW

WSH Management has successfully marketed, leased, and managed communities since it began operations over 20 years ago. It currently manages 65 properties (4,805 units) associated with a variety of State and Federal funding programs. WSH Management is headquartered in Orange County and manages 11 properties (1,040 units) throughout the region, in neighboring cities such as Anaheim, Buena Park, and Yorba Linda.

WSH has an impeccable record in the management and compliance of tax-credit properties, performing

the complete lease-up and initial certification of 32 LIHTC properties totaling 2,571 units. Its portfolio has included properties from 20 units to 400 units, from 10,000 to over 250,000 square feet. To ensure successful property operations, WSH has extensive experience working together with both County and City Public Housing Authorities throughout Orange County and Southern California, including The Housing Authority of the City of Los Angeles, The Housing Authority of the County of Los Angeles, the Orange County Housing Authority, and the Anaheim Housing Authority.

MARKETING EXAMPLES AT WSH PROPERTIES

KEY PEOPLE

ANTHONY SANDOVAL

President/CEO

Anthony Sandoval joined WSH Management in 2001. He has 25+ years of housing industry experience with a background in operations, development, finance and management. Previously, Mr. Sandoval served as the Regional Director of Operations for Alterra Healthcare and Vice-President of Operations for ARV Assisted Living, Inc. Mr. Sandoval serves as an officer of the BIA/SC 55+ Housing Council Board, past President of the BIA/SC 55+ Housing Council, is a Certified Active Adult Specialist in Housing (CAASH) and holds a National Affordable Housing Professional (NAHP Executive) designation. In addition to holding an MBA from Pepperdine University, Mr. Sandoval is a proud graduate of California State University at Fullerton.

KIM POLLACK

Vice President

Kim Pollack has been with WSH Management since its inception in 2000. As Vice President, she oversees all operational, financial, and human resource aspects for communities throughout Southern California. She provides leadership for the Regional Property Managers and on-site staff, including overseeing marketing and lease-up for new construction communities, recruiting, hiring, Tax Credit Compliance, maintaining the physical aspects of the portfolio and ensuring resident satisfaction. Ms. Pollack started her career in senior housing in 1995, working for the Multi-family Division for ARV Assisted Living, Inc. She later transitioned to their Assisted Living Division, specializing in training and overseeing new developments. Ms. Pollack has been a member of the National Apartment Association and BIA/SC 55+ Housing Council since 1999. Her certifications include National Compliance Professional (NCP) and BPI Multifamily Building Operator.

CRUZ GUARDADO

Vice President/Director of Compliance

Cruz Guardado joined WSH Management in 2008 and is responsible for overseeing all aspects of compliance for the Low-Income Housing Tax Credit Program, HOME, Bonds and any other applicable affordable housing programs. He earned a certification of Assisted Housing Manager (AHM) and Tax Credit Compliance Systems (TaCCs) through Quadel Consulting, a leading national expert in the public housing, HUD-subsidized multi-family, and tax credit programs. He's also recognized as a Housing Credit Certified Professional (HCCP) with the National Association of Home Builders. He held a leadership position with Apartment Investment and Management Company, where he provided technical guidance and regular supervision to others on processing contract renewals and rent adjustments of Section 8 project-based properties. He previously worked as a Compliance Auditor with the Southern California Contract Administrator of the Department of Housing and Urban Development (HUD). He earned his Bachelor of Arts in Criminology from California State University at Northridge.



WSH MANAGEMENT: REAL ESTATE MANAGED

Property Name	City	Units
5400 Hollywood	Los Angeles	40
808 A Street Apartments	Hayward	60
Ace 121	Glendale	70
Andalucia	Van Nuys	94
Apperson Apartments	Los Angeles	5
Arbor View APTS	Anaheim	46
Arthur Snyder Apartments	Los Angeles	80
Aspen Family Apartments	Milpitas	101
Asturias	Panorama City	69
Belwood Arms	Long Beach	34
Browning Apartments	Los Angeles	5
Buckingham	Los Angeles	70
California Apartments	Venice	50
Cantabria	Panorama City	81
Carson Arts Apartments	Carson	46
Casa Bonita	Huntington Park	80
Civic Center 14 TOD	Oakland	40
Coronado Villas	Los Angeles	5
Cortina D'Arroyo Grande	Arroyo Grande	108
Cotton's Point Senior Apartments	San Clemente	76
Dorado Senior APTS	Buena Park	150
Figueroa Senior Apartments	Los Angeles	35
Gibson Manor	Los Angeles	50
Heritage Park- Anaheim	Anaheim	94
Independent Square	Los Angeles	196
Jefferson Villas	Los Angeles	5
Juanita Apartments	Los Angeles	5
La Coruna	Van Nuys	87
Lankershim Senior Apartments	North Hollywood	30
Las Palmas Gardens	Los Angeles	74
Long Beach & 21st Apartments	Long Beach	41
Long Beach & Burnett	Long Beach	46
Long Beach Regal- aka The Annex	Long Beach	39

Property Name	City	Units
Long Beach Senior Arts Colony	Long Beach	161
Magnolia @ 9th Senior Apartments	San Bernardino	119
Magnolia at Highland	San Bernardino	80
Manchester/87th Street	Los Angeles	27
Manhattan Gardens	Los Angeles	5
Ocean Breeze	Santa Monica	20
Orange Tree Village	Compton	21
Our Lady of Guadalupe	Fountain Valley	71
Owensmouth Gardens	Woodland Hills	281
Pacific Avenue Arts Colony	San Pedro	49
Reseda East	Reseda	70
Reseda Manor	Reseda	40
San Antonio Gardens	Norwalk	65
Santa Ana Arts Collective	Santa Ana	58
Simpson Family	North Hollywood	5
Simpson Saticoy	North Hollywood	40
Simpson Villas	North Hollywood	5
Solara Court Senior Apartments	Anaheim	132
Sterling Court	Anaheim	34
Tavarua Senior Apartments	Carlsbad	50
The Cannery	Gilroy	104
The Jasmine at Founders Village	Fountain Valley	156
Metro @ Chinatown Senior Lofts	Los Angeles	123
Metro @ Compton	Compton	75
Metro @ Hollywood	Los Angeles	120
Metro at Buckingham	Los Angeles	103
The Retreat	Midway City	88
Tyler Court	Carlsbad	75
Union Ferraro Tower	Los Angeles	200
Valley Oaks Village	Santa Clarita	247
Villa Anaheim	Anaheim	135
Westside Manor	Los Angeles	34
Total Units		4,805

SERVICE PROVIDER/ MANAGING GENERAL PARTNER:



Western Community Housing, Inc.

FIRST OVERVIEW

Western Community Housing, Inc. (“WCH”) is a 501(c)(3) organization and a California Non-Profit Public Benefit Corporation, founded in 1999. WCH’s mission is to provide thoughtful services to low- and moderate-income families and seniors residing in affordable properties, helping them achieve personal goals and linking them to the community at large. Headquartered in Orange County, WCH serves as a Managing General Partner for 100 properties totaling 8,505 units. For 63 of these properties, WCH provides or coordinates services.

The philosophy of WCH’s Resident Services Program

is to provide services that expand low-income residents’ opportunities to live a richer life, irrespective of their age. WCH believes that each residential family has individual needs and interests, and that each community is unique and has special resources. Accordingly, services are tailored by experienced Resident Service Program Coordinators.

In addition to providing services, WCH is also our non-profit partner, serving as Managing General Partner of a to-be-formed California limited partnership, of which Pointe Common will be the sole asset. Meta and WCH have a rich history of co-managing projects under this structure: nine of these collaborative projects (935 units) are located in in Orange County.



THE CANNERY
BY META HOUSING
AND WCH

KEY PEOPLE

GRAHAM P. ESPLEY-JONES

President

Graham Espley-Jones joined WCH as President in 2002. He brings over twenty years of experience in the affordable housing industry to WCH. Mr. Espley-Jones previously served as the Chief Financial Officer of Kaufman & Broad Multi-Housing Group, Inc. (now Highridge Costa Investors, LLC), one of America's leading partners in the investment and development of affordable multifamily and senior rental communities financed primarily with LIHTC's from 1999 to 2000. Prior to joining Kaufman and Broad Multi-Housing Group, Mr. Espley-Jones was a principal, Executive Vice President and Chief Financial Officer of ARV Assisted Living, Inc. and their affiliated companies ("ARV"). ARV's assisted living division developed and/or acquired over sixty assisted living communities comprising approximately 7,000 assisted living units. Prior to joining WCH in 2002, Mr. Espley Jones served as the Chief Financial and Administrative Officer of the Meyers Group, a real estate information and consulting company specializing in the housing industry.

Mr. Espley-Jones holds a Master's Degree in Business Administration from Pepperdine University and a Bachelor's Degree in Business Administration from San Diego State University.

SANDRA GIBBONS

Executive Vice President and Chief Financial Officer

Sandra Gibbons joined WCH as Director of Finance and Tax Credits in 2004 and was promoted to Executive Vice President and Chief Financial Officer in 2011. In these roles, Ms. Gibbons is responsible for WCH's financial and tax reporting, and serves as the technical specialist on LIHTC issues. Previous employers include ARV Assisted Living, Inc. ("ARV") where she served as Partnership Controller and as Director of Tax Credits, and Highbridge Costa Investors, where Ms. Gibbons also served as a Partnership Controller.

Ms. Gibbons is a proud graduate of California State University at Fullerton, earning a B.S. in Business Administration, as well as a Real Estate Brokers' License.



COMMUNITY ROOM OF ZINNIA
BY META HOUSING AND WCH

AFFORDABLE COMMUNITIES WITH WCH AS MANAGING GENERAL PARTNER

Project Name	City	Type	TC	Afford. Units	Mkt. Units	Total Units
The Piedmont	N. Hollywood	S	4%	42	156	198
Burbank Senior Artist Colony	Burbank	S	4%	43	98	141
Casa Bonita	Huntington Park	S	4%	80	0	80
Summerhill Family	Bakersfield	F	4%	128	0	128
Harmony Court Apts.	Bakersfield	S	4%	96	0	96
Villa Savannah	San Jose	F	4%	140	0	140
Las Palmas Apts.	Coachella	F	4%	81	0	81
Three Palms	Hesperia	S	9%	113	0	113
The Village @ Madera	Madera	F	4%	75	0	75
Northside Commons	Victorville	F	9%	83	0	83
Washington Square	Chowchilla	F	9%	57	0	57
The Village at Mendota	Mendota	F	9%	81	0	81
Northwest Gateway Apts.	Los Angeles	F	4%	55	220	275
Vineyard Gardens	Oxnard	F	4%	62	0	62
Yorba Linda Family Apts.	Yorba Linda	F	9%	44	0	44
Borregas Court	Sunnyvale	F	4%	193	0	193
Garden Grove Senior Apts.	Garden Grove	S	9%	85	0	85
Lozano Vista Family Apts.	Mendota	F	9%	81	0	81
Oasis Village	Adelanto	F	9%	81	0	81
Sunny View Apts.	Merced	F	9%	113	0	113
Twin Palms Apts.	Palmdale	F	9%	48	0	48
Union Point Apts.	Los Angeles	F	9%	21	0	21
Coronita Apts.	Los Angeles	F	9%	21	0	21
The Haven at Tapo Street	Simi Valley	S	9%	36	0	36
Liberty Family Apts.	Lindsay	F	9%	43	0	43
El Dorado Apts.	Los Angeles	F	9%	60	0	60
Solara Court Apts.	Anaheim	S	4%	132	0	132
Sichel Family Apts.	Los Angeles	F	9%	37	0	37
Clinton Family Apts.	Los Angeles	F	9%	36	0	36
Aspen Apts.	Milpitas	F	9%	101	0	101
Cantabria Senior Apts	Panorama City	S	9%	81	0	81
Heritage Park Apts	Norco	S	4%	86	0	86
Casa Bonita III, IV & V	Tucson	SN	-	60	0	60
Valle del Sur Condominiums	Tucson	F	-	60	0	60
Asturias Senior Apts.	Panorama City	S	9%	69	0	69
Imperial Gardens Apts.	El Centro	F	9%	81	0	81
Adams & Central	Los Angeles	F	4%	80	0	80
Andalucia Senior Apts.	Panorama City	S	9%	94	0	94
Arbor View Family Apts.	Anaheim	F	9%	46	0	46
Shadow Way Apts.	Oceanside	F	4%	144	0	144
Long Beach & Burnett	Long Beach	F	9%	46	0	46
Horizons at Indio	Indio	S	4%	80	0	80
The Crossings on 29th Street	Los Angeles	F	9%	34	0	34
Abajo del Sol	Monterey Park	S	4%	61	0	61
Avalon/Nicolet Family Apts	Los Angeles	F	9%	38	0	38
Baldwin Village	Los Angeles	F	4%	83	0	83
Harvard Glenmary	Los Angeles	S	4%	216	0	216
Tri-City	Los Angeles	S	4%	142	0	142
The Crossings at North Hills	Los Angeles	F	9%	38	0	38
The Crossings at Escondido	Escondido	F	9%	47	0	47
Vermont Avenue Apts.	Los Angeles	F	9%	49	0	49

Project Name	City	Type	TC	Afford. Units	Mkt. Units	Total Units
The Magnolia at Highland	San Bernardino	S	9%	80	0	80
Coventry Court Apts.	Tustin	S	4%	97	143	240
NoHo Senior Artists Colony	North Hollywood	S	4%	27	101	128
Sherman Village Apts.	Reseda	F	9%	73	0	73
Legacy Apts.	Thousand Palms	F	9%	81	0	81
5555 Hollywood	Los Angeles	S	4%	120	0	120
Buckingham Senior Apts.	Los Angeles	S	4%	70	0	70
Figueroa Senior Apts.	Los Angeles	S	4%	35	0	35
La Coruna Senior Apts.	Los Angeles	S	4%	87	0	87
Tavarua Senior Apts.	Carlsbad	S	9%	50	0	50
Chinatown Metro Apts.	Los Angeles	S	4%	123	0	123
Tobias Terrace Apts.	Panorama City	F	9%	56	0	56
The Grove at Sunset Park	Brentwood	F	9%	54	0	54
SC Senior Apts.	San Clemente	S	4%	76	0	76
Coral Mountain Apts.	La Quinta	F	4%	176	0	176
Lugo Senior Apts.	San Bernardino	S	9%	119	0	119
Ramona Park Senior Apts.	Long Beach	S	4%	61	0	61
Pacific Avenue Arts Colony	San Pedro	S	9%	49	0	49
Belwood Arms	Long Beach	F	4%	34	0	34
Compton Senior Apts.	Compton	S	9%	75	0	75
Baker Ranch Affordable	Lake Forest	F	4%	189	0	189
Westside Village	Shafter	F	4%	81	0	81
Glenview Apts.	Cameron Park	F	4%	88	0	88
Santa Fe Apts.	Hesperia	F	4%	89	0	89
Glendale Arts Colony	Glendale	F	9%	70	0	70
5400 Hollywood Family Apts.	Los Angeles	F	9%	40	0	40
Washington 722 TOD	Los Angeles	F	9%	55	0	55
Brethren Manor	Long Beach	S	4%	279	17	296
Gundry Hill Family Apts.	Signal Hill	F	9%	72	0	72
Tiki Apts.	Huntington	SN	9%	36	0	36
Sylmar Court	Sylmar	F	4%	101	0	101
127th Street Apts.	Los Angeles	SN	4%	85	0	85
El Segundo Apts.	Los Angeles	SN	4%	75	0	75
Courson Arts Colony East	Palmdale	F/SN	9%	81	0	81
Courson Arts Colony West	Palmdale	F/SN	4%	80	0	80
The Cannery	Gilroy	F	4%	104	0	104
Santa Ana Arts Collective*	Santa Ana	F	9%	58	0	58
Metro @ Western*	Los Angeles	SN	9%	33	0	33
Carson Arts Colony*	Carson	F/SN	9%	46	0	46
Whittier & Downey SE*	Los Angeles	F/SN	9%	71	0	71
Metro @ Buckingham*	Los Angeles	S/SN	9%	103	0	103
San Antonio Gardens*	Norwalk	S	4%	60	0	60
Main Street Plaza Apts.*	Roseville	F/SN	4%	21	0	21
Main Street Plaza Apts.*	Roseville	F/SN	9%	44	0	44
433 Vermont Apts.*	Los Angeles	S/SN	9%	72	0	72
Arminta Square Apts.*	Los Angeles	F/SN	9%	110	0	110
Whittier & Downey NW*	Los Angeles	F/SN	4%	42	0	42
Arboleda Apts.*	La Puente	S	9%	74	0	74
Westminster Crossing*	Westminster	F/SN	9%	65	0	65
Total Units				7,770	735	8,505

S - Senior F - Family SN - Special Needs * Under Construction

META RELEVANT EXPERIENCE

SANTA ANA ARTS COLLECTIVE





Address: 1666 N Main Street, Santa Ana, CA

Population Served: Families

Completion Date: 2020

Affordability: 30%, 50%, and 60% AMI

Unit Mix	Square Footage	Quantity
1-Bedroom	550 SF – 633 SF	26
2-Bedroom	871 SF	15
3-Bedroom	1,252 SF – 1,287 SF	17
Total Units		58

Team Members

- Service Provider/MGP: Western Community Housing
- Architect: Studio One Eleven Architects
- Property Manager: WSH Management

Awards

- Southern California Developer Forum: 2020 Design Awards Winner
- Southern California Association of Nonprofit Housing: 2020 Rehabilitation Development of the Year

Narrative Description

Santa Ana Arts Collective is the transformation of an underutilized, five-story, mid-century, high vacancy commercial building into 43 high quality affordable apartments for working artists and their families. This 58-unit affordable family community features 26 one-bedroom units, 15 two-bedroom units, and 17 three-bedroom units set aside between 30 and 60 percent of Area Median Income (AMI). 47 units occupy the former office building, while the remainder are two-story, new construction townhome-style units. Site amenities include an exhibition space, music and painting rooms, a community lounge with kitchen and dining room, a playground, covered parking, bike storage, and on-site management.

THE CANNERY AT LEWIS STREET





Address: 111 Lewis Street, Gilroy, CA

Population Served: Families

Completion Date: 2019

Affordability: 50% and 60% AMI

Unit Mix	Square Footage	Quantity
1-Bedroom	718 SF – 755 SF	5
2-Bedroom	1,019 SF – 1,546 SF	71
3-Bedroom	1,199 SF – 1,240 SF	28
Total Units		104

Team Members

- Service Provider/MGP: Western Community Housing
- Architect: DAHLIN Group
- Property Manager: WSH Management

Awards

- National Association of Homebuilders: 2020 Gold Award for Best Multifamily Property
- Pacific Coast Builders Conference: 2020 Gold Nugget Award of Merit for Best Affordable Housing Community

Narrative Description

The Cannery is a 104-unit affordable family apartment community Meta developed in Gilroy, a city in Northern California's Santa Clara County. The project features 70 two-bedroom and 28 three-bedroom units set aside at 50 and 60 percent of Area Median Income (AMI) designated for qualified low-income families. Five of the units are two-story townhome-style units, while the remaining units are four-story garden-style units. The building is constructed in a U-shape format surrounding the community building. Additional site amenities include a community lounge with kitchen and dining room, an exercise room, playground, community garden, outdoor eating area, covered parking, bike storage, and on-site management. It was important to the city of Gilroy that new developments maintained traditional historical architectural styles while also retaining a pedestrian-oriented format that fit within the larger community. To cater to both historical and modern architectural styles, the Cannery was built with building elements and massing such as brick veneer and metal siding. Keeping in alignment with a community-centric development, the Cannery's entrance is a street-facing, park-like open space.

ACE/121





Address: 121 N. Kenwood Avenue, Glendale, CA

Population Served: Families

Completion Date: 2016

Affordability: 30% and 60% AMI

Unit Mix	Square Footage	Quantity
1-Bedroom	575 SF	14
2-Bedroom	850 SF	22
3-Bedroom	1,100 SF	22
Total Units		70

Awards

- National Association of Homebuilders: 2018 Multifamily Pillars of Industry Award for Best Affordable Housing Development
- SoCal Redevelopment Forum: Design & Philanthropy Award for Best Multi-Family Residential Property
- Multifamily Housing News: Excellence Award

Narrative Description

As with Santa Ana Arts Collective, ACE/121 is part of a 12+ project tradition of development rights awarded through successful RFPs from cities like Loma Linda, Long Beach, Los Angeles, Palmdale, Signal Hill, and Vernon. Like Santa Ana, ACE/121 reinforces an arts-centric Community/Master Plan. Communities have been highly responsive to these long planned projects. ACE/121 received 800 artist applications for its 70 apartments. Local burgeoning arts collective Universal Voice and organization Antelope Valley Arts were ecstatic at their rent-free galleries in Carson and Palmdale, respectively. Ace/121 includes a 1000 sf artist-run gallery, sound-rated music rooms with pianos, woodshop, maker space, kiln and pottery equipment, tech lab with iMacs and arts-focused software, and a rehearsal and dance room.

Team Members

- Service Provider/MGP: Western Community Housing
- Architect: Studio One Eleven Architects
- Property Manager: WSH Management

ARROYO AT BAKER RANCH





Address: 100 Indigo Place, Lake Forest, CA 92630

Population Served: Families

Completion Date: 2015

Affordability: 50% and 60% AMI

Unit Mix	Square Footage	Quantity
1-Bedroom	675 SF	57
2-Bedroom	975 SF	75
3-Bedroom	1,140 SF	57
Total Units		189

Team Members

- Service Provider/MGP: Western Community Housing
- Architect: Hezmalhalch Architects
- Property Manager: Solari Enterprises

Narrative Description

Arroyo at Baker Ranch is a 189-unit affordable family apartment community located in the master planned community of Baker Ranch, in the City of Lake Forest, Calif.

Owned by master developers Shea Homes and Toll Brothers, the Baker Ranch master planned community needed to meet an inclusionary housing requirement, and the two master developers selected Meta Housing to meet this need. We worked closely with the master developers and the City of Lake Forest to secure tax credits and tax-exempt bonds in order to bring the project to fruition.

A 100% affordable project, construction on Arroyo at Baker Ranch was completed in the first quarter of 2015. The community, which offers one-, two- and three-bedroom floor plans, also features a large community center, swimming pool, outdoor play area, on-site laundry and a business center.

ZINNIA





Address: 1500 E. Hill Street, Signal Hill, CA

Population Served: Families

Completion Date: 2017

Affordability: 30% and 60% AMI

Unit Mix	Square Footage	Quantity
1-Bedroom	675 SF	57
2-Bedroom	975 SF	75
3-Bedroom	1,140 SF	57
Total Units		189

Team Members

- Service Provider/MGP: Western Community Housing
- Architect: Studio One Eleven Architects
- Property Manager: Solari Enterprises

Awards

- Pacific Coast Builders Conference: 2019 Gold Nugget Award of Merit for Best Affordable Housing Community
- Westside Urban Forum: 2019 Award
- City of Signal Hill: 2018 Beautification Award

Narrative Description

Zinnia was designed on a neighborhood village scale with a focus on community engagement, walkability, and sustainable design. Buildings vary in height on this sloped site with the tallest structure located at the lowest location to minimize blocking adjacent views. Each three-story townhome-style unit is composed of three flats stacked on top of one another, allowing for greater construction efficiency, larger interior spaces, and development cost savings. Parking is concealed from the public realm along the southern edge.

Zinnia achieved Gold-level LEED for Homes certification and features a variety of drought-tolerant and sustainable plant materials. Social services offered at Zinnia include educational classes on employment preparation, financial literacy, life skills, health, wellness and fitness programs and after school programs for youth such as tutoring.

COMMUNITY OUTREACH AND ENGAGEMENT



PARK COURTYARD OF
VERNON VILLAGE PARK
BY META HOUSING

COMMUNITY OUTREACH AND ENGAGEMENT

COMMUNITY OUTREACH

A description of the proposed outreach process that will be used for this project

Meta Housing and Studio 111 look forward to the opportunity to connect with stakeholders in the Adlena Park community to solicit input to optimize the development plans for Pointe Common. With the support of Larry Lazar and Andrea Brown of Arete, the team seeks to implement an outreach process that will foster an atmosphere of mutual respect and appreciation for those interested in sharing their ideas and concerns about the property and neighborhood, resulting in a successful, collaborative process that meaningfully contributes to the development program.

Education and Messaging

During this community outreach phase, some of the key concepts to be explored with local stakeholders include:

- Identifying design features for the housing and streetscape that will enhance the surrounding neighborhood, while contributing to a vibrant pedestrian experience along Commonwealth Avenue and connecting to Fullerton Pooch Park;
- Collecting ideas to maximize and creatively use public and private open space, including the meandering pedestrian path, outdoor amenity space, edible gardens, play area, barbecue area;
- Examining the dynamics of public vs. private access to the site and identifying design features to provide a safe and welcoming environment for residents and visitors.

Additionally, Meta, Studio 111, WSH and Arete will focus education and messaging efforts to include the following topics:

- Meta's position as a long-term owner
- Community safety
- Tenant makeup and selection, including the local preference for residents of Fullerton
- Ongoing property management
- Workforce and affordable housing development
- Design and placemaking
- Onsite programming and services provided

Outreach Process

Arete, Meta, and Studio 111 intend to conduct a collaborative planning process involving a multi-pronged outreach effort. Together with the City, the development team will identify a wide range and inclusive list of stakeholders within the Adlena Park and broader Fullerton community.

These stakeholders, along with local institutions, government agencies, and elected officials will each have a distinct and important perspective on the development plans for the site. Stakeholders expected to participate in the process include, but are not limited to:

- Businesses, community organizations, community centers, government facilities/agencies, homeowners, houses of worship, residential and commercial property owners, schools, service providers, tenant groups, youth and art groups
- Residents and property owners who live within 500 foot radius of the site;
- City and County elected representatives for the area.

This outreach process will consist of a series of meetings with stakeholders in both small and large focus group formats hosted by Arete and Meta. The smaller meetings will range from individual neighbor and organization visits conducted by Mr. Lazar or Ms. Brown, as well as smaller group meetings that can either be held as an in-person meeting or through a virtual presentation. Critical to the process is the need to maintain both an online presence and an accessibility to in-person or virtual meetings. Additionally, Arete will provide regularly distributed FAQ memorandums and printed newsletters to provide a high-touch, in-person connection, providing stakeholders with periodic updates and information, in addition to the online forum. Meta and Arete will work closely together to provide stakeholders all engagement formats so that participation with the design and development team is easily accessible, and that there are ample opportunities for stakeholder feedback.

Additionally, Arete will facilitate the organization of an Adlena Park Neighborhood Leadership Council (the “Leadership Council”), with City Council recommended community representatives to serve as a collective voice for the Adlena Park community. The Leadership Council will meet with Meta, Studio 111 and Arete to provide targeted feedback, as gathered in conversation with their neighbors and/or constituents.

In addition to the smaller group meetings and the Leadership Council, Arete, Meta, and Studio 111 will present the compilation of stakeholder feedback in a larger community meeting to ensure that every stakeholder has an opportunity throughout this process to voice their opinions and feedback. Meta’s ultimate goal is to be a good neighbor and natural extension of the Adlena Park community along Commonwealth Avenue.

At the conclusion of the outreach process, Meta and Arete will provide the City staff with a summary of the major themes, ideas, and concerns expressed by stakeholders at the various meetings, along with a proposed Concept Plan. The Concept Plan, which will have been informed by the feedback gathered during the outreach process, will include a proposed site plan, programming statement, conceptual design of building, and updated financial proforma.

The development team welcomes the City’s involvement and collaboration throughout the process.

Outreach Plan Timeline

Below represents an estimated timeline of various milestones during the community outreach and engagement process. Meta and Arete appreciate any feedback or suggestions from the City on the proposed outreach activities and the timing of each.

Month 1

- Refine outreach contact list, and finalize outreach plan with City
- Solicit recommendations from City Council members for neighborhood Leadership Council
- Identify specific focus groups
- Submit to community and focus group lists, timeline for meetings and communication methodology for each meeting
- Prepare and submit to 500-foot radius list of property owners and residents for each project site
- Work with City to launch project specific online presence.
- As needed, secure well-qualified, experienced interpreter for focus groups, community meetings and affordable housing workshop

Month 2

- Individual neighbor visits performed by Arete
- Begin holding community meetings, focus group meetings
- Leadership council begins meeting with neighbors/ stakeholders

Month 3

- Leadership Council meets with development team to discuss initial feedback
- Continue holding focus group and community meetings
- Compile focus group and community meeting

findings for an initial report back to these groups via online updates, FAQ memorandums, printed newsletters

- Draft Initial Concept Plan and submit to City for review and comment

Month 4

- Present Initial Concept Plan with findings to focus groups/large community meeting

Month 5

- Finalize Concept Plan based on feedback from community and focus groups
- Submit Concept Plan to City for review and comment

PROJECT ENGAGEMENT

Description of ongoing outreach after project completion with Adlena Park neighborhood

Meta approaches development with the goal that our projects will not only integrate seamlessly within the surrounding neighborhood but also serve as long term assets to the broader community. WSH will operate 1600 W. Commonwealth as an active and conscientious mem-

ber of Adlena Park, with the expectation that ongoing feedback is welcomed and encouraged so that we can continue to be the best neighbors possible throughout operations.

During the initial operations period, the on-site property manager will introduce themselves to the community and provide an open line of communication, via phone, email and website, establishing multiple avenues for community members to provide feedback or express concerns. Property management staff are mandated to attend and participate in broader community meetings and functions. The management team and service staff will also facilitate and coordinate our residents' involvement in neighborhood watch and other community building programs. Additionally, the property manager will connect with local emergency response and law enforcement teams to review protocol and establish regular communication.

Meta will open our community space to be available for any neighborhood events or meetings for local groups. We view our community room as a resource to be shared with the greater community in fostering connections amongst neighbors.

In that spirit, we also plan to host a welcome/grand opening "block party" for our neighbors to tour the space, engage with our onsite amenities, and meet some of their new Adlena Park residents.



ECONOMIC PLAN / PROFORMA

ECONOMIC PLAN / PROFORMA SOURCES

ECONOMIC VIABILITY

Information that clearly demonstrates the economic viability of the proposal for the construction and operation of the proposed project

DEVELOPMENT VIABILITY

The projected hard construction costs are estimated using current market data, sourced from current construction projects in the Orange County area, including Westminster and Santa Ana, with consideration of Pointe Common's unique design features and proposed construction type.

Meta works with third-party construction management firms and general contractors who are engaged with the subcontractor community and can provide accurate, on-the-ground market data. Meta and the design team collaborate with our construction management and general contractor teams throughout the design period to ensure that design intent and constructability are synchronous as the development moves towards the construction period. This approach mitigates potential coordination issues and allows Meta, the construction, and design teams to respond proactively.

SUCCESSFUL OPERATIONS

Meta's in-house asset management team oversees each property as a long-term asset for our private and public financing partners. Our asset management team works closely with property management and service providers to ensure that the investment is maintained for our partners, and that our residents have a safe, healthy, environment to call home.

WSH has partnered with Meta on 28 properties throughout California, and has extensive experience in marketing, leasing and operating family and senior

properties in Orange County and greater Southern California. The development team works closely with WSH during the preliminary budgeting and feasibility period to underwrite a robust operating budget to ensure that the asset has sufficiently accounted for on-going maintenance. With WSH's extensive portfolio within Orange County, we are able to source comparable data and implement within our financial modeling during the preliminary feasibility period, Pointe Common's operating expense budget has been underwritten utilizing this method of analysis..

With WSH's property management expertise and Meta's asset management team's hands-on management of each property, we are confident in delivering a beautiful, well-designed, and well-maintained long-term asset for the City of Fullerton and the Adlena Park neighborhood to enjoy.

PROJECT COSTS / FINANCIAL CAPACITY

Information that demonstrates a clear understanding of project costs and financial capacity

ASSUMPTIONS + CONSTRAINTS

Meta has made the following financing and schedule assumptions for the purposes of this proposal:

- **Land Valuation:** The \$6,000,000 valuation of the land is based on the comparable data surrounding the Pointe Common site. Should the City value the land at 1600 W. Commonwealth differently, Meta is willing to discuss the land value with the City at a later date. Meta assumes that the City's contribution of the \$6,000,000 land value in the form of a residual receipts loan will support the project's ability to leverage the tax-exempt bonds and 4% federal and state tax credits. Additional details and alternative strategies regarding the

structure of the land loan are outlined within the Transaction Terms section of the proposal.

- **CalHFA Financing:** Meta will submit Pointe Common for the California Housing Financing Agency (CalHFA) combined Mixed Income Program (MIP), Conduit Bond Issuance Program, and Tax Exempt Permanent Loan Program, with an anticipated submittal in March 2022. CalHFA will serve as residual receipts lender via the MIP financing, as well as the tax-exempt bond issuer and tax-exempt permanent lender as is required when utilizing MIP financing. The financial proforma has been underwritten utilizing the terms of each CalHFA program, current as of January 2021.
- **Tax Credit and Tax-Exempt Bond Financing:** Meta will submit for the second round combined application for tax-exempt bonds and 4% federal and state tax credits, anticipated in May 2022. Upon receipt of an allocation of tax-exempt bonds and tax credits, Meta will close construction financing and begin construction in February 2023. Based on the anticipated conditions of the 4% federal and state equity markets, we have underwritten federal tax credit pricing at \$0.92 and state tax credit pricing at \$0.80, which generates approximately \$13,399,777 in equity proceeds. The tax-exempt bond request is underwritten to be no greater than 55% of the project's aggregate basis, as required by the California Debt Limit Allocation Committee (CDLAC) regulations. This results in a tax-exempt bond request of approximately \$17,500,000.
- **Conventional Construction Loans:** Both tax-exempt and taxable construction loans are projected due to the current limitation that tax-exempt bonds may be no greater than 55% of aggregate basis. As a result, a taxable construction loan is utilized to backfill the construction period sources. Meta will secure a commitment for both loans from a conventional construction lender, with a projected term of 30 months, 3.45% tax-exempt rate, and 3.85% taxable rate, based on current market conditions.
- **Permanent Financing:** Upon the conclusion of the construction and stabilized operations period, Meta will convert the construction financing to permanent financing, utilizing the CalHFA Tax-Exempt Permanent Loan Program. Based on the current projections and CalHFA loan terms, Pointe Common can support a \$10,426,000 permanent loan which will have a 17-year term and 40 year amortization.



TAVARUA SENIOR APARTMENTS
BY META HOUSING AND WCH

POINTE COMMON PROFORMA

INCOME

Type	# of Units	AMI Restrictions	Rent/Unit	Utility Allow.	Rent Received	Total Rent
1Bed	3	30%	\$721	\$74	\$647	\$1,940
1Bed	19	60%	\$1,441	\$74	\$1,367	\$25,973
1 Bed	4	70%	\$1,681	\$74	\$1,607	\$6,428
2 Bed	2	30%	\$865	\$103	\$762	\$1,523
2 Bed	2	50%	\$1,441	\$103	\$1,338	\$2,676
2 Bed	12	70%	\$2,017	\$103	\$1,914	\$22,973
3 Bed	2	30%	\$922	\$133	\$789	\$1,577
3 Bed	2	50%	\$1,536	\$133	\$1,403	\$2,806
3 Bed	12	70%	\$2,150	\$133	\$2,017	\$24,204
Mngr Units (2 Bed)	1	mkt	\$-	\$-	\$-	\$-
Avg/Total	62	60.00%	\$1,568	\$96	\$1,508	\$93,481
Annual Rent						\$1,121,772
Vacancy	5.0%					\$(56,089)
Other Income	\$15.00					\$2,520
Vacancy	5.0%					\$(126)
Effective Gross Income						\$1,068,077

OPERATING EXPENSES

SALARIES & BENEFITS

Manager	\$45,760
Employee Burden	15,101
Total Salaries & Benefits	60,861

Pest Control	3,250
Landscape/Grounds Maintenance	12,000
Total Contract Services	45,000

ADMINISTRATIVE

Administrative Expenses	21,000
Business License Tax	1,000
Advertising/Marketing	2,500
Total Administrative	24,500

UTILITIES

Electric	27,900
Water & Sewer	37,200
Gas	12,400
Total Utilities	77,500

REPAIRS & MAINTENANCE

Maintenance Manager	43,680
Asst. Maintenance	17,680
Employee Burden	14,414
Painting & Cleaning	15,500
Repairs & Maint.	15,500
Total Repairs & Maintenance	106,774

OTHER

Management Fees	50,480
Legal/Audit	11,000
Real Estate Taxes	10,000
Insurance	35,650
Replacement Reserves	15,500
Services Fee	25,000
CalHFA Annual Bond Issuer Fee	7,500
Total Other	155,130

CONTRACT SERVICES

Elevator Service Contract	4,500
Fire Sprinkler/Alarm Service	3,750
Trash	21,500

Total Expenses	\$469,765
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SOURCES

CONSTRUCTION

Sources	Term (Mo)	Interest	Budget	Per Unit
Construction Loan - Tax Exempt	30	3.45%	17,500,000	282,258
Construction Loan - Taxable Tail	30	3.85%	5,000,000	80,645
City Land Loan			6,000,000	96,774
Tax Credit Equity - Federal			1,454,040	23,452
Tax Credit Equity - State			555,926	8,967
Deferred Operating Reserve			246,989	3,984
Deferred Developer Fee			3,160,350	50,973
Total Sources			\$33,917,305	\$547,053

PERMANENT

Sources	Term (Mo)	Interest	Budget	Per Unit
Perm Loan	204	3.94%	10,426,000	168,161
City Land Loan	660	3.00%	6,000,000	96,774
CalHFA MIP	204	1.62%	3,100,000	50,000
Tax Credit Equity - Federal			9,693,601	156,348
Tax Credit Equity - State			3,706,176	59,777
Deferred Fees			991,528	15,992
Total Sources			\$33,917,305	\$547,053

DEVELOPMENT BUDGET

USES	TOTAL PROJECT COST	ELIGIBLE BASIS
LAND COST/ACQUISITION		
Land Cost or Value	\$6,000,000	-
Legal (Other)	15,000	-
Total Land Cost or Value	6,015,000	-
Off-Site Improvements	200,000	200,000
Total Acquisition Cost	200,000	200,000
Total Land Cost / Acquisition Cost	6,215,000	200,000
NEW CONSTRUCTION		
Structures	13,575,000	13,575,000
General Requirements	948,538	948,538
Contractor Overhead	336,071	336,071
Contractor Profit	336,071	336,071
General Liability Insurance	147,684	147,684
Total New Construction Costs	15,343,364	15,343,364
ARCHITECTURAL FEES		
Design	650,000	650,000
Supervision	180,000	180,000
Total Architectural Costs	830,000	830,000
Total Survey & Engineering	923,000	923,000
CONSTRUCTION INTEREST & FEES		
Construction Loan Interest	563,644	563,644
Origination Fee	168,750	168,750
Credit Enhancement/Application Fee	53,000	53,000
Bond Premium	122,688	-
Taxes	75,000	-
Insurance	850,000	850,000
Title & Recording	60,000	60,000
Other: (Construction Loan Interest Post CofO)	345,327	-
Total Construction Interest & Fees	2,238,408	1,695,394
PERMANENT FINANCING		
Loan Origination Fee	214,260	-
Credit Enhancement/Application Fee	11,000	-
Title & Recording	20,000	-
Total Permanent Financing Costs	245,260	-
SUBTOTALS FORWARD	25,795,032	18,991,758

DEVELOPMENT BUDGET [CONT.]

USES	TOTAL PROJECT COST	ELIGIBLE BASIS
LEGAL FEES		
Lender Legal Paid by Applicant	85,000	50,000
Other: (Bond Counsel & Partnership Legal)	150,000	112,500
Total Attorney Costs	235,000	162,500
RESERVES		
3-Month Operating Reserve	246,989	-
Total Reserve Costs	246,989	-
APPRAISAL		
Total Appraisal Costs	3,500	3,500
CONTINGENCY		
Total Contingency Cost	777,168	777,168
OTHER PROJECT COSTS		
TCAC/CDLAC App/Allocation/Monitoring Fees	177,000	-
Environmental Audit	30,000	30,000
Local Development Impact Fees	1,116,000	1,116,000
Permit Processing Fees	964,100	964,100
Marketing	109,500	-
Furnishings	250,000	250,000
Market Study	10,000	10,000
Accounting/Reimbursables	80,000	15,000
Soft Cost Contingency	350,000	297,500
Other: (Predevelopment Loan)	188,250	188,250
Other: (CDLAC Deposits)	8,200	-
Other: (Misc.)	50,400	12,000
Other: (Utilities)	90,000	90,000
Total Other Costs	3,423,450	2,972,850
SUBTOTAL PROJECT COST	30,481,139	22,907,776
DEVELOPER COSTS		
Developer Overhead/Profit	3,436,166	3,436,166
Total Developer Costs	3,436,166	3,436,166
TOTAL PROJECT COSTS	\$33,917,305	\$26,343,942

TAX CREDIT EQUITY

TAX CREDIT CALCULATION		4%	STATE
Total Unadjusted Basis		26,343,942	26,343,942
less Basis Reduction			10,900,000
Total Eligible Basis		26,343,942	15,443,942
X High Cost Bonus	100%		100%
Total Adjusted Eligible Basis		26,343,942	15,443,942
X Applicable Fraction	100%		100%
Total Qualified Basis		26,343,942	15,443,942
Total Credit Reduction	0%		0%
Total Adjusted Qualified Basis		26,343,942	15,443,942
X Credit Rate	4%		30%
		1,053,758	4,633,183
X # of Years of Credit	10		1
		10,537,577	4,633,183
X Tax Credit Factor	\$0.92		\$0.80
Equity to Project		\$9,694,571	\$3,706,546
Equity to LP	99.99%	\$9,693,601	\$3,706,176

DEBT SERVICE

TAX-EXEMPT PERM LOAN

Max Allowable Cash Flow

Present Loan Value	\$10,426,000
Current Rate - 15 Year MMD	1.29%
Base Spread	2.40%
Cushion	0.25%
Underwriting Rate	3.94%
Term	40
DCR	1.150
Annual Payment	\$518,190
Monthly Payment	\$43,182

CONSTRUCTION LOAN (TAX-EXEMPT)

Amount	\$17,500,000
Interest Rate	3.450%
Term (Months)	30
Loan Origination Fee	0.75%
Draw Down Rate	60.00%
Total Interest Carry (Calc)	\$778,302
Loan Fee	\$131,250

CONSTRUCTION LOAN (TAXABLE)

Amount	\$5,000,000
Interest Rate	3.850%
Term (Months)	30
Loan Origination Fee	0.75%
Draw Down Rate	60.00%
Total Interest Carry (Calc)	\$130,669
Loan Fee	\$37,500

15-YEAR CASH FLOW

Calendar Year		2025	2026	2027	2028	2029	2030	2031
Stabilized Year	Per Unit	1	2	3	4	5	6	7
REVENUES								
Gross Potential Rent	\$18,093	\$1,121,772	\$1,149,816	\$1,178,562	\$1,208,026	\$1,238,226	\$1,269,182	\$1,300,912
Other Income	41	2,520	2,583	2,648	2,714	2,782	2,851	2,922
Vacancy Loss	(907)	(56,215)	(57,620)	(59,060)	(60,537)	(62,050)	(63,602)	(65,192)
Total Net Revenues	17,227	1,068,077	1,094,779	1,122,149	1,150,203	1,178,958	1,208,432	1,238,642
Total Expenses	7,577	469,765	484,747	497,699	513,653	530,149	547,206	564,844
Net Operating Income	9,650	598,312	610,032	624,450	636,550	648,809	661,226	673,799
DEBT SERVICE								
1st TD	8,358	518,190	518,190	518,190	518,190	518,190	518,190	518,190
Debt Service Coverage Ratio		1.15	1.18	1.21	1.23	1.25	1.28	1.30
Cash Flow After Debt Service	1,292	80,122	91,842	106,260	118,360	130,619	143,036	155,609
Asset Management Fees		20,000	20,600	21,218	21,855	22,510	23,185	23,881
Cash Flow After partnership fees		60,122	71,242	85,042	96,506	108,109	119,850	131,728
Cash Flow -Distribution		60,122	71,242	85,042	96,506	108,109	119,850	131,728
Balance Deferred Dev. Fee		991,528	931,406	860,163	775,122	678,616	570,507	450,657
Payment on Def. Dev. Fee		60,122	71,242	85,042	96,506	108,109	119,850	131,728
Remaining Balance of Def. Dev. Fee		931,406	860,163	775,122	678,616	570,507	450,657	318,929
Cash Flow after def. dev. Fee		-	-	-	-	-	-	-
Cash Flow -Distribution	100%	-	-	-	-	-	-	-
City of Fullerton Land Loan	50%	-	-	-	-	-	-	-
Sponsor	50%	-	-	-	-	-	-	-

15-YEAR CASH FLOW[CONT.]

Calendar Year	2032	2033	2034	2035	2036	2037	2038	2039
Stabilized Year	8	9	10	11	12	13	14	15
REVENUES								
Gross Potential Rent	\$1,333,434	\$1,366,770	\$1,400,940	\$1,435,963	\$1,471,862	\$1,508,659	\$1,546,375	\$1,585,034
Other Income	2,995	3,070	3,147	3,226	3,306	3,389	3,474	3,561
Vacancy Loss	(66,821)	(68,492)	(70,204)	(71,959)	(73,758)	(75,602)	(77,492)	(79,430)
Total Net Revenues	1,269,608	1,301,349	1,333,882	1,367,229	1,401,410	1,436,445	1,472,356	1,509,165
Total Expenses	583,082	601,941	621,443	641,609	662,462	684,026	706,325	729,385
Net Operating Income	686,527	699,407	712,440	725,621	738,948	752,419	766,031	779,780
DEBT SERVICE								
1st TD	518,190	518,190	518,190	518,190	518,190	518,190	518,190	518,190
Debt Service Coverage Ratio	1.32	1.35	1.37	1.40	1.43	1.45	1.48	1.50
Cash Flow After Debt Service	168,337	181,218	194,250	207,431	220,758	234,229	247,841	261,590
Asset Management Fees	24,597	25,335	26,095	26,878	27,685	28,515	29,371	30,252
Cash Flow After partnership fees	143,739	155,882	168,154	180,552	193,074	205,714	218,471	231,339
Cash Flow -Distribution	143,739	155,882	168,154	180,552	193,074	205,714	218,471	231,339
Balance Deferred Dev. Fee	318,929	175,190	19,308	-	-	-	-	-
Payment on Def. Dev. Fee	143,739	155,882	19,308	-	-	-	-	-
Remaining Balance of Def. Dev. Fee	175,190	19,308	-	-	-	-	-	-
Cash Flow after def. dev. Fee	-	-	148,846	180,552	193,074	205,714	218,471	231,339
Cash Flow -Distribution	-	-	148,846	180,552	193,074	205,714	218,471	231,339
City of Fullerton Land Loan	-	-	74,423	90,276	96,537	102,857	109,235	115,669
Sponsor	-	-	74,423	90,276	96,537	102,857	109,235	115,669

FINANCIAL CAPACITY

Meta prides itself in securing and leveraging state and federal tax credits, tax exempt bonds, and in arranging complex financing structures that ensure the highest and best use of funds. Since 1993, Meta has leveraged over \$2.3 billion of private tax credit investments to build over 7,000 units of housing. Moreover, Meta has a successful track record with obtaining CalHFA MIP financing, securing \$41.1 million in funding for 740 units since the program's inception in 2019.

Meta works with a variety of the industry's top tier financial institutions and bids each project competitively, to ensure the best financial terms possible. Our regular financial partners include Bank of America, Wells Fargo, Citibank, and JP Morgan Chase for construction debt. Red Stone Equity Partners, Boston Financial Investment Management, Wells Fargo, Bank of America, and US Bank are our regular tax credit investors/syndicators. California Community Reinvestment Corporation (CCRC) is one of our most frequent providers of permanent debt. Due to our solid track-record, our projects garner premium financing terms, allowing us to better leverage limited public resources. Our teams include experienced professionals who are proficient and proactive at every level of the intricate development process.

Meta has executed dozens of financing transactions throughout its history, including some of the most complex financing executions, 4%/9% Hybrid transactions, numerous long term ground leases, and deals with multi-layered capital sources. Notably, despite the uncertainty of 2020, Meta adapted to the unprecedented nature of remote work and not only maintained, but increased productivity – closing 10 transactions in Q3 2020 and Q4 2020 alone, including 8 construction loan closings. Moreover, Meta completed construction on nearly 400 units in 2020, working together closely with our construction teams, financing partners, and property management partners to deliver safe, quality, affordable housing to communities throughout California in the midst of an unpredictable future.

Based on our experience over the last year, and those of the last decades of earned expertise, we are confident in our ability to execute the outlined development timeline and secure the most competitive

financing terms with our deep pool of conventional lenders and equity investors.

ADDITIONAL BENEFITS

Identification of additional project benefits to the City, such as jobs created, and services provided

As a committed partner to the City of Fullerton and the Adlena Park neighborhood, Meta has incorporated the following improvements to West Commonwealth Avenue into our proposal, at no cost to the City:

Median Landscaping

In an effort to enhance an important corridor and provide sufficient privacy for the Adlena Park neighborhood, we propose enhancing the existing median along Commonwealth Avenue by adding City-compliant, low-maintenance trees that maintain their foliage throughout the year. By maintaining their foliage, these trees would provide a year-round visual and sound buffer for our Adlena Park neighbors. The Studio 111 landscape team has worked closely with cities throughout Southern California to enrich streetscapes along major thoroughfares, while addressing aesthetic and maintenance cost concerns.

Meandering Path

A meandering path along the southern end of West Commonwealth Avenue, well-landscaped with drought-tolerant plants and low-maintenance trees, would serve as the connection point between Pointe Common's residents and the City at-large. Striking visual elements, natural stopping points, and plentiful seating foster a inviting environment.

Pedestrian Path and Tunnel Enhancements

The Fullerton Pooch Park is accessible to Pointe Common and the Adlena Park neighborhood via stairs off West Commonwealth's southern sidewalk, immediately west of the railway tunnel. We propose enhancing this park connection with a wayfinding mural along West Commonwealth Avenue's southern retaining wall, guiding residents and community members to this neighborhood asset.

PROJECT TIMELINE

RFP Submission	April 2021
Developer Recommendation to City Council	May 2021
ENA Preparation	May 2021
City Council approval of ENA	June 2021
Entitlements Approved	February 2022
CalHFA Financing Application	March 2022
CalHFA Financing Award	April 2022
CDLAC/CTCAC 4% Application	May 2022
CDLAC/CTCAC 4% Allocation	August 2022
Secure Construction Loan and Equity Commitments	August 2022
Commence Construction	February 2023
Commence Tenant Selection Process (3 months)	September 2024
Complete Construction (20 months)	December 2024
100% Occupancy	February 2025



TRANSACTION TERMS AND CONDITIONS

TRANSACTION TERMS AND CONDITIONS

ACQUISITION

Meta has structured the site acquisition with a residual receipts loan to the benefit of the City of Fullerton with the below terms. The terms are structured to be compliant with CTCAC soft financing source requirements per Section 10325(c) (9)(A)(i) of the CTCAC Regulations.

Proposed Sale Price	\$6,000,000
Term	55 Years
Interest	3% Simple
Residual Receipts Allocation	50% of Cash Flow (after payment of 100% Deferred Developer Fee)
Lien Priority	4th (CalHFA as Permanent and MIP RR Lender in 2nd and 3rd Position, respectively)

AFFORDABILITY COVENANT

Meta proposes to covenant the 61 rent-restricted units to remain affordable in perpetuity. We will structure the affordability covenant as a first position lienholder. Details and structure of covenant are anticipated to be further negotiated during the ENA period.

POINTE COMMON: PROPOSED OWNERSHIP STRUCTURE

A single purpose limited partnership (“Partnership”) will be formed to be the ultimate ownership entity for Pointe Common. The limited partnership will be owned by an Administrative General Partner, a Managing General Partner, and a Limited Partner.

John Huskey, Meta’s owner and CEO, will control the Partnership through a single purpose limited liability corporation, that will act as an Administrative General Partner.

Western Community Housing, Inc. (“WCH”) will serve as the project’s Managing General Partner. WCH is a 501 (c) (3) organization, designated as a California Non-Profit Public Benefit Corporation and granted an exemption by the California Franchise Tax Board.

The Limited Partner entity will be assigned to a tax credit investor upon construction closing.

The General Partners will have full, or exclusive and complete charge of the management and control of the Partnership. They have all rights, powers, authority consistent with the development and operation of the proposed development. However, the General Partners are specifically prohibited from acts that would jeopardize the financial viability of the project, the investor’s ability to utilize tax credits, or

Meta’s ability to win tax credits for future projects.

These prohibited activities are part of the I.R.S. tax code and ensure that private investors and developers bear the financial burden if properties are not successful. This pay-for-performance accountability ensures private sector discipline and reduces foreclosure risk far under comparable market-rate properties. Such prohibited activities include the following:

- Selling, conveying, leasing or otherwise encumbering (other than Residential Leases complying with the provisions of the development occupancy restriction) all or any portion of the project or other property except as provided in the Loan Documents or required by any Governmental Authority.
- Withdrawing, admitting or substituting a General Partner of any other Partner
- Making a loan of Partnership funds to any person including the AGP or MGP or any affiliate.
- Borrowing funds in the name of the Partnership (except for agreed upon Construction and Perm Loans), refinancing the Loans, or incurring any indebtedness for borrowed money except for trade payables in the normal course of business.
- Dissolving the Partnership.

SAMPLE ORGANIZATIONAL CHART

