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1600 W. COMMONWEALTH

Response for Affordable Housing Development Opportunity

CITY OF FULLERTON

APRIL 12, 2021

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01

Letter of
Introduction

April 12, 2021

Mr. Matt Foulkes, Director, Community & Economic Development
CITY OF FULLERTON
303 West Commonwealth Avenue
Fullerton, California 92832

Dear Mr. Foulkes:

Related California (Related) is pleased to submit our response to the Request for Proposals for the Affordable Development Opportunity located at **1600 West Commonwealth Avenue**.

Affordable housing laid the foundation of Related California's growth and success and today we are one of the largest developers and operators of affordable housing in California. Related has a 30-year track record working with cities, both small and large, partnering with them to achieve their affordable housing goals. We've completed more than 13,000 affordable residences and currently have more than 3,000 affordable units under construction and in predevelopment. In Orange County, Related California established itself as a leader in affordable housing in 1988 with the completion of Paseo Village in Anaheim. Since then, Related has completed more than 2,600 affordable residences and currently has more than 250 units under construction and in predevelopment. Our pipeline includes more than 200 permanent supportive housing units throughout California and Portland, and we've completed five developments with more than 100 permanent supportive housing units serving homeless or at risk of homelessness.

Related California is a fully-integrated real estate firm with in-house professionals experienced in architecture and design, planning and entitlements, finance, construction and property management. Our experience ranges from ground up new construction to acquisition and rehabilitation for family, senior, and special needs housing. We have a long history of public-private partnerships and the breadth and depth of experience to develop and operate affordable housing.

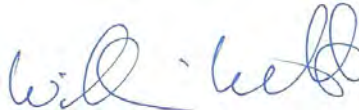
Related has a history of long-term partnerships with many cities and regularly is invited back for additional collaborations. We've completed ten affordable developments in the City of Anaheim, eight affordable developments in the City of Fontana, five affordable developments in the City of Irvine, and two affordable developments in the City of Ontario. We are very familiar with the City of Fullerton and are interested in advancing our relationship to provide much needed affordable housing in Fullerton. We successfully developed Citrea, located along the Santa Fe Line, just east of the Metrolink Station, and as can be seen by viewing Citrea or any of our affordable developments, we take pride in knowing that our affordable developments are indistinguishable from market rate developments.

Our five affordable developments located in the Great Park Neighborhoods in Irvine embody the seamless integration of affordable housing into a market rate master planned development, each with architecture and amenities comparable, and often exceeding those found in market rate developments. The seven project cutsheets found in our submission highlight developments that are similar in size and nature to that of the Commonwealth Avenue site. Related has developed an abundance of communities located on irregular shaped parcels that are adjacent to rail and complete with premium amenities found in market rate developments, such as dog parks with dog washing station, fitness center with yoga studio, community garden, rooftop terraces, art studio, movie theatre, outdoor pavilion with saltwater swimming pool, and spa and barbecue area.

Our architectural partner, TCA Architects, has extensive experience in designing multifamily housing. We have collaborated on affordable and mixed-income developments, and they have recently completed AMPLIFI, a 290-unit multifamily community located on Commonwealth Avenue in Fullerton.

Related and TCA have the credentials to deliver the highest quality development that promotes the City of Fullerton's vision. We look forward to further dialogue about our team's expertise, capabilities and strategies to maximize the potential of this key development with the goal of collaborating on a second affordable development in Fullerton. Should you have any questions regarding our submission, please contact Colby Northridge:

Colby Northridge, Senior Vice President, Development Related California 18201 Von Karman Avenue, Suite #900
Office: (949) 660-7272 x259 Mobile: (949) 903-1980 cnorthridge@related.com



William A. Witte
Chairman/CEO
RELATED CALIFORNIA



02

Project Vision

INTRODUCTION

The Related Companies of California (“Related”) and TCA Architects, Incorporated (“TCA”) have teamed up to present the City of Fullerton with a vibrant affordable housing project which responds directly to the City’s vision for 1600 W Commonwealth Avenue. Both Related and TCA have an extensive award-winning track record of completing much needed quality affordable housing. We believe in delivering a community that is rich in design and materials, has abundant resident serving amenities and provides onsite supportive services. Our key areas of focus for 1600 W. Commonwealth include:

- **AUTHENTIC & TIMELESS DESIGN**
- **CONTEXTUALLY SENSITIVE SITE PLANNING**
- **DELIVERING MARKET-RATE LEVEL AMENITIES**



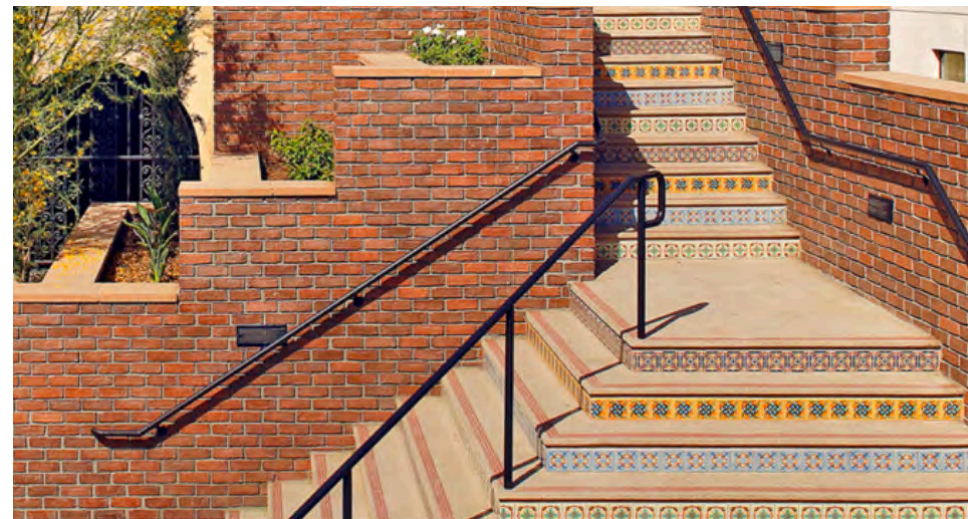


HISTORY & HERITAGE

It is important to honor Fullerton's rich Early California Spanish history with a timeless design that celebrates the roots of Fullerton. Set in the early movements of the California Missions, these historic influences are seen locally in Fullerton buildings, such as The Villa Del Sol retail center (formerly The California Hotel), the Fullerton Police Station, the historic Fox Fullerton Theatre, select Fullerton College buildings and even neighboring single-family and multifamily homes.



AUTHENTIC & TIMELESS DESIGN



ARCHITECTURAL DESIGN

Our buildings will contextually observe these Spanish Colonial principals, and elegantly evolve them, using classic Italian Renaissance-inspired architecture for an enduring and seamless addition to the Fullerton community.



SITE PLANNING

Recognizing the single family Adlena Park Neighborhood to the north of the site, our proposal cleverly breaks down the scale of the housing, into one, two and three story massing elements, with the frontage along Commonwealth comprised of mostly one and two stories. Ample parking is provided in a secure garage, with parking completely hidden from view. We have sited the building so that it helps buffer the sound of the railway. The units face out to a quiet courtyard, away from the railroad, while protecting the privacy of the adjacent neighbors.



CONTEXTUALLY SENSITIVE SITE PLANNING





PROPOSED AMENITIES

Our proposal takes advantage of the triangular shape of the site; by locating the housing on the eastern portion of the site, which leaves a significant area of the site available for top notch amenities, including a pool, fitness circuit, outdoor play spaces and a community garden. The building includes attractively landscaped courtyards providing additional on-site gathering spaces for the residents. Related has successfully integrated affordable housing with high quality amenities alongside single family residences at the Great Park Neighborhoods in Irvine and we are building on that experience with our development at 1600 W Commonwealth Ave.



MARKET RATE LEVEL AMENITIES

DEVELOPMENT VISION

Our vision for 1600 W. Commonwealth Ave. is a beautifully designed 55-unit affordable apartment community, that seamlessly fits into the surrounding neighborhood and provides service-rich housing for families at a range of low-income levels. High quality services for the tenants will be provided by Related’s service partner, LifeSTEPS, who has been a leader in housing and services for 25 years. LifeSTEPS, is experienced in providing services to Fullerton area residents, and has custom-crafted programming that will take advantage of the richness and diversity of the tenant population, with culturally specific job readiness training and wellness classes.

Residents will enjoy a multitude of on-site residential amenities, including a community kitchen, multi-purpose/lounge area, computer room, laundry room, outdoor tot lot, and an expansive outdoor recreation area including a pool, a fitness circuit and a community garden.



The property would also include an open-air multifunctional recreation area large enough to accommodate a full-size pool that can be accessed directly from the housing and is secured by perimeter fencing. A large green space to the west of the pool can be used for a variety of passive and active recreational activities (outdoor yoga, volleyball etc.) This outdoor area becomes a centralizing hub for other common spaces in the building, including a common room that can also serve as a community meeting room. The tenant laundry room and fitness studio also have the potential to overlook the recreational area to create a visual connection.

As the site abuts a railroad and sounds attenuation is a key factor in our design. The building utilizes enclosed corridors along the railway façade, so that

no units have windows or balconies facing the railway. In addition, we are including a sound wall along the western portion of the site, which will help to reduce the decibel level for both the residents and the surrounding neighborhood. The building itself will act to further buffer the Adlena neighborhood from the sound of the railway.

Of greatest benefit to the broader community will be a complete re-imagining of the vacant lot into a newly designed building with beautifully landscaped frontage that utilizes the history of its surrounding neighbors while also adding fresh architectural cues from prominent local designs. TCA’s design successfully integrates the apartment homes, through massing, orientation of the building and thoughtful landscape design. Our design is appropriately scaled, with a range of one-, two- and three-story volumes, and includes rich architectural detail through canopies, awnings, metal accents and a variety of window openings.

The Design Concept demonstrates how our proposal will embrace the community, be sensitive the neighboring context, and provide enhanced connectivity to the City of Fullerton’s Commonwealth Avenue Corridor and surrounding neighborhood. Due to the extremely limited parking in the neighborhood, our proposal provides 98 parking spaces for the tenants, property management and social service staff.

Our vision is a development that will stand the test of time and will be a source of pride for the City. Related is a long-term owner and operator of affordable housing, and we take great care that all of our developments become a symbol of the local neighborhood. Our management company, Related Management Co., provides professional property management that ensures all of our properties are operated well, have no compliance issues, and are beautifully maintained. As you will see from our list of project awards in **Section 4**, we have been recognized many times for the quality of our work.

Related is combining its unparalleled technical expertise in development with the experience of C&V Civil Engineer, Partner Engery and RD Olson Constuction. The building itself will be constructed to meet the best-in-class construction standards, utilizing the latest technology and applying forward-thinking building techniques. The parking level will be constructed out of poured-in-place concrete with two stories of wood framed construction above.

PROPOSED POPULATION AND SERVICES:

Related is committed to ensuring that our affordable housing developments promote equality while fostering inclusion and meeting the community’s current needs. Related’s vision for the Proposed Project is a 100% affordable housing project consisting of fifty-five (55) units. The majority of the units will be reserved for working families and individuals making between 30% and 60% AMI and are a mixture of studios, one two and three bedroom units. 8 studio units will be set aside for formerly homeless individuals, for which we plan to apply for Section 8 vouchers from OCHA. Both unit types will be dispersed throughout the property and all tenants will have equal access to the on-site amenities and services at no cost. Our experience has been that “mixed-population” communities help to stabilize families and promote tenant wellbeing and long-term success. Each individual or family will be afforded quality housing that is paired with market amenities and a local social service provider. Also, the design of the building allows for many opportunities for residents to interact through multiple outdoor gathering spaces as well as a many indoor amenity spaces.

UNIT MIX

AMI	Studio	1 Bedroom	2 Bedroom	3 Bedroom	Total
30%	8	0	1	2	11
45%	-	4	1	2	7
50%	-	5	4	5	14
60%	-	8	9	5	23
Manager	-	-	1	-	1
Total	8	17	16	14	55
% of Total	14.5%	31%	29%	25.5%	

Well-appointed residences will be designed for Fullerton’s demographic needs, with strategically-located amenities, and corridors equipped with local art. Inside each studio, 1, 2 and 3-bedroom residence, abundant sunlight is maximized through large windows. Our typical unit interiors include luxury vinyl plank flooring, which is long lasting and durable, high quality cabinets and kitchens that include a pantry for additional storage. We provide tenants with sufficient storage areas, inside the unit or tucked away out of site off their unit balconies. Our in-house design team works closely with the project architect and interior designer to create compelling color palettes and to ensure full compliance with all handicap accessible requirements.

TENANT AMENITIES

At 1600 W Commonwealth Ave., we have integrated a high level of amenities into the concept design prepared by TCA. At the ground level, these include offices for social services and property management, secure bike parking and bike repair area that can be accessed from the parking garage. Also at this level, tenants can enjoy the large common room with kitchen, common laundry room, fitness studio and resident community garden area. Upper floors include enclosed walkways lined with work from local artists and with stunning views, easy access to elevators and trash chute. Additionally, we see the community accommodating our resident’s pets with an accessible dog wash and possibly a dog-park.

SUSTAINABILITY

This building exemplifies a holistic approach to environmental and social sustainability, providing safe, stable housing for low-income families, immediately adjacent to local and regional transportation. The many transit options coupled with reduced auto parking and generous bike parking will enable public transportation, biking and especially walking to constitute almost all tenant trips. A few of the proposed sustainable features for 1600 Commonwealth Ave. include:

- Roof mounted solar-PV panels
- Water storage and re-use for irrigation
- Low-water consumption planting and efficient irrigator
- Daylight and natural ventilation in all interior spaces
- High efficiency lighting and appliances, including Energy Star
- Low water-efficient plumbing fixtures
- Low- and no-VOC materials and finishes
- High-performance mechanical systems

Continuous ventilation system in units with MERV 13 filtration that will ensures optimal interior air quality without having to open windows. For additional information, refer to the Design and Sustainability Description in **Section 7**.

CONCLUSION

In the following sections, we will outline our key team members, our extensive experience in the design and construction of multi-family affordable housing, our qualified service and outreach partners, and our financial strategy to secure the necessary funding for 1600 W Commonwealth Ave.



03

Team Members

3. Team Members

Firm Summaries



Developer

Related has deep experience assembling and managing development teams for projects of similar scope and magnitude as the development presented in this Request for Proposals. We have identified the potential development team including Nonprofit Partner, Property Management, Social Services Provider, General Contractor, Architect, and Sustainability Consultant, all who are uniquely qualified to execute the proposed development.

Non Profit Partner

A 501 (3)(c) public benefit nonprofit, for more than 30 years, **Foundation for Affordable Housing (FFAH)** has become the preferred partner for many of the nation’s premeire real estate development companies. Related has been partnering with FFAH since 2016 at Citrea in Fullerton, and is currently working with them on Prado, an affordable and permanent supportive housing development currently under construction in Fountain Valley, California.

Property Management

Since 1974, **Related Management Company (RMC)** has set an exceptional performance benchmark for the responsiveness and professional management of affordable and market rate residential communities and commercial space.

Social Service Provider

LifeSTEPS has a 25-year history of providing high quality services to residents of affordable and supportive housing and is the largest provider in California. Related and LifeSTEPS have partnered since 2015 and LifeSTEPS currently operates service facilities at 6 of our properties.

Architect

With over 100,000 multifamily units across California, **TCA Architects** specializes in the planning and design of mixed-use and multifamily housing communities. Related and TCA have successfully worked together on affordable and mixed-income projects since 2006.



General Contractor

R.D. Olson Construction, an Orange County-based national general contracting and construction management firm will oversee every stage of construction. Related and R.D. Olson have a history of collaboration and are currently working on Prado in Fountain Valley, and Rose Hill Courts in Los Angeles, California.

Civil Engineering

C & V Consulting, Inc. (CVC) engineers provide a wide variety of civil, environmental, transportation, and structural services to both private and public clients. These services include project management, preliminary and final design, construction inspection and management, and site development for highways, domestic water systems, fire-water protection systems, irrigation/reclaimed water systems, storm drain systems with detention and biofiltration elements, and wastewater systems.

Sustainability Consultant

Partner Energy is an invaluable resource helping achieve the reduction of energy consumption. Related and Partner Energy have worked together since 2016.

Community Engagement Consultant

GREYCOMM, LLC is a land use public affairs and outreach firm. Its founder and principal, Steve Greyshock, has helped secure approvals for more than 50,000 housing units, millions of square feet of commercial space and tens of thousands of acres of parks and open space. The firm’s approach is rooted in building trust with residents and stakeholders through persuasive message development and influential public engagement strategies.

3. Team Members

Contact Information

Developer

RELATED CALIFORNIA

18201 Von Karman Avenue Suite 900
Irvine, CA 92612
(949) 660-7272
relatedcalifornia.com

Team Members

WILLIAM WITTE, Chairman & CEO | Oversight
FRANK CARDONE, President | Oversight
STEVE SHERMAN, Chief Financial Officer | Oversight
STEVE WRAIGHT, Director, Planning & Architecture | Design Review
LIANE TAKANO, Dir. Southern CA Operations | Oversight
ROSE OLSON, Sr. VP, Development | Oversight
COLBY NORTHRIDGE, Sr. VP, Development | Project Management

Related is the lead entity for this proposal and will be responsible for strategic planning, acquisition, financing, and the design and development of the affordable housing project. Colby Northridge will be the lead contact for the team.

Non Profit Partner

FOUNDATION FOR AFFORDABLE HOUSING

384 Forest Avenue Suite 14
Laguna Beach, CA 92651
(949) 443-9191
ffah.org

Team Members

TOM WILLARD, President & Founder | Oversight
DARRIN WILLARD, President | Oversight
MELISSA VINCENT, Senior Vice President | Oversight
JASON ACOSTA, Vice President, Dir. of Asset Management | Project Management

Foundation for Affordable Housing will be the nonprofit partner responsible for the oversight of the compliance process and social services, and the long-term management and health of the community. FFAH is the nonprofit partner on Citrea and have expertise in the City of Fullerton.

Property Management & Leasing

RELATED MANAGEMENT

18201 Von Karman Avenue Suite 900
Irvine, CA 92612
(949) 660-7272
relatedcalifornia.com

Team Members

JOE KROSS, Regional Vice President | Management & Leasing
*Related Management Company (RMC) is an affiliate of Related.

Social Services Provider

LIFE SKILLS TRAINING & EDUCATIONAL PROGRAMS (LifeSTEPS)

2100 W. Orangewood Avenue Suite 230
Orange, CA 92868
(949) 253-6200
lifestepsusa.org

Team Members

CRAIG GILLET, President | Oversight
BETH SOUTHORN, Executive Director | Oversight
PAM MOORE, Director of Program Dev. & Quality Control | Oversight
KELLY MCGILLES, Director of Operations | Oversight
NANCY GONZALEZ | Regional Director of Social Services | Onsite Services

LifeSTEPS is an experienced service provider that has previously worked with Related and operates service facilities at many of our properties. LifeSTEPS is providing services at Citrea.

Architect

TCA ARCHITECTS, INC.

19782 MacArthur Blvd. Suite 300
Irvine, CA 92612
(949) 862-0270
tca-arch.com

Team Members

IRWIN YAU, Principal In Charge of Orange County | Oversight
PAUL ANDERSON, Studio Director | Oversight & Project Management
KEVIN BUCHTA, Project Design Director | Design & Project Management
STEVE HUTSON, Technical Director | Oversight

TCA Architects will be the Design Architect & Architect of Record for the project. Related and TCA have successfully worked on many affordable and mixed income for over a decade. Design efforts will be lead by Paul Anderson.

General Contractor

RD OLSON CONSTRUCTION

520 Newport Center Drive Suite 600
Newport Beach, CA 92660
(949) 271-1100
rdodevelopment.com

Team Members

BILL WILHELM, President | Oversight
MARC TRAN, Project Executive | Project Management

R.D. Olson Construction is an Orange County-based national general contracting and construction management firm and will be the general contractor and have oversight of every stage of construction. Related and R.D. Olson and have a long history of collaboration and R.D. Olson was the GC at Citrea.

Civil Engineering

C & V CONSTULTING, INC.

9830 Irvine Center Drive
Irvine, CA 92618
(949) 916-3800
cvc-inc.net

Team Members

RYAN BITTNER, PE, Principal, Engineering | Oversight
DANE MCDOUGALL, PE, PLS, Principal, Land Surveying | Oversight
JOY HENDRICKS, Project Manager
LUCAS BUCHER, PE, Project Engineer
SARAH PFEIFER, PE, Project Engineer
NED REYNOLDS, PLS, Land Surveyor

C&V Consulting, Inc. is an Orange County-based firm and a long-standing development partner with Related. They are the proposed surveyor and civil engineer and were involved in the site planning for the adjacent Public Works Yard.

Sustainability Consultant

PARTNER ENERGY

680 Knox Street
Suite 150
Los Angeles, CA 90502
(888) 826-1216
ptrenergy.com

Team Members

LANCE A. COLLINS, Director of Sustainability | Oversight
DIANA CHEN, Sustainability Consultant | Project Management

Partner Energy is a nationwide provider of energy efficiency engineering, sustainability, and resiliency consulting services.

Community Engagement Consultant

GREYCOMM PUBLIC POLICY & COMMUNICATIONS

27702 Crown Valley Parkway, Suite D-4
Ladera Ranch, CA 92694
(714) 330-0321
grey-comm.com

Team Members

STEVE GREYSHOCK, Founder/CEO | Oversight & Project Management

Steve Greyshock is an experienced outreach specialist with an extensive career in the public and private sectors, specifically relating to affordable housing engagement in Orange County.

3A. Team Members

Developer

Related California

About Related California

Related California (Related) is a fully-integrated real estate firm with a 30-year track record delivering top-quality, affordable, mixed-income housing and mixed-use developments across California. The company has completed 16,000 residences and currently has more than 17,000 residential units completed or under construction totaling more than \$7.5 billion in assets, and over 2,700 affordable and 3,800 market rate units in pre-development. Related has a track record of consistently developing communities that exceed industry benchmarks in design, construction, sustainability and property management. The company is backed by one of the most prominent privately owned real estate firms in the nation, with a portfolio of over \$60 billion in developments. As long-term property owners committed to sustainability and stewardship, Related forms strong public-private partnerships with civic leaders, non-profit organizations, public officials, and neighbors throughout California to revitalize communities. We are committed to excellence, working with world-class architects and designers to create distinctive new urban spaces that fit seamlessly into the fabric of existing communities.

Related is committed to excellence, working with world-class architects and designers to create distinctive urban spaces that fit seamlessly into the fabric of existing communities.



Right: **Citrea**,
55 affordable
apartments,
Fullerton, CA

Left: Courtyard
and playground
at **Citrea
Apartments**



3A. Team Members

Related Senior Leadership



BILL WITTE
CHAIRMAN & CEO

Mr. Witte is Chairman and Chief Executive Officer of Related California. For the past 32 years, and since the founding of Related California, he has been responsible for the strategic direction of the company, overall management of the firm, pursuit of new development opportunities, and oversight of planning, financing and construction

of a development portfolio of more than 17,000 residential units, completed or under construction, totaling more than \$7.5 billion in assets.

Prior to founding Related California in 1989, Mr. Witte served as Deputy Mayor for Housing and Neighborhoods under Mayor Art Agnos where he oversaw all housing, development and redevelopment activities for the City of San Francisco. He was Director of Housing and Economic Development under Mayor Dianne Feinstein and served as an appointed Commissioner of the San Francisco Housing Authority.

Mr. Witte previously served as Executive Assistant to Assistant Secretary for Housing/Federal Housing Commissioner Lawrence B. Simons at HUD in Washington, as Legislative Director for the National Association of Housing and Redevelopment Officials and with the Philadelphia Office of Housing and Community Development.

Mr. Witte graduated from the University of Pennsylvania with a Master in City Planning and a bachelor's degree in Urban Studies. He is Chairman of the Lusk Center for Real Estate Advisory Board at University of Southern California and a member of the Board of Overseers of the Graduate School of Design at University of Pennsylvania.

Mr. Witte serves on the Advisory Boards of the Fisher Center for Real Estate and Urban Economics Policy at the Haas School of Business at University of California at Berkeley and the Orange County Human Relations Community Partners. In addition, Mr. Witte sits on the board of Shelter Partnership in Los Angeles.



FRANK CARDONE
PRESIDENT

As President of Related California Affordable and Chief Operating Officer of Related California, Mr. Cardone leads the company's affordable housing development division and oversees Related California's day to day operations. He leads an integrated development team that encompasses all aspects of the development process including

acquisition, planning and design, deal structuring, entitlements, public and private financing, construction, and asset management. Since joining Related California in 1995, Mr. Cardone has been responsible for the development of more than 12,500 units of affordable rental housing throughout California and has played a central role in building the company's substantial affordable housing platform.

Prior to joining Related California, Mr. Cardone was a Senior Project Manager for M. David Paul & Associates, a Santa Monica based residential and commercial development company, and a Development Project Manager/Vice President for Calmark Development Corporation, a multifamily housing development company.

Mr. Cardone's technical background includes civil engineering consulting on geotechnical and foundation engineering, environmental and hazardous waste investigation, and overall general civil engineering issues. Mr. Cardone holds a Master in Civil Engineering from Stanford University and a bachelor's degree in Civil Engineering from Loyola Marymount University.



STEVE SHERMAN
CHIEF FINANCIAL OFFICER

As Chief Financial Officer, Mr. Sherman oversees the company's financial operations and arranges debt and equity for all of Related's affordable housing transactions. He also assists the Related development team in the creation of sophisticated organizational structuring and financing on mixed-income (80/20), mixed-use and multifamily for sale developments. In addition, Mr. Sherman

serves as the company's Risk Manager and Senior Asset Manager, overseeing a portfolio of more than 6,000 units, and is responsible for strategic refinancing and disposition of portfolio assets, financial reporting and regulatory compliance.

Prior to joining Related California in 2000, Mr. Sherman was Vice President and Chief Financial Officer of Chicago-based LR Development Company LLC, (currently Related Midwest) an affiliate of The Related Companies. Related Midwest is a leading multifamily developer in the Chicago market and one of the leading affordable housing developers in the state of Illinois.

Prior to LR Development, Mr. Sherman was a Partner in the Chicago accounting practice of Altschuler, Melvoin and Glasser LLP (currently McGladrey-Assurance Tax and Consulting) where he managed a public accounting practice focused on providing high quality tax and consulting services to real estate developers, construction contractors and high-net-worth family groups. Mr. Sherman holds a bachelor's degree in Accountancy from the University of Illinois, Champaign/Urbana and is a Certified Public Accountant and member of the American Institute of Certified Public Accountants.

3A. Team Members

Related Senior Leadership



LIANE TAKANO
DIRECTOR, SOUTHERN CALIFORNIA OPERATIONS

As Director of Southern California Operations for Related California, Ms. Takano leads Related’s affordable residential development throughout Southern California. She is currently overseeing a pipeline of 700 multifamily units and her responsibilities encompass all aspects of development and financing. Since joining Related in 2005, she has successfully managed the completion of 18 family and senior tax credit-financed developments and been directly responsible for the development of more than 1,800 intergenerational and senior housing units, including the Gold Nugget-awarded developments located in Irvine, Solaira at Pavilion Park and Luminaira, Espaira and Luxaira at Parasol Park.

Prior to joining Related in 2005, Ms.Takano worked as a paralegal for Gilbert and Sackman, where her responsibilities included drafting legal documents and letters of correspondence to clients and union board members. She also researched, analyzed, and organized cases in support of pending legal cases.

Ms. Takano holds a bachelor’s degree in Business Administration with an emphasis in Real Estate Finance and a minor in Web Technologies and Applications from the University of Southern California. In 2006, she served as the Nisei Week Queen in Los Angeles’ Little Tokyo, representing the Japanese American community at numerous international and national events.



ROSE OLSON
SENIOR VICE PRESIDENT, DEVELOPMENT

As Senior Vice President of Development for Related California Affordable, Ms. Olson leads and manages all aspects of development and financing for Related’s affordable residential developments.

Prior to joining Related, Ms. Olson was Vice President of Development & Construction for Gablecraft Homes where she oversaw all development and construction activity in Western Canada for a pipeline of more than 1,000 condominium and single-family units. As Director of Housing & Real Estate Development for West Hollywood Community Housing Corporation, Ms. Olson managed all aspects of affordable housing development, including the acquisition, entitlement and financing of senior, family and special needs housing. In the first phase of her career, Ms. Olson worked as an architect in Boston, Massachusetts on historic, adaptive-reuse and institutional projects.

Ms. Olson holds a Master of Real Estate Development from the University of Southern California and a Bachelor of Architecture from McGill University in Montreal. She is a licensed architect in California and Massachusetts, National Council of Architectural Registration Boards (NCARB) certified, a LEED Accredited Professional (Building Design and Construction), and an active member of the Urban Land Institute.



COLBY NORTHRIDGE
SENIOR VICE PRESIDENT, DEVELOPMENT

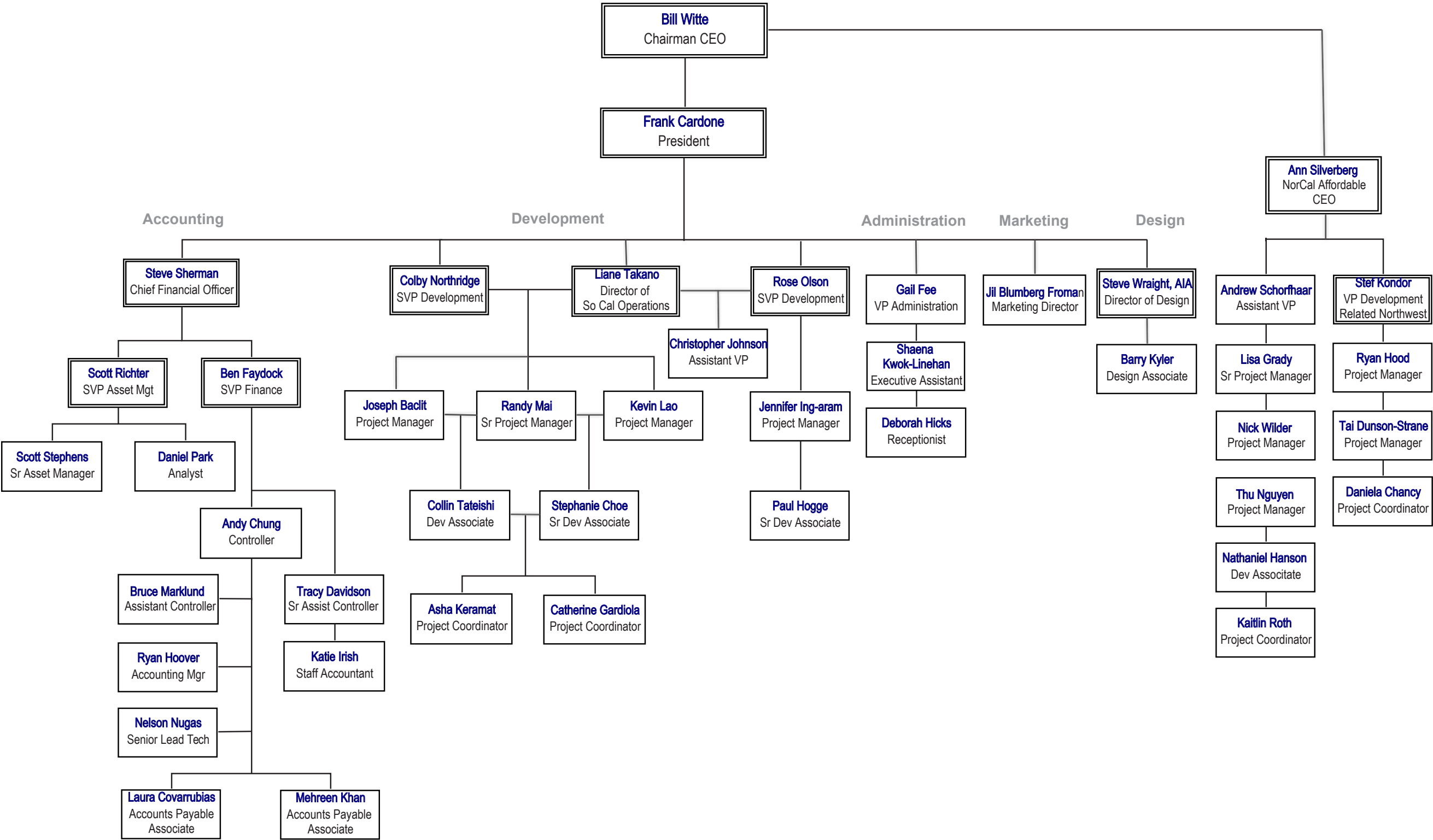
As Senior Vice President of Development for Related California, Mr. Northridge is responsible for all aspects of project management for Related’s affordable residential developments throughout California.

Prior to joining Related in 2005, Mr. Northridge held various positions in the Economic Development Department of the City of Westminster where he assisted with various aspects of the City’s economic development strategy, including DDA negotiations, project entitlements, citywide business attraction and retention, and real estate transactions and land acquisition for specific development projects.

Mr. Northridge holds a bachelor’s degree in Regional Development from the University of Arizona and a Light Construction Development Management Certificate from the University of California, Irvine.

3A. Team Members

Related Organizational Chart



3B. Property Management

Related Management Company



PROPERTY MANAGEMENT EXPERTISE

Since its inception in 1974, Related Management Company (“Related Management”) has set an exceptional performance benchmark for the responsive and professional management of both affordable and market rate residential communities and commercial space. As an integrated affiliate of The Related Companies, L.P., Related Management manages over 95% of The Related Companies portfolio and benefits from the continuity of development, finance and construction experience to achieve ownership objectives.

Related Management currently directly manages close to 400 apartment complexes with approximately 50,000 units of housing. Developments are located in California, Connecticut, Florida, Georgia, Illinois, Iowa, Massachusetts, Maryland, Michigan, Minnesota, North Carolina, North Dakota, New Jersey, New York, Nevada, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, and Wisconsin.

The California portfolio Related Management directly manages consists of 7,671 units, 6,952 of which are affordable housing units, at 56 developments across 41 sites. The table on the following page showcases properties in California owned by Related California currently managed by Related Management.

COMPLIANCE AND FISCAL RESPONSIBILITY

Related Management’s mandate since 1974 has been to support ownership’s objectives of implementing outstanding operations performance thereby building a reputation of excellence among our public and private partners and in the financial communities. Our goals are attained through intensive supervision and unparalleled standards of administrative, maintenance, resident service and financial planning performance.

Related Management is headquartered at 423 West 55th Street, New York, New York. All accounting operations are centrally located at 423 West 55th Street. Management company supervisory staff also located at the headquarters office consists of the Senior Vice President (EEO & FHEO Officer), Sr. Vice President of Commercial Operations, Chief Financial Officer, Vice President and Property Controller, Vice President of Engineering, Vice President of Ancillary Services, Sr. Vice President of Retail Operations, Vice President of Retail Operations, Director of Operations, Director of Business Operations, Director of Human Resources, and Director of Regulatory Administration.

Related Management also maintains regional offices in New York City; Walden, New York; East Orange, New Jersey, Chicago, Illinois; Dallas, Texas and Irvine, California. Accountability and support are critical components to this approach as each site is staffed with administrative and maintenance staff who report to a local district office.

Related Management has extensive experience with and works closely on a regular basis with the following federal, state, and local agencies: The U.S. Department of Housing and Urban Development, New Jersey Housing

and Mortgage Finance Agency, New York State Housing Finance Agency, The New York State Division of Housing and Community Renewal, U.S. Department of Agriculture Rural Development, New York City Housing Development Corporation, New York City Department of Housing Preservation and Development, California Tax Credit Allocation Committee, Connecticut Housing Finance Authority, Connecticut Department of Housing, Illinois Housing Development Authority, Georgia Housing Finance Agency, Massachusetts Housing Finance Agency, as well as numerous local housing authorities, development agencies, and community organizations.

Over 90% of our developments provide at least one affordable housing program resource including, but not limited to, Section 8 and RAP, low income housing tax credits (“LIHTC”), 80/20 bonds, and HOPE VI. Many properties provide for mixed income occupancy and combinations of programs. The regulations from the Internal Revenue Service and the U.S. Department of



Housing and Urban Development governing properties financed with equity provided through the syndication of the LIHTC program and other subsidized sources of funds are voluminous and complex. Achieving compliance with multiple levels of regulation requires a diligent, experienced and professional management team. Related Management is proud of our record of complete compliance with the Low Income Housing Tax Credit requirements and the specific regulations of each of the numerous agencies administering regulatory programs across the country.

Related has developed an expertise in managing properties during all stages of the development process from providing input in the conceptual pre-development stage, to marketing properties during the initial lease-up period, through successfully managing stabilized properties years after construction is complete. Related Management successfully executes a full range of property management functions, including careful applicant screening and eligibility determination, rent collection, resident/management relations, maintenance and repairs, and accounting and reporting services.

This demonstrates Related Management effectively manages affordable rental units to ensure ongoing compliance with affordability requirements and long term financial solvency.

The key contact for Related Management in California is **Regional Vice President Joseph Kross**.

Related Management Company
Joseph Kross, Regional Vice President
18201 Von Karman Avenue, Suite 900
Irvine, CA 92612
Tel: (949) 660-0390
Fax: (949) 660-0391
Email: jkross@related.com

LEASING EXPERTISE

Related Management is proud of its title as an Institute of Real Estate Management (IREM) designated “Accredited Management Organization” (AMO) and its Regional staff that are Certified Property Managers (CPM) as recognized by the Institute of Real Estate Management. We recognize that our greatest assets are the skills of our employees and we aggressively promote human resource development through our educational reimbursement programs, comprehensive performance evaluations, and in-house training and support functions.

Related Management’s track record evidences a strong

capacity and ability to quickly lease completed units. Related Management has met or surpassed leasing projections for all Related California developments following new construction completion. Of the 47 existing developments in California, 98% fall below the 5% vacancy underwriting guideline.

OPERATIONS, MANAGEMENT AND STAFFING APPROACH

Related Management’s responsibilities will be detailed in a management plan and management agreement. Basic responsibilities will include routine property management services such as collecting rent and leasing up, preparing income certifications, resolving tenant concerns, taking maintenance requests, handling emergency situations, qualifying new tenants, and other record-keeping and reporting responsibilities. All of these responsibilities will be managed in strict accordance with (i) government regulations (ii) tax credit compliance rules (iii) requirements of all funding sources (iv) property restrictions and (v) the management plan which includes property specific performance standards. Related Management will prepare monthly financial and other reports to Related.

Related Management will provide one on-site property manager who will reside at the site. The property manager will manage the day-to-day operations of the property. Other staff will include a maintenance technician.

RELATED MANAGEMENT COMPANY

Per the City’s recommendation, preference will be given to City of Fullerton residents. If selected, RMC will work with the City of Fullerton to finalize the property management plan and other marketing materials so that they are specific to this development and incorporate the City’s policies and procedure regulations, where applicable. Please see the attached draft Resident Marketing Plan and Resident Selection Criteria.

RELATED MANAGEMENT COMPANY - SOUTHERN CALIFORNIA

Los Angeles County	
740 So. Olive Street Apts 740 South Olive Street Los Angeles, CA 90014	309-Senior Sec 8 Sec 504
Belmar Apartments 1725 Ocean Avenue Santa Monica, CA 90401	160-Multi Tax Credit
Vista Angelina 418 E. Edgeware Road Los Angeles, CA 90026	108-Multi Tax Credit Sec 504
Plummer Village 15450 Plummer Street North Hills, CA 91343	75-Senior Sec 8 Sec 504
Van Nuys (Ops and Landlord) 210 W.7th Street Los Angeles, CA 90014	299-Senior Sec 8 Sec 504
The Curve at West Angeles 5414 Crenshaw Blvd Los Angeles, CA 90043	71-Senior Tax Credit
Harbor Village 981 Harbor Village Drive Harbor City, CA 90710	400-Multi Tax Credit/PBV Sec. 8/504
VIA425 Apartments 425 East Carson Street Carson, CA 90745	105-Multi Tax Credit
South Bay Villa 13111 San Pedro Los Angeles, CA 90061	80-Family Sec 8 Sec 504
Terry Manor 3100 S. Vermont Avenue Los Angeles, CA 90007	170-Senior Sec 8 Sec 504

San Diego County	
McKinney Manor (Jean C.) 5641 Imperial Ave San Diego, CA 92114	50 - Senior Tax Credit Sec. 504
Paradise Creek Phase I and II 2120 Hoover Avenue National City, CA 91950	109- Multi T/C 92- Multi T/C Sec. 504

Orange County	
Alice Court 450 Glenneyre Street Laguna Beach CA 92651	27-Studios Tax Credit SRO
Bayview Landing 1121 Back Bay Drive Newport Beach , CA 92660	120-Senior Tax Credit
Espaira 2117 Hamal Irvine CA 92618	84-Multi Tax Credit
Luminaira 1158 Hamal Irvine, CA 92618	82-Multi Tax Credit
Luxaira Senior 1105 Hamal Irvine, CA 92618	157- Senior Tax Credit
Solaira 100 Ridge Valley Rd Irvine CA 92618	221-Senior Tax Credit
Montaira 1103 Hamal (construction) Irvine CA 92618	165-Senior Tax Credit
Arbors at Vintage/AVON I/ II/III c/o 712 E. South St, Ste 100 Anaheim, CA 92805 AVON	16 / 21 / 14-Multi Tax Credit Sec. 504
Paseo Village 1115 N. Citron St Anaheim, CA 92801	176-Multi Tax Credit Sec. 504
Vintage Crossings 712 E. South Street, Ste 100 Anaheim, CA 92805	92-Multi PBVs Sec. 504
Hermosa Village 1515 S Calle Del Mar Anaheim, CA 92802	521-Multi Tax Credit Sec. 504
Pradera Apt Homes 130 N. Citrus Ranch Rd Anaheim, CA 92805	146-Multi T/C Sec 8 Sec. 504
Citrea Apartments 336 E. Santa Fe Ave Fullerton, CA 92832	55-Multi Tax Credit
Triada Court/ Triada Village 616 N Lacy Street Santa Ana, CA 92701	114-Multi Tax Credit



3C. Team Members

NonProfit Partner

Foundation for Affordable Housing



About Foundation for Affordable Housing

Founded by Tom and Deborrah Willard, **The Foundation for Affordable Housing** is a tax-exempt 501(c)(3) public benefit nonprofit corporation. We ease the burden of State, County, and Local Housing Authorities through the construction, acquisition, and operation of low-income and senior housing. By focusing on the profitability and sustainability of each of our projects, we have been able to build safe and comfortable housing for those who need it most. We provide community enrichment services and a strong network of industry-leading property management firms.



The Foundation for Affordable Housing has been making the visions of our partners come to life for almost 30 years.

Our Mission

Our purpose is to create safe, comfortable, high-quality homes that uplift the lives of our residents and enhance the surrounding neighborhoods. We focus on the financial and environmental sustainability of each of our residential communities, allowing us to build secure, affordable homes for those who need them most.

Our Organization

The Foundation is a tax-exempt 501 (c) (3) publicbenefit nonprofit corporation founded by Tom and Deborrah Willard more than 30 years ago. With expertise, experience, and care, we ease the burden of State, County, and Local Housing Authorities through the construction, acquisition, and operation of low-income and senior housing.



WHAT WE DO

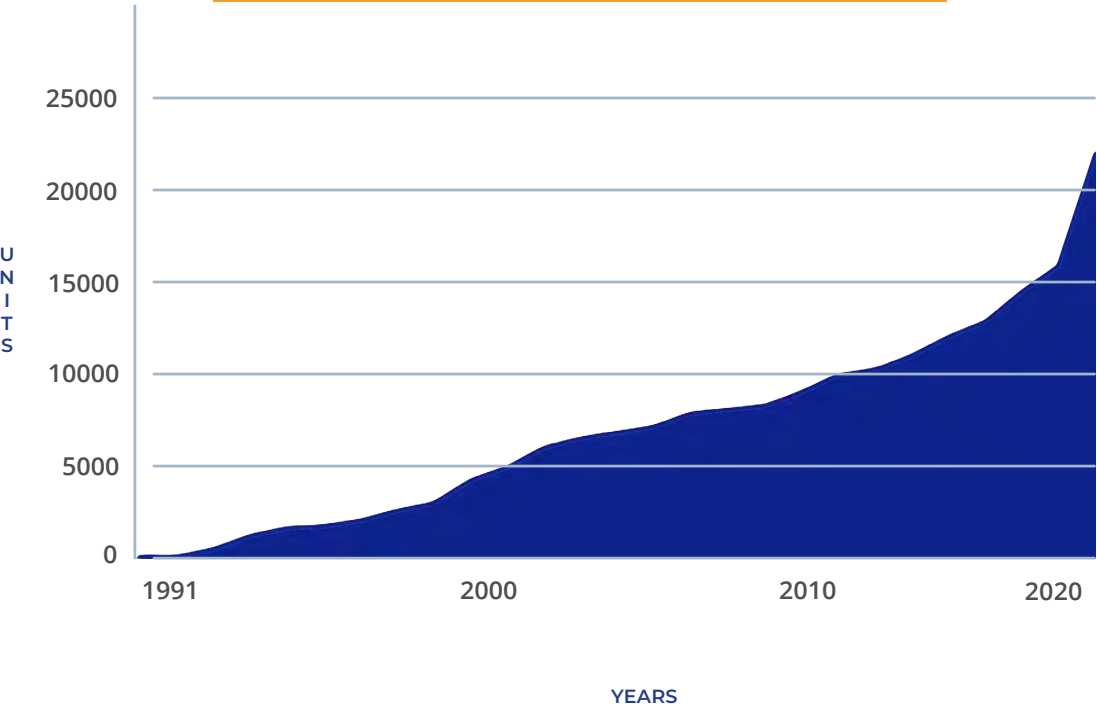
INDUSTRY PRESENCE & ROBUST GROWTH

The Foundation is a growing organization that values innovation, collaboration, and good old-fashioned hard work. We pride ourselves on being the best at what we do and having a great time while we do it! Our focus on building value for all stakeholders has allowed us to evolve into a multi-faceted affordable housing developer and partner.

The Foundation has developed over 22,000 affordable housing units. Our 200+ communities are located in 17 states: California, Colorado, Texas, Oregon, North Carolina, Florida, Arizona, Utah, Illinois, Missouri, Ohio, South Carolina, Mississippi, Georgia, Montana, Washington and Virginia. We have a diversified portfolio that includes garden-style, high-rise, mid-rise, single room occupancy (SRO), and modular development product types.

In 2019, the Foundation was named “Top Nonprofit” on the Affordable Housing Finance (AHF) list of 50 Top Developers and Owners. We are incredibly proud of the work we have done, and we are humbled by the work that still remains. Housing insecurity continues to take a terrible toll on individuals and families. Join us as we continue our mission to bring safe and comfortable housing within the reach of those who need it most.

THE FOUNDATION GROWTH TRENDS



FINANCING

By leveraging our years of experience and extensive network of strategic partners, we secure financing for our wholly owned communities and assist our developer partners in funding our joint projects. We excel in acquiring grants and soft loans for projects, accessing creative financing solutions, and complying with government regulations.

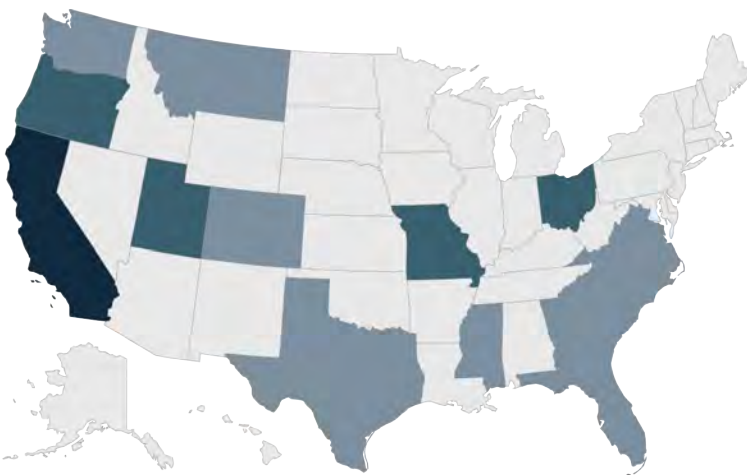
Typical funding sources include: Federal and State Low Income Housing Tax Credits, CDLAC and 501 (c)(3) bonds, HUD financing (including Project Based Section 8, HOME, HOPE VI), conventional financing, and a variety of city, county, and state subsidy sources.

Funding amounts include:



HANDS ON PROPERTY MONITORING

ACTIVE FOOTPRINT



HANDS-ON ASSET MANAGEMENT OVERSIGHT

We understand the restrictions imposed by our funding sources and diligently monitor our properties to ensure that they remain in compliance. Our in-house asset management team takes an active, hands-on approach by optimizing cash-flow, enhancing resident fulfillment, and maximizing property preservation through the asset life cycle.



HUD FINANCED PROPERTIES

Foundation for Affordable Housing, Inc. and its affiliates (“FFAH”) have decades of combined experience in owning and operating properties financed with HUD resources. Through our years of experience, we have become highly competent in navigating HUD’s ever-changing requirements and have become proficient in complying with HUD guidelines.

FFAH has participated in the HUD HOME, HOPE VI, and Section 8 programs, including Mark up to Market. Our staff is proficient in submitting for HUD 2530 Previous Participation Certification, registering and maintaining new entities in the APPS 2530 system, and managing and budgeting grant funds through the ELOCCS systems via drawdowns. Additionally, our in-house asset management team assists with monitoring REAC evaluations and other affordability covenants.



RECENT AWARDS

2011

Ten Fifty B, San Diego CA
Alanzo Award - Best Affordable Project- 30+ dwelling units/acre
Award of Merit - Multifamily Housing Project
Award of Merit - Green Sustainable Community
Best Affordable Apartment Community
Best Urban Project (2X Winner)
Award of Excellence
Best Metropolitan/ Urban Housing
Award of Excellence
Annual Award of Excellence
Project Achievement Award
Housing Project of the Year
Pillars of the Industry Awards
Best Creative Financing of an affordable housing community

2015

Lotus Gardens, Los Angeles
LEED Platinum Certified
Best Affordable Project- 30 to 60 dwelling units/acre

2012

Mosaic, Los Angeles
Best Intergenerational Gold Nugget Merit

2014

Vista Del Rio, Santa Ana
Project of the Year Award: Special Needs

2018

Vintage Aliso, Aliso Viejo
Best 55+ Affordable Rental Community

2019


Valle De Las Brisas, Madera
Nominated at the CAA Awards for Senior Development of the Year



Embrace is the Resident Services arm of the Foundation and provides onsite services to a growing number of properties. Our services make a powerful difference in people’s lives and carry meaningful returns through generations.

Our programs are tailored to meet the unique needs of each community we serve and most include after school programs, ESL, career development, health and wellness resources, financial fitness, and more. Embrace investment results in improved property and apartment maintenance, better relations between management and residents, and increased resident satisfaction. These benefits protect property value and create a more stable resident population.



<div>Schedule of Real Estate Holdings Foundation for Affordable Housing V, Inc. 9-Dec-20 SoCal Portfolio</div>					
Property Name	Property Location	Number of Units	Affordability Levels	Property Type	Year Built
Courtyard Apartments	4127 West Valencia Fullerton California	107	35% 45%, 60%	Family	1994
Plaza Court	10380 Court Street Stanton California	104	40%, 60%	Family	1995
Kingswood	5169 Hollywood Blvd. Hollywood California	44	60%	Family	1998
Castelar	625 North Hill Street Los Angeles California	101	40%, 50%, 60%	Family	2003
Casa Figueroa	7800-7814 S. Figueroa St. Los Angeles California	48	40%, 45%, 50%	Family	2003
Casa Bella I, II & III	16980 Nisqualli Victorville California	288	30%, 40%, 50%	Family	2005
Barbizon Hotel Apartments	1927 West 6th Los Angeles California	55	50%-60%	Family	2008
Summit Ridge	555 N. Hathaway Street Banning California	81	30%, 45%, 50%	Family	2004
Tierra Del Sol	7508 Alhambra Ave. Los Angeles California	119	30%, 55%, 60%	Family	2005
Tesoro Del Valle	2302 N. Humboldt St. Los Angeles California	121	30%, 50%, 60%	Family	2006
Vista Del Rio	1600 W. Memory Lane Santa Ana California	41	30%, 40%, 50%	Family	2014
Broadway Village	1245 E. Broadway Anaheim California	46	30%, 40%, 50%	Family	2008
Valle Del Sol	1605-1623 East C Street Brawley California	72	30%, 40%, 50%	Family	2008
The Village at Tehachapi	200 N. Mill Street Tehachapi California	81	30%, 40%, 50%	Family	2011
Ten Fifty B Street	1050 B Street San Diego California	229	30%, 40%, 50%	Family	2008
Palm Springs View Apartments	500 W. San Rafael Dr Palm Springs California	119	25%, 30%, 35%, 40%, 50%, 60%	Family	2009
Orange Gardens Apartments	12510 Oak Knoll Road Poway California	52	35%, 50%, 60%	Family	2012
Royale Apartments	280 Hospital Circle Westminster California	36	30%, 40%, 50%	Family	2010
Mosiac Apartments	1521 W. Pico Blvd. Los Angeles California	56	30%, 40%, 50%	Family	2011
Highlander Pointe Apartments	1055 West Blaine Street Riverside California	132	50%, 60%	Family	1995
Lotus Garden Apts / Yale Street	715-721 Yale Street Los Angeles California	60	30%, 45%	Family	2013
Regent Square	527 W. Regent Street Inglewood California	145	50%, 60%	Family	2012
Brookhollow Apartments	2600 South Azusa Ave. West Covina California	188	45%, 50%	Family	1979
Village Green Apartments	2122 W. Chestnut Street San Bernardino California	184	30%, 40%, 50%	Family	1968
Murrietta Meadows	40125 Los Alamos Road Murrieta California	200	40%, 50%	Family	1989
Villas at Hesperia	8810 C Avenue Hesperia California	154	50%	Family	2009
Sunrise Apartment Homes	1201 40th Street Bakersfield California	240	40%, 50%	Family	1978
Harvest Glen	200 South Lindon Ave Rialto California	347	35%, 45%, 50%	Family	1987
Plaza De Leon	630 S. Alvarado St. Los Angeles California	20	40%, 50%	Family	1992
Mission Suites	1379 W. Mission Blvd Pomonca California	117	30%, 40%, 50%	Family	1988
Citrea Apartments	336 E. Santa Fe Avenue Fullerton California	55	40%, 50%	Family	2019
Quail Place Apartments	551 S. 3rd Street Blythe California	58	30%, 40%, 50%	Family	1998
Sara Apartments	240 W. 7th Street Long Beach California	29	40%, 50%	Family	2000
Nova Pointe	800 E. Washington St. Colton California	600	35%, 40%, 50%	Family	1999
Hope on Alvarado	166 S Alvarado St Los Angeles California	84	30%, 40%, 50%	Homeless	2019
Ardmore City Lights	747 Ardmore Ave Los Angeles California	48	40%, 45%, 50%	Family	2003
Bentley City Lights	420 South Witmer St. Los Angeles California	36	40%, 45%, 50%	Family	2003
Broadway City Lights	800 S. Broadway Los Angeles California	49	40%, 45%, 50%	Family	2005
Burlington City Lights	460 S. Burlington Los Angeles California	40	40%, 45%, 50%	Family	2003
Elysian City Lights	1370 W. Allison Ave. Los Angeles California	21	40%, 45%, 50%	Family	2003
Emerald Park	212 Lucas Avenue Los Angeles California	21	40%, 45%, 50%	Family	3004
Maryland Heights	1337 W. 5th Los Angeles California	45	40%, 45%, 50%	Family	2004
Miramar City Lights	1417 West 3rd Los Angeles California	49	40%, 45%, 50%	Family	2003
Sunset City Lights	2006 West Sunset Blvd, Los Angeles California	13	40%, 45%, 50%	Family	2004
Temple City Lights	306 North Alvarado Los Angeles California	34	40%, 45%, 50%	Family	2004
Lexington Green	1415 E. Lexington Ave El Cajon California	144	40%, 60%	Family	1999
Cameron Park	929 W. Cameron Ave West Covina California	158	50%, 60%	Family	2001
Sunset Ridge	43436 16th Street W Lancaster, California	800	30%, 40%, 50%	Family	2003
Mill Creek	440 Dixon Landing Rd Milpitas, California	160	50%	Family	1998
Orchard Park	423 Cougar Way Beaumont California	144	50%, 60%	Family	2000
Beacon Village	TBD - New Construction	54	50%, 60%	Family	TBD
Mission Gateway	8811 Sepulveda Blvd, Los Angeles, CA	356	40%, 50%, 60%	Family	TBD
Irvine Inn	2810 Warner Ave, Irvine, California	194	40%	SRO	2001
Vista Valle Townhomes	670 W. San Jose, Claremont, CA	48	50%, 60%	Family	1999

3C. Team Members

FFAH Leadership



TOM WILLARD
PRESIDENT AND FOUNDER OF FFAH

Tom has accumulated over 40 years of experience in real estate development and consulting. During his 25-year tenure with the Foundation, Tom has supervised the acquisition and development of almost 5,000 units of affordable senior housing using commercial lenders, tax credits, and tax-exempt bonds. Tom holds a degree in

Business Administration from the University of Montana, with a focus in Business Management, Economics, and Marketing. He also served as an officer in the United States Army.



DEBORRAH WILLARD
PRESIDENT AND FOUNDER OF FFAH

Deborah has overseen the acquisition and development of more than 6,800 units of affordable family housing during her 25-year tenure with the Foundation. She is responsible for business development, contract negotiations, and community and partnership relations. She received a B.A. in Social Sciences from the University of California, Irvine.

Deborah also is the president of Embrace, the resident services arm of the Foundation. Embrace serves family and senior communities in California and North Carolina.



DARIN WILLARD
PRESIDENT OF FFAH

Darrin oversees the company's operations as well as acquisitions, dispositions, and debt/equity structuring. Prior to joining the Foundation, Darrin was co-founder and managing principle of SureHarbor, LLC, a consulting firm representing developers and nonprofits in structuring public finance. Darrin has planned and implemented over \$600 million in tax-exempt bond and tax credit

transactions. He holds a Bachelor of Science in Business Administration with an emphasis on Real Estate finance and a minor in Law and Public Policy from the University of Southern California.

Additional Team Members



MELISSA VINCENT
Director Of Transactions



JASON ACOSTA
Director Of Asset Management



TOMMY WALDRON
Director Of Asset Management



PAIGE WILLARD
Director Of Marketing



ANNA HALBUR
Controller



AMY CURTIS
Director Of Resident Services

3D. Team Members

Social Services Provider

LifeSTEPS



Life Skills Training and Educational Programs, Inc. (LifeSTEPS), a California 501c3, is the largest provider of social and supportive services to residents of affordable housing in California. Formed in 1996, LifeSTEPS is a statewide organization serving over 90,000 residents living in nearly 33,000 units of family, senior and SRO, low-income and supportive housing.

LifeSTEPS employs over 280 individuals throughout California. Our standard hours of operation are Monday through Friday from 8am until 5pm. We have systems in place to respond to resident emergencies should those occur outside of normal operating hours, including a 24/7 dedicated telephone number for immediate response for our special needs residents.

LifeSTEPS does not have any conditions such as bankruptcy, pending litigation, planned office closures, impending mergers or organizational conflicts of interest that may affect this proposer’s ability to perform contractually.

Our organization’s leaders started their careers working with homeless families and individuals. Our Executive Director, Beth Southorn, was the Program and Training Director of Shelter Network’s homeless shelters in San Mateo County. She began her career working at a homeless shelter in New Jersey and has kept a hand in the world of homelessness prevention and housing her entire career. Our Board President, Craig Gillett, ran an eviction prevention and transitional housing program for homeless families for three years while earning his Master’s Degree in Clinical Psychology. He too has been involved in housing and homelessness prevention since 1992. Meredith Chillemi, a Gerontologist, has a background working in various social service and health care settings since 1994, including the Department of Veterans Affairs Geriatric Education Center, Continuing Care Retirement Communities, Adult Day Care, and Senior HMOs.

The whole thrust of LifeSTEPS’ activities is the result of these formative experiences in working with homeless populations. Our most ardent desire is to prevent the many layered harms of homelessness. LifeSTEPS has been providing its full array of social services to residents of affordable and supportive housing for over twenty years. From the beginning, LifeSTEPS has provided social services, with service coordination and case management at its core, to all of its residents: family, senior, children, and special needs. We value the bond of trust between service provider and resident, a human relationship of

care, with professional boundaries, that often means the difference between housing success and failure. We also strive to make sure that our service providers are culturally competent and appropriate for the needs of each of our resident communities.

LifeSTEPS provides a comprehensive set of social and supportive services that includes case management (general, specialized, clinical and intensive case management services), service coordination, after school programs for children, aging-in-place services for seniors, financial literacy, employment skills, mediation services, health and wellness activities, crisis intervention, individualized and group life skills education and services, green living, food distribution programs, mental health referrals, community activities, fund raising, and eviction prevention through our Client Assistance Safety Net program. LifeSTEPS regularly provides a variety of specialized services for particular housing agencies, including CTCAC, CDLAC, AHP, HCD, HUD, and many cities and counties across the state, including Los Angeles, Sacramento and Santa Clara Counties. In 2012, the California Housing Consortium recognized LifeSTEPS as Non-Profit of the Year for its leadership in resident services. Please visit our website at www.lifestepsusa.org for additional background information.



Since 1996, LifeSTEPS has helped our most vulnerable individuals and families forge better lives.

Our Mission is to provide effective educational and supportive services to maximize the strengths of individuals and build resilient communities.

LifeSTEPS began as a service provider to residents of affordable housing. For the last decade or so, however, LifeSTEPS has moved into a wider array of services, including supportive services for mentally ill and formerly homeless individuals, HUD housing, Section 8, SRO, and MHSA projects. We currently provide resident services to 2,108 units of Santa Clara County HUD housing. We also provide Family Self Sufficiency programming to qualified participants of the Santa Clara County Housing Authority. The Los Angeles County Department of Health Services and the Los Angeles County Department of Mental Health have designated LifeSTEPS as an approved provider of Intensive Case Management Services for supportive housing communities. We are the lead service agency with DHS for a group of 117 formerly homeless, mentally ill and disabled seniors, families and transitional aged youth living in Los Angeles. We are providing Shelter Plus Care case management service to 19 residents and supportive services to another 59 formerly homeless residents for the Sacramento Housing and Redevelopment Agency.

Our innovative RN Case Management program is in its third successful year providing health care case management to residents of three affordable housing senior sites in Sacramento. In addition, LifeSTEPS serves Section 8 recipients at virtually all its communities, some of which are project based Section 8 properties. Lastly, our social workers regularly deal with the same issues in affordable housing that afflict the chronically homeless: mental disorders, physical disabilities, histories of physical abuse, substance abuse, insufficient education, and a lack of life skills. We have the history, knowledge, skills, and strength as an organization to work effectively and efficiently with a wide range of resident needs and within the full spectrum of affordable and supportive housing.

LifeSTEPS makes collaboration with property owners and property management companies a high priority. LifeSTEPS currently partners with over 55 developer/ owners, 34 property management companies, and 33 managing general partners. Over the years we have developed procedures and policies that ensure a collaborative and complimentary effort with property managers, thereby avoiding resident splitting and turf battles. This cannot be overemphasized: a positive relationship between property management and social services is crucial to the power and impact of resident services. We routinely schedule ongoing meetings with our partners to ensure the highest quality of services to our residents. In addition, we provide bi-monthly written reports to our partners detailing our activities and outcomes. Because accurate reporting and

documentation are key components of meeting service requirements, LifeSTEPS has developed a proprietary web-based data collection system for all of our resident services. We also have a wide range of ways to measure the outcomes from the services we provide.

LifeSTEPS provides staff members with regularly scheduled, high quality training. Our Director of Operations provides weekly training sessions to our Regional Supervisors. Our Regional Supervisors in turn train all their on-site staff members by providing weekly training sessions by telephone and in-person trainings every two months. In addition, we have ongoing training through our LifeSTEPS Training Academy. Our proprietary curricula, forms, and additional training materials are available via our employee only website.

WHAT WE DO AT LIFESTEPS:

- 340+ Communities in CA
- 33,700 + Homes (40% Senior)
- 61,700+ Bedrooms
- 290+ Scattered Site and Project Based ICMS Clients
- Wrap Around Social Services to Affordable Housing Residents
- Supportive Services to Chronically Homeless, Veterans, Senior and Disabled populations
- Family Self-Sufficiency Programs



PROGRAMS & SERVICES

LifeSTEPS' professional social service providers offer a wide variety of programs and services depending on the needs of each senior or multifamily community.

Our services meet all state and federal social service requirements for affordable housing communities. The combination of individual services and community-wide programs enable us to help build strong, vibrant residential communities.

LifeSTEPS clients are made up of many races, nationalities, and cultures, yet their most basic and greatest needs are the same. We work to partner with local agencies such as, food banks, super markets, and faith based organizations to bring hunger relief to families in need. To the best of our ability we utilize standard methods of fundraising, including grant requests, individual donor solicitation, and community events, to raise emergency assistance funds. As an organization, we are dedicated to consistently pursuing funding partnerships that will help our clients maintain housing while learning life skills that help them to reach their potential in life.



CLIENT ASSISTANCE PROGRAM

LifeSTEPS provides case management to individuals and families in crisis, education and referrals, but without a reliable safety net, some families on the brink of homelessness will experience loss of housing. Our agency has secured funding from private donors, foundations and corporations that is being used to stabilize and prevent loss of housing for residents. These funds allow our agency to provide assistance to worthy seniors, individuals and families, thus allowing them to maintain housing while looking for a job, recovering from an illness and / or cutting expenses. Funds are distributed with clear mandates that residents commit to six months of one-on-one case management with the LifeSTEPS Director of Social Services to help resolve the issues that got them into the financial hardship to begin with, thereby addressing the root of the problem. Concurrently, recipients must take our three-month class, Control Your Finances, in which they receive instruction on how to create and live within a practical household budget, how to manage the resources they have and then how to go about moving forward by creating a savings account or seeking more lucrative employment.

LifeSTEPS PROGRAMS INCLUDE:

- Client Assistance
- Case Management
- Educational Classes
- Senior Services
- Mediation
- Social and Community Participation Programs
- Volunteer Programs
- Resource Information

CASE MANAGEMENT

Case management provides individual, professional assistance for real life problems. Our social workers are at the property throughout the month and also maintain a schedule for appointments or drop-in assistance. In addition, residents and property managers can reach the Director of Social Services by phone anytime during the week.

Referrals may be made when an at-risk resident is identified, or residents can request support directly when issues arise. Once residents get to know LifeSTEPS, they also refer their neighbors for help. Depending on an individual resident's needs, our social workers can provide means for financial assistance, crisis intervention, and in-home supportive services. Case management can also include contacting other service-oriented nonprofits and government agencies on a resident's behalf. Important components of case management include realistic feedback, emotional support, and active listening for residents in distress.

Case management services include: assistance in obtaining medical equipment, assistance with health care options, assistance in the completion of forms for MediCal, food stamps, insurance, or Social Security, assistance for mentally ill residents in managing day-to-day needs, collaborating with family to determine the appropriate level of care for seniors, door-to-door resident visits and assessments, evaluating a senior for dementia, grief counseling, investigating possible domestic violence, obtaining in-home assistance for elderly residents recovering from illnesses, one-on-one assistance with resumes and job seeking, providing food bank commodities and other emergency food assistance, teaching residents how to apply for discounted utilities, translating documents and providing other bi-lingual support.

EDUCATIONAL CLASSES

Depending on the needs and interests of the members of each community, LifeSTEPS provides a wide variety of on-site educational opportunities. LifeSTEPS employees, supervised volunteers, and partner agencies invited to the properties by LifeSTEPS teach classes.

LifeSTEPS has established a proprietary curriculum for three-month classes in core areas. Other classes are taught within one- to three-session workshops.

Examples of educational classes are:

- Computer Skills
- Disaster Preparedness
- English as a Second Language (ESL)
- Exercise and Dance for All Ages and Abilities
- Healthy Living: Nutrition and Managing Chronic Illnesses
- How to be a Community Leader
- How to Control Your Finances
- Job Search Workshops
- Job Skills 101: Getting and Keeping a Job
- Red Cross First Aid
- Successful Aging



3D. Social Services Provider Leadership Team



CRAIG A. GILLETT
PRESIDENT OF THE BOARD, FOUNDER

Craig is an attorney, educator and licensed Marriage and Family Therapist living in Los Angeles. He has been involved with non-profit agencies since 1992, with a focus on homelessness, affordable housing for families and seniors, and mental health issues.

At Antioch University Los Angeles, Craig was a core faculty member and the Director of Clinical Training in the Master's Degree Program in Clinical Psychology. Currently, Craig is a faculty member at the Southern California Institute for Bioenergetic Analysis. Craig also maintains a small private psychotherapy practice in Los Angeles.

Craig's contributions to LifeSTEPS include the insistence on high quality service providers and case management services for every resident. Craig states, "we know from experience the crucial role that case management plays in stabilizing housing. We value the bond of trust between service provider and resident, a human relationship of care with professional boundaries that often makes the difference between housing success and failure."

BETH SOUTHRN, M.A.
EXECUTIVE DIRECTOR

Beth has been working in the Social Service field since 1991. She has had experience with the mental health population, the aging, the homeless, the incarcerated, individuals in drug and alcohol recovery, domestic violence, and welfare recipients.

Her experience in diversity, leadership, and program development has allowed her to form national models of success with vocational rehabilitation and affordable housing service programs. Beth earned her Master's degree in Counseling Psychology from the University of Notre Dame de Namur, and a Bachelor's degree in Psychology from San Francisco State University. Beth continues to enhance and improve the successful model of resident empowerment she created and implemented for various affordable housing communities throughout Northern California.

Beth joined LifeSTEPS in 2001 as a Regional Director of Social Services leading Northern California. Beth has spearheaded the agency's efforts in creating a successful model for delivering social services to affordable apartment communities. Under Beth's leadership, LifeSTEPS now offers comprehensive social services to residents at nearly 330 affordable housing communities throughout the state of California, serving nearly 32,000 homes and approximately 90,000 individuals.

MEREDITH CHILLEMI, M.S.G./M.H.A.
SR. DIRECTOR OF SUPPORT & HEATH SERVICES

Meredith, a Gerontologist (Aging Specialist), has a background working in various social service and health care settings since 1994 including the Department of Veterans Affairs Geriatric Education Center, Continuing Care Retirement Communities, Adult Day Care, and Senior HMOs. Meredith has also facilitated programs funded by the Area Agency on Aging, including home delivered meals, shared housing, and case management.

Meredith joined the LifeSTEPS team in 2002 as a Director of Social Services and now oversees our curriculum development. She has been instrumental in developing and guiding the programs and services LifeSTEPS offers.

BRUCE KUBAN, M.S.M.F.T.
DIRECTOR OF SUPPORT & HEALTH SERVICES

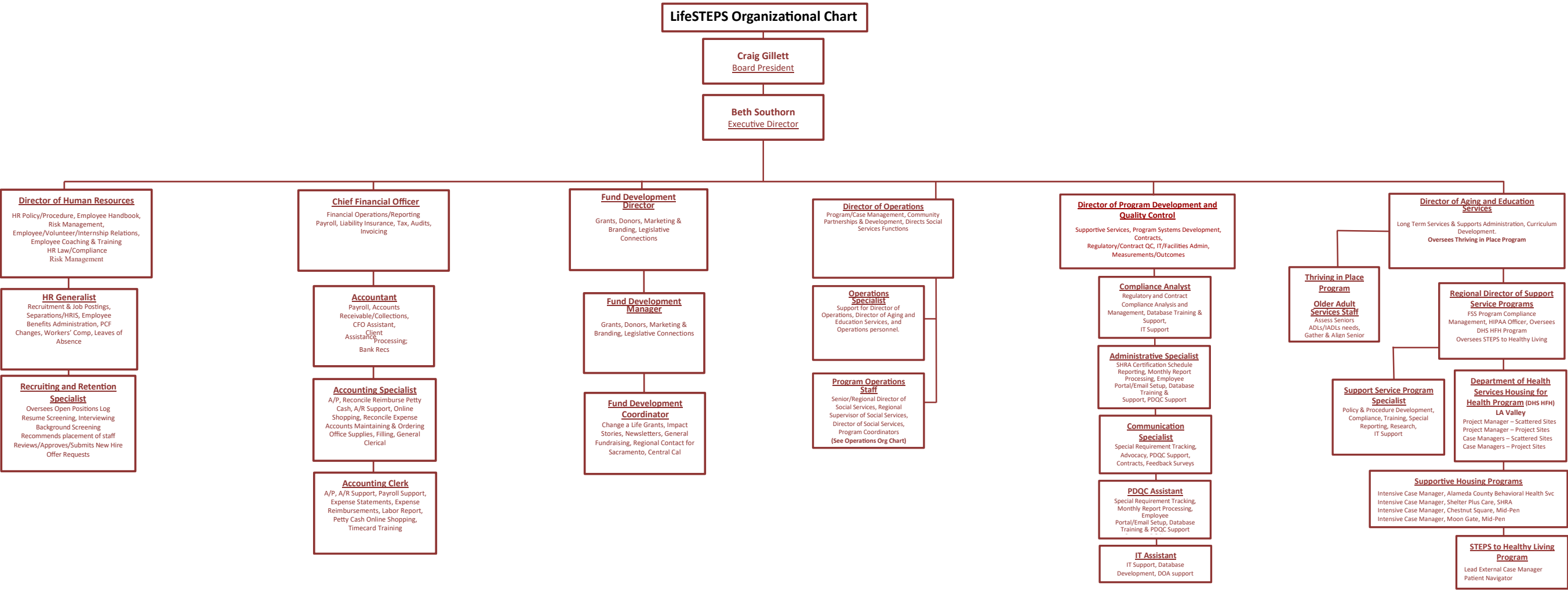
Bruce has the primary responsibility of providing quality assurance, compliance and oversight to several special projects contracted by LifeSTEPS to provide social and supportive services to residents living in affordable permanent housing. Two such projects include the Family Self Sufficiency program with the Santa Clara County Housing Authority and supervision of intensive case management services provided to formerly homeless residents now in permanent supportive housing provided through the Los Angeles County Department of Health Services, Housing for Health division. With over 30 years of experience in the field of Social Services, Bruce has worked as a case manager to clients receiving subsidized child care, a Family Resource Center Project Manager and 10 years as a middle school counselor.

He received his Master's Degree in Marriage, Family and Child Counseling from Sacramento State University. While now working in an administrative capacity Bruce admits to always having a soft spot in his heart for direct services and face to face to contact with clients so his frequent site visits and opportunities to meet with residents is the continuing fuel that drives his passion to work in the field of service coordination.



3D. Social Services Provider

LifeSTEPS Organizational Charts



3E. Team Members

Architect

TCA Architects

About TCA Architects

With over 100,000 multifamily units in our portfolio, we listen closely, understand affordable housing funding, and deliver excellent results...

For over 25 years, TCA has had a passion for mixed-use, multifamily housing. We believe that everyone deserves the quality of life that starts with a good home; and we share in the responsibility of delivering safe, affordable housing for all walks of life. In addition to market-rate housing, our portfolio includes many affordable and mixed-income projects with developers such as **Related**, Mercy Housing, Bridge Housing and Jamboree. These projects are specifically designed for working families, seniors and homeless Veteran’s. Regardless of the density, we design quality housing for the leanest of budgets. We listen closely, understand affordable housing funding, and deliver excellent results.



Anton Portola - 256 affordable family units in Irvine, CA



Las Placitas Cinco - a 51 unit affordable housing community located in the City of Santa Ana, CA.



El Monte Veterans Village - provides 40 homes and 1 manager unit for homeless Veterans in the city of El Monte, CA.



AMPLIFI - a 290 unit community located in the City of Fullerton, CA.





Bayview Senior Living



NEWPORT, CALIFORNIA

CLIENT
Related Companies

UNITS
120 (30 DU/AC)

CONSTRUCTION TYPE V, 100% AFFORDABLE

STATUS
Completed 2005

Designed to be reflective of Southwest Mission, Bayview is contemporized with smooth planar walls, simple fenestration, and accent columns. Bayview Landing consists of 120 affordable 100% affordable units with 20% of the units at 50% of AMI and 80% of the units at 60% of AMI, all of which are restricted to tenants aged 62 and older. Situated on five acres, amenities include a 3,000 square foot community center, a central courtyard including a pool, jacuzzi, and an outside fireplace as well as a fitness center, lounge, crafts room, and theater. The buildings were positioned to maximize views of the bay, and provide easy access to the nearby 10-acre park and walking trail. A bike trail descends to the western edge of the site and connects with the existing trails at Newport Dunes.

AWARDS
2006 PCBC Gold Nugget Award
Best Senior Housing Project



***Affordable senior living in
Newport Beach's Back Bay.***





Anton Portola



IRVINE, CALIFORNIA

CLIENT
Anton DevCo

UNITS
256 (25 DU/AC)

CONSTRUCTION TYPE V, 100% AFFORDABLE

STATUS
Completed 2017

Anton Portola is an affordable community consisting of 12 three-story apartment buildings with a total of 256 apartment units. Additional buildings on the site include a leasing and recreation building, central laundry and maintenance building, carports, and trash enclosures. The site plan for Anton Portola is designed around two large open greens that are centered within the community. The first is used as the main recreational area with the communities' pool. The second houses a large play area and a shared laundry facility. The residential homes all work around these two areas, enhancing views and helping to keep eyes on the neighborhood. The homes are two and three stories in height and are based on an early California theme. Massing steps down at the buildings edges to help break down scale. Garages are tucked into the building and hidden from view along drive courts.



Workforce housing that enhances the City of Irvine.





Las Placitas



SANTA ANA, CALIFORNIA

CLIENT
Community Development Partners

DESIGN TEAM
TCA & City Fabrick

UNITS
51 (47 DU/AC)

CONSTRUCTION TYPE VB over IB, 100% AFFORDABLE

STATUS
Completed 2021

Located in the heart of Santa Ana, Las Placitas aimed to revitalize an underutilized strip center within an established Latino neighborhood. The goal of the new community was to renovate the entire strip center and add much needed residential affordable housing. The new residential building features 51 family-friendly units with ground-floor community-served amenity spaces. On the upper level, the units are arranged around a central courtyard creating a safe, inviting environment for families to enjoy. Both residents and the community will enjoy new outdoor fitness equipment that will be accessible along the street. Las Placitas serves families earning 30-60% of the Area median Income (AMI). The project is supported through the City of Santa Ana Low-and Moderate-Income Housing Asset Fund and Inclusionary Housing Fund, along with 9% Low Income Housing Tax Credits and Tax-Exempt bonds.





Amplifi

FULLERTON, CALIFORNIA



CLIENT

Red Oak Investments/Intracorp

UNITS

290 (60.5 DU/AC)

CONSTRUCTION TYPE V, Wrap

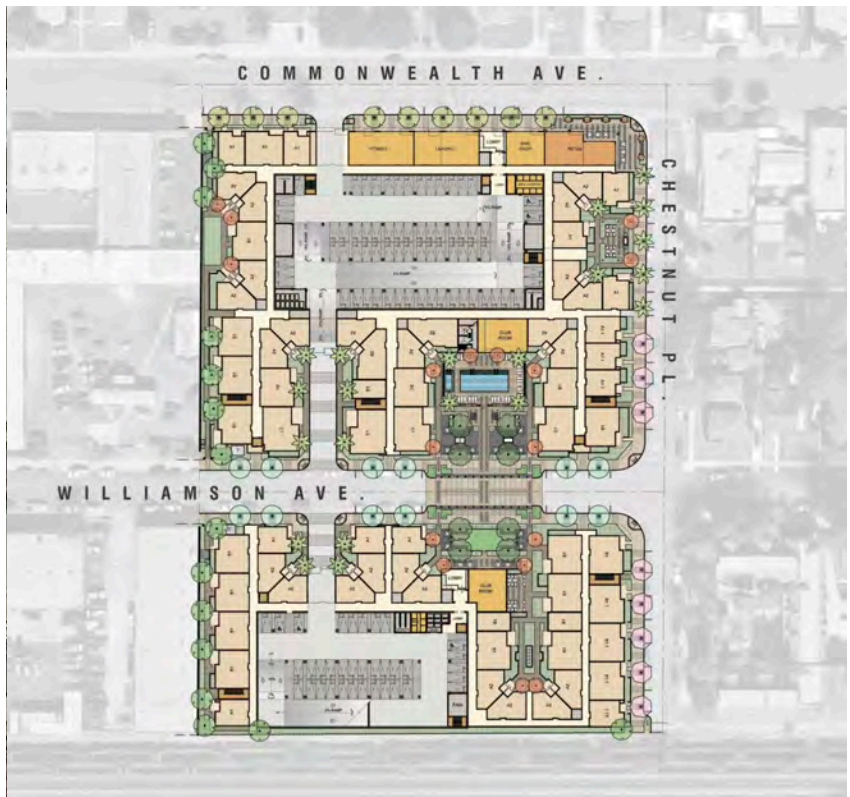
STATUS

Completed Q1, 2021

Amplifi is designed to address three distinct edge conditions surrounding the property; while grounding the aesthetic in Fullerton's history. With close proximity of the Fullerton Station rail line, Amplifi emphasizes transit-oriented, urban, walkable edges. To reflect the city's namesake (the city is named after the man that brought the train to the City) the project draws inspiration of locomotion into the design narrative by incorporating a box car theme that moves along Commonwealth Avenue. The moving box car pattern transitions around the corner and becomes more residential as it moves onto Chestnut Place and Williamson Avenue. Architecture is minimized on these streets, while courtyards and open space are maximized to create a more residential scaled edge. The rail line edge highlights the ramp of our parking garage in two large angled frames that displays the movement of the automobile alongside the movement of the train.



Rail adjacent design that respects Fullerton's heritage.





Enclave at South Coast



COSTA MESA, CALIFORNIA

CLIENT
The Irvine Company

UNITS
890 (22 DU/AC)

CONSTRUCTION TYPE V

STATUS
Completed 2008

With inspiration from the Santa Barbara Courthouse, this project is all about walkability. In addition to the various parks and community areas inside, TCA transformed an existing street into a pedestrian walk where residents can either walk or jog around the community; or walk right over to the adjacent restaurants, performing arts theater, and South Coast Plaza. Project amenities include: resort-style salt water pools, spas, a clubhouse with professional catering kitchen, fitness center, indoor theatre, outdoor BBQs, and a tot-lot park, all bordered by a 1-mile jogging, walking and biking trail.



A walkable community adjacent to world-class shopping and dining.





Mercy Placentia



PLACENTIA, CALIFORNIA

CLIENT
Mercy Housing

UNITS
50 (40 DU/AC)

CONSTRUCTION TYPE V, 100% AFFORDABLE

STATUS
2020 Completion

The Placentia Veterans Village, offers 50 furnished apartment homes to low-income and disabled veterans residing in Orange County, including a designated manager's unit. These veterans have access to a range of on-site services, including comprehensive, individualized case management and service coordination to connect with education, employment, healthcare, benefits assistance, legal assistance, and family reunification services. Located on 3.66 acres of unimproved land in an industrial/commercial corridor of Placentia, the development enhances the quality of life in the area while helping to meet the need for affordable housing for low-income veterans. The project is designed in Craftsman style using simple expressive forms and articulated massing to create an environment that is both comfortable and familiar. The one and two bedroom residences offer amenities including indoor/outdoor community spaces, elevator, private terraces and laundry rooms on each of the 3 floors. The project also provides a private community garden along with ample green space for the residents. The development is designed to achieve LEED Gold certification, utilizing energy efficient design principles and building materials.



***A safe haven for low-income
Orange County Veterans
and their families.***





Bridge Anaheim



ANAHEIM, CALIFORNIA

CLIENT
Bridge Housing

UNITS
102 (36 DU/AC)

CONSTRUCTION TYPE III, 100% AFFORDABLE

STATUS
Concept

The 2.86 acre site is located at the northwest corner of Orangewood Avenue and Manchester Avenue in the city of Anaheim, California. Our building is a 3-story, on-grade podium with 102 dwelling units comprised of 1, 2 and 3 bedroom plans. Unit plans average 896 square feet and have generous patios and outdoor spaces. Architecture wraps down the front edge of the parking structure to disguise it from public view providing extended patios along Manchester and stoops along Orangewood. Our project boasts over 10,000 square feet of resident and community serving amenities. Above the street, the podium consists of several activity nodes that include a tot-lot, pool, bbq and outdoor dining area, meditation courtyard and 2-story outdoor terrace with views to the linear park.



***A grand stair creates a
“front door” connection.***



3E. Team Members

TCA Leadership



IRWIN YAU, AIA, LEED AP PRINCIPAL IN CHARGE OF ORANGE COUNTY



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Architecture License:
CA (C-31634)

Education:
Masters of Science in Advanced
Architecture
Columbia University, New York, NY

Bachelor of Architecture
Cal State Polytechnic University,
Pomona, CA
CSU International Program, Florence,
Italy

Professional Affiliations:
American Institute of Architects
(AIA)

Irwin Yau is a Studio Director and Principal-In-Charge of TCA's Orange County office with over 15 years of design experience. As a Studio Director focused on high density housing projects throughout the state, Irwin guides multiple projects with national clients from initial conceptualization through completion of construction. He enjoys the challenge of designing complex projects and obtaining approvals from demanding municipalities that can positively affect local communities. As Principal-In-Charge, Irwin oversees the operations and profitability of the OC office and works closely with TCA leaders to ensure the success of their projects.

Since he began his tenure at TCA, Irwin has designed and built over 20 projects and 5,000 units. He is a proponent of collaborative design and teamwork by working closely with TCA's design staff to explore all possible avenues and options. He is skilled in analyzing sites to develop a product that balances the needs of the client's program with the community's desires.

Aside from his project responsibilities, Irwin is a Partner at TCA, involved in multiple facets of the firm's internal structure. In addition to recruiting and leading the Orange County teams, he is engaged in the training, mentoring and professional development of the teams.

Irwin is a graduate of California State Polytechnic University, Pomona with a Bachelor of Architecture degree. He continued his education with postgraduate work at Columbia University in New York, earning a Master of Science in Advanced Architecture degree. His combined education and experience have provided the requisite design skills to create dynamic architecture through a hybrid process of hand drawings and computer 3D visualization.

PAUL ANDERSON, AIA ASSOCIATE PRINCIPAL, STUDIO DIRECTOR



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949 / 862-0270

Architecture License:
CA (C-33866)

Education:
Bachelor of Architecture
California Polytechnic University
Pomona, CA

Professional Affiliations:
American Institute of America(AIA)

Paul Anderson and his family have lived in the City of Fullerton for generations. As a Principal and primary contact at TCA Architects, he takes enormous pride in developing projects for the future generations of Fullerton residents. His passion is unwavering, and it shows in his collective experience in working with the city officials with the recently completed AmpliFi apartment community, located at 600 W Commonwealth Avenue.

Mr. Anderson joined TCA Architects as a Senior Designer and Associate Principal in 2012. He now operates as a Studio Director managing a wide range of projects. His 26 years of experience encompasses projects from lower density residential townhomes and apartments, to higher density mixed use design with residential, retail and office uses. Mr. Anderson also has extensive experience with large residential land planning projects and master plans. Prior to TCA Mr. Anderson held titles of Senior Designer at Bassenian Lagoni Architects and Associate Partner at McLarand Vasquez & Emsiek Partners (MVE).

As a Studio Director, Mr. Anderson provides solutions for complex design problems, including code related issues and diplomatic interaction and negotiation with public agencies. He is responsible for the management of simultaneous projects while collaborating with clients, consultants and the architectural team. He establishes productive working relationships and deals effectively and cooperatively with team members while making independent judgments and decisions. He supervises and leads team members, setting goals and prioritizing activities for self-management and efficient use of time. He clearly and effectively communicates with clients, city and governmental agencies, through written project narratives and verbal presentations. He is ultimately responsible for the financial health and stability of the project within TCA. Because of that, Mr. Anderson remains consistently on the project throughout its life, beginning with concept design and ending at project occupancy.

3E. Team Members

TCA Leadership



KEVIN BUCHTA, AIA
PRINCIPAL, PROJECT DESIGN DIRECTOR



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Architecture License:
CA (C-32122)

Education:
Bachelor of Arts
California State University
Long Beach, Long Beach, CA

Professional Affiliations:
American Institute of Architects
(AIA)

Joining TCA in 2016, Kevin Buchta is a Principal and Project Design Director with 24 years of experience in multifamily housing. Prior to TCA, Mr. Buchta held the role of Design Director at Steinberg Architects in Los Angeles where he worked on several urban infill projects including: 3033 Wilshire, a 18-story, 190-unit luxury mixed-use project developed by UDR, Inc. located in Koreatown; Sage Park, a 92-unit affordable workforce housing project developed by BRIDGE Housing and LAUSD, located on the north side of the Gardena High School campus in Los Angeles, CA.

Preceding Steinberg, Mr. Buchta was a Senior Designer at Bassenian Lagoni located in Newport Beach, California. In his role, Mr. Buchta facilitated site utilization and programming studies, coordinated conceptual and schematic designs, managed design teams and was responsible for direct communication with clients. Prior to Bassenian Lagoni, Mr. Buchta was an Associate Partner and Senior Designer at McLarand Vasquez Emsiek & Partners (MVE) where he completed The Village at Spectrum and The Park at Spectrum; 2 mixed-use communities for the Irvine Company totaling over 3,000 units.

Mr. Buchta graduated from California State University Long Beach with a Bachelor of Arts degree. He is a licensed architect in the state of California.

STEVE HUTSON
PRINCIPAL, TECHNICAL DIRECTOR



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949/862-0270

Steve Hutson is a Partner at TCA with over 31 years of architectural experience in construction technology and the production of construction documents. Prior to TCA, Steve’s architectural focus was on municipal work, commercial and retail projects, and high-end custom homes. He has been a team leader at TCA since 2001 with senior management oversight on a countless number of mixed use projects along the west coast while assisting in the advancement of office wide architectural standards, processes and drawing disciplines.

As Technical Director of TCA’s Orange County office, Steve is responsible for reviewing construction contracts, establishing project schedules, budgets, staffing needs, mentoring project team members and directing projects from Schematic Design through Construction Administration. His highly detailed approach to drawing content, coupled with an ability to respond rapidly to a variety of challenging situations in ‘real time’, makes Steve uniquely suited for this position. He is highly valued internally and externally for his technical knowledge, leadership, personality, clear communication style and the direct approach he brings to the construction process.

As a Partner, Steve assists in setting the direction of the firm. He mentors and trains staff members, leads project and staff scheduling meetings, participates in office management, assists Human Resources with interviewing and hiring, conducts routine employee engagements, directs project management meetings, and serves as a resource for all projects.

3F. Team Members

General Contractor

R.D. Olson Construction

Delivering exceptionally high quality finishes to all our living environment projects.



Company Introduction



BACKGROUND

Robert Olson founded R.D. Olson Construction in 1979, with the simple philosophy "If you provide the highest quality and on time construction services at fair and competitive prices, you will create loyal customers who will come back again and again." He was right because customers keep coming back.

Listed in Orange County's top 15 Commercial Construction Firms, R.D. Olson Construction has become one of the most respected national general contracting and construction management companies in the United States. With average annual sales of approximately \$220 million, the company has built an impressive portfolio of hotel/hospitality, restaurant, multi-family housing, timeshare, assisted living, and office projects.

R.D. Olson Construction provides full preconstruction and construction services and has established a reputation as a builder who delivers its projects on time and within budget. The formula for the company's success is built upon an aggressive business strategy that focuses on the core competencies of fast track construction, high quality finishes and mechanical and electrical intensive projects.

The philosophy driving the business is the same now as it was when Robert Olson opened the doors in 1979; work hard, give your customers the best possible service, treat them fairly, and most importantly exceed their expectations. For R.D. Olson Construction, it's just good business.

DEDICATED STAFF

Headquartered in Irvine, California, the success of the company is directly attributable to its dedicated staff of over 115 employees who have accumulated the knowledge and experience necessary to continue moving the company forward. Placing an emphasis on continuing education as a competitive edge, the company has its own in-house training department that focuses on skill improvement for its niche businesses. The success of the company is attributed to a staff of dedicated employees who place a high value on integrity and have the experience to excel in commercial construction.

COMPANY OVERVIEW

PARTNERING APPROACH

R.D. Olson has long believed in the team approach to construction and our reputation as a service-oriented company has a foundation in that belief. Only when owner, architect, design consultants and contractor have an understanding of each other's needs and responsibilities and are each responsive to them can the common goal of a quality building on time and on budget be achieved. We feel that the key to such understanding is frequent and quality communication. We are committed to that interaction.

Headquarter: Irvine, CA

Year Founded: 1979

Staff Resources: 115+

Annual Volume 2020: \$247M

Market Focus: Multi-Family
Education
Senior Living
Hospitality

When every detail counts...

EXPERIENCE

R.D. Olson Construction has dedicated more than forty years to retail, office and multi-family construction. This is what we do. We have the knowledge and experience that are vital to being successful in one of the most demanding specialty construction fields. Projects consist of ground up, renovation and adaptive reuse in all segments for which R.D. Olson's vast experience of various means and methods contribute to the overall project success.

SERVICES

Our construction services embody emergent trends and technologies to deliver best-in-class results. From ground-up construction to innovative renovations, we work with you to match our services with your objectives.

Pre-Construction

- Budget Preparation and Value Engineering
- Materials and Methods Evaluations
- Construction Document Quality Review
- Design Change/Budget Tracking
- Logistics / Phasing / Schedule Analysis
- Building Information Modeling (BIM)
- Design Build and Design Assist
- Subcontractor Qualification and Selection
- General Contracting

Project Management

- Schedule Monitoring / Management
- Furniture, Fixture & Equipment Coordination/Purchasing
- Quality Control and Assurance
- LEED & CalGreen Management
- Safety Program
- Building Systems Training
- Development Services

Site Analysis

- Lease Analysis & Negotiation
- Design Management
- Turn Key Delivery

COMMUNITY CONNECTION

Developing a multi-generational culture is part of what sets R.D. Olson apart from the competition and is its greater goal of building a legacy for the future. Although implementing state-of-the-art technology and new systems regularly attracts the younger generations to R.D. Olson, it has also become an industry standard. So to go above and beyond that, the company focuses on building a strong community connection. R.D. Olson staff members participate on average over 9 community outreach efforts each year, contributing to organizations such as Habitat for Humanity, Olive Crest, OC Food Bank, Canstruction, Pediatric Cancer Research Foundation, Challenged Athletes Foundation and Surfrider Foundation.

"We create a lot of opportunities for our associates to do things together within and outside the company to create experiences for individuals to be part of something bigger," - President Bill Wilhelm



CORE COMPETENCIES

The selection of R.D. Olson provides an opportunity for clients to take advantage of some key important core competencies in the specialized multi-family living construction business. Much is at risk with a technical multi-family living project, and selecting a contractor that can mitigate those risks becomes an important business decision. Our core competencies specific to your project type include:

CONCEPTUAL ESTIMATING

Our historical costs in multi-family building provide us with the resources necessary to conceptually estimate design concepts, and incorporated with a phasing schedule, allow us to provide you with the information necessary for your decision making process. We provide alternative means and methods in order to save time and/or costs. We also look at each of the items from the operations side to be certain that we are adding equal value for equal costs. Our goal is to provide you with the right information so that you can make an informed decision on the best return on investment.

RESIDENT EXPERIENCE

We understand the importance of residents, staff and faculty's sensitivity to a positive experience while in your building. A well-orchestrated build/renovation includes noise mitigation and dust control, public safety, maintaining normal operational flow, clean and organized public areas, few workmen in sight, resident accessibility to public areas, and maintaining fire/life safety systems.

COMMUNICATION

Effective communication with your staff is very important. We include your operations as part of the construction team and make them a part of all strategic meetings so that their needs are met and understood. We keep your management team informed of current and future construction operations so they can anticipate how their operations are affected.



MAINTAIN OPERATIONS

Our goal is to make certain that any current operations continue without interruption. For example, for a lobby renovation we will attempt to find a remote location for our team away from the renovation so that operations can proceed properly.

SCHEDULING

We understand that each phasing date is critical to the ongoing operations of any facility. We identify and track all long lead items so that the schedule is adapted to coincide with the delivery dates. Without sacrificing quality, we will look at faster ways to build such as prefabrication of systems that will save time and add value.

QUALITY WORKMANSHIP

The quality of the workmanship sends a message to your resident of what they can expect living under your roof. Like our motto "when every detail counts..." quality workmanship is reflected not only in the final product, but in our day to day services. We get into the details early on ensuring R.D. Olson's reputation for quality.

COORDINATE ALL WORK

Whether it's a security systems contractor or your designer, we anticipate their work in our schedule. We don't consider any project turned over until it is 100% ready to be lived in. We sweat the details.

SAFETY AND EXPERIENCE

R.D. Olson has dedicated more than forty years to commercial construction. We will partner with local organizations to protect the safety of residents, staff, and the community. That is what we do on every job. We have gained the knowledge and experience that are so critical to success in one of the most demanding specialty construction fields. In the process we have earned a reputation for quality and on-time completion.

COMMITMENT

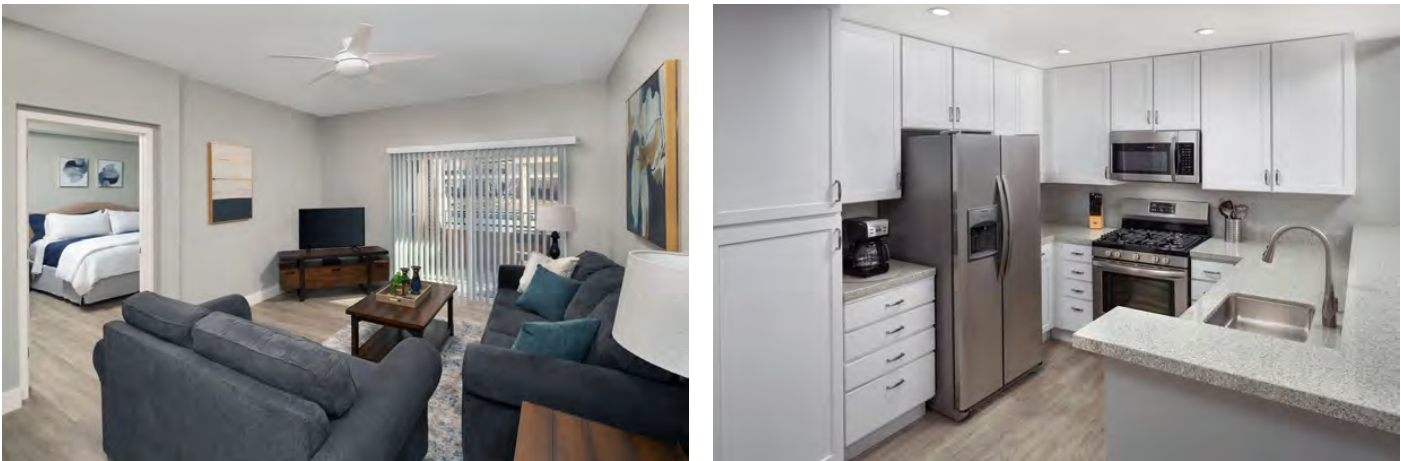
As a local contractor who has built a reputation for lasting relationships with quality clients, R.D. Olson is interested in the long term. This is not just one job for us, but also a step in the creation of a long-term mutually beneficial relationship.



CLIENT: Related Companies & West Angeles Community Development Corporation **ARCHITECT:** KFA

This art deco-style five-story senior housing community in the Park Mesa Heights neighborhood of Los Angeles features 24 studios and 45 one-bedrooms from 400 to 630 SF, as well as one manager's apartment, for a total of 70-units. Each unit features a fully equipped kitchen with EnergyStar appliances, disability access and a balcony or patio. Amenities include a 1,059 SF community room with kitchen, common area laundry facilities, gated parking, a resident lobby, and bike storage. A fourth floor skydeck offers sweeping views of downtown L.A. and a second-floor courtyard offers an outdoor seating and gathering area for residents.

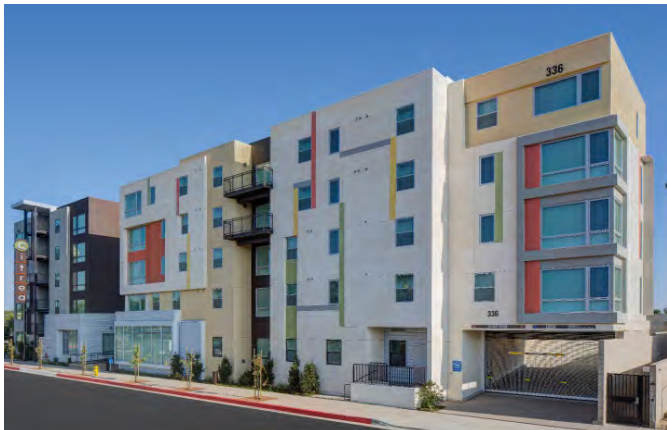
The 80,000 SF affordable mixed-use community is a joint venture between Related California and West Angeles Community Housing Development Corporation, who will provide on-site social services in the lobby office, and is an integral piece of the Crenshaw Corridor revitalization. The community features 2,160 SF of retail space in addition to 50,000 SF of affordable housing.



CLIENT: OSM Investment Company **ARCHITECT:** LCA Architects

This affordable housing, multi-family apartment complex sits on 84,019 SF of land in a park-like setting on the outskirts of Santa Rosa wine country. The project consists of three two-story buildings containing 16 new one-bedroom units, and 62 two-bedroom units.

Amenities include a leasing office, fitness and laundry center, pool/spa, dog park, bocce court, fire pits, outdoor BBQ recreation area and parking garages.



CLIENT: Related California & Fullerton Family Housing Partners **ARCHITECT:** IDS Group

This 55-unit affordable housing project in Fullerton is one of the many R.D. Olson Construction affordable housing projects in a long line of multi-unit apartment complexes they have done. Fifty-four of the units are allocated as affordable housing, with one manager’s unit on-site. The five-story, 52,407-square-foot complex is comprised of studio, one-, two- and three-bedroom apartments in two buildings that are connected by a bridge on all floors. There is also a 24,000-square-foot parking garage on the one-acre site, which is in close proximity to Downtown Fullerton and adjacent to the area’s train station. Amenities include a courtyard, playground, BBQ area, on-site leasing office, laundry facilities and bike storage room.



CLIENT: SVI Healdsburg, LLC **ARCHITECT:** AXIS

Citrine Apartments, is a 37-unit, 41,048-square-foot affordable housing community, located adjacent to the newly constructed Hotel Trio. The community is built on the same lot as the hotel and offers residents one-, two- and three-bedroom options. Amenities include a bike storage area, playground, outdoor lounge area, laundry facility, community room with Wi-Fi and a BBQ beach area. Winner of the 2019 Gold Nugget Award for Best Affordable Housing Community Under 30 du/acre, the development brings a much-needed affordable option for residents in a high-cost-of-living area.



CLIENT: MBK Homes

ARCHITECT: Summa Architecture

Artesa at Menifee Town Center is a contemporary Spanish mission-style apartment community that incorporates urban living in a small town setting in the vibrant amenity-rich community of Menifee, California. This unique master-planned community offers a multitude of entertainment options, shopping, dining and amenities galore, all within walking distance from home.

Built on two sites sitting on over 15 acres, this community consists of 37 buildings comprised of 330 1-, 2- and 3-bedroom units ranging from 816 SF to 1,331 SF in size. Residents in this community enjoy multiple amenities including a resort-style pool and spa, deluxe entertaining clubhouse with full kitchen, two state-of-the-art fitness centers, dog park, playground, outdoor lounge, open lawn areas with barbecues and walking trails.





CLIENT: Chapman University

ARCHITECT: Togawa Smith Martin

When Chapman University decided to build a new student housing village near their Orange, California campus, they enlisted R.D. Olson Construction's help again after much success with the previous four projects on their campuses. This time, they needed a 401 bed student housing facility to fulfill the need for their growing campus. The K is a four-story ground-up building designed around a sunken courtyard with several areas for students to lounge in and enjoy. Comprised of one- and two-bedroom suites, as well as some studios, units feature a dine-in kitchen, one or two-bathrooms, and all except studios include a living room. Retaining the classic Chapman aesthetic and reflecting the historic charm of Old Town Orange, the exterior is a mixture of brick and exposed steel with corrugated metal paneling, as well as a sawtooth and flat shaped roof complementing the adjacent Villa Park Orchards Packing House built in 1918, R.D. Olson's most recent adaptive reuse project. Each floor contains a laundry area, lobby common areas with high-end finishes, and study rooms. The main floor has an open lobby with high top tables and chairs, couches and TV's, and an atrium lounge that opens up to the courtyard.

The first new student housing built by the university in more than 10 years, site improvements include new utility feeds, an underground storm water detention basin, retaining and planter walls, and asphalt paving and landscaping of the 3.5-acre property. Additional Chapman Projects include the adaptive reuse of the adjacent VPO Packing House, Partridge Dance Hall, Reeves Hall, Rinker Health Science Campus, and the Hilbert Museum.



CLIENT: Affirmed Housing Group

ARCHITECT: Jerome King / AIA Architects

Nestled between Highway 101 and a public golf course, this 86-unit affordable apartment community presented a huge design challenge with its extremely narrow parcel and restricting site constraints.

R.D. Olson built five three-story residential structures sitting atop a 45,000 SF partially subterranean podium parking structure. Continuous Chevron soundwall forms provide a barrier from the bustling adjacent freeway, while landscaped courtyards provide a relaxing retreat for residents.



CLIENT: Affirmed Housing Group

ARCHITECT: KTGy Group, Inc.

In a neighborhood requiring revitalization, R.D. Olson Construction built this Craftsman-style complex, providing 132 affordable workforce units to serve individuals, families, and seniors. These wood-frame apartments range from studios to three-bedroom residences in four buildings, and were built on two- and three-story slab-on-grade structures. A three-story podium structure with subterranean parking was added to accommodate this high-density residential property. Centrally located is a community building consisting of a management office, recreational room and computer center for residents. Other features include a tot lot, a play court, laundry facilities, and picnic and barbecue areas.

Completed Relevant projects

<i>Project/Location</i>	<i>Date Completion</i>	<i>Architect</i>	<i>Contract Amount</i>	<i>Owner</i>	<i># of Units</i>
HOPPER LANE APARTMENTS, Santa Rosa, CA	01/13/21	LCA Architects	\$ 25,966,721	Baco Realty Corp	78
ARTESA MENIFEE, Menifee CA	01/22/21	SummA Architecture	\$ 61,640,696	MBK Rental Living	330
MARRIOTT RESIDENCE INN/COURTYARD, Marina Del Rey	02/29/21	Awbrey Cook Rogers McGill	\$ 66,445,410	Hardage Hospitality	288
ATRIA NEWPORT BEACH, Newport Beach, CA	09/21/20	Douglas Pancake Architect	\$ 23,169,102	Newport Beach Propco, LP	85
HILTON GARDEN INN/HOME2 SUITES, Anaheim, CA	09/15/20	BRR Architecture, Inc.	\$ 38,178,916	HGIH2 Anaheim Resorts, LLC	223
MARRIOTT RESIDENCE INN, Glendale, CA	07/30/20	WATG	\$ 39,628,986	Louise Hotels, LLC	145
THE CURVE AT WEST ANGELES, Los Angeles, CA	09/26/19	KFA	\$ 19,495,431	Related Companies	69
CHAPMAN WEST RESIDENTIAL VILLAGE, Orange, CA	07/26/19	Togawa Smith Martin, Inc.	\$ 34,064,319	Chapman University	175
AC HOTEL, El Segundo, CA	07/10/19	AXIS/GFA	\$ 30,142,544	Welcome Group, Inc	180
HEALDSBURG HOUSING, Healdsburg, CA	08/01/18	AXIS	\$ 8,693,824	Seaview Investors	37
FULLERTON FAMILY HOUSING, Fullerton, CA	07/25/18	IDS	\$ 14,831,109	Related Companies	55
LIDO HOUSE HOTEL, Newport Beach, CA	04/03/18	WATG	\$ 41,733,819	Lido House, LLC	130
MARRIOTT IRVINE SPECTRUM, Irvine, CA	12/15/17	WATG	\$ 69,130,209	Spectrum Gateway Hotels, LLC	271
PASÉA HOTEL & SPA, Huntington Beach, CA	06/03/16	Awbrey Cook Rogers McGill	\$ 80,863,211	Pacific Hospitality Group	250
MARRIOTT RESIDENCE INN, Pasadena, CA	04/01/16	Awbrey Cook Rogers McGill	\$ 34,144,880	Fair Oaks Hotels, LLC	144
THE VILLAGE AT CALABASAS, Bldg. 8, Calabasas, CA	12/15/15	Newman Garrison Partners	\$ 10,365,838	The New Home Co.	8
COURTYARD THEME PARK ENTRANCE - Anaheim, CA	08/13/15	Lee & Sakahara Architects	\$ 38,361,445	Disney Way Anaheim Partners	221
STRATHMORE STUDENT HOUSING, Los Angeles, CA	04/22/15	Lorcan O’Herlihy Architects	\$ 13,165,947	Phoenix Property Company	31
MARRIOTT COURTYARD, IRVINE SPECTRUM, Irvine, CA	07/01/14	WATG	\$ 26,000,000	Irvine Center SPE, LLC	210
VILLA VENETIA APARTMENTS, Costa Mesa, CA	05/02/14	Newman Garrison Partners	\$ 39,536,229	UDR	465
CITY SOUTH APARTMENTS RENOVATION, San Mateo, CA	04/30/12	Kephart	\$ 15,128,021	UDR Texas Properties	350
940 E. 2ND STREET CONDOMINIUMS, Los Angeles, CA	08/02/11	Rockefeller Partners Architects	\$ 3,640,881	Canyon Partners	38
CORONADO AT NEWPORT NORTH APARTMENTS, Newport Beach, CA	04/22/11	Nadel Studio One, Inc.	\$ 3,019,634	UDR	325
FAIRWAYS AT SAN ANTONIO, San Jose, CA	05/11/09	Jerome King, AIA Architects	\$ 22,764,720	Affirmed Housing Group	86
LA COSTA GLEN VILLAS, Carlsbad, CA	02/29/08	KTGY Group, Inc.	\$ 11,000,000	Continuing Life Communities	45
8601 WILSHIRE APARTMENTS, Beverly Hills, CA	12/20/07	Gensler	\$ 20,000,000	Galaxy Holding LLC	37
MAPLE SQUARE APARTMENTS, Fremont, CA	11/01/06	KTGY Group, Inc.	\$ 22,000,000	Affirmed Housing Group	132
UNION STATION VILLAGE APARTMENTS, Los Angeles, CA	10/10/06	GMP Architects	\$ 35,287,634	Equity Apartments	272

3F. Team Members

Civil Engineering

C & V Consulting



About C & V Consulting

C&V Consulting's Mission is to provide exceptional client service. It's our diversity that allows us to serve our clients during each phase of a project, including advanced/preliminary planning services, design, and finally, construction oversight.

C & V Consulting, Inc. (CVC) engineers provide a wide variety of civil, environmental, transportation, and structural services to both private and public clients. These services include project management, preliminary and final design, construction inspection and management, and site development for highways, domestic water systems, fire-water protection systems, irrigation/reclaimed water systems, storm drain systems with detention and biofiltration elements, and wastewater systems.

CVC is an established SBE corporation whose principals have been providing multi-disciplinary engineering services to clients in both the public and private sectors for over 30 years.

Services

- Planning & Preliminary Engineering
- Entitlement
- Construction
- Documents Management & Coordination
- Construction Surveying





TRIADA AT THE STATION DISTRICT, SANTA ANA, CA

Triadad at the Station District is a 96 unit LEED Platinum affordable apartment community developed by **Related California**.



VINTAGE CROSSING, ANAHEIM, CA

Vintage Crossing is a 96 unit LEED Platinum affordable apartment community developed by **Related California**.



CALDEN COURT APARTMENTS, LOS ANGELES, CA

216 affordable apartment units developed by AMG & Associates.



LINK, LOS ANGELES, CA

70 affordable apartment units developed by ROEM Development Corporation.



ROCKWOOD APARTMENTS, ANAHEIM, CA

70 affordable apartments units developed by Jamboree Housing.

3F. Team Members

C & V Consulting Leadership



RYAN BITTNER, P.E.
CEO

Ryan Bittner, P.E. serves as the Chief Executive Officer of the firm, with 20 years' experience in the Civil Engineering and construction industry. He has a thorough understanding of due diligence research for site acquisition, design and management of land development, utility infrastructure, grading, storm water management, environmental remediation, land surveying, agency permitting and construction supervision. His career has included the successful completion of large commercial, retail construction, capital improvement infrastructure projects and residential single, multi-family, and mixed-use developments. Mr. Bittner is responsible for Company operations, business development, client management and engineering technical oversight. Mr. Bittner joined C&V Consulting as the Company's first employee in 2002, helping the company grow to nearly fifty employees in recent years. His start in the industry included design and project engineering roles in the Southern CA offices of David Evans & Associates. He discovered his affinity for land development while earning his degree in Civil Engineering at California Polytechnic University, San Luis Obispo. He serves as an active member of the American Society of Civil Engineers and the Building Industry Association.

Professional Engineer
(68167)

Education
B.S. Civil Engineering, California State Polytechnic University, San Luis Obispo

Professional Affiliations
American Society of Civil Engineers, Member
National Society of Professional Engineers, Member
American Water Works Association, Member
Building Industry Association



DANE MCDUGALL, P.E., PLS.
PRESIDENT/CFO

Mr. McDougall attended California State University, Long Beach under the Construction Engineering Management program. He is a licensed civil engineer specializing in Land Development projects. Mr. McDougall has served as a project manager supporting the design/construction of land development projects including single family homes, cluster condominiums, apartment sites and retail shopping centers. He is experienced in many aspects of civil engineering design including grading design, street improvements, utility, and storm drain design. In addition, Mr. McDougall has experience in preparation of Tentative and Final Maps, site layout, and site entitlements.

Professional Engineer
(80705)

Professional Land Surveyor
(9297)

Education
Construction Engineering Management, California State University, Long Beach

Professional Affiliations
American Society of Civil Engineers



PHILIP MALCOMSON, P.E.
PRESIDENT

During Philip Malcomson's career, he has progressively designed and managed a wide range of both residential and commercial private development projects including: single family residential developments, multi-family condominium and town home developments, business parks, podium projects, and industrial centers. He coordinates closely with the client during the life of the project to determine project feasibility, schedules, and cost estimates. He is proficient in utilizing technical engineering skills during the engineering approval process, including AutoCAD design, preparing improvement plans and reports, and performing hydrology/hydraulic analyses. His project management duties include coordinating between the public agencies, client, and sub-consultants to determine manpower needs, organize schedules, and provide construction management throughout the project.

Professional Engineer
(67819)

Education
B.S. Civil Engineering, University of Washington

3G. Team Members

Sustainability Consultant

Partner Energy



About Partner Energy

Partner Energy is a nationwide provider of energy efficiency engineering, sustainability, and resiliency consulting services.

Partner Energy was founded in 2009 by real estate and engineering professionals, Tony Liou and Joe Derhake. Tony and Joe started Partner Energy after noticing an increase in demand for energy efficiency and sustainability consulting services. The demand arose due to the onset of complex energy efficiency and disclosure laws, rising energy costs, and global awareness of climate change. Partner Energy's headquarters is based in Southern California with a network across the nation. Our professionals work with building owners and users to increase asset values, lower ownership costs, and promote environmental stewardship. By recommending and implementing fiscally responsible energy efficiency measures, our team helps clients reduce energy usage and energy costs. Our recommended solutions are economically sound, as we take into consideration the client's energy goals as well as their investment return criteria.

CERTIFICATIONS

Partner Energy, Inc. (Partner Energy) is a Small Business Enterprise and a Minority-Owned Business, certified by the Supplier Clearinghouse for the Utility Supplier Diversity Program of the California Public Utilities.

Partner Energy is an ENERGY STAR® Partner, able to use the ENERGY STAR Portfolio Manager® for benchmarking and target setting and to certify qualified high efficiency buildings for the ENERGY STAR label.

SERVICES

Partner Energy is a nationwide provider of energy efficiency and renewable energy engineering services for existing buildings and new construction. Our services include:

- Procurement & Construction Administration
- Engineering & Performance Specifications
- Construction Support – Sustainability Review
- Commissioning
- CALGreen Compliance
- HERS, CAS & Other Diagnostic Testing
- Energy Modeling
- LEED Certification
- Green Point Rated Certification
- Third Party Certification



PROJECT SPOTLIGHT: MOSAIC GARDENS AT WESTLAKE

125-apartment affordable housing community with 63 units reserved for formerly homeless individuals and households.

Partner Energy's sustainability consulting services included LEED for Homes Gold certification, and specification of energy and water efficient fixtures and drought tolerant landscaping that reduce greenhouse gas emission and provide cost-saving benefits for the residents.



SERVICES PERFORMED:

- LEED-Homes Documentation
- Energy Modeling
- HERS Verification
- Green Rater Verification

AWARDS:

- LEED GOLD RATING
- U.S. Green Building Council (USGBC)
- BEST AFFORDABLE HOUSING COMMUNITY, 60 DU/ACRE +
Gold Nugget Award
- 2018 MULTI-FAMILY DEVELOPMENT OF THE YEAR
Southern California Association of Nonprofit Housing (SCANPH)
- ARCHITECTURAL AWARD,
HOUSING CATEGORY
Los Angeles Business Council

3G. Team Members

Partner Energy Leadership



LANCE COLLINS, AIA, CSBA, GGA-EB, GGP, LEED AP BD+C DIRECTOR



Contact:
lcollins@ptrenergy.com

Education:
Master of Architecture II and Urban Design,
University of California, Los Angeles

Bachelor of Architecture, Cornell University

- Credentials:**
- American Institute of Architects (AIA)
 - California Architects Board (CAB)
 - Certified Sustainable Building Advisor (CSBA)
 - Green Globes Assessor – Existing Buildings (GGA-EB)
 - Green Globes Professional (GGP)
 - LEED AP Building Design + Construction (BD+C)

Lance Collins is a Director at Partner Energy with over 20 years of experience in architecture, urban design, and sustainable design consulting. His experience includes whole building energy analysis, benchmarking, energy and water conservation measures, resource consumption reduction strategies, Green Certification project management (i.e. LEED, GreenPoint Rated, ENERGY STAR, Net Zero, etc), building commissioning, renewable energy project development, and project / construction management.

A licensed architect in California, Lance has provided design and consulting solutions for various types of buildings, including institutional, office, mixed-use, retail, schools, and multifamily residential properties. Lance has led the completion of more than 50 Green certified projects including LEED Platinum, and Net-Zero projects for new buildings and existing construction for Partner Energy clients.

Lance is also a guest lecturer at colleges and universities teaching green building principles and sustainable design strategies to young students as well as industry professionals. He has presented at numerous green building conferences and events including the USGBC-LA MGBCE and NOMA National conference. His writing on sustainability and energy efficiency has been featured in a number of publications including GlobeSt.com, Sustainable Industries, and other online platforms. Outside of work, Lance currently serves as the President of the Southern California chapter of the National Organization of Minority Architects, SoCalNOMA.

Selected Experience:
Arbor Green, Carson, CA. LEED-Homes documentation, energy modeling, and HERS verification for a Platinum certified 40 unit affordable multifamily development.

The Villages at Westview, Ventura, CA. LEED-ND and LEED-Homes certification for a 20 acre 330 unit mixed use development on an existing public housing authority site. Scheduled for completion in 2020.

Burberry Post Street Flagship Store, San Francisco, CA. Energy modeling, LEED Fundamental and Enhanced Commissioning for new retail store in historic building. Certified LEED Gold project.

Simone Hotel, Los Angeles, CA. Energy audit, MEP design, performance specifications, and post occupancy commissioning & verification for a 60 unit rehab of a SRO building in downtown Los Angeles.

DIANA CHEN, CGBP, ECODISTRICTS AP, GGP, GPR, FITWEL, LEED AP (BD+C, ID+C) SUSTAINABILITY CONSULTANT III



Contact:
dchen@ptrenergy.com

Education:
Master of Science in Sustainability Management,
Columbia University

Bachelor of Architecture, Woodbury University

- Credentials:**
- Certified Green Building Professional (CGBP)
 - EcoDistricts Accredited Professional (AP)
 - Green Globes Professional (GGP)
 - GreenPoint Rater (GPR)
 - Fitwel Ambassador
 - LEED AP Building Design & Construction (BD+C)
 - LEED AP Interior Design & Construction (ID+C)

Diana works as a Sustainability Consultant III and Project Manager at Partner Energy. She works with clients to achieve Green Building certifications (ex. LEED, GreenPoint Rated, Green Globes, and NGBS) and has certified numerous commercial buildings, schools, multi-family building and health centers achieving various levels of certifications. She has worked to achieve clients' goals for CTCAC funding, LA County CDC Funding, and HUD Mortgage Insurance Premium (MIP) program. She has also worked with large corporate companies across the nation to help achieve their CSR goals by targeting near zero waste management solutions.

Prior to working with the green building consulting firm, she was an Architectural Designer at Perkins Eastman (formerly LBL Architecture) working on healthcare facilities and institutional projects. Diana worked through all phases of design and construction administration for a government client project facility, including materials research to determine contribution toward LEED credit achievement.

At Columbia University, Diana worked on sustainability projects through The Earth Institute including: storm resiliency measures, climate resiliency, green building consultation, energy assessments, and sustainable solar power plant investments. Her clients included Stamford Land Use Bureau, New York building owners, and Barbados Crane Resort.

Diana has also worked as a Project Manager and Architectural Designer for Studio by Design, a Southern California residential firm implementing CALGreen and Title 24 projects. Prior to her career in the U.S., Diana worked in Guam as a Project Manager for multiple governmental projects with sustainable design criteria. These projects included: Guam's residential housing project, sustainable school renovation projects in the Commonwealth of Northern Mariana Islands (CNMI), and infrastructure projects in the Republic of the Marshall Islands (RMI).

Selected Experience:
North Coast Terrace Apartments, 02/2019. Awarded Green Point Rated Gold Certification for CTCAC funding. Consisted of 32 units, 1 building, low-rise affordable housing. GreenPoint Rated Multi-Family Project located in Oceanside, CA.

Sierra Village, 11/2018. Awarded Green Point Rated Gold Certification for CTCAC funding. Consisted of 44 units low-rise affordable housing. GreenPoint Rated Multi-Family Project located in Dinuba, CA. Sustainability Consultant and project lead for sustainable goals for CTCAC and CUAC.

Athens Vista, 04/2019. Awarded LEED Platinum Certification and ENERGY STAR Certification. A LEED New Construction Low-rise Homes project. Consisted of 1 building, 74 units, and 68,320 SF project located in Los Angeles, CA.



3H. Team Members

Community Engagement Consultant

GREYCOMM Public Policy & Communitcation



About GREYCOMM, LLC

GREYCOMM, LLC is a land use public affairs and outreach firm. Its founder and principal, Steve Greyshock, has helped secure approvals for more than 50,000 housing units, millions of square feet of commercial space and tens of thousands of acres of parks and open space. The firm’s approach is rooted in building trust with residents and stakeholders through persuasive message development and influential public engagement strategies.

STEVE GREYSHOCK
FOUNDER/CEO GREYCOMM, LLC



Steve’s strength is to develop an effective, research-based message, and then deploy it through public, government and media relations campaigns that ensure informed communities. His relationships, trust-based approach, credibility, writing skills, efficiency and absolute responsiveness to clients make his style unique and effective.

His leadership and strategies have built and sustained public consensus for controversial land use projects across southern California, including attainable and affordable housing in Orange County.

Contact:
steve@grey-comm.com

Education:

Bachelor of Science, Journalism, West Virginia University

Master’s of Professional Studies, Political Management & Advocacy, The George Washington University

A southern California native, Steve cut his teeth in public policy and public engagement while working on federal and statewide campaigns in New Hampshire and West Virginia. He sits on the board of directors for the Orange County Public Affairs Association and is a past board member of the Public Relations Society of America, Orange County Chapter. He is a frequent guest lecturer at local universities on public relations and outreach techniques.



04

Relevant Experience

4. Relevant Experience

THE RELATED COMPANIES OF CALIFORNIA (RELATED) is a fully-integrated real estate firm with a 30-year track record of delivering top-quality affordable housing, mixed-income housing, and mixed-use developments across California. Our parent company, The Related Companies, L.P. of New York City, started exclusively as an affordable housing developer in 1972 and today is one of the largest developers and preservationists of affordable and workforce housing in the country. Currently, Related Companies, L.P. owns and manages 55,000 affordable and workforce housing apartment homes and is proud to have never converted a single unit of affordable housing to market rate.

In California, Related has a development portfolio of more than 17,000 residential units completed or under construction, and more than 2,700 affordable units in predevelopment in its Los Angeles, Irvine and San Francisco offices. Our pipeline includes more than 200 permanent supportive housing units throughout California and Portland. As long-term property owners committed to sustainability and stewardship, our mission is to form strong public-private partnerships and work with our public sector partners and world-class architects and designers to create distinctive urban spaces that fit seamlessly into the fabric of the existing communities. Related is committed to building more inclusive cities and increasing diversity, equity and inclusion within the company and the broader real estate industry.

We view our partnership with each city as a long-term relationship, and we regularly get repeat business from cities and government agencies. For example, we have completed eight affordable housing developments in the City of Fontana and ten affordable housing developments in the City of Anaheim. We

recognize the commitment that the City of Fullerton has made to affordable housing, and would be honored to partner with the City on another transformative project.

COMPANY DESCRIPTION

Related California is a for-profit limited liability company founded in 1989 (30+ years in business). Related is a full-service affordable development company having completed 91 tax-credit financed developments with **over 13,000 units of residential units in California. In the past five years alone, Related has received over 30 awards, ranging from ‘Best Affordable Project’ to ‘Real Estate Deal of The Year.’** We sincerely value these honors, because they not only represent our best-in-class past work, but more importantly, speak to our ability to deliver effective projects in the future.

As can be verified by visiting any of our developments, reviewing the included project examples, and/or contacting provided references, Related consistently delivers top quality developments that are assets to the communities in which they are built. We have an impeccable track record for bringing projects in on time and within budget. This track record is attributable to the strength of our internal team which includes industry veterans in every discipline of the real estate development process ranging from planning, entitlements, architecture, cost estimation, finance, construction management, development project management, asset management and property management. The breadth of our in-house capabilities allows us to take a fully-integrated approach to project planning, budgeting and scheduling. Issues are resolved early on in the planning process, minimizing surprises that can impact budget and schedule later in the development process. Operating

as a fully-integrated company lets us develop synergies across divisions. Our Development division, for example, draws upon company-wide expertise across a wide range of markets and property types to bring the necessary expertise to each unique development challenge. To control construction costs in this dynamic market, Related has strived to innovate construction methods and materials. All of our projects utilize our in-house construction experts as well as our deep relationships with contractors throughout California. We understand construction costs and are adept at ensuring that projects are completed on time and on budget.



Commitment to Excellence



Our People



Financial Strength



Industry Leader



Commitment to Sustainability



One-Stop Shop



Community Partnership



Investment for the Long Term

Related is a leader in environmentally conscious real estate development. Building performance and environmental responsibility are essential attributes in a quality environment and evidence of our commitment to excellence. We will continuously advance design, construction and management of our buildings to achieve greater building performance. For us, building performance and environmental responsibility are essential attributes of a quality development and evidence of our commitment to excellence. All of our stakeholders depend on the natural environment and the health and availability of its resources, which is why we are committed to using our size, capability and influence to pioneer innovations and lead by example in this area.

Related is uniquely positioned to be the qualified developer to develop and operate the City’s proposed affordable development.

In Orange County, Related California established itself as a leader in affordable housing in 1988 with the completion of Paseo Village in Anaheim. Since then, Related has completed more than 2,600 affordable residences and currently has more than 250 units under construction and in predevelopment.

Our pipeline includes more than 200 permanent supportive housing units throughout California and Portland, including two developments in Orange County. To date, Related has completed three developments with more than 50 permanent supportive housing units serving those who are homeless or at-risk of homelessness. We are committed to developing communities that balance housing and health and meet the needs of the local residents. We consistently design our developments with amenity spaces geared toward the service needs of the tenant population. We have partnered with numerous social services providers across our portfolio and pointedly select the appropriate social services provider to ensure that our residents have plenty of opportunities to flourish, whether they be seniors, veterans, refugees or families.

We have an unparalleled track record completing large, complex, phased developments. We have redeveloped entire neighborhoods constituting multiple city blocks into affordable and mixed-income communities, including Lion Creek Crossings, a 22-acre site in Oakland that was completed in 5 phases and includes 443 affordable rental units,

Harbor Village in Harbor City, a redevelopment of a 35-acre public housing site into 396 affordable units and 228 single-family homes, Pueblo del Sol in Boyle Heights, another 35-acre public housing site redeveloped into 377 affordable apartments and 27 for sale homes, and Ocean Avenue South, a three-phased mixed-income development in Santa Monica. Both Pueblo del Sol and Ocean Avenue South were honored with the Urban Land Institute Global Award for Excellence.

We have had tremendous success obtaining tax credit awards and other government funding. We are the largest developer of affordable and mixed-income housing in the state of California. We consistently receive tax credit allocations for approximately 4-6 projects annually (both 4% and 9% programs). To date, we’ve received more than 20, 4% allocations and over 35, 9% allocations in Southern California.

Related has extensive experience in public-private partnerships and developing multifamily affordable housing under Disposition and Development Agreements with cities, housing authorities and redevelopment agencies. We have deep experience in layering local gap financing with tax credits, and with developing affordable housing on land leased from housing authorities and other public agencies. As each development is unique, we have also frequently custom-tailored our services and the structure of our public sector partnerships in creative solutions to the specific challenges at hand. Virtually all of our completed affordable homes were financed using federal low income housing tax credits in combination with other government sources of funding such as RAD, HUD Mixed-Finance, Project-Based Vouchers, Project Based HUD-VASH, HOME, MHSA, AHSC, IIG, MHP, VHHP, AHP and LA County funds. **This remarkable range of experience means we are well-versed in leveraging public funding sources and navigating the regulatory complexities** that come with them.

Our financial strength and high volume sets up apart. The Related Companies, L.P., is one of the largest privately held real estate companies in the nation. This strong financial backing, in addition to the strength of our development track record, allows us to secure the best possible terms and pricing for tax credit equity as well as debt. This history of success and the strength of our relationships with lenders and investors mean Related is able

to maximize debt and equity sources, enabling us to fully leverage the investments of our local agency partners. In these unprecedented financial times, the City will benefit from selecting a partner that will have the ability to close, no matter what the economic conditions. The Related portfolio includes over \$22 billion of developments. This level of activity sets us apart from most of our competitors and creates substantial purchasing and negotiating leverage, which allows us to lower construction costs and to manage our operating assets more efficiently.

Related consistently delivers top-quality developments that are assets to the communities in which they are built. The following are a few examples of Related’s completed affordable housing developments in Southern California. These five developments specifically showcase our expertise in addressing some of the City of Fullerton’s visions and goals for the 1600 W. Commonwealth site.

Citrea

The design measures that were incorporated at Citrea to mitigate the noise from the railroad tracks will be integrated at 1600 W. Commonwealth. Similar to Citrea, we view 1600 W. Commonwealth as another gateway entry point to the Fullerton Metrolink Station.



Vintage Crossings, Anaheim, CA

Vintage Crossings in Anaheim was located across the street from market rate single-family homes, and the site was hindered with a number of site constraints, including its location adjacent to the Metrolink rail line, limited street frontage, a side alley located alongside the property, and overhead power lines. Related conducted numerous community outreach meetings and was able to address each site constraint, with the goal of ensuring that the development seamlessly integrated within the surrounding community. The property has a 14’

noise mitigating sound wall with mature vines, the units fronting the street and alley were designed for activation on both sides, creating the appearance and feeling of a front yard, and all utilities were placed underground. In addition, **Vintage Crossings** was located in a ‘challenged’ neighborhood per the City of Anaheim’s Neighborhood Improvement Program. This designation was due to evidence of moderate to substantial social, economic and physical decline, as well as increased calls for service from the police department and code enforcement. Related has since completed two acquisition/rehab phases of the Avon Dakota neighborhood. Vintage Crossings and the two Avon Dakota phases revitalized the Avon Dakota neighborhood.

Great Park Neighborhoods

The five developments at Great Park Neighborhoods are models of seamless integration of affordable developments into a market rate master planned development with single-family homes priced from \$700,000 to \$1.3 million.

Paradise Creek in National City was challenged with complex site conditions, including the substantial environmental remediation of the brownfield site with oversight by the California Department of Toxic Substances Control (DTSC). Unexpected remediation during construction resulted in delays in the construction schedule as soils were tested and then exported to acceptable sites. Related worked with lenders, the general contractor and governmental agencies to strategize the remediation process and stay on track with an extended schedule. As part of a collaborative effort with residents and community members, Related worked with a local arts collaborative group to design, fabricate, and install a mural on an underutilized wall inside the community. Residents and community members took part in conceptualizing the design. As part of an effort to reduce common area electricity costs, rooftop solar photovoltaic panels were installed. The development achieved an 88% offset of common area electric fees.

Triada at the Station District in Santa Ana was part of a larger plan for the area. Related collaborated with the Santa Ana Historical Preservation Society and learned new ways to create an integrated plan to transform a vacant lot into an affordable housing complex integrated with the surrounding community. The results included empowering community members, who provided feedback regarding social and retail services, childcare, and open space and recreational facilities.

Bloomington Grove & Lillian Court

Mixed-Use, Intergenerational Development
106 Affordable Apartments
11 Permanent Supportive Housing Units
6,597 Square Foot Public Library
18028 Valley Boulevard
Bloomington, CA 92316



DEVELOPER
Related California, LaBarge Industries, Housing Partners I

ARCHITECT
Withee Malcolm Architects, LLP

GENERAL CONTRACTOR
Portrait Construction, Inc.

MUNICIPAL PARTNER
County of San Bernardino

PROPERTY MANAGEMENT
The John Stewart Company

SOCIAL SERVICES PROVIDER
PATH Services



Bloomington Grove and Lillian Court is the first multi-use development of its kind and the first developed under the County of San Bernardino's Specific Plan. A public-private partnership with the County of San Bernardino, this 5-acre site includes the new 6,597 square foot Bloomington Public Library and 190 affordable housing units for seniors (Lillian Court) and families (Bloomington Grove.) There are 11 supportive housing units for direct referrals of special needs tenants from the County of San Bernardino Department of Behavioral Health.

Bloomington Grove and Lillian Court is an example of successful compliance with Federal Davis Bacon Standards and/or State Prevailing Wage requirements.

- The first County-sponsored all-in-one capital improvement development includes a public library, community center, senior center, and extensive sewer and water infrastructure improvements.
- PATH Services provides services, housing and assistance through 4 programs working together to address homelessness from different angles.
- Residents have access to a computer lab, conference room, two community rooms, swimming pool, BBQ, gated parking, and social services housed in a 3,630 sq. ft. community space. Lillian Court seniors enjoy 3,676 sq. ft. of community space with onsite leasing and management offices, recreation room and kitchen, senior and fitness centers, courtyard with spa, and putting green.

COMPLETION DATE: December 2015

FINANCING				
Tax Credit Equity				\$16,551,741
MPG Equity				\$7,911,817
AGP Equity				\$100
MHSA Loan (Principal)				\$1,338,315
MHSA Loan (Accrued Interest)				\$54,779
County of San Bernardino Loan (Principal)				\$5,871,000
County of San Bernardino (Reimbursement Library)				\$2,705,000
Donated Loan Value				\$2,579,000
Total Permanent Sources				\$37,011,752

INCOME LEVEL	BEDROOM TYPE			TOTAL UNITS
	1 BR	2 BR	3 BR	
30% AMI	9	2	5	16
40% AMI	13	1	6	20
50% AMI	43	5	10	58
60% AMI			11	11
Manager's		1		1
Total	65	9	32	106

Emporia Place

Affordable Family Development
75 Affordable Apartments
220 S. Fern Avenue
Ontario, CA 91762

Located on 2.81 acres in the City of Ontario, formerly the site of the Casa Blanca Hotel, Developer's Row and Ocean-to-Ocean Highway, Emporia Place is an affordable community of 75 apartments for low and very low-income families and a critical piece in the revitalization of downtown Ontario.

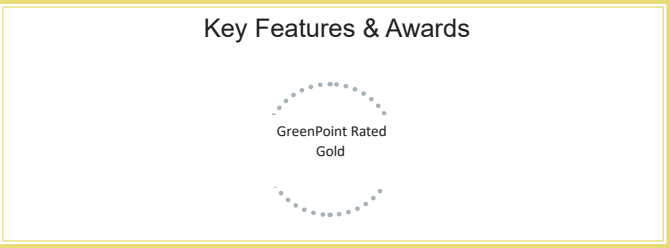
- A paseo highlighting the main historic events of the City of Ontario from the 1800's through the 21st century are displayed on signage panels and sculpted into the concrete of the public walk that runs through the center of the development.

- Common area amenities include a 4,000 square foot community building complete with community room and kitchen, management offices, a social service activity space, splash pad and tot lot for small children, and dedicated gathering space for teens.
- On-site services are provided by LifeSTEPS and include adult educational, health and wellness classes, and after school programs for children. LifeSTEPS with engAGE provide after school arts programs for children.

COMPLETION DATE: August 2020

FINANCING	
Tax Credit Equity	\$16,673,953
Permanent Loan	\$735,000
City Loan	\$12,543,653
Land Acquisition Loan	\$3,400,000
Total Permanent Sources	\$33,352,606

INCOME LEVEL	1BR	2BR	3BR	4BR	TOTAL UNITS
30% AMI	1	4	2	1	8
40% AMI	2	7	3		12
50% AMI	6	16	7	1	30
60% AMI	4	11	8	1	24
Manager's		1			1
Total	13	39	20	3	75



DEVELOPER
Related California, LaBarge Industries, Inc.

ARCHITECT
Danielian Associates

GENERAL CONTRACTOR
Portrait Construction, Inc.

MUNICIPAL PARTNER
City of Ontario

LENDER/INVESTOR
U.S. Bank

PROPERTY MANAGEMENT
The John Stewart Company

SOCIAL SERVICES
LifeSTEPS

Citrea
Affordable, Transit-Oriented, Family Development
55 Affordable Apartments

336. E. Santa Fe Avenue
Fullerton, CA 92832

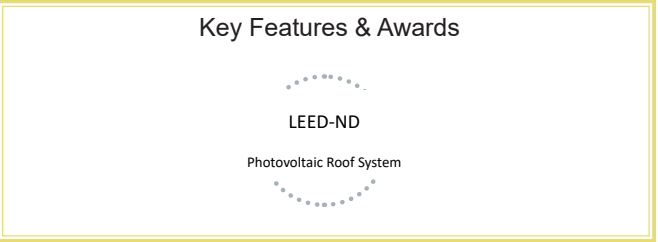
A partnership with Foundation for Affordable Housing and the City of Fullerton, Citrea is an affordable, transit-oriented development with 55 apartments for low-income families. The development includes studio, one, two and three-bedroom apartments, plus 3,300 square feet of common space including a community room with kitchen and computer area, leasing and management offices, a tot lot, picnic and barbecue area and landscaped courtyard.

- Citrea is the first affordable transit-oriented community to be developed in the new Fullerton Transportation Center Specific Plan, located in historical Downtown Fullerton.
- Citrea is within walking distance of the Fullerton Train Station and a regional bus transportation hub.
- Citrea is located on a 1-acre site, formerly the Pacific Citrus Products bottling plant. This history is represented in a mural on the back of the site that faces thousands of Metrolink and Amtrak passengers each day.

COMPLETION DATE: July 2018

FINANCING				
GP Equity				\$101
U.S. Bank Loan				\$2,521,900
Soft Loan - City of Fullerton				\$8,616,121
Tax Credit Equity				\$14,905,857
Total Permanent Sources				\$26,043,979

INCOME LEVEL	SRO/Studio	1BR	2BR	3BR	TOTAL UNITS
30% AMI		2	2	2	6
40% AMI	1	5	2	3	11
50% AMI	3	9	5	5	22
60% AMI	1	6	5	4	16
Total	5	22	14	14	55



DEVELOPER
Related California, Foundation for Affordable Housing

ARCHITECT
DNA - Design Architect, IDS Group - Architect of Record

GENERAL CONTRACTOR
R.D. Olson Construction

MUNICIPAL PARTNER
City of Fullerton

LENDER/INVESTOR
U.S. Bank

PROPERTY MANAGEMENT
Related Management Company

SOCIAL SERVICES
LifeSTEPS

Paradise Creek
Affordable, Transit-Oriented Family Development
201 Affordable Apartments

2120 Hoover Avenue
National City, CA 91950

Paradise Creek is the largest and most significant state-funded residential development in National City. Located 5 miles south of San Diego in National City's Westside neighborhood, on a city-owned parcel, formerly an industrial area surrounded by homes and an elementary school, Paradise Creek is a two-phased development with area enhancements of the park, trails, bike lanes, pathways and intersection improvements funded by the City of National City.

- This decade long endeavor is the catalyst for transformation of this neighborhood.
- Community amenities include pedestrain walks, picnic area, structured and natural play areas and significant open green space. The 6,000 square foot community building is at the center of the development and complete with community room with kitchen, outdoor patio and public art; leasing and management offices, fitness area, learning/computer center, and conference rooms.
- On-site social services are provided by Community HousingWorks and include adult educational, health and wellness classes, and after school programs for children.

COMPLETION DATE (phase II): December 2018

FINANCING	
Tax Credit Equity	\$42,503,812
Permanent Loan – Union Bank	\$ 6,738,000
Residual Receipts Loan: City of National City (CHW Loan)	\$29,909,909
Residual Receipts Loan: City of National City Residual Receipts Loan	\$ 6,039,164
Residual Receipts Loan: HCD IIG Grant (CHW Loan)	\$ 9,350,800
Residual Receipts Loan: HCD AHSC Loan	\$ 3,760,617
Residual Receipts Loan: HCD AHSC Grant (CHW Loan)	\$ 4,550,000
NOI	\$ 10,809
Total Permanent Sources	\$102,863,111

INCOME LEVEL	STUDIO	BEDROOM 1BR	TYPE 2BR	3BR	TOTAL UNITS
30% AMI	1	6	9	7	23
40% AMI	2	10	18	14	44
50% AMI	3	24	42	32	101
50% RDA AMI		5	14	12	31
Manager's			2		2
Total	6	45	85	65	201



DEVELOPER
Related California, Community HousingWorks

ARCHITECT
Pyatok Architects

GENERAL CONTRACTOR
VCC, LLC

MUNICIPAL PARTNER
City of National City

LENDER/INVESTOR
MUFG Union Bank, N.A.

PROPERTY MANAGEMENT
Related Management Company

SOCIAL SERVICES
Community HousingWorks

Great Park Neighborhoods
Master Planned Development with 5 Affordable
Developments

Irvine, CA 92618

Great Park Neighborhoods is a model of inclusionary housing and the seamless integration of affordable developments into a market rate master planned development with single-family homes priced from \$700,000 to \$1.3 million.

5 Affordable Developments
543 Affordable Senior Units
166 Affordable Family Units

COMPLETION DATE:

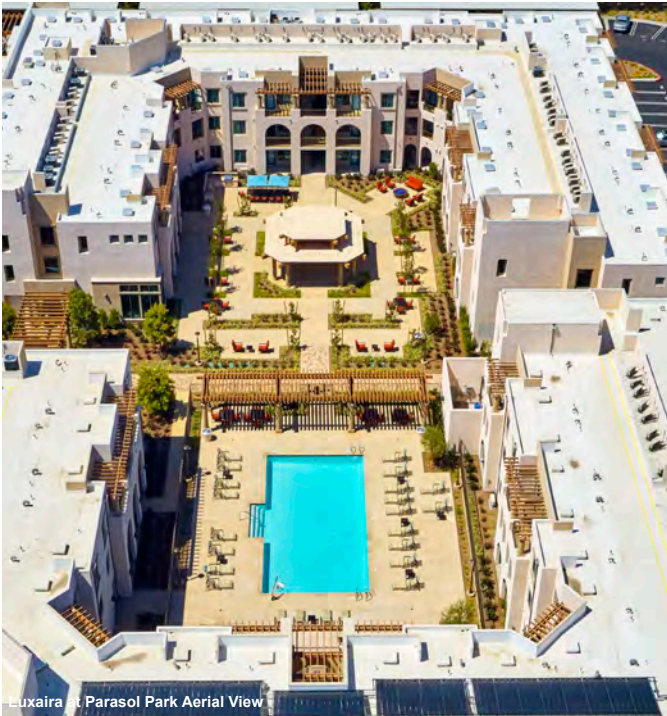
SOLAIRA AT PAVILION PARK, 221 Affordable Senior Units, 2015

LUMINAIRA AT PARASOL PARK, 82 Affordable Family Units, 2017

ESPAIRA AT PARASOL PARK, 84 Affordable Family Units, 2017

LUXAIRA AT PARASOL PARK, 157 Affordable Senior Units, 2018

MONTAIRA, 165 Affordable Senior Units, 2020



Luxaira at Parasol Park Aerial View

Key Features & Awards

- 2018 The Kennedy Commission - Development of the Year (LUMINAIRA) •
- 2018 The Kennedy Commission - Development of the Year (ESPAIRA) •
- 2018 The Kennedy Commission - Sr. Development of the Year (LUXAIRA) •
- 2018 Greater SMC - Best Architectural Design, Multifamily (LUXAIRA) •
- 2018 PCBC Gold Nugget Grand Award - Best Affordable Sr. Housing (LUXAIRA) •
- 2017 NAHB Best in American Living - Best Sr. Housing (SOLAIRA) •



Solaira at Pavilion Park Putting Green



Luminaira Pool Area



Montaira Monument Sign

Vintage Crossings
Affordable Family Development
92 Affordable Apartments

712. E. South Street
Anaheim, CA 92805

A public-private partnership with the Anaheim Housing Authority on a former City-owned industrial brownfield site, Vintage Crossings represents the beginning of the revitalization of Anaheim's Avon-Dakota neighborhood. Residents enjoy a 3,000 sq. ft. community center with onsite social services, children's play area, onsite laundry, swimming pool and preschool center operated by the Anaheim Elementary School District.

- First LEED Platinum affordable apartment community in Anaheim.

- This development is 100% Project Based Section 8.

- Community enhancements included the Dakota Street mini-park and off-site improvements to Dakota Street paving.

COMPLETION DATE: February 2012

FINANCING

Tax Credit Equity	\$17,950,000
Union Bank Permanent Loan	\$5,450,000
Union Bank Section 8 Loan	\$4,350,000
AHA Residual Receipts Loan- Land	\$5,650,000
AHA Residual Receipts Loan	\$3,400,000
AHA Residual Receipts Loan Accrued Int.	\$700,000
Total Permanent Sources	\$37,500,000

INCOME LEVEL	BEDROOM TYPE		TOTAL UNITS
	2 BR	3 BR	
30% AMI	9	5	14
40% AMI	10	4	14
50% AMI	38	16	54
60% AMI	6	3	9
Manager's	1		1
Total	64	28	92

Key Features & Awards

2012 U.S. Green Building Council LEED Platinum

2013 PCBC Gold Nugget Award of Merit - Best Affordable Housing

2013 PCBC Gold Nugget Award of Merit - Best Sustainable Residential Community



Vintage Crossings Swimming Pool



Anaheim Elementary School District Preschool Facility

DEVELOPER

Related California, City of Anaheim, Anaheim Housing Authority, Anaheim Redevelopment Agency, Affordable Housing Access

ARCHITECT

Withee Malcolm Architects, LLP

GENERAL CONTRACTOR

Portrait Homes, Inc.

MUNICIPAL PARTNER

City of Anaheim Community Development Department, City of Anaheim Public Works Department

PROPERTY MANAGEMENT

Related Management Company

SOCIAL SERVICES

Project Access, Inc.

Triada at the Station District

Affordable, Transit-Oriented Family Development
114 Affordable Apartments and Townhomes
3,200 Sq. Ft. Commercial Space

616 N. Lacy Street
Santa Ana, CA 92701

Triada at Station District exemplifies the aesthetic integration of affordable units into the local community. A composite of 10 city-owned scattered sites, the developments are integral to the Santa Ana Station District Revitalization process. Triada Court, Triada Gardens and Triada Village, constructed in two phases, offer the amenities of a common courtyard, open spaces, tot lot, BBQ areas, laundry facilities, on site property management, and social service space with multipurpose room and computer lab.

- Collaborated with the Santa Ana Historical Preservation Society on the historical rehabilitation of 15 single-family homes, now Triada Village.
- The ground floor commercial space includes a 1,700 sq. ft. County childcare facility and a 1,500 sq. ft. joint use gathering space, which is a community hub for Garfield Elementary School.

COMPLETION DATE (phase II): April/May 2013

TRIADA I FINANCING

Tax Credit Equity	\$12,900,000
Wells Fargo Bank N.A. Permanent Loan	\$3,200,000
Residual Receipts Loan	\$10,300,000
Total Permanent Sources	\$26,400,000

TRIADA II FINANCING

Tax Credit Equity	\$8,900,000
Wells Fargo Bank N.A. Permanent Loan	\$1,800,000
Residual Receipts Loan	\$4,800,000
Total Permanent Sources	\$15,500,000

TRIADA I

INCOME LEVEL	BEDROOM 2BR	TYPE 3BR	TOTAL UNITS
30% AMI	11	4	15
40% AMI	11	4	15
50% AMI	29	15	44
Total	51	23	74

TRIADA II

INCOME LEVEL	BEDROOM 1BR	BEDROOM 2BR	TYPE 3BR	TOTAL UNITS
30% AMI	1	4	3	8
40% AMI	1	4	3	8
50% AMI	3	14	7	24
Total	5	22	13	40

Key Features & Awards

2014 PCBC Gold Nugget Grand Award - Best Affordable Project - under 30 du/acre	2013 The Kennedy Commission - Affordable Housing Award - Project of the Year	2014 PCBC Gold Nugget Grand Award - Best Renovated or Restored Project
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DEVELOPER
Related California, Affordable Housing Access

ARCHITECT
William Hezmalhalch Architects, Inc.

GENERAL CONTRACTOR
Portrait Construction, Inc.

MUNICIPAL PARTNER
Community Development Agency of the City of Santa Ana

PROPERTY MANAGEMENT
Related Management Company

SOCIAL SERVICES
Project Access, Inc.

Related California | Luminaria at Parasol Park | 82 affordable units, and the FIRST 100% affordable family community located within the Irvine Great Park Neighborhoods.



4.1 Relevant Experience

Related California **Orange County** Portfolio - Completed & Under Construction



4.1 Relevant Experience

Related California Portfolio - Completed & Under Construction

PROJECT	COMPLETED	LOCATION	COUNTY	AFFORDABLE	HOUSING	FINANCING
				UNITS	TYPE	
Paseo Village	1998	Anaheim	Orange	176	A F P	4%
Village Heights	1999	Newport Beach	Orange	75	A F	4%
Hermosa Village I	2002	Anaheim	Orange	293	A F P	9%
Bowen Court	2002	untington Beac	Orange	20	A S	9%
Alice Court	2004	Laguna Beach	Orange	27	A O	9%
Hermosa Village II	2005	Anaheim	Orange	112	A F P	9%
Stratford Place - Senior	2005	Westminster	Orange	58	A S G	9%
Windsor Court - Family	2005	Westminster	Orange	28	A F G	9%
Bayview Landing	2006	Newport Beach	Orange	120	A S	4%
Hermosa Village III	2006	Anaheim	Orange	76	A F P	9%
Hermosa Village IV	2008	Anaheim	Orange	36	A F P	9%
Pradera Apartment Homes I	2010	Anaheim	Orange	72	A F	4% MHP
Pradera Apartment Homes II	2010	Anaheim	Orange	74	A F	
Vintage Crossings	2012	Anaheim	Orange	92	A F	9%
Triada Gardens/Village	2013	Santa Ana	Orange	40	A F T	9%
Triada Court	2013	Santa Ana	Orange	74	A F Mu T	9%
The Arbors at Vintage Crossings	2013	Anaheim	Orange	13	A F	9%
Paseo Village	2013	Anaheim	Orange	176	A F P	4%
Solaira at Pavilion Park	2015	Irvine	Orange	221	A S P	4%
Luminaira at Parasol Park	2017	Irvine	Orange	82	A F	4%
Espaira at Parasol Park	2017	Irvine	Orange	84	A F	4%
Luxaira at Parasol Park	2018	Irvine	Orange	157	A S	4%
Hermosa Village Resyndication	2018	Anaheim	Orange	297	A F	4% PBS8
Citrea Apartments	2018	Fullerton	Orange	55	A F	
The Arbors at Vintage Crossings	2019	Anaheim	Orange	17	A F	9%
Montaira	2020	Irvine	Orange	165	A S	4%
Prado		Fullerton	Orange	50	A F	9%
TOTAL				2,690		

KEY			
Notation	Housing Type	Notation	Financing Definition
A	Affordable	4%	4% LIHTC & Tax Exempt Bonds
E	80/20	9%	9% LIHTC
F	Family	C	Conventional
G	Intergenerational	FHA	Federal Housing Administration
Mi	Mixed-Income	H6	HOPE VI
Mr	Market Rate	AHP	Affordable Housing Program
Mu	Mixed-Use	MHP	Multifamily Housing Program
Ph	Public Housing	MHSA	Mental Health Services Act
O	SRO	PBS8	Project Based Section 8
P	Masterplanned Development	RAD	Rental Assistance Demonstration
S	Senior		
T	Transit-Oriented		
Uc	Under Construction		
W	Workforce		
PSH	Permanent Supportive Housing		

Project	Completed	Location	County	Total Units	Affordable	Housing Type	Financing
					Units		
Hillview Glen	1994	San Jose	Santa Clara	138	138	A F	9%
Vista Alicante	1995	La Mirada	Los Angeles	84	84	A S	9%
Vista Angelina	1995	Los Angeles	Los Angeles	108	108	A F	4%
Fillmore Marketplace	1996	San Francisco	San Francisco	120	120	A F	9%
Paseo Village	1998	Anaheim	Orange	176	176	A F P	4%
Harbor Village	1998	Harbor City	Los Angeles	400	400	A F P Mu Ph	4%
Hayes Valley Apartments	1998	San Francisco	San Francisco	195	195	A F Ph	9% H6
Parkside Glen	1998	San Jose	Santa Clara	180	180	A F	4%
Village Heights	1999	Newport Beach	Orange	75	75	A F	4%
Somerset Glen	1999	La Mirada	Los Angeles	161	161	A S	4%
The Crossings	2001	Rialto	San Bernardino	100	100	A F	9%
The Paramount	2001	San Francisco	San Francisco	487	97	E F Mi Mu	4%
Hermosa Village I	2002	Anaheim	Orange	293	293	A F P	9%
El Rancho Verde I	2002	San Jose	Santa Clara	300	300	A F	4%
El Rancho Verde II	2002	San Jose	Santa Clara	400	400	A F	4%
Vista Terrace Hills	2002	San Ysidro	San Diego	262	262	A F	4%
Summercrest	2002	National City	San Diego	232	232	A F	4%
Summercrest	2002	National City	San Diego	140	140	A S	4%
Paseo del Oro	2002	San Marcos	San Diego	120	120	A F Mu	9%
Village at Willow Glen	2002	San Jose	Santa Clara	133	133	A S	4%
Coronado Terrace Apartments	2002	San Diego	San Diego	312	312	A F	4%
Bowen Court	2002	Huntington Beach	Orange	20	20	A S	9%
Village at Sierra	2003	Fontana	San Bernardino	108	108	A S	9%
Northpointe	2003	Long Beach	Los Angeles	528	528	A F	4%
Alice Court	2004	Laguna Beach	Orange	27	27	A S O	9%
Pueblo del Sol	2005	Los Angeles	Los Angeles	201	201	A F P Ph T	9% H6
Noble Tower	2005	Oakland	Alameda	195	195	A S	4%
Fountains at Sierra	2005	Fontana	San Bernardino	93	93	A S	9%
Pueblo del Sol	2005	Los Angeles	Los Angeles	176	176	A F P Ph T	9% H6
Jean McKinney Manor	2005	San Diego	San Diego	50	50	A S	9%
Oak Village	2005	Oakland	Alameda	117	117	A F	4%
Hermosa Village II	2005	Anaheim	Orange	112	112	A F P	9%
Gardens at Sierra	2005	Fontana	San Bernardino	93	93	A S	4%
Stratford Place - Senior	2005	Westminster	Orange	58	58	A S G	9%
Windsor Court - Family	2005	Westminster	Orange	28	28	A F G	9%
Lion Creek Crossings	2005	Oakland	Alameda	115	115	A F Ph T	4% H6 MHP
Bayview Landing	2006	Newport Beach	Orange	120	120	A S	4%
Hermosa Village III	2006	Anaheim	Orange	76	76	A F P	9%
Hikari	2007	Los Angeles	Los Angeles	128	26	E Mi Mu	4%
Crescent Cove	2007	San Francisco	San Francisco	236	236	A F P T	4%
Lion Way	2007	Oakland	Alameda	146	146	A F Ph T	4% H6 MHP
Hermosa Village IV	2008	Anaheim	Orange	36	36	A F P	9%
Creekside	2008	Oakland	Alameda	106	106	A F Ph	4% H6
Tivoli Plaza	2008	Pomona	Los Angeles	63	63	A S G	9% C
Shield Village	2008	Pomona	Los Angeles	27	27	A F G	9%
Trinity Plaza	2008	Richmond	Contra Costa	66	66	A S Mu	9%
Sakura Crossing	2009	Los Angeles	Los Angeles	230	46	E P Mi Mu T	4%
Plaza at Sierra	2010	Fontana	San Bernardino	90	90	A S	9%
The Century	2010	Century City	Los Angeles	140		Mr	C
Olive Street Preservation	2010	Los Angeles	Los Angeles	309	309	A S Mu T	4%
Pradera Apartment Homes I	2010	Anaheim	Orange	72	72	A F	9%
Pradera Apartment Homes II	2010	Anaheim	Orange	74	74	A F	4% MHP
City Center Senior Apartments	2010	Ontario	San Bernardino	76	76	A S	9%

Project	Completed	Location	County	Total Units	Affordable		Financing
					Units	Housing Type	
Paseo Verde I	2010	Fontana	San Bernardino	50	50	A F P	9%
MLK Marcus Garvey Apts.	2011	San Francisco	San Francisco	211	211	A F	PBS8
Paseo Verde II	2011	Fontana	San Bernardino	46	46	A F P	9%
La Kretz Villas	2012	Los Angeles	Los Angeles	49	49	A F O	9%
Lion Creek Crossings IV	2012	Oakland	Alameda	72	72	A F Mu Ph T	4% H6
Vintage Crossings	2012	Anaheim	Orange	92	92	A F	9%
Via425 Apartments	2012	Carson	Los Angeles	65	65	A F	9%
Paseo Verde III	2013	Fontana	San Bernardino	46	46	A F P	9%
Vista Angelina	2013	Los Angeles	Los Angeles	108	108	A F	4%
Triada Gardens/Village	2013	Santa Ana	Orange	40	40	A F T	9%
Triada Court	2013	Santa Ana	Orange	74	74	A F Mu T	9%
Vista Crest/Parkside Place	2013	Sylmar	Los Angeles	60	60	A F S G P T	9%
The Arbors	2013	Sacramento	Sacramento	56	56	A S Mu	9%
The Arbors at Vintage Crossings	2013	Anaheim	Orange	16	16	A F	9%
Paseo Village	2013	Anaheim	Orange	176	176	A F P	4%
Belmar Apartments	2014	Santa Monica	Los Angeles	160	160	A F P	4% MHP
Ocean Avenue South- The Waverl	2014	Santa Monica	Los Angeles	65		Mr F P Mu	C
Ocean Avenue South- Seychelle	2014	Santa Monica	Los Angeles	93		Mr F P Mu	C
Lion Creek Senior Apartments	2014	Oakland	Alameda	128	128	A S Ph T	4%
Berkeley 75	2014	Berkeley	Alameda	75	75	A F Ph	4%
The Emerson	2014	Los Angeles	Los Angeles	271	54	E F P Mi Mu T	4% C
Harbor Village	2014	Harbor City	Los Angeles	400	400	A F Ph	4%
Via 401	2015	Carson	Los Angeles	40	40	A F	9%
Solaira at Pavilion Park	2015	Irvine	Orange	221	221	A S P	4%
Paradise Creek	2016	National City	San Diego	109	109	A F T	4%
Oak Center Apartments	2016	Oakland	Alameda	77	77	A F	4% PBS8
MORH Housing	2016	Oakland	Alameda	126	126	A F	4% PBS8
Parkside Family Apartments	2016	Pomona	Los Angeles	62	62	A F	9% MHSA
Bloomington Grove/Lillian Court	2016	Bloomington	San Bernardino	106	106	A F S G Mu	9% MHSA
Bloomington II	2017	Bloomington	San Bernardino	84	84	A F	9%
Five 88	2017	San Francisco	San Francisco	200	200	A F Mu W T	4%
Mayfield Place	2017	Palo Alto	Santa Clara	70	70	A F Mu W	4%
Luminaira at Parasol Park	2017	Irvine	Orange	82	82	A F	4%
Three Oaks	2017	Santa Clarita	Los Angeles	30	30	A F	9%
Stevenson House	2017	Palo Alto	Santa Clara	120	120	A S	4% FHA
Robert B Pitts	2017	San Francisco	San Francisco	201	201	A F Ph	4% RAD
Acts Cyrene Apartments	2017	Oakland	Alameda	59	59	A F Mu	9%
Espaira at Parasol Park	2017	Irvine	Orange	84	84	A F	4%
Luxaira at Parasol Park	2018	Irvine	Orange	157	157	A S	4%
Rosena Fountains	2018	Fontana	San Bernardino	69	69	A F	9%
Hermosa Village I	2018	Anaheim	Orange	297	297	A F	4% PBS8
Paradise Creek Phase II	2018	National City	San Diego	92	92	A F T	4%
Citrea Apartments	2018	Fullerton	Orange	55	55	A F	9%
Argyle House	2018	Hollywood	Los Angeles	114		Mr F	C
Westside Courts	2019	San Francisco	San Francisco	136	136	A F Ph	4% RAD
The Arbors at Vintage Crossings	2019	Anaheim	Orange	21	21	A F	9%
Westbrook Apartments	2019	San Francisco	San Francisco	223	223	A F Ph	4% RAD
Hunters Point East/West	2019	San Francisco	San Francisco	213	213	A F Ph	4% RAD
Avery Lane (Affordable)	2019	San Francisco	San Francisco	150	150	A F Mi Mu T	4%
Avery Lane (Market Rate)	2019	San Francisco	San Francisco	398		Mr Mi Mu T	4% C
Willow Glen Resyndication	2019	San Jose	Santa Clara	133	133	A S	4%
The Curve at West Angeles	2019	Los Angeles	Los Angeles	70	70	A S	9% MHP
Casala	2020	San Francisco	San Francisco	55	55	A F Ph T	9%

Project	Completed	Location	County	Total Units	Affordable		Financing
					Units	Housing Type	
Mason on Mariposa	2020	San Francisco	San Francisco	299	60	E F Mi Mu	4%
Emporia Place	2020	Ontario	San Bernardino	75	75	A F	9%
Fifteen Fifty	2020	San Francisco	San Francisco	550	110	E F Mi Mu	
Montaira	2020	Irvine	Orange	165	165	A S	4%
Noble Tower Resyndication		Oakland	Alameda	195	195	A S	4%
Bloomington Phase III		Bloomington	San Bernardino	98	98	A F	9%
Cedar Commons		Portland	Multnomah	60	60	A F O	4%
Sunnydale Block 6 (Mercy)		San Francisco	San Francisco	167	167	A F	4%
Hermosa Village II Resyndication		Anaheim	Orange	112	112	A F	4%
Pueblo del Sol I Resyndication		Los Angeles	Los Angeles	201	201	A F	4%
Prado		Fountain Valley	Orange	50	50	A F	9%
Crescent Court Apartments		Portland	Multnomah	138	138	A F	4%
Cathedral Village Apartments		Portland	Multnomah	110	110	A F	4%
The Grand		Los Angeles	Los Angeles	435	87	E F P Mi Mu T	4% C
1001 Van Ness		San Francisco	San Francisco	208		Mr S Mu	
TOTAL	110	121		17,402	14,464		

KEY

Notation	Housing Type	Notation	Financing Definition
A	Affordable	4%	4% LIHTC & Tax Exempt Bonds
E	80/20	9%	9% LIHTC
F	Family	C	Conventional
G	Intergenerational	FHA	Federal Housing Administration
Mi	Mixed-Income	H6	HOPE VI
Mr	Market Rate	AHP	Affordable Housing Program
Mu	Mixed-Use	MHP	Multifamily Housing Program
Ph	Public Housing	MHSA	Mental Health Services Act
O	SRO	PBS8	Project Based Section 8
P	Masterplanned Development	RAD	Rental Assistance Demonstration
S	Senior		
T	Transit-Oriented		
Uc	Under Construction		
W	Workforce		
PSH	Permanent Suportive Housing		

4.1 Relevant Experience
Related California Awards



110+ Awards for Architecture, Design, Sustainability and Community Impact

Year	Award	Description	Project
2020	Developer of the Year	San Francisco Business Times	Related California
2011	Corporate Leadership Award	Asian Women in Business - Phoebe Yee	Related California
2010	Neighborhood Housing Services of OC Good Neighbor Award	Outstanding Dedication to Providing Housing Solutions	Related California
2006	California Housing Hall of Fame	Recognition by the California Housing Consortium	Related California
2006	Developer of the Year	Greater L.A. African- American Chamber of Commerce	Related California
2005	Alternative Living for the Aging Achievement Award	Creating Affordable Housing & Vibrant Communities in CA	Related California
2004	SAGE Senior Achievement & General Excellence Award	Lifetime Dedication to Providing Innovative & Affordable Housing	Related California
2002	Hope Through Housing Founder's Award	Lifetime Achievement in Affordable Housing	Related California
1994	First Interstate Bank Design/Build Competition	Development of Exceptional Quality & Community Sensitivity	Related California
-- Orange County --			
Irvine			
2018	Senior Development of the Year	The Kennedy Commission	Luxaira
2018	Best Architectural Design Multifamily Community	Greater Sales & Marketing, Building Industry Association	Luxaira
2018	PCBC Gold Nugget Grand Award	Best Affordable Senior Housing Community - Active Adult	Luxaira
2018	SAGE Award	Best 55+ Affordable Rental Community - New Construction	Luxaira
2018	Development of the Year	The Kennedy Commission	Espira
2018	Development of the Year	The Kennedy Commission	Luminaira
2018	PCBC Gold Nugget Award of Merit	Best Affordable Housing Community (under 30 du/ acre)	Luminaira
2017	Affordable Housing Award Special Needs Development	The Kennedy Commission	Solaira at Pavilion Park
2017	Best in American Living, Silver Award	Best Senior Housing/Multifamily	Solaira at Pavilion Park
2016	SAGE Award	Best 55+ Affordable Rental Community	Solaira at Pavilion Park
2016	PCBC Gold Nugget Award of Merit	Best Affordable Housing Community (30-60 units / acre)	Solaira at Pavilion Park
2016	PCBC Gold Nugget Award of Merit	Best Senior Housing Community - Active Living	Solaira at Pavilion Park
Anaheim			
2013	PCBC Gold Nugget Award of Merit	Best Affordable Project (over 30 du / acre)	Vintage Crossings
2013	PCBC Gold Nugget Award of Merit	Sustainable Residential Community	Vintage Crossings
2012	LEED Platinum Award	LEED Platinum	Vintage Crossings
2011	Outstanding Affordable Housing Development Award	The Kennedy Commission	Pradera Apartment Homes
2002	PCBC Gold Nugget Grand Award	Best Redevelopment, Rehab/Infill Site Plan	Hermosa Village I
1998	Anaheim Beautiful Multi-Residential Award	First Place	Paseo Village
1998	PCBC Gold Nugget Award of Merit	Best Redevelopment, Rehab/Infill Site Plan	Paseo Village
1997	American Planning Association Honor Award	Neighborhood Revitalization Program	Paseo Village
Santa Ana			
2014	PCBC Gold Nugget Grand Award	Best Renovated or Restored Project	Triada Court & Triada Gardens
2014	PCBC Gold Nugget Grand Award	Best Affordable Project (under 30 du / acre)	Triada Court & Triada Gardens
2013	Affordable Housing Awards	Project of the Year for Large Developments	Triada Court & Triada Gardens
Westminster			
2006	PCBC Gold Nugget Award of Merit	Best Affordable Project (under 30 du / acre)	Windsor Court/Stratford Place
2005	NAHB 50+ Housing Council Silver Achievement	Overall Housing Community	Windsor Court/Stratford Place
Huntington Beach			
2003	PCBC Gold Nugget Award of Merit	Best Senior Project - Active Adult	Bowen Court
Newport Beach			
2006	PCBC Gold Nugget Award of Merit	Best of Senior Housing Project	Bayview Landing
Laguna Beach			
2005	PCBC Gold Nugget Award of Merit	Best Affordable Housing (over 30 du / acre)	Alice Court
-- San Diego County --			
San Marcos			
2003	HUD & American Planning Association	Secretary's Opportunity & Empowerment Award	Paseo del Oro
2003	NAHB Multifamily	Best Mixed Use Development	Paseo del Oro
San Diego			
2005	SAGE Award	Project of the Year	McKinney Manor
National City			
2019	PCBC Gold Nugget Award of Merit	Best Affordable Housing Community (30-60 units / acre)	Paradise Creek
2017	Circulate San Diego	Momentum Award, Healthy Community	Paradise Creek Phase 1
2017	Ruby Awards	Project of the Year, New Construction	Paradise Creek Phase 1

Ontario			
2012	PCBC Gold Nugget Award of Merit	Best Senior Housing Community - Age Quilified, Affordable	City Center Senior Apartments
2011	PCBC Gold Nugget Award of Merit	Best Age Qualified Housing - Multi-Family Community	City Center Senior Apartments
Pomona			
2016	PCBC Gold Nugget Award of Merit	Best Affordable Housing Community (under 30 units / acre)	Parkside Family Apartments
2009	SAGE Award	Project of the Year	Tivoli Plaza & Shield Village
Bloomington			
2017	PCBC Gold Nugget Grand Award	Best Affordable Housing Community (under 30 units / acre)	Bloomington Grove & Lillian Court
2017	PCBC Gold Nugget Award of Merit	Best Affordable Senior Housing	Lillian Court
2017	Southern California Association of Non-Profit Housing	Transformative Communities Development	Bloomington Grove & Lillian Court
2016	SAGE Award	Best 55+ Special Needs Community	Lillian Court
Fontana			
2012	Helen Putnam Award for Excellence	Housing Programs and Innovations	Plaza at Sierra
2012	Multi-Housing News Awards	Best New Seniors Development	Plaza at Sierra
2011	PCBC Gold Nugget Grand Award	Best Affordable Project (under 30 du / acre)	Plaza at Sierra
2011	PCBC Gold Nugget Grand Award	Best Age Qualified Housing - Multi-Family Community	Plaza at Sierra
2006	PCBC Gold Nugget Award of Merit	Best of Senior Housing Project	Gardens at Sierra
2003	PCBC Gold Nugget Award of Merit	Best Senior Project - Active Adult	Village at Sierra
2003	PCBC Gold Nugget Award of Merit	Best Apartment Project 1-3 Stories	Village at Sierra
2003	SAGE Award	Project of the Year	Village at Sierra

2-Time Recipient of the Urban Land Institute Global Award for Excellence



Los Angeles

Year	Award	Description	Project
2020	Homes Within Reach Award	Best Senior Housing Development	The Curve @ West Angeles
2017	LA Architectural Award	Under Construction	The Argyle
2013	Rose Award	Commitment to Excellence in the Growth of DTLA	Grand Park
2012	AIA Los Angeles Design Awards	Building Team of the Year	Grand Park
2012	PCBC Gold Nugget Award of Merit	Best Affordable Project (over 30 du / acre)	La Kretz Villas
2012	PCBC Gold Nugget Award of Merit	Best Renovated or Restored Residential Project	Olive Street Preservation
2010	Building of America Award	Best in New Construction	Sakura Crossing
2009	Best of Downtown L.A. Award	L.A. Downtown News	Grand Avenue
2009	Downtowners of Distinction Award	L.A. Downtown News	Sakura Crossing
2008	Downtowners of Distinction Award	Most Notable Project	Hikari
2007	Compass Blueprint "Livability Award"	Livability Award	Grand Avenue
2006	ULI National Award of Excellence	Superior Design, Relevance to Issues & Needs, Resourceful Land Use	Pueblo del Sol
2005	Builder's Choice Design & Planning Merit Award	Presented by Builder Magazine	Pueblo del Sol
2005	ULI Global Award for Excellence	Global Award for Excellence	Pueblo del Sol
2005	PCBC Gold Nugget Award of Merit	Best Affordable Housing (over 30 du / acre)	Pueblo del Sol
2004	PCBC Gold Nugget Award of Merit	Best Infill Site Plan	Pueblo del Sol
2002	PCBC Gold Nugget Award of Merit	Best On-The-Boards Site Plan	Aliso Village
1996	PCBC Gold Nugget Grand Award	Best Redevelopment, Rehab/Infill Site Plan	Vista Angelina

Santa Monica

2016	PCBC Gold Nugget Grand Award	Best Affordable Housing Community (over 60 units / acre)	Belmar Apartments
2016	American Architecture Award	Best New Building Designed by American Architect	Ocean Avenue South
2016	LA Business Council Architectural Award	Best Mixed-Use Development	Ocean Avenue South
2015	American Institute of Architects CA Council	Urban Design Award	Ocean Avenue South
2016	Westside Urban Forum Design Award	Best Master Plan	Ocean Avenue South
2016	Los Angeles Business Journal	Best Mixed Use Project	Ocean Avenue South
2016	ULI Global Award for Excellence	Global Award for Excellence	Ocean Avenue South
2015	PCBC Gold Nugget Award of Merit	Best Multifamily Housing Community (over 60 du / acre)	The Waverly & The Seychelle
2015	PCBC Gold Nugget Award of Merit	Residential Housing Community of the Year	The Waverly, The Seychelle & Belmar Apts.
2015	Los Angeles Business Council Architectural Award	Best Housing Award	Ocean Avenue South
2011	Los Angeles Business Council Architectural Award	Best Design Concept - Multi-Family Market Rate	The Village at Santa Monica
2008	Westside Prize	Urban Solutions in Progress	The Village at Santa Monica

La Mirada

2009	Beautification Award	City of La Mirada	Somerset Glen
1996	Best of Senior Housing Awards Program	National Council on Senior Housing Honorable Mention	Vista Alicante
1996	PCBC Gold Nugget Award of Merit	Best Senior Housing Project	Vista Alicante

Santa Clarita

2014	PCBC Gold Nugget Award of Merit	Best Affordable Project (under 30 du / acre)	Vista Crest & Parkside Place
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Century City

2012	PCBC Gold Nugget Award of Merit	Best Kitchen Design	The Century
2012	National Association of Minority Architects Awards	Citation for Design Excellence	Lion Creek Crossings Phase V
2009	NAHRO Agency Award of Excellence	Program Innovation Community Revitalization	Lion Creek Crossings III
2007	CRA Award of Excellence	Residential Development – New Construction	Lion Creek Crossings II
2007	NAHRO National Award of Excellence	Project Design – Mixed Income Housing	Lion Creek Crossings II
2006	PCBC Gold Nugget Award of Merit	Best Affordable Housing (over 30 du / acre)	Lion Creek Crossings II
2005	PCBC Gold Nugget Award of Merit	Best On-The-Boards Site Plan	Lion Creek Crossings

Related California | Belmar Apartments | 160 affordable units in Santa Monica, CA



4.2 Development & Management Experience

Experience Working with Public Agencies

PUBLIC-PRIVATE PARTNERSHIPS

From developments large to small, Related’s success has been built on a foundation of public-private partnerships which have allowed our civic partners to achieve their goals, be they place-making, housing, public open space or redevelopment of an entire neighborhood. We know that each development has unique characteristics and challenges that require a tailor-made solution, and we work closely with our government partners to solve issues, through our in-house expertise in design, finance, construction and entitlements. Here are a few examples.

BLOOMINGTON I, II & III

A public-private partnership with the County of San Bernardino, located on five acres in the City of Bloomington, Bloomington I, II and II is the first multi-use development of its kind and the first developed under the County of San Bernardino Specific Plan.

While the Inland Empire was growing, the City of Bloomington was unable to participate in the growth as major obstacles restricting development were the lack of sewer and water services throughout the area. So, in order to build a project of this size, major offsite improvements had to be constructed. Related immediately went to work by designing a high capacity water line in conjunction with Fontana Water Company to serve the immediate area. Additionally, Related coordinated construction of a 1-mile sewer line along the main route of Valley Boulevard to serve the area. These improvements were constructed in line with the County’s new Specific Plan, which included high profile areas along Valley Boulevard. Plans were submitted for approval in late 2013 and the work commenced in Spring of 2014. Water improvements were completed in early 2014, with sewer improvements completed by the end of October 2014.

Subsequent to the adoption of the new Specific Plan, roadway median dividers and street widening were also constructed. Phase one of the development was the first development connected to these improvements. Other projects being considered by the County within the Specific Plan are new office space, commercial and light industrial production, along with additional housing.

Bloomington I was built in two phases. Phase one was comprised of 106 affordable apartments, plus the construction of a new 6,712 square foot Bloomington Public Library with the library located on the ground floor of the three-story, 70-unit building for senior residents. The additional 36 units were built behind the library and constructed as townhome-style units for families. In total, there are seven (7) residential buildings and two (2) freestanding common area buildings. Phase two consists of 84, townhome-style units for families. Phase three, which was proposed at the start of the development, is currently under construction and includes 98 apartments nestled around a community building with computer lab and laundry area. Twenty (20) apartments have been reserved for special needs residents through direct referrals from the County of San Bernardino Department of Mental Health and the Inland Empire Health Plan. In addition to the residential component, the development will include a new 8,500 square foot public park community center that will provide facilities and services for the future public park that will be located to the north of the development.

CITY OF FONTANA

The City of Fontana, like all cities in California, is pressed to maximize the production of affordable housing and has been embracing affordable housing for more than 15 years. Since 2002, Related has advanced their partnership with the City to develop 8 affordable developments in Fontana. In 2003, in partnership with the Fontana Housing Authority, Village at Sierra, the first affordable senior development, was completed.

In 2012, Related completed Paseo Verde, a master planned community of 142 affordable family apartments, revitalizing a blighted and underutilized City-owned property. Completed in three phases, each phase has its own community laundry facilities and open space for children.

From affordable senior to affordable family developments, Related continues to partner with the City of Fontana and in 2018, completed Rosena Fountains, a 69-unit affordable family development. Constructed as Type V wood-framed construction, the development consists of six (6) three-story buildings, containing flat apartment units and townhome units, and two shared laundry facilities. There is a single-story leasing building and separate 3,915 square foot community building complete with a multipurpose room with kitchen and computer lab with wireless internet for the residents. Other onsite amenities include a swimming pool, barbecue area, two tot lots, and picnic area. The development contains 172 parking spaces, meeting the requirements of the Project’s designated R-3 zoning. Sixty-nine (69) of those are covered by carports, ensuring that every unit has at least one covered space.



Bloomington Public Library, Bloomington



Rosena Fountains, Fontana

“Related has done several projects with our city, and they have been great corporate partners. They are involved with our chamber. We just love them because they don’t just come and build, they just become part of us. They are family.”

-Acquanetta Warren, Mayor of Fontana

4.2 Development & Management Experience

Current Development Pipeline



CURRENT DEVELOPMENT PIPELINE

Related has a number of transformative developments underway in Southern California. Each is an example of the kind of development that could be built in the city of Fullerton.

ROSE HILL COURTS REDEVELOPMENT, LOS ANGELES

Rose Hill Courts is the result of a Request for Qualifications issued by the Housing Authority of the City of Los Angeles (“HACLA”). Related was selected in a competitive process to work in partnership with HACLA to find solutions for the redevelopment of Rose Hill Courts, an aging 100-unit public housing project built by HACLA in 1942. After numerous feasibility studies and extensive community outreach, Related proposed a new, two-phase development to replace the existing housing. Related worked through complex entitlements to obtain approval for the new project, including an Environmental Impact Report, approval from the State Historic Preservation Officer, and a Public Benefit/Density bonus land use approval. The first phase was located so that only 12 existing households would need to move off site during its construction. All of the current public housing residents on site will have the right to return to Phase I when it is complete. Phase II will begin construction once Phase I is complete. When complete, Rose Hill Courts will include 185 new units, in 9 buildings, with a large central green space and new community center, with space for management, social services and community meeting space.



PHASE I UNIT MIX:

INCOME LEVEL	BEDROOM TYPE				TOTAL UNITS
	1 BR	2 BR	3 BR	4 BR	
30% AMI	3	1	2	-	6
40% AMI	4	4	1	-	9
50% AMI	19	7	-	2	28
60% AMI	25	4	4	1	34
80% AMI	-	6	1	-	7
Workforce	-	3	-	1	4
Manager's	-	1	-	-	1
Total	51	26	8	4	89

PHASE I FINANCING SOURCES:

Tax Credit Equity (4%)	\$13,894,000
Permanent Loan	\$14,057,000
HACLA Acquisition Loan	\$7,100,000
HACLA Residual Receipts Loan	\$8,350,000
AHSC Loan	\$12,000,000
IIG Loan	\$3,519,300
GP Capital Contribution	\$2,000,000
Deferred Developer Fee	\$1,300,000
Total Development Cost	\$62,220,000

FOUNTAIN VALLEY HOUSING (PRADO), FOUNTAIN VALLEY

Prior to Related partnering with the Fountain Valley Housing Authority (the Authority), the Authority had entered into a preliminary agreement with a different developer to purchase and develop the site from a private seller in order to build affordable housing. The prior developer procured an appraisal that assessed the land for \$6.06MM and had entered into a Purchase and Sale Agreement with the Seller for \$6,032,882. However, negotiations between the developer and the Authority broke down, causing the developer to walk away from the deal and allowing the Authority to enter into a Negotiation Agreement with Related California. After updating the initial appraisal commissioned by the other developer, Related contacted the Seller and made a similar offer of \$6,032,882, which was ultimately accepted. Related then created a single-purpose Limited Partnership to purchase the site using proceeds from an Authority Acquisition Loan. Throughout the negotiation and extensive due diligence process, Related served as the main point of contact with the Seller, acting as the liaison on behalf of the Authority to procure the site.

The Project will contain five standalone Type V buildings built on slab-on-grade foundations. Four buildings will contain fifty units composed of twenty-three, one-bedroom, one-bathroom units; fourteen, two-bedroom, one-bathroom units; and thirteen, three-bedroom, two-bathroom units. One, two-bedroom, one-bathroom unit will be reserved for the property manager. There will also be one, single-story community building with a butterfly roof and central open walkway that will provide space for resident activities, property management, social services, and leasing offices.

The Project will incorporate mid-century design aesthetics that balance design and function. All materials will be durable, low maintenance, sustainable and economically appropriate. The Project will meet all minimum development standards and applicable codes and ordinances. Each building will include open stairwells, and the Project will satisfy California Building Code accessibility requirements by constructing ten percent (10%) of all residential units to comply with mobility requirements. The design for the recreational amenities and on-site services will reflect the interests and needs of the family population. Amenities are anticipated to include a shared laundry room, a large multipurpose room, tot-lot, barbecue and picnic area, open seating and various outdoor spaces for teen recreation and open play.

The Project includes 8 units set aside for formerly homeless veterans, supported by Veterans Affairs Supportive Housing Project Based Vouchers, and Fountain Valley has an award of tax credits. Construction is slated to start in January 2021.



UNIT MIX:

INCOME LEVEL	1 BR	2 BR	3 BR	UNITS
30% AMI	9	2	2	13
40% AMI	-	-	-	-
50% AMI	12	11	10	33
60% AMI	2	-	1	3
Manager's	-	1	-	1
Total	23	14	13	50

FINANCING SOURCES:

Tax Credit Equity (9%)	\$16,474,000
Permanent Loan	\$4,449,000
City Acquisition Loan	\$6,222,000
City Residual Receipts Loan	\$1,978,000
Orange County PSH Loan	\$454,000
Total Development Cost	\$29,577,000

4.2 Development & Managment Experience

Finanical Capacity & References



Related is an affiliate of the New York based Related Companies, L.P., the largest and strongest privately-held real estate company in the nation with a portfolio of \$60 billion in developments. This affords us with unparalleled financing capacity, purchasing and negotiating leverage, and unique access to equity and debt providers. Our broad platform, operating portfolio, strong balance sheet, and long-term view allows us to weather volatile market cycles. It also allows us to back our community-based approach to each development with the financial strength of a major national developer.

ABILITY TO OBTAIN PROJECT FINANCING

Related was founded on affordable housing and is today one of the largest developers and preservationists of affordable housing in the nation. Related is among the largest developers of affordable housing on the West Coast and is the largest mixed-income housing developer with over 30 years of experience developing housing utilizing both 4% and 9% Low Income Housing Tax Credits. We have closed financing and completed construction on 91 tax credit financed developments with low income housing tax credits totaling over 16,000 units.

Even during the recession, Related was able to close five projects and complete seven developments totaling 892 units of new construction and rehabilitated affordable housing units during the 2010 calendar year. Nearly all of our projects have been financed with government sources of funding such as RAD, HUD Mixed-Finance, Project-Based Vouchers, Project Based HUD-VASH, HOME, MHSA, AHSC, IIG, MHP, VHHP, AHP and LA County funds, and low income housing tax credits, so we are well-versed in leveraging public funding sources and navigating the regulatory complexities that come with them. Through experience and practice, Related has developed a proven track record for developing financially secured projects.

GUARANTEES FOR THE SUCCESSFUL COMPLETION OF THE PROJECT

Related will provide all required financial guarantees including a completion guarantee from The Related Companies, L.P., the largest privately held real estate company in the nation. Not only will The Related Companies, L.P. provide Related with the financial guarantees, but additional guarantees including but not limited to Repurchase Guaranty, Operating Deficit Guaranty, Credit Deficit Guaranty Environmental Indemnity and Compliance Agreement, can be obtained, if applicable.

CURRENT RELATIONSHIPS WITH MAJOR LENDING INSTITUTIONS

As can be verified through contacting our financial references, listed on the following page, Related prides itself in its ability to obtain the best financial resources through its credibility and capability. Related has a proven track record of working successfully with numerous local jurisdictions as well as lenders/investors on a variety of challenging affordable housing opportunities. Our 30-year track record, experience, and financial strength gives us unparalleled access to capital, significant purchasing and negotiating leverage, allows us to secure financing on the best available terms, and weather market cycles.

BANKING RELATIONSHIPS

Related relishes longstanding with the largest and most active providers of real estate debt and equity capital, and has recently secured debt financings with Wells Fargo, JP Morgan, Bank of America, Deutsche Bank, Fannie Mae, Freddie Mac, Bank of China, U.S. Bank, Union Bank, and HSBC, among others.

CAPACITY

Related operates three offices in California, located in Irvine, Los Angeles and San Francisco. We have in-house staff and expertise in all areas of development: financing, design and construction and asset and property management. Related has the ability and bench strength to handle long development timelines and through volatile real estate cycles, as can be seen through projects we were able to carry and complete through the Great Recession (including Ocean Ave South in Santa Monica and The Grand Avenue project).

FINANCIAL REFERENCES

U.S. BANCORP COMMUNITY DEVELOPMENT CORPORATION

Sebastian Glowacki • Vice President, Commercial Banking

950 17th Street, 3rd Floor

Denver, CO 80202

(303) 585-4230

sebastian.glowacki@usbank.com

Projects: Paseo Verde, Pradera Apartment Homes, Vintage Crossings, Vista Angelina Resyndication, The Arbors at Vintage Crossings I & II, Paseo Village, Berkeley 75, Solaira at Pavilion Park, Parkside Family Apartments, Bloomington Grove & Lillian Court, Mayfield Place, Bloomington II, Luminaira at Parasol Park, Espaira at Parasol Park, Hermosa Village Resyndication, Hermosa Village Phase II Resyndication, Luxaira at Parasol Park, Rosena Fountains, Citrea Apartments, The Curve, Montaira

U.S. BANK, N.A.

Lisa Gutierrez • Vice President, Assistant Director, Business Development, West Region

621 Capitol Mall, Suite 800

Sacramento, CA 95814

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lisa.gutierrez@usbank.com

Projects: Paseo Verde, Vista Angelina Resyndication, The Arbors at Vintage Crossings I & II, Parkside Family Apartments, Bloomington Grove & Lillian Court, Bloomington II, Rosena Fountains, Citrea Apartments, The Curve, Bloomington III, Large Division, Pueblo del Sol Resyndication

MUFG UNION BANK

Jonathan Klein • Head of Originations

200 Pringle Avenue, Suite 355, MC 1-714-355

Walnut Creek, CA 94596

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Projects: Crescent Cove, Hermosa Village IV, Tivoli Plaza, Trinity Plaza, Pradera Apartment Homes, Harbor Village, Paradise Creek, Acts Cyrene Apartments, Lion Creek Senior Apartments, Paseo Village, Berkeley 75, Via 401, Solaira at Pavilion Park, Mayfield Place, Luminaira at Parasol Park, Espaira at Parasol Park, Luxaira at Parasol Park, Sunnydale Parcel Q, Hermosa Village Phase II Resyndication

CITI COMMUNITY CAPITAL

Bryan Barker • Director

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San Francisco, CA 94104

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Projects: Vista Angelina, Fillmore Marketplace, Hermosa Village Resyndication, Alice Court, Bayview Landing, Vista Terrace Hills, Stratford Place- Senior, Windsor Court- Family, Summercrest, Lion Creek Crossings, MLK Marcus Garvey Apartments, Paseo Village, Harbor Village, Five 88, Pueblo Del Sol Resyndication

LUMENT

Nicholas A. Hamilton • Senior Managing Director

402 West Broadway, Suite 1730

San Diego, CA 92101

(619) 471-0117

nick.hamilton@lument.com

Projects: Olive Street Preservation, Stevenson House

4.2 Development & Managment Experience

Public Agency References



Related prides itself in its ability to obtain the best financing resources through its credibility and capability.

The listed agencies and institutions can be contacted as references for Related’s ability, quality and track record.

PUBLIC AGENCIES: SOUTHERN CALIFORNIA

CITY OF SANTA MONICA

Andy Agle • Director, Community Services
1685 Main Street
Santa Monica, CA 90401
Tel: (310) 458-8310
Email: andy.agle@smgov.net
Projects: Ocean Avenue South (Belmar Apartments, The Waverly, Seychelle)

COUNTY OF ORANGE

Julia Bidwell • Director, Housing & Community Development & Homeless Prevention
1300 South Grand Avenue, Bldg. B
Santa Ana, CA 92705
Tel: (714) 480-2801
Email: julia.bidwell@occr.ocgov.com
Projects: Village Heights, Alice Court, Stratford Place - Senior, Windsor Court - Family

CITY OF FONTANA

Acquanetta Warren • Mayor
8353 Sierra Avenue
Fontana, CA 92335
Tel: (909) 350-7606
Email: awarren@fontana.org
Projects: Village at Sierra, Fountains at Sierra, Gardens at Sierra, Plaza at Sierra, Paseo Verde I-III, Rosena Fountains

COUNTY OF SAN BERNARDINO

Dena Fuentes • Executive Director, Community Development & Housing Agency
385 N. Arrowhead Avenue, 3rd Floor
San Bernardino, CA 92415
Tel: (909) 387-4411
Email: dena.fuentes@cdh.sbcounty.gov
Projects: Bloomington Grove & Lillian Court, Bloomington II

LOS ANGELES HOUSING AND COMMUNITY INVESTMENT DEPARTMENT

Ann Sewill • General Manager
1200 W. 7th Street, Suite #100
Los Angeles, CA 90017
Tel: (213) 808-8808
Email: ann.sewill@lacity.org
Projects: The Curve @ West Angeles, The Grand, The Emerson

HOUSING AUTHORITY OF THE CITY OF LOS ANGELES

Douglas Guthrie • President & CEO
2600 Wilshire Boulevard, 3rd Floor
Los Angeles, CA 90057
Tel: (213) 252-1815
Email: douglas.guthrie@hacla.org
Projects: Pueblo del Sol I & II, Harbor Village

CITY OF IRVINE

Charles Kovac • Housing Administrator, Neighborhood Services Division
1 Civic Center Plaza
Irvine, CA 92606
Tel: (949) 724-7452
Email: ckovac@cityofirvine.org
Projects: Solaira at Pavilion Park, Luminaira at Parasol Park, Espaira at Parasol Park, Luxaira at Parasol Park

CITY OF ONTARIO

Scott Murphy • Director of Planning
208 W. Emporia Avenue
Ontario, CA 91762
Tel: (909) 395-2419
Email: smurphy@ontarioca.gov
Projects: City Center Senior Apartments, Ontario Emporia

CITY OF ONTARIO

Katryna Gonzalez • Housing Director
208 W. Emporia Avenue
Ontario, CA 91762
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Projects: City Center Senior Apartments, Ontario Emporia

COUNTY OF SAN BERNARDINO

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385 N. Arrowhead Avenue, Third Floor
San Bernardino, CA 92415-0043
Tel: (909) 387-4705
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Projects: Bloomington I, II and III

COUNTY OF SAN BERNARDINO

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Email: david.vandiest@cdh.sbcounty.gov
Projects: Bloomington I, II and III

CITY OF FONTANA

Dave Edgar • Former City Manager
8353 Sierra Avenue
Fontana, CA 92335
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Projects: Fontana at Sierra, Gardens at Sierra, Paseo Verde, Plaza at Sierra, Rosena Fountains, Village at Sierra

NONPROFIT PARTNERS: SOUTHERN CALIFORNIA

WEST ANGELES COMMUNITY DEVELOPMENT CORPORATION

Belinda Allen • Executive Director
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Email: ballen@westangelescdc.org
Projects: The Curve @ West Angeles

RIVERSIDE CHARITABLE CORPORATION

Ken Robertson • President
14131 Yorba Street
Tustin, CA 92780
Tel: (714) 628-1654 x. 718
Cell: (714) 803-7200
Email: ksr@riversidecharitable.org
Projects: Solaira at Pavilion Park, Luminaira, Luxaira, Montaira

AFFORDABLE HOUSING ACCESS

Bill Salamandrakis • President
3920 Birch Street, #103
Newport Beach, CA 92660
Tel: (949) 253-3120 x. 258
Email: bsalamandrakis@ahaccess.org
Projects: Avon Dakota I, Avon Dakota II, Berkeley 75, Stratford Place - Senior, Windsor Court - Family, Paseo Verde I, Paseo Verde II, Paseo Verde III, Pradera Apartment Homes I, Pradera Apartment Homes II, VIA 425 Apartments I, VIA 425 Apartments II, The Arbors at Vintage Crossings, The Arbors at Oak Park, 740 South Olive Street, Triada Court, Triada Gardens/Village, South Street Anaheim, Vista Angelina, Village at Willow Glen, Mayfield Place

4.2 Development & Managment Experience

Letters of Reccomendation



CITY OF FOUNTAIN VALLEY

www.fountainvalley.org

10200 SLATER AVENUE • FOUNTAIN VALLEY, CA 92708-4736 • (714) 593-4400

April 6, 2021

Mr. Matt Foulkes
Director of Community and Economic Development
City of Fullerton
303 West Commonwealth Avenue
Fullerton, CA 92832

Dear Mr. Foulkes:

The City of Fountain Valley is proud to serve as a reference for The Related Companies of California.


We are currently partnering with them to develop and construct the City's first affordable community in Fountain Valley in more than 15 years, named Prado. Prado will provide 50 units of affordable housing for working families, including 8 units of permanent supportive housing for homeless veterans.

Related California is a quality real estate development and management firm, and we look forward to the completion of Prado and further collaboration with them.

Please feel free to contact me with any further questions.

Sincerely,

Brian James
Planning and Building Director
City of Fountain Valley



CITY OF IRVINE

cityofirvine.org

City of Irvine, 1 Civic Center Plaza, P.O. Box 19575, Irvine, California 92623-9575 949-724-6000

April 7, 2021

Mr. Matt Foulkes
Director of Community and Economic Development
City of Fullerton
303 West Commonwealth Avenue
Fullerton, CA 92832

Subject: Related Companies Letter of Recommendation


Dear Mr. Foulkes:

The City of Irvine (City) is proud to serve as a reference for The Related Companies of California (Related California).

Since 2013, Related California has successfully developed the following 100 percent affordable housing developments within the City:

- Solaira at Pavilion Park, 221 senior apartments
- Espaira at Parasol Park, 84 family apartments
- Luminaira at Parasol Park, 82 family apartments
- Luxaira, 157 senior apartments
- Montaira, 165 senior apartments

On behalf of the City, we appreciate our strategic partnership and ongoing relationship with Related California. Please feel free to contact me at 949.724.7454 or at amullay@cityofirvine.org with any further questions.

Sincerely,

Amy Mullay
Senior Planner



CITY OF ANAHEIM

COMMUNITY DEVELOPMENT

April 7, 2021

Mr. Matt Foulkes
Director of Community and Economic Development
City of Fullerton
303 West Commonwealth Avenue
Fullerton, CA 92832

Dear Mr. Foulkes:

The City of Anaheim is proud to serve as a reference for The Related Companies of California.

Since 1988, Related California has successfully developed and/or rehabilitated the following affordable housing developments within the City of Anaheim:

- Paseo Village, 176 family apartments
- Hermosa Village I, 293 family apartments (rehab)
- Hermosa Village II, 112 family apartments (rehab)
- Hermosa Village III, 76 family apartments (rehab)
- Hermosa Village IV, 36 family apartments (rehab)
- Pradera Apartment Homes I, 72 family apartments
- Pradera Apartment Homes II, 74 family apartments
- Vintage Crossings, 92 family apartments
- Avon/Dakota I, 16 family apartments (rehab)
- Avon Dakota II, 21 family apartments (rehab)
- Paseo Village, 176 family apartments (rehab)
- Hermosa Village I, 293 family apartments (rehab)

Related has always been a reliable real estate development partner and we appreciate our strategic partnership and ongoing relationship with them.

Please feel free to contact me with any questions at 714-765-4368 or via email at anogal@anaheim.net.

Sincerely,

Andy Nogal
Community Investment Manager
City of Anaheim

201 S. Anaheim Blvd., Suite 1003
Anaheim, California 92805
TEL (714) 765-4300
FAX (714) 765-4313

www.anaheim.net



05

Property Management
& Social Services

5. Property Management
Related Management Company

PROPERTY MANAGEMENT PLAN

Per the City's recommendation, preference will be given to City of Fullerton residents. If selected, RMC will work with the City of Fullerton to finalize the property management plan and other marketing materials so that they are specific to this development and incorporate the City's policies and procedure regulations, where applicable. Please see the attached draft Resident Marketing Plan and Resident Selection Criteria.



MARKETING/TENANT SELECTION PLAN

1600 West Commonwealth Avenue, Fullerton, CA

I. MARKETING PLAN

PROPERTY DESCRIPTION & HOUSING MARKET AREA

The subject property is located in the City of Fullerton. The proposed project will be a 55-unit multi-family community. Interior community spaces will include a clubhouse, fitness center, leasing/management room, a social services space, bicycle storage room, and laundry facilities. Exterior community spaces will include: a community lawn with a tot lot and walking path; a pool; a community garden; a dog run with a dog wash; and two private courtyards at the 2nd floor podium level with lounge seating and picnic tables.

The development is located along Commonwealth Avenue between Basque Avenue and the intersection of Commonwealth Avenue and the Santa Fe rail line. The location is within close proximity to shopping, schools, a regional hospital, and major transportation routes and systems.

TARGETING

The table below reflects the racial/ethnic composition of the area (American Community Survey 2019 5-Year Estimates retrieved from data.census.gov).

Demographic Characteristics	Census Tract 110, Orange County, CA	Fullerton city, CA (Housing Marketing Area)	Orange County, CA (Expanded Housing Market Area)
White	69.3	58.3	61.0
Black or African-American	2.2	2.5	1.8
Hispanic or Latino	35.1	37.1	34.1
Asian	17.7	24.3	20.5
American Indian or Alaska Native	0.1	0.4	0.5
Native Hawaiian or Other Pacific Islander	0.0	0.3	0.3
Persons with Disabilities	15.2	9.0	8.5
Families with Children under the age of 18	14.2	21.6	23.8

Based on this demographic data, Black/African American, American Indian & Alaska Native, Asian, Native Hawaiian and Pacific Islander, communities are identified as the segments of the eligible population which are least likely to apply for the development.

MARKETING

The primary objective of marketing efforts will be to achieve economic, racial and ethnic diversity. It is recognized that the Owner has an interest in ensuring that the marketing program is consistent with agency-specific program standards and regulatory provisions and the rental of the affordable units is accomplished in a manner which advances the policy objectives of this affordable housing program. It is a concern that the marketing program also reaches the segment of the affordable income population that evidences a continuing need for assisted housing.

MEDIA

Fullerton is served by a number of newspapers. The primary daily newspaper is The Orange County Register. Additional publications utilized: The Excelsior and Korea Times and the Project Website.

COMMUNITY CONTACTS

Local area community agencies, service organizations, and employers will be contacted and provided with marketing material and information to empower them to participate in an extensive and coordinated outreach effort. Additionally, local housing authorities providing tenant-based Section 8 assistance will be contacted to further diversify outreach efforts.

BROCHURES

Brochures, if developed, will communicate the equal housing opportunity policy by displaying the Equal Housing Opportunity logo and/or statement.

SIGNS

Any site sign regarding the rent-up will include the Equal Housing Opportunity logo and/or statement. A photograph of the site sign, if erected, will be submitted to the appropriate agency(s) as required.

FAIR HOUSING POSTER

An English and Spanish Fair Housing poster will be conspicuously displayed in the rental office area.

STAFF EXPERIENCE & FAIR HOUSING TRAINING

It is the policy of Related Management to offer equal housing opportunities to all applicants regardless of race, color, creed, region, sex, national origin, familial or disability status.

Related Management has pledged to uphold not only the letter of the Federal Fair Housing Act, as amended, the California Human Rights Law as well as other state and local fair housing statutes, but also to uphold the intent of Equal Housing Opportunity.

To that end, all persons engaged in the rental of real property in Related Management’s employ are expected to be knowledgeable and aware of Fair Housing requirements and to practice nondiscrimination in housing opportunity.

Semi-annual training is provided along with Equal Employment Opportunity training at regional meetings. Personnel responsible for the processing of applications and selection of tenants receive additional training in the area of Fair Housing.

Noncompliance with the Fair Housing policy is not tolerated, and any employee who practices discrimination in housing opportunity risks immediate discharge.

Related Management has over 20 years experience in the administration of federally subsidized and other affordable housing programs in New York and other states.

Related Management’s Fair Housing Officer is:

Alicia Ruiz - Fair Housing Officer
Related Management Company L.P.
423 West 55th Street, 9th Fl.
New York, NY 10019

As an Equal Opportunity Employer, Related Management makes every effort to hire minority or bilingual staff to participate in its marketing program.

II. TENANT SELECTION PLAN

The Owners take seriously the occupancy process of this affordable housing property. A standard tenant selection plan shall be implemented to ensure Related Management Company will continue to market units in accordance with applicable federal and state fair housing, IRS Section 42, City of Fullerton Regulations and in accordance with the site’s Affirmative Fair Housing Marketing Plan.

A permanent record of all applicants who apply for the program is maintained. All applications are processed and selected on a first-come, first-served basis and accordance with an approved preference plan.

Once agreed upon between City and Related , the following local preference will apply to this site:

- (a) who have been or will be displaced by a City activity, or an activity of any other public agency with jurisdiction in all or any portion of the City of Fullerton; or
- (b) who live and/or work in the City of Fullerton. For purposes of this Section 3.4 an Eligible Tenant shall be deemed to live in the City of Fullerton if their current residence is located within the City (e.g., street address to be provided), and an Eligible Tenant shall be deemed to work in the City of Fullerton if they work in the City for at least twenty (20) hours per week.

Applicants with disabilities and requiring the specific features of barrier-free units will be given absolute priority for such units.

Internal transfers generally take precedence over new applications in cases of over-occupancy or under-occupancy and/or in cases of a transfer requested on the basis of disability.

All applications are initially reviewed to determine if households satisfactorily meet all program requirements established by regulatory agencies including, but not limited to, household annual income, compliance with unit size standards, and student status.

Applications meeting all program requirements are further processed according to the permitted screening criteria outlined in the H.U.D. 4350.3, and rejections are based on the following:

- 1. Inability or unwillingness to care for the unit.
- 2. Inability or unwillingness to pay rent in a timely manner.
- 3. Inability or unwillingness to abide by the terms of our lease.
- 4. History of crime, violence, disruptive behavior and/or drug or alcohol abuse as evidenced by a record of conviction or by documented statements concerning criminal activities, disruptive behavior, and/or illegal use of a controlled substance.

RMC is committed in both practice and policy to comply with all fair housing regulations and requirements. Additionally, RMC does not discriminate on the basis of disability status in the admission or access to, or treatment or employment in, its federally assisted programs and activities.

Related Management will comply with the occupancy standards provided by applicable housing agency(s). In general, a two person per bedroom maximum occupancy guideline will be implemented; however, other factors including the age of children and the size of available units will be considered.

Number of Family Members	Bedrooms
1-2	0
1-3	1
2-5	2
4-7	3

All applicants will complete an income certification process as well as screening involving credit standing, rent payment history, home visit, and criminal history. Any falsification of information received during the screening process will be grounds for rejection of the application.

Applicants will be promptly notified in the event the applicant household is found to be ineligible or rejected. Standard letters have been developed which explain the reasons for ineligibility or rejection and inform the household of their right to appeal these determinations. Sample notification letters are attached.

Third party verifications will be obtained where possible and all other screening will be documented in writing. The original certification and copies of application and back-up documents will be submitted for review and approval, if required. No move-ins will take place without approval of income certification, if required.

A fee to conduct background checks may be charged to any applicant and upon approval and at lease signing, one month’s rent and the security deposit will be collected from the tenant.

Appointments will be made with future tenants to inspect their units prior to signing the lease. A unit inspection form will be signed by the Owner/managing agent as well as the tenant before occupancy begins. The inspection form will be kept in the tenant file in the building’s management office.

The tenant orientation process begins at the lease signing. Tenants are taken through a thorough review of the lease and house rules, review of service request procedures, trash removal, operation of appliances and security systems.

The Owner/managing agent will comply with all reporting requirements established by housing agency(s) and lenders.

5A. Social Services Provider

LifeSTEPS

SUPPORTIVE SERVICES

Related is committed to developing communities that balance housing, health, wellness and meet the needs of local residents. Across our portfolio, we partner with numerous social services providers in order to ensure we have the ability to select providers qualified to provide a range of social services based on each project’s specific resident demographic, whether that be families, seniors, veterans, homeless or refugees. Our social service providers are also selected based on their ability to provide linkage to externally-funded local and regional social service programs in order to fully leverage the project’s social service budget.

For the demographic needs of the proposed 1600 W. Commonwealth Avenue project, Related recommends that LifeSTEPS be selected as they are uniquely qualified to meet the needs of the proposed demographic. LifeSTEPS has been providing a full array of social services to residents of affordable and supportive housing for over twenty years. Related and LifeSTEPS have been partnering on projects since 2015 and LifeSTEPS currently provides social services to these seven (7) Related properties:

- Citrea, Fullerton (Family)
- Solaira at Pavilion Park, Irvine (Senior)
- Espaira at Parasol Park, Irvine (Family)
- Luminaira at Parasol Park, Irvine (Family)
- Luxaira at Parasol Park, Irvine (Senior)
- Montaira at Novel Park, Irvine (Senior)
- Rosena Fountains, Fontana (Family)

LifeSTEPS specializes in providing social services to families with children and can be called upon to layer in social services for homeless populations should a small portion of that population be acceptable to the City.



Empowerment. Impact. Community. One STEP at a time.

LifeSTEPS Supportive Services Plan

Related Fullerton Proposal

This proposed 55 unit and affordable rental housing development (“the Property”), will include 8 Permanent Supportive Housing (PSH) apartments reserved for homeless individuals who may benefit from supportive services as provided through PSH. The remaining 47 units will be home to low-income families, one unit will be reserved for the on-site property manager. The Lead Service Provider for both the special needs homeless units (“SN”) and the low-income, affordable housing (“AH”) residents will be Life Skills Training and Educational Programs, Inc. (“LifeSTEPS”), an experienced provider of supportive and affordable housing services throughout California.

Lead Service Provider Experience and Overall Approach to Services

Formed in 1996, LifeSTEPS is a large, statewide organization serving over 94,000 residents living in more than 34,730 units of family, senior and SRO, low-income and supportive housing. About forty percent of our portfolio is senior housing. While LifeSTEPS began as a service provider to residents of affordable housing, for the last ten years LifeSTEPS has moved into a wider array of services, including supportive services for mentally ill and formerly homeless individuals and families, HUD housing, Section 8, PBV, VASH, SRO, and MHSA projects. We currently provide resident services to 2,209 units of Santa Clara County HUD housing and 4,549 units of Sacramento Housing Redevelopment Authority housing. The Los Angeles County Department of Health Services and Department of Mental Health have designated LifeSTEPS an approved provider of Intensive Case Management Services for supportive housing communities. We are the lead service agency with DHS for 182 formerly homeless, mentally ill and disabled individuals living in Los Angeles. We are the lead service provider at four one-hundred percent special needs projects in the Inland Empire, Los Angeles and Sacramento areas. Lastly, our social workers regularly deal with the same issues in affordable housing that afflict the chronically homeless: mental disorders, physical disabilities, histories of physical abuse, substance abuse, insufficient education, and a lack of life skills. We have the history, depth, knowledge, skills, and strength as an organization to work effectively and efficiently with a wide range of resident needs and within the full spectrum of affordable and supportive housing. Please see LifeSTEPS’ List of Supportive Housing Sites.

Our organization’s leaders started their careers working with homeless families and individuals. Our Executive Director, Beth Southorn, was the Program and Training Director of Shelter Network’s homeless shelters in San Mateo County. She began her career working at a homeless shelter in New Jersey twenty-five years ago and has kept a hand in the world of homelessness prevention and housing her entire career. Our Board President, Craig Gillett, ran an eviction prevention and transitional housing program for homeless families while earning his Master’s Degree in Clinical Psychology. He too has been involved in housing and homelessness prevention since 1992. Meredith Chillemi, a Gerontologist, has a background working in various social service and health care settings since 1994, including the Department of Veterans Affairs Geriatric Education Center, Continuing Care Retirement Communities, Adult Day Care, and Senior HMOs.

The whole thrust of LifeSTEPS’ activities is the result of these formative experiences in working with

homeless populations. Our most ardent desire is to prevent the many layered harms of homelessness through supporting residents to maintain their housing and strengthen themselves and their children physically, economically and educationally. We also strive to make sure that our service providers are culturally competent and appropriate for the needs of each of our resident communities.

LifeSTEPS provides a comprehensive set of social services that includes intensive case management services, service coordination, after school programs for children, aging-in-place services for seniors, financial literacy, employment skills, mediation services, health and wellness activities, crisis intervention, individualized and group life skills education and services, green living, food distribution programs, mental health referrals, community activities, fund raising, and eviction prevention through our client assistance program. LifeSTEPS regularly provides a variety of specialized services for particular housing agencies, including CTCAC, CDLAC, AHP, HCD, HUD, and many cities and counties across the state. We are contracted with several county and city public agencies including the Los Angeles County Department of Health Services and the Department of Mental Health, as well as the Alameda County Department of Behavioral Health to provide intensive case management services to homeless and chronically homeless seniors, transition aged youth, Veterans, and the mentally ill. Please visit our website at www.lifestepsusa.org for additional background information.

LifeSTEPS will seek to hire appropriate staff for all on-site positions. We believe that matching staff skill sets to resident populations is key to the success of resident services. For the Property, this will include an examination of candidates’ work experience, language skills, cultural and ethnic sensitivity, and a thorough knowledge of providing ethical and professional resident services. Many of our staff are bilingual. Across our portfolio of properties, LifeSTEPS’ staff is fluent in a wide variety of languages, including English, Spanish, Mandarin Chinese, Cantonese Chinese, Armenian, Vietnamese and American Sign Language. We will seek to make sure that language barriers are overcome through technology and the staffing of bi-lingual resident services staff.

LifeSTEPS believes that affordable and supportive housing, with meaningful and effective resident services, offers the best chance available to help the homeless stay housed and to keep our low-income workforce healthy and thriving.

Tenant Selection Criteria and Process

Special needs applicants for this community will be pulled from the local Coordinated Entry System (CES) to ensure priority is given to the most vulnerable and high-acuity homeless families and individuals in the region. Vulnerability will be determined by the Vulnerability Index & Service Prioritization Decision Assistance Tool (VI-SPDAT) or a similarly accepted tool. This process strongly enforces the Housing First practice and assures that high-acuity homeless families and individuals, who might encounter additional barriers when navigating the extensive housing placement process, are given immediate access to the appropriate resources. Applicants will be partnered with a LifeSTEPS’ Case Manager (CM) to assist applicants with completing all stages of the process in a timely manner. LifeSTEPS’ on-site CM will engage the special needs residents directly at their existing place of shelter during their entry to the property, and throughout their tenancy. Within the application and eligibility process, future residents will be evaluated for any needs for reasonable accommodations. Residents needing a reasonable accommodation are given the opportunity during the application process to begin this process with the assistance of the CM and property management staff. The CM will work with the resident to make requests for accommodation to

property management. The CM has extensive training and a strong working knowledge of the process of requesting a reasonable accommodation, as well as advocating for the resident with property management for a timely response. The CM also possesses a working knowledge of reasonable accommodations with outside entities such as the housing authority to assist and advocate for clients in requesting accommodations. Once a resident has been accepted, the CM will identify any reasonable accommodation requests during the application process. At the request of the applicant, the CM will also assist with reasonable accommodation requests and accompany the applicants to the interviews with the property manager.

LifeSTEPS’ CM is trained to address, mediate, and reconcile adverse resident behavior with property managers. Property management will be clear, fair, and consistent in enforcing lease violations and visitor policies, and building maintenance will be reliable and responsive. The project as a whole will insist on the development of good relationships with neighbors, the surrounding community, and first responders (fire and police). Property management will propagate clear policies regarding no violence to others or property and emergency procedures related to fire, earthquake, and evacuation. The CM and property management will assist special needs residents in requesting and navigating reasonable accommodations procedures, both internally and externally, with such entities as housing authorities. Reasonable accommodation processes are reviewed at least once per year.

LifeSTEPS’ CM will assist in on-boarding new residents by sharing with them new resident packets; answering questions and addressing initial concerns; making dates to begin gathering information for individual service plans; making crucial referrals for physical and mental health care resources; and scheduling regular weekly or bi-monthly meetings depending on client need to ensure that the special needs residents maintain their health and housing. LifeSTEPS CM will perform these duties with cultural and emotional sensitivity to effectively engage residents with the services they need.

LifeSTEPS’ Staffing for this Property

LifeSTEPS will provide 0.40 FTE Case Manager for the special needs residents, matching the standard for a 1:20 client to Case Manager staffing ratio for homeless individuals. Resident Service Coordination for the family affordable housing residents will be provided by our 0.14 FTE Resident Service Coordinator and our 0.25 FTE After School Program Coordinator.

Intensive Case Management Services

The special needs community members will be offered housing with ICMS from LifeSTEPS and a full array of on-site and off-site services from the County’s Full Service Partners (FSP’s). LifeSTEPS’ Case Manager (0.40 FTE) will be providing direct services for the homeless residents, at levels appropriate to the needs of each resident. LifeSTEPS’ coordination of both onsite and offsite resources will address mental health challenges, both axis 1 and axis 2 disorders, including but not limited to depression, schizophrenia, and anxiety. Co-occurring disorders, with both mental health and substance abuse components, will be addressed through a battery of services offered by and accessed through the FSP’s, where the residents will also establish and maintain a “health home” for wellness and care. Health care needs will be addressed to support wellness and full recovery through the full range of resources provided though

LifeSTEPS and the FSP's. Low-barrier pre-conditions such as sobriety, income or religious participation are not required to receive services. Housing will be affordable and permanent.

The core of supportive services provided to residents of the PSH units is ICMS with individual case management service plans. LifeSTEPS' CM will deliver ICMS directly to all of the special needs residents. Individualized service plans begin with a comprehensive psychosocial assessment of the client, which is conducted face-to-face and includes an evaluation of the client's medical, psychosocial, environmental, legal and financial situation, their education, strengths, needs and available resources. This assessment is conducted prior to placement and on an ongoing basis to monitor the resident's changing level of needs. These assessments assist in determining the frequency of visits needed for residents and also provide baseline data to monitor stability and progress towards maintaining PSH. At all times, case managers emphasize the client's engagement in both the planning and delivery of services, while jointly developing the goals by leading the client through the process, utilizing evidence-based case management techniques including but not limited to motivational interviewing and client-centered counseling. The primary goals of the individual service plans will be to:

- Stabilize these households in housing
- Assist them in securing an income stream
- Address their mental and physical health needs
- Develop educational and employment opportunities and progress
- Address addiction issues through harm reduction techniques

The individualized service plans include the description of the client's goals, action steps to reach goals, timeframes for completing goals and disposition of each goal as it is met or changed. The plan is updated at regular intervals to reflect progress made and any new needs identified. Psychosocial re-assessments are completed quarterly as are case management service plans. Additional core ICMS services include:

- Physical health care: Physical Health Care Services such as primary health care, dental care, and vision care services for residents will be made available to each resident through Full Service Partners and the resident's existing Health Home. Such services will be available generally within one to five miles from the Property. The CM will also help each resident to plan his or her route to and from such physical health care facilities. These services will be provided on an as-needed basis.
- Mental health care: Mental Health Services such as psychiatric, medication, individual/family therapy, group therapy, crisis intervention, and support group services for residents will be made available to each resident through Full Service Partners and the resident's existing Health Home. Such services will be available generally within one to five miles from the Property. The CM will also help each resident to plan his or her transportation route to and from such mental health facilities. These services will be provided on an as-needed basis.
- Substance use services: Substance use services delivered directly by case management staff include individual support using a motivational interviewing approach, individual client meetings that address recovery planning and behavior modification to assist with relapse prevention. Case Managers also provide interventions through Full Service Partners and the resident's existing Health Home. Such services will be available generally within one to five miles from the Property. The CM will also help each resident to plan his or her route to and from such substance use facilities such as outpatient and inpatient treatment and with voluntary rehab placement, linking the client to the level of substance abuse treatment desired. These services will be provided on an as-needed basis.

- Benefits counseling and advocacy: LifeSTEPS' CM will assist tenants to secure government benefits for which they are eligible, such as Supplemental Security Income (SSI), SDI, and CalFRESH/SNAP, including collecting documentation and making appeals. These services will be provided on an as-needed basis.

On a continuing basis, our CM works to assess the effectiveness of the individual case management service plan and how well it is addressing the needs of each special needs resident. LifeSTEPS collects and reports all data by using the Homeless Management Information System ("HMIS") or Coordinated Entry System ("CES"), depending on the agency funding supportive services. Data is collected at baseline (during admission and intake), and throughout residents' tenancy. Detailed case file records are maintained to track the progress of residents and to determine whether they are meeting their individual case management service goals. The data collected is used to effectively evaluate and determine progress, performance, and expected outcomes. These case management service plans are reviewed by supervisors and updated regularly. All plans are subject to quality assurance reviews at regular intervals. As discussed further in this plan, LifeSTEPS' staff will be using the Home Good Standards of Excellence to measure residents' housing and service outcomes.

General Services for Both Special Needs and Family Affordable Housing Residents

LifeSTEPS will also offer general and enhanced services to all residents, including the special needs residents. LifeSTEPS will conduct a needs assessment of the entire tenant population; provide service coordination; crisis intervention; mediation services; and create educational, health and wellness, and other services and activities to meet the specific needs of all residents. All of these services will be provided on-site with no fee to the residents by a 0.14 FTE Resident Service Coordinator (RSC) and a 0.25 After School Program Coordinator (PC). Services include:

- Housing Outplacement: LifeSTEPS' staff will provide options for residents requiring a higher level of care based on changes to their functioning or health status.
- Green Education: LifeSTEPS' RSC will promote Green Living Activities by educating residents to be more aware of recycling, waste reduction, and water and energy conservation.
- Employment and Job Training: Residents will be offered individualized focus on education and career goals by LifeSTEPS' RSC. LifeSTEPS will also provide on-site educational classes in such subjects as Job Search, Resume Writing, Financial Literacy, Computer Training and Interviewing Skills. In addition, LifeSTEPS RSC will meet one-on-one with residents to coach, support and follow up on the process of seeking and maintaining employment and job training.
- Life Skills Training: LifeSTEPS' RSC will provide and coordinate a broad array of life skills training as needed or requested by the resident. Typical life skills training will include financial literacy, household maintenance, basic nutrition, and cooking, laundry, travel training.
- Financial Literacy: LifeSTEPS recognizes that financial literacy is central to successful and stable lives. Financial literacy courses include instruction in money management, savings plans, online banking curricula, and linkages to financial and money savings opportunities in the community.
- Transportation Planning: All residents will be supported by the RSC to evaluate transportation benefits eligibility such as TAP, Disabled bus passes, Access para-transit and other low cost transportation services. The RSC will assist with mainstream transportation entitlement

application completion and support with public transportation route determination through on-line and LA transit map resources.

- Education Classes: LifeSTEPS staff will provide on-site educational classes covering a number of subjects, each curriculum to be taught in three-month modules, including parenting classes, along with other subjects such as health and nutrition, computer training, ESL, and study skills.
- After-School Program: LifeSTEPS will provide after school programming for children to be held a minimum of 10 hours per week, staffed by an onsite after-school coordinator. Community volunteers will be recruited to augment the program. The program is professionally run and provides homework help, tutoring, and instruction.
- Social Activities: LifeSTEPS' RSC will facilitate social activities for residents, such as Holiday Celebrations, Movie Night, Pot Luck Meals, and Special Lectures. These events are designed to build community among the residents, leading to improved social contact and more stable housing.

Service Delivery and Resident Engagement

Within the first few months of delivering services, LifeSTEPS' RSC (0.14 FTE) will conduct a thorough needs assessment of all residents. The RSC will disseminate a questionnaire, conduct a resident meeting, and go door-to-door to talk directly with the residents to learn what it is that they need and want from resident services. LifeSTEPS and property management will also maintain a suggestions box where residents can request additional services or changes to the property's administrative policies and resident services, with or without identifying themselves. LifeSTEPS will maintain an open door policy and convey to residents publicly and privately that they have the right to complain and make suggestions for changes in services at the property. LifeSTEPS' CM and RSC, along with property management staff, will meet regularly to discuss individual resident needs and community issues so that problems related to resident services can be addressed quickly and effectively. LifeSTEPS also encourages residents to volunteer to lead resident classes and activities. Across our portfolio of properties, residents regularly lead activities such as Pot Luck meals, Bingo, healthy living, exercise activities, Book Clubs, and various other hobbies in the community center. The RSC may also contact off-site service agencies at the suggestion of residents and arrange for on-site engagements that may include opportunities for residents to attend adult classes, identify a local spiritual home (church, temple, etc.), and volunteer for local projects and agencies. LifeSTEPS will have a working knowledge of residents and will ensure residents are treated with sensitivity and directed to the right resources as appropriate. The CM and RSC will assist the more vulnerable tenants in communicating their wishes and directing their opinions regarding service delivery.

All residents will be encouraged to participate in decision-making regarding day to day operations of the building. Building operations and resident decision-making involvement will be handled through the property management company with an on-site manager located on the premises, and with LifeSTEPS staff's encouragement and support of resident involvement. Quarterly community meetings hosted by property management, with LifeSTEPS staff in attendance, will be held in the building community room, providing tenants an opportunity to voice all comments and concerns regarding building operations. LifeSTEPS staff and property management staff will meet regularly to discuss individual resident needs and community issues related to building operations, so that concerns can be addressed quickly and effectively.

LifeSTEPS is committed to ensuring that all residents have full and complete access to all areas and activities in the community. Through individual case management, disabled individuals are supported and encouraged to fully participate in and enjoy their living environment and all activities sponsored at the property. An active and integrated living environment, where those with disabilities or other challenges are supported through individual services, is the desired outcome. Our Case Manager will help the special needs residents to identify goals that will lead to a more fulfilling life and the ability to thrive. Those with a disability are supported with connections to appropriate transportation services so that they may safely and efficiently navigate their way into the community, whether it be a medical appointment or adult day care. Representation and support are provided as needed by CM's attendance at scheduled service provider meetings. Education materials that can assist disabled residents to better understand their health and possible disease progression are provided in one on one meetings. Advocacy is provided to ensure that residents have a voice in getting their special needs met on site and in their community. Lastly, the CM is able to assist in the coordination of special needs services being provided by multiple providers and attend and participate in care planning meetings, interviews and assistance in ensuring that all possible resources and benefits available to a resident are accessible.

Data Collection and Quality of Service Delivery

LifeSTEPS utilizes a wide range of quality assurance activities to ensure quality services are provided to residents and that residents are benefitting from these services. LifeSTEPS utilizes the Home for Good Standards of Excellence program (<https://hacollab.weebly.com/standards-of-excellence.html>) to assess resident success, including a formal quality assurance survey, as well as receiving feedback via a whole host of other sources, including residents, case managers, program managers, property management staff, and surveys.

On a continuing basis, LifeSTEPS staff works to assess the program's effectiveness and how well it is addressing the needs of each participant. The data collected is used to effectively manage programs and to determine progress, performance, and expected outcomes. Quality improvement is considered a high priority, and the principles and methods of improving quality is implemented as warranted.

After an initial needs assessment at new properties, conducted to determine immediate resident needs and appropriate services programming, LifeSTEPS performs bi-annual needs assessments, to measure Affordable Housing (AH) tenant satisfaction and housing stability. From our 2019 needs assessments for Senior sites, a sampling of outcomes is reported below:

- 92% directly benefited from LifeSTEPS resident services
- 93% felt like an integral part of the community based on services
- 98% knew their neighbors
- 67% of the residents receiving credit counseling from LifeSTEPS increased their credit scores

Of the residents who rated their physical health poor to fair:

- 64% began to participate in social events at the property
- 32% participated in healthy living classes
- 30% better understand the issues associated with aging
- 26% feel more confident in their homes
- 20% started an exercise program

LifeSTEPS utilizes a proprietary database, myLifeSTEPS.org, for all social services provided to residents. Our database captures resident engagement and comprehensive case management records including referrals and follow up outcomes. On a continuing basis, LifeSTEPS staff works to assess the program’s effectiveness and how well it is addressing the needs of each participant. The data collected is used to effectively manage programs and to determine progress, performance, and expected outcomes. Quality improvement is considered a high priority, and the principles and methods of improving quality are implemented as warranted.

Our database system has been designed to capture one hundred percent of our staff’s time, detailing how much time is spent with individual clients, working with community agencies, general service coordination, group classes, workshops and community building activities. Each community set up within the database system establishes households with individual client records for each household member. We can then track each service and contact with each client over time. The database has been designed to align with regulatory agency requirements and is flexible enough in design to adapt to changing or modified requirements. In addition, we have the capacity to export data in a format that would allow integration into most standard database systems if necessary.

Our social service database system was designed to include built-in supervisory tools. Our supervisors must sign into and comment on individual staff performance report cards each month, and our staff must acknowledge reviewing the reports. The report card measures the percentage of households served per property, the percentage of time spent performing services under each service category, the average size attendance for group services, the quality of case management case notes, the number of referrals and the number of outcomes recorded for residents, among other key metrics.

Services Budget

LifeSTEPS shall provide Service Coordination, including After School Programming, and Intensive Case Management Services to the residents of the Property. These Service Programs will be designed to meet the specific needs of all residents and will meet or exceed the Home for Good Standards of Excellence.

LifeSTEPS’ Resident Service Coordinator responsibilities will include, but are not limited to: providing all residents with information about available services in the community; assisting residents to access services through information, referral and advocacy; educational classes; and organizing community-building and social activities for residents (such as holiday events, tenant council, etc.). Education will include green education, budgeting and money management; financial literacy; parenting; life skills training; and employment and job training skills. The RSC will also provide housing outplacement services; transportation counseling; benefits assistance; peer advocacy groups; mediation services and medication management. The RSC will provide linkages to physical health care; mental health care; substance use treatment; representative payee services; legal assistance; child care; domestic violence counseling; safety planning; eviction prevention counseling and advocacy; and access to basic needs such as food and clothing. **Service Coordination and after-school program activities shall be no less than eight hundred and twenty (820) hours per year (0.14 FTE RSC and 0.25 FTE PC) for an annual sum of thirty-one thousand and two hundred dollars (\$31,200).**

Intensive Case Manager (“CM”) responsibilities will include, but are not limited to: working with special needs residents to develop and implement an individualized service plan, as well as providing specialized

educational classes. Education will include green education; budgeting and money management; parenting; life skills training; and employment and job training skills. The CM will also provide housing outplacement services; transportation counseling; benefits assistance; peer advocacy groups; and medication management. The CM will provide linkages though the County’s Full Service Partners to physical health care, mental health care, substance use treatment, representative payee services; legal assistance; child care; domestic violence counseling; safety planning; eviction prevention counseling and advocacy; and access to basic needs such as food and clothing. All residents will be assisted with transportation planning for off-site services. **Case Manager provision shall be no less than eight hundred and thirty-two (832) hours per year (0.40 FTE) for an annual sum of thirty-eight thousand, four dollars (\$38,400).**

This budget assumes one Case Manager staffed at 0.40 FTE, one Resident Service Coordinator staffed at 0.14 FTE, a Program Coordinator staffed at 0.25 FTE and a Supervisor staffed at 0.10 FTE. In addition to Payroll Taxes, Worker’s Compensation, Program Insurance, Mileage Reimbursement, etc., we are including minimal charges for Employee Training, Supervision, and Program Administration. LifeSTEPS provides staff members with regularly scheduled, high quality training. LifeSTEPS’ Director of Community and Resident Services provides weekly training sessions to Regional Supervisors. Our Regional Supervisors in turn train all their on-site staff members by providing weekly training sessions by telephone and in-person trainings every two months. In addition, we have ongoing training through our LifeSTEPS Training Academy. Our proprietary curricula, forms, and additional training materials are available via our employee only website. LifeSTEPS also provides bi-monthly, quantitative reports of all programs and activities at the property.

LifeSTEPS Orange County Portfolio

Property	Type	City	Units	Beds
Alegre Apartments	Multi Family	Irvine	104	239
Citrea Fullerton Family	Multi Family	Fullerton	55	112
Coronado Palms	Multi Family	Anaheim	169	379
Espaira	Multi Family	Irvine	84	210
First Street Apartments	Multi Family	Santa Ana	69	178
Flower Terrace	Senior	Santa Ana	200	200
Heritage Place at Tustin	Senior	Tustin	54	66
Liberty at Aliso	Senior	Aliso Viejo	198	311
Luminaira Family Irvine Housing (Cadence)	Multi Family	Irvine	82	187
Luxaira (D1 Senior)	Senior	Irvine	158	181
Oceana Apartments	Multi Family	Huntington Beach	78	163
Rancho Niguel	Multi Family	Laguna Hills	51	118
Royale Apartments	Multi Family	Westminster	36	125
Serrano Woods	Multi Family	Orange	63	147
Solaira at Pavilion Park Senior	Senior	Irvine	221	253
Vintage Aliso Apartments	Senior	Aliso Viejo	202	386
Vintage at Stonehaven Apartments	Senior	Yorba Linda	125	148
Vintage Canyon	Senior	Brea	105	126
Vintage Shores	Senior	San Clemente	122	171
Westminster Senior Apartments	Senior	Westminster	92	92
			2,268	3,792



Empowerment. Impact. Community. One STEP at a time.

Locations

Life Skills Training and Educational Programs, Inc. - LifeSTEPS serves over 350 senior and multifamily affordable housing complexes throughout California.

Southern California

127th Street, Los Angeles
Academy Hall, Los Angeles
Alegre Apartments, Irvine
Amanda Park Apartments, Murrieta
Andalucia Heights, Los Angeles
Argyle Apartments, Hollywood
Arrowhead Vista, San Bernardino
Beautiful Light Inn, San Bernardino
Bellflower Terrace, Bellflower
Blessed Rock, El Monte
Blue Mountain Senior Villas, Grand Terrace
Broadway Manor, Blythe
Broadway Villas, Los Angeles
Cabrillo Family, Torrance
Camino Al Oro, Los Angeles
Campina Court, La Mesa
Carson Terrace, Carson
Casa Bella, Victorville
Casa de Angeles, Los Angeles
Casa Grande, Coachella
Casa La Paz, Coachella
Cielo Azul, Palmdale
Citrea Fullerton Family, Fullerton
Clara Court, Cudahy
Colina Vista, Piru
Copper Square, Lancaster
Coral Mountain, La Quinta
Cornerstone Place, El Cajon
Coronado Palms, Anaheim
Cortez City Lights, Los Angeles
Cottonwood Place, Moreno Valley
Courson Arts Colony East, Palmdale
Courson Arts Colony West, Palmdale
Crenshaw Family, Los Angeles

Crescent Village, Los Angeles
Desert Gardens, Adelanto
El Segundo Boulevard, Los Angeles
Elizabeth Court, Cudahy
Espaira, Irvine
FAME Senior, Santa Monica
First Street, Santa Ana
Flores Del Valle, Los Angeles
Flower Terrace, Santa Ana
Fountain View, Long Beach
Garden View Terrace (Los Feliz 20), Thousand Oaks
Garden View Terrace (Los Feliz 51), Thousand Oaks
Garvey Court, West Covina
Harbor View, San Diego
Hemlock Family Apartments, Moreno Valley
Heritage Park at Arcadia, Arcadia
Heritage Park at Cathedral, Cathedral City
Heritage Park at Glendale, Glendale
Heritage Park at Monrovia, Monrovia
Heritage Park Woodman, Panorama City
Heritage Place at Tustin, Tustin
Hollenbeck Terrace, Los Angeles
Hovley Gardens, Palm Desert
Huntington Plaza Apartments, Huntington Park
La Brea Gardens, Los Angeles
Lakeview I Apartments, Lake Elsinore
Lakeview II Apartments, Lake Elsinore
Las Brisas, Los Angeles
Las Serenas, Simi Valley
Las Ventanas, Long Beach

Legacy Family Apartments, Thousand Palms
Liberty at Aliso, Aliso Viejo
Linda Vista Senior, Los Angeles
Live Oaks Garden, Cudahy
Loma Linda Commons, Loma Linda
Loma Linda Terrace, Loma Linda
Loma Linda Veterans Village, Loma Linda
Los Angeles Village, Los Angeles
Los Vientos, San Diego
Luminaria Family Irvine Housing (Cadence), Irvine
Luxaira, Irvine
Manzanilla Terrace, Brawley
Manzanita Garden, San Jacinto
Marina Apartments, Los Angeles
Maywood Villas, Maywood
Menlo Park Apartments, Los Angeles
Mercado Apartments, Perris
Mercedes Apartments, Los Angeles
Metro @ Western, Los Angeles
Mindanao, Los Angeles
Mirandela Senior, Rancho Palos Verdes
Mission Apartments, San Diego
Mission Palms Senior, Rubidoux
Mission Village Terrace, Los Angeles
Montecito Terrace Apartments, Panorama City
Mosaic Apartments, Los Angeles
Oak Creek Senior Villas, Thousand Oaks
Oakwood Apartments, Moreno Valley
Oasis Village, Adelanto
Oceana Apartments, Huntington Beach
Ontario Emporia Family, Ontario
Orchard View, Holtville
Orchard Villas, Coachella
Palo Verde Terrace, Palmdale
Park Place Apartments, Lynwood
Perris Station, Perris
Poplar Street, Loma Linda
Portola Terrace, Temecula
Puesta del Sol, Los Angeles
Ramona Park Senior, Long Beach
Rancho Dorado North, Moreno Valley
Rancho Dorado South, Moreno Valley
Rancho Niguel, Laguna Hills
Regency Court, Monrovia
Ridgecrest Senior Apartments, Ridgecrest
Riverbank Village, Temecula
Riverview, Barstow

Rodeo Village, Victorville
Rosena Fountains, Fontana
Royale Apartments, Westminster
San Jacinto Villas, San Jacinto
San Remo Apartments, Hesperia
Serenity Villas Senior, Pomona
Serrano Woods, Orange
Siena Apartments, Fontana
Singing Wood, El Monte
Solaira at Pavilion Park Senior, Irvine
Sonterra Apartments, Brawley
Studio 15, San Diego
Summer Terrace, Palmdale
Suncrest Apartments, Barstow
Sunrise Apartments, Los Angeles
Sylmar Court, Sylmar
Terracina at Cathedral City, Cathedral City
Terracina, Los Angeles
Tesoro Del Valle, Los Angeles
The Derby aka Harvey, Los Angeles
The Meridian Apartments, Los Angeles
The Vineyards at Menifee, Menifee
Three Oaks, Santa Clarita
Tilden Terrace, Culver City
Toscana Family, Fontana
University Garden, Los Angeles
Valle Del Sol, Brawley
Verano Apartments, Perris
Verbena Crossing, Desert Hot Springs
Villa Cortina, La Quinta
Villa Encantada, San Diego
Villa Serena, Los Angeles
Villa Siena, Lake Elsinore
Villas Del Lago, Los Angeles
Villas Las Americas, Panorama City
Vintage at Kendall Apartments, San Bernardino
Vintage at Snowberry Senior, Riverside
Vintage at Stonehaven Apartments, Yorba Linda
Vintage Aliso, Aliso Viejo
Vintage Canyon, Brea
Vintage Crest, Moorpark
Vintage Crossing, Canoga Park
Vintage Gardens, West Covina
Vintage Grove, La Verne
Vintage Paseo, Simi Valley
Vintage Pointe I, Oceanside
Vintage Pointe II, Oceanside
Vintage Shores, San Clemente

The mission of LifeSTEPS is to provide effective educational and supportive services to maximize the strengths of individuals and build resilient communities.

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Phone: 916.965.0110 Fax: 916.965.0102 www.LifeSTEPSusa.org

Vintage Terrace, Corona
Walnut Family, Moorpark
Warwick Terrace, Compton
Westminster Park Plaza, Los Angeles

Westminster Senior Apartments,
Westminster
Whispering Palms, Palmdale
Yale Terrace, Los Angeles

Central California

Arborpoint Apartments, Madera
Belmont Meadows, Delano
Bravo Village, Woodlake
Camelia Sites, Bakersfield
Carolyn Apartments, Corcoran
Cinnamon Villas, Lemoore
Corcoran Garden, Corcoran
Cordova Apartments, Selma
Daybreak Apartments, McFarland
El Palmar, Avenal
Eucalyptus Sites, Bakersfield
Garden Valley Homes, San Joaquin
Jamestown Terrace, Jamestown
Kings Manor Apartments, Corcoran
Linda Vista Apartments, Ivanhoe
Lindsay Family, Lindsay
Los Arboles Apartments, Orange Cove
McFarland Sites, McFarland
Mustang Peak Apartments, Newman
Oakhurst Apartments, Oakhurst
Orchard Village Apartments, Orange Cove

Palmer Heights, Huron
Park View Village, Porterville
Pleasant Valley Pines, Coalinga
Riverland Apartments, Reedley
Sandstone Village, Fresno
Santa Fe Apartments, Bakersfield
Shasta Sites, Chowchilla
Summer Hill Place, Fresno
Sunny View, Merced
Sunnyside Apartments, Merced
Sycamore Family, Arvin
Tehachapi Manor II, Tehachapi
Valle Verde Apartments, Orange Cove
Valley View Village, Selma
Villa Escondido, Orange Cove
Villa Esperanza, Avenal
Villa Siena Porterville, Porterville
Warthan Place, Coalinga
Westside Palm Village, Tulare
Zaninovich Village, Orange Cove

Northern California

Acts Cyrene, Oakland
AHA - Area 2 Referrals, Alameda
AHA Scattered Sites, Alameda
Almaden Family Apartments, San Jose
Anne B. Diamant Plaza, Alameda
Anchor Village, Stockton
Arbor Creek Family, Sacramento
Arbor Creek Senior, Sacramento
Asbury Place, Sacramento
Ashford Heights, Sacramento
Avenida España Gardens Apartments,
San Jose
Avian Glen, Vallejo
Bartlett Commons, Davis
Bel-View, Sacramento
Bendorf Drive, San Jose

Big Trees, Sacramento
Blossom River Way, San Jose
Bracher Senior Apartments, Santa Clara
Breckenridge Village, Sacramento
Brookfield Place Apartments, Oakland
Brookside Crossing Apartments, Lincoln
Brookside Senior, Auburn
Cal Weber 40 Apartments, Stockton
Calistoga Family, Calistoga
Cascade Village Apartments, Sacramento
Clarendon Street Apartments, San Jose
Cloverdale Family, Cloverdale
Copperstone I Apartments, Sacramento
Cottage Estates, Sacramento
Creekside Village, Sacramento
Crescent City Senior, Crescent City

Curtis Park Court, Sacramento
Cypress Gardens, San Jose
Cypress Pines, Richmond
DeRose Gardens Apartments, San Jose
Edgewater (Riverview), Sacramento
El Parador Apartments, Campbell
Esperanza, Alameda
Ethan Terrace Apartments, Sacramento
Everett Commons, Alameda
Fair Plaza, Woodland
Forestwood at Folsom Family, Folsom
Garden Village, Sacramento
GEO Apartments, Fremont
Gibson Oaks, Sacramento
Gold Country Village, Grass Valley
Gran Casa Linda, Sacramento
Green Valley Homes, Williams
Hastings Park, Sacramento
Helzer Court, San Jose
Heritage Park at Hilltop, Richmond
Huff Gardens, San Jose
Independence Plaza, Alameda
John Burns Gardens, Santa Clara
Julian Gardens, San Jose
Klamath (Deborah Blg.), Santa Clara
Klamath (Eklund I Blg.), Santa Clara
Klamath (Eklund II Blg.), Santa Clara
Klamath (Miramar Blg.), Santa Clara
Klamath Gardens (Klamath Blg.), Santa
Clara
La Valentina, Sacramento
Laurel Grove Family, San Jose
Lenzen Gardens, San Jose
Littlejohn Commons, Alameda
Los Olivos, Sacramento
Lotus Landing Apartments, Sacramento
Lucretia Gardens, San Jose
MacArthur Apartments, Oakland
McCloud River, McCloud
Meadowbrook, Susanville
Miley Gardens, Oakland
Monterey Gateway, Gilroy
Monterey Pines, Richmond
Morrone Gardens Apartments, San Jose
Nevada Woods, Grass Valley
North Avenue, Sacramento
Northland Village, Sacramento
Northpointe Park, Sacramento
Oak Grove, Healdsburg
Oakland 34 Apartments, Oakland

Ocean View Gardens, Berkeley
Park Avenue Senior, San Jose
Parkside at Sycamore, West Sacramento
Parkview Garden, Susanville
Phoenix Park Apartments, Sacramento
Pine Knoll, Sacramento
Pinmore Gardens Apartments, San Jose
Poco Way, San Jose
Quartz Ridge Family Apartments,
Auburn
Redwood Square, Sacramento
Ridgeway Studios, Sacramento
Rincon Gardens, Campbell
Rivertown, Santa Clara
Rochdale Grange Apartments, Woodland
Rosefield Village, Alameda
San Pedro Gardens Apartments, Morgan
Hill
Senior Manor, Fairfield
Shasta Hotel, Sacramento
Shenandoah, Sacramento
Siena Court, Pittsburg
Sienna Vista, Sacramento
Sierra Sunrise I & II, Carmichael
Sierra Vista Apartments, Sacramento
Silverado Creek, Elk Grove
Sommerset Place, Sacramento
Summertime, Sacramento
Sunset Gardens, Gilroy
Sutterview Apartments, Sacramento
Terracina at Elk Grove, Elk Grove
Terracina at Morgan Hill, Morgan Hill
Terracina at Park Meadows, Elk Grove
Terracina at Santa Rosa, Santa Rosa
Terracina at Springlake, Woodland
Terracina at Vineyard, Sacramento
Terracina Gold Village 1 & 3,
Sacramento
Terracina Gold Village 2, Sacramento
Terracina Meadows, Sacramento
The Cascades, Sacramento
The Fairways at San Antonio
Apartments, San Jose
The Grove at Sunset Court, Brentwood
The Grove, Linda
The Hardin, Sacramento
The Legacy, Sacramento
The Lodge at Morgan Hill, Morgan Hill
The Luxe, Sacramento
The Marq at the University, Sacramento

The Surf, Crescent City
The Willows Apartments, San Jose
Valley Commons East, Grass Valley
Villa Hermosa Senior Housing, San Jose
Village Crossing, Elk Grove
Village East, Stockton
Vintage at Laguna II Senior, Elk Grove
Vintage at Laguna, Elk Grove
Vintage Brook, Concord
Vintage Chateau II, Petaluma
Vintage Chateau, Petaluma
Vintage Court, Union City
Vintage Knolls, Sacramento
Vintage Natomas Field, Sacramento
Vintage Oaks Senior, Citrus Heights
Vintage Park, Santa Rosa
Vintage Square at Westpark, Roseville
Vintage Willow Creek, Folsom
Vintage Woods, Fair Oaks
Vintage Zinfandel, Santa Rosa
Warehouse Artist Lofts, Sacramento
Washington Plaza Apartments,
Sacramento
Woodhaven Senior Residence,
Sacramento

3D. Social Services Provider Relevant Experience



Life Skills Training and Educational Programs, Inc. – LifeSTEPS Resume of Supportive Services Experience

Project	Population	Funding Source	Role	Supportive Services
Alegre Apartments 3100 Visions, Irvine, CA Orange County Services: 10/2015 to Present	Permanent Affordable and Supportive Housing serving a mixed population of low income residents and residents with Mental Illness and/or Frequent Users of Mental Health Services.	MHSA, Owner	Resident service coordination and liaison with county mental health service provider, property management, owner and residents, including MHSA and TAY residents (15 units). Resident Services Coordination to all 104 units.	Resident service coordination, case management, educational classes, mediation and social events. Linkages to county mental health providers, employment and educational services linkages to mainstream resources, health care, dental care, substance abuse, and mental health services.
Broadway Villas, 9413 S. Spring St., Los Angeles, CA Los Angeles County Services: 09/2014 to Present	Permanent Affordable and Supportive Housing serving a mixed population of low income residents and residents with Mental Illness and/or Frequent Users of Health & Mental Health Services, Homeless Seniors and Chronically Homeless.	DHS, Owner	DHS Housing for Health Intensive Case Management Services and Resident Services Coordination to DHS clients (16 units); Resident Services Coordination to all 49 units.	Full supportive services intensive case management to DHS residents. Resident service coordination, case management and ISPs, educational classes, green education, employment & training, housing outplacement, life skills, benefits assistance, peer advocacy, medication management, end of life counseling, info & referral, mediation and social events. Linkages to county mental health providers, physical health care, representative payee, substance use services, legal assistance, child care, attendant care, adult day care, substance abuse and linkages to mainstream resources.
Hollenbeck Terrace, 610 S. St. Louis St., Los Angeles Los Angeles County Services: 11/2015 to Present	Permanent Affordable and Supportive Housing serving a mixed population of low income residents and residents with Mental Illness and/or Frequent Users of Health & Mental Health Services, Homeless Seniors and Chronically Homeless.	DHS, Owner	DHS Intensive Case Management Services and Resident Services Coordination to DHS clients (24 units); Resident Services Coordination to all 97 units.	Full supportive services intensive case management to DHS residents. Resident service coordination, case management and ISPs,, educational classes, green education, employment & training, housing outplacement, life skills, benefits assistance, peer advocacy, medication management, end of life counseling, info & referral, mediation and social events. Linkages to county mental health providers, physical health care, representative payee, substance use services, legal assistance, child care, attendant care, adult day care, substance abuse and linkages to mainstream resources.

Life Skills Training and Educational Programs, Inc. – LifeSTEPS Resume of Supportive Services Experience

Project	Population	Funding Source	Role	Supportive Services
Las Ventanas, 1795 Long Beach Blvd., Long Beach Los Angeles County Services: 02/2021 to Present	Permanent Affordable and Supportive Housing serving a mixed population of low income residents and residents with Mental Illness and/or Frequent Users of Health & Mental Health Services, Homeless Seniors and Chronically Homeless.	DHS, Owner	DHS Intensive Case Management Services and Resident Services Coordination to DHS clients (15 units); Resident Services Coordination to all 102 units.	Full supportive services intensive case management to DHS residents. Resident service coordination, case management and ISPs,, educational classes, green education, employment & training, housing outplacement, life skills, benefits assistance, peer advocacy, medication management, end of life counseling, info & referral, mediation and social events. Linkages to county mental health providers, physical health care, representative payee, substance use services, legal assistance, child care, attendant care, adult day care, substance abuse and linkages to mainstream resources.
Montecito Terraces 14655 Blythe St., Panorama City, CA Los Angeles County Services: 11/2011 to Present	Permanent Affordable and Supportive Housing serving a mixed population of low income residents and residents with Mental Illness and/or Frequent Users of Health & Mental Health Services, Homeless Households and Chronically Homeless.	DHS/DMH, Owner	Intensive Case Management Services and resident service coordination and liaison with county mental health service provider, property management, owner and residents, including MHSA residents (10 units). Resident Services Coordination to all 98 units.	Full supportive services intensive case management to DHS/DMH residents. Resident service coordination, case management and ISPs,, educational classes, green education, employment & training, housing outplacement, life skills, benefits assistance, peer advocacy, medication management, end of life counseling, info & referral, mediation and social events. Linkages to county mental health providers, physical health care, representative payee, substance use services, legal assistance, child care, attendant care, adult day care, substance abuse and linkages to mainstream resources. Retention rate of 100%.



06

Community Outreach
Engagement

6. Community Outreach & Enagement

Related California has extensive experience with community engagement and is deeply committed to developing a project that preserves the neighborhood’s social and architectural strengths and the privacy of the Adlena Park Neighborhood. The Development Team recognizes that wide-ranging and thoughtful community outreach efforts will play a critical role in the development process. By promoting a sense of ownership of the proposed development among the Fullerton community, the Development Team will seek to integrate the project and its future residents into the surrounding community. The Development Team views community engagement and outreach as an indispensable part of the development process.



Related will lead all community engagement and outreach activities with executive management directly involved. Community outreach strategies will be customized depending on which stakeholder is being approached. Small group meetings with stakeholders, including elected officials will be conducted first, followed by larger meetings designed more like ‘open houses’. While there is value to Town Halls, we have found ‘Open Houses’ to be more conducive to constructive dialogue. Additionally, accommodations will be made to hold virtual open houses, individual phone briefings, or otherwise “contactless” outreach, based on regulatory restrictions and stakeholder preferences.

Strategies to overcome potential challenges will begin with information dissemination. Community members are often unfamiliar with the concept of affordable and supportive housing. The Team will describe what it is (apartments with services in the building) and what it is not (time limited shelter or transitional housing). The Team will also discuss its experience operating supportive housing, including discussion of its existing buildings in serving low-income and formerly homeless families and individuals. Other tools used to disseminate information may include a specific website or Facebook page.

Related has the unique opportunity to showcase our Citrea community, located at 336 W. Santa Fe Avenue, a high-quality affordable housing community developed in partnership with the City. To address concerns and build trust with the neighbors, we see an opportunity for either in-person or virtual site tours of Citrea, as well as other nearby communities that would reflect similar density and character.

For certain constituencies, discussion of security, services and operations are paramount, however, for others, only an overview of services is important. Based on existing community dynamics, the Team may also need to address questions about density and parking. We will invite stakeholders to vote for design options and educate them on services programming for residents.

Below is our detailed Community Outreach and Engagement Plan:

THE OUTREACH TEAM

Community engagement and outreach activities will be led by the Development Team and assisted by Steve Greyshock, CEO of GREYCOMM, LLC , collectively (the “Outreach Team”). Greyshock is an experienced outreach specialist with an extensive career in the public and private sector, specifically relating to affordable housing engagement. Local, recent and relevant project experience includes:

- **Anaheim:** Led community relations effort to secure approvals for a 200-bed emergency homeless shelter.
- **Anaheim:** Built community support and secured approvals of higher density and affordable housing within established residential areas.
- **Brea:** Built strong community support for large master planned community, including 100 higher density affordable units.
- **Mission Viejo:** Secured unanimous approval for higher density housing planned in an existing residential community by working with local neighbors to address specific issues.
- **Claremont:** Leading outreach for project that includes among first affordable accessory dwelling units.

TARGETING PARTICIPANTS

Our team will be careful to avoid defining the project’s surrounding community too narrowly or targeting only selected groups. We will implement an “open door” policy of community engagement, which allows participation of any interested individual or group. However, the adjacent Adlena Park Neighborhood will be a priority stakeholder group to ensure they are proactively engaged to ensure an understanding of the project, its design and future benefits. Additionally, based on our knowledge of Fullerton, a sample outreach list would include the following broad affinity groups with prospective stakeholders:

Project Site Neighbors

- Adlena Park Neighborhood
- Other neighboring adjacent communities, including:
 - W. Amerige Ave. neighbors (and associated streets)
 - Rancho Fullerton Mobile Home Park
- Others, as necessary

Business

- North Orange County Chamber of Commerce
- Orange County Business Council

Education

- Fullerton College
- CalState Fullerton
- Fullerton School District

Housing

- Kennedy Commission
- Building Industry Association
- Local affordable housing organizations

Civic & Misc.

- Offices of state and county officials
- Fullerton Rotary
- Fullerton Collaborative

These are sample organizations and stakeholders. A full list would be developed and maintained throughout the outreach process.

Over the years, Related has found that key elements of good community involvement include:

- Early meetings with neighborhood associations and residents;
- Conversations with community, City leaders and service providers;
- Creating relationships, trust, and a forum for further interaction through the use of a community design process that is based on respect for the community’s input and includes clear communication of expectations and constraints;
- Anticipating and communicating milestones in the development process where the community will provide input;
- Community meetings and written communication throughout the development process to allow for structured opportunities for accountability to the community.

COMMUNITY OUTREACH FORUMS

By establishing connections to community organizations and other strategic stakeholders, the Development Team will work to empower the community with the knowledge and skills necessary to effect a long lasting quality affordable housing development. As social distancing guidelines continue to relax, the community outreach process will involve selecting key outreach venues by the Outreach Team to hold community meetings and informational sessions aimed at educating the Fullerton community, alerting partners and residents to key project factors, and obtaining the community input necessary to ensure that the project will reflect the neighborhood’s historical, social and architectural values.

If the COVID-19 health pandemic requires social distancing to continue, the Development Team will transition to either outdoor venues or Zoom video to conduct larger scale outreach meetings.

COMMUNITY OUTREACH PHASES

The development team envisions a multi-phase community outreach process for, which will be broken out into three phases: Design & Entitlements, Construction, and Lease Up. The three phases will have the following goals:

- Lead a series of community information and design meetings garnering input and support from neighbors, schools, community based organizations, and artist communities.
- Review and consider key findings from community input process considered for incorporation into the physical design and community programming for this development.
- Present feedback and how it was incorporated, when applicable
- Garner and demonstrate support from neighbors and local organizations during key public hearings.
- Conduct culturally and linguistically competent affirmative marketing outreach during lease up period post construction.

Design & Entitlements Phase

The Outreach Team recognizes that a wide range of parties will want to participate in the development process. The Design and Entitlement phase will serve the purpose of soliciting valuable input and fostering a continued dialogue to produce a development that best meets the needs and aspirations of the community. During this phase, the Outreach Team will hold regular community meetings throughout the concept, schematic, and design development phases, either in-person or via Zoom in accordance with public health guidelines. During the meetings, the Outreach Team will employ different languages with bold and clear visual materials, to communicate effectively with the diverse populations of youth and families, low-income households, school families, and arts and community based organizations in the community.

To inform the community of meetings in advance, the Outreach Team will use a variety of media such as letters, flyers, direct mailings, and social media. Information will also be distributed and communicated through neighborhood canvassing of nearby residents, businesses, schools, churches, and community-based organizations. If desired, the Outreach Team will also arrange tours of Related’s comparable affordable housing properties for all interested community members in order to demonstrate the development’s potential designs and uses. Outreach materials for this phase will include:

- Letters
- Flyers
- Direct mailing
- Social media posts
- Presentations
- Community open houses
- Tours of comparable housing projects

During the project design process, the Team will establish meaningful dialogue with participants by providing background, information and updates regarding the proposed project. This outreach and engagement



Past Community Outreach (Rose Hill Courts Community Meeting, Los Angeles)

will help participants identify issues that are relevant and important to them and inform our project design as it evolves. This component of the Outreach Program will include the following activities:

- Provide background information regarding the existing site, including previous use, size, and footprint of new project.
- In addition to project concept, height, unit size, target income levels, rent levels, property management, development schedule, job creation, effect on property values etc.
- Background on the Team which includes company background and experience.
- How the development relates to the surrounding community from a design standpoint and density, etc.
- Hire a translator for meetings, if needed.

Post-Entitlement Phase

Community engagement will not end once the project breaks ground, and neither will the Development Team’s outreach efforts. More detailed discussions about the Development Team’s plans for property management, community and resident services may continue. Periodic email and social media updates to the contact list will keep the community informed about progress during the long period when the project team is refining construction documents, obtaining permits and securing outside financing — a period when the team’s activities are not otherwise visible to the community. Prior to starting construction, the Team will convene a community meeting to discuss impacts, and give presentations to the greater community in the manner most appropriate at that time. Further written updates will keep mailing list and community members informed during the course of construction. This process will be replicated near the completion of construction, to discuss leasing efforts and the eventual transition to operations. During these meetings, community residents will be updated on the project’s progress, and will have the opportunity to ask questions, raise concerns, and share ideas. Outreach materials for this phase include:

- Emails/ mailing list
- Social media updates
- Presentations
- Flyers

Lease Up Phase

The Outreach Team is committed to engaging community members through the marketing and lease-up process, emphasizing housing opportunities for low-income residents of the neighborhood. The development team will outreach and assist current and former neighborhood residents to apply. Collaborations with tenant advocacy groups will strengthen outreach to income eligible residents who are at risk of losing their housing or significantly under-housed. All potential applicants will be advised how and where to apply for an apartment at. Outreach materials for this phase include:

- Presentations
- Flyers
- Application workshops
- Newspaper ads
- Other standard marketing materials

Ongoing Aldena Park Neighborhood Outreach

The Outreach Team will continue its engagement with local neighbors following the completion of the project to ensure it is delivered as promised. As the primary stakeholder group, we anticipate relationships with this specific community to develop over the expansive entitlement, construction and lease-up phases. We anticipate holding regular neighborhood forums to provide project progress updates, host site tours during construction and/or upon completion of the project and provide up-to-date information via web, email and mailing updates. An on- or off-site representative will also be available to answer questions and be a direct contact for questions, as well.

STRATEGIES TO OVERCOME POTENTIAL CHALLENGES

In each of our developments, we always invest time and resources in community education on the front end about affordable housing, creating long term community relationships, and involving community members in designing housing that meet the needs of the community and the future residents.

The ideas presented in the Outreach Plan are strategies that have worked in the past to overcome potential community challenges: early stakeholder meetings, regular and consistent information through multiple vehicles and in multiple languages, decision-making into design, and access to senior leadership of the Development Team.

These strategies create a partnership with the local community in the development process and Related is committed to community engagement because:

- It is a respectful way of working in the community;
- The developments are better conceived, designed and executed;
- Formal public approval processes are facilitated;
- The neighborhood is better served; and
- It lays the foundation for the development to be accountably managed and for future work in the community.



07

Site Background

7A. Site Background

Alignment with City Goals

ALIGNMENT WITH EXISTING PLANS AND GOALS

GENERAL PLAN

The City of Fullerton General Plan was adopted in 2012 is the City’s fundamental governance document that guides decision-making, actions, programs, and crafting of more specific policies for the future of Fullerton. The current General Plans’ land use designation for the project site is Industrial and the zoning design is M-G (Manufacturing, General). The proposed project would require approval of a General Plan Amendment from Industrial to Low/Medium Density Residential; a Zone Change from M-G to R-3 (limited-density multiple-family residential. We have taken these goals to heart and are proposing a design that accentuates the current urban fabric and doesn’t distract from, but celebrates the existing patterns – creating spaces that are unique, but integrate well into the existing neighborhood – as this project is across the street from low-density residential areas.

We plan to make this building a staple in the local community, even designing enhanced entryways and doors to give residents and community members a sense of being welcomed into a comfortable and secure space. In addition, the General Plan highlights priorities to improve connectivity for alternative transportation modes throughout and beyond the City. We believe the project site’s downtown location will be an important asset to residents, because the site is within close walking distance to nearby transit stops served by local ACT transit and LA Metro.

HOUSING PLAN

As noted in the 2013-2021 Housing Element, Household income is a primary factor affecting housing needs in a community. According to recent Census data, the median household income for the City of Fullerton was \$69,432, approximately 7 percent lower than the Orange County median of \$74,344. Through this affordable housing project, Related is helping fulfill housing needs of the Housing Element, which is one of the seven mandatory elements of the City’s General Plan. According to the 2013-2021 Housing Element, in 2010, there were 31,247 households in the City where seventy percent (69%) of all households were classified as families. Note that the total percentage of households in the Extremely Low

(30% AMI or less), Very Low (31% AMI to 50% AMI), and Low (51% AMI to 80% AMI) income category comprised of a total of 44.3%. As indicated above and more in detail in **Section 9** of this RFP, the affordability restrictions that Related is proposing is appropriate with the housing needs of the City and more so, will help contribute to the City’s affordable housing inventory.

The proposed development is directly addressing Housing Element’s Housing Policy Plan. Our proposal for a 100% affordable housing family project at 1600 W Commonwealth Ave. furthers the City’s Key Policy Theme Areas, including **Policy Theme Area A: Housing Availability and Affordability**, **Policy Theme Area C: Revitalization and Infill** and **Policy Theme Area I: Funding and Partnership Opportunities**. In addition, the City will be able to meet a number of its Policy Action items through the development of the site as affordable housing:

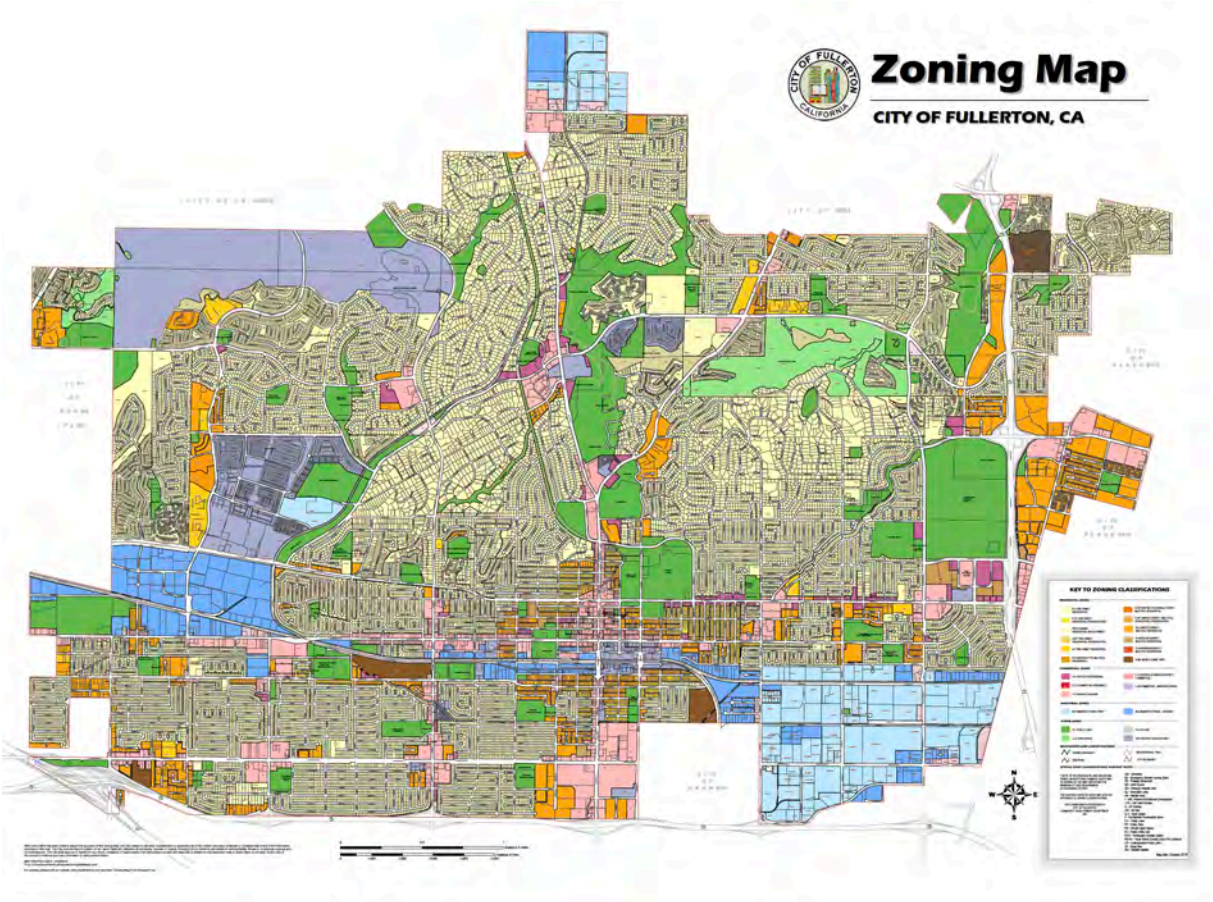
Policy Action 1.6: Development of Housing for Large Families. Our proposal for 1600 Commonwealth Ave. includes larger units (50% two and three bedrooms units), helping the City to meet its goal of accommodating the needs of larger families.

Policy Action 1.8: Use of Surplus City-Owned Land for Affordable Housing. 1600 W Commonwealth was declared a surplus site by the City in July of 2020. By developing the site as affordable housing, the City is taking advantage of its surplus sites and is following through on this housing element policy.

Policy Action 1.4: Facilitate Infill Development 1600 W Commonwealth Ave. is currently a vacant, underutilized infill parcel. By developing the site with affordable housing, the City can further its goal of facilitating and encouraging infill development.

Policy Action 3.1: Efficient Use of Energy Resources in Residential Development. We are proposing to target GreenPoint Rated Platinum, and the project will include roof top solar voltaic panels as well as energy efficient appliances, plumbing fixtures and low water use irrigation.

Being that the 2013-2021 Housing Element is at the end of its cycle (5th Cycle), the City is in the process of updating the new Housing Element that will cover the planning period from 2021 through 2029 (6th Cycle). The new Housing Element will need to accommodate the new Regional Housing Needs Assessment (RHNA) number. Based on the City’s Housing Game Plan presentation from March 9, 2021, the 6th Cycle Allocation will be approximately 13,000 units. As such, the Proposed Project will help the City to satisfy the RHNA goals but more so, will help provide much needed affordable housing for those individuals and families in need.



7B. Site Background

Site Control & Zoning

LOCATION:

1600 W Commonwealth Ave

OWNER:

City of Fullerton

PARCEL APN:

030-290-22

ACRES:

2.25 Acres

CURRENT ZONING:

M-G- Manufacturing Industrial

CURRENT USE:

City Maintenance Yard

CITY-SUGGESTED ZONING:

R-3

PROPOSED USE:

Affordable Multifamily Housing

MAXIMUM DU/ACRE:

28 DU/AC

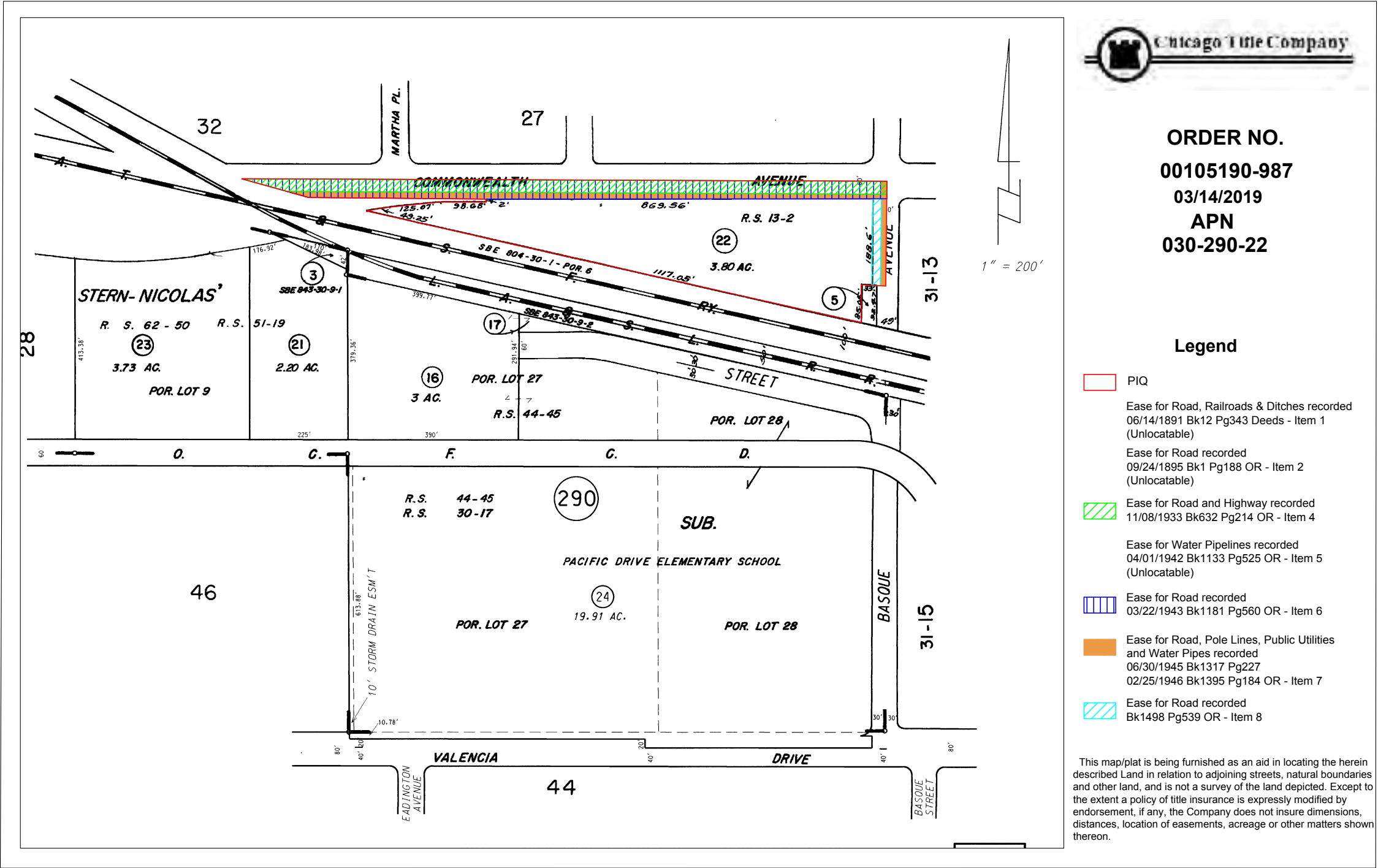
According to the lot size information and maximum dwelling units per acre (du/ac) given by the City of Fullerton, the total allowable number of units on the subject parcel is (2.25 acres x 28 du/ac) = 63 Units.

Related is proposed a podium product site concept that includes 55 units and [98] garage and surface parking spaces.



7C. Site Background

Easements



EASEMENTS:

Per the Preliminary Title Report and the Plotted Easements shown above, although there are multiple plotted easements, all exist within the Commonwealth Avenue and S Basque Avenue public right of way. Therefore, it is not anticipated that these existing easements will impact the proposed project.

7D. Site Background

Sustainability Elements

Partner Energy has conducted a feasibility study to assess the ability for the proposed development at 1600 W. Commonwealth Avenue in the City of Fullerton to achieve **GreenPoint Rated Platinum Level Certification**. The assessment is based on the New Home Rating System, Version 8.2 for Multifamily.

To achieve Platinum level certification, the building team will need to incorporate strategies that aim to support Build It Green's key principles and Partner Energy's feasibility study lists potential credits the property can qualify for given the appropriate actions are taken during design and construction based on prior Related projects.

Listed on the right are some overarching strategies that have we have incorporated in the past projects to achieve successful certification:

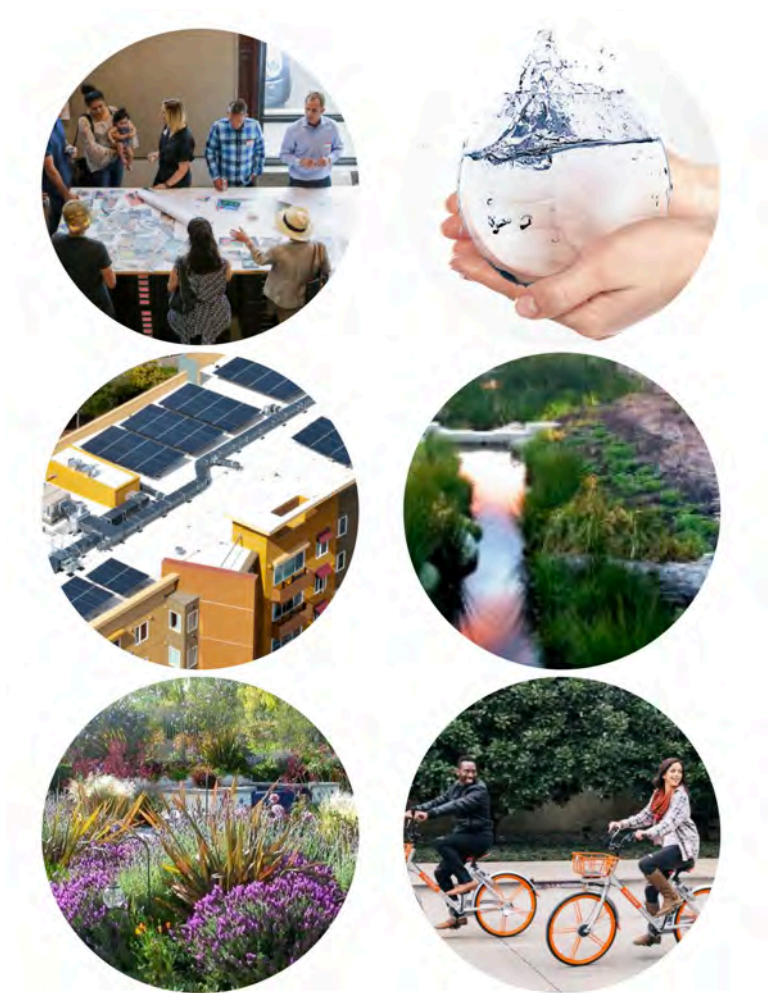


- **Integrative Design Process involving Design Charette**
- **Compact Developments**
- **Photovoltaic Design**
- **Drought-tolerant Landscaping**
- **High Efficiency Plumbing Fixtures**
- **Pollution Prevention during Construction**
- **Non-Toxic Pest Control**
- **Rainwater Management**
- **Employ High Efficiency Lighting and Appliances**
- **Dedicated Parking Space for Electric Cars**
- **Education of Tenant and/or Building Manager**
- **Photovoltaic-Ready Design**
- **Third- Party Utility Reporting**
- **Energy-Efficient Design Principles**
- **Promote Framing Efficiency**
- **Environmentally Preferable Products**
- **Reduced Construction Waste**
- **Reduce Heat Island Effect**
- **Implementation of HERS Measures**
- **Prohibit Smoking**
- **Awareness and Education**

Thinking outside of the Box.

In addition to the features listed on the left, we are actively seeking partnership opportunities with neighboring constituents and organizations to think creatively in providing additional sustainable community and educational opportunities for the residents to make a difference in the lives of our future residents.

In addition to these Build It Green strategies, the design team will utilize various site and building design strategies to minimize impacts from the adjacent highways; buffer and beautify the sound wall system with various aesthetically pleasing plants; and incorporate materials that will mitigate dust and purify the air quality.



Sample Scenario to Achieve GreenPoint Rated Platinum Certification

NEW HOME RATING SYSTEM, VERSION 8.2

Blueprint Scoresheet

Points Targeted:	140.4
Certification Level Targeted:	Platinum
Compliance Pathway Targeted:	Option 1: Mixed Fuel Compliance
T24 Compliance Targeted:	10 %

City of Fullerton – Commonwealth RFP

CALGreen	Yes	CALGreen (REQUIRED)	Points Targeted	Community	Energy	Air/Health	Resources	Water	Responsible Party
A. SITE									
A1. Job Site Construction Waste Diversion	Yes	A2.2 Recycling Rates from Third-Party Verified Mixed-Use Waste Facility	4		1	1	1	1	
A5. Construction Environmental Quality Management Plan Including Flush-Out	Yes		1			1			
A7. Stormwater Control: Performance Path	Yes		3					3	
B. FOUNDATION									
B1. Fly Ash and/or Slag in Concrete	Yes		1				1		
B5. Structural Pest Controls	Yes	B5.2 Plant Trunks, Bases, or Stems at Least 36 Inches from the Foundation	1				1		
C. LANDSCAPE									
C1. Plants Grouped by Water Needs (Hydrozoning)	18.22%	Enter the landscape area percentage. Points capped at 3 for less than 15%.	1					1	
C2. Three Inches of Mulch in Planting Beds	Yes		1			1		1	
C3. Resource Efficient Landscapes	Yes		1				1		
C3.1 No Invasive Species According to Cal-IPC	Yes		3					3	
C3.3 Drought Tolerant, Native, Mediterranean Species, or Other Appropriate Species	Yes								
C4. Minimal Turf in Landscape	Yes	C4.1 No Turf on Slopes Exceeding 10% and No Overhead Sprinklers Installed in Areas Less Than Eight Feet Wide	2					2	
C6. High-Efficiency Irrigation System	Yes	C6.1 System Uses Only Low-Flow Drip, Bubblers or Sprinklers	2					2	
C7. One Inch of Compost in the Top Six to Twelve Inches of Soil	Yes		2					2	
C10. Submeter or Dedicated Meter for Landscape Irrigation	50.5 Eto		1					1	
C11. Landscape Meets Water Budget	Yes		1					1	
C12. Environmentally Preferable Materials for Site	Yes		1					1	
C12.2 Play Structures and Surfaces Have an Average Recycled Content ≥20%	Yes		1	1					
C13. Reduced Light Pollution	Yes		1					1	
C16. Maintenance Contract with Certified Professional	Yes		1					1	
D. STRUCTURAL FRAME AND BUILDING ENVELOPE									
D1. Optimal Value Engineering	Yes	D1.2 Non-Lead Bearing Door and Window Headers Sized for Load	1				1		
D2. Construction Material Efficiencies	Yes		1				1		
D3. Engineered Lumber	Yes		0.5				0.5		
D9. Reduced Pollution Entering the Home from the Garage	Yes		1			1			
D10. Structural Pest and Rot Controls	Yes	D10.1 All Wood Located At Least 12 Inches Above the Soil	1				1		
D11. Moisture-Resistant Materials in Wet Areas (such as Kitchen, Bathrooms, Utility Rooms, and Basements)	Yes		2			1	1		
E. EXTERIOR									
E4. Durable and Non-Combustible Cladding Materials	Yes		1				1		
E5. Durable Roofing Materials	Yes		1				1		
E5.1 Durable and Fire Resistant Roofing Materials or Assembly	Yes		Y	R	R	R	R	R	
E5.2 Roofing Warranty for Shingle Roofing	Yes								
F. INSULATION									
F1. Insulation with 30% Post-Consumer or 60% Post-Industrial Recycled Content	Yes		0.5				0.5		
F1.1 Walls and Floors	Yes		0.5				0.5		
F1.2 Ceilings	Yes		0.5				0.5		
F2. Insulation that Meets the CDPH Standard Method—Residential for Low Emissions	Yes		0.5				0.5		
F2.1 Walls and Floors	Yes		0.5				0.5		
F2.2 Ceilings	Yes		0.5				0.5		
G. PLUMBING									
G1. Efficient Distribution of Domestic Hot Water	Yes		1		1				
G1.1 Insulated Hot Water Pipes	Yes		2			2			
G2. Install Water-Efficient Fixtures	Yes		1		1				
G2.1 WaterSense Showers/Baths ≤ 1.8 gpm with Matching Compensation Valve	Yes		2					2	
G2.1 WaterSense Bathroom Faucets ≤ 1.0 gpm	Yes		1					1	
G2.3 WaterSense Toilets with a Maximum Performance (MaP) Threshold of No Less Than 500 Grams ≤ 1.28 gpf OR ≤ 1.1 gpf	1.28 gpf		1					2	
H. HEATING, VENTILATION, AND AIR CONDITIONING									
H1. Sealed Combustion Units	Yes		1						
H1.2 Sealed Combustion Water Heater	Yes		2			2			
H3. Effective Ductwork	Yes	H3.1 Duct Mastic on Duct Joints and Seams	1		1				
H3.2 Pressure Balance the Ductwork System	Yes		1		1				
H4. ENERGY STAR® Bathroom Fans	Yes		1			1			
H4.1 ENERGY STAR® Bathroom Fans Per HVI Standards	Yes		1			1			
H5. Advanced Practices for Cooling	Yes		1		1				
H5.1 ENERGY STAR® Ceiling Fans in Living Areas and Bedrooms	Yes		Y	R	R	R	R	R	
H6. Whole House Mechanical Ventilation Practices to Improve Indoor Air Quality	Yes		2		2				
H6.1 Meet ASHRAE Standard 62.2-2016 Ventilation Residential Standards	Yes		1			1			
H6.2 Advanced Ventilation Standards	Yes		1			1			
H7. Effective Range Design and Installation	Yes		1			1			
H7.1 Effective Range Hood Ducting and Design	Yes		1			1			
H9. Advanced Refrigerants	Yes								
I. RENEWABLE ENERGY									
≥60% of common area	Yes		4		8				
J. BUILDING PERFORMANCE AND TESTING									
J3. Mechanical Ventilation Testing and Low Leakage	Yes		1			1			
J4. All Electric or Combustion Appliance Safety Testing	Yes								
J5. Building Energy Performance	Yes		35,1369		25+				
J5.1 Outdoors Air Flow Rate	Yes		3,77832		15				
J5.2 Non-Residential Standard Outperform Title 24	Yes		1		1				
J6. Title 24 Prepared and Signed by a CABEC Certified Energy Analyst	Yes								
K. FINISHES									
K2. Low-VOC Interior Wall and Ceiling Paints	Yes		2			2			
K2.1 Zero-VOC Interior Wall and Ceiling Paints (< 5 gpl)	Yes		1			1			
K3. Low-VOC Caulks and Adhesives	Yes								
L. FLOORING									
L1. Environmentally Preferable Flooring	≥75%		3			3			
L2. Low-Emitting Flooring Meets CDPH 2010 Standard Method—Residential	≥75%		3						
L3. Durable Flooring	Yes		1				1		
M. APPLIANCES AND LIGHTING									
M1. ENERGY STAR® Dishwasher	Yes		1					1	
M3. Size-Efficient ENERGY STAR® Refrigerator	≥20 cubic feet		2		2				
M4. Permanent Centers for Waste Reduction Strategies	Yes		1				1		
M4.1 Built-In Recycling Center	Yes		1				1		
M5. Lighting Efficiency	Yes		2		2				
M5.1 High-Efficacy Lighting	Yes		1		2				
M6. Electric Vehicle Charging Stations and Infrastructure	Yes		1					1	
M7. Central Laundry	Yes		1						
M8. Gearless Elevator	Yes		1		1				
N. COMMUNITY									
N1. Smart Development	Yes		2	1				1	
N1.1 Infill Site	Yes		7					10	
N1.5 Home Size Efficiency	802	Enter the area of the home, in square feet							
N2. Home(s) Development Located Near Transit	2	Enter the number of bedrooms							
N2.2. Within 1/2 mile of a Major Transit Stop	Yes		2						
N3. Pedestrian and Bicycle Access		N3.1. Within 1/2 mile of a Major Transit Stop	1						
N3.1. Pedestrian and Bicycle Access	5	Enter the number of Community Services							
N3.1. Pedestrian and Bicycle Access	5	Enter the number of Tier 1 services	1						
N3.1. Pedestrian and Bicycle Access	5	Enter the number of Tier 2 services	1						
N3.6 Bicycle Storage for Residents	Yes		1				1		
N5. Social Interaction	Yes		1						
N5.1 Residence Entries with Views to Callers	Yes		1				1		
N5.2 Entrances Visible from Street and/or Other Front Doors	Yes		1				1		
N7. Adaptable Building	Yes		2						
N7.1 Universal Design Principles in Units	Yes		2				1		
N10. Affordability	Yes		2						
N10.1 Dedicated Units for Households Making 80% of AMI or Less	≥50%		2				2		
N10.2 Units with Multiple Bedrooms for Households Making 80% of AMI or Less	Yes		1				1		
O. OTHER									
O1. GreenPoint Rated Checklist in Blueprints	Yes		Y	R	R	R	R	R	
O2. Pre-Construction Kickoff Meeting with Rater and Subcontractors	Yes		2		0.5		1	0.5	
O7. Green Appraisal Addendum	Yes		Y	R	R	R	R	R	
P. DESIGN CONSIDERATIONS									
P1. Acoustics: Noise and Vibration Control	0	Enter the number of Tier 1 practices	0	1		1			
P1.1 Acoustics: Noise and Vibration Control	0	Enter the number of Tier 2 practices							
P3. Commissioning	Yes		2			1			
P3.1 Design Phase	Yes		3			1			
P3.2 Construction Phase	Yes								
P3.3 Post-Construction Phase	Yes		3			1			
Summary									
Total Available Points in Specific Categories			404.5	47	135.5	73	91	58	
Minimum Points Required in Specific Categories			50	25	6	6	6	6	
Total Points Targeted			140.4	13	50.414	24	27	25.5	

7E. Site Background
DD Report - Survey & Civil



April 7, 2021

Joseph Baclit
Project Manager, Development
RELATED CALIFORNIA
18201 Von Karman Avenue Suite 900
Irvine, California 92612

SUBJECT: DUE DILIGENCE SUMMARY
AFFORDABLE HOUSING DEVELOPMENT OPPORTUNITY – RFP
1600 W. COMMONWEALTH AVE. – 2.25 AC
CITY OF FULLERTON, COUNTY OF ORANGE, CALIFORNIA

Dear Joseph:

In accordance with your request, C&V Consulting (CVC) has prepared a Due Diligence Summary Letter for the Affordable Housing Development Opportunity RFP for 1600 W. Commonwealth Ave., provided herein for your review.

The purpose of this summary is to provide preliminary information to be used in evaluating the feasibility of developing the project, a proposed 2.25 acre residential project at 1600 W. Commonwealth Ave, City of Fullerton.

It is our intent that this summary provides Related California (RC) with information necessary to accomplish a successful project.

CVC served the City of Fullerton as the Civil Engineer and Surveyor of Record for the recent development of the City Yard Expansion and Compressed Natural Gas (CNG) Station immediately adjacent to the subject site. Our findings are based upon this specific project experience. As the project progresses, additional studies, reports, cost estimates and drawings should be incorporated into the study, which will serve as a project management tool and reference resource.

The information, figures, exhibits, and general data provided as attachments to this summary should be considered reasonably accurate, as appropriate for this "feasibility" level of analysis. Additional research and analysis may be required to determine the detailed site conditions, preliminary and final development fees, improvement costs and/ or requirements related to the proposed development.

A Conceptual Site Plan prepared by TCA has been provided for our review. Our comments pertaining to the proposed project will be in reference to this layout.

EXISTING SITE CONDITIONS & DEVELOPMENT HISTORY

The proposed development site is composed of a triangular shaped parcel, approx. 3.80 acres in size: APN 030-290-022. The easterly 1.2 acres of the site currently serves as a City Yard and CNG Station.

1600 W. Commonwealth, Fullerton

Page 1 of 7

The remainder of the site is undeveloped and currently being utilized as an open laydown area for City materials and equipment storage. The site is bounded by Commonwealth Ave. and single family homes to the north, City Yard to the east and BNSF Railroad to the south.

CVC prepared improvement plans for the adjacent City Yard Expansion and CNG Station. Design of the project commenced in 2010 with construction completion of Phase 1 in 2013. The planned Phase 2 improvements were not constructed and it is this area that is currently contemplated to be developed as the subject property in this RFP.

MAPPING HISTORY, ALTA SURVEY & TITLE REPORT

Serving as the City's Surveyor of Record for the subject site, CVC prepared Record of Survey 2012-1005, which recorded on 9-13-13.

An ALTA Survey will be prepared by CVC, when authorized.

A Preliminary Title Report is available for the project as follows:
Chicago Title Company, Order No.: 00105190-987-OC1-K27, dated February 27, 2019.

According to the above referenced document, the following easements exist on the project site, and comments regarding any potential impacts to the proposed development are listed:

- Easement for roads, railroads and ditches over the East 15 feet of said land. Also the use and control of cienegas and natural streams of water, if any, naturally upon, flowing across, into or by said tract, and the right of way for and to construct irrigation or drainage ditches through said land to irrigate or drain the adjacent land, as reserved in a deed
Recorded: June 14, 1891, Book 12, Page 343, of Deeds
In Favor Of: Unlocatable
Affects: Unlocatable
Comment: None
- Easement for road purposes
Recorded: September 24, 1895 and filed in Road Book 1, Page 188.
In Favor Of: Unlocatable
Affects: Unlocatable
Comment: None
- Easement for road purposes
Recorded: October 17, 1911, Book 203, Page 145, of Deeds
In Favor Of: The City of Fullerton
Affects: Unlocatable
Comment: None
- Easement for road and highway purposes
Recorded: November 8, 1933, Book 632, Page 214, of Official Records
In Favor Of: The City of Fullerton
Affects: The Easterly 20 feet and Northerly 60 feet of said land.
Comment: Lies within the Commonwealth Ave. public R/W (in street traveled way)
- Easement for water pipelines
Recorded: April 1, 1942, Book 1133, Page 525, of Official Records
In Favor Of: Sunny Hills Mutual Water Company
Affects: Unlocatable
Comment: None
- Easement for road purposes
Recorded: March 22, 1943, Book 1181, Page 560, of Official Records
In Favor Of: The City of Fullerton

Affects: The North 40 feet of said land.
Comment: Lies within the Commonwealth Ave. public R/W (in street traveled way)

- Easement for road, pole lines and public utilities, water pipes and appurtenant fixtures
Recorded: June 30, 1945, Book 1317, Page 227, of Official Records
Recorded: February 25, 1946, Book 1395, Page 184, of Official Records
In Favor Of: Sunny Hills Ranch, Inc., a California corporation
Affects: Portions of Basque and Commonwealth Ave.
Comment: Lies within the Basque & Commonwealth Ave. public R/W (in street traveled way), portions of easement were quitclaimed
- Easement for road purposes
Recorded: Book 1498, Page 539, of Official Records
In Favor Of: The City of Fullerton
Affects: Basque Ave.
Comment: Lies within the Basque Ave. public R/W (in street traveled way)

PLANNING

Development standards shall be as outlined in the City's RFP.

CONDITIONS OF APPROVAL

At this time, Conditions of Approval have not been provided. CVC anticipates obtaining preliminary Conditions of Approval as part of the entitlement process.

ENVIRONMENTAL

A Phase 1 Environmental Site Assessment has not been provided. CVC recommends that RC discuss potential environmental requirements with the City of Fullerton as part of the entitlement process.

GRADING & DRAINAGE

Existing Condition:

As a part of the City Yard Expansion & CNG Station improvements completed in 2013, grading and drainage facilities were designed for Phases 1 & 2 of the overall project to mitigate storm water runoff and provide storm water quality facilities. CVC was responsible for preparing the following documents:

- Precise Grading Plan
- Hydrology Study
- Water Quality Management Plan
- Erosion Control Plan

Phase 1 improvements were installed over approx. 1.2 acres of land. It is our understanding that the Phase 2 improvements, an additional 1.4 acres as originally contemplated to the west, have not been constructed to date.

For the Phase 1 & 2 improvements area, the site generally sheet flows overland in the northeasterly direction toward Commonwealth Ave. Three drywell inlets pick up the flows and treat the storm water through deep infiltration into subsurface soils. Flows that exceed the infiltration capacity of the drywells are carried in an 18" RCP storm drain main, flowing in an easterly direction, ultimately connecting to an existing 66" RCP storm drain main in Basque Ave. The 66" RCP drains in a southerly direction, approx. 500', directly outletting to the Fullerton Creek Channel, an Orange County Flood Control Facility. During the course of design, the County made it known that Fullerton Creek is undersized. In a 100-year storm event, it is anticipated that the flows will overtop Fullerton Creek and ponding may occur up to a depth of

2.5' within the adjacent BNSF Railroad R/W. As such, it was assumed in a 100-year storm event that the flows would back up in the on-site storm drain piping system and bubble out at the drywell inlets, ultimately overtopping the back of public sidewalk and reaching the Commonwealth Ave. R/W.

Prior to construction, the on-site grades were essentially flat. To accomplish the above described sheet flow in the northeasterly direction, as well as to allow for potential ponding in the BNSF Railroad R/W, retaining walls approx. 1'-2' in height were designed along the southerly PL.

The remaining westerly 2.25 acres of the undeveloped and future project site is extremely flat and doesn't appear to have a clear drainage path.

Proposed Condition:

Storm drain facilities do not exist along most of the Commonwealth Ave. project frontage. As the grade drops westerly toward the railroad crossing street underpass, minor storm drain facilities pick up street flow and direct the flows to a sump pump station. The capacity of these facilities will have to be studied closely prior to contributing any flows to them. As described above, the existing 66" RCP storm drain in Basque Ave. and associated downstream facilities are undersized and should likely be ruled out as a viable connection point.

CVC anticipates filling the southerly portion of the site and constructing retaining walls along the southerly PL to promote surface drainage northerly toward Commonwealth Ave. Based on the adjacent City Yard Improvements, CVC anticipates infiltration to be feasible for the project site, although this will have to be confirmed by the project Geotechnical Engineer. On-site storm drain detention facilities will likely have to be constructed and an on-site pump system may be utilized for drainage overflow through parkway culverts to Commonwealth Ave.

Flood Zone:

Per the Federal Emergency Management Agency (FEMA), Map No. 06059C0127J, effective December 3, 2009:

- The project site lies within Flood Zone X (Area of Minimal Flood Hazard): *"0.2% Annual Chance Flood Hazard."*

Water Quality:

The project will be subject to the latest State requirements for water quality, per the Regional Water Quality Control Board and City/County requirements. Further information from a Geotechnical Engineer will be required to determine the feasibility of infiltration, or if other water quality measures will be required to support the proposed project.

Concurrent with development of a Preliminary Grading and Drainage Plan, a Preliminary Hydrology Report should be prepared. The Preliminary Hydrology Report will determine whether detention will be required to attenuate the flow volume generated from the development.

In addition, a drainage report which includes a Water Quality Management Plan (WQMP) should be prepared to address water quality issues and identify potential Best Management Practices. During final engineering, a Storm Water Pollution Prevention Plan (SWPPP) may need to be developed to address construction-related water quality measures.

CVC recommends that the project team meet with City and County staff to discuss the grading and drainage as it relates to the current site plan, discuss potential points of connection to the existing public storm drain system and requirements related to off-site flows.

GEOTECHNICAL INVESTGATION / SOILS

Smith-Emory GeoServices was the Soils Engineer of Record for the City Yard Expansion & CNG Station Improvements. A copy of their soils report may be obtained at the City of Fullerton.

STREET IMPROVEMENTS

As a part of the City Yard Expansion & CNG Station improvements completed in 2013, public street improvements were constructed as follows:
Commonwealth Ave. – Driveway Curb Cuts, ADA Ramps, Curb & Gutter and Sidewalk
Basque Ave. - Driveway Curb Cuts, ADA Ramps, Curb & Gutter and Sidewalk

Street R/W and/or dedications were not required to support the City Yard Expansion & CNG Station.

The public street frontage along the anticipated Affordable Housing Project includes Commonwealth Ave. only. From the public back of sidewalk to the street centerline lie several public street and utility easements that will likely remain in place, unless the City requires the dedication of R/W. Additional street R/W dedications into the site (resulting in a loss of developable property), if any, are not known at this time, but seem unlikely given the current street widths and age of surrounding area. It can be anticipated that the City may require the construction of ½ width improvements including grind and overlay of AC pavement, new curb & gutter, new sidewalk and a proposed driveway entrance along the entire project frontage up to the existing raised median. Also, it appears that deceleration and acceleration lanes may be utilized at the proposed main project entrance, per the current site plan.

A traffic study may be required when Preliminary Engineering is initiated to confirm site ingress/egress locations that may impact the site plan. CVC recommends that the project team meet with City staff to discuss potential requirements for street improvements and traffic related improvements as it relates to the proposed site plan.

FIRE DEPARTMENT

The City of Fullerton Fire Department provides fire protection for the City of Fullerton. The department will provide plan check review and approval to establish fire access, water supply and fire flow requirements.

Upon initiation of Preliminary Engineering, CVC will provide a Fire Access & Hydrant Location Plan to be reviewed and approved by the Fire Department as a part of the Site Plan approval process during the Entitlement Stage of the development. CVC will also coordinate with the Fire Department to discuss specific Fire Access, Hydrant and Sprinkler criteria for the project.

DOMESTIC WATER

The City of Fullerton provides water in the project area. Per City Atlas Maps and As-Built Plans, a 12” water main exists in Commonwealth approx. 15’ north of the curb face on the project side of the street. This line provides domestic and fire service to the existing uses along the project frontage. This main line appears to be the preferred service connection point.

CVC recommends that a Will Serve Letter be requested from the City of Fullerton to confirm availability of water service to the subject site.

CVC recommends potholing to verify the depth and location of existing water mains that will be used to provide water to the site.

A Preliminary Utility Plan and Water Plan of Service Study can be prepared if required, upon authorization of Preliminary Engineering.

A hydrant flow test should be performed to measure actual pressure and flow data at specific fire hydrants within the water system. The data is used to assess the pressure and flow available for fire protection, sprinkler system design and proper sizing of domestic and fire service lines.

SANITARY SEWER

The City of Fullerton provides sewer in the site area. Per City As-Built Plans, a 12” sewer line exists in Commonwealth Ave., approx. 25’ north of the curb face on the project side of the street. This main line appears to be the preferred service connection point.

CVC recommends that a Will Serve Letter be requested from the City of Fullerton to confirm availability of sewer service to the subject site.

CVC recommends manhole dips/potholing to verify the depth and location of existing sewer mains that will be used to provide sewer to the site.

A Preliminary Utility Plan and Sewer Plan of Service Study can be prepared if required, upon authorization of Preliminary Engineering.

DRY UTILITIES

There are overhead lines running on along the north side of Commonwealth Ave. and the west side of Basque Ave. that may serve the proposed development. Streetlights serving Commonwealth Ave. are in the existing raised median.

CVC recommends that a project Dry Utility Consultant be brought on-board to provide professional opinion of development feasibility and potential challenges.

Additionally, as part any potential Final Map clearances, some cities require Dry Utility Will-Serve Letters be submitted prior to recordation and/or City Council approval of the map. The Dry Utility Consultant should prepare and provide the Will-Serve Letter requests for the Client, if possible.

OTHER RELEVANT CITY OF FULLERTON EXPERIENCE

CVC has been performing work in the City of Fullerton for 20 years. Our experience covers a wide range of Clients, project sizes and product types as follows:

Accretive Realty Providence Center Commercial Center, 5.4 AC	The Olson Company SoCo Walk E. Truslow Ave. 120 Condos, 6.1 AC
Brandywine Homes 899 Bastanchury Rd. 33 Condos, 2.9 AC	The Olson Company Liberty Walk W. Valencia Dr. 44 SFD, 3.5 AC
City Ventures Beckman Coulter Site Mixed-Use Entitlement, 44 AC	Related California Santa Fe Family Housing 336 E. Santa Fe Ave. 55 Apartments, 1 AC
City of Fullerton Puente Street Bike Trail & Bridge Improvements	

CONCLUSION

Additional engineering, mapping and planning documents may be prepared to support this project. Each additional item may be added to this summary, in an effort to compile a more complete project record. These additional documents may include:

- Preliminary Grading Plan & Drainage Plan
- Preliminary Utility Plan
- Preliminary Hydrology & Hydraulics Analysis
- Preliminary Water Plan of Service Study
- Preliminary Sewer Plan of Service Study
- Preliminary WQMP
- Fire Access & Hydrant Location Plan
- Development/Construction Cost Estimate
- Project Schedule through Construction
- Dry Utility Relocations/Improvements Encumbrance Map

We appreciate the opportunity to provide this study to you and we look forward to continuing to work with you and the project team. If you have any questions or comments, please feel free to contact us at (949) 916-3800.

Sincerely,
C&V CONSULTING, INC.


Ryan J. Bittner, PE
CEO

7F. Site Background
Due Diligence Report - Dry Utility



April 6, 2021

Joseph Baclit
Related California
18201 Von Karman Avenue, Suite 900
Irvine, CA 92612

RE: 1600 W. Commonwealth, Fullerton

Mr. Baclit,


As requested, I evaluated the proposed project located at 1600 W. Commonwealth Avenue in the city of Fullerton to identify the public dry utilities (electric, communication and gas).

The dry utility providers are Southern California Edison (SCE), AT&T, Charter (CATV) and Southern California Gas (SCG).

1. The probable point of service for SCE will be one of the poles located on the north side of Commonwealth Avenue.
2. The probable point of service for AT&T will be one of the poles located on the north side of Commonwealth Avenue.
3. The probable point of service for Charter will be one of the poles located on the north side of Commonwealth Avenue.
4. Mark out of SCG facilities in W. Commonwealth Avenue was not observed along the project frontage however it is our assumption that SCG does have a gas main based on developed adjacent properties.
5. Within the property no utilities were observed.

If you have any questions, please do not hesitate to contact me at (951) 225-1353.

Sincerely,
Southern California Utility Solutions, Inc.

By: 
Erik Agle, President

29970 Technology Dr Suite 110 Murrieta CA 92563 • T: 951.308.6008 • F: 951.308.6028
www.scusolutions.com

7G. Site Background

TCAC Site Amenity Scoring Analysis

TCAC POINT SCORING

Please refer to the Site Analysis and Site Concept drawing located in the following Architectural Drawings.

In order to be competitive in the Orange County region for 9% tax credits, the Project will need to score the full 109 points and have a competitive second tiebreaker score. The Project, is anticipated to score the full 109 points. Please see the 9% point's system summary table below from our preliminary scoring of the Project.

VI. POINTS SYSTEM - SECTION 2: POINTS SYSTEM SUMMARY			
Total Possible Points: 109, Minimum Point Threshold: 93			
Native American Apportionment: Total Possible Points: 94, Minimum Point Threshold: 80			
	APPLICANT POINTS	MAXIMUM POINTS	TOTAL POINTS
A. General Partner & Management Company Experience	10	10	10
A(1) General Partner Experience	7	7	
A(2) Management Company Experience	3	3	
B. Housing Needs	10	10	10
C. Site & Service Amenities	25	25	25
C(1) Site Amenities	17	15	
C(2) Service Amenities	10	10	
D. Lowest Income & 10% of Units Restricted @ 30% AMI	52.0	52.0	52.0
E(1) Lowest Income	50.0	50.0	
E(2) 10% of Units Restricted @ 30% AMI	2	2	
E. Readiness to Proceed	10	10	10
F. Miscellaneous Federal and State Policies	2	2	2
*Negative Points (if any, please enter amount:)		NO MAX	0
Total Points:			109.0

*Negative points given to general partners, co-developers, management agents, consultants, or any member or agent of the Development Team may remain in effect for up to two calendar years, but in no event shall be in effect for less than one funding round. Furthermore, negative points may be assigned to one or more Development Team members, but do not necessarily apply to the entire Team. Negative points assigned by the Executive Director may be appealed to the Committee under appeal procedures enumerated in the regulations.

7G. Site Background

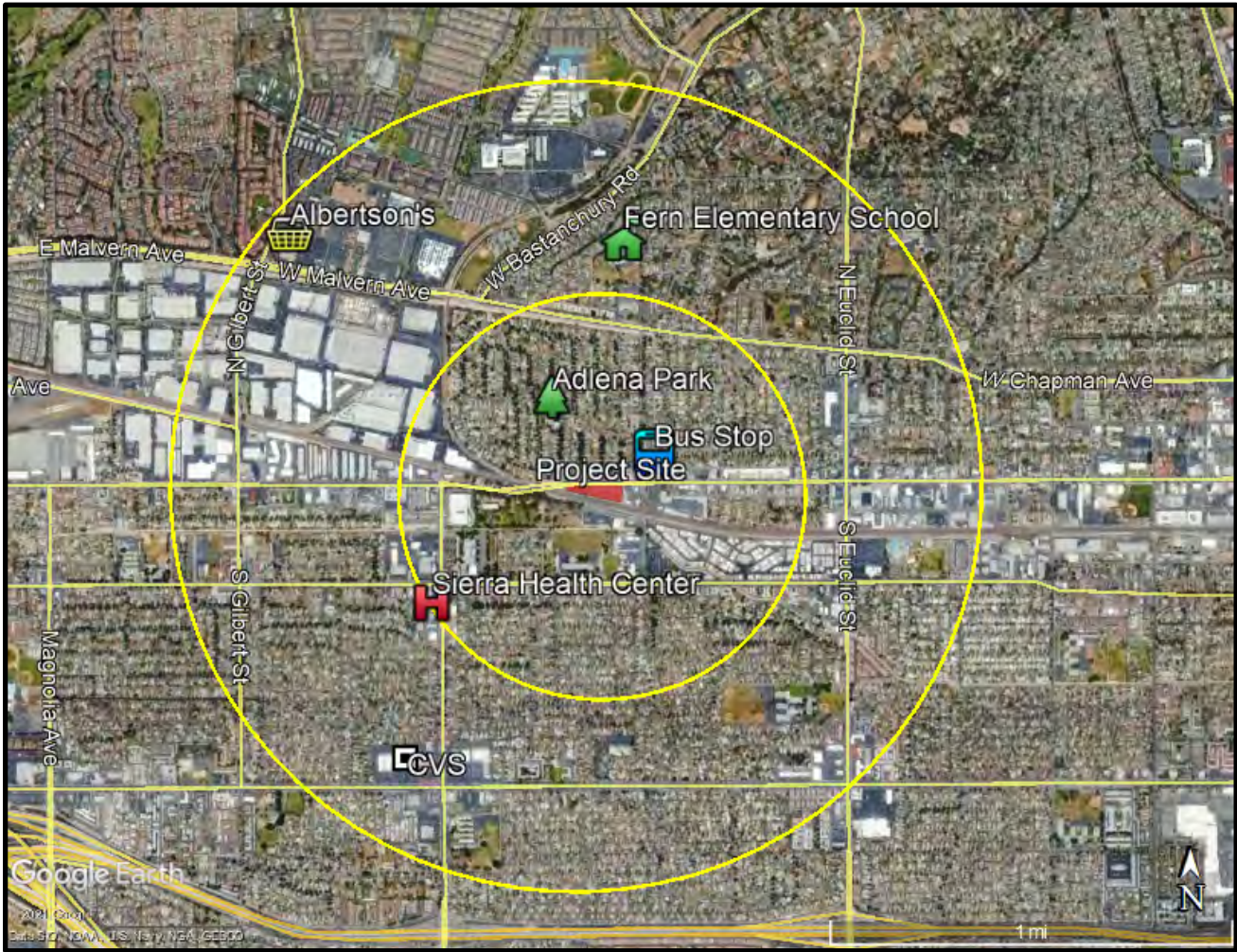
TCAC Site Amenity Scoring Analysis

TCAC SITE AMENITIES SCORING

Based on the Project's location, it will achieve the maximum 9% TCAC site amenities point score of 15.

The Project is positioned north of the 91 Freeway along Commonwealth Avenue and adjacent to the orange county Metrolink line. The Project is less than ½ mile from the Commonwealth-Basque Bus stop that runs every hour 7:09 am until 7:39 PM and runs throughout the City of Fullerton. The Sierra Health Center is less than a mile southeast of the Project; they are a medical practice with a doctor on staff Monday – Friday from 8:30am – 5:30pm. A little over ½ mile south of the Project, future residents can pick up their pharmacy needs and other household goods from CVS. Future residents can complete their grocery shopping at a full service Albertson's, which has fresh produce, a large section of fresh cut meats and specials of the week. Fern Elementary School is just walking distance from the Project. The future residents can enjoy a fun day at the Adlena Park ½mile east of the Project.

Amenities Map



TCAC Site Amenities Scoring

Transit Amenity	4
Commonwealth-Basque	0.03 Miles
Public Park	3
Adlena Park 300 N. Adlena Drive Fullerton, CA 92833	0.23 Miles
Grocery Store	3
Albertson's 2291 W Malvern Ave. Fullerton, CA 92833	1.30 Miles
Public School	3
Fern Elementary School 1400 W Fern Dr. Fullerton, CA 92833	0.55 Miles
Medical	2
Sierra Health Center 501 S Brookhurst Rd. Fullerton, CA 92833	0.61 Miles
Pharmacy	1
CVS Pharmacy 1823 W Orangethorpe Ave. Fullerton, CA 92833	0.92 Mile
Total Points	15



08

Project Design



BUILDING DESIGN

DESIGN

The building starts with a tower element to the North, a subtle but striking form signaling the start of one's activity, including a leasing center and resident serving staff. The tower element also includes a generous lobby experience at the ground floor with a grand staircase wrapped around a modern elevator.

Along Commonwealth we have lined the structured podium style building with amenity spaces as well as a modest amount of dwelling units.

This helps activate the street with pedestrian friendly encouraging activity along Commonwealth and placing eyes on the street. Behind these spaces, we have tucked the parking inside the building so it is hidden from view, secure and easily accessible. Within the garage we are accommodating visitor parking, accessible parking stalls, elevator lobbies, a secured bike room, dog washing facility and secured elevator lobbies to the upper floors.

Around the corner of the main lobby area, we have resident serving clubroom and commons spaces which takes advantage of views oriented out towards the pool area. The paseo street between the spaces both function as an outdoor amenity space as well as accommodating a fire truck apparatus if it's required.

Historically, Fullerton was not only the center of the rich farmland located within the famed Mission San Gabriel ArcAngel, it was also the center of agriculture. Famed Valencia oranges and other citrus crops flourished within the rich, fertile soil in the heart of future Orange County. Honoring our past is not just about the buildings, but also the work generated by the planted farmlands. We are bringing this time-honoring farming tradition by adding a small grove of Orange crops in the open space to highlight the past and educate residents on Fullerton's historic past successes.

CONSTRUCTION + MATERIALITY

ORIENTATION & MATERIALS

With the adjacency to the railroad tracks, this presents a few more challenges; noise and vibration. As a result, we have made a conscious decision to buffer the residents from the noise by placing a single loaded corridor in the back of the building facing the tracks.

Because this is the longest portion of the building, we have carefully crafted the elevation to be both aesthetically appealing to the rail commuters by the use of **carefully crafted details with an artwork mural on the corner.** The foundation and the parking garage at the first level will be built using concrete. This additional mass and weight helps mitigate vibration from the nearby trains. The units above will be built using traditional wood framed construction.

The residential building will use the latest building technology to ensure a lasting building which will stand the test of time. The primary building materials on the outside will include concrete plaster with carefully adornments which compliments the classic architectural style.

Strategically placed stone elements, 1 story roof elements with simulated clay tile, metal accent railings, wood shutters and decorative lighting fixtures keep the building within it's historic context.

Large window openings, with appropriate STC ratings, are oriented into private courtyards allowing the residents to take advantage of natural light while keeping the units energy efficient. In addition, the residential units will have high quality interior finishes with LED lighting, low flow water fixtures and top quality kitchen cabinets and energy star appliances.



SECURITY

The design for 1600 W. Commonwealth Ave. seamlessly integrates the housing into the neighborhood and provides an enhanced level of security. Parking access is through one single gated and secured entry, which will prevent unauthorized vehicles from entering the apartment building and avoids open/unsecured parking areas. The main residential entry off of Commonwealth will be visually supervised by on site property management who will have a direct view of the lobby. The ground floor frontage along Commonwealth is a combination of active uses (office space for management and social services, fitness studio) and residential units, who can provide natural surveillance any unwanted activity that may occur. The club room and laundry room are situated so that residents in these areas can also provide natural surveillance over the outdoor gathering spaces.

Access control is provided through attractive fencing along the open portions of the site, and the building itself is secured from the street by minimizing public access points. Residents will be able to access the building and parking through a key card entry system. In addition, security cameras and high quality lighting throughout the community will provide additional opportunities for management to ensure no unauthorized visitors will access the property. Related Management will, through ongoing maintenance of both the building and landscaped areas, discourage graffiti and promote pride and sense of place. Related Management will also ensure that resident balconies are utilized properly, and not for storage.

The high quality nature of the design and amenities will provide a sense of place, a home that residents and neighbors can be proud of, and will provide an additional level of security for the neighborhood above the vacant property that currently exists



HEALTHY BUILDINGS = HEALTHY RESIDENTS

HEALTH DESIGN INITIATIVES

TCA Architects has been on the forefront of creating Healthy Design Initiatives, and our vision starts with these concepts in mind; incorporating open stairs, wide corridors, recessed entries at the units, small outdoor gathering areas, a circular looped walking trail, and swimming pool. Beyond the pool area, we have an expansive landscaped open park to encourage outdoor active use as well as a meandering path that connects residents to the outdoor community garden and also doubles as a Par Course. This project is rich with opportunities in the pursuit of health, and our team intends on perusing a Fitwel certification to ensure our residents have every opportunity to practice health and fitness in a positive way.



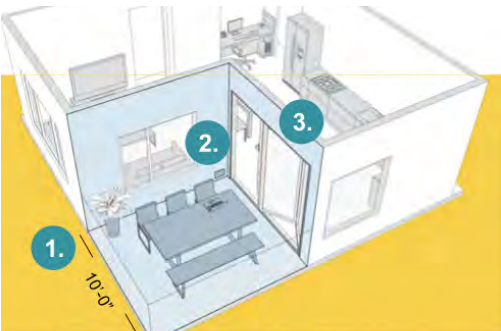
Wider corridors with offset residential entries enhance families privacy and creates distance between residential arrivals and departures.

Enlarged private balconies create outdoor living areas and access to clean air and natural light.

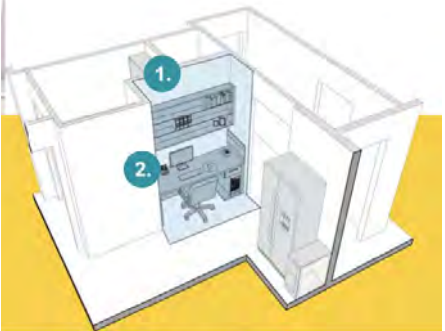
Integrated workspace for work and school within a unit helps create personal private space increased productivity.



- 1. INSET UNIT ENTRY
- 2. OFF-SET UNIT ENTRY
- 3. SANITIZER STATION
- 4. 7'-0" MIN. CORRIDOR

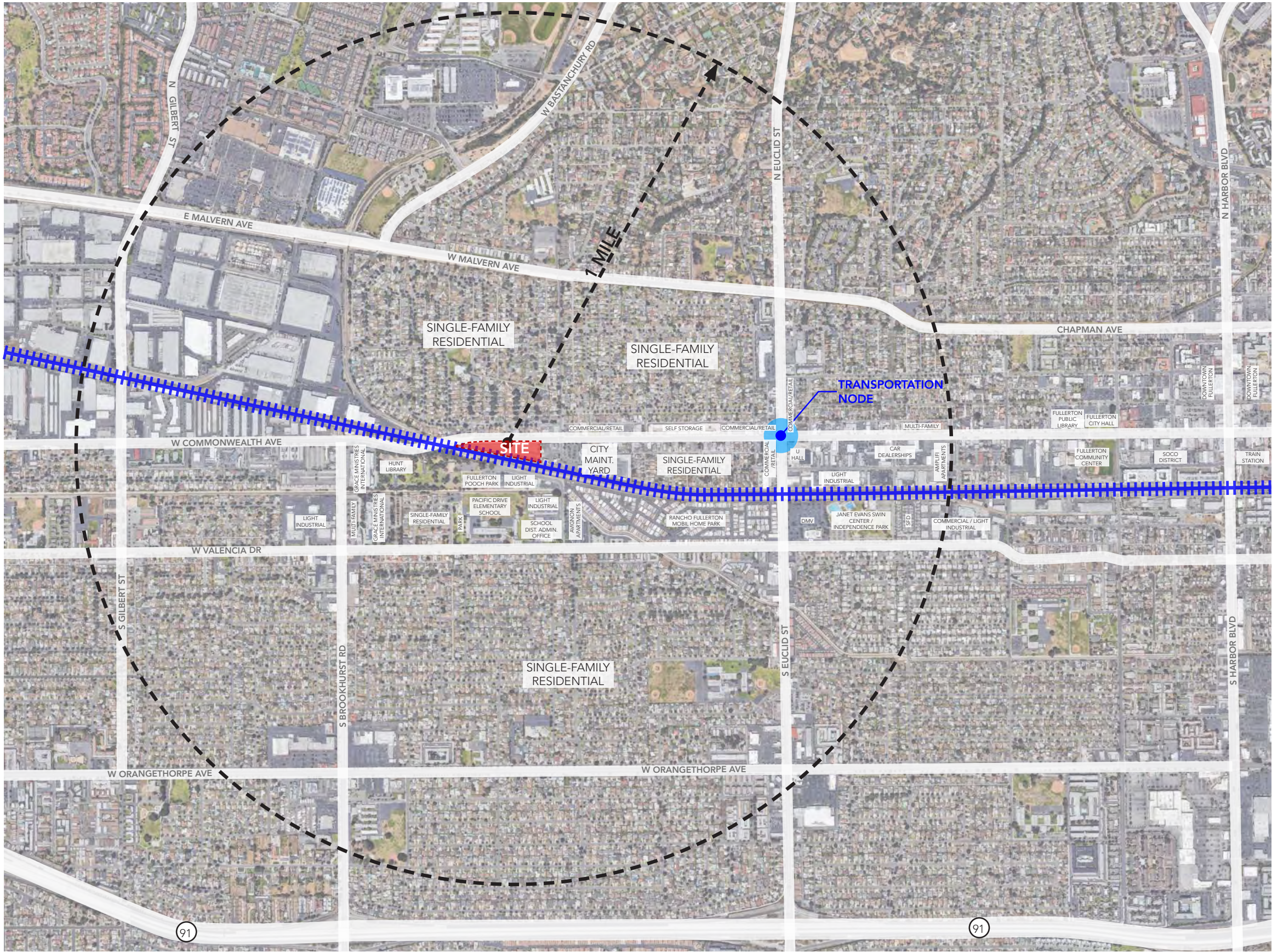


- 1. LARGER BALCONY / OUTDOOR ROOM
- 2. ETHERNET / POWER OUTLET
- 3. WINDOW WALL



- 1. INTEGRATED WORKSPACE
- 2. ETHERNET / POWER OUTLET

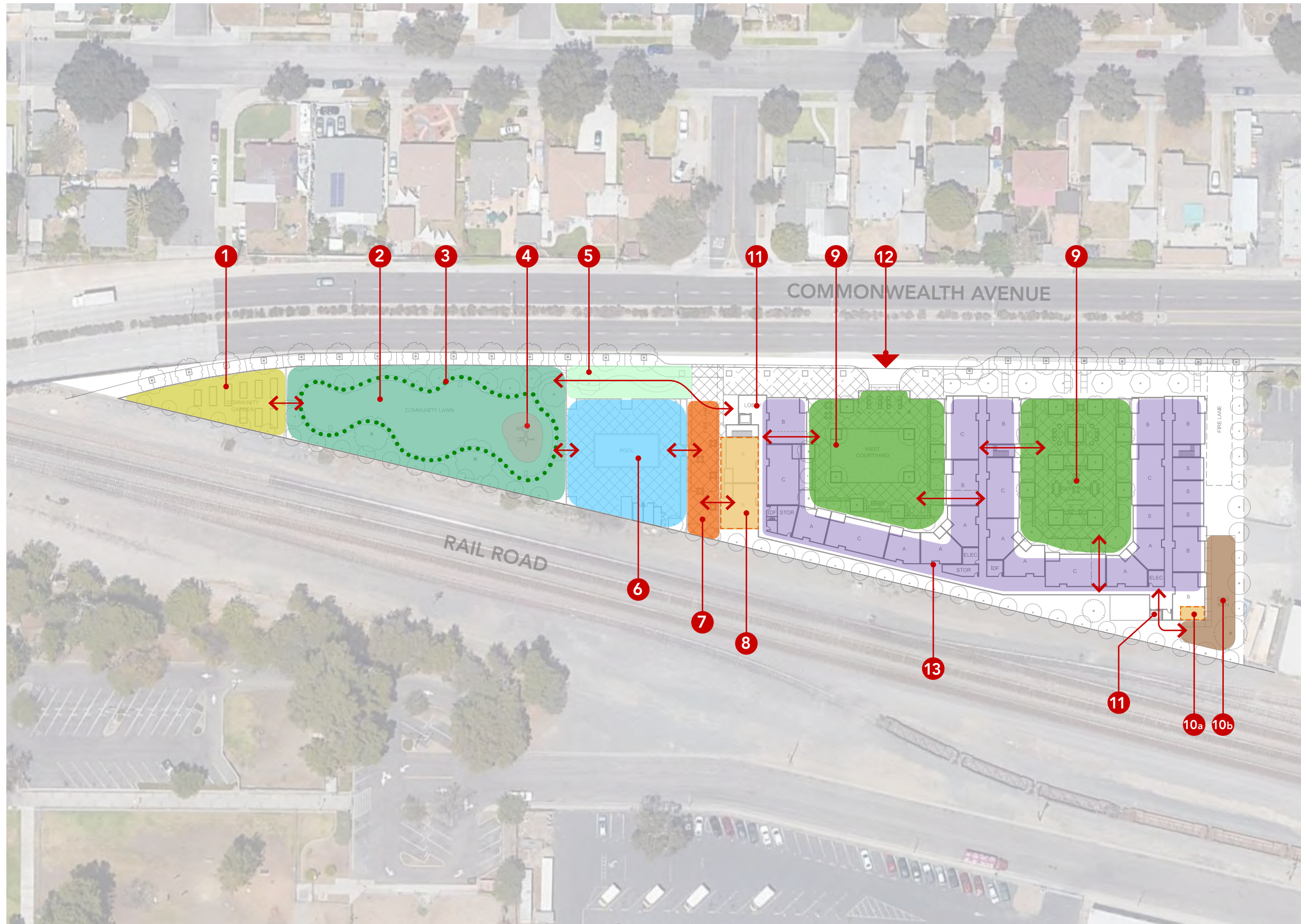




1600 W COMMONWEALTH
FULLERTON, CA
TCA # 2021-052



RFP
APRIAL 12, 2021



LEGEND

- 1** COMMUNITY GARDEN
- 2** COMMUNITY LAWN
 - SHARED SPACE
 - WALKING PATH / PAR COURSE
 - ACTIVE RECREATION USE
 - ORANGE GROVE / EDIBLE LANDSCAPE
- 3** FITNESS PATH
- 4** CHILD PLAY EQUIPMENT
- 5** PASSIVE OPEN SPACE
- 6** RESIDENT POOL
- 7** OUTDOOR PLAZA
- 8** RESIDENT AMENITIES
- 9** PRIVATE COURTYARDS AT 2ND FLOOR PODIUM LEVEL
 - PASSIVE AND SEMI-ACTIVE USES
 - CONTROLLED RESIDENT VIEWS
- 10a** DOG WASH
- 10b** DOG RUN
- 11** ELEVATOR SERVED ACCESS
- 12** VEHICULAR ENTRY
- 13** SOLAR PANELS ON ROOF
- ↔** PEDESTRIAN CONNECTION

1600 W COMMONWEALTH

FULLERTON, CA
TCA # 2021-052



RELATED

RFP
APRIL 12, 2021



SITE DIAGRAM



1600 W COMMONWEALTH
 FULLERTON, CA
 TCA # 2021-052



RFP
 APRIL 12, 2021



SITE PLAN / GROUND LEVEL PLAN



1600 W COMMONWEALTH
 FULLERTON, CA
 TCA # 2021-052



RFP
 APRIL 12, 2021



2ND LEVEL PODIUM PLAN
 (3RD FLOOR BUILDING PLAN SIMILAR)



1600 W COMMONWEALTH
FULLERTON, CA
TCA # 2021-052



RFP
APRIAL 12, 2021

NORTHWEST AERIAL PERSPECTIVE



NORTH ELEVATION



SOUTH ELEVATION



1600 W COMMONWEALTH
 FULLERTON, CA
 TCA # 2021-052



RFP
 APRIL 12, 2021



FRONT AND REAR ELEVATIONS



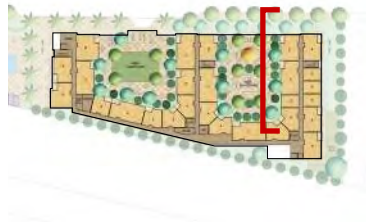
WEST ELEVATION



EAST ELEVATION



EAST COURTYARD ELEVATION 1
(WEST COURTYARD SIMILAR)



EAST COURTYARD ELEVATION 2
(WEST COURTYARD SIMILAR)



EAST COURTYARD ELEVATION 3
(WEST COURTYARD SIMILAR)





1600 W COMMONWEALTH
 FULLERTON, CA
 TCA # 2021-052



RFP
 APRIL 12, 2021

NORTHEAST AERIAL PERSPECTIVE



1600 W COMMONWEALTH
 FULLERTON, CA
 TCA # 2021-052



RFP
 APRIL 12, 2021

NORTHWEST PERSPECTIVE FROM COMMONWEALTH



1600 W COMMONWEALTH
 FULLERTON, CA
 TCA # 2021-052



RFP
 APRIL 12, 2021

NORTHEAST PERSPECTIVE FROM COMMONWEALTH





1600 W COMMONWEALTH
 FULLERTON, CA
 TCA # 2021-052



RFP
 APRIL 12, 2021

WEST COURTYARD PERSPECTIVE





1600 W COMMONWEALTH
 FULLERTON, CA
 TCA # 2021-052



RFP
 APRIL 12, 2021

POOL COURT PERSPECTIVE





1600 W COMMONWEALTH
 FULLERTON, CA
 TCA # 2021-052



RFP
 APRIL 12, 2021

SOUTHWEST PERSPECTIVE FROM TRAIN TRACKS



CLICK [HERE](#) TO
WATCH OUR FLY
THROUGH!

1600 W COMMONWEALTH
FULLERTON, CA
TCA # 2021-052



RELATED

RFP
APRIAL 12, 2021

SOUTHEAST PERSPECTIVE FROM TRAIN TRACKS



09

Economic Plan/
Proforma

PROFORMA NARRATIVE

Related is excited to present its proposed financial strategy for the development of affordable housing at 1600 W Commonwealth Avenue (the “Site”). As one of the most experienced affordable housing developers in California, Related is widely considered to be one of the foremost experts when it comes to affordable housing financing.

For this development, Related analyzed various financing scenarios under different design concepts. Ultimately, Related selected, and is recommending, a podium design concept which is the most conducive to the current site constraints. With the design in place, Related is recommending one financial scenario (outlined below) as it only requires the City to contribute the land but is open to other financing structures (e.g., 4% + MHP funds, etc). In this scenario, **all funds expended by the City for this project (including the value of the land) would be reimbursed through repayment of the City’s Note via the project’s annual cash flow.** As you review our proposal, please keep in mind that all aspects of our response are flexible and negotiable and that we welcome the opportunity to discuss how to best satisfy Fullerton’s housing needs to achieve the best possible outcome.

To maximize the leveraging potential, Related will apply for the following gap financing sources:

- 1) The Orange County Housing Authority’s (OCHA) Permanent Supportive Housing Program (PSH) for an allocation of eight (8) permanent supportive vouchers* and a corresponding residual receipt loan correlated to eight (8) studio units*.
- 2) The Orange County Housing Finance Trust (OCHFT) for a residual receipt loan correlated to eight (8) units* at 30% AMI.
- 3) The Federal Home Loan Bank of San Francisco’s Affordable Housing Program (AHP) funds based on 54 affordable units (manager’s unit excluded).
- 4) The California Tax Credit Allocation Committee (TCAC) for 9% Tax Credits and corresponding eligible State Tax Credits.

**Please note, eight units were selected as the basis for the OCHA and OCHFT applications to avoid prevailing wage requirements.*

Lastly, at this time Related is not recommending an application submission to the Department of Housing and Community Development (HCD) and the Strategic Growth Council’s (SGC) Affordable Housing and Sustainable Communities Program (AHSC). Based on our analysis of the current AHSC regulations, 1600 W Commonwealth would not be competitive within the Southern California Association of Governments (SCAG) region. This position is supported by an opinion provided Kevin Rodin of Community Development Resource Group who is an industry expert on the AHSC program (CD-RG opinion letter attached hereto). Additionally, while we feel our proposal represents the most likely and achievable funding source scenario, Related is open to other financing structures (e.g., 4% + Multifamily Housing Program (MHP), No Place Like Home (NPLH), etc) that we can also pursue if the City would like to explore alternate populations.

FINANCING ASSUMPTIONS

Pre-Development Expenses: Related will cover all pre-development expenses including Related’s overhead and all third-party costs.

Guaranties: Related will provide all required financial guaranties from its parent entity, The Related Companies, L.P., the largest privately held real estate company in the nation. Such Guaranties will include, but are not necessarily limited to a(n): Completion Guaranty; Repurchase Guaranty; Operating Deficit Guaranty; Credit Deficit Guaranty; Environmental Indemnity; and a Compliance Agreement Guaranty.

Interest Rates & Fees: All scenarios have been modeled assuming current construction and permanent loan rates and terms. Debt and Equity commitment letters can be obtained, if requested. A 3.75% construction and 4.00% permanent rates is assumed.

DSCR: We are currently underwriting at a 1.15 debt service coverage ratio (DSCR) which satisfies the underwriting requirements of TCAC. Depending on the scenario and the funding sources, the DSCR may vary.

Land Cost and Proceeds: Project underwriting currently assumes Related will form a limited partnership entity to acquire the Site from the City. The purchase price will be based on the full appraised value of the land after the required general plan amendment zone change. This forecasted value is currently estimated at \$5,880,000 as evidenced by a Restricted Appraisal prepared by Aaron Gardner Appraiser, Inc. (included within this response package). Our financial model assumes the City will issue a Seller carryback loan for an amount equal to the purchase price, which will be structured as a residual receipts loan bearing interest currently underwritten at the long term monthly Applicable Federal Rate (AFR) and payable from net cash flow.

Alternatively, should the City prefer to retain fee ownership of the site, Related would enter into a long-term ground lease with the City in which the City would receive a one-time capitalized ground lease payment based on the full appraised value of the land, estimated at \$5,880,000. The City would then issue a carryback loan in the amount of \$5,880,000, which would be structured as a residual receipts loan bearing interest and payable from net cash flow. Were the ground lease alternate selected, Related would need to re-evaluate underwriting assumptions to ensure the True-Debt Test could be passed at the year 55 mark through either a ground lease extension or a refinance.

Construction Cost Estimates & Period: The all-in hard cost estimate for the proposed 55-unit podium design product is currently at roughly \$23.4MM assuming today’s costs. Based on the site constraints and proposed staging process, it is assumed it will take seventeen (17) months to construct. Construction and schedule estimates were prepared by RD Olson Construction based on similar recently completed and under construction podium type products within their portfolio. These budget and schedule estimates were then vetted independently by two of Related’s trusted Construction Managers.

True Debt Test: After a 55-year period, should there be remaining debt on the project, Related sees two viable options to demonstrate that all outstanding debts can be paid off:

- Refinance the Project at 55 years; or
- Extend the City’s Residual Receipts Loan term to 99-years.

Of the two options, refinancing the Project after 55 years is the most viable and advantageous option for the City.

TAX CREDIT ASSUMPTIONS

High-Cost Area: The project site is not located in a 2021 small Difficult Development Area (DDA) nor a Qualified Census Tract (QCT). Therefore, we are not able to assume the 130% high-cost area adjustment. To make up for this shortfall, Related is electing to assume acceptance of state tax credits (eligible to projects not within DDAs and QCTs).

TCAC/HCD Opportunity Area: The project site is located in a Moderate Resource Census Tract and is therefore not eligible for an additional TCAC Tiebreaker boost (only Highest and High Resource Census Tracts are eligible).

Threshold Basis Limits: Project underwriting assumes the ability to claim two Threshold Basis Boosts: 1) a ten percent (10%) boost due to the proposed design servicing more than 95% of the upper floor units by an elevator; and 2) a seven percent (7%) boost due to it being a new construction project with parking located below the residential units.

Tax Credit Pricing: Pricing is based on current market trends and assumes equity will competitively bid out to numerous funding institutions. Based on similar projects within the Orange County region, Related is assuming \$0.92 federal tax credit pricing and \$0.73 state tax credit pricing.

TCAC Tie Breaker: Related is underwriting to a 39.01% tiebreaker. Please see the Past Tiebreakers & History section within this submission for a detailed explanation as to why Related feels 39.01% will be competitive and will lead to a winning application within the Orange County Region.

Tax Credit Regional Apportionment:
The total amount of tax credits allocated for the Orange County Region varies from year to year. If selected, Related will continue to monitor the request level relative to the annual apportionment to ensure the project stays within the allowable limit.

DEVELOPMENT COST ASSUMPTIONS

Hard Costs: Hard costs were estimated by RD Olson Construction Inc. (RDO), who Related has contracted with on numerous projects over the years and was the General Contractor on the Citrea project in Fullerton. RDO based pricing on similar concrete podium products in the greater southern California area that they have either recently completed, are currently under construction, or that they are currently competitively bidding.

Offsite Improvements: Related has retained a dry utility consultant and civil engineer to perform a preliminary level of due diligence on the project site. All utilities, wet and dry, were located in close proximity to the site off Commonwealth Avenue to access these utilizes and cover any conditions of approval imposed by the City, such as the construction of street lights, etc. Related is preliminarily estimating \$250,000 for offsite work.

Fees and Permits: Based on our experience developing and constructing the Citrea project located roughly 1.5 miles east of the project site, City fees and permits are currently estimated at roughly \$26,000 per unit. This was calculated by taking total fees and permits paid on Citrea at Construction Completion and applying a 3.00% annual escalator over a period of time from Citrea’s construction completion to the proposed project’s financial closing date; 3 years.

Developer Fee: The Developer Fee is calculated based on the TCAC maximum.

INCOME AND OPERATING ASSUMPTIONS

Operating Expense Budget: Operating expenses mirror what is currently being expended at the Citrea project located just 1.5 miles east of the project site. Considering Citrea is identical in unit count to the proposed project at 55-units and is managed by Related Management Company (our affiliate) who we are proposing to manage this project, we feel this is an ideal comparable. The only differences between the two developments is that the proposed project assumes 1) a pool maintenance fee and 2) a more robust social service budget to support after school programs and supportive services for eight (8) permanent supportive households.

Affordability: 100% of project units (excluding the manager’s unit) will be available to families at or below 60% of the area median income (“AMI”) to help meet the City’s Regional Housing Needs Allocation requirements. The proposed affordability mix scores the full 52 points within the “Lowest Income” section the 9% TCAC application. Should the City require deeper levels of affordability Related is open to adjusting project underwriting to help the City achieve their compliance goals.

Rents: Project rents are derived from TCAC Rents, effective 4/1/2020. Rents are subject to underwriting requirements based on sources of funds for the Project.

Utility Allowances: The assumed utility allowance for future households was derived from the Orange County Housing Authority’s utility allowance table, effective December 1, 2020.

Laundry Income: Common area laundry facilities will be conveniently located on site. Project underwriting assumes \$6 per unit, per month, in laundry revenue.

Residential Vacancy: Vacancy has been underwritten at 5%.

Social Service Provider: Related’s proposed social service provider is Life Skills Training and Educational Programs, Inc. (LifeSTEPS). LifeSTEPS is a highly-regarded service provider in the affordable housing industry and is currently partnered with Related on numerous projects within its portfolio. Underwriting on this project assumes a combined social service budget of \$69,600 per year which is split into two broad sections: 1) \$38,400 to cover social services provided to all project residents, which includes after school programs for families and 2) \$31,200 to provide a heightened level of services to the eight (8) proposed permanent supportive households.

Replacement Reserves and Operating Deficit Reserve: Replacement Reserves have been assumed at \$300 per unit, per year, in compliance with TCAC minimum requirements. Project underwriting also includes a capitalized Operating Deficit Reserve shown as “Other Costs/Reserves,” which is sized based on 3 months of operating expenses plus debt service.

Cash Flow Split: In compliance with OCHFT funding regulations, project cash flow is currently shown as being split 50/50 between payments to residual receipt loans and Related. Of the 50% going towards residual receipt loans, a pro-rata split between the City of Fullerton, OCHA and the OCHFT based on residual receipt loan amount is assumed (breakdown below):

▪ City of Fullerton	41.8%
▪ OCHA	2.7%
▪ OCHFT	5.5%
	50.0%

Amortization: It is assumed the City’s Acquisition Loan will amortize over a 55-year period.

Depreciation: Project depreciation is not displayed in the project’s annual cash flow as it is a non-cash entry that is factored into the tax credit pricing.

Income and Expense Increases: Income and expense escalators are assumed at 3%/3% per year.

SOURCES OF GAP FINANCING

Federal Home Loan Bank of San Francisco - Affordable Housing Program (AHP) Funds: Related will apply for AHP funds in an amount up to \$10,000 per restricted unit (the maximum per unit a project can request in order to score maximum points). At 54 affordable units (manager’s unit excluded), this will yield a funding request of \$540,000. Please note that AHP Funds are subject to a competitive allocation process.

OCHA - PSH Program Vouchers and Residual Receipts Loan: Related will apply to the OCHA’s PSH Program for an allocation of eight (8) PSH Vouchers and a corresponding residual receipt loan correlated of eight (8) studio units. The 8 PSH Vouchers will provide rental overhang income which is estimated be able to support a permanent tranche B loan in the amount of \$692,000. Separately the OCHA loan for eight studio units will yield \$388,800.

OCHFT - Residual Receipts Loan: Related will apply to the OCHFT for a Residual Receipts loan associated with eight Non-MHSA units at 30% AMI. Per the 2021 OCHFT NOFA, the proposed mix will be five (5) studio units, one (1) 2-bedroom unit, and two (2) 3-bedroom units yielding an estimated \$780,000 Residual Receipts Loan.

City of Fullerton – Seller Carryback Residual Receipts Loan: Our financial model assumes the City will issue a Seller carryback loan for the amount of the purchase price, currently estimated at \$5,880,000, which will be structured as a residual receipts loan bearing interest and payable from net cash flow.

City of Fullerton – LEAP Funding: It is our understanding that the City of Fullerton has secured a LEAP funding grant which will defray a portion of costs associated with the CEQA analysis. Related is structuring this as an additional component of the City’s Residual Receipts Loan to help the City recoup the costs expended as well as bolster the TCAC tie-breaker score.

Related’s commitment to apply for an AHP Grant, the OCHA’s PSH Program and the OCHFT’s program demonstrates Related’s capacity to leverage City Subsidy to obtain the additional Gap financing needed to put forth a competitive 9% Tax Credit Application to fully fund the proposed affordable housing project.

PROJECT SUMMARY

Fullerton Family Housing Two (FFH2) - Preliminary Proforma
Related California

Project Data		Basis Calculations		
Project Type	Large Family	Total Eligible Basis		\$31,407,629
County	Orange	Adjusted Threshold Basis Limit		\$25,338,786
Total Units	55			
Parking Spaces	98			
Land Area	2.25 Acres			
Net Residential Area	43,825 SF			
Construction Months	17 Months			
Operating Economic Assumptions		Permanent Sources	Amount	Debt Service
Residential Vacancy Rate	5.0%	Tax Credit Equity	25,963,726	n/a
Retail Vacancy Rate	0.0%	Permanent Financing	4,720,000	259,351
Income Inflator	3.0%	OCHA - PBS8 Tranche B Loan	692,000	62,469
Expense Inflator	3.0%	OCHA - PSH Loan	388,800	n/a
Property Tax Inflator	2.0%	OCHFT - RR Loan	780,000	n/a
Replacement Reserve Inflator	3.0%	City of Fullerton - Acquisition Loan	5,880,000	n/a
CPI	3.0%	FHL AHP	540,000	n/a
		City of Fullerton - LEAP Funding	100,000	n/a
		Total	\$39,064,526	\$321,820
Stabilized Cash Flow		Sources and Uses		
Gross Scheduled Rent		Total Permanent Sources		\$39,064,526
PBV Overhang		Total Development Cost		39,064,526
Laundry Income		Over/(Under)		\$0
Other Income				
Vacancy & Collection	@ 5.00%			
Retail Income				
Retail Vacancy	@ 0.00%			
Effective Gross Income				
Operating Expenses				
Net Operating Income				

UNIT DISTRIBUTION

Fullerton Family Housing Two (FFH2) - Preliminary Proforma
Related California

Number Of Units	Income Category	Source	SF	Gross Rent	Utility Allowance	Net Rent	Net Rent Per SqFt	Monthly Rent	Annual Rent	Unit %	Total Square Footage
Studio											
8	30%	TCAC	475	\$672	\$64	\$608	\$1.28	\$4,864	\$58,368	15%	3,800
8											
1 Bedroom											
4	45%	TCAC	625	\$1,081	\$74	\$1,007	\$1.61	\$4,028	\$48,336	7%	2,500
5	50%	TCAC	625	\$1,201	\$74	\$1,127	\$1.80	\$5,635	\$67,620	9%	3,125
8	60%	TCAC	625	\$1,441	\$74	\$1,367	\$2.19	\$10,936	\$131,232	15%	5,000
17											
2 Bedrooms											
1	30%	TCAC	875	\$864	\$103	\$761	\$0.87	\$761	\$9,132	2%	875
1	45%	TCAC	875	\$1,297	\$103	\$1,194	\$1.36	\$1,194	\$14,328	2%	875
4	50%	TCAC	875	\$1,441	\$103	\$1,338	\$1.53	\$5,352	\$64,224	7%	3,500
9	60%	TCAC	875	\$1,729	\$103	\$1,626	\$1.86	\$14,634	\$175,608	16%	7,875
1	Manager		875	\$0	\$0	0	n/a	\$0	\$0	2%	875
16											
3 Bedrooms											
2	30%	TCAC	1,100	\$999	\$133	\$866	\$0.79	\$1,732	\$20,784	4%	2,200
2	45%	TCAC	1,100	\$1,499	\$133	\$1,366	\$1.24	\$2,732	\$32,784	4%	2,200
5	50%	TCAC	1,100	\$1,665	\$133	\$1,532	\$1.39	\$7,660	\$91,920	9%	5,500
5	60%	TCAC	1,100	\$1,998	\$133	\$1,865	\$1.70	\$9,325	\$111,900	9%	5,500
14											
Unit Distribution Summary											
Summary				Income		Units	Total %	Unit Size		Units	Total %
Total SF			43,825	30% TC		11	20%	Studio		8	15%
Avg. Unit SF			797	35% TC		0	0%	1 Bedroom		17	31%
Monthly Rent			\$68,853	40% TC		0	0%	2 Bedrooms		16	29%
Annual Rent			\$826,236	45% TC		7	13%	3 Bedrooms		14	25%
Avg. Rent (excl. manager's)			\$1,275	50% TC		14	26%	4 Bedrooms		0	0%
Avg. Rent PSF (excl. manager's)			\$1.60	60% TC		22	41%	Total		55	100%
Bedrooms			99	Market		0	0%				
				Subtotal		54	100%				
				Manager		1					
				Total		55					

ANNUAL OPERATING EXPENSE BUDGET

Fullerton Family Housing Two (FFH2) - Preliminary Proforma
Related California

	Project Budget (55 units)
RENTING	
Misc. Renting	\$ 6,210
TOTAL RENTING	\$ 6,210
ADMINISTRATION	
Office	\$ 3,654
Legal	\$ 713
Audit	\$ 16,300
Telephone/Computer	\$ 20,800
Misc. Administrative	\$ 2,450
TOTAL ADMINISTRATION	\$ 43,918
MANAGEMENT FEE	
Contract Management	\$ 51,912
TOTAL MANAGEMENT	\$ 51,912
OPERATING	
Electricity	\$ 21,173
Water	\$ 13,717
Sewer	\$ 17,779
Exterminating	\$ 1,440
Rubbish Removal	\$ 25,231
Misc. Operating	\$ 8,855
TOTAL OPERATING	\$ 88,195
MAINTENANCE	
Security	\$ 12,000
Grounds	\$ 5,652
Repairs	\$ 10,825
Misc. Maintenance	\$ 14,709
TOTAL MAINTENANCE	\$ 43,185
SALARIES AND BENEFITS	
Office Salaries	\$ 50,419
Maintenance Salaries	\$ 42,316
Payroll Taxes and Benefits	\$ 47,559
TOTAL SALARIES AND BENEFITS	\$ 140,294
TAXES AND INSURANCE	
Insurance	\$ 31,155
TOTAL TAXES AND INSURANCE	\$ 31,155
RESERVES AND OTHER EXPENSES	
Replacement Reserves	\$ 16,500
City Monitoring Fee	\$ 2,750
County/OCHFT Monitoring Fee	\$ 1,280
Social Programs	\$ 69,600
TOTAL RESERVES AND OTHER COSTS	\$ 90,130
TOTAL OPERATING EXPENSES	\$ 494,999

DEVELOPMENT COSTS & ELIGIBLE BASIS DETERMINATION

Fullerton Family Housing Two (FFH2) - Preliminary Proforma
Related California

	55 units Budget	TCAC % Eligible	TCAC Eligible Basis
ACQUISITION COSTS			
Land Acquisition Cost	\$5,880,000	0%	0
Acquisition Closing Costs	\$15,000	0%	0
TOTAL ACQUISITION COSTS	5,895,000		0
PROFESSIONAL FEES			
Architecture & Engineering	1,297,200	100%	1,297,200
Other Professional / Consulting	345,500	100%	345,500
TOTAL PROFESSIONAL FEES	1,642,700		1,642,700
FEES AND PERMITS			
City/County Fees and Permits	1,411,487	100%	1,411,487
Utility Fees/Costs	19,372	100%	19,372
TOTAL FEES AND PERMITS	1,430,859		1,430,859
CONSTRUCTION COSTS			
Residential Structures	20,266,094	100%	20,266,094
General Conditions	1,621,288	100%	1,621,288
Contractor Overhead	656,621	100%	656,621
Contractor Profit	656,621	100%	656,621
Contractor Insurance	232,006	100%	232,006
Construction Contingency	1,171,632	100%	1,171,632
Construction Management Fee	206,000	100%	206,000
TOTAL CONSTRUCTION COSTS	24,810,263		24,810,263
FINANCING COSTS			
Gap Loan Costs	55,000	0%	0
Construction Loan Costs	203,000	8%	16,834
Construction Loan Fees	271,000	8%	22,473
Construction Period Interest	771,000	100%	771,000
Post-Construction Interest	295,000	0%	0
Permanent Loan Costs	25,000	0%	0
Permanent Loan Fees	8,000	0%	0
TCAC Fees	115,000	0%	0
Misc. Finance Costs	25,000	0%	0
TOTAL FINANCING COSTS	1,768,000		810,307
OTHER COSTS			
Furnishings, Fixtures & Equipment	216,000	100%	216,000
Marketing Costs	349,000	0%	0
Legal Fees	240,000	30%	72,000
Property Taxes	30,000	75%	22,500
Soft Cost Contingency	100,000	100%	100,000
Accounting / Audit / Insurance	178,000	58%	103,000
Developer fees - new construction	2,200,000	100%	2,200,000
Other Costs / Reserves	204,705	0%	0
TOTAL OTHER COSTS	3,517,705		2,713,500
TOTAL DEV COSTS/ TOTAL ELIGIBLE BASIS	\$39,064,526		\$31,407,629
TOTAL BASIS REDUCTION (Amount over Adjusted Threshold Basis Limit or Voluntary Exclusion)			(6,606,938)
TOTAL REQUESTED UNADJUSTED ELIGIBLE BASIS			24,800,691
High Cost Area Adjustment			100%
TOTAL ADJUSTED ELIGIBLE BASIS			24,800,691
Applicable Fraction			100%
TOTAL QUALIFIED BASIS			24,800,691
Total Credit Reduction	0%		0
TOTAL ADJUSTED QUALIFIED BASIS			24,800,691

TAX CREDIT CALCULATION

Fullerton Family Housing Two (FFH2) - Preliminary Proforma
Related California

Total Project Cost	\$39,064,526
Total Permanent Sources	(13,100,800)
Funding Shortfall	\$25,963,726
Total Qualified Basis	\$24,800,691
Annual Federal Credits - Calculated	\$2,232,062
Annual Federal Credits - Awarded	\$2,500,000
Total Federal Credits (10 Years)	\$22,320,622
Federal Tax Credit Investor Equity	\$20,532,918
Total Requested Unadjusted Basis	\$24,800,691
Total 4 -Year State Credits - Calculated	\$7,440,207
Total 4 -Year State Credits - Awarded	\$0
State Tax Credit Investor Equity	\$5,430,808
Calculated Acquisition Basis	\$0
Available Acquisition Basis	\$0
Annual Acquisition Credits - Calculated	\$0
Annual Acquisition Credits - Awarded	\$0
Total Acquisition Credits (10 Years)	\$0
Acquisition Tax Credit Investor Equity	\$0
Total Tax Credit Investor Equity (Federal + State+ Acquisition)	\$25,963,726

Threshold Basis Limits	Percentage Boc 4 & 9% Limits	Units	Limit	Total
1 Bedroom		25	322,315	8,057,875
2 Bedrooms		16	388,800	6,220,800
3 Bedrooms		14	497,664	6,967,296
		55		21,245,971
Special Features Threshold Basis Limit Increases				
10% Increase: 95% of the project's upper floor units are serviced by an elevator				2,124,597
20% Increase: State or Federal Prevailing Wage Requirement				0
7% Increase: New Construction with Parking beneath Residential Units				1,487,218
2% Increase: Day Care Center				0
2% Increase: Special Needs Populations				0
Total Percentage Increase to Unadjusted Eligible Basis (Combined not to exceed 39%)				3,611,815
10% Increase: Energy Efficiency/Resource Conservation/Indoor Air Quality				0
Seismic Upgrading or Environmental Mitigation (15% unadj. eligible basis max.)				0
Development Impact Fees				481,000
Bond Deals				
1% Increase: Every 1% of the project's units between 35% and 50% AMI				0
2% Increase: Every 1% of the project's units at or below 35% AMI				0
Adjusted Threshold Basis Limit				\$25,338,786
Total Eligible Basis				\$31,407,629
Over /(Under) Basis Limit				\$6,068,843

SOURCES AND USES OF FUNDS

Fullerton Family Housing Two (FFH2) - Preliminary Proforma
Related California

Construction Sources and Uses

Construction Sources		
Tax Credit Equity	3,894,559	15% of tax credit equity
Construction Loan	27,082,763	
OCHFT - RR Loan	780,000	
City of Fullerton - Acquisition Loan	5,880,000	
City of Fullerton - LEAP Funding	100,000	
Deferred Developer Fee	1,100,000	
Operating Deficit Reserve	204,205	
TCAC Monitoring Fee	23,000	
Total Construction Sources	39,064,526	
Construction Uses		
Total Development Cost	39,064,526	
Amount Over/(Under)	0	

Permanent Sources and Uses

Sources		
Tax Credit Equity	25,963,726	
Permanent Financing	4,720,000	
OCHA - PBS8 Tranche B Loan	692,000	
OCHA - PSH Loan	388,800	
OCHFT - RR Loan	780,000	
City of Fullerton - Acquisition Loan	5,880,000	
FHL AHP	540,000	
City of Fullerton - LEAP Funding	100,000	
Total Permanent Sources	39,064,526	
Uses		
Total Development Cost	39,064,526	
Amount Over/(Under)	0	

FVH - 55 YEAR CASH FLOW ANALYSIS
TCAC STABILIZED CASH FLOW ANALYSIS

Fullerton Family Housing Two (FFH2) - Preliminary Proforma
Related California

Year	1	2	3	4	5	6	7	8	9	10	11
INCOME											
Gross Rental Income	826,236	851,023	876,554	902,850	929,936	957,834	986,569	1,016,166	1,046,651	1,078,051	1,110,392
PBV Overhang	80,544	82,960	85,449	88,013	90,653	93,373	96,174	99,059	102,031	105,092	108,244
Laundry Income	3,960	4,079	4,201	4,327	4,457	4,591	4,728	4,870	5,016	5,167	5,322
Vacancy @ 5.0%	(45,537)	(46,903)	(48,310)	(49,760)	(51,252)	(52,790)	(54,374)	(56,005)	(57,685)	(59,415)	(61,198)
EFFECTIVE GROSS INCOME	865,203	891,159	917,894	945,431	973,794	1,003,007	1,033,098	1,064,091	1,096,013	1,128,894	1,162,760
EXPENSES											
Administrative	(43,918)	(45,236)	(46,593)	(47,990)	(49,430)	(50,913)	(52,440)	(54,014)	(55,634)	(57,303)	(59,022)
Management Fee	(51,912)	(53,470)	(55,074)	(56,726)	(58,428)	(60,180)	(61,986)	(63,845)	(65,761)	(67,734)	(69,766)
Operating	(88,195)	(90,841)	(93,566)	(96,373)	(99,264)	(102,242)	(105,309)	(108,468)	(111,722)	(115,074)	(118,526)
Maintenance	(43,185)	(44,481)	(45,815)	(47,190)	(48,605)	(50,063)	(51,565)	(53,112)	(54,706)	(56,347)	(58,037)
Salaries	(140,294)	(144,503)	(148,838)	(153,303)	(157,902)	(162,639)	(167,519)	(172,544)	(177,720)	(183,052)	(188,544)
Insurance	(31,155)	(32,089)	(33,052)	(34,043)	(35,065)	(36,117)	(37,200)	(38,316)	(39,466)	(40,650)	(41,869)
Renting	(6,210)	(6,397)	(6,588)	(6,786)	(6,990)	(7,199)	(7,415)	(7,638)	(7,867)	(8,103)	(8,346)
Social Programs	(69,600)	(71,688)	(73,839)	(76,054)	(78,335)	(80,685)	(83,106)	(85,599)	(88,167)	(90,812)	(93,537)
City Monitoring Fees	(2,750)	(2,750)	(2,833)	(2,833)	(2,833)	(2,917)	(2,917)	(2,917)	(3,005)	(3,005)	(3,005)
OCHA & OCHFT Monitoring Fees	(1,280)	(1,318)	(1,358)	(1,399)	(1,441)	(1,484)	(1,528)	(1,574)	(1,621)	(1,670)	(1,720)
Replacement Reserves	(16,500)	(16,995)	(17,505)	(18,030)	(18,571)	(19,128)	(19,702)	(20,293)	(20,902)	(21,529)	(22,175)
TOTAL OPERATING EXPENSES	(494,999)	(509,767)	(525,060)	(540,726)	(556,863)	(573,569)	(590,689)	(608,322)	(626,571)	(645,278)	(664,547)
NET OPERATING INCOME	370,204	381,393	392,834	404,704	416,930	429,438	442,409	455,769	469,442	483,615	498,214
DEBT SERVICE											
Permanent Financing	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)
OCHA - PBS8 Tranche B Loan	(62,469)	(62,469)	(62,469)	(62,469)	(62,469)	(62,469)	(62,469)	(62,469)	(62,469)	(62,469)	(62,469)
Cash Flow After Debt Service	48,384	59,572	71,014	82,884	95,110	107,618	120,589	133,948	147,622	161,795	176,394
ASSET MANAGEMENT FEES											
SLP Fee	(5,000)	(5,150)	(5,305)	(5,464)	(5,628)	(5,796)	(5,970)	(6,149)	(6,334)	(6,524)	(6,720)
Partnership Administration Fee	(20,000)	(20,600)	(21,218)	(21,855)	(22,510)	(23,185)	(23,881)	(24,597)	(25,335)	(26,095)	(26,878)
Cash Flow After Fees	23,384	33,822	44,491	55,566	66,972	78,636	90,737	103,202	115,952	129,176	142,796
RESIDUAL RECEIPTS LOANS											
OCHA - PSH Loan											
Beginning Loan Balance	388,800	399,828	410,572	421,027	431,179	441,022	450,548	459,744	468,602	477,113	485,264
Accrued Interest at 3.00%	11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,664
Cash Flow Payment	(636)	(920)	(1,210)	(1,511)	(1,821)	(2,138)	(2,467)	(2,806)	(3,153)	(3,513)	(3,883)
Ending Loan Balance	399,828	410,572	421,027	431,179	441,022	450,548	459,744	468,602	477,113	485,264	493,045
OCHFT - RR Loan											
Beginning Loan Balance	780,000	802,124	823,679	844,652	865,021	884,767	903,877	922,327	940,097	957,171	973,524
Accrued Interest at 3.00%	23,400	23,400	23,400	23,400	23,400	23,400	23,400	23,400	23,400	23,400	23,400
Cash Flow Payment	(1,276)	(1,845)	(2,427)	(3,031)	(3,654)	(4,290)	(4,950)	(5,630)	(6,326)	(7,047)	(7,790)
Ending Loan Balance	802,124	823,679	844,652	865,021	884,767	903,877	922,327	940,097	957,171	973,524	989,134
City of Fullerton - Acquisition Loan											
Beginning Loan Balance	5,880,000	5,986,644	6,088,922	6,186,737	6,279,920	6,368,333	6,451,867	6,530,340	6,603,600	6,671,527	6,733,923
Accrued Interest at 1.98%	116,424	116,424	116,424	116,424	116,424	116,424	116,424	116,424	116,424	116,424	116,424
Cash Flow Payment	(9,780)	(14,146)	(18,609)	(23,241)	(28,011)	(32,890)	(37,951)	(43,164)	(48,497)	(54,028)	(59,725)
Ending Loan Balance	5,986,644	6,088,922	6,186,737	6,279,920	6,368,333	6,451,867	6,530,340	6,603,600	6,671,527	6,733,923	6,790,622
City of Fullerton - LEAP Funding											
Beginning Loan Balance	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Accrued Interest at 0.00%	0	0	0	0	0	0	0	0	0	0	0
Cash Flow Payment	0	0	0	0	0	0	0	0	0	0	0
Ending Loan Balance	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
FHL AHP											
Beginning Loan Balance	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000
Accrued Interest at 0.00%	0	0	0	0	0	0	0	0	0	0	0
Cash Flow Payment	0	0	0	0	0	0	0	0	0	0	0
Ending Loan Balance	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000

FVH - 55 YEAR CASH FLOW ANALYSIS
TCAC STABILIZED CASH FLOW ANALYSIS

Fullerton Family Housing Two (FFH2) - Preliminary 1
Related California

	Year	12	13	14	15	16	17	18	19	20	21	22
INCOME												
Gross Rental Income		1,143,704	1,178,015	1,213,355	1,249,756	1,287,249	1,325,866	1,365,642	1,406,611	1,448,810	1,492,274	1,537,042
PBV Overhang		111,492	114,836	118,282	121,830	125,485	129,249	133,127	137,121	141,234	145,471	149,836
Laundry Income		5,482	5,646	5,815	5,990	6,170	6,355	6,545	6,742	6,944	7,152	7,367
Vacancy @ 5.0%		(63,034)	(64,925)	(66,873)	(68,879)	(70,945)	(73,074)	(75,266)	(77,524)	(79,849)	(82,245)	(84,712)
EFFECTIVE GROSS INCOME		1,197,643	1,233,573	1,270,580	1,308,697	1,347,958	1,388,397	1,430,049	1,472,950	1,517,139	1,562,653	1,609,532
EXPENSES												
Administrative		(60,793)	(62,617)	(64,495)	(66,430)	(68,423)	(70,475)	(72,590)	(74,767)	(77,010)	(79,321)	(81,700)
Management Fee		(71,859)	(74,014)	(76,235)	(78,522)	(80,877)	(83,304)	(85,803)	(88,377)	(91,028)	(93,759)	(96,572)
Operating		(122,082)	(125,745)	(129,517)	(133,402)	(137,405)	(141,527)	(145,772)	(150,146)	(154,650)	(159,289)	(164,068)
Maintenance		(59,778)	(61,572)	(63,419)	(65,321)	(67,281)	(69,300)	(71,379)	(73,520)	(75,725)	(77,997)	(80,337)
Salaries		(194,200)	(200,026)	(206,027)	(212,208)	(218,574)	(225,131)	(231,885)	(238,841)	(246,007)	(253,387)	(260,989)
Insurance		(43,125)	(44,419)	(45,752)	(47,124)	(48,538)	(49,994)	(51,494)	(53,039)	(54,630)	(56,269)	(57,957)
Renting		(8,596)	(8,854)	(9,120)	(9,393)	(9,675)	(9,966)	(10,265)	(10,572)	(10,890)	(11,216)	(11,553)
Social Programs		(96,343)	(99,233)	(102,210)	(105,276)	(108,435)	(111,688)	(115,038)	(118,489)	(122,044)	(125,705)	(129,477)
City Monitoring Fees		(3,095)	(3,095)	(3,095)	(3,188)	(3,188)	(3,188)	(3,284)	(3,284)	(3,284)	(3,382)	(3,382)
OCHA & OCHFT Monitoring Fees		(1,772)	(1,825)	(1,880)	(1,936)	(1,994)	(2,054)	(2,116)	(2,179)	(2,244)	(2,312)	(2,381)
Replacement Reserves		(22,840)	(23,525)	(24,231)	(24,958)	(25,706)	(26,478)	(27,272)	(28,090)	(28,933)	(29,801)	(30,695)
TOTAL OPERATING EXPENSES		(684,483)	(704,925)	(725,979)	(747,759)	(770,096)	(793,103)	(816,896)	(841,305)	(866,445)	(892,439)	(919,110)
NET OPERATING INCOME		513,160	528,648	544,600	560,938	577,862	595,294	613,152	631,646	650,693	670,214	690,422
DEBT SERVICE												
Permanent Financing		(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)
OCHA - PBS8 Tranche B Loan		(62,469)	(62,469)	(62,469)	(62,469)							
Cash Flow After Debt Service		191,340	206,828	222,780	239,118	318,511	335,942	353,801	372,294	391,342	410,863	431,071
ASSET MANAGEMENT FEES												
SLP Fee		(6,921)	(7,129)	(7,343)	(7,563)	(7,790)	(8,024)	(8,264)	(8,512)	(8,768)	(9,031)	(9,301)
Partnership Administration Fee		(27,685)	(28,515)	(29,371)	(30,252)	(31,159)	(32,094)	(33,057)	(34,049)	(35,070)	(36,122)	(37,206)
Cash Flow After Fees		156,734	171,184	186,067	201,303	279,562	295,825	312,480	329,734	347,505	365,710	384,564
RESIDUAL RECEIPTS LOANS												
OCHA - PSH Loan												
Beginning Loan Balance		493,045	500,447	507,456	514,060	520,250	524,312	527,931	531,098	533,795	536,010	537,729
Accrued Interest at 3.00%		11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,664
Cash Flow Payment		(4,262)	(4,655)	(5,060)	(5,474)	(7,602)	(8,044)	(8,497)	(8,967)	(9,450)	(9,945)	(10,458)
Ending Loan Balance		500,447	507,456	514,060	520,250	524,312	527,931	531,098	533,795	536,010	537,729	538,935
OCHFT - RR Loan												
Beginning Loan Balance		989,134	1,003,983	1,018,044	1,031,293	1,043,711	1,051,860	1,059,121	1,065,474	1,070,886	1,075,328	1,078,777
Accrued Interest at 3.00%		23,400	23,400	23,400	23,400	23,400	23,400	23,400	23,400	23,400	23,400	23,400
Cash Flow Payment		(8,551)	(9,339)	(10,151)	(10,982)	(15,251)	(16,139)	(17,047)	(17,988)	(18,958)	(19,951)	(20,980)
Ending Loan Balance		1,003,983	1,018,044	1,031,293	1,043,711	1,051,860	1,059,121	1,065,474	1,070,886	1,075,328	1,078,777	1,081,197
City of Fullerton - Acquisition Loan												
Beginning Loan Balance		6,790,622	6,841,492	6,886,318	6,924,919	6,957,148	6,956,644	6,949,339	6,935,068	6,913,580	6,884,659	6,848,124
Accrued Interest at 1.98%		116,424	116,424	116,424	116,424	116,424	116,424	116,424	116,424	116,424	116,424	116,424
Cash Flow Payment		(65,554)	(71,598)	(77,823)	(84,195)	(116,927)	(123,729)	(130,695)	(137,912)	(145,344)	(152,959)	(160,844)
Ending Loan Balance		6,841,492	6,886,318	6,924,919	6,957,148	6,956,644	6,949,339	6,935,068	6,913,580	6,884,659	6,848,124	6,803,704
City of Fullerton - LEAP Funding												
Beginning Loan Balance		100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Accrued Interest at 0.00%		0	0	0	0	0	0	0	0	0	0	0
Cash Flow Payment		0	0	0	0	0	0	0	0	0	0	0
Ending Loan Balance		100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
FHL AHP												
Beginning Loan Balance		540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000
Accrued Interest at 0.00%		0	0	0	0	0	0	0	0	0	0	0
Cash Flow Payment		0	0	0	0	0	0	0	0	0	0	0
Ending Loan Balance		540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000

FVH - 55 YEAR CASH FLOW ANALYSIS
TCAC STABILIZED CASH FLOW ANALYSIS

Fullerton Family Housing Two (FFH2) - Preliminary 1
Related California

	Year	23	24	25	26	27	28	29	30	31	32	33
INCOME												
Gross Rental Income		1,583,154	1,630,648	1,679,568	1,729,955	1,781,853	1,835,309	1,890,368	1,947,079	2,005,492	2,065,656	2,127,626
PBV Overhang		154,331	158,961	163,729	168,641	173,700	178,912	184,279	189,807	195,501	201,366	207,407
Laundry Income		7,588	7,815	8,050	8,291	8,540	8,796	9,060	9,332	9,612	9,900	10,197
Vacancy @ 5.0%		(87,254)	(89,871)	(92,567)	(95,344)	(98,205)	(101,151)	(104,185)	(107,311)	(110,530)	(113,846)	(117,262)
EFFECTIVE GROSS INCOME		1,657,818	1,707,553	1,758,780	1,811,543	1,865,889	1,921,866	1,979,522	2,038,908	2,100,075	2,163,077	2,227,969
EXPENSES												
Administrative		(84,151)	(86,676)	(89,276)	(91,955)	(94,713)	(97,555)	(100,481)	(103,496)	(106,600)	(109,799)	(113,092)
Management Fee		(99,469)	(102,453)	(105,527)	(108,693)	(111,953)	(115,312)	(118,771)	(122,334)	(126,004)	(129,785)	(133,678)
Operating		(168,990)	(174,060)	(179,282)	(184,660)	(190,200)	(195,906)	(201,783)	(207,837)	(214,072)	(220,494)	(227,109)
Maintenance		(82,747)	(85,230)	(87,787)	(90,420)	(93,133)	(95,927)	(98,805)	(101,769)	(104,822)	(107,966)	(111,205)
Salaries		(268,818)	(276,883)	(285,189)	(293,745)	(302,557)	(311,634)	(320,983)	(330,612)	(340,531)	(350,747)	(361,269)
Insurance		(59,695)	(61,486)	(63,331)	(65,231)	(67,188)	(69,203)	(71,279)	(73,418)	(75,620)	(77,889)	(80,226)
Renting		(11,899)	(12,256)	(12,624)	(13,003)	(13,393)	(13,795)	(14,208)	(14,635)	(15,074)	(15,526)	(15,992)
Social Programs		(133,361)	(137,362)	(141,482)	(145,727)	(150,099)	(154,602)	(159,240)	(164,017)	(168,937)	(174,006)	(179,226)
City Monitoring Fees		(3,382)	(3,484)	(3,484)	(3,484)	(3,588)	(3,588)	(3,588)	(3,696)	(3,696)	(3,696)	(3,807)
OCHA & OCHFT Monitoring Fees		(2,453)	(2,526)	(2,602)	(2,680)	(2,760)	(2,843)	(2,929)	(3,016)	(3,107)	(3,200)	(3,296)
Replacement Reserves		(31,616)	(32,564)	(33,541)	(34,547)	(35,584)	(36,651)	(37,751)	(38,883)	(40,050)	(41,251)	(42,489)
TOTAL OPERATING EXPENSES		(946,582)	(974,980)	(1,004,125)	(1,034,144)	(1,065,168)	(1,097,016)	(1,129,818)	(1,163,713)	(1,198,513)	(1,234,358)	(1,271,389)
NET OPERATING INCOME		711,236	732,573	754,655	777,399	800,721	824,850	849,704	875,195	901,561	928,719	956,581
DEBT SERVICE												
Permanent Financing		(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)	(259,351)
OCHA - PBS8 Tranche B Loan												
Cash Flow After Debt Service		451,885	473,222	495,304	518,048	541,370	565,499	590,352	615,844	642,210	669,368	697,230
ASSET MANAGEMENT FEES												
SLP Fee		(9,581)	(9,868)	(10,164)	(10,469)	(10,783)	(11,106)	(11,440)	(11,783)	(12,136)	(12,500)	(12,875)
Partnership Administration Fee		(38,322)	(39,472)	(40,656)	(41,876)	(43,132)	(44,426)	(45,759)	(47,131)	(48,545)	(50,002)	(51,502)
Cash Flow After Fees		403,982	423,882	444,484	465,704	487,455	509,967	533,154	556,929	581,529	606,866	632,852
RESIDUAL RECEIPTS LOANS												
OCHA - PSH Loan												
Beginning Loan Balance		538,935	539,613	539,751	539,327	538,327	536,736	534,532	531,698	528,217	524,067	519,229
Accrued Interest at 3.00%		11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,664
Cash Flow Payment		(10,986)	(11,527)	(12,087)	(12,664)	(13,256)	(13,868)	(14,498)	(15,145)	(15,814)	(16,503)	(17,209)
Ending Loan Balance		539,613	539,751	539,327	538,327	536,736	534,532	531,698	528,217	524,067	519,229	513,683
OCHFT - RR Loan												
Beginning Loan Balance		1,081,197	1,082,558	1,082,833	1,081,984	1,079,978	1,076,785	1,072,364	1,066,678	1,059,695	1,051,370	1,041,662
Accrued Interest at 3.00%		23,400	23,400	23,400	23,400	23,400	23,400	23,400	23,400	23,400	23,400	23,400
Cash Flow Payment		(22,039)	(23,125)	(24,249)	(25,406)	(26,593)	(27,821)	(29,086)	(30,383)	(31,725)	(33,107)	(34,525)
Ending Loan Balance		1,082,558	1,082,833	1,081,984	1,079,978	1,076,785	1,072,364	1,066,678	1,059,695	1,051,370	1,041,662	1,030,537
City of Fullerton - Acquisition Loan												
Beginning Loan Balance		6,803,704	6,751,161	6,690,296	6,620,813	6,542,456	6,455,001	6,358,130	6,251,561	6,135,048	6,008,247	5,870,848
Accrued Interest at 1.98%		116,424	116,424	116,424	116,424	116,424	116,424	116,424	116,424	116,424	116,424	116,243
Cash Flow Payment		(168,966)	(177,290)	(185,906)	(194,781)	(203,879)	(213,295)	(222,993)	(232,937)	(243,226)	(253,823)	(264,692)
Ending Loan Balance		6,751,161	6,690,296	6,620,813	6,542,456	6,455,001	6,358,130	6,251,561	6,135,048	6,008,247	5,870,848	5,722,399
City of Fullerton - LEAP Funding												
Beginning Loan Balance		100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Accrued Interest at 0.00%		0	0	0	0	0	0	0	0	0	0	0
Cash Flow Payment		0	0	0	0	0	0	0	0	0	0	0
Ending Loan Balance		100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
FHL AHP												
Beginning Loan Balance		540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000
Accrued Interest at 0.00%		0	0	0	0	0	0	0	0	0	0	0
Cash Flow Payment		0	0	0	0	0	0	0	0	0	0	0
Ending Loan Balance		540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000

FVH - 55 YEAR CASH FLOW ANALYSIS
TCAC STABILIZED CASH FLOW ANALYSIS

Fullerton Family Housing Two (FFH2) - Preliminary I
Related California

	Year	34	35	36	37	38	39	40	41	42	43	44
INCOME												
Gross Rental Income		2,191,455	2,257,199	2,324,914	2,394,662	2,466,502	2,540,497	2,616,712	2,695,213	2,776,069	2,859,352	2,945,132
PBV Overhang		213,630	220,039	226,640	233,439	240,442	247,655	255,085	262,738	270,620	278,738	287,100
Laundry Income		10,503	10,818	11,143	11,477	11,821	12,176	12,541	12,918	13,305	13,704	14,115
Vacancy @ 5.0%		(120,779)	(124,403)	(128,135)	(131,979)	(135,938)	(140,016)	(144,217)	(148,543)	(153,000)	(157,590)	(162,317)
EFFECTIVE GROSS INCOME		2,294,808	2,363,653	2,434,562	2,507,599	2,582,827	2,660,312	2,740,121	2,822,325	2,906,995	2,994,204	3,084,031
EXPENSES												
Administrative		(116,485)	(119,980)	(123,579)	(127,287)	(131,105)	(135,038)	(139,089)	(143,262)	(147,560)	(151,987)	(156,546)
Management Fee		(137,689)	(141,819)	(146,074)	(150,456)	(154,970)	(159,619)	(164,407)	(169,339)	(174,420)	(179,652)	(185,042)
Operating		(233,922)	(240,940)	(248,168)	(255,613)	(263,281)	(271,180)	(279,315)	(287,695)	(296,325)	(305,215)	(314,372)
Maintenance		(114,542)	(117,978)	(121,517)	(125,163)	(128,918)	(132,785)	(136,769)	(140,872)	(145,098)	(149,451)	(153,934)
Salaries		(372,107)	(383,270)	(394,769)	(406,612)	(418,810)	(431,374)	(444,315)	(457,645)	(471,374)	(485,515)	(500,081)
Insurance		(82,632)	(85,111)	(87,665)	(90,295)	(93,003)	(95,794)	(98,667)	(101,627)	(104,676)	(107,817)	(111,051)
Renting		(16,472)	(16,966)	(17,475)	(17,999)	(18,539)	(19,095)	(19,668)	(20,258)	(20,866)	(21,492)	(22,136)
Social Programs		(184,603)	(190,141)	(195,845)	(201,720)	(207,772)	(214,005)	(220,425)	(227,038)	(233,849)	(240,864)	(248,090)
City Monitoring Fees		(3,807)	(3,807)	(3,921)	(3,921)	(3,921)	(4,038)	(4,038)	(4,038)	(4,160)	(4,160)	(4,160)
OCHA & OCHFT Monitoring Fees		(3,395)	(3,497)	(3,602)	(3,710)	(3,821)	(3,936)	(4,054)	(4,175)	(4,301)	(4,430)	(4,563)
Replacement Reserves		(43,764)	(45,076)	(46,429)	(47,822)	(49,256)	(50,734)	(52,256)	(53,824)	(55,438)	(57,101)	(58,815)
TOTAL OPERATING EXPENSES		(1,309,416)	(1,348,584)	(1,389,042)	(1,430,596)	(1,473,396)	(1,517,598)	(1,563,004)	(1,609,773)	(1,658,067)	(1,707,684)	(1,758,790)
NET OPERATING INCOME		985,392	1,015,068	1,045,520	1,077,004	1,109,431	1,142,714	1,177,117	1,212,551	1,248,928	1,286,521	1,325,241
DEBT SERVICE												
Permanent Financing		(259,351)	(259,351)	0	0	0	0	0	0	0	0	0
OCHA - PBS8 Tranche B Loan												
Cash Flow After Debt Service		726,041	755,717	1,045,520	1,077,004	1,109,431	1,142,714	1,177,117	1,212,551	1,248,928	1,286,521	1,325,241
ASSET MANAGEMENT FEES												
SLP Fee		(13,262)	(13,660)	(14,069)	(14,491)	(14,926)	(15,374)	(15,835)	(16,310)	(16,799)	(17,303)	(17,823)
Partnership Administration Fee		(53,047)	(54,638)	(56,277)	(57,966)	(59,705)	(61,496)	(63,341)	(65,241)	(67,198)	(69,214)	(71,290)
Cash Flow After Fees		659,733	687,419	975,174	1,004,547	1,034,801	1,065,845	1,097,941	1,131,000	1,164,931	1,200,003	1,236,128
RESIDUAL RECEIPTS LOANS												
OCHA - PSH Loan												
Beginning Loan Balance		513,683	507,407	500,378	485,523	469,870	453,395	436,075	417,882	398,790	378,776	357,507
Accrued Interest at 3.00%		11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,664	11,363	11,363	10,725
Cash Flow Payment		(17,940)	(18,693)	(26,518)	(27,317)	(28,140)	(28,984)	(29,857)	(30,756)	(31,678)	(32,632)	(33,614)
Ending Loan Balance		507,407	500,378	485,523	469,870	453,395	436,075	417,882	398,790	378,776	357,507	334,618
OCHFT - RR Loan												
Beginning Loan Balance		1,030,537	1,017,946	1,003,844	974,044	942,641	909,588	874,841	838,344	800,042	759,890	717,221
Accrued Interest at 3.00%		23,400	23,400	23,400	23,400	23,400	23,400	23,400	23,400	22,797	22,797	21,517
Cash Flow Payment		(35,991)	(37,502)	(53,200)	(54,803)	(56,453)	(58,147)	(59,898)	(61,701)	(63,552)	(65,466)	(67,436)
Ending Loan Balance		1,017,946	1,003,844	974,044	942,641	909,588	874,841	838,344	800,042	759,890	717,221	671,301
City of Fullerton - Acquisition Loan												
Beginning Loan Balance		5,722,399	5,559,768	5,382,337	5,081,039	4,761,490	4,422,960	4,064,743	3,686,008	3,285,948	2,863,775	2,418,574
Accrued Interest at 1.98%		113,303	110,083	106,570	100,605	94,277	87,575	80,482	72,983	65,062	56,703	47,888
Cash Flow Payment		(275,935)	(287,515)	(407,868)	(420,154)	(432,807)	(445,792)	(459,216)	(473,043)	(487,235)	(501,904)	(517,013)
Ending Loan Balance		5,559,768	5,382,337	5,081,039	4,761,490	4,422,960	4,064,743	3,686,008	3,285,948	2,863,775	2,418,574	1,949,449
City of Fullerton - LEAP Funding												
Beginning Loan Balance		100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Accrued Interest at 0.00%		0	0	0	0	0	0	0	0	0	0	0
Cash Flow Payment		0	0	0	0	0	0	0	0	0	0	0
Ending Loan Balance		100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
FHL AHP												
Beginning Loan Balance		540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000
Accrued Interest at 0.00%		0	0	0	0	0	0	0	0	0	0	0
Cash Flow Payment		0	0	0	0	0	0	0	0	0	0	0
Ending Loan Balance		540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000	540,000

FVH - 55 YEAR CASH FLOW ANALYSIS
TCAC STABILIZED CASH FLOW ANALYSIS

Fullerton Family Housing Two (FFH2) - Preliminary I
Related California

	Year	45	46	47	48	49	50	51	52	53	54	55
INCOME												
Gross Rental Income		3,033,486	3,124,491	3,218,225	3,314,772	3,414,215	3,516,642	3,622,141	3,730,805	3,842,729	3,958,011	4,076,752
PBV Overhang		295,713	304,585	313,722	323,134	332,828	342,813	353,097	363,690	374,601	385,839	397,414
Laundry Income		14,539	14,975	15,424	15,887	16,364	16,855	17,360	17,881	18,418	18,970	19,539
Vacancy @ 5.0%		(167,187)	(172,203)	(177,369)	(182,690)	(188,170)	(193,815)	(199,630)	(205,619)	(211,787)	(218,141)	(224,685)
EFFECTIVE GROSS INCOME		3,176,552	3,271,848	3,370,004	3,471,104	3,575,237	3,682,494	3,792,969	3,906,758	4,023,960	4,144,679	4,269,020
EXPENSES												
Administrative		(161,243)	(166,080)	(171,062)	(176,194)	(181,480)	(186,925)	(192,532)	(198,308)	(204,258)	(210,385)	(216,697)
Management Fee		(190,593)	(196,311)	(202,200)	(208,266)	(214,514)	(220,950)	(227,578)	(234,405)	(241,438)	(248,681)	(256,141)
Operating		(323,803)	(333,517)	(343,522)	(353,828)	(364,443)	(375,376)	(386,637)	(398,237)	(410,184)	(422,489)	(435,164)
Maintenance		(158,552)	(163,309)	(168,208)	(173,254)	(178,452)	(183,806)	(189,320)	(194,999)	(200,849)	(206,875)	(213,081)
Salaries		(515,083)	(530,536)	(546,452)	(562,846)	(579,731)	(597,123)	(615,037)	(633,488)	(652,492)	(672,067)	(692,229)
Insurance		(114,383)	(117,814)	(121,348)	(124,989)	(128,739)	(132,601)	(136,579)	(140,676)	(144,896)	(149,243)	(153,721)
Renting		(22,800)	(23,484)	(24,189)	(24,915)	(25,662)	(26,432)	(27,225)	(28,042)	(28,883)	(29,749)	(30,642)
Social Programs		(255,533)	(263,199)	(271,095)	(279,228)	(287,605)	(296,233)	(305,120)	(314,273)	(323,702)	(333,413)	(343,415)
City Monitoring Fees		(4,284)	(4,284)	(4,284)	(4,413)	(4,413)	(4,413)	(4,545)	(4,545)	(4,545)	(4,682)	(4,682)
OCHA & OCHFT Monitoring Fees		(4,699)	(4,840)	(4,986)	(5,135)	(5,289)	(5,448)	(5,611)	(5,780)	(5,953)	(6,132)	(6,316)
Replacement Reserves		(60,579)	(62,396)	(64,268)	(66,196)	(68,182)	(70,228)	(72,334)	(74,504)	(76,740)	(79,042)	(81,413)
TOTAL OPERATING EXPENSES		(1,811,553)	(1,865,771)	(1,921,616)	(1,979,264)	(2,038,510)	(2,099,533)	(2,162,519)	(2,227,258)	(2,293,939)	(2,362,758)	(2,433,500)
NET OPERATING INCOME		1,364,998	1,406,077	1,448,388	1,491,839	1,536,727	1,582,961	1,630,450	1,679,500	1,730,021	1,781,922	1,835,520
DEBT SERVICE												
Permanent Financing		0	0	0	0	0	0	0	0	0	0	0
OCHA - PBS8 Tranche B Loan												
Cash Flow After Debt Service		1,364,998	1,406,077	1,448,388	1,491,839	1,536,727	1,582,961	1,630,450	1,679,500	1,730,021	1,781,922	1,835,520
ASSET MANAGEMENT FEES												
SLP Fee		(18,357)	(18,908)	(19,475)	(20,059)	(20,661)	(21,281)	(21,920)	(22,577)	(23,254)	(23,952)	(24,671)
Partnership Administration Fee		(73,429)	(75,632)	(77,901)	(80,238)	(82,645)	(85,124)	(87,678)	(90,308)	(93,018)	(95,808)	(98,682)
Cash Flow After Fees		1,273,212	1,311,537	1,351,011	1,391,542	1,433,420	1,476,555	1,520,852	1,566,614	1,613,749	1,662,161	1,712,167
RESIDUAL RECEIPTS LOANS												
OCHA - PSH Loan												
Beginning Loan Balance		334,618	310,033	283,669	255,441	196,971	0	0	0	0	0	0
Accrued Interest at 3.00%		10,039	9,301	8,510	7,663	5,909	0	0	0	0	0	0
Cash Flow Payment		(34,623)	(35,665)	(36,739)	(66,133)	(202,880)	0	0	0	0	0	0
Ending Loan Balance		310,033	283,669	255,441	196,971	0	0	0	0	0	0	0
OCHFT - RR Loan												
Beginning Loan Balance		671,301	621,980	569,090	512,458	395,158	48,658	0	0	0	0	0
Accrued Interest at 3.00%		20,139	18,659	17,073	15,374	11,855	1,460	0	0	0	0	0
Cash Flow Payment		(69,460)	(71,550)	(73,704)	(132,674)	(358,355)	(50,117)	0	0	0	0	0
Ending Loan Balance		621,980	569,090	512,458	395,158	48,658	0	0	0	0	0	0
City of Fullerton - Acquisition Loan												
Beginning Loan Balance		1,949,449	1,455,525	935,791	389,257	0	0	0	0	0	0	0
Accrued Interest at 1.98%		38,599	28,819	18,529	7,707	0	0	0	0	0	0	0
Cash Flow Payment		(532,523)	(548,553)	(565,063)	(396,964)	0	0	0	0	0	0	0
Ending Loan Balance		1,455,525	935,791	389,257	0	0	0	0	0	0	0	0
City of Fullerton - LEAP Funding												
Beginning Loan Balance		100,000	100,000	100,000	100,000	0	0	0	0	0	0	0
Accrued Interest at 0.00%		0	0	0	0	0	0	0	0	0	0	0
Cash Flow Payment		0	0	0	(100,000)	0	0	0	0	0	0	0
Ending Loan Balance		100,000	100,000	100,000	0	0	0	0	0	0	0	0
FHL AHP												
Beginning Loan Balance		540,000	540,000	540,000	540,000	540,000	384,525	0	0	0	0	0
Accrued Interest at 0.00%		0	0	0	0	0	0	0	0	0	0	0
Cash Flow Payment		0	0	0	0	(155,475)	(384,525)	0	0	0	0	0
Ending Loan Balance		540,000	540,000	540,000	540,000	384,525	0	0	0	0	0	0

9A. Economic Plan/Proforma

Projected Future TCAC Tiebreaker Scores

The last deadline for 9% tax credit applications was March 2021. Within the Orange County Geographic pool there were only two (2) submissions, the Mountain View Large Family project with a tie-breaker score of 43.08% and Harbor Heights Senior project with a tie-breaker score of 3.408%. Based on Related’s preliminary scoring analysis, only Mountain View is projected to receive an allocation as there is not enough credits for a second allocation in the Orange County Region. Therefore, the only known future competition is the Harbor Heights Senior Project with a 3.408% tie-breaker. The project’s current tie-breaker score is [39.49%], making it the front runner in upcoming competitive rounds.

However, considering the project will not be eligible to apply to TCAC until July 2022, Related recognizes the competition could change significantly from now until then. Therefore, Related will monitor future application rounds to gauge the changing landscape and will be proactive to make recommendations to the City to adjust factors such as affordability, unit mix, density, city subsidy, and financing to ensure the ultimate arrival at a winning tiebreaker to fully fund the project and achieve the City’s objectives.

2020 - 2021 Tiebreaker Scores Orange County Geographic Region

Summary of Past Tiebreaker Scores

Below are summary tie-breaker score tables for the last three competitive 9% tax credit rounds in the Orange County region.

2021 FIRST ROUND				
TCAC #	PROJECT NAME	HOUSING TYPE	SCORE	PROJECTED WINNER
CA-21-036	Mountain View	Large Family	43.080%	Winner
CA-21-020	Harbor Heights	Senior	3.408%	No

2020 SECOND ROUND				
TCAC #	PROJECT NAME	HOUSING TYPE	SCORE	WINNER
CA-20-089	The Crossroads at Washington	Special Needs	55.502%	Winner
CA-20-133	Casa Paloma	Special Needs	59.987%	Winner
CA-21-020	Harbor Heights	Large Family	2.215%	No

2020 FIRST ROUND				
TCAC #	PROJECT NAME	HOUSING TYPE	SCORE	WINNER
CA-20-026	Fountain Valley Housing	Large Family	47.634%	Winner
CA-20-030	Airport Inn Apartments	Special Needs	66.023%	Winner
CA-20-047	Cypress Village	Large Family	4.111%	No
CA-20-048	The Crossroads at Washington	Special Needs	58.086%	No

9B. Economic Plan/Proforma
Construction Costs

R.D.OLSON
CONSTRUCTION
Fullerton Apartments
1600 W Commonwealth Ave
Cost Summary 4/9/2021

Sec	Description	AMOUNT		
010	General Requirements	303,279		
012	Supervision	1,420,241		
013		0		
014		0		
	General Conditions 17.00 Months	1,723,520		
020	Demolition/Site Clearance/Grading/Utilities	2,624,165		
030	Concrete	3,421,325		
040	Masonry	68,118		
050	Metals	903,159		
060	Carpentry/Cabinets	3,168,190		
070	Thermal & Moisture Protection	588,151		
071	Roofing	253,800		
080	Doors/Windows	706,473		
090	Finishes	2,166,690		
093	Flooring	283,310		
095	Ceilings	53,640		
099	Painting	228,792		
100	Specialties	79,637		
110	Equipment	273,997		
120	Furnishings	38,705		
130	Special Construction	487,129		
140	Conveying Systems	250,000		
154	Plumbing	1,132,318		
155	Fire Protection	434,458		
156	HVAC	760,661		
160	Electrical	1,996,211		
200	Tax	0		
	Direct Cost	19,918,929		
	Subtotal = direct cost + general conditions	21,642,449		
	Contingency	432,849		
	Liability Insurance	275,941		
	Bond	Excluded		
	Overhead and Fee	1,010,936		
COMPONENT TOTAL		23,362,175		

Total Building SF	105,389
Total Units	55

Total Project Cost	\$23,362,175
Total Cost Per SF.	\$222
Total Cost Per Unit.	\$424,767

9C. Economic Plan/Proforma
HCD AHSC Funding Source Analysis



Joseph Baclit
Related California

April 8, 2021

RE: AHSC funds for 1600 W Commonwealth Ave, Fullerton

Dear Joseph:

Community Development Resource Group (CD-RG) has been the lead consultant for well over 100 applications for the Affordable Housing and Sustainable Communities (AHSC) program, winning over \$600 Million of funds for our clients over the years.

We were asked by you to evaluate the competitiveness of the 1600 W Commonwealth site in Fullerton for AHSC. While it certainly seems like the project can be designed in a way to meet all application thresholds, I do not believe the site can be competitive given the current guidelines. The current guidelines are always subject to change, so it is always possible that future changes benefit the project. Current guidelines place a heavy emphasis on improving transit ridership in the project area, and the only public transit stop in the project area is the OCTA line 26. This is a low ridership line that does not carry the same volume of riders as other bus lines in other parts of the region.

The SCAG region is extremely competitive for AHSC; applicants partner with Metro, Metrolink, LA Department of Transportation, Santa Monica Big Blue Bus, etc, for transformative transit ridership improvements. This level of ridership improvement has so far proven elusive in Orange County. The exception was in 2020, when an Orange County applicant partnered with Metrolink to deliver huge ridership improvements by shortening the metrolink trips through Orange County. This is not an option here since the Metrolink station is over 1.5 miles away.

Sincerely,

Kevin Rodin, President

5877 Obama Blvd :: Los Angeles CA 90016 :: www.cd-rg.com :: 424-225-2781



10

Development
Schedule

10. Site Background

Development Schedule

With the assumption that the RFP would be awarded around May 2021, we anticipate that the project would apply for TCAC 9% Tax Credits in July 2022 with an anticipated award in September 2022. This would allow closing around February 2023 with construction completion in June 2024.

Project Development Schedule City of Fullerton - RFP Response 1600 W Commonwealth, Fullerton, CA

Date	Task
Mar-2021	City Releases RFP
Apr-2021	RFP Due
May-2021	RFP Awarded / Selection of Firm / Prepare Exclusive Negotiation Agreement (ENA)
Jun-2021	City Council Approval of ENA
Jul-2021	Start Community Meetings and Outreach
Aug-2021	Finalize Schematic Design
Aug-2021	Submit for Entitlements and General Plan Amendment for Zone Change to R-3
May-2022	Receipt of Entitlements & Conditions of Approval
Jun-2022	Execute DDA
Jul-2022	Apply for 9% Tax Credits - 2022 Round 2
Aug-2022	Commence Design Development
Sep-2022	Receive Tax Credit Allocation
Sep-2022	Commence Construction Documents
Dec-2022	Submit 1st Plan Check (80% CDs)
Feb-2023	Pull Building Permits; Construction Loan Closing; Start Construction
Mar-2023	TCAC Hard Deadline to Start Construction
Jan-2024	Begin Marketing/Preleasing
Jun-2024	Complete Construction;Commence Lease-Up
Sep-2024	100% Lease-Up





11

Transaction Terms &
Conditions

TRANSACTION TERMS AND CONDITIONS

As outlined in Section 7 of our response, Related will form a single purpose limited partnership entity to acquire the Site from the City. The purchase price will be based on the full appraised value of the land. This forecasted value is currently estimated at \$5,880,000 as evidenced by a Restricted Appraisal prepared by Aaron Gardner Appraiser, Inc. (included within this response package). The City will issue a Seller carryback loan for an amount equal to the purchase price, which will be structured as a residual receipts loan bearing interest currently underwritten at the long term monthly Applicable Federal Rate (AFR) and payable from net cash flow. Alternatively, should the City prefer to retain fee ownership of the site, Related would enter into a long-term ground lease with the City in which the City would receive a one-time capitalized ground lease payment based on the full appraised value of the land, estimated at \$5,880,000. The City would then issue a carryback loan in the amount of \$5,880,000, which would be structured as a residual receipts loan bearing interest and payable from net cash flow.



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[CLICK HERE TO WATCH HOW WE WILL TRANSFORM 1600 W. COMMONWEALTH!!!](#)