

MEETING DATE: **06.13.11**

AGENDA ITEM: **CITY COUNCIL/REDEVELOPMENT AGENCY BOARD
AGENDA ITEM: 1) Selection of Habitat for Humanity
of Greater Los Angeles for the Development of the
Agency-Owned Site Located at 4044-4068 Globe
Avenue for Low and Moderate Income Ownership
Housing; and 2) Direct Staff to Negotiate the Terms
and Conditions of an Exclusive Negotiation
Agreement for the Preparation and Execution of a
Disposition and Development Agreement.**

ATTACHMENTS

	<u>Pages</u>
1. Copy of the Globe RFP	1-19
2. City Ventures Proposal	20-72
3. Habitat for Humanity of Greater Los Angeles Proposal	73-148

Culver **CITY**
REDEVELOPMENT AGENCY

REQUEST FOR PROPOSAL

GLOBE AVENUE PROJECT



1. INTRODUCTION

Culver City is a community of approximately 40,000 residents of approximately five square miles in area. Currently, Culver City's top five employers are Sony Pictures Entertainment, Westfield Fox Hills Mall, Brotman Medical Center, Symantec and the City of Culver City (government).

In 2008, the Culver City Redevelopment Agency (Agency) reviewed and approved the implementation of Years 1-2 of the Comprehensive Housing Strategy (CHS). The CHS is intended to improve the City's affordable housing stock and meet housing production requirements under the Regional Housing Needs Assessment (RHNA) through the use of Redevelopment Agency Housing Set Aside Fund. Culver City's RHNA requirement over the next seven years is 504 housing units, with 224 units for very-low, low and moderate income households.

The Culver City Redevelopment Agency invites responses to this Request for Proposal (RFP) for the development of affordable multi-family housing on an Agency-owned site located at 4044-4068 Globe Avenue (Site). The Agency is seeking qualified real estate developers to develop, market, and monitor quality ownership housing designed to complement the existing surrounding neighborhood. Respondents must have demonstrated development experience in multi-family ownership housing project.

The Agency may consider a variety of measures to ensure affordability including: land write down, purchase loans, construction and/or permanent financing, homebuyer loan assistance, or a combination of mutually acceptable business terms compliant with Redevelopment Law.

The successful developer can expect to enter into an Exclusive Negotiation Agreement (ENA) with the Agency for the purpose of negotiating a Disposition and Development Agreement (DDA) for the purchase and development of the site.

The deadline for submission of proposals is **3:00 pm on January 20, 2011**. To be considered for evaluation a complete proposal as defined herein, including all necessary documentation and attachments must be delivered to the City of Culver City CDD Housing Division at the following address:

**Culver City Redevelopment Agency
Housing Division, 2nd Floor
9770 Culver Blvd.
Culver City, CA 90232
Attention: Tevis Barnes
Housing Administrator**

2. DEVELOPMENT SITE

The Culver City Redevelopment Agency purchased seven surplus properties located at 4044-4068 Globe Avenue (Site) from the California Department of Transportation (Caltrans). These seven properties were acquired from Caltrans for the purpose of creating affordable housing opportunities in Culver City.

A thirty foot sound wall for the San Diego Freeway is located along the east side of the site. The west, north and south sides of the Site are bound by single-family homes. A Site Map and aerial photo are included as Exhibits A-C. The total square footage of all parcels is 33,361. To the rear of the Site is a six foot non-buildable easement. A Southern California Edison power line easement is located at the rear of 4068 Globe Avenue. The site has been cleared for development.

PARCEL INFORMATION

Parcel	APN	Address	Size	Use	Ownership	Disposition
1	4233-033-014	4044	4,137 sq. ft.	SF*	Agency	Cleared
2	4233-033-003	4048	4,496 sq. ft.	SF*	Agency	Cleared
4	4233-033-004	4050	4,248 sq. ft.	SF*	Agency	Cleared
5	4233-033-005	4054	4,630 sq. ft.	SF*	Agency	Cleared
6	4233-033-006	4058	4,919 sq. ft.	SF*	Agency	Cleared
7	4233-033-007	4062	5,207 sq. ft.	SF*	Agency	Cleared
8	4233-033-008	4068	4,724 sq. ft.	SF*	Agency	Cleared

* Single Family

3. DEVELOPMENT PARAMETERS

The Agency is seeking to develop multi-family ownership housing for low-and-moderate income households. The proposed development must comply with all Federal, State and local codes. The Redevelopment Agency will evaluate proposals based upon the following criteria:

- A. Project Density.** The Site is zoned R-2, which allows the development of two residential dwelling units per lot. The Globe Avenue site consists of seven lots. In order to meet the parking requirements per dwelling unit and in order to create a harmonious living environment with the surrounding neighborhood, a maximum of twelve units is recommended for the project.
- B. Affordability Requirement.** Agency Housing Set Aside Funds were utilized to purchase the Site. Pursuant to Redevelopment Law, the purpose of Housing Set Aside Funds is to increase, improve, and preserve the community's supply of low-and moderate income housing (California Health and Safety Code, Section 33334.2). Housing Set Aside funds will also be utilized to provide additional financial assistance, if required, for the development of the Site. The proposed project is required to be 100% affordable to low-and-moderate income households. For the purposes of this RFP, affordability levels shall be determined and calculated pursuant to Redevelopment Law (Health and Safety Code Section 50052.5).
- C. Los Angeles County Established Income Levels.** Low-Income households are those that earn up to 60% of the area median income, based upon family size. Moderate-income households are those that earn up to 120% of median income,

based upon family size. A chart depicting the current applicable Los Angeles County Income Levels is detailed in *Exhibit D* and are subject to change.

- D. Term of Affordability.** Pursuant to Redevelopment Law, the Developer will be required to provide covenants that maintain the affordability of the units. These covenants will be in effect for a minimum of forty-five (45) years (Health and Safety Code Section 3334.3 (f)(1)(B)).
- E. Occupancy Requirements/Limits.** All occupancy requirements shall be subject to provisions of the Redevelopment Law (Health and Safety Code 33000). Occupancy is set at a maximum of two (2) persons per bedroom plus one per unit.
- F. Site Specific Design Guidelines.** Architectural design will be reviewed and approved by Redevelopment Agency staff to ensure the proposed project complies with the design guidelines defined herein. Conceptual site plans, designs and rendering are included as *Exhibits E-G* and serve a reference to guide the development of the Site.

Site Planning and Building Design

- Mature street trees fronting the site should be preserved and incorporated into the development.
- Project height and bulk should relate to surrounding buildings and structures in the neighborhood.
- Create an attractive design that fits contextually within the neighborhood.
- Consider setback and stepbacks of project buildings, porches, balconies and other architectural features to enhance building design.
- Individual dwelling entrances should be appropriately scaled and oriented toward the street frontage.

4. EVALUATION CRITERIA

Proposals will be evaluated based upon the following:

<i>Evaluation Criteria</i>	<i>Maximum Weight</i>
<u>1. Developer Experience:</u> Development team qualifications and experience to effectively undertake, design, develop, manage, and market the proposed Globe Avenue Project.	25
<u>2. Project Financing: Feasibility:</u> a) The extent to which other financing sources (private and public) are committed to the proposed project and the amount and terms of such financing; b) the amount and terms of Agency financial assistance requested for the Project relative to Agency assistance provided to other similar affordable Housing projects; c) per unit development cost; d) evidence of the Developer's ability to repay Agency financial assistance.	25

3. Project Design and Neighborhood Consistency: 20

a) The extent to which the project design is compatible with neighborhood character; b) sustainable elements are incorporated into the Project; and c) the Project meets all other City of Culver City ordinances and requirements.

4. Outreach: 5

Developer's proposal to engage the surrounding neighborhood including special methods to inform, gather input and obtain support for the proposed Project.

5. Marketing/Selection/Monitoring: 25

Methods proposed to advertise and market the project to eligible first time homebuyers to assure a broad outreach to low and moderate income Culver City households. The proposal should also detail any special methods to select occupants in a fair and equitable manner and any special methods to engage the community in the development of the project. These criteria will also measure the Developer's experience in monitoring the proposed project after it is occupied and help to ensure maintenance of property and foreclosure prevention.

Total maximum points 100

5. PROPOSAL CONTENTS REQUIREMENTS

All proposals must include the following:

A. Organization and Identification of Development Team

Identify members of the development team and provide a brief description of each team member including the following:

1. Number of years in business.
2. Brief history of the company.
3. Number of full-time employees.
4. Organizational structure.
5. Resumes of key staff members.
6. Name of persons authorized to negotiate on behalf of the Developer.
7. Statement that key staff members assigned to the proposed project are committed for its duration.

If the development is a joint venture, provide information for each venture partner and a description of prior working relationships.

Identify key Project consultants such as the architectural firm, marketing firm, and the lender and equity source. The Developer must indicate that the selected architectural firm has demonstrated experience with projects of similar nature and size. The architect must submit references that address this requirement. Identify any special characteristics of the firm that make it uniquely qualified to carryout the project.

B. Experience and References

Provide a description for at least three relevant projects completed by the Developer that are similar to the proposed project. The relevant projects may include those with any combination of the following characteristics:

1. Multi-family and senior housing with affordable and workforce or market rate components.
2. Infill rental housing.
3. Infill ownership housing.
4. Community uses and space.

For each project reference submitted, please include the following information:

1. Project name and location.
2. Description of key project features.
3. Project size (number and type of units, affordability components, etc.)
4. Current status of project including construction start date and actual/projected completion date.
5. Financial structure for the project including total land and development costs.
6. Financial capability: at least two references from lenders that have provided the Developer with financing for similar projects.
7. Tenant attraction: at least two references who can describe the Developer's prior experience in attracting residential tenants similar to those who are intended to occupy space in the proposed Project.
8. Government: at least two references from governmental agencies on projects recently completed by the Developer.

C. Financial Capability

The Developer shall provide evidence of sufficient financial strength to undertake and successfully complete the Project. The Developer shall provide the following financial information:

1. Financial statements prepared in accordance with generally accepted accounting practices and dated no later than six months prior to the submission date.
2. Evidence indicating additional financial sources available to the Developer.
3. Annual reports, financial rating reports or other documentations indicating the financial condition of the Developer.
4. Evidence that the Developer will have an equity contribution in the total development cost.
5. Evidence of experience utilizing conventional and federal, state, and local sponsored financing and associated requirements.

D. Proposed Project Description

Provide a detailed narrative description of the proposed development concept for the site, resident profile, description of the height, bulk, materials, architectural design concept, how the design complements and enhances the surrounding neighborhood, and a description of any other special features or amenities proposed.

E. Preliminary Financial Pro-forma

The proposal shall include a detailed preliminary project pro forma. The pro forma should also include the following:

- Total construction costs with detail about direct, indirect, and financing cost assumptions.
- Sales revenues for the ownership housing by unit and affordability mix.
- A summary of the sources of available funding including: 1.) permanent loans; 2.) equity; 3.) tax credit equity; 4.) deferred developer fees; 5.) affordable housing program grants; 6.) any other proposed funding sources.

F. Agency Housing Set Aside Fund Financing Assistance Request

The proposal should specify the type, terms, and amount of financial assistance requested, if any. Financial assistance for this Project will be subject to negotiation and may consist of one or more of the following a) a purchase loan, b) land write down, c) loan assistance for qualified first-time homebuyers, d) ground lease, e) construction and/or permanent financing; or f) a varied combination of mutually acceptable business terms. Regardless of the type of assistance, the financial assistance must be ultimately linked to the provision of affordable housing units, consistent with current State and Federal housing affordability requirements.

6. SELECTION PROCESS

Proposals will be evaluated based upon the selection criterion outlined in Section 4 of this RFP. The final decision on the selection of a Developer will then be made by the Agency Board.

7. NOTICE REGARDING DISCLOSURE OF CONTENTS OF DOCUMENT

ALL PROPOSALS SUBMITTED ARE THE PROPERTY OF THE CULVER CITY REDEVELOPMENT AGENCY AND ARE PART OF THE PUBLIC RECORD, WITH THE EXCEPTION OF THOSE ELEMENTS OF EACH SUBMITTAL WHICH ARE IDENTIFIED BY THE DEVELOPER AS BUSINESS OR TRADE SECRETS AND PLAINLY MARKED AS "TRADE SECRET," "CONFIDENTIAL," OR "PROPRIETARY." EACH ELEMENT OF A PROPOSAL WHICH A DEVELOPER DESIRES NOT TO BE CONSIDERED A PUBLIC RECORD MUST BE CLEARLY MARKED AS SET FORTH ABOVE, AND ANY BLANKET STATEMENT (I.E. REGARDING ENTIRE PAGES, DOCUMENTS, OR OTHER NON-SPECIFIC DESIGNATIONS) SHALL NOT BE SUFFICIENT AND SHALL BE CONSIDERED BINDING IN ANY WAY WHATSOEVER. IF DISCLOSURE IS REQUIRED UNDER THE CALIFORNIA PUBLIC RECORDS ACT OR OTHERWISE BY LAW (DESPITE THE DEVELOPER'S REQUEST FOR CONFIDENTIALITY), THE REDEVELOPMENT AGENCY SHALL NOT BE LIABLE OR RESPONSIBLE FOR THE DISCLOSURE OF ANY SUCH RECORDS OR PART THEREOF.

8. PROPOSAL SUBMISSION REQUIREMENTS

Proposals must comply with the requirements detailed in this RFP. Proposals must be typed. Proposals which are incomplete, out of order, have inadequate number of copies, lack required attachments, or have other content errors or deficiencies may be rejected. Contextual changes and/or additions to the proposal after submission will not be accepted. The Redevelopment Agency may require additional information for the determination of the Developer's qualifications to be considered.

The proposal must be submitted in the legal name of the organization and the corporate seal (if the organization has a seal) must be embossed on the original proposal. Applications must be signed by an authorized representative of the Developer who has legal authority to bind the Developer in contract with the Redevelopment Agency.

Submission of a proposal shall constitute acknowledgement and acceptance of all terms and conditions stated herein. Lack of compliance with legal or administrative submission requirements may lead to disqualification. Proposals that are disqualified will not be reviewed and rated.

All hand-delivered proposals must be received by 3:00 p.m. on January 20, 2011. Hand-delivered proposals received after 3:00 p.m. will not be accepted. Proposals sent via U.S. Postal Service, commercial carrier, or self-metered mail must be postmarked no later than 5:00 p.m. on January 20, 2011. If the U.S. Postal Service is used, proposals should be sent by certified mail and the Developer should retain a receipt showing a legible postmark date. If commercial carrier is used, the Developer should retain a receipt showing legible shipping date.

Proposals submitted via facsimile will not be accepted. It is the sole responsibility of the Developer to ensure that the proposal is submitted on time.

One (1) unbound (with no binding or staples) original with "Original" on the cover page, and five (5) copies of the proposal must be submitted to:

Culver City Redevelopment Agency
Housing Division
9770 Culver Boulevard
Culver City, CA 90232
Attn: Tevis Barnes
Housing Administrator

9. GENERAL SPECIFICATIONS

1. Definitions

The words (A) "City", (B) "CDD Housing Division", (C) "Agency", and (D) "Developer", as used in this RFP, shall be understood to refer respectively to (A) the City of Culver City, California (B) Community Development Department Housing Division (C) the Culver City Redevelopment Agency (D) the person, firm or corporation from whom the Offer to Negotiate Exclusively ("Offer") is accepted by the City, or the agent or legal representative who may be appointed to represent such person, firm or corporation in the signing and performance of said Offer.

2. *Instructions and Questions*

City representative from whom the Developer will receive instructions or to whom the Developer should direct questions regarding the RFP or Proposal:

*Attention: Tevis Barnes
Housing Administrator
9770 Culver Boulevard, 2nd Floor
Culver City, CA 90232
(310) 253-5780*

ADDENDA

Any interpretation or correction of this RFP will be made only by addendum, duly issued by the representative identified in Section 9.A above. Addenda will be mailed or delivered to those persons who have received an RFP.

3. *Proof of Authority*

If the Developer is a corporation, formal proof of the authority of the officer signing the application to bind the corporation must be submitted with said application. A copy of the corporate resolution or minutes can be adequate proof. A simple letter is not sufficient.

4. *Withdrawal of Proposal*

Any Developer may withdraw its proposal, either personally or by telegraphic or written request at any time prior to the time set for the opening of proposals.

5. *Firm Commitment of Funding Reservations*

The Redevelopment Agency reserves the right to reject any and all proposals and any item or items therein, and to waive any non-conformity of proposals with this RFP, whether of a technical or substantive nature.

6. *Documents Construed Together*

The proposal, all documents and forms referred to in the complete General Specifications, and all modifications of said documents, shall be construed together as one document.

7. *Errors and Omissions*

Developer(s) shall not be allowed to take advantage of any errors in, or omissions from, the RFP. Full instructions will be given if such error or omission is discovered and timely called to the attention of the Culver City Redevelopment Agency.

8. *Specifications Not Contractual*

Nothing contained in this RFP shall create any contractual relationship between the Developer and the Redevelopment Agency which accepts no financial responsibility for costs incurred by any Developer regarding preparation and submittal of a proposal in response to this RFP.

9. *Standard Terms and Conditions*

Prior to the commencement of negotiations hereunder, Redevelopment Agency and selected Developer shall enter into an Exclusive Negotiation Agreement (ENA). Developers are strongly advised to review all the specifications of this RFP and all the terms and conditions of the ENA.

10. *Offer to Negotiate Exclusively*

Proposal shall include on company letterhead the Developer's formal written offer to negotiate exclusively with the Agency in the event that its proposal is selected by the Redevelopment Agency.

11. *Disposition and Development Agreement (DDA)*

Upon Redevelopment Agency selection of a Developer and execution of the ENA, the Developer will have 120 days to negotiate a DDA with the Agency. The agreement will set forth the definitive terms and conditions regarding the sale of the Site and development and use of improvements thereon. The Redevelopment Agency may extend the negotiation period if it determines there is reason to do so.

12. *No Commitment to Award*

The issuance of this RFP and receipt of proposals does not commit the Agency to award a contract. The Agency expressly reserves the right to postpone proposal opening for its own convenience, to accept or reject any or all proposals received in response to this RFP, and/or cancel all or part of this RFP.

Exhibit A



AERIAL IMAGERY TAKEN IN 2008



4044-4068
GLOBE AVE

- CULVER CITY STREETS

MAP PROJECTION:
ZONE:
CALIFORNIA STATE PLANE
VIEW:

AVERAGE ELEVATION: 57 FEET ABOVE
ELEVATION RANGE: 14 TO 419 FEET



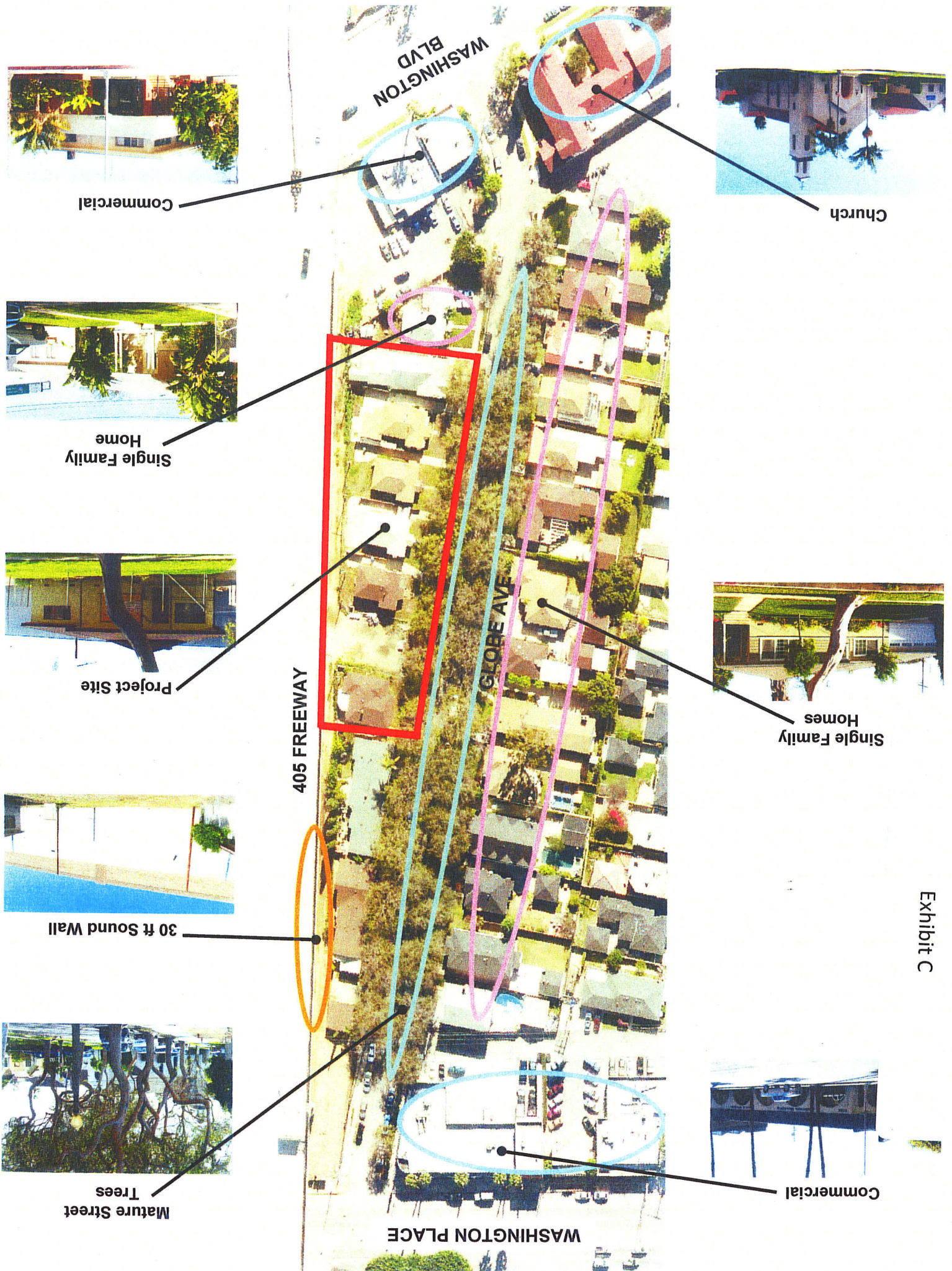
The City of Culver City makes no representation or warranties as to the accuracy of the information of claims any kind with respect to the accuracy of the information of claims.

The City of Culver City makes no representation or warranty as to the accuracy or the reliability of the information contained herein, and the City disclaims any liability for any damages, including consequential damages, that may result from the use of the information contained herein without source. The data disseminated by this means for press/public relations purposes only, is neither legally nor morally bound to be a survey and is not intended to be used as such. No part of this map may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying and recording systems except as expressly permitted in writing by the City of Culver City, Information Technology Department, Geographic Information Systems.

City of Culver City, AIRRIGHTS SYSTEMS.

TEL: 310-253-5976

SCALE 1 : 580



Church

Single Family Homes

Commercial

WASHINGTON BLVD

WASHINGTON PLACE

GLOBE AVE

405 FREEWAY

Commercial

Single Family Home

Project Site

30 ft Sound Wall

Mature Street Trees

2010 Median Household Income for Los Angeles County – Culver City Area

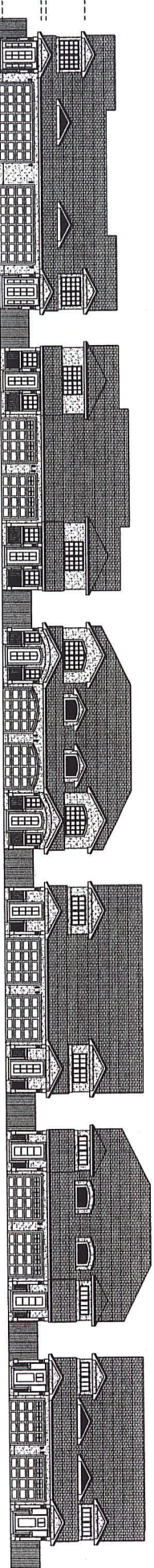
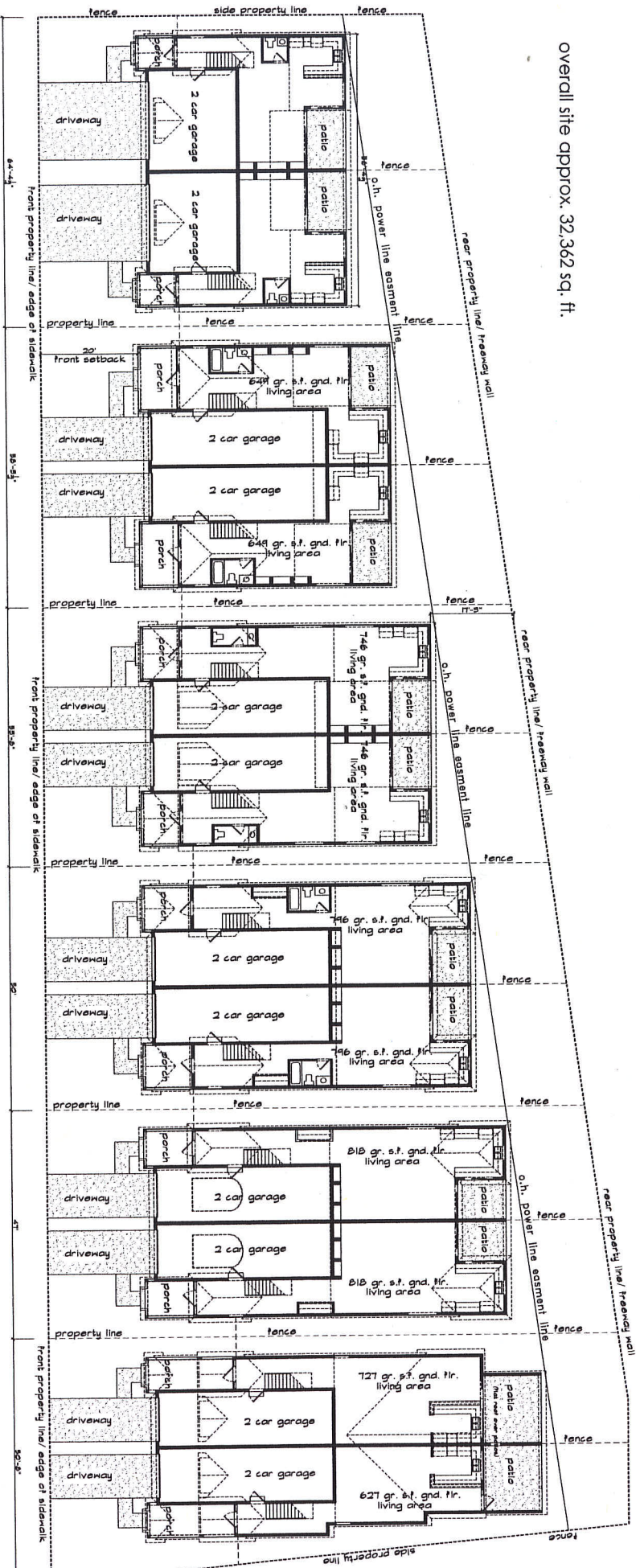
HOUSEHOLDS	1 Person	2 Persons	3 Persons	4 Persons
Moderate	\$52,900	\$60,500	\$68,050	\$75,600
Median	\$44,100	\$50,400	\$56,700	\$63,000
Low	\$46,400	\$53,000	\$59,650	\$66,250
Very Low	\$29,000	\$33,150	\$37,300	\$41,400

* Established by State of California Department of Housing and Community Development

** Established by U.S. Department of Housing and Urban Development

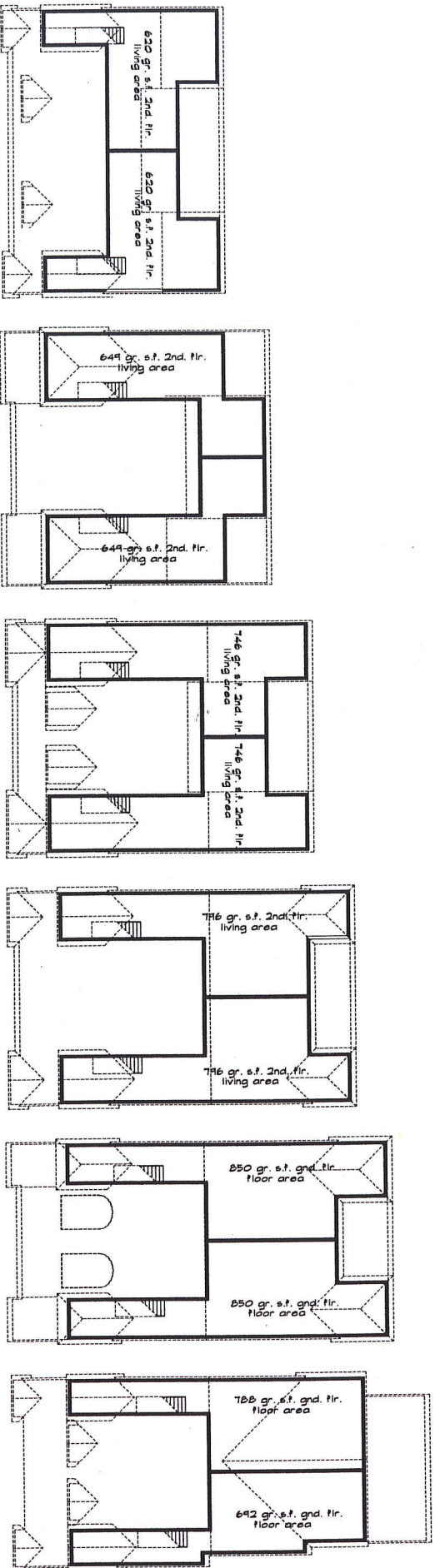
Source: California Department of Housing and Community Development

overall site approx. 32,362 sq. ft.



6 EQUAL SIZED LOTS, APPROX. 5,390 SQ. FT. EA., EA. W/ ONE-TWO FAMILY BUILDING, A TOTAL OF 12 RESIDENTIAL UNITS

CONCEPTUAL SITE PLAN/ FRONT ELEVATIONS



6 EQUAL SIZED LOTS, APPROX. 5,390 SQ. FT. EA., EA. W/ ONE- TWO FAMILY BUILDING, A TOTAL OF 12 RESIDENTIAL UNITS

CONCEPTUAL SECOND FLOOR PLANS

Exhibit F



Exhibit G

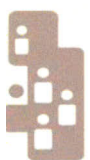


Prototypical Project



Culver City Redevelopment Agency

**Globe Avenue Project
Request for Proposal**
January 20, 2011



City Ventures
RESIDENCES

RECEIVED
CULVER CITY HOUSING
11 JAN 20 PM 2:10



January 20, 2011

Ms. Tevis Barnes, Housing Administrator
Culver City Redevelopment Agency
Housing Division, 2nd Floor
9770 Culver Blvd.
Culver City, CA 90232

RE: Request for Proposal – Globe Avenue Project

Dear Ms. Barnes:

City Ventures is pleased to submit the attached proposal for the redevelopment of the Agency's Globe Avenue Project property. We have assembled a premier team that is exceptionally qualified to create a vibrant, livable and sustainable community in Culver City. Our team recognizes the significance of the timely execution of this transaction and on meeting the Agency's inclusionary housing expectations. We bring the financial, development and community outreach resources needed to transform this property into a productive community asset. In City Ventures, the Agency will find a well capitalized development partner with a highly experienced entitlement, construction, and sales/marketing team.

The following response outlines the strengths that the City Ventures team will bring to the Culver City Redevelopment Agency to ensure the ultimate completion of the agency's goals for the Globe Avenue Project. With our extensive experience of public/private partnerships and inclusionary housing development, City Ventures will be a partner that will deliver upon its agreements to the Culver City Redevelopment Agency. If our proposal is selected, we would agree to enter into an Exclusive Negotiation Agreement (ENA) with the Agency for the purpose of negotiating a Disposition and Development Agreement (DDA).

A De Novo Builder

City Ventures is a de novo multiplatform builder that is not burdened or encumbered with an over-leveraged balance sheet or unsold land and home inventory. A solid balance sheet with available capital and established lending relationships enable City Ventures to design, develop, finance, and build attractive communities. City Ventures has no underperforming or overvalued projects that could distract management or tie-up capital. Formed in January, 2009, City Ventures is a limited liability company (LLC) currently employing 40 individuals. The company's organizational structure is simple and clean; employees have the experience and authority to make the decisions needed to get the job done.

Exceptional Understanding of Infill Development

The development and construction of an infill community requires a unique understanding of how to design, develop, build, market, and sell the community within the guidelines of multiple governing agencies, all while literally working within someone's backyard. City Ventures is committed to working closely with the Redevelopment Agency, city staff, the community and the existing neighborhood throughout the development process. Our development experience has been proven numerous times over in a variety of communities throughout Southern California, including the City of Culver City.

Committed to Improving the Greater Community

City Ventures is committed to improving the greater community by not only providing quality infill development, but by also insuring that all City Ventures communities are sustainable and improve the fabric of the overall community. City Ventures will design and build a community for the Culver City Redevelopment Agency that is sustainable and certified by the US Green Building Council LEED for Homes program.

We look forward to creating a successful partnership with the Culver City Redevelopment Agency. Please feel free to contact us with any questions or comments regarding our proposal. Thank you for your time and consideration.

Sincerely,

CITY VENTURES



Ben Besley
Vice President of Development

CITY VENTURES



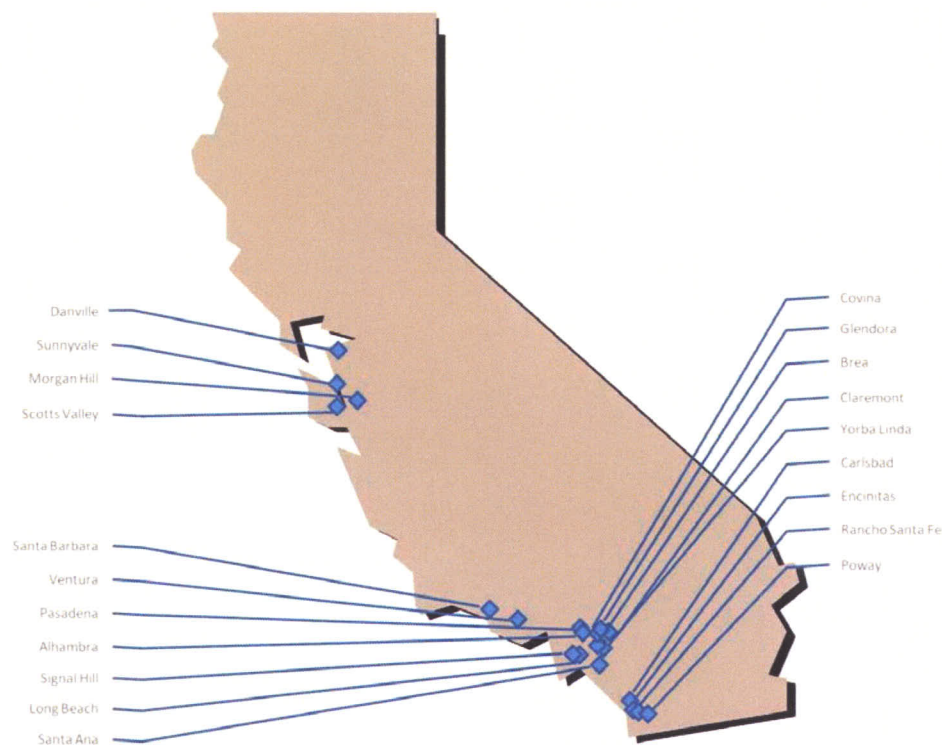
Ryan Aeh
Vice President of Acquisition

COMPANY HISTORY

City Ventures was founded in early 2009 when two veteran development executives, Mark Buckland and Craig Atkins, raised private equity to fund the company's first projects. Since the company's initial \$20 million equity investment, we have received an additional \$100 million equity investment from Ares Capital. While most other builders are mired in bad debt, toxic assets, and unable to fund new projects, City Ventures' fresh palette of capital offers the confidence that its developments will be completed with eco-friendly designs and sophisticated architecture. Moreover, our equity funding allows us to pursue City Ventures' mission to bring life to land, homes to people, and infuse new energy into infill developments throughout California.

In the past two years, City Ventures has grown to 40 full-time employees who bring decades of experience in acquisitions, finance, development, construction, and sales and marketing functional roles. The vast majority of the employees have backgrounds working with major public and private homebuilders. By bringing together a high-caliber staff with a diverse range of homebuilding experience, City Ventures offers an unparalleled repository of experience to any project. The collaboration across functions occurs on a regular basis, which is the strength of a lean but highly efficient and empowered team. The City Ventures team is also distinctive in its ability to navigate complex community, city, and multi-jurisdictional negotiations.

City Ventures has offices in Los Angeles, Santa Ana, San Diego, and San Francisco as a limited liability company (LLC) and is not a subsidiary or affiliate of any other company or corporation. We currently have six projects under construction and control 20 more developments around California. The following map depicts cities in which City Ventures controls one or more developments.



ORGANIZATIONAL STRUCTURE

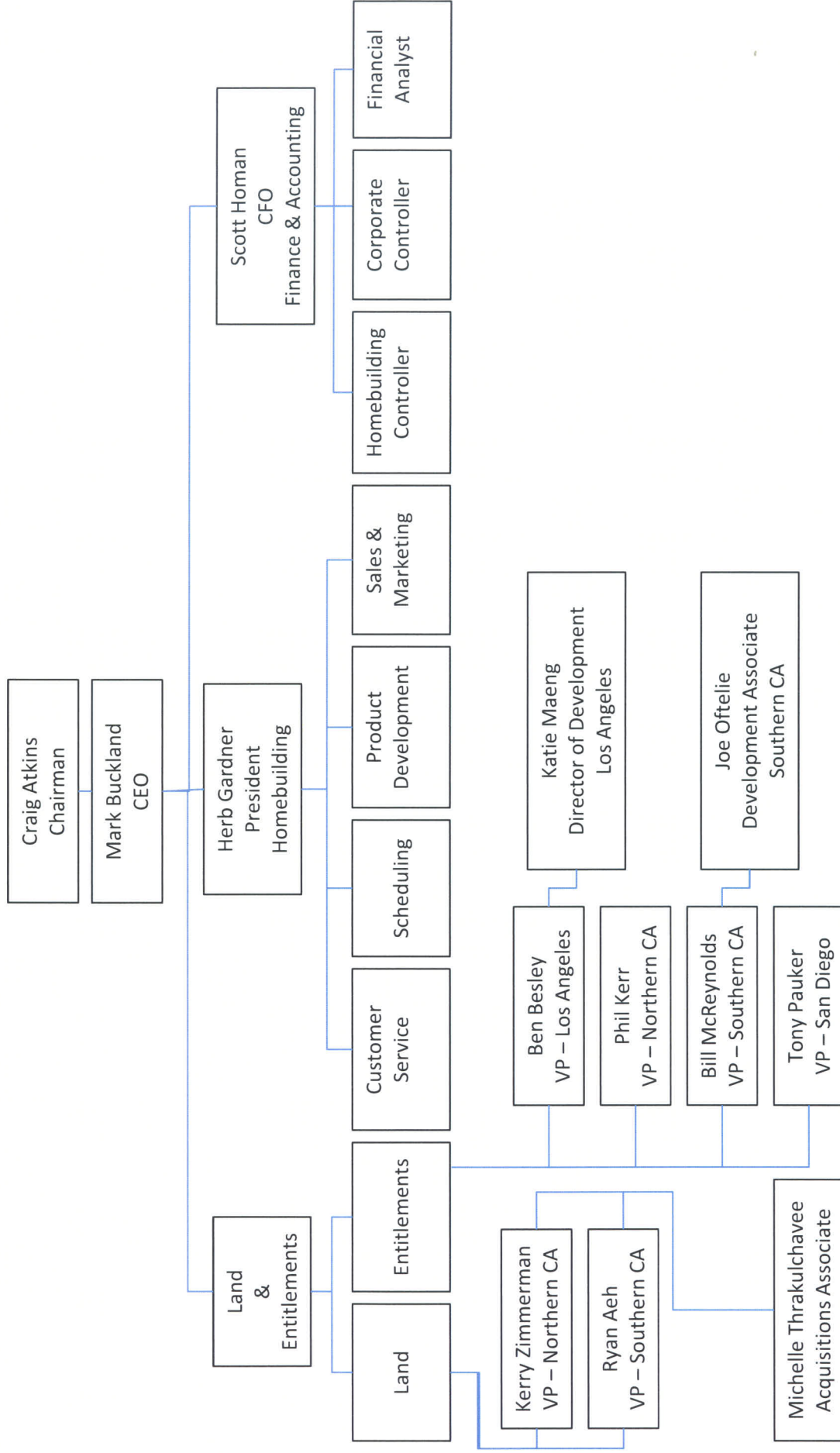
City Ventures is a lean organization and consists of three functional groups: Land and Entitlements, Homebuilding, and Finance and Accounting. These groups report directly to the CEO and Chairman of City Ventures, who are Mark Buckland and Craig Atkins, respectively. The Land and Entitlements Group is responsible for acquiring new development opportunities and managing the entitlements process for these developments. The Land and Entitlements Group is regionally organized to ensure that new developments integrate into the fabric of each respective community.

The City Ventures Homebuilding Group is headed by Herb Gardner, who brings more than 25 years of homebuilding experience throughout California. A centralized team in Santa Ana provides sales and marketing, purchasing, construction, and customer service support to project teams that are on-site at each of our projects. The project teams consist of sales consultants and construction teams who are a part of the Homebuilding Group. By managing the sales and construction processes, we have a greater ability to control costs and manage the sales process rather than relying on general contractors or outsourced sales teams who may not understand the history of the development. Our philosophy is to work with public agencies, neighbors, and other stakeholders to entitle a project that is well received and contributes to the quality of life of each neighborhood.

The Finance and Accounting Group is also a centralized function that ensures that projects are funded and financed appropriately and to manage and control accounting practices. Scott Homan, the Chief Financial Officer, leads this group's efforts, and he brings extensive experience in securing project financing for a myriad of development projects during his tenure at The Olson Company, Lennar (as part of Greystone), and KB Homes.

City Ventures recently formed a new group, CV Communities, to take advantage of opportunities in the Inland Empire and operates as a separate entity reporting to Mark Buckland, CEO.

An organizational chart that outlines the City Ventures team is included on the following page.



KEY STAFF

Mark Buckland, Chief Executive Officer – For over 25 years, Mark Buckland has made urban housing development his driving concern. In recognition of this passion and drive, Professional Builder Magazine named him America's Builder of the Year in 2000, while various governmental agencies have awarded him commendations for his ongoing contributions to the field. Today he is widely recognized as a leading industry authority on urban housing issues.

Mr. Buckland is President and co-founder of City Ventures, which focuses on urban housing opportunities in California. Prior to forming City Ventures, Mr. Buckland co-founded The Olson Company in 1988, a leading developer of for-sale urban housing. Mr. Buckland held the position of President and COO of The Olson Company. Under Mr. Buckland's leadership, the company worked with more than 80 of California's leading cities and redevelopment agencies, including the cities of Los Angeles, San Diego, San Jose, Oakland, Long Beach, Anaheim, Santa Ana, Pasadena, Brea, Garden Grove, Ventura, Oxnard, Hayward, Richmond, Pittsburg, Fullerton, and Compton. The company successfully entitled more than 150 communities totaling more than 10,000 homes, valued at \$4.5 billion.

Prior to co-founding The Olson Company, Mr. Buckland held a variety of real estate-related posts. He was Development Manager for the Bixby Ranch Company, responsible for both residential and commercial projects. Mr. Buckland also served as a Project Manager for the Office of Planning at the University of California at Irvine where he worked closely on the University's master plan and housing developments.

After graduating cum laude from the University of California at Irvine with Bachelor Degrees in Civil and Environmental Engineering, Mr. Buckland went on to receive his Master of Science in Construction Management from Stanford University. Recently, Mr. Buckland completed the Owner President Management program at Harvard Business School. Mr. Buckland is a member of the Young Presidents Organization, an alumni member of University California at Irvine, Stanford University, and Harvard Business School.

Scott Homan, Chief Financial Officer – Mr. Homan joined City Ventures in September, 2009, as Chief Financial Officer. Prior to joining City Ventures, Mr. Homan was the Chief Financial Officer of The Olson Company since 1998. Previously, Mr. Homan was the Vice President of Finance for Greystone - Orange County Division of the publicly traded homebuilder, Lennar. Mr. Homan joined Greystone at the initial formation of the company in 1992, and managed the financial challenges in growing the company to \$150 Million. His business experience of enhancing systems and financial infrastructure in a rapidly growing company adds great value to City Ventures. Prior to joining Greystone, Mr. Homan's career started as a CPA with Fox and Company. Scott has also held several financial positions with Arnel Development, Kaufman & Broad, and Birtcher Real Estate, Inc.

Mr. Homan received a Bachelor of Arts Degree in Accounting from California State University, Fullerton.

Herb Gardner, LEED AP, President – Homebuilding Group – Mr. Gardner has 25 years of experience managing the building of residential and apartment communities in over 60 municipalities in three different states. After starting in 1985 as a customer service representative for a national homebuilder

in Dallas, Texas, he spent the next five years rising through the ranks eventually ending up as the Division President for the company's Oklahoma City Division. In 1990, he co-founded his own homebuilding company in Southern California primarily building in the Inland Empire. Over 15 years, Gardner Construction built, sold, and closed over 1,000 homes in 12 infill communities. In 2005, Mr. Gardner accepted a position with The Olson Company as Regional President for the new Central Coast Region, building homes in Ventura and Santa Barbara Counties, as well as the San Fernando Valley. As The Olson Company transitioned into the new economy, Mr. Gardner took over statewide operations of the consolidated company. In the four years that Mr. Gardner was with The Olson Company, he closed out over 20 communities and delivered 650 homes in the most challenging economic times of the last 70 years.

A big proponent of infill communities and the urban lifestyle, Mr. Gardner resides in downtown Long Beach, California, and can often be seen using the MTA Blue Line to visit family and friends. Although he has extensive experience in all aspects of residential homebuilding ranging from land acquisition to warranty management, he specializes in managing teams of people in delivering communities on time, on budget, and to the quality standards the marketplace demands.

Mr. Gardner holds a Bachelor of Science in Economics from California State University, San Bernardino.

Ryan Aeh, Vice President of Land Acquisition - As Vice President of Land Acquisition, Mr. Aeh brings experience in residential and retail real estate development to the City Ventures team. He closely works with Cities, Redevelopment Agencies, and private landowners to transform underutilized sites into vibrant new home and mixed use communities throughout Southern California. In his day-to-day role, Mr. Aeh manages all aspects of site acquisition, including opportunity identification, qualification, concept land planning, financial analysis, transaction structuring, and contract negotiations. Prior to joining City Ventures, Mr. Aeh was a Project Director for LAB Holding, a boutique retail development firm where he was responsible for land acquisition, leasing, and project management. Prior to LAB Holding, Mr. Aeh was a Director of Acquisitions for The Olson Company, where he focused on transit oriented locations in Orange County. During his tenure, he secured nearly 500 new homes, including over 200 homes adjacent to commuter train stations.

Mr. Aeh is a graduate from the University of Southern California with a Bachelor of Science in Planning and Development. He is a member of the Urban Land Institute and the International Council of Shopping Centers.

Ben Besley, Vice President of Development – Mr. Besley brings eight years of residential and commercial real estate experience to the City Ventures team. He served as Regional Vice President for The Olson Company, managing acquisition, design and entitlement for over 500 homes in residential and mixed-use projects around Los Angeles County. His accomplishments there included the successful development of high-density, mixed-use, public-private partnership and affordable housing communities. Mr. Besley then joined Big Rock Partners, a Los Angeles-based commercial real estate private equity fund, where he managed development, construction and operations for office, retail, hotel, and residential assets.

At City Ventures, Mr. Besley is responsible for land acquisition, asset management, project design, and entitlement for new infill communities throughout Los Angeles and Orange Counties.

Mr. Besley discovered his affinity for infill development while earning his undergraduate degree in Urban Studies at Columbia University. A fan of the urban environment, Mr. Besley has also enjoyed living in Washington, D.C., Boston, San Francisco and San Diego. Mr. Besley holds an MBA from Harvard University and is a LEED Accredited Professional.

Katie Maeng, Director of Development – Ms. Maeng brings five years of residential and commercial real estate experience to the City Ventures team. During her tenure as Vice President of Asset Management at Mount Auburn Partners and prior to that role as Development Director at The Olson Company, she managed the acquisition, design, entitlement, and distressed debt workouts for residential and mixed-use development and construction projects throughout Southern California. Ms. Maeng also understands the dynamics of online real estate sales and marketing, having served as Business Development and Client Relations Manager at TigerLead Solutions, a leader in this field. In her role at City Ventures, Ms. Maeng is responsible for project design and entitlement for new infill communities throughout Los Angeles and Orange Counties.

Ms. Maeng found her passion for urban real estate while pursuing her graduate studies at Massachusetts Institute of Technology, where she received her MBA with a focus in Real Estate. Ms. Maeng also has her Bachelor of Arts in Linguistics with High Honors from University of Chicago.

AUTHORIZED PERSONS

Mark Buckland will be the principal contact and lead negotiator on behalf of the City Ventures team. Mark Buckland and Ben Besley will be authorized to negotiate on behalf of City Ventures.

KEY STAFF COMMITMENT

All persons listed in the Key Staff section above will be committed to the Globe Avenue Project for its duration.

KEY PROJECT CONSULTANTS

Architecture – William Hezmalhalch Architects, Inc.

William Hezmalhalch Architects, Inc. (WHA) is a comprehensive land planning and architectural design firm that specializes in the shaping of new communities and reshaping of urban and existing in-town neighborhoods. Established in 1981, with offices in Santa Ana and San Ramon, California, WHA has served numerous agencies, builders, and developers, with an intense effort to over satisfy and maintain their confidence. A team of 60 professionals, skilled in multiple design disciplines, provides an integrated land planning and design process.

WHA has worked with redevelopment agencies, government programs, such as HOPE VI, and non-profits, including Habitat for Humanity, to provide efficient and well-designed homes that meet the needs of the community while understanding the economic drivers of each unique development. Working to incorporate housing in an infill location requires innovative solutions to create an aesthetically appealing residential community that maximizes the positive attributes of the space in question. The team of WHA professionals has the expertise and creativity needed to design homes that enhance their surroundings and provide an elegant housing solution.

Website: www.wharchitects.com

DENISE ASHTON , CGBP

Principal – Planning and Community Design

Phone: (949) 250-0607 ext. 8731

Email: denise@whainc.com

JEFF CHELWICK, AIA

Senior Principal

Phone: (949) 250-0607 ext. 8770

Email: jeffc@whainc.com

BRADLEY MANSFIELD, AIA, CGBP

Senior Principal

Phone: (949) 250-0607 ext. 8792

Email: bradm@whainc.com

CATHY BARANGER, LEED™ AP, CGBP

Principal – Sustainability

Phone: (949) 250-0607 ext. 8796

Email: cathyb@whainc.com

WHA FIRM EXPERIENCE

William Hezmalhalch Architects, Inc. (WHA) is a comprehensive land planning and architectural design firm that specializes in the shaping of new communities and reshaping of urban and existing in-town neighborhoods. Established in 1981, with offices in Santa Ana and San Ramon, California, WHA has served numerous agencies, builders, and developers, with an intense effort to over satisfy and maintain their confidence. A team of 60 professionals, skilled in multiple design and policy disciplines, provides an integrated planning and architectural design process.

A leader in community and neighborhood design, the firm undertakes each project with fresh ideas, not preconceived beliefs or solutions. In addition to architecture, WHA specializes in providing historical research, visioning, environmentally-responsible master and site specific planning, specific plan services, entitlement processing, planning and architectural design guidelines, prototype building design, master color and materials guidelines, project specific color and materials design, sales brochure line art graphics, branding, theming, community identification, sustainable consulting and state-of-the-art presentation graphics. These services are offered comprehensively, or individually, to address the client's specific needs.

A superior caliber of senior design professionals possesses a unique blend of creative skills, and has generated a distinctive portfolio of project diversity. As a result of WHA's in-depth community design history and current involvement, the firm's mixed-use, commercial, apartments, multi-unit and single-family residential project strength is complemented by community architecture. Other community and prototype projects include clubhouses, day care centers, retail centers, churches and related buildings. WHA also has six LEED Certified professionals on staff.

An award-winning design firm, WHA has carved out a reputation for delivering successful neighborhoods and communities. The firm has accomplished this through the integration of innovative land and architectural design, successfully integrating public policy and design, the ability to integrate public and private uses, responsive solutions, a team philosophy, understanding construction costs, adherence to budgets and outstanding performance. WHA is an active member of the American Planning Association, Urban Land Institute, US Green Building Council, and several Chapters of the Building Industry Association.

WHA FIRM PROFILE

Founded: March 1981

Locations:	Southern California	Northern California
	2850 Redhill Avenue, Suite 200	6111 Bollinger Canyon Road, Suite 495
	Santa Ana, CA 92705-5543	San Ramon, CA 94583-5186
	T 949.250.0607	T 925.463.1700
	F 949.250.1529	F 925.463.1725

Professionals: 60

Services: Policy Planning – Specific Plan Services, Entitlements, Agency Interaction
Design Guidelines
Project Management
On Call Agency Services
Feasibility Studies
Land Use Analyses and Grading Studies
Site Studies, Yield Analyses and Product Validation
Physical Land Planning – Community, Neighborhood, Urban, Resort
Historical Research/Studies
Community Visioning and Theming
Architecture – Development, Design and Construction Documents
Conceptual Architectural Programming
Architectural Colors – Colors, Materials and Guidelines
Architecture and Planning Presentation Graphics
Illustrative Renderings
Sales/Leasing Brochure Line Art Graphics/Exhibits
Visual Communication Graphics

Firm National Association of Home Builders
Associations: Building Industry Associations
Urban Land Institute
American Planning Association
US Green Building Council
International Council of Building Officials
International Council of Shopping Centers

DENISE ASHTON, CGBP

Principal – Planning and Community Design

Denise has been involved in the planning and design field for the development industry for over 30 years. Her schooling as a geographer set the stage not only at the broad perspectives of large scale land planning but also at the diverse intricacies of designing and entitling quality neighborhoods and communities. Her well-rounded knowledge of the development process from project inception and design through entitlement and completion, with expertise in site specific design, written, verbal and graphic presentations and client relations, has been an advantage for WHA and its clients. As one of two managing Principals of the Community Planning and Design department, Denise's enthusiasm and passion for the profession is inspiring. Her ability to manage and lead a team of professionals, or to be a team player herself, results in a dynamic, self-motivating and creative planning and design group.

Talented in domestic and international land use planning and design from small infill urban sites to large master planned communities, her interaction with the Residential and Mixed Use studios of WHA, is a unifying element and creates a most creative, powerful and solution oriented approach to project challenges. Denise has strong core design values that guide her successes: compatible contextual neighborhood design, livable neighborhood and community design and the balance of project objectives with client goals.

Denise is active in the Urban Land Institute Orange County District Council and serves on the Executive Committee as the co-chair of the Education Committee. This involvement is a fantastic opportunity to share and promote the importance of responsible land use and to participate with others from across the country in topics that influence all of us: sustainability, affordable housing, infrastructure, education, market forces, etc.

EDUCATION:

B.A. Geography, California State University of Fullerton

Certificate Program in Landscape Architecture, University of California at Irvine

PROFESSIONAL AFFILIATIONS:

Urban Land Institute Orange County (ULIOC) Executive Committee

ULIOC - co-chair Education Committee

SPEAKING ENGAGEMENTS:

Guest Lecturer – University of California Irvine, Urban Planning and Design Department

Building Industry Association – Home Builders Council, A Forward Look at Urban Development

ULIOC networking event and tour – Depot Walk Orange

JEFF CHELWICK, AIA

Senior Principal — Multi-Family Design

A licensed architect and principal of the firm, Jeff Chelwick oversees the creative aspects of WHA's Attached Residential Design Studio. As such, he is responsible for the innovation and execution of fresh design concepts and planning solutions for a diverse range of high-density building types.

With over 25 years in the industry and over 13 years with WHA, Jeff offers an extensive degree of integrated planning and design experience. With a specialty in high-density attached and detached residential building types, as well as mixed-use, Jeff's experience ranges from nine to 70 units per acre. His specific building diversity is just as vast with experience from the east to west coasts.

Actively involved in numerous urban, infill, and redevelopment sites, Jeff has developed unique, yet appropriate for-sale and for-rent concepts for in-town locations. In a quest to produce lifestyle opportunities in his designs, he has awakened building prototypes such as loft and row house variations, both on-podium and on-grade, and delivered them to new markets.

Some of his current urban and redevelopment experience includes design and planning for the ±49 U/A Downtown Ventura Urban Residential, ±30 U/A on-grade live/work town homes/flats for several California locations, ±22.4 U/A SOCO Fullerton Ice House TOD (live/work and lofts), and ±20 U/A Harbor Walk mixed-use in historic downtown Benicia; in downtown Arizona – 38.0 U/A Artisan Lofts on Osborne and 25.7 U/A Lofts on Central, 26 U/A Parkview and 20 U/A Artisan Village live/work town homes. Other unique expertise include the HOPE VI urban redevelopment planning and apartment design for the ±50-acre Alison Village redevelopment in East Los Angeles, and 160-acre Matthew Henson downtown redevelopment in Phoenix; and the active adult 3-over-1 structures of flats over parking with central courts in California and Nevada.

Many of Jeff's designs are recognized for optimum success, achieved by thinking beyond the mainstream, providing unique designs that solve site and budget issues, and gaining results that address the users' desirable needs. Jeff has also been an industry guest speaker.

EDUCATION:

Bachelor of Architecture, Cornell University, 1981

REGISTRATIONS:

Architect, California, #C28613 (2001)

Architect, New York State, #016897-1 (1984)

PROFESSIONAL AFFILIATIONS:

Seniors Housing Council of the Building Industry Association

American Institute of Architects

BRADLEY MANSFIELD, AIA, CGBP

Senior Principal

A licensed architect with over 20 years of experience, Brad Mansfield has a broad range of professional experience and project diversity specializing in high density attached construction. His leadership as a project architect allows him to be actively involved with the complete process of each project, from site planning through construction administration. Brad has over 6,000 units of podium structures built. His experience includes faculty, hotel/resort, community facilities, podium structures, retail and commercial projects, mixed-use, apartments, high-rise architecture, transit and urban infill communities and high-density on-grade projects. Brad's ability to ensure that each project is met in an efficient manner while maintaining the integrity of the site, architecture, and client needs has made him an asset as a project architect and client coordinator. An accomplished professional, Brad is a Water Proofing Qualified Expert and has vast experience in Type I, II, III, and V architecture. Mr. Mansfield is a member of the American Institute of Architects (AIA), the International Council of Shopping Centers (ICSC) and attends the Urban Land Institute and the Building Industry Association of Southern California (BIA) conferences.

His love for architecture is evident in each project that Brad is involved in. Brad Mansfield has a committed focus on the conservation of our environment. On that end, Brad has worked on promoting Green Education which led to the design of his project, Depot Walk, Orange County's first Green, transit oriented new home community, LEED certified by the United States Green Building Council (USGBC) and is part of the LEED for neighborhood pilot program.

EDUCATION:

Whittier School of Law, 1999 to 2000

Bachelor of Science in Business Administration, Phoenix University, 1992 to 1994

Coastline Regional Occupation Program, Computer-Aided Design/Drafting, 1991 to 1992; One-Year Certificate of Achievement Graduate in Occupational/Career Training with AUTOCAD

Associate of Arts Degree, Orange Coast College, 1991

Two-Year Certificate of Achievement Graduate in Architectural Design and Drafting, Orange Coast College, 1989 to 1991

REGISTRATIONS:

Licensed Architect in State of California

American Institute of Architects – Orange County Chapter

PROFESSIONAL AFFILIATIONS:

International Council of Shopping Centers (ICSC)

Urban Land Institute

Building Industry Association

U.S. Green Building Council (USGBC) of Orange County

CATHY BARANGER, LEED™ AP, CGBP

Principal —Sustainability

With over 30 years of experience with both public and private sector clients, Cathy provides strong leadership and project management skills for large-scale master plans as well as small scale projects. Taking projects from initial ideas to successful implementation is a key asset of her project management skills. She has prepared a number of quality Design Guidelines, Specific Plans, Master Plans, Builder Opportunity Packages and development regulations for her clients. Cathy has worked extensively with agencies in processing documents for approval and has substantial experience at both Planning Commission and City Council hearings. She brings over ten years of direct entitlement experience in her positions with the Cities of Costa Mesa and Garden Grove. Cathy pays attention to detail while producing a quality project.

Cathy has been involved in sustainable communities since 2001 and was a founding board member and Treasurer of the Orange County Chapter of USGBC. Cathy is USGBC LEED Accredited and a Certified Green Building Professional, and brings special expertise in the area of sustainability to development projects. She has developed client specific green guidelines and specifications as well as assisted projects in obtaining certification through the USGBC and Build It Green programs. Cathy can walk a project through many levels of sustainable development with great ease.

EDUCATION:

Bachelor of Arts, Social Ecology, cum laude, University of California, Irvine

PROFESSIONAL AFFILIATIONS:

Sustainable Homes Committee USGB-OC Chapter, Chair

American Planning Association, Member

WHA REFERENCES

CITY OF SANTA ANA COMMUNITY DEVELOPMENT AGENCY

Contact: Cindy Nelson, Deputy City Manager for Development Services
Email: cnelson@santa-ana.org
Phone: (714) 647-5360
Address: 20 Civic Center Plaza, M-25
Santa Ana, CA 92701

CITY OF ANAHEIM

Contact: Elisa Stipkovich, Community Development Director
Email: estipkovich@anaheim.net
Phone: (714) 765-5139
Address: 200 South Anaheim Blvd., Suite 433
Anaheim, CA 92805

CITY OF BURBANK

Contact: Ruth Davidson-Guerra
Email: rdavidson@ci.burbank.ca.us
Phone: (818) 238-5174
Address: P.O. Box 6459
Burbank, CA 91510

HOMEBUYER FINANCING AND OUTREACH

City Ventures' principals have an extensive relationship with several mortgage lending institutions, such as Wells Fargo Bank and Bank of America, to provide residential loans as preferred mortgage lenders. We have partnered on a number of inclusionary projects to provide loans for low and moderate income households to achieve their dreams of home ownership.

Our preferred lenders have vast experience in providing financing options to low and moderate-income households that go beyond conventional mortgages. Loans insured by the federal government, including FHA and Veterans loans, require a lower down payment and have less restrictive lending requirements than what conventional loans may offer. In addition to federal programs, our partners are equipped to take advantage of state, municipal, and non-profit loan and down payment assistance programs to provide financing for qualified homebuyers.

In this market, mortgages have become increasingly challenging to underwrite. By partnering with preferred lenders, City Ventures will be able to mitigate foreclosure risk by pre-qualifying potential homebuyers with conservative underwriting and partnering with an experienced team that offers a variety of solutions for the homebuyers at Globe Avenue Project.

City Ventures will also work with the City and the Agency to generate or obtain a list of interested homebuyers who meet the qualification criteria to purchase a home in the Globe Avenue Project.

DEVELOPER EXPERIENCE

City Ventures is currently working with Redevelopment Agencies in cities around California to design, develop, and build a variety of infill communities. Examples of those projects are:

- City Ventures has partnered with the City of Santa Ana as part of a development team tasked with revitalizing 48 parcels in the Station District. The Station District is the area along Santa Ana Boulevard between the Santa Ana train station and downtown. City Ventures will be providing the for-sale housing component within the Station District.
- City Ventures has partnered with the City of Santa Barbara, the Santa Barbara Housing Authority, and the Santa Barbara Community Foundation to design and build a new for-sale inclusionary housing community in the downtown area.
- City Ventures has partnered with the Alhambra Redevelopment Agency to redevelop the City's former library within the heart of the downtown core into a mixed use community that will feature both retail and residential opportunities.
- City Ventures has partnered with the Claremont Redevelopment Agency to purchase land from the agency to design and build a new mixed-income community adjacent to an existing residential neighborhood.

City Ventures is currently building and selling six new home communities, and owns or controls more than 20 additional development projects throughout California. Prior to the formation of City Ventures, its principals also played principal roles in creating, financing, and developing more than one hundred successful for-sale residential communities located in infill locations. The following projects represent the development team's vast experience.

PASADENA



PASADENA – ROSE WALK

The Community Development Agency of Pasadena was in the process of using eminent domain to acquire the major portion of the Rose Walk development site. Under the direction of Mark Buckland, The Olson Company approached the Agency with the concept of negotiating directly with the landowner. The landowner had already threatened several lawsuits against the Agency. Soon a contract was established at a price agreeable to the Agency. Over a period of 18 months, the Developer/Agency partnership worked with neighborhood groups, City committees, the Planning Commission, the Community Development Commission, and the City Council to develop a community that satisfied the expectations of all involved.

Location:	Corner of Lincoln Avenue and Mountain Street
Housing Solution:	Neighborhood Revitalization
Government Contact:	Richard Bruckner, former Director of Planning and Development rbruckner@planning.lacounty.gov (213) 974-6401
Housing Type:	Townhomes
Number of Homes:	46 Homes
Community Size:	3.8 Acres
Density:	12.1 Homes per Acre
Floor Plans:	4 Plans Offered
Square Foot Range:	1,230- 1,380 Square Feet
Bedrooms:	2 – 3 per Home
Garage Configuration:	2 Car Side-by-Side
Parking Provided:	2.2 per Home
Affordability:	24% at Moderate Income Level
Average Sales Price:	\$197,730
Community Completion Date:	1998
Community Financing:	Equity: CalPERS Construction: Wells Fargo Bank



SANTA ANA



SANTA ANA – ARTIST WALK

Artist Walk is located in the Santa Ana Artist Village on three blocks in Downtown Santa Ana. These urban lofts and live/work homes offer residents the opportunity to live near the Santa Ana Civic Center and Orange County Government Center, while enjoying a bohemian urban living experience. Transit, restaurants, and retail opportunities are only steps away. The three-story urban loft approach provides commercial space for small design firms and artists on the street level. Homes feature a wide open canvas for living, with exposed ductwork, concrete floors, and voluminous spaces. The community is integrated into the urban fabric of Downtown Santa Ana. The architectural style was designed to reflect the character and charm of the Santa Ana Artist Village.

Location:	Corner of Main Street and 3rd Street
Housing Solution:	Live/Work Artist Loft
Government Contact:	Cynthia Nelson, Deputy City Manager for Development Services cnelson@santa-ana.org (714) 647-5360
Housing Type:	Live/Work Lofts
Number of Homes:	86 Homes
Community Size:	3.15 Acres
Density:	27 Homes Per Acre
Floor Plans:	4 Plans Offered
Square Foot Range:	1,398 – 2,384 Square Feet
Bedrooms:	1 – 3 per Home
Garage Configuration:	2 Car Side-by-Side
Parking Provided:	1 – 2 per Home
Affordability:	7% at Very Low Income Level
Average Sales Price:	\$450,000
Community Completion Date:	2004
Community Financing:	Equity: Company Equity Construction: Key Bank

TUSTIN – ARBOR WALK



TUSTIN – ARBOR WALK

Arbor Walk is adjacent to a Redevelopment Area and has provided a benefit to the City's continued efforts in community revitalization. The site is located in Central Orange County and is three miles from a variety of major employment hubs, shopping centers, and entertainment venues. Ten of the 63 homes were allocated as income restricted. The City subsidized six units allocated for "moderate" income households and four for "very low" income households. Arbor Walk continues to provide homeownership opportunities for first time homebuyers. Demand for this community was very high, as the North Orange County housing market has always been characterized as supply constrained.

Location:	Corner of Newport Avenue and Walnut Avenue
Housing Solution:	Neighborhood Revitalization
Government Contact:	Elizabeth Binsack, Community Development Director ebinsack@tustinca.org (714) 573-3031
Housing Type:	Townhomes
Number of Homes:	63 Homes
Community Size:	3.23 Acres
Density:	19.5 Homes per Acre
Floor Plans:	2 Plans Offered
Square Foot Range:	1,457-1,640 Square Feet
Bedrooms:	3 per Home
Garage Configuration:	2 Car Side-by-Side
Parking Provided:	2.13 per Home
Affordability:	16% at Very Low and Moderate Income Levels
Average Sales Price:	\$249,500
Community Completion Date:	2005
Community Financing:	Equity: Corporate Equity Construction: Revolving Credit Facility

BURBANK



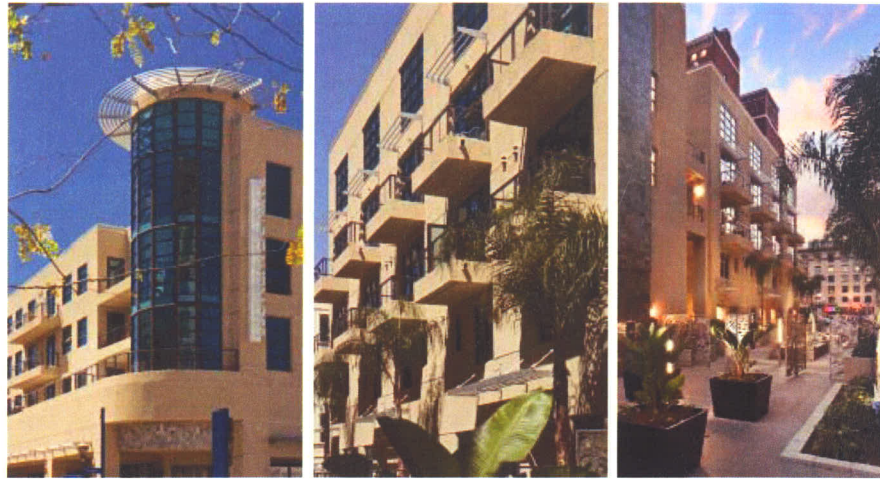
BURBANK – VILLAGE WALK

Beginning in 2000, the Burbank Redevelopment Agency developed a strategic marketing plan for Downtown Burbank. Not only did the Agency handle the physical aspects of revitalizing Downtown Burbank, but it became deeply involved in promoting Downtown as an exciting destination with a great urban vibe. Target audiences included both customers and prospective tenants. The Agency focused on three parcels that it had assembled as the best opportunity for repositioning Downtown Burbank as a mixed-use, 24-hour experience. The three parcels were envisioned as catalysts for the full range of activities expected in a vital city core, such as street-level retail, new commercial space, great restaurants, and in-town residential uses. On completion, the district could, in a very real sense, become “beautiful.”

Village Walk consists of 14,000 square feet of restaurant/retail and 140 for-sale residential units. The community opened in late 2005. Village Walk marked a transition in perceptions about the area, with the venerable entertainment industry newspaper, Variety, even declaring on July 27, 2006, “Downtown Burbank will be the next Third Street Promenade. Firms are betting billions that Burbank’s new urban infill developments will convince commuters to put down roots -- and early returns show they’re right.”

Location:	Corner of San Fernando Road and E Angeleno Avenue
Housing Solution:	Mixed Use
Government Contact:	Greg Herrmann, Community Development Director gherrmann@ci.burbank.ca.us (818) 238-5176
Housing Type:	Townhomes and Flats
Number of Homes:	140 Homes
Community Size:	2.53 Acres
Density:	55 Homes per Acre
Floor Plans:	22 Plans Offered
Square Foot Range:	965 – 1,924 Square Feet
Bedrooms:	1 – 3 per Home
Garage Configuration:	Subterranean Parking Garage
Parking Provided:	2.25 per Home
Affordability:	10% at Moderate Income Level
Average Sales Price:	\$609,000
Community Completion Date:	Fall, 2006
Community Financing:	Equity: Corporate Equity Construction: State of Michigan Pension Fund

LONG BEACH



LONG BEACH – 133 PROMENADE WALK

In 1999, the Long Beach Downtown Strategy for Development was adopted and put forth the goals and objectives for future development in the Downtown Project Area. 133 Promenade Walk was first envisioned during a response to a Request for Proposal issued by the Long Beach Redevelopment Agency in 2001. After a lengthy effort to create a well designed and economically feasible project, the 133 Promenade Walk proposal was selected to develop two parking lots within the focus area of the public pedestrian Promenade in downtown Long Beach.

The 133 Promenade Walk community struck a balance between public amenities, services, and for-sale residential. The proposed community was not only a mix of uses, but also a mix of public and private goals. The proposed design incorporated retail, public parking, improvements to the Promenade, shopkeeper units, and for-sale residential. Over the course of four years, the developer worked with the Redevelopment Agency to design a community that realizes the agency's vision.

Location:	Corner of The Promenade and Broadway
Housing Solution:	Mixed Use/Transit Oriented
Government Contact:	Carl Morgan, Redevelopment Project Officer carl_morgan@longbeach.gov (562) 570 – 6615
Housing Type:	Lofts, Flats, and Live/Work Shopkeepers
Number of Homes:	97 Homes
Community Size:	1.38 Acres
Density:	70 Homes per Acre
Floor Plans:	20 Plans Offered
Square Foot Range:	980 – 1,875 Square Feet
Bedrooms:	1 – 3 per Home
Garage Configuration:	2 Level Subterranean Parking Garage
Parking Provided:	1.5 per Home
Affordability:	None offered
Average Sales Price:	\$500,000
Community Completion Date:	Fall, 2007
Community Financing:	Equity: Corporate Equity Construction: State of Michigan Pension Fund

SANTA BARBARA

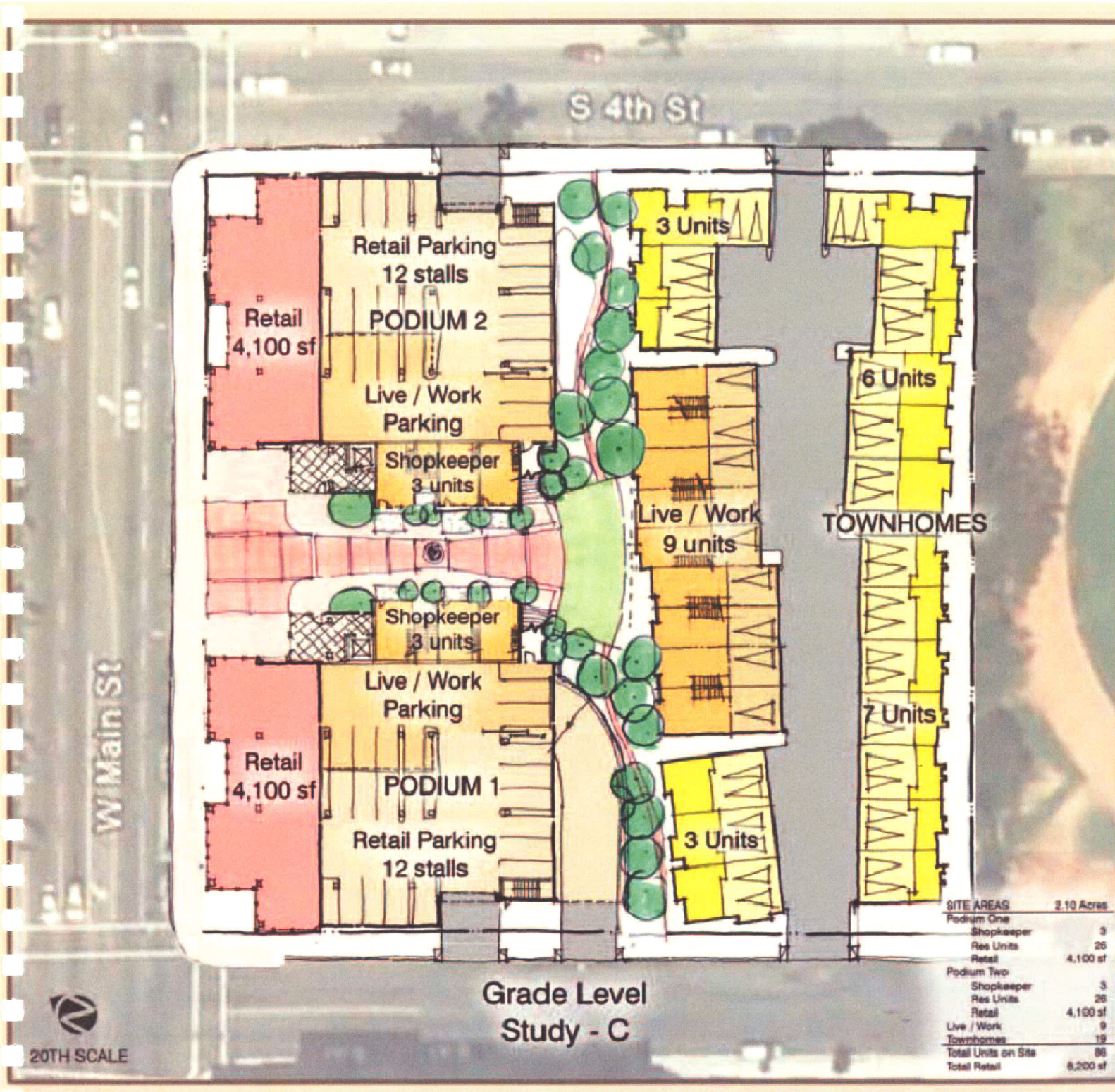


SANTA BARBARA – LOS PORTALES

The Housing Authority of the City of Santa Barbara and City Ventures entered into Purchase Option Agreement to redesign and build a 48 unit price restricted housing community. The original developer had entitled the community but could not move forward due to a lack of adequate financing. City Ventures worked with the Housing Authority, City of Santa Barbara, and the Santa Barbara Foundation to redesign the community to a standard befitting the community and City Ventures. The Los Portales community will redevelop a vacant property near downtown Santa Barbara into a courtyard community. City Ventures is financing the community with company equity.

Location:	Corner of East Montecito Street and Calle Cesar Chavez
Housing Solution:	Neighborhood Revitalization
Government Contact:	Rob Pearson, Executive Director, Housing Authority of the City of Santa Barbara rpearson@hacsb.org (805) 965-1071
Housing Type:	Courtyard Homes
Number of Homes:	48 Homes
Community Size:	1.8 Acres
Density:	26.6 Homes per Acre
Floor Plans:	5 Plans Offered
Square Foot Range:	992 – 2,176 Square Feet
Bedrooms:	2 – 3 per Home
Garage Configuration:	Tandem and 2 Car Side-by-Side
Parking Provided:	2.1 per Home
Affordability:	83% at price restricted levels
Average Sales Price:	\$475,000
Estimated Completion Date:	2011
Community Financing:	Equity: City Ventures Equity Construction: City Ventures Equity

ALHAMBRA



ALHAMBRA – FORMER LIBRARY SITE – MIXED-USE COMMUNITY

The Alhambra Redevelopment Agency and City Ventures entered into a Disposition and Development Agreement (DDA) to design, develop, and build an 86 unit, mixed-use community featuring 8,200 square feet of retail on a key property within the downtown core. City Ventures is financing all predevelopment cost through the issuance of building permits from company equity. City Ventures is paying fair market value for the property and will close escrow upon the issuance of building permits. By closing escrow with building permits, the lending community is assured that the discretionary approval risk has been mitigated.

Location:	Corner of Main Street and 5th Street
Housing Solution:	Mixed-Use, Podium Design
Government Contact:	Vanessa Reynoso, Development Services Director vreyoso@cityofalhambra.org (626) 570-5041
Housing Type:	Townhomes, Shopkeepers, Live/Work Lofts, and Flats
Number of Homes:	86 Homes
Community Size:	2.1 Acres
Density:	41 Homes per Acre
Floor Plans:	Under Design
Square Foot Range:	1,500 Square Feet Average
Bedrooms:	1 – 3 per Home
Garage Configuration:	2 Car Side-by-Side
Parking Provided:	2 per Home, Retail and Guest Parking Under Design
Affordability:	None
Average Sales Price:	\$450,000
Estimated Completion Date:	2012
Community Financing:	Equity: City Ventures Equity Construction: Bank Financing

CLAREMONT



CLAREMONT – BASELINE

City Ventures will purchase 2.66 acres of vacant land from the City of Claremont to develop 42 townhomes in an established neighborhood on the west side of Claremont. This new community will allow the City of Claremont to monetize an underutilized real asset that was originally entitled for a different residential use. The project will be designed to address the impacts from the adjacent freeway and will bring an attractive new community to an otherwise unattractive site. Six of the homes will be restricted to moderate income families.

Location:	W. Baseline Rd., east of Towne Ave.
Housing Solution:	Neighborhood Revitalization
Government Contact:	Brian Desatnik, Housing and Redevelopment Manager bdesatnik@ci.claremont.ca.us (909) 399-5342
Housing Type:	Townhomes
Number of Homes:	42 Homes
Community Size:	2.66 Acres
Density:	15.8 Homes per Acre
Floor Plans:	3 Plan Types
Square Foot Range:	1,325 – 1,680 Square Feet
Bedrooms:	3 per Home
Garage Configuration:	2 Car Side-by-Side and Tandem
Parking Provided:	Proposed at 2.25 per Home
Affordability:	15% at Moderate Income Level
Estimated Average Sales Price:	\$375,000
Estimated Completion Date:	2012
Community Financing:	Equity: City Ventures Equity Construction: Bank Financing

REFERENCES

City Ventures is pleased to provide both the financial and general / governmental references requested and encourages the Redevelopment Agency to contact all references provided.

Financial Capability

The financial references will detail their time, investments, and experience working with City Ventures' principals on similar communities as the one proposed for Globe Avenue.

Construction Lending – Senior Debt

Entity: Wells Fargo – Real Estate Banking Group
Contact: Raymond Lowe, Managing Director
Phone: (213) 253-7330
Email: lower@wellsfargo.com
Address: 333 South Grand Avenue, 9th Floor
Los Angeles, CA 90071

Revolving Credit Facility

Entity: KeyCorp Capital – Real Estate
Contact: Dan Silbert, Senior Relationship Manager
Phone: (770) 510-2096
Email: daniel_silbert@keybank.com
Address: 1200 Abernathy Rd. NE
Atlanta, GA 30328

CalPERS

Entity: California Public Employees' Retirement System
Contact: Robert Langhi, Portfolio Manager, Real Estate
Phone: (916) 341-2443
Email: robert_langhi@calpers.ca.gov
Address: Lincoln Plaza East
Sacramento, CA 95814

General / Governmental References

These references will provide additional background on City Ventures' approach to working with Redevelopment Agencies and city staff, as well as their ability to attract income-restricted homeowners.

City of Santa Barbara – Mixed-Income Downtown Community – Public / Private Partnership

Contact: Rob Pearson, Executive Director, Housing Authority of the City of Santa Barbara
Email: rpearson@hacsb.org
Phone: (805) 965-1071
Address: 735 Anacapa Street
Santa Barbara, CA 93101

City of Santa Ana – Station District – Public / Private Partnership

Contact: Cynthia Nelson, Deputy City Manager for Development Services
Email: cnelson@santa-ana.org
Phone: (714) 647-5360
Address: 20 Civic Center Plaza, M-25
Santa Ana, CA 92701

City of Alhambra – Mixed Use Community – Public / Private Partnership

Contact: Vanessa Reynoso, Development Services Director
Email: vreynoso@cityofalhambra.org
Phone: (626) 570-5041
Address: 111 South First Street
Alhambra, CA 91801

City of Claremont – Mixed-Income Community – Public/Private Partnership

Contact: Brian Desatnik, Housing and Redevelopment Manager
Email: bdesatnik@ci.claremont.ca.us
Phone: (909) 399-5342
Address: 207 Harvard Avenue
Claremont, CA 91711

FINANCIAL STATEMENTS

Confidential financial statements have been submitted under a separate cover.

FINANCIAL SOURCES

In June of 2010, City Ventures closed a \$100 million equity investment from a fund managed by an affiliate of Ares Management to fund the continued expansion of the company's unique development and homebuilding platform. Letters from Imperial Capital and Ares Capital detailing their investment in City Ventures, as well as a bank statement from Wells Fargo detailing our cash balance, are available upon request.

GLOBE AVENUE PROJECT FINANCING

City Ventures will use corporate equity to finance the design and development costs for the Globe Avenue Project. Once entitlements are complete and a DDA has been executed, City Ventures will either fund the construction of the project from corporate equity or from our revolving credit facility.

FINANCING EXPERIENCE

Conventional Project Financing Experience

City Ventures will finance the development and construction of the Globe Avenue Project from corporate equity as we are doing on nearly all of our current projects. Once the community receives the approved Conditions of Approval, City Ventures' Chief Financial Officer, Scott Homan, will begin to shop the community to a variety of preferred construction lenders as an alternative to corporate equity financing. A letter detailing Wells Fargo Construction Lending Group's relationship with City Ventures' principal partners is available upon request. Given the cash we currently have available through our investments from Imperial Capital and Ares Capital, our strong lender relationships, and our principals' experience in building similar communities, we are certain that we will successfully finance the acquisition and construction of the Globe Avenue Project.

Government Sponsored Project Financing Experience

The City Ventures development team has extensive experience working with publicly funded housing projects. We have played major roles in creating, financing, and developing the following inclusionary housing developments in urban infill locations. In addition to developments outlined in our Experience section, the following communities represent past projects that utilized public funding in one form or another.

- **The Arbors – City of Brea** – partnered with Brea Redevelopment Agency to develop 27 for-sale single-family homes in downtown Brea with 18% affordable component at the moderate-income level.

- **Depot Walk – City of Orange** – worked with Redevelopment Association and Old Towne Preservation Association to develop 32 for-sale lofts near the Orange Metrolink/Amtrak Station with 15% affordable component at the moderate-income level.
- **Renaissance Walk – City of Long Beach** – partnered with City of Long Beach, which provided funds to qualified homebuyers in the form of soft silent seconds and to develop a childcare center, to develop 40 for-sale single-family homes with 12.5% affordability component at low and moderate-income levels.

DEVELOPMENT APPROACH

The City Ventures development proposal is based on the Development Parameters described in the Request for Proposal, resulting in a proposed design consisting of 12 townhomes ranging from 1,200 to 1,750 square feet and two stories in height. We believe this proposed plan achieves the Agency's goals of providing high quality design, density, and affordability as outlined in the Request for Proposal. At the same time, City Ventures understands that outreach to the property's neighbors will further refine this design concept and be a key to this project's success. Therefore we look forward to engaging with the neighbors and the surrounding community to get their input on the project.

Community Outreach

The development team at City Ventures has extensive experience in reaching out to the community and key stakeholders on development projects. Our goal is to work together to create a better project by understanding and addressing concerns, having the community involved in the design process, and bringing the community together to improve their neighborhood.

Members of the development team have had prior experience working with local communities in Culver City. While working with another infill developer, Ben Besley held numerous community meetings with neighbors, city and agency staff, elected officials, and other stakeholders in an effort to develop the Agency-owned site at Centinela Ave. and Washington Ave. in 2005 and 2006.

All members of the City Ventures team have experience with neighborhood outreach and appreciate its importance in the ultimate success of infill development projects. If selected as the development partner for this project, City Ventures would meet first with Agency staff to confirm an outreach strategy and then hold a neighborhood meeting at a home or community facility near the project site within the first month. We would also schedule regular meetings with project stakeholders to provide status updates, address any inquiries and concerns, and involve them in the design and entitlements process to achieve the vision of providing a much needed affordable residential community that improves the quality and aesthetics of the neighborhood.

Proposed Project Design

The design concept for this .74-acre parcel is to provide a mix of new for-sale affordable housing that enhances the neighborhood while integrating with the current lifestyle of the existing neighborhood. In order to achieve the allowable density of 16 homes per acre, our creative approach envisions a four-plex configuration consisting of three two-story townhomes and one carriage unit. This unique product type features a triplex that combines two of the townhomes with the carriage unit residing above the garages. The third townhome is attached next to the triplex. This two-story configuration provides an elegant and efficient solution to the site's layout.

The townhomes will front Globe Avenue and feature private front yards that will complement the surrounding neighborhood as well as the existing trees that will be preserved along Globe Avenue. The carriage units will have a side entrance on the building that is accessible via stairs. An internal private driveway to access garages will provide privacy for the residents. This architectural design provides

enclosed, direct access garages for all homes but hides them from the adjacent public street, taking access from a private driveway entrance.

This distinctive design approach will be compatible and friendly with the existing neighborhood while achieving the goals of providing new affordable housing in this area of the Culver City.

Neighborhood Context

The proposed project is surrounded by single-family homes to the west, north, and south. The San Diego Freeway is located directly to the east of project site, and a 30-foot sound wall provides a boundary between the Globe Avenue Project and the freeway.

This quaint residential neighborhood consists of well-landscaped one-story homes along a tree-lined street. The neighborhood fabric consists of traditional architectural style homes mostly built during the 1940's and later. A nearby church follows a Spanish revival architectural style that is reminiscent of the Spanish missionaries prominently found throughout California. The eclectic aesthetics of the neighborhood gives greater freedom to accommodate a variety of architectural styles for the Globe Avenue Project.

Based on the style of homes across the street from the Globe Avenue Project, we propose a contemporary Craftsman architectural style for this new housing opportunity. The contemporary Craftsman style is usually characterized by low-pitched gabled roof, horizontal wood or stucco siding, and porches with tapered pedestal supports. Complementary with the architectural design will be a fresh landscape concept to enhance the neighborhood and create a wonderful living environment.

We propose this architectural theme for the purposes of the Request for Proposal. Ultimately, City Ventures will collaborate with the Agency, city, and community to finalize an architectural theme that complements and enhances the neighborhood fabric.

Resident Profile

The typical buyer profile will be a first-time homebuyer. The three-bedroom homes are ideal for young families who are buying their first home within their community. These homebuyers will likely come from within a five-mile radius of the Globe Avenue Project or work at one of Culver City's major employers. Major employers include Sony Pictures Entertainment, Westfield Mall, Brotman Medical Center, Symantec, and City of Culver City.

The proximity of the Globe Avenue Project to Pacific Ocean beaches, downtown Culver City, and San Diego Freeway makes it an ideal residence for families who want to live in an urban environment that still offers the amenities of an intimate community.

Conformance to Development Code

At this preliminary stage, this design proposal complies with the design standards of the development code for R2 Zone in the following manner:

- Twelve units are proposed, which conforms to the R2 Zone that allows for the development of two residential units per lot. A maximum of 14 units is possible on these seven parcels.
- Ten guest parking spaces are provided and exceed the 0.25 guest parking ratio required by Code.
- The front and rear setback requirements at 15' and 10', respectively.
- The height of the units will not exceed 30' or two stories.

COMMITMENT TO SUSTAINABLE HOMEBUILDING

City Ventures is committed to improving the communities in which we work by not only providing quality developments, but by also ensuring that all City Ventures developments are sustainable (as certified by the U.S. Green Building Council LEED for Homes program) and improve the fabric of the overall community. Our infill communities are more than just the development of land. Our designs focus on crafting complete, well-functioning communities and returning vitality to the surrounding neighborhood.

For the Globe Avenue Project, City Ventures makes the following commitments.

- City Ventures will use LEED for Homes as the third party rating system and will aim to achieve LEED Gold Certification.
- City Ventures will use Davis Energy Group as the third party certifier and La Jolla Pacific as the third party rating firm.
- City Ventures aims to exceed Title 24 standards by 25%.
- City Ventures aims to exceed required water savings standards by 20%.
- Each home at minimum will include a 2.5KW solar power system.

ILLUSTRATIONS

Conceptual graphic illustrations of the project are providing on the following page.

SUMMARY...

TOTAL SITE: 74 ac
TOTAL HOMES: 112 homes
DENSITY: 16 homes/ac

FOUR PLEX HOMES

- 3 TOWNHOMES and ONE CARRIAGE HOME
- 1200 - 1750 S.F.
- ALL 2-CAR GARAGE
- FRONT PRIVATE YARDS

INCREASED ON-STREET
PARKING DUE TO REDUCED
CURB CUTS

ADDITIONAL SPACES
ON-SITE (10)

BACK-UP and
TURN AREA

Globe Ave



PROJECT COSTS

The total project cost for the proposed project is approximately \$3.3 million. This estimated project cost amount equates to approximately \$265,500 per home.

SALES REVENUES

City Ventures proposes two scenarios for the Globe Avenue Project. Scenario A is to provide 100% affordable for-sale housing at the low-and-moderate household income levels. Four homes will be restricted to low-income households, and the remaining eight homes will be restricted to moderate-income households earning 120% of the area median household income. Based on this scenario, the sales revenues are projected to be \$2,760,000.

The alternate Scenario B proposes a combination of affordable and market rate homes. Three homes will be restricted to low-income households, six homes will be restricted to moderate-income households, and three homes will be available at market rate. Based on this scenario, the sales revenues are projected to be \$3,420,000. This alternative may mitigate some of the neighbors' concerns about the density of the project and also relieve the Agency of some of the financial assistance requested in this proposal.

SOURCES OF FUNDS

Equity

City Ventures will be using its own equity to finance the design and development costs for the Globe Avenue Project property. Once the Planning Commission has approved the proposed community's Conditions of Approval, City Ventures, using its own equity, will kick-off the improvement plans and construction drawings.

Construction Lending

City Ventures would finance the design, development, and construction of the Globe Avenue Project with corporate equity. City Ventures is in the process of securing a \$75 million senior secured revolving credit facility to be used for homebuilding construction, which may be used to finance the project's construction in lieu of corporate equity.

Residual Land Value

City Ventures proposes a land contribution from the Culver City Redevelopment Agency for the Globe Avenue Project property. The residual land value is proposed to be \$0. This value is based on the following project proforma for both scenarios.

Pro Forma - Scenario A
Culver City - Globe Avenue Project
January 20, 2011

SITE

Land Area 0.74 acres
 Product Type 4-plexs
 Density 16.22 units per acre

REVENUE

Plan	SF/Unit	Bed/Bath	# of Units	Total Value	Value Per Unit	Per S.F./House	% of Revenue
Plan 1 - Low	1,200	3 Bed	3	330,000	110,000	91.67	8.55%
Plan 2 - Low	1,350	3 Bed	1	110,000	110,000	81.48	2.85%
Plan 2 - Moderate	1,350	3 Bed	2	580,000	290,000	214.81	15.03%
Plan 3 - Moderate	1,500	3 Bed	3	870,000	290,000	193.33	22.54%
Plan 4 - Moderate	1,750	3 Bed	3	870,000	290,000	165.71	22.54%
Subtotal	17,400		12	2,760,000	230,000	158.62	71.50%
Agency Assistance				1,100,000			28.50%
Lot Premiums				0			
Total Revenue				3,860,000	321,667	221.84	100.00%

COSTS

Land				0	-	-	0.00%
Onsite Costs				480,000	40,000	27.59	12.44%
Professional Fees				400,000	33,333	22.99	10.36%
Government Fees				360,000	30,000	20.69	9.33%
Finished Lot Cost				1,240,000	103,333	71.26	32.12%
Direct Construction				1,218,000	101,500	70.00	31.55%
Supervision				72,000	6,000	4.14	1.87%
Indirect Costs				48,000	4,000	2.76	1.24%
Capitalized Marketing				77,200	6,433	4.44	2.00%
DRE/HOA/Property Taxes				46,800	3,900	2.69	1.21%
Warranty				48,000	4,000	2.76	1.24%
Insurance				77,200	6,433	4.44	2.00%
Contingency				77,200	6,433	4.44	2.00%
Overhead				115,800	9,650	6.66	3.00%
Other Capitalized Operating Costs				1,780,200	148,350	102.31	46.12%
Financing Fees and Points				77,200	6,433	4.44	2.00%
Cost of Capital				193,000	7,392	11.09	5.00%
Total Capitalized Financing Fees/Interest				270,200	13,826	15.53	7.00%
TOTAL COST OF SALES				3,290,400	265,509	189.10	85.24%
GROSS MARGIN				569,600	56,158	32.74	14.76%
Commissions/Closing Costs				125,450	10,454	7.21	3.25%
Expensed Marketing				57,900	4,825	3.33	1.50%
Total Selling / G&A Costs				183,350	15,279	10.54	4.75%
NET MARGIN				386,250	40,878	22.20	10.01%

Pro Forma - Scenario B
Culver City - Globe Avenue Project
January 20, 2011

SITE

Land Area 0.74 acres
 Product Type 4-plexs
 Density 16.22 units per acre

REVENUE

Plan	SF/Unit	Bed/Bath	# of Units	Total Value	Value Per Unit	Per S.F./House	% of Revenue
Plan 1 - Low	1,200	3 Bed	3	330,000	110,000	91.67	8.55%
Plan 2 - Moderate	1,350	3 Bed	3	870,000	290,000	214.81	22.54%
Plan 3 - Moderate	1,500	3 Bed	3	870,000	290,000	193.33	22.54%
Plan 4 - Market	1,750	3 Bed	3	1,350,000	450,000	257.14	34.97%
Subtotal	17,400		12	3,420,000	285,000	196.55	88.60%
Agency Assistance				440,000			11.40%
Lot Premiums				0			
Total Revenue				3,860,000	321,667	221.84	100.00%

COSTS

Land				0	-	-	0.00%
Onsite Costs				480,000	40,000	27.59	12.44%
Professional Fees				400,000	33,333	22.99	10.36%
Government Fees				360,000	30,000	20.69	9.33%
Finished Lot Cost				1,240,000	103,333	71.26	32.12%
Direct Construction				1,218,000	101,500	70.00	31.55%
Supervision				72,000	6,000	4.14	1.87%
Indirect Costs				48,000	4,000	2.76	1.24%
Capitalized Marketing				77,200	6,433	4.44	2.00%
DRE/HOA/Property Taxes				46,800	3,900	2.69	1.21%
Warranty				48,000	4,000	2.76	1.24%
Insurance				77,200	6,433	4.44	2.00%
Contingency				77,200	6,433	4.44	2.00%
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TOTAL COST OF SALES				3,290,400	265,509	189.10	85.24%
GROSS MARGIN				569,600	56,158	32.74	14.76%
Commissions/Closing Costs				125,450	10,454	7.21	3.25%
Expensed Marketing				57,900	4,825	3.33	1.50%
Total Selling / G&A Costs				183,350	15,279	10.54	4.75%
NET MARGIN				386,250	40,878	22.20	10.01%

FINANCING ASSISTANCE REQUEST

City Ventures requests assistance from the Agency Housing Set Aside Fund to help subsidize the development under the 100% affordable scenario. For Scenario A – 100% Affordable, we request assistance in the amount of \$1,100,000. Agency assistance funds may be used to provide gap funding to subsidize the affordable homes.

Under Scenario B – 75% Affordable, we request assistance in the amount of \$440,000 in the form of gap funding. We propose this alternate scenario in light of the following considerations.

- The financial impact to the Agency Housing Set Aside Fund may be minimized by providing a mixed-income community. We would not require any Agency assistance if two additional homes were available at market rate in lieu of the moderate-income homes for a total of three low-income, four moderate-income, and five market rate homes.
- Community members and neighbors may better receive a mixed-income community that integrates inclusionary housing with market-rate homes, thereby mitigating the negative perceptions associated with inclusionary housing. City Ventures also will conduct outreach workshops and seminars to educate the community regarding inclusionary housing as part of our community outreach efforts to increase the acceptance of the Globe Avenue Project.
- A mixed-income community creates a richer experience for both homeowners and their neighbors. A mixed-income community provides an opportunity for families from a variety of income levels to engage with one another.

Under both scenarios, City Ventures requests that the Agency contribute the land at a \$0 residual land value to help achieve the RHNA goals of providing affordable housing in Culver City. The pro forma does not assume prevailing wage will be required to build the Globe Avenue Project.

Globe Ave Project



Presented to:
Culver City Redevelopment Agency – Housing Division
Attn: Tevis Barnes, Housing Administrator
9770 Culver Blvd
Culver City, CA 90232

January 20, 2011

Habitat for Humanity of Greater Los Angeles
17700 S Figueroa Street
Gardena, CA 90248
www.habitatla.org



Celebrating 20 Years of Building Hope, Lives & Communities

January 16, 2011

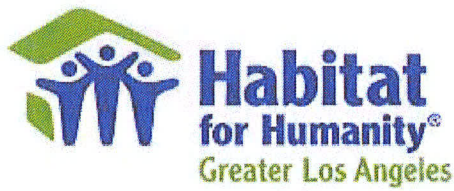
Culver City Redevelopment Agency
9770 Culver Blvd
Culver City, CA 9023

Dear Culver City Redevelopment Agency:

Subject: Authorization Letter

This proposal is submitted under the authority of Erin Rank, President and CEO of Habitat for Humanity of Greater Los Angeles, who is an authorized representative of the corporation with the authority to issue development proposals and negotiate on behalf of the corporation.

Erin Rank
President & CEO



A. Development Team

Developer:

Habitat for Humanity of Greater Los Angeles
Contractor License # 907613 (Class B)

Affordable Housing Developer, General Contractor, and Mortgage Lender for New Construction and Rehabilitation

In business for 20 years

17700 S Figueroa Street
Gardena, CA 90248
(310) 323-4663

Full time Employees:

58

Structure:

California 501 (c)3 Public Benefit Corporation

Authorized Negotiators:

***Erin Rank, President and CEO and
Mark Van Lue, Chief Operating Officer***

Project Manager:

Mark Van Lue, Chief Operating Officer
mvanlue@habitatla.org
(310) 341-9336





Project Team

Developer:

Habitat for Humanity of Greater Los Angeles

17700 S Figueroa Street

Gardena, CA 90248

Contact: Mark Van Lue, Chief Operating Officer

Phone: (310) 341-9336

Fax: (310) 323-0789

Email: mvanlue@habitatla.org

Architect/Contractor:

Habitat for Humanity of Greater Los Angeles

Contact: Steve Sferrino, VP Construction and Real Estate

Phone: (310) 310-988-0304

Fax: (310) 324-9763

Email: ssferrino@habitatla.org

Marketing:

Habitat for Humanity of Greater Los Angeles

Contact: Jo-An Turman, Sr. Director of Communications
& Marketing

Phone: (310) 749-6613

Fax: (310) 324-9763

E-mail: jturman@habitatla.org

Attorney:

Murakami Law Office

Tim Murakami

371 Van Ness Way, Suite 130

Torrance, CA 90501

Phone: (310) 961-5260

Fax: (866) 866-3098

E-mail: tim@murakamilaw.com

Engineering and Mapping: Robert Kameoka and Associates

Robert Kameoka

5011 Acacia St

San Gabriel, CA 91776

Phone: (626) 286-6127

Kameoka9@yahoo.com

Habitat for Humanity of Greater Los Angeles (Developer)

Habitat for Humanity of Greater Los Angeles (HFH GLA) was formed on July 1, 1990 and has developed and rehabilitated over 360 homes in Los Angeles County (project list available upon request).

Habitat for Humanity is the largest non-profit home builder in the United States and the Greater Los Angeles affiliate is consistently in the top 1% of affiliates in national production. HFH GLA offers:

- Highly trained and experienced staff
- Impressive efficiency and cost containment in our building methodology
- An in-house mortgage lending and buyer education process with proven success, especially with low and very low-income buyers
- Financial security through our mortgage assets and retail operations
- Commitment to eco-friendly and sustainable building technologies
- Capacity to build complex developments on multiple sites - simultaneously
- Property management and Homeowners' Association development experience

Our Accomplishments:

- Constructed and rehabilitated over 360 homes in Los Angeles County
- Issued over 200 in-house mortgages to low and very low-income buyers. Over 20 years, the default rate remains under 1%. The mortgage revenue funds future construction.
- Engaged over 10,000 volunteers *annually*
- Approximately \$18 million in assets held
- Funded and/or built over 300 additional homes internationally
- Grossed \$1.5 million in annual revenue from our ReStore (social enterprise). A second, larger store opened in 2010.
- Hosted two Jimmy Carter Work Projects – the marquee annual building event for Habitat for Humanity International – drawing thousands of people from around the world into greater Los Angeles to build affordable homes (1995 & 2007)
- Created the *Hollywood for Habitat for Humanity* program in 2000. Celebrities, athletes, and entertainment industry employees build homes locally and internationally

HFH GLA is an ideal developer of for-sale affordable housing because...

- We are a developer, builder and lender
- We have in-house real estate and property management professionals to provide “Dirt to Drapes” service to our buyers
- We utilize volunteer labor and in-kind donations to significantly reduce costs
- We employ a professional and experienced full-time staff
- We involve the local community in our projects
- We leverage the city’s investment by combining resources from faith groups, corporations, community groups, local government, state government, and the federal government
- We build family wealth and create affordability by providing our buyers with zero-interest loans
- We provide education and support to all of our homeowners before and after the sale

These factors allow HFH GLA to achieve a much greater level of affordability at a lower cost to local government. Even in high-cost real estate markets, HFH GLA can still build homes for families and individuals earning between 30% - 80% of the Area Median Income.

Habitat for Humanity - Design Build

Background:

HFH GLA utilizes a design/build approach for developing decent, affordable and sustainable housing. The process combines the expertise of our in-house architect and construction staff with city staff and community members to build a pleasant house within a limited budget. The design/build approach provides:

- A shorter design and permitting process
- Improved home design and energy efficiency
- Flexibility to work with municipalities and community groups to achieve the best integrated design
- Better quality and more durable housing product
- Homes and project sites that are easier to maintain
- Quicker and more affordable construction
- Better construction plans, and fewer set-backs during construction
- A sense of pride among HFH GLA, the City, and the Community

Process

The general process is outlined below, and it's certainly flexible to achieve the City's goals:

1. Host a kick-off meeting with the community, led by HFH GLA and/or City staff, to gather input about design preferences and architectural styles.
2. Create a site plan that accommodates the targeted number of units. General conceptual elevations are developed.
3. Coordinate with the City staff (Building, Public Works, Planning, and Redevelopment/Housing) to refine the concepts.
4. Present the site plan to the community and gather feedback.
5. HFH GLA construction and real estate staff optimize a final product.

The end result is once again presented to the community. Then it's taken through the formal entitlement process of the City. Below is a summary of each group's contribution to achieving a quality housing product.

City Staff

- Knowledge of design and permitting procedures
- Communication with neighborhood and municipal commissions/councils about design preferences and potential issues
- Understanding of local infrastructure and improvement requirements
- Passion for improving the City
- Creative input

HFH GLA Real Estate Department

- Creative and efficient housing design and site planning
- Knowledge of building code and land development requirements
- Knowledge of site planning, grading, and utility planning

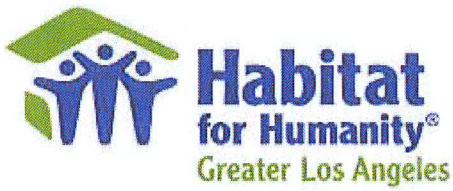
HFH GLA Construction Department

- Extensive knowledge of construction technology and best-results methods
- Ability to provide efficient and cost effective design alternatives
- Ability to identify potential construction problems, thereby avoiding delays

The Community

- Insight about obstacles and assets in the neighborhood
- Creative ideas
- Passion for neighborhood improvement

HFH GLA has used this design methodology for its past six projects, with solid results, and proposes to use this process for the *Globe Ave* project. (See the project list under the *Projects* tab)



Murakami Law

Tim Murakami has practiced real estate law in Southern California for 28 years. He is a leading attorney specializing in condominium projects.

Murakami Law prepared master management documents for thousands of residential, commercial and mixed-used subdivision projects throughout California.

Robert Kameoka and Associates

Mr. Kameoka opened for business in 1980. His small firm has recorded over 150 subdivision maps throughout Los Angeles County. His knowledge and proficiency in surveying and mapping makes him a key asset for any project team. Properly recording a subdivision map is a crucial part of any condominium project. Mr. Kameoka's firm is one of the best in the county at meeting the important time frames.

B. Experience

Recent Relevant Projects

HFH GLA has built and rehabilitated over 360 homes in Los Angeles County. Below are some of our ongoing and recently completed projects in the South Bay Area.

Recent Relevant Projects (see Projects tab for property profiles)

- *Lynwood – Lynwood High School Redevelopment Area (4237 Imperial Hwy)*
10 new homes (5 duplexes) – townhome style community
Completion in 18 months (currently 90% complete) (2011)
- *San Pedro – Harbor Area redevelopment area (Palos Verdes and O'Farrell St)*
16 new homes (8 duplexes) – townhome style community (Jimmy Carter Work Project)
Completed in 12 months (2008)
- *South Los Angeles – 112th and Vermont*
14 new townhomes (Jimmy Carter Work Project)
Completed in 14 months (2008)
- *Lynwood – 4267 Fernwood Ave*
3 new homes (duplex and one single family home)
Completed in 12 months (2009)

Under Construction/Development

- *Long Beach - Washington HAP (15th and Chestnut/Henderson)*
2 new single family homes and one rehabilitated home
- *Long Beach - NSP rehabilitation program (various)*
Acquisition and rehabilitation of 25 homes in NSP program neighborhoods
- *Lynwood and South Gate – NSP-2 rehabilitation program (various)*
Acquisition and rehabilitation of 80 homes in NSP-2 program neighborhoods
- *Lynwood – 3254 Palm Ave*
3 new homes (1 single family and 1 duplex)
- *Burbank – Payton Grismer Redevelopment Area (1902 Keeler and 1722-1734 Elliott)*
8 units – A five unit townhome building, a duplex, and a detached single family home
- *Lawndale – Redevelopment Area (4414 W 163rd Street)*
2 unit condo and 2 detached single family homes

(See Reference tab for the required project references.)



Habitat for Humanity of Greater Los Angeles Staff

(See *Resumes* tab for additional information)

Construction Services Team

Erin Rank (President and CEO) – During 13 years at the helm of HFH GLA, Ms. Rank led the organization through remarkable growth. She and the affiliate received numerous accolades for innovation, production and economic resiliency. She has a working knowledge of each operational area of the organization.

Mark Van Lue (COO) – Overall management of affiliate operations, with twenty-six years of new construction and rehabilitation experience.

Steve Sferrino (Vice President of Real Estate and Construction) – Overall project manager and quality control; Responsible Managing Employee of the corporate contractor's license, with a broad range of construction management and building skills.

Frankie Murphy (Director of Construction) - Coordination of day-to-day construction activities, including procurement of contractors and materials, management of resources and permitting. Eleven years of experience with a full range of rehabilitation activities.

Design/Compliance and Acquisition Team

Robert Dwelle (Director of Real Estate) – Government compliance, in-house architect/engineering, with ten years of affordable housing experience. Knowledge of HOME, CDBG, NSP, and CRA set-aside requirements.

Rudy Zuniga – Eight years of real estate experience with a background in sales and mortgage brokerage. Mr. Zuniga assists with entitlements and the complex title transfer to the end buyers (speaks English and Spanish)

Marketing and Family Selection

Jo-An Turman – Licensed Real Estate broker with twenty-five years of valuable experience in Real Estate and Marketing. Her proven track record of garnering media attention for projects will help highlight the City's affordable housing efforts.

Karina Arabolaza – More than eight years of experience with community outreach and homebuyer education process, specific to HFH GLA and affordable housing. She's also intimately familiar with the local Southern California communities and their cultures. (She speaks English and Spanish fluently) Karina and all of the Homeowner Relations and Real Estate staff have been trained in the income qualification procedures required by Federal and state funding programs.

C. Financial Capacity

HFH GLA is in an outstanding financial position to carry out the Globe Avenue Project. For the past 20 years the organization has been developing affordable housing throughout Los Angeles County, and has raised over \$30 million dollars in private donations and sponsorships toward the development of affordable housing. The organization has also been awarded over \$50 million dollars in Federal, State, and local funding.

State of California – HCD	\$3,570,000
HOME Funds	\$12,400,000
SHOP funds (HUD)	\$1,030,000
Redevelopment Funds	\$3,750,000
NSP Funding	\$30,000,000
Total	\$50,750,000

Additionally, HFH GLA operations are supported by two ReStores. The ReStores sell surplus donated construction materials and furniture to the general public. The ReStores in Carson (10,000 sq ft) and Norwalk (28,000 sq ft) generate approximately \$800,000 a year in sales revenue for the organization. This revenue backbone provides HFH GLA with a strong advantage in working on developments such as the Globe Ave project.

The revenue is used to subsidize the staff work and overhead required for a project of this scale. Most developers that just survive on developer's fees would have to charge a very high developer's fee in order to recover the expenses associated with providing the level of service that HFH GLA offers. Or the development would have to be of a much greater number of units in order to accrue high enough fees to offset the labor and overhead expenses. HFH GLA estimates the revenue from the ReStores will represent an approximately \$100,000 equity contribution toward the project. This contribution does not get charged to the project, which results in homes that are more affordable and require less government subsidies.

The ReStores revenue, so far, has also been a recession-proof form of revenue for HFH GLA. In the current down economy the ReStores are having record setting years in sales.

See attached financial statement for additional information on the financial health of the organization. The Project Financing section details the various sources of funding for the project.

D. Development Concept

HFH GLA is very excited to work with the Culver City Redevelopment agency to develop this property into 12 affordable housing units (6 duplexes). The proposed design reflects the conceptual plans that were created by the city. The city's concept meets the goals of the RFP, so it was used as the basis for the design presented. However, HFH GLA is still proposing to utilize the design build process outlined in section A of the proposal as the method for providing the best overall design for the city based on input from all the stake holders involved.

The proposed development requires that the land will be subdivided into 7 new lots. Six of the lots will accommodate one duplex each in accordance with the R-2 zone. The final lot will be a common area parcel that will be accessible for use by all the residence of the new community. The driveways into the units will be of minimum width to maintain as much street parking as possible, and they will be located to maintain the existing street trees. The proposed design concept meets all the set back requirements, but a variance will be required for a couple of lots on the lot size and the 100' lot depth requirement.

Each duplex consists of a 4 bedroom – 2.5 bathroom unit, and a 3 bedroom – 2.5 bath unit. Both units are 2 stories with the living space and a 2 car tandem garage on the first floor, and the bedrooms on the second floor. The units are oriented to address the street, and the facades of the duplexes are varied. One of the units (unit 12) will be fully handicapped accessible with a downstairs bedroom and full bathroom. (Site plan, floor plan, and renderings attached).

Six of the units will be sold initially to low income buyers (less than 60% AMI) and six of the units will be sold to moderate income buyers (less than 120% of AMI). The location of the 60% and 120% units will be mixed throughout the development as best as possible; however, the units will also be assigned based on household size.

The duplexes will incorporate energy saving appliances and will be constructed using sustainable materials and environmentally-friendly building practices. It is HFH GLA's goal that the homes will be built to a LEED-for-Homes Silver standard and will be at least 10% more efficient than Title 24 requirements.

Construction

HFH GLA will be the building contractor for the project and the organization will utilize volunteer labor in the construction of the homes. Additionally, the family selected to live in the house will be required to contribute sweat equity hours toward the construction of their home and/or other Habitat for Humanity homes.



E. Project Financing

The total project budget is \$3,708,000 (see Budget tab). HFH GLA is seeking the donation of the property and \$158,550 per unit for each low income unit, and \$47,100 per unit for each moderate income unit. HFH GLA is proposing that the units be split equally between moderate and low income buyers (6 each). So the total amount of subsidy requested from the city is \$1,233,900.

HFH GLA is proposing that the City provide the funding in the form of a zero interest development loan prior to the beginning of construction. After construction, a silent second loan will be assumed by each end buyer when the house is transferred. The amount of the second will be equal to the amount invested in each property.

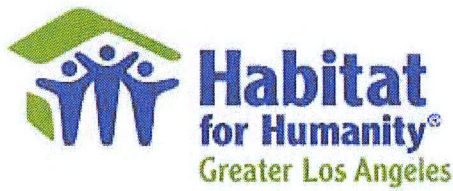
Low Income Buyers

The initial buyers will be low-income buyers earning less than 60% of the Los Angeles County area median income. The initial buyers will purchase the property using a zero interest loan provided by HFH GLA. The property will carry a 45-year affordability restriction. The restriction will require all subsequent buyers to earn less than 80% of the area median income. All subsequent buyers will have to purchase the home with a market rate interest loan. Because the future buyers have to pay interest on their loan, they have to be low to moderate income wage earners. (See supportable price tables below).

Supportable Housing Price – 2010 Limits - 4 Bedroom Units

	4 bedroom - 50% with 0% loan	4 bedroom - 70% with 6% loan	4 bedroom - 110% with 6% loan
Household income	\$ 34,025.00	\$ 47,635.00	\$ 74,855.00
Income allotted to housing @30% of income - monthly (35% for mod)	\$ 850.63	\$ 1,190.88	\$ 2,183.27
Ongoing expenses			
Utility (SFD - eff - gas)	\$ 120.00	\$ 120.00	\$ 120.00
Maintenance	\$ 50.00	\$ 50.00	\$ 50.00
HOA (includes Insurance)	\$ 225.00	\$ 225.00	\$ 225.00
Property Tax (1.1% - based on \$122,000)	\$ 122.00	\$ 122.00	\$ 262.00
Total	\$ 517.00	\$ 517.00	\$ 657.00
Income Available for Mortgage	\$ 333.63	\$ 673.88	\$ 1,526.27
Affordable Housing Price			
Mtg at 0% interest (very low) & 6% (low)	\$ 120,105.00	\$ 112,400.00	\$ 254,000.00
Down payment	\$ 1,500.00	\$ 5,000.00	\$ 9,000.00
Max Purchase Price	\$ 121,605.00	\$ 117,400.00	\$ 263,000.00

(Even though the 50% buyer (the original buyer) with a 0% loan can afford \$121,605, the sale price would have to be set at \$117,400 so the unit does not immediately lose value if sold to an 80% AMI buyer.)



Supportable Housing Price – 2010 Limits – 3 Bedroom Units

	3 bedroom - 50% with 0% loan	3 bedroom - 70% with 6% loan	3 bedroom - 110% with 6% loan
Household income	\$ 31,500.00	\$ 44,100.00	\$ 69,300.00
Income allotted to housing @30% of income - monthly (35% for mod)	\$ 787.50	\$ 1,102.50	\$ 2,021.25
Ongoing expenses			
Utility (SFD - eff - gas)	\$ 110.00	\$ 110.00	\$ 110.00
Maintenance	\$ 50.00	\$ 50.00	\$ 50.00
HOA (includes Insurance)	\$ 225.00	\$ 225.00	\$ 225.00
Property Tax (1.1% - based on \$108,000)	\$ 108.00	\$ 108.00	\$ 240.00
Total	\$ 493.00	\$ 493.00	\$ 625.00
Income Available for Mortgage	\$ 294.50	\$ 609.50	\$ 1,396.25
Affordable Housing Price			
Mtg at 0% interest (very low) & 6% (low)	\$ 106,020.00	\$ 103,000.00	\$232,800.00
Down payment	\$ 1,500.00	\$ 4,500.00	\$ 8,000.00
Max Purchase Price	\$ 107,520.00	\$ 107,500.00	\$ 240,800.00

Because of the affordability restriction, the price of the house will fluctuate with the area median income and current interest rates. Currently, an 80% AMI family of five can afford to pay \$117,400 for a home (with a market rate interest loan – 4 bedroom). Assuming this amount increases by 1.5% per year, after 10 years the house would be worth about \$136,300.

If the house was sold at 10 years, here is how the proceeds would be distributed:

\$136,300	- Sales Price to new 80% AMI buyer
-\$78,300	- Remaining balance of HFH GLA loan
\$58,000	- Total Equity
-\$7,560	- 40% City's equity share (on appreciation of the property)
\$50,440	- Total to Buyer

The City will recover \$7,560, and will still have a unit that is affordable to a family earning less than 80% of the Area Media Income. The affordability restriction is removed after 45 years. If the resale restriction terminates, the city would likely recover all the remaining money invested in the property on the next resale.



Moderate Income Buyers

The moderate income buyers will purchase the home using a market-rate interest loan (HFH GLA will not be providing financing for these buyers). These units will also carry the 45 year resale restriction, which requires future buyers to be moderate income, first time buyers. The City could also put an equity share provision on the property to try and recover a portion of the City's subsidy over time as the units sell to new buyers.

Additional Sources of Funding

HFH GLA will draw project funds from three other general sources of funds (1) Corporate/Faith Sponsorships, (2) the Federal Home Loan Bank's AHP program, (3) SHOP program.

Corporate/Faith Sponsorships are grant funds that are awarded HFH GLA. Generally sponsors also participate in the building of the homes. The Federal Home Loan Bank's Affordable Housing Program (AHP) is a down payment assistance program that provides \$20,000 per unit toward the purchase of a home. One fifth of the loan is forgiven each year for five years. The SHOP program is a HUD funded grant program that is administered through Habitat for Humanity International. The program funds projects with a "self-help" component (the future buyer helps build their home).

Per unit Sources of Funding

Low income Sources

\$115,450	- HFH Loan/corporate sponsorship*
\$158,550	- City Silent Loan
\$20,000	- AHP Funds
\$15,000	- SHOP Funds
<u>\$309,000</u>	- TOTAL

Moderate Income Sources

\$251,900	- Mortgage/sales Revenue*
\$47,100	- City Silent Loan
\$10,000	- AHP Funds
<u>\$309,000</u>	- Total

(*the sale price of the 3 and 4 bedroom units are averaged)

Overall Sources

Corporate/Faith Sponsors	\$692,700
Mortgage Revenue	\$1,511,400
Culver City	\$1,233,900 (plus the land)
AHP	\$180,000
SHOP	\$90,000
Total	\$3,708,000

HFH GLA subsidizes the project by providing a zero interest loan to the initial buyer. If the same buyer were to purchase the units using a market rate interest loan, then they could afford a loan of only about \$60,000. So, by providing \$115,000 per unit, HFH GLA provides \$55,000 per unit in subsidy to the project (\$330,000 – total).

F. Outreach and Marketing

Habitat for Humanity's strong brand recognition, solid reputation, and comprehensive outreach plans generate hundreds of potential buyers for our homes. Finding qualified buyers for our homes has never been a problem for the organization. Additionally, the Habitat for Humanity model is outstanding at involving the community in the project both during the design phase, and during construction.

Below is a summary of the marketing and outreach efforts that will be utilized as part of the project development. Under Habitat for Humanity's model, all buyers have to be selected prior to the start of construction so that they can provide volunteer hours during the construction.

During the Initial Design Phase (Design Input)

At least 3 outreach meetings with the community:

- Initial meeting to solicit general input
- Second meeting after preliminary design concepts are created in collaboration with city staff
- Final meeting after the concept is value engineered, and prior to taking the project through the formal entitlement process
- Additional meeting may be held if deemed necessary
- Residents will be invited to be a part of the family selection committee, and all attendees will be encouraged to come out and volunteer on the construction site
- These community meetings will be advertised through direct mailings to the residents in the local area

After City Planning/Council approval (Family Selection)

An Outreach Event and Orientation Meetings will be conducted to attract prospective and qualified applicants,

- Outreach/Orientation Event(s) will be held in Culver City at locations that are accessible to individuals with disabilities.
- Orientation meetings will be held weekly at the HFH GLA corporate office in Gardena.
- Orientations will be conducted in English and Spanish. HFH GLA will take reasonable steps to ensure that persons with Limited English Proficiency (LEP) have meaningful access and an equal opportunity to participate in our services, activities, programs and other benefits.
- In accordance with the requirements of Title III of the Americans with Disabilities Act (ADA) and its implementing regulations, HFH GLA is committed to making its programs, services, and activities available to everyone, regardless of disability. HFH GLA will provide auxiliary aids and services when necessary to ensure that communication with individuals with vision, hearing, and speech disabilities is as effective as communication with nondisabled individuals. No surcharge or fee will be assessed for the provision of auxiliary aids and services. In determining which auxiliary aid to provide, HFH GLA will give primary consideration to the request of the individual with a disability.
- See Marketing Plan and Family Selection Procedure (below).



CONSTRUCTION PHASE

Wall Raising Event

HFH GLA will kick-off the construction phase of the project with the raising of the first wall. This event brings together the community, elected officials, Sponsors, Stakeholders, and City staff for a celebration of the beginning of 12 new units of affordable housing.

Throughout Construction

HFH GLA excels at involving the community in the building of the homes. Several build events will be held on-site to engage the immediate community, City staff, and the larger Los Angeles Community. These events are frequently covered by the local media.

Dedication

HFH GLA wraps up each project with an emotionally impactful dedication. At the dedication each family is presented with the keys to their new home. The City is recognized, sponsors are thanked for their support and often local and national media is present.

Homebuyer(s) Selection Plan

HFH GLA bases its selection upon the following three criteria (A) Need for adequate shelter, (B) Ability to repay a zero interest loan, and (C) Willingness to partner with Habitat to build their home. HFH GLA adheres to all Federal Fair Housing Laws, and all applicants must be citizens or permanent legal residents of the United States. This process will be used to select the low income buyers of the property. The Moderate income buyers will be selected utilizing a lottery system of qualified buyers.

The selection process for both groups of buyers will begin with orientations. Prospective applicants are encouraged to fill out a Pre-Application Eligibility Questionnaire prior to attending the orientation to determine if they qualify. HFH GLA will screen the submitted questionnaires for income eligibility and credit worthiness. If it appears that the prospective applicant qualifies, they will be recommended to attend an orientation. The orientations provide the applicants with information about the program and the eligibility criteria. Each applicant must attend an orientation in order to apply. The application process provides more in-depth information about the buyers that will allow them to be formally income qualified. If the applicant qualifies they are notified in writing.

Eligible moderate income buyers will be instructed to go to a lender of their choosing to pre-qualify for a 30-year fixed interest loan. All moderate income buyers who submit their lender pre-qualification letters to HFH GLA prior to a pre-specified deadline will be entered into a lottery. Six buyers and three alternates will then be randomly selected from the eligible candidates.



For the eligible low-income applicants, the HFH GLA selection committee which will include select members from the community will schedule home visits with each of the eligible applicants. During the home visits the applicant household will be interviewed and their existing housing conditions will be scored based on the physical condition of the home and overcrowding. The applicant households demonstrating the greatest substandard conditions will be given first priority in the selection process. Additionally, based on City policy, priority could also be given to applicants that live and/or work in Culver City.

All eligible applicants will be subject to a background check prior to being selected, and the City will also have the option to review and approve buyers. All of the selected applicants will be formally notified through a selection event (see above).

Marketing Plan

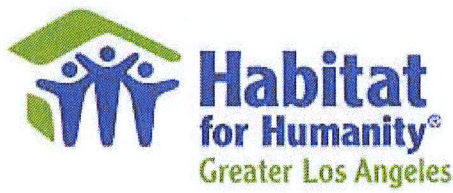
HFH GLA always engages in a comprehensive outreach and marketing plan. Below is a summary of marketing vehicles that will be utilized as well as a list of organizations that HFH GLA will outreach to:

General Requirements:

- Fair Housing Logo placed on marketing material and application
- Fair Housing Poster in Office (17700 S Figueroa St; Gardena, CA 90248)
- Provide Buyers with universal design features list
- Maintain records in regards to Race, Gender, and Ethnicity of applicants
- Provide meeting and sales locations that are accessible to persons with disabilities
- Provide marketing materials and orientations in various languages
- Provide accommodations for persons who are hearing impaired

Commercial Media:

<i>Outlet</i>	<i>Circulation</i>	<i>Type</i>
Los Angeles Times	Greater Los Angeles	Press/Ad
Culver City Observer	Culver City/West Side	Press/Ad
Culver City News	Culver City/West Side	Press/Ad
Los Angeles Wave	Culver City	Press/Ad
Clear Channel Outdoors	Greater Los Angeles	Billboard
Clear Channel Radio	Greater Los Angeles	PSA
The Sound & WAVE Radio	Greater Los Angeles	PSA
Comcast Cable	Greater Los Angeles	PSA
CBS Outdoors	Greater Los Angeles	Bus Bays
Culver City Water Bill	Culver City	Insert
Culver City Website and	Culver City	Notice
Community Calendar & Chamber of Commerce		



Flier Distribution and Outreach (Schools, Large Employees, Non-profits)

Locations

Elementary Schools

1. EL MARIN ELEMENTARY
www.ccusd.k12.ca.us
11450 Port Road, Culver City
(310) 842-4241
2. EL RINCON ELEMENTARY SCHOOL
www.ccusd.org
11177 Overland Ave., Culver City
(310) 842-4340
3. LINWOOD E HOWE ELEMENTARY
4100 Irving Place, Culver City
(310) 842-4330
4. TURNING POINT SCHOOL
www.turningpointschool.org
8780 National Blvd., Culver City
(310) 841-2505
5. THE WILLOWS COMMUNITY SCHOOL
www.thewillows.org
8509 Higuera Street, Culver City
(310) 815-0411
6. LA BALLONA ELEMENTARY SCHOOL
10915 Washington Blvd., Culver City
(310) 842-4334
7. ST AUGUSTINE'S CATHOLIC SCHOOL
3819 Clarington Ave., Culver City
(310) 838-3144
8. ECHO HORIZON SCHOOL
www.echohorizon.org
3430 McManus Ave., Culver City
(310) 838-2442
9. FARRAGUT ELEMENTARY SCHOOL
www.ccusd.org
10820 Farragut Dr., Culver City
(310) 842-4323

Non-profit organizations

1. Sisters of Charity
10668 Saint James Dr, Culver City
(310) 559-5740
2. Culver-Palms Family YMCA
4500 Sepulveda Blvd, Culver City
(310) 390-3604
3. Philanthropic Administration
www.paiservices.com
6167 Bristol Parkway, Suite 140, Culver City
(310) 670-7411
4. Century Housing
www.centuryhousing.org
1000 Corporate Pointe, Culver City
(310) 642-2000
5. Best Buddies International
www.bestbuddies.org
5711 W Slauson Ave # 170, Culver City
(310) 642-2620
6. Kidsave International
www.kidsave.org
100 Corporate Pointe # 380, Culver City
(310) 642-7283
7. Laverty Foundation
5179 Overland Ave., Culver City
(310) 253-9751
8. College Summit
www.collegesummit.org
5601 W Slauson Ave # 265, Culver City
(310) 216-2701
9. Brasil Brasil Cultural Center
www.capoeirabatuque.org
4325 Sepulveda Blvd., Culver City
(310) 397-3667



10. STAR ECO Station

www.ecostation.org

10101 Jefferson Blvd., Culver City
(310) 842-8060

11. The Children First Head Start

Venice Family Clinic

604 Rose Ave., Venice Program Director: Manuel Castellanos, Jr.

12. Exceptional Children's Foundation

www.ecf.net

8740 Washington Blvd, Culver City
Brian Urnovitz (310) 204-3300

13. Friends of Culver City House Scout House

www.culvercityscouthouse.org

10866 Culver Blvd. Culver City
(310) 999-1825

14. Kids With A Cause, Inc.

www.kidswithacause.org

10736 Jefferson Blvd. #401, Culver City
Linda Finnegan (310) 880-6780

15. Didi Hirsch Mental Health Services

www.didihirsch.org

4760 South Sepulveda Blvd., Culver City
Monty Lawton (310) 390-6612

16. Westside Children's Center

www.westsidechildrens.org

12120 Wagner Street, Culver City
Tracey MacDonald (310) 390-0551

17. Mychal's Learning Place

www.mychals.org

4911 Overland Ave, Culver City
Edward Lynch (310) 297-9333

18. No Limits for Deaf and Hard of Hearing Children

www.kidswithnolimits.org

9801 Washington Blvd 2nd Floor, Culver City
Michelle Christie-Adams (310) 280-0878

19. Kirk Douglas Theater

www.CenterTheatreGroup.org

9820 Washington Blvd., Culver City
Liz Lin (213) 972-7368

Churches

ST. AUGUSTINE'S CATHOLIC CHURCH

www.rc.net/losangeles/staugustine/

3850 Jasmine Ave., Culver City
(310) 838-2477

AGAPE INTERNATIONAL SPIRITUAL CENTER

www.agapelive.com/

5700 Buckingham Pkwy # 200, Culver City
(310) 342-9809

UNITED METHODIST CHURCH

www.hope4la.org/

4464 Sepulveda Blvd., Culver City
(310) 390-7717

PLAYA CHRISTIAN CHURCH

www.playachurch.org

12221 West Juniette Street, Culver City
(310) 592-3477

CULVER CITY PRESBYTERIAN CHURCH

www.culvercitypres.org/

11269 Washington Blvd., Culver City
(310) 398-3071

NEW SONG COMMUNITY CHURCH

www.newsong.net

5601 W Slauson Ave # 104, Los Angeles
(310) 807-5795

WESTSIDE UNITY CHURCH

www.westsideunity.org

10724 Barman Ave., Culver City
(310) 838-4761

KING FAHAD MOSQUE

www.kingfahadmosque.com

10980 Washington Blvd., Culver City
(310) 202-0432

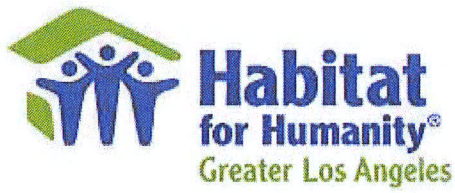
VENICE BUDDHIST CHURCH

www.vhbt.org

12371 Braddock Dr., Culver City
(310) 391-4351

FIRST SOUTHERN BAPTIST CHURCH

10724 Barman Ave., Culver City
(310) 838-4761



Major Employers

Sony Pictures Studios
10202 Washington Blvd., Culver City
(310) 244-4000

ResCare HomeCare
310-645-6389
6167 Bristol Pkwy Suite 205, Culver City

Allstate Insurance
(888) 355-7971
5185 Overland Ave., Culver City

Allstate Insurance
(888) 355-7971
11161 Washington Blvd., Culver City

Culver City
(310)253-6000
9770 Culver Blvd., Culver City

JCPenney Company
6000 S. Hannum Ave.
Fox Hill Mall, Culver City
(310) 397-3323

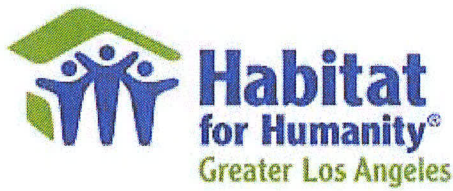
Movie Bank
10950 Washington Blvd., Area served: -
Culver City
(310) 837-8696

Cyber Coders Engineering
Culver City, CA

Brotman Medical Center
3828 Delmas Terrace, Culver City
(310) 836-7000

Rose Group
9925 Jefferson Blvd., Culver City
(310) 280-3710

Team Tag
5601 W. Slauson Ave #296, Culver City
(310) 670-6500



Group 1 Automotive
Miller Toyota of Culver City
9077 Washington Blvd., Culver City
(800) 997-6024 (310) 815-3888;

U.S. Bank
5399 Sepulveda Blvd., Culver City (310) 391-7222

Wells Fargo Bank
10011 Washington Blvd., Culver City (310) 204-7500

Bank of America
3809 Culver Center Street, Culver City (310) 247-2080

Chase Bank
9801 Washington Blvd., Culver City (310) 837-3144

California Bank & Trust
100 Corporate Pointe # 110, Culver City (310) 410-9022

Citibank
5700 S Sepulveda Blvd, Culver City (310) 390-3961

Wells Fargo Bank
5899 Green Valley Circle, Culver City (310) 670-5652

OneWest Bank
10784 Jefferson Blvd., Culver City (310) 559-7222

Culver City Employee Fed CU
9770 Culver Blvd., Culver City (310) 253-6060

Homebuyer Education and Monitoring

As a part of purchasing their home, HFH GLA homebuyers are required to participate in a comprehensive homebuyer's education course. The HFH GLA Homeowner Relations Committee is responsible for organizing classes. The following is a partial list of the workshops that the Partnership Committee offers.

- Basic Home Maintenance: repair, warranties, guarantees
- Understanding the Escrow Process
- Affordable Housing Finance and Re-sale Restrictions
- Financial Planning, Money Management and Budgeting
- Habitat for Humanity 101
- Landscaping & Maintenance
- Media Relations
- Predatory Lending and Credit Issues
- Tool Time 101



Upon completion of the project, HFH GLA works with the owners to form their Homeowners Association. HFH GLA has formed 16 associations, and has developed a good set of association rules that provides the foundation for creating a positive living environment. Additionally, HFH GLA, through the entitlement process, creates a quality operating budget for the HOA that will allow it to have adequate reserves for making on-going repairs and maintenance.

For the Globe Ave project, even though each lot will be a separate two-unit condo, a master association will be formed to govern all 12 units. HFH GLA will help the association get started, but then will assist the association in finding a quality local management company that will take on the administrative aspects of the association. HFH GLA will remain in contact with the association, attend meetings as needed, and will take on an advisory role. As repairs and maintenance become necessary, HFH GLA will provide assistance in securing contractors.

Erin Rank
President and CEO



Qualification Highlights

Erin G. Rank is the President and CEO of Habitat for Humanity of Greater Los Angeles (HFH GLA), which serves 112 cities and unincorporated areas in Los Angeles County. Erin has been a valued member of the Habitat for Humanity organization for more than 12 years and remains dedicated to making housing a global priority. She currently serves on Habitat for Humanity International's U.S. Council, which oversees policy making for all U.S. affiliates of Habitat for Humanity. As a board member and graduate of Leadership Long Beach, Erin promotes ethical leadership and diversity within her community. She also serves as a board member for Housing California. She holds a bachelor's degree in Psychology from the University of Missouri-Columbia, and a Masters Degree in Counseling Psychology from Pepperdine University.

Experience

PRESIDENT AND CEO (12 years)
HABITAT FOR HUMANITY OF GREATER LOS ANGELES

- Manages all construction and real estate activities. Approx 40 new construction homes and 100 rehabilitations.

Education and Certification

University of Missouri-Columbia
Pepperdine University

Psychology
Counseling Psychology

Mark Van Lue
Chief Operations Officer



Qualification Highlights

Mr. Van Lue is the Vice President of Construction and Real Estate and has over 26 years of construction experience, ten years of which have been with Habitat for Humanity affiliates. He has an extensive background in both new construction and rehabilitation of residential developments.

He manages a staff of 15 and oversees all aspects of acquiring, entitling and developing land as well as construction. The most recent project comprised of 30 homes reached LEED for Homes Gold certification and incorporated solar energy generation systems. He assisted in planning and management of the 2007 Jimmy Carter Work Project in Los Angeles, which culminated in a week long event including thousands of volunteers and President and Mrs. Carter.

Mr. Van Lue managed the construction team for the 2006 Jimmy Carter Work Project in Lonavala, India resulting in a village of 100 homes constructed by thousands of volunteers in one week. He also served on the management team that developed and led "Operation Home Delivery", which was Habitat's response to the Gulf coast hurricanes, and worked closely with HFHI's resource development team helping to bring in several major partnership deals.

Experience

VICE PRESIDENT OF CONSTRUCTION AND REAL ESTATE AND COO (3 years)
HABITAT FOR HUMANITY OF GREATER LOS ANGELES

- Manages all construction and real estate activities. Approx 40 new construction homes and 100 rehabilitations.

DIRECTOR OF CONSTRUCTION AND ENVIRONMENTAL RESOURCES (1.5 years)
HABITAT FOR HUMANITY INTERNATIONAL

- Construction manager of 2006 Jimmy Carter Work project
- Served on Operation home delivery that served the gulf after hurricane Katrina.
- Managed staff of 21 Construction experts. Provided technical support to affiliates around the world.

CONSTRUCTION MANGER (6 years)
HABITAT FOR HUMANITY OF ST JOSEPH COUNTY

- Managed the construction of over 60 homes, included "blitz-Built" homes that were constructed in 5-7 days.
- Developed cornerstone construction training program.

PRINCIPAL (16 years)
REMODELING CONTRACTOR

- Various remodels of over 100 homes.

Education and Certification

Course work at Indiana University/South Bend
2002-2004

Steve Sferrino
Vice President of Construction and Real Estate



Qualification Highlights

Mr. Sferrino has 25 years of Real Estate and Construction management experience. He has developed 50+ new low-income affordable housing units in the Cities of San Pedro, Los Angeles, Lynwood, Downey, Long Beach and Norwalk. His construction experience varies from developing 16 unit communities to triplex condos to single family residences and well over 100 grant funded rehab type properties.

His expertise is in assessment of properties for renovation. His familiarity of infill development and subdivision has allowed HFHGLA to conduct several successful rehab type projects.

Experience

VICE PRESIDENT OF CONSTRUCTION AND REAL ESTATE (3 years)
HABITAT FOR HUMANITY OF GREATER LOS ANGELES

- New construction of 50+ new affordable housing units in San Pedro, Long Beach, Lynwood, Downey, and Norwalk. 100 single family rehabilitation projects.

PRINCIPAL (6 years)
SELF EMPLOYED – REAL ESTATE DEVELOPMENT

- Various acquisition rehab and new construction projects in Lawndale, Redondo Beach, Hawthorne, and Torrance.

DIRECTOR OF NATIONAL ACCOUNTS (17 years)
CANADIAN PACIFIC/FAIRMONT HOTELS AND RESORTS

- Real Estate investment, management, rehabilitation, and construction.

Education and Certification

CA General Contractor Class B

Robert Kennedy Dwelle, PE
Director of Real Estate



Qualification Highlights

Robert Dwelle has fifteen years of real estate development experience as both a Civil Engineer and as a nonprofit housing developer. He has developed 80 units of for-sale affordable housing (in 14 developments). As Habitat's in-house architect and civil engineer, Mr. Dwelle is responsible for preparing plans and securing all necessary building permits. He is familiar with the land development regulations for the City of Los Angeles, Los Angeles County, City of Long Beach, City of Norwalk, the City of Carson, City of Downey and the City of Lynwood.

Mr. Dwelle also has an extensive knowledge of the HOME, CDBG, NSP, and 20% set -aside funding programs, and will be involved with compliance and invoicing.

Experience

REAL ESTATE DIRECTOR (7.5 year)

HABITAT FOR HUMANITY OF GREATER LOS ANGELES

- Secured over 7 million dollars in project funding from Federal, State, and Local Government.
- Coordinate project design and due diligence efforts with structural engineers, surveyors, title companies, environmental agencies, Habitat committee members, utility companies, local government, escrow companies, and real estate agents.
- Process tract maps, and coordinated subdivision submissions to the Department of Real Estate.
- Form/Manage Homeowners Associations.
- Write-up purchase agreements, and coordinate home closings.
- Developed Land Trust projects, and created financing structure for resale-restricted property.
- Assist in the construction of homes, placed material orders and created bid/RFP packages.

EXECUTIVE DIRECTOR (3.5 year)

BOYNTON BEACH FAITH BASED CDC

- Managed the programs and budgets of the organization, including an affordable housing development program, a youth program, a skill-building program, community events program, and a minor home rehabilitation program.
- Managed the construction of the Boynton Beach Faith-Based CDC's affordable housing initiative and model block project. Duties include: reviewing change orders, pay applications, and inspector reports; developing and monitoring the project budget and schedule; and ensuring payment to contractors.
- Working knowledge of: building codes, land development regulations, ADA requirements, CDBG regulations, HOME regulations, Federal Income qualification procedures, affordable housing financing, loan underwriting criteria, section 8 homeownership, and rental assistance program.

PROJECT ENGINEER (5.5 year)

REYNOLDS, SMITH, & HILLS AND CORRADINO GROUP

- Five and half years of progressive design experience in site design, streetscape projects, construction management, and roadway and drainage improvements.
- Coordinated design efforts with architects, engineers, and sub-consultants.

Education and Certification

BS, Civil Engineering (minor class work in City Planning)

Georgia Institute of Technology

Licensed Professional Civil Engineer

Licensed Real Estate Agent

1993

FL, 2000, CA 2007

California, 2004

Frankie Murphy
Director of Construction

Qualification Highlights

Mr. Murphy has been a Project Manager for the last eleven (11) years working on projects that included residential, hospitality, multi-family, industrial, commercial, and. He is specialized in performing renovation work in some of the most trying and difficult circumstances. He consistently provides "on time, on budget" workmanship to all of his projects. Beside the wealth of knowledge that he brings to each project, he is well respected and connected to a variety of tradesmen and contractors in the local community and throughout several states.

Experience

DIRECTOR OF CONSTRUCTION (1 YEAR)
HABITAT FOR HUMANITY OF GRATER LOS ANGELES

- Manages the affiliate's growing rehabilitation program. Managed about 12 projects.

PROJECT MANAGER (3 YEARS)
LEGACY PARTNERS COMMERCIAL CDS

- Managed commercial build outs in West Los Angeles, Long Beach, Glendale, Burbank, Marina Del Rey, Los Angeles, Culver City, Santa Fe Springs, Pasadena, Irvine, Costa Mesa and San Diego, projects from \$35,000 to \$4 million.
- Managed construction and permitting process.

PROJECT MANAGER (1 YEAR)
MERRITT TECHNICAL SERVICES

- Managed \$9 million dollar Hilton Mission Valley renovation.

PROJECT MANAGER (1 YEAR)
PRIME GROUP

- Managed several residential renovations and new construction projects for a private multifamily REIT.
- Managed construction and permitting process.

PROJECT MANGER (5 YEARS)
VARIOUS FIRMS

- Managed residential and hotel remodel projects in various locations throughout California.

Education and Certification

U.C. Berkeley
Bachelor of Arts

1985-1989
Architecture

A. Jo-An Turman
Senior Director of Communications & Marketing

Qualification Highlights

Ms. Turman has over 25 years of Real Estate and Marketing experience. She has worked with several affordable housing organizations throughout the Los Angeles area. As a licensed CA Real Estate Broker Jo-An has been able help low income, first time home buyers achieve the dream of homeownership. Her experience varies from residential to commercial to rehab type properties. As a Marketing and Communications professional Jo-An has worked for the country's largest affordable housing provider, Habitat for Humanity, celebrities, former President Jimmy Carter and Fortune 500 organizations.

Her expertise is a vital part of Habitat for Humanity of Greater Los Angeles daily operations. She is responsible for all the communications and marketing for the organization as well as media and celebrity relations. Jo-An has to represent the organization behind and in front of the scenes. Jo-An is always looking for ways to keep Habitat for Humanity on the mind of the public and home buyers in need of decent, affordable and sustainable housing.

Experience

SENIOR DIRECTOR OF COMMUNICATIONS & MARKETING (3.5 years)
HABITAT FOR HUMANITY OF GREATER LOS ANGELES

- Marketing and Communications representative for the organization. Works with the media, public relations teams, real estate professionals, and the Hollywood community.
- Responsible for all internal and external marketing and communications for the affiliate.
- CA Real Estate Broker – Helping to list and sell real estate for the affiliate.

DIRECTOR OF MARKETING & COMMUNICATIONS AND DIRECTOR OF REAL ESTATE (7 years)
LOS ANGELES NEIGHBORHOOD HOUSING SERVICES

- Marketing and communications representative for the organization. Company spokesperson, media relations point person and public relations. In addition the Real Estate Broker for the organization, listing, selling, counseling and working with low-income buyers for the company.

A.J. ALLEN & ASSOCIATES, REAL ESTATE (23 years)

- Real Estate Broker, Realtor and Owner.
- Notary Public, professional member of various Realtor associations, boards and MLS.
- Listing and selling residential real estate and property management. Owner of a national franchise.

Education and Certification

CA Real Estate Broker's License, 1988 - present
Member of Beverly Hills Association of Realtors
Member of the Multiple Listing Service and CA Association of Realtors
M.A. and B.A. – Cal State University Los Angeles
CA Community Colleges Teaching Credential
CA Real Estate Salespersons License, 1981-88
Certified Camp Owner, Founder and Director – American Camp Association

Darrell Simien
Project Manager

Qualification Highlights

Mr. Simien has 15 years of Real Estate and Construction management experience. He has developed 300+ new low-income affordable housing units in the Cities of Long Beach, Los Angeles, Lynwood, and Killeen, Texas. His construction experience varies from developing mixed-use, master plan communities, to adaptive, re-use developments, to single-family rehab type properties.

Experience

PROJECT MANAGER (1 year)
HABITAT FOR HUMANITY OF GREATER LOS ANGELES

- New construction of 20+ new affordable housing units in Long Beach, Lynwood, Burbank, and Lawndale.

SR. PROJECT MANAGER (2 years)
SOCAL PROPERTY SERVICES

- Various REO rehab projects in throughout Southern California and Arizona.

DIRECTOR OF CONSTRUCTION (2 years)
HUGHES DEVELOPMENT

- Real Estate development, management, and construction of residential multi-family and single-family communities in California and Texas.

PROJECT MANAGER (6 years)
LONG BEACH HOUSING DEVELOPMENT CO.

- Affordable housing development, management, and construction of residential multi-family and single-family communities in the City of Long Beach. Created and managed affordable housing programs, including second mortgage and interest rate reduction programs.



Celebrating 20 Years of Building Hope, Lives & Communities

January 16, 2011

Culver City Redevelopment Agency

9770 Culver Blvd

Culver City, CA 9023

Dear Culver City Redevelopment Agency:

Subject: Staff Commitment Letter

The undersigned Habitat for Humanity of Greater Los Angeles Staff, hereby commit to participating in the Globe Ave Project throughout the duration of the project.

Erin Rank, President/CEO

Mark Van Lue, COO

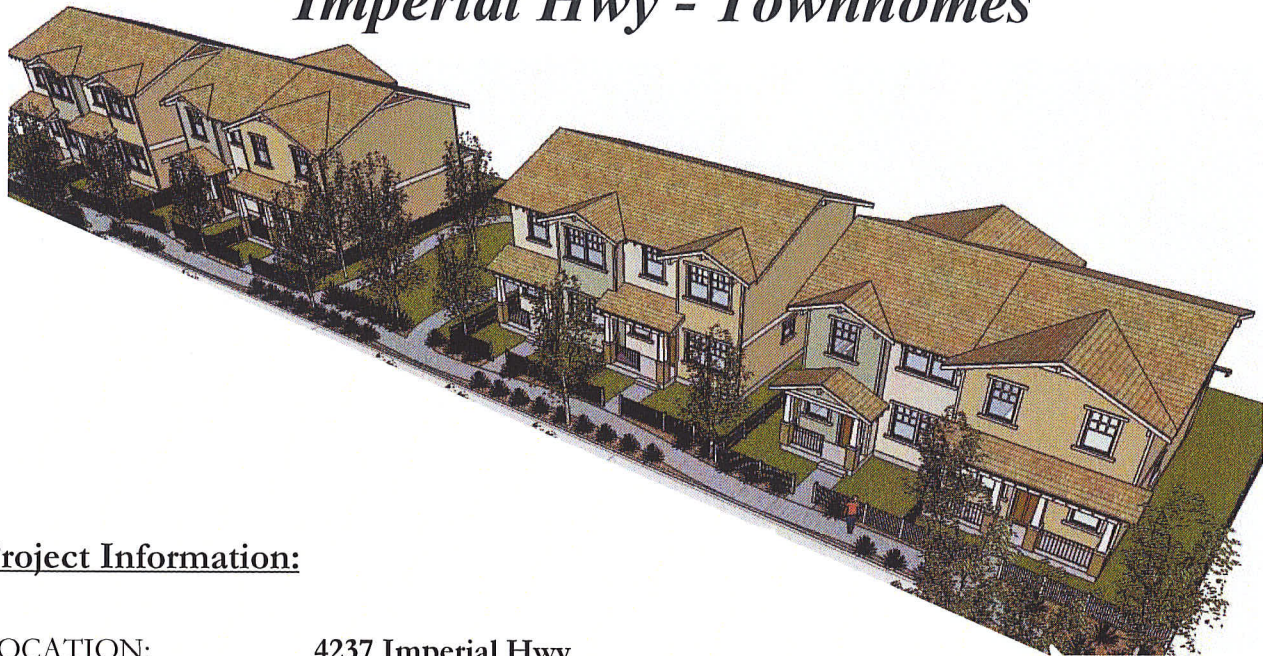
Steve Sferrino, VP of Const. and RE

Jo Ann Turman, Director of Marketing

Frankie Murphy, Director of Construction

Robert Dwelle, Director of Real Estate

Imperial Hwy - Townhomes



Project Information:

LOCATION:	4237 Imperial Hwy Lynwood, CA
PRODUCT TYPE:	Duplex
NO. OF UNITS:	10 units, 3 bedroom Units (1300 sq feet) (for-sale under 60% AMI)
PROJECT COST:	\$3,300,000
COMPLETED:	2011 (18 months of construction)

Family Information:

AVG FAMILY SIZE:	4
AVG INCOME:	\$38,000
% OF MEDIAN	60%
PAYMENT:	\$725/mo

Project Partners:

City of Lynwood/Lynwood Redevelopment Agency	\$1,471,400
State of California (HCD) – BEGIN	\$300,000
New Market Tax Credits	\$566,200
Corporate and Faith Sponsorships	\$812,400
Self-Help Home ownership Opportunity Partnership (HUD)	\$150,000

About this Project:

This project is set on a uniquely shaped flagged lot near Lynwood High School. The unique shape was utilized to set-back the units from the busy street into a townhome village with a meandering walking path connect the units and the common space. All units are Energy Star Certified.

Harborside Terrace Project

Project Information:



LOCATION:	300 – 330 N Palos Verdes St San Pedro, CA
PRODUCT TYPE:	Duplex
NO. OF UNITS:	16 units, 3 and 4 bedroom Units (1270 to 1370 sq feet) (for-sale under 50% AMI)
PROJECT COST:	\$4,400,000
COMPLETED:	2008 (12 months of construction)



Family Information:

AVG FAMILY SIZE:	5
AVG INCOME:	\$35,000
% OF MEDIAN	50%
PAYMENT:	\$700/mo

Project Partners:

Los Angeles Housing Department (HOME funds)	\$1,440,000
State of California (HCD) – BEGIN, CalHome, CalHome TA	\$1,780,000
Corporate and Faith Sponsorships	\$860,000
Federal Home Loan Bank (AHP)	\$320,000

About this Project:

Built on a bluff near the Port of Los Angeles, the Harborside Terrace project features 16 units of affordable home-ownership housing arranged in 8 duplexes around a common driveway. The development also features a nice common area with a view of the port. All the buildings received a LEED for silver designation and have a solar power system.

Vermont Village Project

Project Information:



LOCATION:	11130 – 11134 S Vermont Ave Los Angeles, CA
PRODUCT TYPE:	Triplex – and Flats
NO. OF UNITS:	14 units, 3 and 4 bedroom Units (1170 to 1370 sq feet) (for-sale under 50% AMI)
PROJECT COST:	\$4,000,000
COMPLETED:	2008 (14 months of construction)



Family Information:

AVG FAMILY SIZE:	5
AVG INCOME:	\$35,000
% OF MEDIAN	50%
PAYMENT:	\$700/mo

Project Partners:

Los Angeles Housing Department (HOME funds)	\$1,260,000
State of California (HCD) – BEGIN, CalHome TA	\$610,000
Corporate and Faith Sponsorships	\$1,850,000
Federal Home Loan Bank (AHP)	\$280,000

About this Project:

The Vermont Village project features 14 new for-sale housing units arranged around a central playground area. The development has 2 completely handicapped accessible units and one unit that can be easily modified to be handicapped accessible. All the buildings received a LEED for silver designation and have a solar power system.

Habitat for Humanity - Design Build Projects

City Downey: 12812 Blodgett – Single Family Home

Complete – 12/09

1440 sq ft - 4bd, 2ba – 2 story

House design/grading plan/ storm water retention

City Lynwood 4237 Imperial Hwy – 10 units (5 duplexes) condo

Under construction – estimated completion Feb. 2011

Approx. 1300 sq ft – 3bd, 2 ba – 2 story

House design, site plan, grading plan, storm water retention, water/sewer

3254 Palm Ave – 3 unit condo

Under construction – estimated completion Dec. 2011

Single Family Home and Duplex - 1320 sq ft – 3bd, 2 ba – 2 story

House design, site plan, grading plan, water and sewer

City of Lawndale 4418 W 163rd St – 2 unit condo (detached)

Construction starts - Mar. 2011 – estimated completion – Dec. 2011

2 Single family Homes on a lot – 1300 sq ft - 3bd/2ba, 1420 sq ft-4bd/2ba

House Design, site plan, grading plan

City of Burbank 1902 Keeler – 1722 Elliot – 8 unit condo –

Construction starts Feb. 2011 – estimated completion – July 2012

One 5-unit townhome building, a duplex, and a single family home

5-unit – four - 3bd/2ba (townhome) 1320sq ft , one 2bd/2ba (flat) 920 sq ft

Duplex – two – 4bd/2.5ba – 1440sq ft

House design, site plan

City of Long Beach 1495 Chestnut 1494/86 Henderson - 3 Single Family Homes –

One complete – other 2 under Construction – est. completion Dec 2011

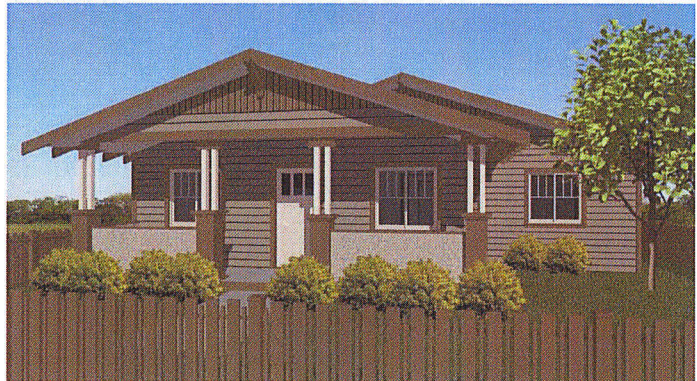
1360 sq ft - 4 bd/2 ba – 1 and 2 story

House design, site plan, grading plan, water and sewer

Renderings:



Keeler/Elliot Townhome Project



Long Beach – Homes



Lawndale – 163rd Street Project



References

Financing:

Typically Habitat for Humanity of Greater Los Angeles does not utilize any financing for the development of our projects. Projects are built using a combination of corporate and faith sponsorships and funding from local, federal, and state funding. Attached are reference letters from City National (They administer grant funds through the Federal Home Loan Bank) and Thrivent Financial for Lutherans (full house sponsorship on five projects).

Government:

References from the Los Angeles Housing Department (LAHD) and the Lynwood Redevelopment Agency.

Ability to attract buyers:

HFH GLA sells all of its properties by-owner. The organization does not work with outside real estate agents. (Although a number of the staff members are California licensed Agents and Brokers). The primary source of attracting buyers is through our buyer orientations. Orientations frequently attract several hundred interested buyers. Additionally, HFH GLA receives about five to ten unsolicited (people not responding to any marketing material) calls per day from people that are interested in buying homes through the organization. Attached are some sign-in sheets from orientations. We just included some of the sheets, they are all available by request.



Thrivent Financial for Lutherans®
Let's thrive.™

Financial Consulting Group

Geoff T. Delahanty, FIC
 Financial Consultant
 Regional Management Associate
 Beach Cities Financial Consultants
 CA Insurance ID No. 0E71619
 geoff.delahanty@thrivent.com
 MDRT Court of the Table
 NAFC President's Production Award

January 17, 2011

2525 Cherry Ave., Suite 150
 Signal Hill, CA 90755
 Office: 562-981-1358

Culver City Redevelopment Agency
 Housing Division, 2nd Floor
 9770 Culver Blvd.
 Culver City, CA 90232

Financial Consulting Group

To Whom It May Concern:

As a Regional Management Associate and Financial Consultant with Thrivent Financial for Lutherans, I have the great pleasure of being able to many times be the face of Thrivent for the dedications, etc. Better than that, I get to see hundreds of my clients give their time, talents and treasures to the Thrivent/Habitat for Humanity builds. The joy and feeling of accomplishment that it gives each and every one of them is priceless.

Thrivent's partnership with Habitat for Humanity is one that shows a deep devotion to give back to those who need it most. Whether it is on a local build or a build abroad, the vast scope of people who are touched by those who are doing God's work is miraculous. The partnership brings together to organizations that have a long history of doing good in local communities. It is definitely a natural fit.

As the result of the 5 years that Habitat and Thrivent have partnered I have personally seen four wonderful families realize the dream of owning a home and allowing them to have the safety and structure that was so badly needed. The relationship has not only touched the lives of those who received the homes, but also those who helped in building them. It has also allowed for local congregations and individuals to set goals of doing their own builds.

I think we all would agree, a relationship with Habitat allows for growth, comfort and change in a community. It's not always the final answer, but it is always a beautiful beginning!

Sincerely,


 Geoff T. Delahanty, FIC

Main Offices: Appleton, Wisconsin, and Minneapolis, Minnesota • Thrivent.com

Insurance products issued by Thrivent Financial for Lutherans, Appleton, WI. Not all products are available in all states. Securities and investment advisory services are offered through Thrivent Investment Management Inc., 625 Fourth Ave. S., Minneapolis, MN 55415, a FINRA and SIPC member and a wholly owned subsidiary of Thrivent Financial for Lutherans. Thrivent Financial representatives are registered representatives of Thrivent Investment Management Inc. They are also licensed insurance agents of Thrivent Financial.

Bank products and trust services are offered through Thrivent Financial Bank, (Member FDIC, Equal Housing Lender), a wholly owned subsidiary of Thrivent Financial for Lutherans. Insurance, securities, investment advisory services, and trust and investment management accounts are not deposits, are not guaranteed by Thrivent Financial Bank, are not insured by the FDIC or any other federal government agency, and may go down in value.

January 17, 2011

To whom it may concern:

I am writing to share my experience with Habitat for Humanity as an employee of Thrivent Financial for Lutherans, a Fortune 500 Financial Services institution. As an employee of Thrivent, part of my role is to oversee a partnership with Habitat for Humanity International where we provide grants to over 100 local Habitat affiliates across the country. Through those grants, we afford our clients and members—as well as other individuals within the communities that we work—the opportunity to give back through participation in a “Thrivent Builds” project. In addition to providing grants, the Thrivent Builds program allows volunteers the opportunity to fundraise and volunteer on a construction site to help Habitat for Humanity build homes for those in need. This partnership allows us to share in Habitat’s mission of providing simple, decent and affordable housing to those in need...something that goes hand in hand with Thrivent’s mission, which is to help people live more joyful, generous lives free of financial stress.

As a faith-based, not-for-profit, Thrivent is also a fraternal benefit society, and we work with many different charitable organizations. We give money to thousands of different non-profits as an organization every year, but our relationship with Habitat for Humanity is very special. We’ve donated over \$150 million as an organization to Habitat for Humanity over the past 5 years. It was very important to us that we find an organization that would share our values, and would also be good stewards of our charitable funds. And that’s exactly what we’ve found with Habitat. Aside from our core missions being so similar, we know our values are also very similar, and that is true of the people that work for Habitat, and the families that they’re called to serve.

As a result of the Thrivent-Habitat partnership, we’ve been able to serve hundreds of families across the country. And here in LA, we’re currently working to build a home of our 6th family through the partnership. I’ve worked closely with several of the staff members at Habitat for Humanity of Greater Los Angeles, and would recommend the organization, and this Los Angeles affiliate, without hesitation. The work they do is transforming people’s lives—and not just the lives of those that take ownership of a Habitat home, but all those families who reside in the neighborhood of that home, and all those volunteers who contribute their time and money to building the home. The people of Culver City would be lucky to partner with Habitat for Humanity of Greater Los Angeles.

Should you have any specific questions, please do not hesitate to contact me at 949-533-2986 or at kate.massrey@thrivent.com.

Sincerely,

Kate Massrey
Lutheran Engagement Specialist
Southwest Region
Thrivent Financial for Lutherans



Wendy Jacquemin | Vice President
Community Reinvestment

January 18, 2011

Culver City Redevelopment Agency
9770 Culver Blvd
Culver City, CA 90232

Re: AHP Funding

Dear Culver City Redevelopment Agency:

Habitat for Humanity of Greater Los Angeles was awarded Affordable Housing Program (AHP) grant funding from the Federal Home Loan Bank of San Francisco for the following two projects.

Harborside Terrace – San Pedro – 16 units - \$320,000 in funding
Vermont Village – Los Angeles – 14 units - \$280,000 in funding

City National Bank served as the member bank and worked directly with Habitat for Humanity of Greater Los Angeles to facilitate the funding of the grants on the above two projects. The projects were completed in compliance with the terms of the awards. City National has known, supported and partnered with Habitat for Humanity of Greater Los Angeles for over 14 years and we believe strongly in their mission.

Sincerely,

Wendy Jacquemin
Vice President



1200 West 7th Street, 8th Floor, Los Angeles, CA 90017
tel 213.808.8800 | fax 213.808.8515
lahd.lacity.org



Antonio R. Villaraigosa, Mayor
Douglas Guthrie, General Manager

January 14, 2011

Culver City Redevelopment Agency
9770 Culver Blvd
Culver City, CA 90232

Dear Culver City Redevelopment Agency:

Subject: LAHD Funding

Habitat for Humanity of Greater Los Angeles was awarded funding by the Los Angeles Housing Department for the following two projects:

- Harborside Terrace – San Pedro – 16 units - \$1,440,000 in funding
- Vermont Village – Los Angeles – 14 units - \$1,260,000 in funding

The projects were completed in compliance with the terms of the awards, and it was a pleasure working with them. We are a big support of Habitat for Humanity's mission here in Los Angeles.

Sincerely,

Paul Dolansky
Finance Development Officer II
Homeownership and Preservation
City of Los Angeles Housing Department



LYNWOOD REDEVELOPMENT AGENCY

11330 BULLIS ROAD LYNWOOD CALIFORNIA 90262-3845 310.603.0220 www.lynwood.ca.us

January 15, 2010

Culver City Redevelopment Agency
9770 Culver Blvd
Culver City, CA 90232

Dear Culver City Redevelopment Agency:

Subject: City of Lynwood Funding

Habitat for Humanity of Greater Los Angeles was awarded \$1,470,000 in funding by the City of Lynwood for the development of the Imperial Hwy Project at 4237 Imperial Hwy. The development consists of 10 new units of housing (5 duplexes).

The project should be complete in February, and so far the organization has been in compliance with the terms of the award. It is a pleasure working with Habitat for Humanity, and we are a big supporter of Habitat for Humanity's projects here in Lynwood.

Sincerely,

Sarah M. Withers
Director



January 19, 2011

Culver City Redevelopment Agency
9770 Culver Blvd
Culver City, CA 90232

Subject: Acquisition Loan – Harborside Terrace

Dear Culver City Redevelopment Agency:

We provided Habitat for Humanity of Greater Los Angeles a \$825,000 acquisition loan for the Harborside Terrace project in San Pedro for the development of 16 units.

The organization was in compliance for all aspects of the loan, and it was a pleasure working with them. We are a big support of Habitat for Humanity's mission here in the Los Angeles area, and would be willing to provide future acquisition and development loans to the organization.

Sincerely,

Noni Ramos
Chief Lending Officer

HABITAT FOR HUMANITY LAWDALE - 163rd STREET

(F)

for office use	NAME NOMBRE	ADDRESS (INCLUDE CITY AND ZIP) DIRECCIÓN (INCLUYA CIUDAD Y ZONA POSTAL)	Phone # # de Teléfono	Email	City where you work Ciudad donde trabaja	How did you hear of this event? ¿Cómo se enteró de este evento?
1	Rita Dury	9101 Steacart and Gray Rd #8 Downey CA 90241	562 745-5566	me.california@ yahoo.com	Disability	Friend
2	Ronicka Hare	1168 E. 57th St. L.A, CA 90011	323 445-0337	minigunhtaytor@yahoo.com	Torrance	mailing
3	Timanencia York	817 W 112nd Los Angeles CA 90044	(323) 242-2242	Timanency@yahoo.com	Los Angeles	Friend
4	LOMAN STEVENSON	1625 E. Orchard St complon CA 90021 (323)	761-4595	makedallapip@yahoo.com	Los Angeles	Friend
5	Naria Mata	508 W 102nd St. L.A CA 90044	623-303- 5367	alam102@gmail.com	Los Angeles	Friend
6	Flor Muldonado	332 E. Newmart Ave APT C Monterey park CA 91755	(626) 572-7174	fmuldonado@yahoo.com	Los Angeles	Friend
7	Kim Kwanyu A	9090 Mundy St APT #240 Cypress CA 90630	714-616-1154 714-616-2979		Los Angeles	
8	Sheikh or Mohamed Khan	1321 Yukon Ave Apt #126 Hawthorne, CA 90250	(310) 978-9641		Hawthorne	Friend
9	Jennifer Furbado	4440 Du Armand Covina CA 91724	909-421-5320 1399	jenniferfurbado@yahoo.com	Covina	th friend
10	Jeong Hum Lee	3335 Artesia Blvd #117 Torrance CA 90504	310 527-2759		Los Angeles	Friend

HABITAT FOR HUMANITY LAWNDALE - 163rd STREET

for office use	NAME NOMBRE	ADDRESS (INCLUDE CITY AND ZIP) DIRECCIÓN (INCLUYA CIUDAD Y ZONA POSTAL)		Phone # # de Telefono	Email	City where you work Ciudad donde trabaja	How did you hear of this event? ¿Cómo se enteró de este evento?	
1	Jung Sa Kim	21005 DONORA AVE #5		910- (542) 0149	sunlightie@hotmail.com	LA	friend	
2	Quinn T. Head	1120 S. Bryn Mawr Ave #8 Los Angeles, CA 90043		(323) 971-9434		Glendale	flyer	
3	Andrea Bowman	5175 E. CARSON ST #D 90745 CARSON CA		(323) 947-8760	bell2banban@yahoo.com	Downey	flyer	
4	Diane Barry	Inglewood, Ca 90903 3709 W. Imperial #5		424 822-3515	None	Inglewood	news paper	
5	Charmaine Jules	4119 DanCon		323 537 2844	charmaine14@yahoo.com	LA	flyer	
6	Marguerite Fols	3521 Rutledge Ave		323 420 3874	Marguerite Fols@yahoo.com	LA	flyer	
7	Andrea Jones	2312 W. El Segundo Bl. #7 Gardena, CA 90249		310-1562944	AMAZIC2411@gmail.com	LA	Newspaper	
8	Lisa Diaz	524 Almond Ave. #3 Long Beach, CA 90802		602 2612- 9014	msdiaz88@yahoo.com	Long Beach	friend	
9	Mirna Villalob	3571 S. Occidental Blvd #15 LA CA 90057		310 398 8822	MVILLALOB88@gmail.com	LA Midshire	email / social	
10								

HABITAT FOR HUMANITY LAWNDALE - 163rd STREET

for office use	NAME NOMBRE	ADDRESS (INCLUDE CITY AND ZIP) DIRECCIÓN (INCLUYA CIUDAD Y ZONA POSTAL)	Phone # # de Telefono	Email	City where you work Ciudad donde trabaja	How did you hear of this event? ¿Cómo se enteró de este evento?	
1	Carlos & Martina Martinez	1646 West 205th St. Torrance CA 90501	323 635-7812		Hawthorne	Through work	
2	Rachel Gates	13119 McKinley Ave LA CA 90059	310 493-7794		Los Angeles	Through a friend	
3	La Trice Grier	16126 Cornuda Ave #120 Bellflower, CA 90706	424/224-0036	lgrier@ bancwest.k12-ca.us	Long Beach	Computer	
4	Deborah Session	10328 Calmia St Los Angeles CA 90002	323 333-0280	Tuesha Session gmail.com	Costa Mesa	Friend	
5	Tuesha Session	9110 W 94th PL Los Angeles, CA 90047	310 714-4144	Tuesha Session @gmail.com	Torrance	Friend	
6	Clemencia Salazar	25203 Belle Pointe Ave #12 Harbor City CA 90710	310 323-0637		Harbor City	Friend	
7	Maria R. Martinez	630 E. 41st Place Los Angeles, CA 90011	(323) 424-0466	Martinez1088@ yahoo.com	South Bay	Gaidena Office	
8	Curtis S. Brander	615 1/2 S. Flower St. Inglewood CA 90301	310-7934	Stephen Brander gmail.com	Gylmar	Sister	
9	Rosevio Matillo	3241 EASA Ave Long Beach CA 90810	9800 310-7036		Santa Ana	Sister	
10	Keishall Barrow	2696 E. 55th Way #8 Long Beach CA 90805	562/326 6343	KeishallB@ yahoo.com		letter in mail	

OUTREACH LOCATION: Will Rogers Intermediate School

DATE: 7/8/10

HABITAT FOR HUMANITY LAWDALE - 163rd STREET

English

for office use	NAME NOMBRE	ADDRESS (INCLUDE CITY AND ZIP) DIRECCIÓN (INCLUYA CIUDAD Y ZONA POSTAL)	Phone # # de Telefono	Email	City where you work Ciudad donde trabaja	How did you hear of this event? ¿Cómo se enteró de este evento?	
1	Patricia Martin	3693 W. 64th St, L.A., CA 90043	323-293-5573	Martin44760@5heglobal.net			
2	J. M. Cuffey	13921 Yukon Ave Hawthorne, CA 90250	310-513-8014	Krion@Compton.com			
3	Gabriela Rodriguez	14415 S. Bahama Ave Compton CA 90220	310-801-4199	rodriguezg04@yahoo.com		social worker	
4	Danny Ocampo	2509 S. Rimpun Bl. LA 90016	909-268-7216	docampo82@yahoo.com	Los Angeles	Friend	
5	Tanya Nelson	1033 1/2 Cerritos Ave Compton, CA Long Beach 90813	323/841-3279	TNelson@Compton.org	Compton City	Resident	
6	Kelly Esoban	1828 West 11th Place LA CA 90006	213-4603-9475	kesoban022@yahoo.com	Los Angeles	Co-Worker	
7	Carl W. Henderson	302 Alondra	323-2665581		Compton		
8							
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OUTREACH LOCATION: Will Rogers Intermediate School

DATE: 7/8/10

HABITAT FOR HUMANITY LAWDALE - 163rd STREET

(F)

for office use	NAME NOMBRE	ADDRESS (INCLUDE CITY AND ZIP) DIRECCIÓN (INCLUYA CIUDAD Y ZONA POSTAL)	Phone # # de Teléfono	Email	City where you work Ciudad donde trabaja	How did you hear of this event? ¿Cómo se enteró de este evento?
1	Karen Windom	8058 Pearl Ave 90221	310 686 1444	k.joy.windom@yahoo.com	Downey	Via internet
2	Tamara Brooks	1614 E 84 St Los Angeles 90001	(661) 974 5377	TBrooksRogers@yahoo.com	Compton	Internet
3	Deleen Huggins	9922 Flora Vista St. Bellflower, CA 90766	(408) 607-9423	---	Bellflower	Internet
4	Raymond Charles Brady Charles	908 N. Market St. Inglewood, Ca. 90302	(310) 743-2530	Ray.Brady@comcast.com	Los Angeles	Habitat for Humanity
5	HELENA ZERFU	400 S. GRAMERCY PL #204 Los Angeles CA. 90020	310 407-9673	HELENAZERFU@comcast.com	Los Angeles	Friend.
6	Katherine Turner	1816 S Sycamore Rd #2 LA. Ca 90015	323-243-1663	msturner@earthlink.net	Culver City	mother.
7	ROCHELLE ORRAGE	5830 CARTER RD #7 VALLEY VILLAGE	810 210 5317	rochele@comcast.net	CHATTANOOGA CITY	DIETEE / MOTHER
8	Telesu Anderson	P.O. Box 5285 Bellflower	562 533-0866	Anderson@comcast.net	Retired	Friend
9	Evam Navarez	15613 Freeman Ave Lawndale, CA 90260	310 424 2400	---	Torrance	News Paper
10	Sharita Berry	250 S W. Compton Blvd #100 Compton, CA 90220	310 503-9409	charlited@comcast.net	Gardena	Mail

HABITAT FOR HUMANITY LAWNDALE - 163rd STREET

7/8

for office use	NAME NOMBRE	ADDRESS (INCLUDE CITY AND ZIP) DIRECCIÓN (INCLUYA CIUDAD Y ZONA POSTAL)	Phone # # de Telefono	Email	City where you work Ciudad donde trabaja	How did you hear of this event? ¿Cómo se enteró de este evento?
1	Maria Jordan	823 N La Gracia Blvd #113 WILMINGTON CA 90705	1910 8354652		Los Angeles	Friend
2						
3	Cynthia Randolph	4577 W 168th Gardena, CA 90249	323- 868-6679	randolphc@verizon.net	Hawthorne	Friend
4	Candice McGray	1656 Burlington Ave. #3 L.A., Ca. 90019	323- 305-0014	cmccgray1951@netzero.net	Inglewood	Friend
5	David & Susan Jefferson	2030 W. El Segundo Blvd #5	310 217-01027			newspaper
6	Feresia Caraballo	10216 Buil Ave Gardena, Ca. 90204	310 6259002	mepusthurae@earthlink.net	Carson	friend
7	Darius Dobson	4180 Marlton Ave #392A 90008	323 292-1215		Retired	Mail
8	Naime Dominguez	1934 W 144th St Gardena, Ca 90249	(310) 546-6172	Ayala76@hotmail.com	Gardena	friend
9	Maria V. Arroyo	312A Louise Ave Long Beach Ca. 90805	(562) 446-5318	maria.cookies@hotmail.com	Long beach	mail
10	Candice Jackson	2237 Vineyard Ave LA CA 90016	323 446-3565		LA	Friend

OUTREACH LOCATION: Will Rogers Intermediate School

DATE: 7/8/10

HABITAT FOR HUMANITY LAWDALE - 163rd STREET

(F)

for office use	NAME NOMBRE	ADDRESS (INCLUDE CITY AND ZIP) DIRECCIÓN (INCLUYA CIUDAD Y ZONA POSTAL)	Phone # # de Telefono	Email	City where you work Ciudad donde trabaja	How did you hear of this event? ¿Cómo se enteró de este evento?
1	Cherlie Young	2525 West 112th St. Inglewood 90243	323-754-1582	officersink@yahoo	L.A.	word of mouth
2	Megan Fantroy	4557 W 100th St Lawndale 90240	(310) 597-6813	fantroy.megan@yahoo.com	Lawndale	Daily Breeze
3	Enrique Valdez	3523 S. Los Pinos Ave #204 L.A 90216	(310) 592-3749	enriquevaldez9231@att.net	L.A.	By mail
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HABITAT FOR HUMANITY LAWNDALE - 163rd STREET

LA ACTIVIDADES									
for office use	NAME NOMBRE	ADDRESS (INCLUDE CITY AND ZIP) DIRECCIÓN (INCLUYA CIUDAD Y ZONA POSTAL)		Phone # # de Telefono	Email	City where you work Ciudad donde trabaja		How did you hear of this event? ¿Cómo se enteró de este evento?	
1	Lera Ashe	1701 E. 11th Pl.	Los Angeles 90039	323-507-7071	leraashe@comcast.net	Torrance		was a volunteer	
2	Genoveva Aranda	10315 Kingsley Dr.	Apt 103 Los Angeles 90006	(213) 386-3318		Los Angeles		by family	
3	Angela Fernandez	9026 Orchard Ave.	L.A. CA 90044	767-7254		L.A.		mail	
4	Chao Benguche	11020 Stanford Ave	LA CA 90059	513-5135		L.A.		by family	
5	Cos Jimenez	324 McIntosh St.	LA CA 90010	(323) 451-2910	quintanilla@att.net	L.A.		family	
6	Theresa Layton	9222 S. Budlong Ave	#8 LA 90044	323-9044	kitten82802000@comcast.net	Los Angeles		E-mail	
7	Leann Dean	1159 Blinn Ave	Wilmington CA 90791						
8	Donal Maldonado	332 E. Newmark Ave	LA CA 90001	572-7174		L.A.		FRIEND	
9									
10									

OUTREACH LOCATION: Will Rogers Intermediate School

DATE: 7/8/10



HABITAT FOR HUMANITY LAWDALE - 163rd STREET

(F)

for office use	NAME NOMBRE	ADDRESS (INCLUDE CITY AND ZIP) DIRECCIÓN (INCLUYA CIUDAD Y ZONA POSTAL)	Phone # # de Telefono	Email	City where you work Ciudad donde trabaja		How did you hear of this event? ¿Cómo se enteró de este evento?	
1	X Rodney Milling	2224 E. Burnet Street PO BOX 17751, Long Beach, CA 90807	562-224-8419	kingston007@yahoo.com	Long Beach	friend		
2	X Chrisantie Alcantara	508 S. Alexandria Ave. L.A. CA. 90020	(213) 388-6705	cf-1-A-6705@att.net	freelance, L.A.	mail from HFH		
3	X Shequinta Drummer	1035 W. 20th St #4 Torrance, CA 90501	213 309-9809	Shaydum02@hotmail.com	Los Angeles	Flyer		
4	X Mikal Bradley	5453 Alvan Circle Los Angeles, CA 90045	310-666-7013	integro49876@yahoo.com	L.A.	mail from HFH		
5	X Candy Royce	13536 Cerise Ave Hawthorne CA 90250	(310) 675-4342	Candy515@yahoo.com	Redond Beach	Flyer		
6	X Nadra Louis	13616 CEASE AVE #8 HAWTHORNE, CA 90250	323 349-9998		LA	flyer		
7	X MARTIN MARCIA MARCHAN	5300 CORTLAND ST LYNWOOD CALIF. 90262	323 242-1232	max.marchan@yahoo.com	LYNWOOD (WIFE) LOS ANGELES	Humanitas FLYER (STONE)		
8								
9								
10								

DATE: 06/23/10

OUTREACH LOCATION: Will Rogers Intermediate School



HABITAT FOR HUMANITY LAWNDALE - DATABASE

for office use	NAME NOMBRE	ADDRESS (INCLUDE CITY AND ZIP) DIRECCIÓN (INCLUYA CIUDAD Y ZONA POSTAL)	Phone # # de Telefono	Email	City where you work Ciudad donde trabaja	How did you hear of this event? ¿Cómo se enteró de este evento?	
1	Nelly A. Hernandez	5549 Holmes Ave LA Ca 90058	323 239-0278		LA	por las Noticias de television 34.	
2	Vianca E. Hernandez	5549 Holmes Ave LA Ca 90058	323 336-1645		H. P	Por television canal 34.	
3							
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OUTREACH LOCATION: Will Rogers Intermediate School

DATE: 06/23/10

Habitat for Humanity of GLA
STATEMENT OF FINANCIAL POSITION
September 30, 2010

ASSETS

CURRENT ASSETS

CASH	1,503,507
ACCOUNTS RECEIVABLE	573,044
PREPAID	121,476
ESCROW DEPOSITS	21,196
INVENTORY	788,128
WORK IN PROGRESS	6,344,189
FINISHED HOMES	350,108
TOTAL CURRENT ASSETS	9,701,647

LONG TERM ASSETS

INVESTMENTS	132,698
NMTC-Investment HFHI Loan	2,495,299
DEPOSITS	112,221
FIXED ASSETS	355,506
MORTGAGE RECEIVABLE	4,938,744
OTHER LONG TERM ASSETS	619,263
TOTAL LONG TERM ASSETS	8,653,731

TOTAL ASSETS	18,355,379
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LIABILITIES AND EQUITY

CURRENT LIABILITIES

ACCOUNTS PAYABLE	345,759
SALES TAX PAYABLE	16,235
TITHES PAYABLE	155,220
TITHES PASS THRU TO AFFILIATES	136,218
PAYROLL ACCRUAL	246,856
OTHER ACCRUAL	192,627
HOMEOWNER IMPOUND	267,455
LINE OF CREDIT	1,396,692
GOVERNMENT NOTES PAYABLE	2,253,050
TOTAL CURRENT LIABILITIES	5,010,111

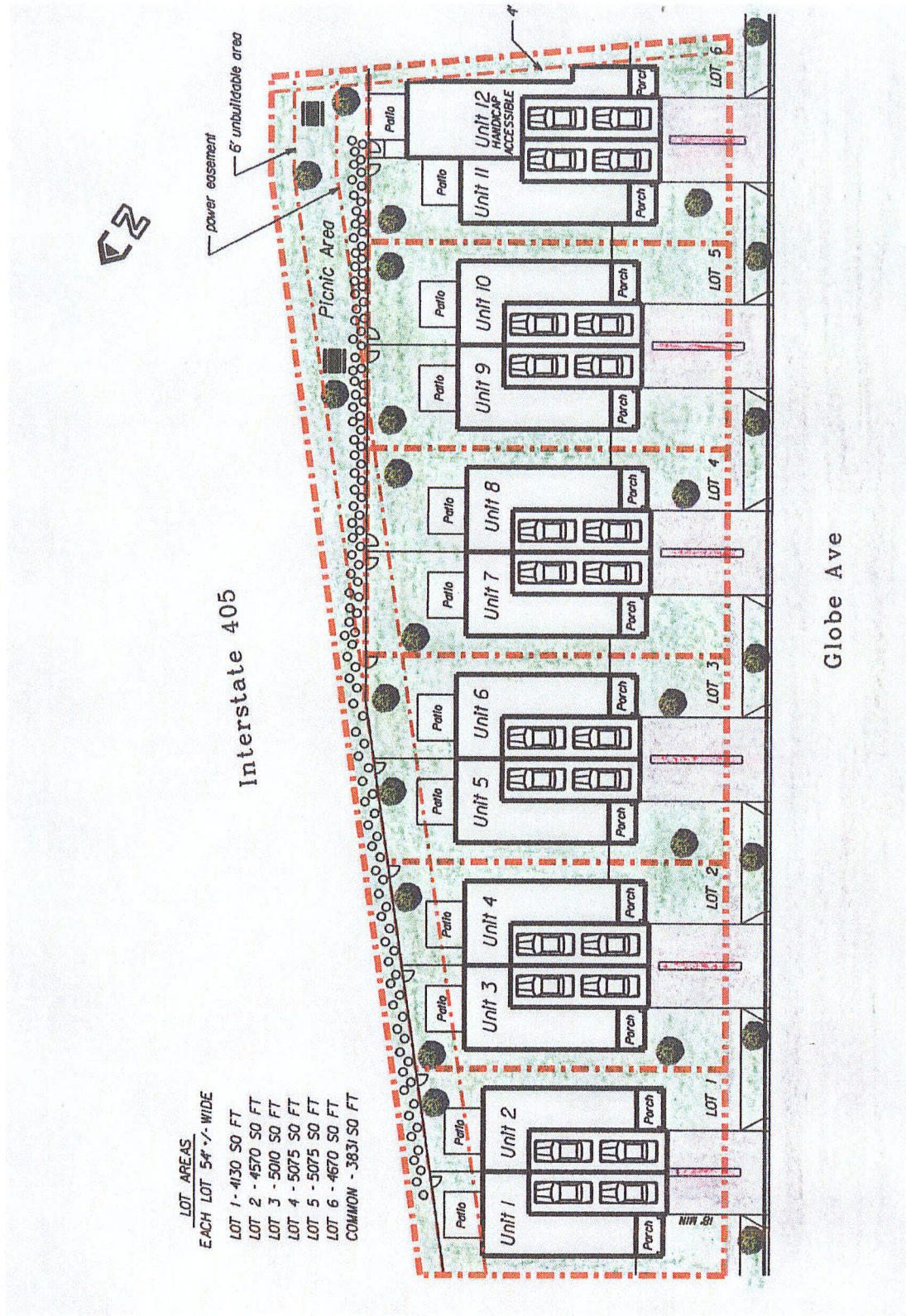
LONG TERM LIABILITIES

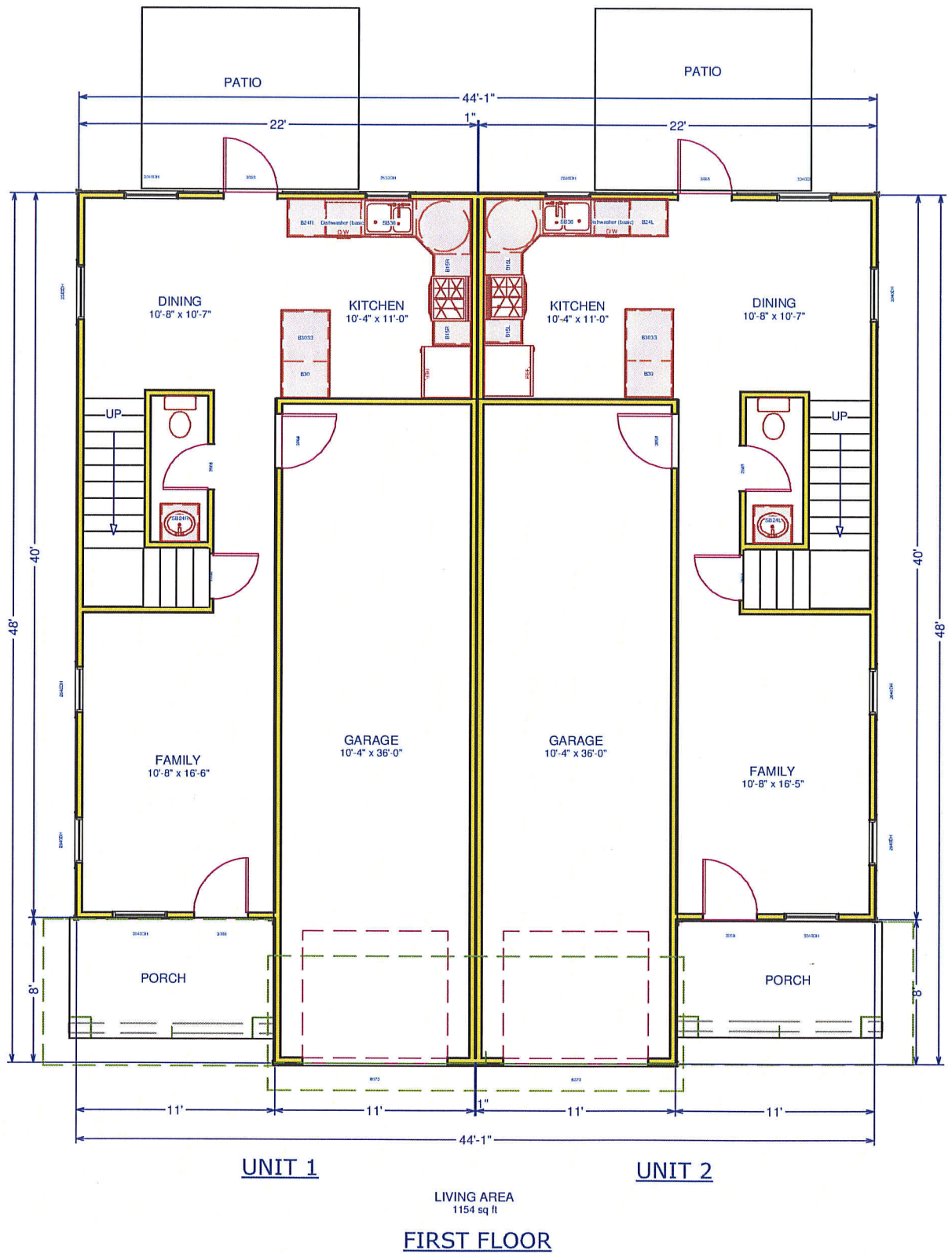
NMTC QLIC LOAN	3,537,918
LOAN PAYABLE	1,098,432
LEASE PAYABLE	30,005
TOTAL LONG TERM LIABILITIES	4,666,355

TOTAL LIABILITIES	9,676,466
EQUITY	8,678,913
TOTAL LIABILITIES AND EQUITY	18,355,379

HABITAT FOR HUMANITY OF GREATER LOS ANGELES
STATEMENT OF FINANCIAL ACTIVITY
September 30, 2010

Description	Sep Actual	YTD Actual
Unrestricted Income	176,388	390,716
Unrestricted NSP	102,634	189,361
Restricted Income	179,864	480,798
Restricted NSP	1,405,282	2,440,780
Restore Income	166,395	579,605
Other Income	690	13,230
Income Total	2,031,253	4,094,490
Costs of Sales (VIP)	2,225	2,225
Total Cost of Sales	2,225	2,225
Gross Margin	2,029,028	4,092,265
Salaries	226,251	668,780
Taxes and Benefits	39,332	125,274
Americorps	9,270	25,451
Consulting/Outside Services	10,690	35,225
Fundraising	11,986	60,705
ABWK	0	260
Office Expenses	21,323	77,371
Computer Software & Hardware	9,704	15,248
Travel	2,243	7,910
Vehicle	5,492	15,668
Building	42,566	106,692
Telephone	5,448	16,080
Utilities and CAM	9,459	28,663
Real Estate	1,910	5,712
Tithes Contributions to HFHI	15,100	12,240
Other	9,676	32,086
Expense Total	420,450	1,233,365
Net Income	1,608,578	2,858,900





SHEET TITLE:

TYPICAL FLOOR PLAN

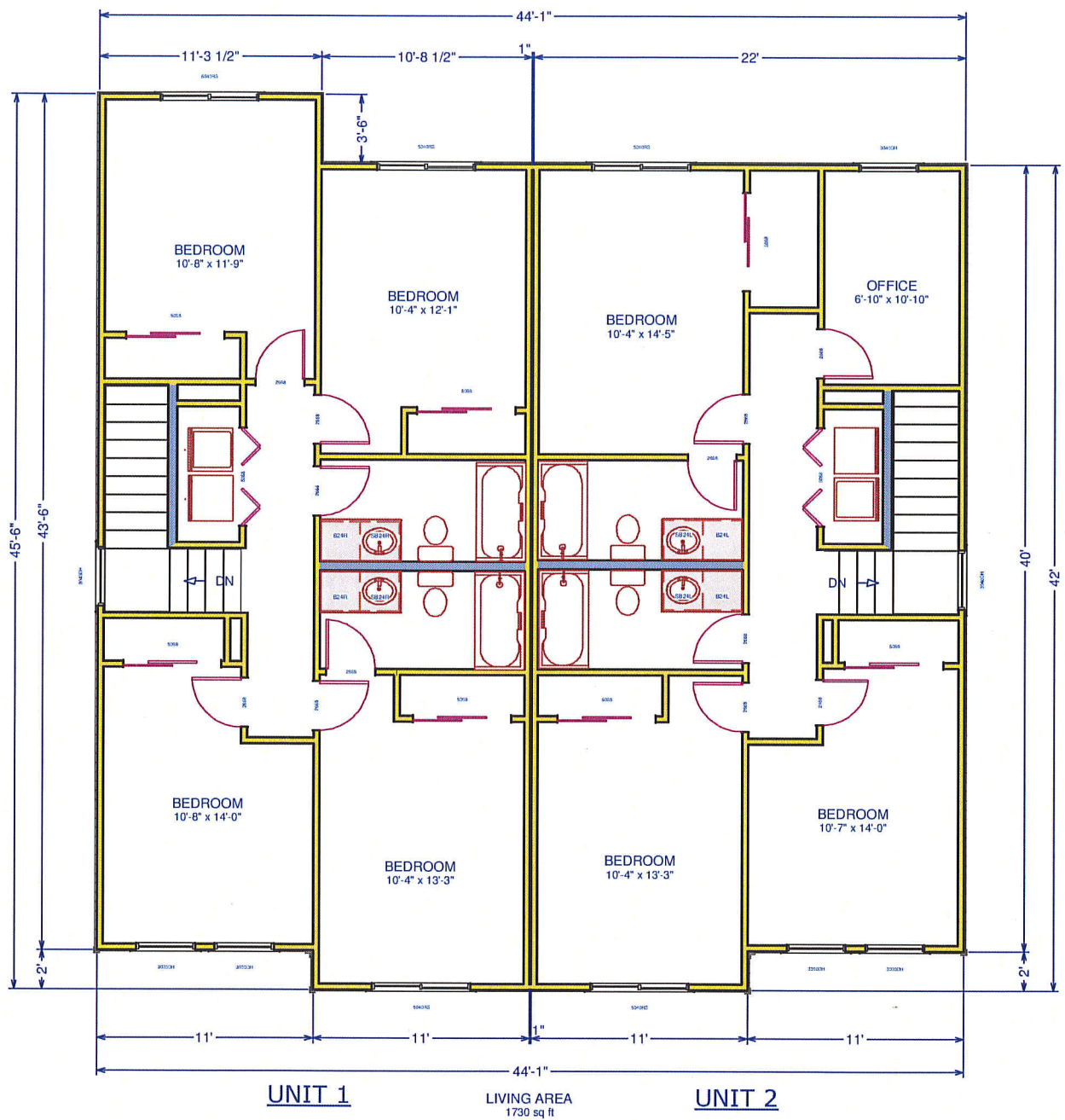
SCALE: 1/8" = 1'

DATE: 1/20/2011

PROJECT: GLOBE RFP

SHEET:

A-1



SECOND FLOOR



SHEET TITLE:

TYPICAL FLOOR PLAN

SCALE: 1/8" = 1'

DATE: 1/20/2011

PROJECT: GLOBE RFP

SHEET:

A-2

UNIT 11

LIVING AREA
1478 sq ft

FIRST FLOOR

UNIT 12
HC ACCESSIBLE

SHEET TITLE:

HC ACCESSIBLE FLOOR PLAN

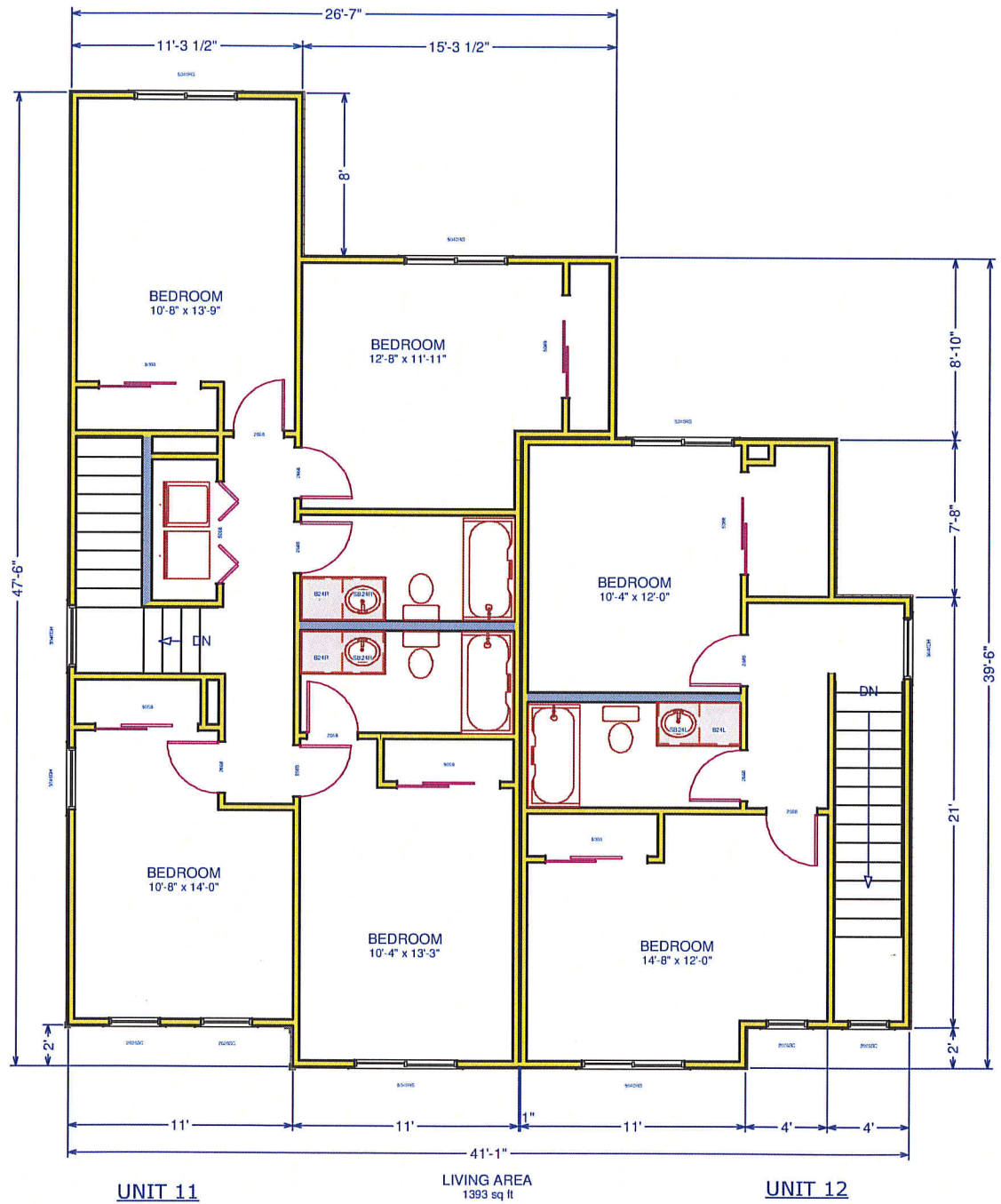
SCALE: 1/8" = 1'

SHEET:

DATE: 1/20/2011

PROJECT: GLOBE RFP

A-3



SECOND FLOOR



SHEET TITLE:

HC ACCESSIBLE FLOOR PLAN

SCALE: 1/8" = 1'

DATE: 1/20/2011

PROJECT: GLOBE RFP

SHEET:

A-4



SHEET TITLE:

ELEVATION OPTION 1

SCALE:

SHEET:

DATE: 1/20/2011

PROJECT: GLOBE RFP

A-6



SHEET TITLE:

ELEVATION OPTION 2

SCALE:

DATE: 1/20/2011

PROJECT: GLOBE RFP

SHEET:

A-7



SHEET TITLE:

ELEVATION OPTION 3

SCALE:

DATE: 1/20/2011

PROJECT: GLOBE RFP

SHEET:

A-8



SHEET TITLE:

ELEVATION OPTION 4

SCALE:

DATE: 1/20/2011

PROJECT: GLOBE RFP

SHEET:

A-9



SHEET TITLE:

ELEVATION OPTION 5

SCALE:

DATE: 1/20/2011

PROJECT: GLOBE RFP

SHEET:

A-10



SHEET TITLE:

ELEVATION OPTION 6
ACCESSIBLE UNIT

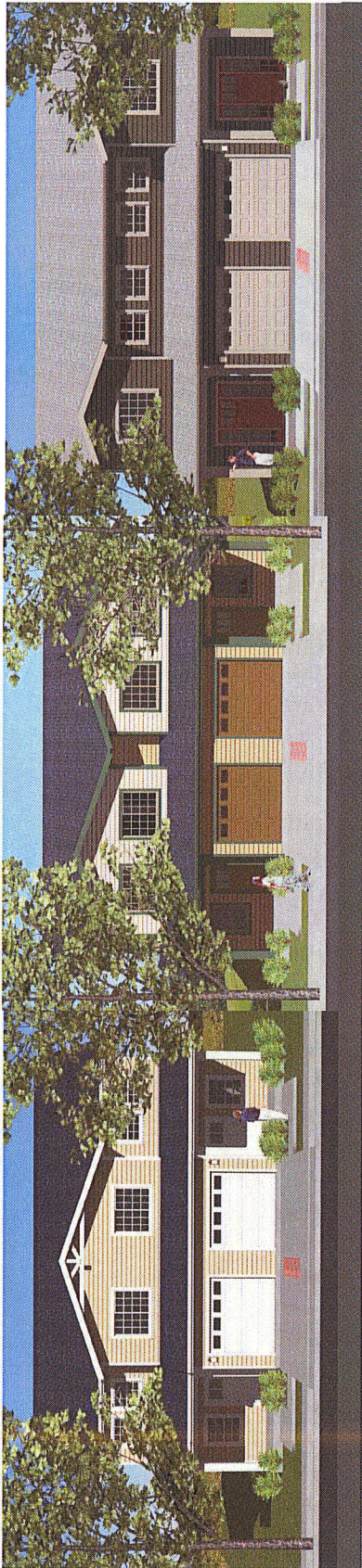
SCALE:

DATE: 1/20/2011

PROJECT: GLOBE RFP

SHEET:

A-11



Total - Development Costs - 12 units

I. Land Assemblage Cost

Land (in Kind)	32,290	Sf/Land	\$0.00 /Sf Land	\$1
Closing Costs		Allowance		\$12,000
Total Land Assemblage	12	Units	\$1,000 /Unit	\$12,001

II. Direct Costs

Construction Management	12%	Costs		\$264,960
12 units	16,200	number	\$90 /Sq ft	\$1,458,000
Demo		/Sq ft	/Sq ft	
General Conditions	12	Units	\$5,000 /Unit	\$60,000
Off-site Improvements ²		Allowance		\$150,000
On-site Improvements ³	12	Unit	\$50,000 /Unit	\$600,000
Contingency	10%	Costs		\$253,296
Total Direct Costs	12	Units	\$232,188 /Unit	\$2,786,256

III. Indirect Costs

Fees and permits	12	Units	\$20,000 /Unit	\$240,000
Tax and Legal, Accounting ⁴	2%	Direct Cost		\$45,000
Insurance	12	Units	/Unit	\$100,000
Architect (including structural)	approx 4%	Direct Cost		\$75,000
Engineering	approx 2%	Direct Cost		\$45,000
Other Consultants		Allowance		\$19,557
Contingency	7.5%	Indirect+Fin		\$44,742
Total Indirect Costs	12	Units	\$47,442 /Unit	\$569,299

IV. Financing Costs⁵

Const Interest	0	units	\$0 /Unit	\$0
End Closing Costs/sales	12	Units	\$6,000 /Unit	\$72,000
Total Financing Costs	12	Units	\$6,000 /Unit	\$72,000

Developer's Fee	8%	dir+indir	\$22,370 /Unit	\$268,444
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V. <u>Total Development Costs</u>	12	Units	\$309,000 /Unit	\$3,708,000
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¹ The construction price per square foot is lower than typical construction because of the large contribution made by volunteer labor. 1300 sq feet per unit.

² Includes sidewalk, curb and gutter, utilities, and landscaping

³ Includes earthwork, utilities, landscaping, driveways, foundations

⁴ HfH gets a lot of legal work donated.

⁵ There is no construction financing, all construction costs are paid for through corporate donations and grants.