

EAH Housing

Affordable Housing



55 years ago, EAH Housing was founded with the belief that attractive, affordable housing is the cornerstone to sustainable communities.



eahhousing.org

HI Lic. RB-16985 | CA Lic. 853495

EAH Housing Overview



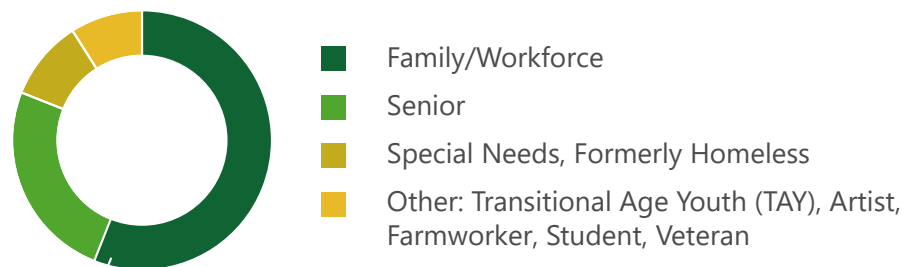
EAH Housing (EAH Inc.) is a 501(c)(3) not-for-profit organization established in 1968. The organization was founded in response to the death of the Rev. Dr. Martin Luther King, Jr. and the social justice issues of that time. Several decades later, EAH Housing continues to address inequities brought about by the lack of affordable housing in our communities.

Today EAH Housing serves low-income families, seniors, previously unhoused, farmworkers, veterans, students, TAY Youth, and people with disabilities. The mission of EAH Housing is to expand the range of opportunities for all by developing, managing, and promoting quality affordable housing and diverse communities. EAH believes "A roof is just the beginning." Quality of life through resident services is integral to EAH communities.

EAH Housing is one of the oldest and most experienced nonprofit development and management organizations in the western United States. Serving over 25,000 residents daily, EAH employs a staff of 750 highly skilled and dedicated employees in 24 counties in California and Hawai'i. After more than half a century of service, the organization still believes that well-designed affordable housing is the cornerstone to sustainable, healthy, and livable communities.

Offices: San Rafael | Honolulu | Los Angeles | Morgan Hill

Properties by Resident Type:



EAH Housing is recognized by government officials, community leaders, lenders, and residents as a capable and trustworthy organization motivated by concern for the people it serves.

EAH Housing Overview



Who We Are

- Founded in **1968**
- Presence in **23** counties in California & Hawai`i
- More than **750** employees

EAH



Future

- **31** communities in pre-development
- More than **\$1.8 Billion** in active development



Real Estate Development

- Developed **107** properties
- Over **8,700** units



Real Estate Management

- Managing over **235** properties
- Over **13,000** unit leases
- More than **25,000** residents



Who We Serve

- Families
- Farmworkers
- Formerly unhoused
- Seniors
- Special needs
- Transitional Age Youth (TAY)
- Veterans



Resident Services (StayWell!)

- Onsite resident services and information and referral to outside resources provided
- Partnership with over **300** organizations for resident programs

Organizational Structure



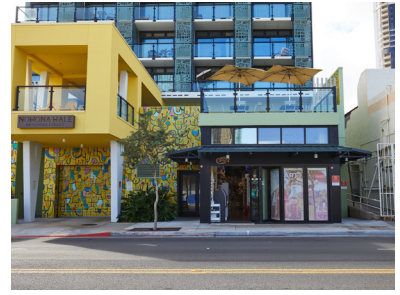
It takes the talent, commitment and the dedication of many people to see the mission and vision of EAH Housing come to fruition.

OPERATIONS	FINANCE & ACCOUNTING	REAL ESTATE MANAGEMENT	REAL ESTATE DEVELOPMENT
<p>The Operations Department provides support, supervision, direction, and coordination for all of the following departments:</p> <ul style="list-style-type: none">• Business Systems• Communications• Human Resources• Information Technology	<p>The Finance and Accounting Department is responsible for the financial record keeping for all properties, development projects and corporate departments. The department also prepares profit and loss analyses and fifteen-year forecasts, and tracks capital accounts:</p> <ul style="list-style-type: none">• Assist Real Estate Management Department with annual budget preparation• Maintain financial records• Schedule annual audits and assist the auditors• Track all cash flow• Reconcile all bank accounts• Prepare monthly financials	<p>The Real Estate Management Department is responsible for all services ranging from resident services to property and facilities/asset management. The department provides the primary communications link between property management, our residents, ownership and regulatory agencies. Headed by the Vice President of Real Estate Management (REM), this department coordinates the efforts of:</p> <ul style="list-style-type: none">• Property Supervisors• Resident Managers• Compliance Specialists• Maintenance Supervisors• Resource Coordinators	<p>Across numerous counties and two states, the Real Estate Development Department handles the specific needs of each municipality to ensure that new affordable housing communities are successfully built. The department carries out all phases of housing development services:</p> <ul style="list-style-type: none">• Site Identification• Project Design• Community Acceptance• Predevelopment, Construction, Equity, and Mortgage Financing• Regulatory Approvals, Entitlements, Zoning, Environmental Clearances• Project Construction

Advocacy and Outreach

For more than four decades, EAH Housing has been at the forefront of outreach and advocacy, hiring its first full-time staff person to work on community acceptance issues in 1977. Today, EAH continues this tradition through public presentations and lectures, voter registration, trainings, resource referrals, resident communications, and strategy discussions with government leaders (local, state and federal). EAH Housing is a member of numerous advocacy organizations from local grassroots groups, chambers of commerce and housing organizations, to state and national advocacy and professional organizations, to promote policies and projects that fund affordable housing and increase opportunities for our resident populations.

Real Estate Development Experience



EAH Housing Real Estate Development Expertise

Since 1968, EAH Housing has developed and acquired over 8,700 affordable housing units in 107 properties throughout California and Hawai'i. These properties have an estimated aggregate development cost of over \$2 billion. Our highly skilled real estate development team assures that the property is well-designed and built to be sustainable and financially self-sufficient for generations to come.

Our Real Estate Development team supports all phases of development services:

- Site Identification and Project Design
- Rehabilitation and Resident Relocation
- Community Outreach and Acceptance
- Financing: Predevelopment, Construction, Equity, and Mortgage Financing
- Regulatory Approvals, Entitlements, Zoning, Environmental Clearances
- Project Construction

Local Context. EAH Housing communities range from rural, low-density complexes in Northern California, to the 32-story Kukui Tower in Honolulu. They include homes for older adults, large and small families, veterans, persons with disabilities, student housing and affordable workforce housing. Each community fits local needs and compliments the surrounding environment.

Track Record. The EAH Housing Real Estate Development Department has an award-winning track record, with half a century of real estate development experience in projects ranging from traditional to complex. EAH residential communities have received numerous awards for architectural design and commendations from legislators at the federal, state and local levels.

Regulatory Expertise. Across two states and numerous counties, the EAH team handles the specific needs of each municipality and follows through to ensure that new affordable housing communities are successfully built and that all requirements, including monitoring and reporting, are met.

Commitment. As a mission-driven housing non-profit, we are in it for the long term and work to prevent the loss of as many affordable units as we can. Every year, in addition to new construction and property management, EAH Housing completes approximately two to four property acquisitions or rehabilitations to prevent displacement of low-income households and improve our current assets to preserve them as affordable in perpetuity.

Real Estate Development Experience



Financing Sources

The EAH Housing Real Estate Development team utilizes a wide variety of federal, state and local financing programs and opportunities for the benefit of the project and its residents. EAH prides itself on being a leader in executing complex acquisition/rehabilitation and new construction transactions where HUD regulations governing an array of its financing programs are involved. Most of these developments involve the integration of HUD programs, state and local subsidy loan programs on the debt side, as well as 4% and 9% low-income housing tax credits (LIHTC) to provide project equity. Many of these transactions also involve public housing authorities as providers of project-based rental subsidies, as well as in the capacity of joint venture developers. The team has decades of experience with a variety of financing instruments and has developed and restructured projects under the following programs:

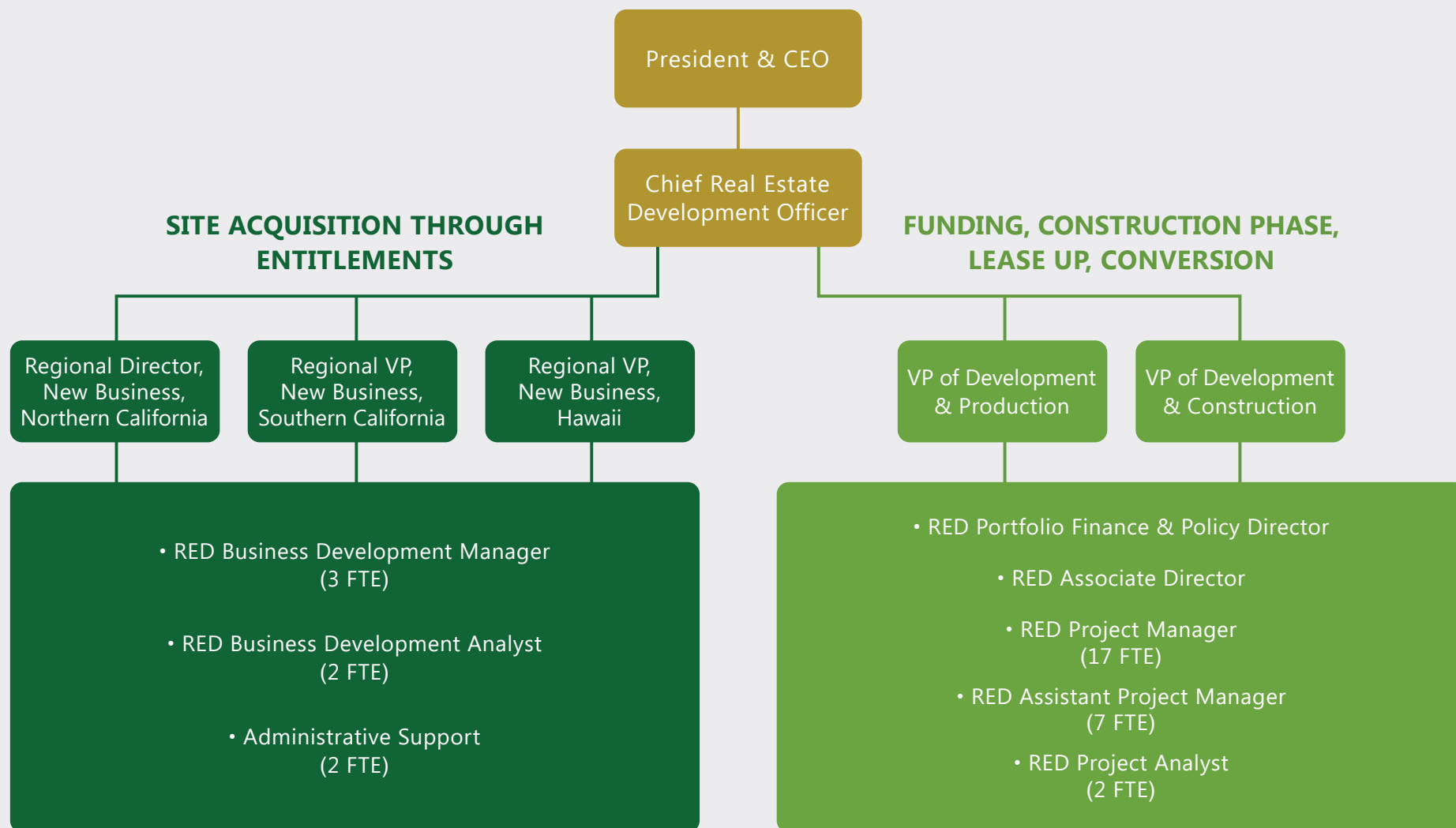
- 4% Tax Credits (LIHTC): Over 30 projects successfully built
- 9% Tax Credits (LIHTC): Over 20 projects successfully built
- Affordable Housing Program (AHP)
- Affordable Housing Sustainable Communities (AHSC) Program
- Community Development Block Grant (CDBG) Program
- Emergency Low-Income Housing Preservation Act (ELIHPA)
- HOME Investment Partnerships Program
- Housing Opportunities for Persons with AIDS (HOPWA) Program
- HUD Flexible Subsidy Loan
- HUD Section 236, HUD Section 202, HUD Section 811
- HUD Section 8 Loan Management Set-Aside Program
- HUD Section 8 Project Based Voucher (PBV) Program
- Infill Infrastructure Grant (IIG) Program
- Low-Income Housing Project Rehabilitation & Homeownership Program (LIHPRHA)
- Mental Health Services Act (MHSA)
- Multifamily Housing Program (MHP) of California HCD
- Tax Credit Assistance Program (TCAP)
- Veterans Housing & Homelessness Prevention (VHHP) Program
- And more

Among the law firms providing EAH with expert assistance in the structuring, execution and documentation of these transactions are the following:

- Bocarsly Emden Esmail Cowan & Arndt, LLP
- Goldfarb & Lipman, LLP
- Hoshiyama Associates, LLP
- Nixon Peabody, LLP
- Schneider Tanaka Radovich Andrew & Tanaka, LLC (Stratlaw)



Real Estate Development Function Chart



*RED (Real Estate Development)

*FTE (Full Time Equivalent)

Development Showcase



Bridgecourt

220 units
1325 40th Street
Emeryville, CA 94608

ALAMEDA COUNTY
Family Housing

Bridgecourt is 220 unit mixed-income and mixed-use community in downtown Emeryville. Unit sizes are thoughtfully designed for maximize use and comfortable living. Bridgecourt is situated within a community which captures the spirit of progressive and urban living. It is a unique residential opportunity in the East Bay, integrated with contemporary architecture and modern design. The apartment homes offers beautiful landscaping with amenities such as heated outdoor pool, fitness center, and community room. 92 units are set aside for low and very low income residents, while 128 units are for conventional market rate apartments. The community is conveniently located close to stores, major freeways, and a mile from the MacArthur BART station.



Kukui Tower

380 units
35 North Kukui Street
Honolulu, HI 96817

HONOLULU COUNTY
Family Housing

Kukui Tower is a multifamily community located on the edge of Chinatown and the downtown area of Honolulu. The 32-story high rise building consists of one and two bedroom apartment homes. Among the many community features available to all residents are a community room, swimming pool, basketball court and recreational area. Services include a full time Residential Coordinator and a fully operational computer learning center. Kukui Tower is close to the downtown business district of Honolulu – near schools, shopping, restaurants, and entertainment.



Estrella Vista

87 units
3706 San Pablo Avenue,
Emeryville, CA 94608

ALAMEDA COUNTY
Mixed-use/TOD/Family Housing

Estrella Vista is an affordable mixed-use apartment community in Emeryville, CA, providing studios and onethrough four-bedroom apartments for families in a 6-story mid-rise building. Located by the "star" intersection of San Pablo Avenue, W. MacArthur Boulevard, and Adeline Street, Estrella Vista provides ground level retail on an infill site and is close to transit, shopping and local job centers.

Development Showcase



Nohona Hale

111 units
630 Cooke Street
Honolulu, HI 96813

HONOLULU COUNTY
Mixed-use/Artists/Family Housing

Nohona Hale is a 16-story first ever micro-unit project on Oahu located in the Kaka'ako District of Honolulu. A former surface parking lot, the 9,660 s.f. lot is leased from the Hawaii Community Development Authority which seeks to promote an affordable housing project that is green, supportive of multi-modal transit, and that represents smart growth principles. Nohona Hale fulfills all of those goals by providing micro-units targeted to lower income households and maximizing the density of a previously under-utilized and centrally located infill parcel.



Pointe On Vermont

50 units
950 West 76th Street
Los Angeles, California 90044

LOS ANGELES COUNTY
Mixed-use/Family/Special Needs Housing

The Pointe on Vermont, a Measure HHH development, is a 50-unit mixed-use affordable housing community with 25 units of supportive housing for individuals transitioning from homelessness, 24 units for low income households, and one resident manager. This services enriched community is a local solution to a local issue, with an emphasis on housing homeless individuals from the area.



Greenfield Commons

222 units
41206 Walnut Avenue
Greenfield, CA 93927

MONTEREY COUNTY
Farmworkers/Family

Greenfield commons offers 222 units of permanently affordable rental housing for families tied to the local agriculture industry. Located on 11 acres in the southern Salinas Valley, this new development will feature garden style apartments, a community building, a recreation and play area, indoor and outdoor common areas, and a community garden. The project is pursuing LEED Gold Certification and is designed to offset 100% of the property's energy consumption with on-site renewable sources.

Real Estate Management Experience



EAH Housing understands that professional management of the physical asset, neighborhood relationships, local leadership and increasing resident quality of life is the key to a successful development. For us, *a roof is just the beginning*.

Local Context. EAH Housing has a distinctive property management model that incorporates customization based on location and population, excellence in resident services, ongoing employee training, and a reputation for conscientious site managers. Our management portfolio of more than 13,000 unit leases ranges from rural, low-density duplexes, to urban and suburban garden-style walk-ups, to a 32-story downtown tower. It includes apartment homes for older adults, large and small working families, veterans, persons with disabilities, students, and people transitioning from homelessness. Across its over 50-year history, EAH has experience managing both its own properties and the portfolios of others, adopting them into the family of EAH properties to create local and regional support networks, encourage their impeccable upkeep, and integrate within local communities.

Management Model. The EAH Housing Real Estate Management team provides complete property management and asset management services, combined with a commitment to people. Ongoing training through “EAH University” ensures that staff are well-prepared to meet all resident needs.

- Proven expertise in Tax Credit programs & HUD compliance
- EAH core values drive our management style
- Trained teams at all levels of property management
- Budgeting and fiscal oversight
- Green operations & maintenance
- Customized management style
- Social return on investment
- Strengths-based, trauma-informed approaches

Financial Reporting. EAH Housing is highly regarded for the quality of its financial reporting and other regulatory work. EAH provides the financial status of each community on a consistent basis with in-depth, interactive descriptions personalized to each asset and client.

- Quarterly, bi-annual, and annual reports are prepared under the compliance guidelines of the housing program, and at the request of Owners or Boards.
- Monthly reports provided by the on-site management team offer insight into projects, accomplishments, and changes ongoing at each community.

EAH Housing is the recipient of multiple national awards and numerous commendations for exemplary property management from the United States Department of Housing and Urban Development (HUD), and from legislators on the federal, state and local levels. To see a list, please visit our website:

www.eahhousing.org/eah/awards-commendations

Real Estate Management Experience



Third-Party Clients. Our clients trust EAH to treat each property and each resident as a cherished member of the EAH family. We enjoy an excellent reputation with our residents through open lines of communication and a responsive management staff.

Commitment. As a mission-driven housing non-profit, we are in it for the long term and work to prevent the loss of as many affordable units as we can. Every year, in addition to ongoing property management and new construction, EAH Housing completes approximately two to four property acquisitions or rehabilitations to prevent displacement of low-income households and improve current assets to preserve them for future generations.

Compliance and Regulatory Reporting. With over 50 years of real estate experience in developing, managing and operating affordable housing developments, EAH Housing has developed a robust compliance system to ensure all our properties meet with the myriad of financing requirements that relate to income-eligibility of our residents. Highly skilled professionals coupled with ongoing training leads to consistent oversight of each EAH affordable housing community.

Expertise of the EAH compliance team extends to:

- Low-Income Housing Tax Credit (LIHTC) regulatory environment
- Department of Housing and Urban Development (HUD) programs
 - Section 8 HAP Contracts/Housing Choice Vouchers (HCV)
 - Project-Based Vouchers (PBV)
 - HOME, CDBG, and other programs
- Local, state and federal laws and regulations in affordable multifamily housing development

The EAH Compliance Department provides compliance monitoring and training to all EAH staff, both on and off site, who are responsible for maintaining compliance, income verification and certification functions, monthly HUD payment voucher duties and all monthly and annual reporting for EAH properties. The EAH Compliance Director oversees a compliance team assigned to portfolio properties by region. Members of the compliance team:

- Monitor sites for regulatory and company policy compliance
- Evaluate projects and provide assistance to ensure managers are compliant
- Guide initial certifications upon new construction lease up
- Ensure compliance during property acquisition transitions
- Assist in annual recertifications

Resident Services



StayWell!! is the EAH Housing resident services initiative, ensuring enrichment and quality of life for our residents whether youth, adults or seniors. The Resident Services team at EAH Housing focuses on helping residents access helpful and necessary resources to maximize their ability to maintain stable housing.

Our service philosophy is based on providing compassionate, individualized, voluntary services designed to help residents meet their own goals. Services are offered through a coordinated effort between an onsite resource coordinator, the Resident Services department, real estate management staff, community providers, and the residents themselves. This inclusive approach ensures cohesion, creativity, and overall quality of service delivery.



Health & Wellness. Various programs created by EAH Resource Coordinators promote engagement with the community, camaraderie between residents and support networks among local neighbors. Sample activities include: gardening groups, food pantries, community gatherings, and exercise clubs.

Financial Literacy & Workforce Readiness. EAH considers it a top priority to help residents secure and maintain their housing status. Residents benefit from services like financial counseling, credit counseling, fraud prevention, job skills training and money management workshops, which provide tools for financial well-being, particularly for families and individuals in transition.

Digital Literacy & Technology. Every new EAH development has common area internet access for residents and property-wide WiFi where possible. In the HUD western region, EAH was a pioneer with computer labs in affordable housing properties. Today, it is our goal to continuously bridge the digital divide for residents as technology becomes more vital to the functions of everyday life – from homework assignments and education, to communications, banking, bill paying, benefits and employment.

Sustainability/ Environmental Initiatives



Since the start of the Sustainability Initiative in 2009, EAH Housing has invested from grants, loans, donations, and substantial rebate programs, alongside resources internal to the organization, to improve green programs and the sustainability of the organization's operations. Additional funds have come through local, state, and federal energy and water efficiency programs, local initiatives and public utilities programs.

EAH is committed to deploying green building technologies at all our housing developments, and within our organization. All of our new developments over have incorporated renewable energy systems (photovoltaic panels and solar water heaters) and the latest sustainable building systems and finishes. In addition, we are systematically upgrading our older housing stock with PV systems, and energy efficient windows and appliances using an array of state and local incentive programs and with funds generated from project resyndication.

Below are some of our developments that received certifications:

LEED Certification

- Avena Bella I (Turlock, CA) - Platinum
- Avena Bella II (Turlock, CA) - Platinum
- Cathedral Gardens (Oakland, CA) - Platinum
- Estrella Vista (Emeryville, CA) - Platinum
- Kaniko'o (Rice Camp) (Lihue, HI) - Platinum
- Kaniko'o II (Rice Camp) (Lihue, HI) - Platinum
- Kolopua (Princeville, HI) - Platinum
- Ola Ka Ilima Artspace Lofts (Honolulu, HI) - Platinum
- Nohona Hale (Honolulu, HI) - Gold
- Willow Housing (Menlo Park, CA) - Gold
- Pointe On Vermont (Los Angeles, CA) - Gold
- Drake's Way (Larkspur, CA) - Silver

Green Point Rated

- Archway Commons I (Modesto, CA)
- Archway Commons II (Modesto, CA)
- Bella Terra (Morgan Hill, CA)
- Los Robles (Union City, CA)
- Magnolia Villas (Los Angeles, CA) – GOLD
- Los Robles (Union City, CA)
- Point on Vermont (Los Angeles, CA) - Gold
- Magnolia Villas (Santa Monica, CA) - Gold

EAH Housing Core Values

PASSION:

For our mission, our work, our residents, and our communities.

ETHICS:

- In our culture from one generation of employees to the next.
- In our relationships with partners, contractors and vendors.
- In our reputation with lenders, donors and public servants.

AMBITION:

- To fulfill our common vision by building excellent affordable housing.
- To serve a critical need in society today.
- To create social justice.

COLLABORATION:

With respect, integrity, openness, and encouragement in our team efforts.

EXCELLENCE:

- Developing and managing each property to ensure financial integrity, permanent affordability and architectural designs that enhance neighborhoods: EAH Housing communities are built to last.
- Each property is a source of pride and a testament to the dedication, creativity and talents of the whole team.
- Ensuring a high quality of life for our residents, a roof is just the beginning.

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