

b. Principals in the organization:

The organization is governed by a Board of Directors, each who have responsibilities for helping the nonprofit to grow and prosper and that gives support to its Executive Director.

STAFF:

Karen Hirst - Executive Director

Verna Thompkins - Bookkeeper

Anne Soule - Administrative Assistant

Philip Johnson - Construction Management

Dagmara Santiago - Program Manager (Casa, Lowe House, Case Manager IHH)

Rodger Hirst - Manager Operations - IHH

Sandy Redford - Resident Manager - Garfield

Flor Melgarejo - Garfield Homework Club Supervisor

Executive Director: Karen E. Hirst has served in this position for ten years overseeing the acquisition, development, and management of all of Beacon's properties. Prior to that she was employed with HUD for fifteen years as a Community Planning and Development Consultant managing a public funding portfolio exceeding \$975,000,000 under the CDBG, HOME and McKinney Act Programs. During her tenure, she worked with the cities of: Los Angeles, Irvine, Costa Mesa, Bellflower, Orange, Redondo Beach, Ventura; and Orange and Ventura County's.

Board of Directors:

Jack Samuelson - Chairman of the Board, Legal and Facilities Development

Bob Samuelson - Director and Secretary of the Board, Construction
Management/Maintenance

Reid Samuelson - Treasurer, Chief Financial Officer, and Director of Operations

Philip Young - Director, Acquisitions

Harry Crusberg, Jr. - Director, Insurance and Safety

Linda Fetter - Director, Fundraising

Ted Tompkins - Director, Site Search

Elizabeth Short - Director, Social Service Programs

Chairman: *Jack D. Samuelson* founded Samuelson Brothers in 1946 and has served as President and Chairman of the Board since incorporation. Mr. Samuelson brings 60 years of experience to the board in the development and construction of residential, commercial and industrial properties, receiving numerous awards for excellence over the years. He is a member of the graduating class of 1947 from Occidental College and received an Honorary Doctorate of Science in 1997. He is a trustee emeritus for Occidental College, Fuller Theological Seminary, the Institute of Critical Care Medicine; and has served as a Director of Southern California Presbyterian Homes as well as Chairman of the Facilities and Capital Use Committee, which involved the construction and management of over a dozen HUD 202 Senior Housing Facilities.

Secretary: *Robert A. Samuelson* co-founded Samuelson Brothers in 1946 serving as Secretary and Treasurer and Director of Construction. His expertise in construction represents 60 years in the development and construction of over 200 industrial, retail, office and institutional buildings in the western United States. During his career, he also served as a Director for numerous organizations including Scandia Mill, and Samuelson Construction Equipment Company. Mr. Samuelson is a Regent of California Lutheran University, serving as Coordinator of Construction Activities.

Treasurer: *Reid G. Samuelson* joined Samuelson Brothers as a Director in February 1995. Prior to that, he was a Director of Aldrich Eastman Waltch, responsible for the portfolio management of six closed end funds sponsored by State Street Global Advisors and separate accounts with over 35 pension fund clients. These accounts held over \$500,000,000 in real estate equities in 60 properties located across the country. He was also responsible for AEW's western operations from the Los Angeles office. Activities included the management committee, which coordinated investment and mortgage lending, including financing for market and affordable housing projects. Prior to joining AEW in 1991, Mr. Samuelson served as President of T. Rowe Price Realty Advisors, and as President of Coldwell Banker Capital Management Services. Mr. Samuelson is a graduate of Occidental College and has an MBA from the University of California at Los Angeles.

Director: *Philip Young* is a Real Estate Broker with offices in South Pasadena.

Director: *Linda Fetter*

Director: *Harry Crusberg, Jr.* is a principle in the Crusberg ~ Decker Insurance Brokerage

Director: *Ted Tompkins* is a Real Estate Broker specializing in commercial properties.

Director: *Elizabeth Short* has served as the Artistic Musical Director for LaCrescenta First Baptist Church.

- c. Housing Organization Chart – (*Ref. Attachment 5*)
- d. Guidelines of Personnel Procedures.

"Beacon Housing is an equal opportunity employer and makes employment decisions on the basis of merit. In accordance with applicable law, Beacon Housing prohibits discrimination based on race, color, religion, creed, sex, marital status, age, national origin or ancestry, physical or mental disability, medical condition, veteran status, sexual orientation or any other consideration protected by federal, state or local laws. Beacon's commitment to equal opportunity employment applies to all persons involved in its operations and prohibits unlawful discrimination by any employee of Beacon Housing, including supervisors and co-workers." - *Beacon Housing Employee Handbook, 2003.*

Beacon's personnel procedures for recruiting, affirmative action and equal opportunity outreach, resident hiring, personnel selection, training evaluation and discipline are based on employment practices law as defined in the United States Code of Federal Regulations

and in California State law. These policies and procedures are identified in the Beacon Housing Employee Handbook, which is distributed to Beacon employees.

e. Beacon Housing's connection to the community – **A Housing Continuum**

Beacon operates under the umbrella of a *Housing Continuum* strategy which ultimately serves to strengthen and stabilize the socio-economic environment of the entire city, ***one household, one neighborhood, one community at a time***. The strategy is a progressive system of housing that consists of *four levels* of housing need, each designed to meet the housing needs of low and moderate income households including seniors. (*Ref. Attachment 6, Housing Continuum Organizational Chart*).

Beacon has identified Pasadena as a target community in which to develop a full housing continuum

At each level of housing need, services designed to stabilize individual and family life are provided through collaborative efforts with established service providers. These services are referred to as "Resources" within each community. Collaborative partnerships create a seamless web of supportive services for people living in the community who need a comprehensive approach to help stabilize family life and move people from homelessness, and poverty to "Housing with Hope and a Future".

Beacon's approach to establishing a continuum in a community is accomplished by:

- 1) Establish a local nonprofit allowing participation by local residents as Board Members;
- 2) Bring together a coalition of church's
- 3) Work with local governmental jurisdictions

Level I – Emergency Shelter

- Housing for 60-90 Days
- homeless families and individuals
- Intake Assessment of individual and family needs
- Residents access "Resources" within the community designed to meet their immediate needs.
- "Some" services beginning at the emergency level of housing can continue into transitional and sometimes permanent rental housing.

1. Community Living Environment:

Population served:

- a. **Women and children fleeing domestic violence**
- b. **Men and women in recovery (drug and alcohol)**
- c. **Emancipated Foster Youth** no longer able to remain in an orphanage, but not matured and ready to live independently and pursue a career.
- d. **Abused children** – candidates to be placed in the foster care system.

Collaboration and funding – local Jurisdictions, H. Martin Foundation, State and Federal Government

2. **Supportive Services** (Mandatory depending on individual/family need)
 - a. Case Management (individual and family needs assessment)
 - b. Welfare/Gain/Tanf/Social Security
 - c. Childcare
 - d. Tutoring program (adult and child)
 - e. Counseling
 - 1) Crisis Intervention
 - 2) Anger Management
 - 3) Drug and/or alcohol rehab
 - 4) Domestic Violence
 - f. Financial Assistance/counseling
 - g. Legal Assistance
 - h. Medical Assistance (dental and/or health)
3. **Collaboration**
 - a. Local Jurisdiction
 - Mental Health
 - Welfare
 - b. Existing service providers with each community
 - identify through collaborative efforts
 - some nonprofit service providers are regional

Level II – Transitional Housing

- Must have completed 60/90 day emergency shelter program
 - Housing for up to 24 months
 - Case Management (continues)
 - Access and participation in community resources (social services) continues.
 - Must establish long-term goals
 - education
 - career
 - resolving old conflicts
1. **Two types of Transitional Housing**
 - a. **Communal living environment** (some people still require supervision)
 - Supportive Services (continue) (family/individual somewhat stabilized but still needs some case management assistance.)
 - Case Management Services (collaboration continues)
 - Childcare
 - Tutoring
 - b. **Individual apartment units** (more difficult to manage w/people in transition)
 - Individual/family stable, in school and some working part-time at low level paying job.
 - Case Management Services (collaboration continues)
 - Childcare

2. **Implement MAP (Moving Ahead Program)**
 - Career Counseling, Job Training and Placement
 - Tutoring
 - Collaboration with community partners continues

Level III – Permanent Affordable (rental Housing)

At this level of housing, some people may never move into a place where they can achieve homeownership.

A critical element to their ability to move into homeownership is “CREDIT SCORES”.

- Multi-family rental housing (4 unit and more)
 - Single family rental housing
 - 2-4 Units
1. **Population Served** (nuclear families/individuals/single mothers w/children, seniors)
 - a. Working Poor (those who have not been homeless)
 - b. People transitioning from Level II Transitional Housing
 2. **Services Provided**
 - a. After school tutoring program
 - b. Computer lab (on-site)
 - c. Childcare (on-site)
 - d. Financial Counseling (preparing for homeownership)

Level IV – Homeownership

- Single Family
- Townhomes
- Condominiums

PROPOSED PROGRAM

Beacon Housing proposes to develop fifty units of "workforce housing" in a variety of types and sizes. The Development Team proposes to identify eighteen (18) single-family homes, some of which will be sold to first-time homebuyers (ref. A and B on the site map); and fourteen (32) Town Homes also with some set aside for first-time homebuyers.

Beacon Housing proposes to develop fifty units comprised of a mix of income levels and as well as unit size. However design themes will follow the Spanish, Tuscan-Mediterranean style of neighboring structures and early Pasadena design themes.

Beacon proposes to implement a "first-time homebuyer program" for the "For Sale Units", and retain some of the town home units for its multi-family rental housing inventory.

Characteristically, the proposed project does not require a building the size and style of the existing structures on the Desiderio Army Base. Therefore, all existing buildings and appurtenances will be removed. The Development Team understands that if selected, we will then negotiate the scope and characteristics of the final project to be developed, and that community groups and city staff will have input on the final project. Our goal is to create a project theme and style that blends with neighboring architectural styles, and the natural environment while maximizing the aesthetic views of the Arroyo.

First Time Homebuyer – DOWN PAYMENT ASSISTANCE PROGRAM

Beacon proposes to implement its first-time homebuyer program for this project. The program provides down payment subsidy as a matching grant to people who have saved from their own resources. To date, Beacon has accumulated a current set-aside commitment of \$80,000 for this program which can be distributed in \$5,000 or \$10,000 increments depending on those distributions, we can assist anywhere from 8 to 16 households with down payment assistance.

Affordability

In compliance with the City's Inclusionary Zoning Ordinance, fifteen (15) percent of the units will be set aside for households earning from 60 to 120 percent of Area Median Income (AMI). While those calculations would require 7.5 units, Beacon would commit 16 – 20 units affordable at various income levels (see breakdown below).

For Sale

Single Family Homes

The proposed single-family homes will range in size from 1800 to 2500 square feet and will consist of a mix of craftsman, California bungalow style homes. These homes will be sold to households earning between 121-180 percent of the Area Median Income (AMI).

A	9 Units	Market
A	2 Units	@ 180% AMI
B	4 Units	Market
B	3 Units	@ 180% AMI

Total Units SF Units - 18

Town Homes

The Town home-style units will provide two floor plans in 1200 and 1800 square feet, also consisting of craftsman style ranging in size:

C	13 Units	Market
C	5 Units	180% AMI .

Total Units For Sale - 36

For Rent

Townhome Rental Units

D	3 Units	3 bd/1 ba	\$1175
D	2 Units	3 bd/1 ba	\$1675
D	5 Units	2 bd/1 ba	\$1075
D	4 Units	2 bd/1 ba	\$1450

Total Town home units - 14

Depending on the outcome of the review process, Beacon would like to include 16 Townhome units as affordable rental housing for households earning between 60 and 100 percent of the Area Median Income (AMI).

The rental housing will become part of Beacon's inventory of affordable housing in its "housing continuum" strategy. As such, the lower income units will be utilized to transition residents from one of our twelve-month transitional housing facilities in Pasadena (ref. Experience section - Lowe House), and adjacent Highland Park (ref. Experience section - Casa de Alegria).

Need for the Proposed Program

Needs Assessment

Beacon's proposed program supports both its own goal of establishing a path of affordable housing and home ownership for low and moderate income families and the City's goals of increasing affordable housing sales and rentals to meet all the needs of its expanding population.

Beacon Housing determined the need for its proposed affordable housing program based on the city's growing population, the supply of housing stock, employment and wage trends, and housing affordability as summarized in the Pasadena Consolidated Plan for 2005 – 2010.

Population growth trend

According to the Consolidated Plan, residents increased by 10,000 between 2000 and 2004. If the current trend continues, the city's population will be 161,000 in 2010 with approximately 3000 more households than there were in 2005. Of the 3000 increase, 1200 are expected to be special needs priority households (such as elderly and disabled persons and large related households (3, 4, and 5 BDRs) and small related households (2 and 3 BDRs). Most of the special needs population are very low, low or moderate income households.

Supply of housing stock

The city's supply of housing stock does not appear to be keeping pace with the number of households that make up the city's total population including special needs households. According to the Consolidated Plan 2,323 housing units will be constructed since inception of the Inclusionary Housing Ordinance in Sept. 2001. Of these, 580 are affordable to Very Low to Moderate Income households. Eighty more are added through the use of the Inclusionary Housing Trust Fund and other sources of public revenues, so only 660 or 28.4% of the total 2,323 units will be affordable. One thousand three hundred sixty-three of the 2,323 have produced 341 inclusionary units of which 16 or 4.7% are for Very Low Income households; 62 or 18.2 % for Low Income households and 263 or 77.1% for Moderate Income households. Added to the number of affordable housing units will be City-assisted affordable housing projects (310 newly constructed units with 239 or 77.1% affordable.) Nearly half (46.8%) of all households in Pasadena were VL, L, or Mod. Inc. in 1990. Less than 40% were VL, L or Mod. Inc. in 2000. If 75% of all new housing units constructed from 2000 to 2010 are NOT affordable for VL, L or Mod. Inc. households, then the city's mix of low, middle and upper income households will continue to shift and the number of lower income households will continue to decrease.

Cost of housing

Housing costs have become increasingly more expensive for both rental and ownership units. When housing costs rise faster than household incomes, housing affordability

Home prices have risen from the 80s to 2006. The maximum price a Mod. Inc. household could afford was \$111,000, well below median sales price of \$320,000 in 2000. The median price of a home in 2004 was \$469,000.

Employment and wage trend

The largest growing occupation from 1990 to 2000 were jobs in wholesale and retail trade which average approximately \$30,000 annually. A Very Low Inc. family in 2000 earned 30% of Area Median Income (\$13,800 or less). A Low Inc. family earned 50% of AMI (\$23,000 or less). A Moderate Inc. family earned 80% of AMI (\$36,000 or less). There is a growing number of people with low incomes who work in Pasadena and who find housing there unaffordable. Rentals are expensive. Rents in 2004 were \$893 for 1 BR; \$1208 for 2 BR and \$1643 for 3 BR. The monthly income available for rent or ownership in 2004 were \$416 for VL Inc families; \$693 for L Inc families; and \$1109 for Mod. Inc families.

Need to Expand Existing Facilities





The project does not require a program of services for residents. However, households transitioning from one of Beacon's transitional housing facilities will be provided with six months of in-home case management to ensure their ability to assimilate into the community and progress in the goal of self-sufficiency.

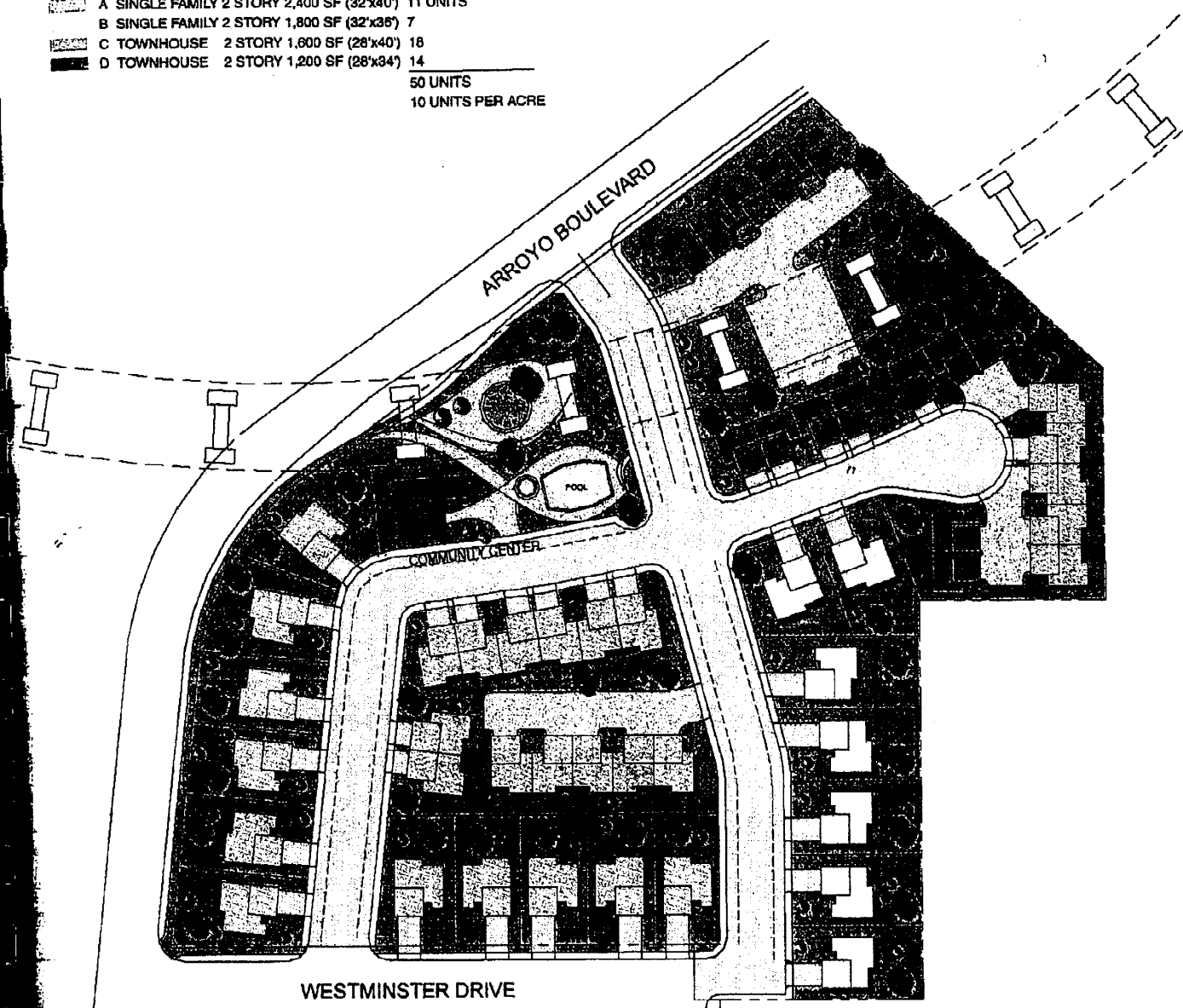
Suitable Real Estate

The Desiderio Base property provides the space required for Beacon to expand its inventory of affordable housing, and the ability to implement its "first-time homebuyer" program. There is no available land in Pasadena that provides such an opportunity.

Timeline for Commencement *(Ref. Attachment 7)*

BLDG. SUMMARY

-  A SINGLE FAMILY 2 STORY 2,400 SF (32'x40') 11 UNITS
 -  B SINGLE FAMILY 2 STORY 1,800 SF (32'x36') 7
 -  C TOWNHOUSE 2 STORY 1,600 SF (28'x40') 18
 -  D TOWNHOUSE 2 STORY 1,200 SF (28'x34') 14
- 50 UNITS
10 UNITS PER ACRE



SCHEME 'F'
SITE PLAN

0 50 100 200 SCALE: 1"=100'

8-31-06
A1-G-808

BEACON HOUSING
5000 EDENHURST AVENUE LOS ANGELES, CA

CALIFORNIA TERRACE

**Richard
Chen
Associates**
1018 EAST IMPERIAL HIGHWAY
SUITE C4, BREA, CALIFORNIA 92621
714-288-1970 FAX 714-288-1172



California Terrace

The

Desiderio Army Reserve Center

Reuse Project

ORGANIZATIONAL PROFILE

*This proposal represents a partnership between Lambert Development and **ihc** a Community Housing Development Organization (CHDO) with offices in Los Angeles and Pasadena. If Lambert Development and **ihc** are selected to develop the Desiderio Army Base site, the parties propose to enter into a Limited Liability Corporation to develop the property.*

*Both parties have agreed that Lambert Development will take the lead role in the development of the project from conception through completion; and that **ihc** shall participate in the design and the development program including the mix of the affordable units. Upon completion, **ihc** shall own and manage the affordable units.*

*For purposes of this proposal, organizational information required is first presented a section entitled "About Lambert Development", and a separate section entitled, "About **ihc**". Following these two sections, there is a section "About the Partnership".*

DESIDERIO REUSE PROJECT PARTNERSHIP

The Development Team: Mike Gray - Lambert Development
 Robert Highley – **ihc** (a nonprofit 501 (c)(3))

Project Architect: John Kaliski, AIA
 URBAN STUDIO
 3921 Wilshire Boulevard, Suite 420
 Los Angeles, California
 90010
 Phone: 213-383-7980
 Fax: 213-383-7981
 www.urbanstudio-la.com

PROPOSED PROGRAM

The Goal of Lambert and *ihc* is to develop a significant amount of affordable housing in a context that can be embraced by the neighborhood. We propose that the development consist of a minimum of 20% affordable units with the potential of increasing the affordable component to as much as 30% conditional on the density and availability of additional subsidy.

We have presented some conceptual sketches but these are only intended as a possible starting point. During the community input and review period, we propose to engage with local residents interested in the reuse of Desiderio, present alternatives to the proposed Development Program, while working with the community to reach a consensus. (*Ref. Attachment 7, Site Plan*)

Our development team consists of a nationally known development organization with experience to develop the residential housing. Combined with this, local sensitivity and affordable expertise including existing local homeless agencies which can also demonstrate a track record of success.

Market and Affordability:

The challenge is to include the affordable units in such a way as to make them part of the development however not a concern of the neighbors. The challenge is to include the affordable units in a such a way as to make them part of development and not a concern of the neighbors. We have reached out to the Door of Hope and Elizabeth House both Pasadena based homeless providers, and Union Rescue Mission in Los Angeles to join with us to provide a solution for transitional housing for graduates of their programs. Transition housing is a huge challenge for these organizations when their graduates move out and enter the work force but with limited resources. We believe that single parent and nuclear families that have completed a one year program and are transitioning to become productive members of the community would be acceptable to the neighborhood. This combination will provide the City with a housing resource for people transitioning from homelessness to resource at the most challenging level, very low income units, provide market housing consistent with the surrounding neighborhood, with a strategy to integrate the affordable and market housing at the site.

Housing needs for the homeless:

We have reached out to the Door of Hope and Elizabeth House located in Pasadena, to join with us to provide a solution for transitional housing for graduates of their programs. It's important to note that each of these organizations reach out to both single parent and nuclear families that do not have a history of chronic homelessness. The Union Rescue Mission in Los Angeles will partner with us as well and be a resource for referrals for some of their clients transitioning to mainstream society.

Transitional housing is a huge challenge for these organizations when their graduates move out and enter the work force but with limited resources. We believe that families who have completed a one year program and are transitioning to become productive members of the community would be acceptable to the neighborhood. This combination will provide the City with additional units in its affordable housing stock for some of our society's more deserving families. The combination of the market rate units with a strategy to integrate the affordable units on the site while ensuring consistency with architectural styles prevalent in Pasadena will result in a project that the entire community can be proud of.

Use of Existing Buildings

Characteristically, the proposed project does not require a building the size and style of the existing structures on the Desiderio Army Base. Therefore, all existing buildings and appurtenances will be removed. The Development Team understands that if selected, we will then negotiate the scope and characteristics of the final project to be developed, and that community groups and city staff will have input on the final project. Our goal is to create a project theme and style that blends with neighboring architectural styles, and the natural environment while maximizing the aesthetic views of the Arroyo.

First Time Homebuyer Program

It is the proposers intent that *ihc* will take the lead role in working with Pasadena Neighborhood Housing Services to identify local qualified "first-time home buyers" who will purchase the affordable single-family units.

Affordability

The Development Team will set aside 20% of the units as affordable exceeding compliance with the City's Inclusionary Zoning Ordinance. However, the team is willing to go as high as 30% of the units for affordable housing depending upon the density and the availability of additional subsidy. We propose that the additional units be work force housing and be scattered within the Market units.

For Sale

Condominium Units

The proposed for sale condominium units will range in size from 1050 to 1300 square feet and will consist of a mix of two and three bedroom units with adequate parking to conform to the City of Gardens zoning ordinance. Craftsman, California bungalow style homes. These homes will be sold to households earning between 121-180 percent of the Area Median Income (AMI).

Plan A: (twenty percent affordable)

For Sale

3 bd/2 ba Units	1,300 sq. ft.	10 Units	Market Rate
2 bd/2 ba Units	1,200 sq. ft.	30 Units	Market Rate

Affordable For Rent

3 bd/2 ba Units	1,300 sq. ft.	5 Units	Affordable
2 bd/1 ba Units	1,050 sq. ft.	5 Units	Affordable

Plan B: (thirty percent affordable)

For Sale

3 bd/2 ba Units	1,300 sq. ft.	9 Units	Market Rate
2 bd/2 ba Units	1,200 sq. ft.	25 Units	Market Rate
3 bd/2 ba Units	1,300 sq. ft.	1 Unit	Affordable at 120% AMI
2 bd/2 ba Units	1,200 sq. ft.	2 Units	Affordable at 100% AMI
2 bd/2 ba Units	1,200 sq. ft.	3 Units	Affordable at 120% AMI

For Rent

3 bd/2 ba Units	1,300 sq. ft.	5 Units	Affordable
2 bd/1 ba Units	1,050 sq. ft.	5 Units	Affordable

Need for the Proposed Program

Needs Assessment

The Development Team's proposed project supports both the individual goals of each organization and the purposes for setting up a partnership to develop this and other projects in the southland. The Team believes the proposed program supports both its own goal of establishing a path of affordable housing and home ownership for low and moderate income families and the City's goals of increasing affordable housing opportunities, both for-sale and rentals to meet the needs of the expanding population.

The need for the proposed project described herein was determined based on several factors; 1) the lack of available housing units in the city of Pasadena; 2) the city's growing population; 3) employment and wage trends; 4) and, housing affordability summarized in City of Pasadena's Consolidated Plan for 2005 – 2010.

Population growth trend

According to the Consolidated Plan, residents increased by 10,000 between 2000 and 2004. If the current trend continues, the city's population will be 161,000 in 2010 with approximately 3000 more households than there were in 2005. Of the 3000 increase, 1200 are expected to be special needs priority households (such as elderly and disabled persons and large related households (3, 4, and 5 BDRs) and small related households (2 and 3 BDRs). Most of the special needs population is very low, low or moderate income households.

Supply of housing stock

The city's supply of housing stock does not appear to be keeping pace with the number of households that make up the city's total population including special needs households. According to the Consolidated Plan 2,323 housing units will be constructed since inception of the Inclusionary Housing Ordinance in Sept. 2001. Of these, 580 are affordable to Very Low to Moderate Income households. Eighty more are added through the use of the Inclusionary Housing Trust Fund and other sources of public revenues, so only 660 or 28.4% of the total 2,323 units will be affordable. One thousand three hundred sixty-three of the 2,323 have produced 341 inclusionary units of which 16 or 4.7% are for Very Low Income households; 62 or 18.2 % for Low Income households and 263 or 77.1% for Moderate Income households. Added to the number of affordable housing units will be City-assisted affordable housing projects (310 newly constructed units with 239 or 77.1% affordable.) Nearly half (46.8%) of all households in Pasadena were VL, L, or Mod. Inc. in 1990. Less than 40% were VL, L or Mod. Inc. in 2000. If 75% of all new housing units constructed from 2000 to 2010 are NOT affordable for VL, L or Mod. Inc. households, then the city's mix of low, middle and upper income households will continue to shift and the number of lower income households will continue to decrease.

Cost of Housing

Housing costs have become increasingly more expensive for both rental and ownership units. When housing costs rise faster than household incomes, housing affordability diminishes. The result is an increasing number of families living in a unit too small or moving to a different community.

Ownership Housing for Sale

Home prices have risen from the 80s to 2006. The maximum price a Mod. Inc. household could afford was \$111,000, well below median sales price of \$320,000 in 2000. The median price of a home in 2004 was \$469,000.

Employment and wage trends

The largest growing occupation from 1990 to 2000 were jobs in wholesale and retail trade which average approximately \$30,000 annually. A Very Low Inc. family in 2000 earned 30% of Area Median Income (\$13,800 or less). A Low Inc. family earned 50% of AMI (\$23,000 or less). A Moderate Inc. family earned 80% of AMI (\$36,000 or less). There are a growing number of people with low incomes who work in Pasadena and who find housing there unaffordable. Rentals are expensive. Rents in 2004 were \$893 for 1 BR; \$1208 for 2 BR and \$1643 for 3 BR. The monthly income available for rent or ownership in 2004 were \$416 for VL Inc families; \$693 for L Inc families; and \$1109 for Mod. Inc families.

Need to Expand Existing Facilities

The project does not require a program of services for residents therefore; the existing building will be demolished. However, *ihc* will partner with Elizabeth House and Door of Hope as referral sources for residents transitioning out of their programs and in need of longer term transitional housing (24 months). Each of these organizations will provide in-home case management services to ensure their ability to assimilate into the community and progress in their goals for self-sufficiency.

At the present time, clients of each of these organizations have a difficult time finding housing because of the lack of adequate affordable housing in the community. The Development Team identified this need and is willing to make these units available to residents graduating from each of the programs, into longer term transitional housing.

Both Elizabeth House and Door of Hope have a client base that does not meet the definition of "chronic homeless". Therefore, their residents are ready to move-on and have a more significant history of success in helping their clients achieve their independence.

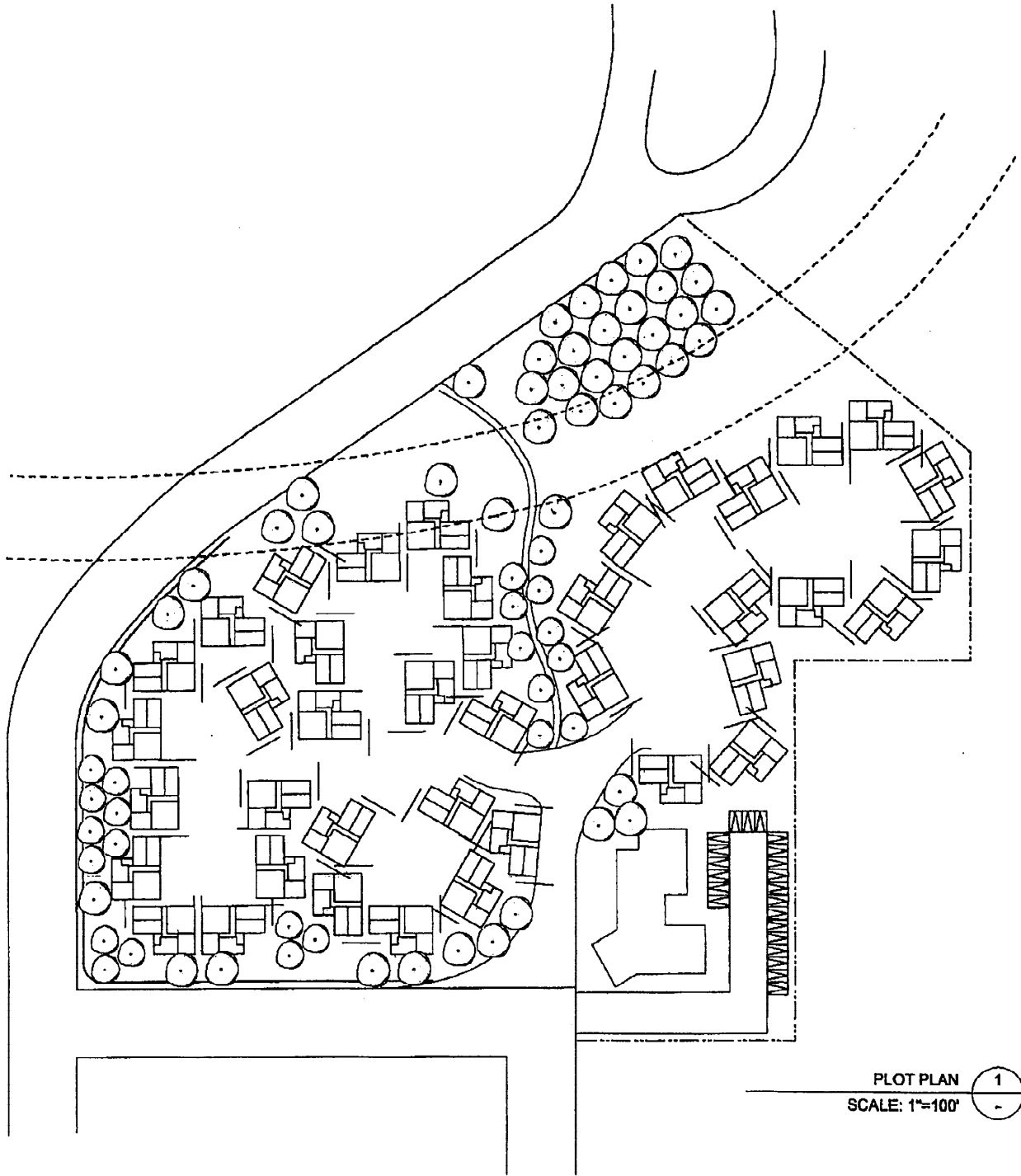
Suitable Real Estate

The Desiderio Base property provides the space required for the partnership to build new housing units to achieve personal philanthropic efforts and *ihc*'s organizational goals. There is no available land in Pasadena that provides such an opportunity.

Timeline for commencement

Schedule: After all approvals are in place a typical development schedule prior to the commencement of construction would be as follows:

- Schematic Design: 90 Days
- Budget Review Schematic Design: 30 Days
- Design Development Drawings: 90 Days
- Preliminary Bid: 30 Days
- Construction Drawings: 120 Days
- Bidding: 60 Days
- Commencement of Construction



PLOT PLAN 1
SCALE: 1"=100' -

655 WESTMINSTER DRIVE, PASADENA

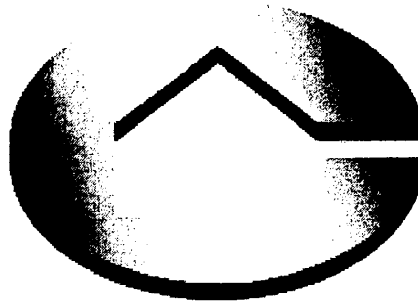
architect
URBAN STUDIO
3821 Wilshire Blvd Suite 420
Los Angeles California 90010
Contact: John Kelleki, AIA
(213) 383.7980 ph
(213) 383.7981 fax

ORIGINAL

Planning & Development Department
175 N. Garfield Avenue

City of Pasadena LRA
for the
Desiderio Army Reserve Center
Notice of Interest Submittal

September 8, 2006



CENTURY
HOUSING CORPORATION

A NONPROFIT CORPORATION

1000 Corporate Pointe, Suite 200
Culver City, California 90230
Phone (310) 258-0700
Fax (310) 258-0701

RFP Representatives:

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(310) 642-2015, rjnorris@centuryhousing.org

Ronald M. Griffith, General Counsel
(310) 642-2044, rgriffith@centuryhousing.org

Laurence J. Richards, P.E., V.P. Real Estate Development
(310) 642-2085, lrichards@centuryhousing.org

Section. Organizational Profile

1.

Century Housing

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1000 Corporate Pointe, Suite 200, Culver City, California 90230

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Laurence J. Richards, Vice President of Real Estate Development

4.

Robert J. Norris, Jr., Executive Vice President is an authorized signor for any purchase agreements. See attached Articles of Incorporation & Bylaws for legal authority verification.

5.

Century Housing is a private non-profit, tax exempt organization under Section 501 (c) (3) of the 1986 Internal Revenue Code.

6.

See attached Articles of Incorporation & Bylaws.

7.a.

What is now Century Housing began as the Century Freeway Housing Program in 1979. The 1972 lawsuit *Keith vs. Volpe* charged that construction of the new I-105 Freeway in Los Angeles would be detrimental to housing and environmental concerns. The case, presided over by Judge Harry Pregerson, prevented construction of the freeway for several years. As part of the consent decree to resolve that case in 1979, the Century Freeway Housing Program was initially administered by the state to replenish the affordable housing stock depleted during the construction of the freeway.

A movement to privatize the program began during the early 1990's, as the freeway construction was nearly complete. Federal and state governments contributed additional funds as they bowed out of administering the program, and after the \$2.2 billion Century Freeway was completed in 1993, the nonprofit, private Century Housing Corporation took over two years later in July 1995.

In the first known conversion of a state program to a private, nonprofit corporation, G. Allan Kingston was appointed Interim Trustee/Administrator and remains the President/CEO of Century Housing Corporation. The Court admitted Century as a defendant in *Keith vs. Volpe* and as a party to the Consent Decree, appointed the initial directors and transferred to Century all assets and liabilities formerly administered by Agencies of the State of California, including the State's obligation for monitoring of housing affordability.

Century, now governed by a Court-appointed ten-member Board of Directors, has the responsibility to manage the assets and honor the obligations of the housing program. As a private sector company, we now have a better ability to marshal our resources and expand operations to create more affordable housing opportunities in the communities we serve.

7. b.

G. Allan Kingston, President/CEO

(310) 642-2001, gakingston@centuryhousing.org

Mr. Kingston directs Century Housing's real estate financing and development programs which have added more than 11,000 units of affordable housing in 120 developments, located in 30 communities throughout the Los Angeles metropolitan area, and has brought to reality Century's theme: "More Than Shelter[®]". In addition, Mr. Kingston has the authority to represent and to make legally binding commitments on behalf of Century.

Acting as an intermediary to local community organizations, and nonprofit and for-profit developers, affordable housing developments financed by Century include funding of innovative inner city developments which feature More Than Shelter[®], combining housing with after-school, tutoring/college prep programs, academic counseling, transitional housing for homeless veterans, child care, energy efficient homes, pre-apprenticeship training, HIV and substance abuse counseling, training programs for women in nontraditional jobs, health and wellness programs for seniors, and other socially responsive programs.

As well as being a Member of the Century Board of Directors, Mr. Kingston also is the First Vice President of the National Housing Conference, and a Board Member of the National Association of Affordable Housing Lenders, the National Housing Development Corporation, the Center for Housing Policy, Shelter Partnership of Los Angeles, Housing California, and he is Chairman of the California Housing Consortium. He has also previously served on the Board of Directors of the National Coalition for Homeless Veterans.

Prior to joining Century, Mr. Kingston directed the private real estate development activities and projects of large corporations for several years, and was a partner in several commercial real estate and residential projects in California, Hawaii, and the Midwest. He managed large-scale residential and commercial projects for, among others, Tecon Realty Corporation, Le Meridian Hotel (Coronado), Oceanic Properties (Castle and Cook), The Hawaiiana Company, Centre Properties, and University Development, Inc.

His focus on urban issues began with government organizations: he served as Executive Director of the Fresno Redevelopment Agency, as Deputy Director of the Oakland Redevelopment Agency, and with U.S. HUD and its predecessor agency. Mr. Kingston received his B.A. degree from the University of California at Berkeley.

Robert J. Norris, Jr., Executive Vice President
(310) 642-2015, morris@centuryhousing.org

Mr. Norris has twenty years of experience in both the public and private sectors at Senior to Executive Management Level. As Executive Vice President he is responsible for the day-to-day operations and executive oversight of Century's affordable housing finance and development services. In addition, Mr. Norris has the authority to represent and to make legally binding commitments on behalf of Century.

Mr. Norris also serves as Executive Vice President of Century/Learning Initiatives For Today (Century/LIFT) and as Executive Officer of the Century Villages at Cabrillo, Century Affordable Developments, and the Century Community Training Program.

Prior to his work at Century Housing, Mr. Norris served as Deputy Director of the California Department of Housing and Community Development, Century Freeway Housing Program from 1983 to 1991. He then served as Deputy Director, Development, from 1991 to 1997, for the San Diego Housing Commission. As the Housing Commission's Deputy Director Mr. Norris had responsibility for Housing Development, Public Housing Maintenance, Public Housing New Construction, First Time Homebuyer Programs and Rehabilitation Programs.

Mr. Norris graduated with majors in Political Science and Black Studies from the University of California, Santa Barbara and attended the University of San Francisco Graduate School of Education.

Mr. Norris is a member on the boards of the LINC Housing Corporation, the National Coalition for Homeless Veterans, and the Inglewood YMCA. He is a member of the Los Angeles Downtown Rotary, serving on the Salvation Army Red Shield Youth Center Committee.

Ronald M. Griffith, General Counsel
(310) 642-2044, rgriffith@centuryhousing.org

Mr. Griffith is the General Counsel, Vice President and Secretary of Century Housing Corporation and its affiliate corporations. He is a graduate of Tufts College, *magna cum laude*, and holds a Doctor of Jurisprudence from the University of Pennsylvania School of Law.

Mr. Griffith provides advice and counsel to the Board of Directors and management of Century Housing on a variety of corporate matters, including tax, employment law, regulatory compliance and contract law. Over several decades of practice, he has developed a special expertise in the area of real property law, including purchase and sale transactions, leases, real property development and real estate financings, representing owners, buyers, developers, lenders and tenants. At Century Housing, Mr. Griffith also deals regularly with housing issues affecting seniors, abused families, homeless veterans, and low-income individuals and families.

In addition to his real estate practice at Century Housing, Mr. Griffith is also responsible

for the organization and corporate governance of Century's subsidiary corporations and affiliates, including those that deal with childcare, job training and placement, after school tutoring and charter school education.

Prior to serving as General Counsel, Mr. Griffith was Of Counsel to a 400-attorney national law firm, Arter & Hadden, LLP, specializing in all aspects of real estate law, including finance, sales and development. He established the office of general counsel at Union Federal Bank and Uni-Cal Financial Corporation, and served as corporate real estate counsel to the bank's wholly owned real estate development subsidiary with a net worth of more than \$100 million.

Laurence J. Richards, P.E., V.P. Real Estate Development
(310) 642-2085, lrichards@centuryhousing.org

Mr. Richards is a seasoned construction professional with over ten years of management and leadership experience as a Vice President, Real Estate Development with Century Housing Corporation, Program Manager with Del Terra Construction Group, and as a Civil Engineer Corps Officer in the United States Navy.

Mr. Richards has managed construction projects ranging from small-scale residential renovations to large-scale industrial new construction (e.g., supercomputer facility and aircraft hangars) as both the owner's representative (Assistant Resident Officer in Charge of Construction, Rowland Unified School District Program Manager) and contractor (Officer-in-Charge of a Seabee Construction Team). These projects cost from several thousand dollars to approximately \$52 million. He has led and managed personnel, such as tradesmen, professional engineers and project managers, in organizations with up to 75 employees.

Mr. Richards holds a Bachelor of Civil Engineering degree from Auburn University, a Masters of Science degree with an Environmental Engineering specialty from the University of Maryland, College Park, and a Masters of Business Administration degree from the University of Southern California. Mr. Richards is a Licensed Professional Engineer in Civil Engineering (Civil Engineer License No. C 60820) and a licensed General Contractor in the State of California (General Building Contractor License No. 851928), a member of the American Society of Civil Engineers and a member of the Society of American Military Engineers.

Alan R. Hoffman, Senior Vice President & Chief Financial Officer
(310) 642-2006, ahoffman@centuryhousing.org

With 16 years of experience in management and finance, Mr. Hoffman is responsible for all corporate finance, risk management, investments, financial planning, tax, HR and IT functions and Century Housing's affiliates.