Community Driven Development
Los Lirios Apartments
Metro Lots at 1st and Soto
May 31, 2017

EAST LA COMMUNITY CORPORATION
East LA Community Corporation

MISSION
To advocate for economic and social justice in Boyle Heights and East Los Angeles by building grassroots leadership, developing affordable housing and neighborhood assets, and providing access to economic development opportunities for low and moderate income families.

VISION
ELACC's vision is simple: to help the members of a 95% Latino community create an environment that supports a productive, healthy, and fulfilling life.

INVESTMENT
Over the past 22 years, ELACC has leveraged over $230 million in investments through our real estate development and programs. ELACC has built 87 single family homes and 686 rental units, with 50 units currently under construction and an additional 474 units in predevelopment.
ELACC’s Model & Current Priorities

**Affordable Housing**
- Over 600 Units of Housing
- 1 in construction
- 7 in Predevelopment
- Tenant Services for Families and Children
- Case Management for Special Needs Population
- Community Serving Retail and Spaces

**Community Wealth**
- Community Wealth & Asset Building
- Financial Coaching
- Pre and Post Home Purchase
- Lending Circles
- LANZATE accelerated Savings Program
- Community Economic Dev.: 1st Street Community Business Association

**Community Organizing**
- Street Vending
- Renter’s Day LA
- Right to the City
- ACT LA
- Metro Campaign
- Community Engagement throughout process of Real Estate projects
ELACC’s Development Process

**Acquisition**
- Financing
- Design
- Entitlements

**Predevelopment**
- Notice to Proceed
- Certificate of Occupancy
- Commercial Tenant Improvements (if any)
- Commercial Certificate of Occupancy

**Construction**
- Residential Tenants
- Commercial Tenants

**Lease Up**

Community Driven Development
Transit Rich Development Site: Joint Development

- 5 major bus lines
- Bike lane
- Metro Goldline (light rail)
119 S. Soto Street, Los Angeles (Southwest Lot 1st & Soto St)
2400 E. 1st Street – Peabody Werden House “La Casa Azul”
Los Lirios Development Process

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**Lease Up**

Response to RFP
Los Lirios Development Process

• Acquisition
  • Response to Metro Request For Proposals “RFP” - April 2014

• Exclusive Negotiation Agreement - May 2016
  • Conceptual Design, Entitlement Approval (Schematic Design), Financing (Managed Pipeline), Finalize Proforma – all within 18 months

• Joint Development Agreement
  • Complete Financing, Construction, Leaseup.
Community Engagement

750 Feet
Community Led Process

- Influences all aspects of development process
- Develop community awareness and support
- Outreach to neighbors of each site
- Meetings Include
  - ELACC Introduction
  - Charrettes for Community Input
  - Progress Update Meetings

- Door Knocking 750sqft. Radius
- Focus Groups: Businesses, Students, Artists, Homeowners, Tenants, Neighborhood Council
- Phone banking including robo-calling
- Each meeting well attended with over 60 attendees each
- Total 220 (individual) community members part of the engagement process
ELACC’s Engagement Process

**Pre-RFP**
- One Large Community Meeting
  - Introduce Team
  - Development
- Focus Groups
  - Density & Size, Population, Affordability

**Post RFP at ENA Phase**
- Three Large Community Meetings
  - Architectural Styles
  - Use of Peabody Warden House “La Casa Azul”
  - Commercial Uses “La Plaza”
  - Transit Oriented Development
  - Visioning Session

**JDA Phase**
- Leaseup Workshop
Planning in the Street
Design Charrette: Pre RFP
## Financing Proposal

### SOURCES AND USES OF FUNDS

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Proposed Design
Site Plan: Proposed on RFP

OPTION #2 - COMMUNITY RETAIL

65 UNITS
7,000 SF RETAIL / COMMERCIAL

UNIT MIX
14 Studio
19 One-Bedroom
12 Two-Bedrooms
20 Three-Bedrooms

REQUIRED PARKING
45 Residential
20 Retail
65 Total

BUILDING CONFIGURATION
5 stories of wood framed Type III construction over one level of subterranean garage (Type I construction)
Southwest Corner: Reduced height

*Design of building to be completed through input from community design meetings
Post ENA: Façade Design
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Three Favorites
Three Least Favorites
Use of Peabody Warden House “La Casa Azul”

- Programing for Youth and Families/Seniors
  - Education
    - Keep them off the streets, computer, games, rec center
    - Math tutoring, homework assistance, ESL, College prep, afterschool programming
  - Health/Fitness
    - How to apply for services, Nutrition Classes
    - Zumba, karate,
  - Arts
    - Museum, gallery, music school, instruments
  - Miscellaneous
    - Street vending hub, how to use electronics, translating documents
ESPACIOS COMERCIALES SOBRE LA 1A Y SOTO

Restaurante
10

LIQUOR/ MERCADO
7

SALON DE BELLEZA/ BARBERIA
6
SERVICIOS MÉDICOS/ DENTISTAS

6

MUEBLES ELECTRONICOS

4

LAVANDERÍA CLEANERS

3

SERVICIOS DE AUTOS

3

< OTROS SERVICIOS >

Botanicas // Banco // Libreria // Vacante // Check Cashing // Puesto de Periodico // Servicios de Taxes // Tienda de Flores // Diseño Grafico // Alcoholicos Anonimos // Iglesia // Mothers Nutritional Center
Retail Uses

Businesses
• Discount Stores
• Cafes
• diversity in stores
• restaurants of traditional food

Plaza
• Open Air Market, farmers markets, having vending activity at night.
• More lighting; Pedestrian signs; no smoking signs
• Vibrant/active
• welcoming atmosphere
The Plaza Activity
Para que las personas puedan caminar, andar en bicicleta, tomar el transporte público y manejar.
¡Convertirlas en seguras, cómodas y divertidas!
Que a las personas se les facilite llegar a su destino.

From COD’s TOD University
Calles seguras y cómodas para los peatones

- Cruces
- Nivelar aceras
- Más anchas
- Protegidas de los carros que pasan rápido
- Sombra e iluminación

From COD’s TOD University
Exposure to Toxins
Exposición a las Toxinas

91 - 95%
86 - 90%
Soto Station
Los Lirios

Courtesy: Global Green
Community Health + Equity Index
Índice de Salud + Equidad Comunitaria

Courtesy: Global Green
Exercise: Trace Your Steps

Actividad: Trace Sus Pasos

Courtesy: Global Green
Perception of Danger
Percepción del Peligro
High / Alto
Low / Bajo
1st & Soto Station
Estación 1 y Soto
Visioning Session:
Corrido Workshop & Design of Mural
Summary of Outreach

**Affordable Housing 101 (May)**
Overview of Affordable Housing needs and development process.
- 1/4 mile door to door outreach.
- Mailed over 2,500 fliers
- Emailed 312 individuals
- 150 attendees

**Focus Groups (June)**
- Tenants
- Homeowners and Property Owners
- Small Businesses and Street Vendors
- Arts, Culture, History
- Youth and Education
- 200 attendees total

**Community Organizations (June -July)**
- Calo Youthbuild
- Self-Help Graphics
- Proyecto Pastoral
- Multicultural Communities for Mobility
- Boyle Heights Historical Society
- From Lot to Spot
- Union de Vecinos
- Legacy LA
- Inner City Struggle
- LA Conservancy
- Organización de Mariachis Unidos de Los Ángeles (OMULA)

**Community Workshop (August)**
Presented feedback from focus groups, collected income information from participants.
- Emailed 312 Individuals
- Mailed 200 invites to all previous attendees
- Posted on ELACC Social Media
- 81 attendees

**Small Business Outreach (September)**
Surveyed Small Businesses in immediate area to discuss difficulties of operations and opportunities in proposed commercial space, and other retail that could activate and support their business.

**Community Meeting (October)**
Presented 3 options based on feedback and narrowed down on one option.
- 70 emails to previous participants
- 50 phone call invitations to previous participants without email
- 50 attendees
## Summary of Outreach Continued

### Community Meeting (Nov 9, 2016)
- Review of community engagement plan
- Façade Activity
- Peabody Warden House uses
- 50 attendees total

### Community Meeting (Dec 6, 2016)
- Review of November Meeting
  - Architectural styles
  - Uses for Peabody Warden House
- Transit Oriented Development 101
- Complete Streets
- Commercial Uses Existing and Needed
- 35 attendees total

### Community Meeting (February 16, 2017)
- Review of November and December Meetings
- Review of Community Engagement Plan
- Complete Streets Update
- Architect’s Presentation of Facade Design
- Visioning Session: Corrido and Art Workshops
- 40 attendees total

### DRAC Presentation – To be Scheduled
- Present Façade design incorporating Peabody Werden House
### Proposal Highlights Based on Community Input

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<th>Deeper Affordability</th>
<th>More Resident Services</th>
<th>More Community &amp; Open Space</th>
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| - Proposing to eliminate 60% AMI units and increased number of 30%-40% units from **15 to 44**. | - Incorporate our ELACC Community Wealth Department to provide financial services to residential and commercial tenants such as savings, first time homebuyer class.  
  - ELACC STARS Program can provide after-school tutoring for children and youth.  
  - Community Room can be used in partnership with other organizations to provide resident and community services – for example, fitness classes, English classes, computer classes. | - Community Room placed closer to the station with possibility of opening towards station. Supports connection and use of public space.  
  - Proposing restoration of Historic Blue House to be used as office space for non-profits or space for community programming.  
  *Currently discussing the possibility of moving house with Metro.*  
  - 5,000 sq ft commercial space is flexible for uses and uses will be identified through continuous community engagement – most popular were fitness/dance use, food use, vendors. |
Data Tools

• Mapping by Global Green
• Slides from TOD Academy (Enterprise Resource)
• Financing Proforma
• Development Team:
  – Entitlements Consultant - process, density, incentives (bike vs. vehicle parking)
  – Architect - Design expertise
• Community Led Development
Development Summary

**General Description**
- Mixed Use Affordable Housing and Community Serving Retail
- 5 stories of wood framed Type III construction, over one level of subterranean garage
- Activation of station plaza with public art and other street furniture
- Restoration of historic Peabody/Werden house to smaller Metro owned lot for community use and add open/green space

**Residential**
- 66 apartments: 65 units of affordable housing + 1 managers unit
  - 14 studios
  - 19 One-Bedrooms
  - 16 Two-Bedrooms
  - 17 Three-Bedrooms
- 51 Residential Parking Spaces
- Bike storage and bike parking
- Serving Incomes between $13,050-$51,500
- Rents from $435-$1,079 (subject to change based on HUD regulations)
- Possibility of housing vouchers for families and individuals making less than $13,500
- Professionally managed, Tenant services included for residents and community members

**Commercial**
- 5,000 sq ft of community serving retail identified through a community process
- 14 Retail Parking Space (for a total of 65 with Residential)
## SOURCES AND USES OF FUNDS - LOS LIRIOS FAMILY APARTMENTS

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<tr>
<td>Indirect Expenses</td>
<td>10,345</td>
<td>682,789</td>
</tr>
<tr>
<td>Financing and Carry Costs</td>
<td>15,464</td>
<td>1,020,642</td>
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<tr>
<td>Other</td>
<td>6,592</td>
<td>435,103</td>
</tr>
<tr>
<td>Syndication Costs and Developer Fee</td>
<td>34,548</td>
<td>2,280,171</td>
</tr>
<tr>
<td><strong>Total Uses:</strong></td>
<td><strong>$28,976,366</strong></td>
<td><strong>$28,976,366</strong></td>
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</tbody>
</table>

**Net Surplus/(Shortfall):**

- $0
## DEVELOPMENT BUDGET

<table>
<thead>
<tr>
<th>Description</th>
<th>Total Amount</th>
<th>Per Resid. Unit</th>
<th>Per Resid. NSF</th>
<th>Per Resid GSF</th>
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</thead>
<tbody>
<tr>
<td>Acquisition</td>
<td>$1,570,000</td>
<td>$23,788</td>
<td>$27.96</td>
<td>$24.23</td>
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<tr>
<td>Acquisition Related Costs</td>
<td>$150,000</td>
<td>$2,273</td>
<td>2.67</td>
<td>2.31</td>
</tr>
<tr>
<td><strong>subtotal:</strong></td>
<td><strong>$1,720,000</strong></td>
<td><strong>26,061</strong></td>
<td><strong>30.63</strong></td>
<td><strong>26.54</strong></td>
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<tr>
<td>Residential Hard Constr. Costs</td>
<td>$15,164,650</td>
<td>$229,757</td>
<td>$270.03</td>
<td>$234.03</td>
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<tr>
<td>GC Gen. Cond./Overhead/Profit</td>
<td>$1,971,405</td>
<td>$29,870</td>
<td>$35.10</td>
<td>$30.42</td>
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<tr>
<td>Furnishings and Equipment</td>
<td>$150,000</td>
<td>$2,273</td>
<td>2.67</td>
<td>2.31</td>
</tr>
<tr>
<td>Hard Cost Contingency &amp; Escalator</td>
<td>$3,230,070</td>
<td>$48,940</td>
<td>$57.52</td>
<td>$49.85</td>
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<tr>
<td><strong>subtotal:</strong></td>
<td><strong>$20,516,125</strong></td>
<td><strong>310,850</strong></td>
<td><strong>365.32</strong></td>
<td><strong>316.62</strong></td>
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<tr>
<td>Architecture/Engineering</td>
<td>$1,517,500</td>
<td>$22,992</td>
<td>$27.02</td>
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<td>Permits and Fees</td>
<td>$804,036</td>
<td>$12,182</td>
<td>$14.32</td>
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<tr>
<td>Construction Loan Interest/Fees</td>
<td>$984,217</td>
<td>$14,912</td>
<td>$17.53</td>
<td>$15.19</td>
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<tr>
<td>Permanent Loan Fees/Costs</td>
<td>$36,425</td>
<td>$552</td>
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<td>0.56</td>
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<tr>
<td>Legal</td>
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<td>$1,591</td>
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<tr>
<td>Appraisal/Market Study</td>
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<tr>
<td>Marketing/Lease-up</td>
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<tr>
<td>Title/Audit/Cost Certification</td>
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<td>Insurance</td>
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<td>Soft Cost Contingency/Reserves</td>
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<td>$6,592</td>
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<tr>
<td><strong>subtotal:</strong></td>
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<td><strong>67,577</strong></td>
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<td><strong>68.83</strong></td>
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<tr>
<td>Syndication Costs/Developer Fee</td>
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<td>$34,548</td>
<td>$40.60</td>
<td>$35.19</td>
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<tr>
<td><strong>TOTAL DEVELOPMENT COSTS</strong></td>
<td><strong>$28,976,366</strong></td>
<td><strong>$439,036</strong></td>
<td><strong>$515.96</strong></td>
<td><strong>$447.18</strong></td>
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</table>

### UNIT MIX AND RENTS

<table>
<thead>
<tr>
<th></th>
<th>Studio</th>
<th>One</th>
<th>Two</th>
<th>Three</th>
<th>Total</th>
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<tbody>
<tr>
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<tr>
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<td>6</td>
<td>9</td>
<td>2</td>
<td>2</td>
<td>19</td>
</tr>
<tr>
<td>35%</td>
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<td>0</td>
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<tr>
<td>40%</td>
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<td>9</td>
<td>6</td>
<td>25</td>
</tr>
<tr>
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<tr>
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<td>5</td>
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<tr>
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<tr>
<td>Unrestricted</td>
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<td>0</td>
<td>1</td>
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<tr>
<td>Total</td>
<td>14</td>
<td>19</td>
<td>16</td>
<td>17</td>
<td>66</td>
</tr>
</tbody>
</table>

| % of Units | 21.21% | 28.79% | 24.24% | 25.76% | 100.00% |

**Affordable Units**: 98.48% | 65
**Unrestricted Units**: 1.52% | 1
New Changes: Pending

Funding

• Affordable Housing and Sustainable Communities (AHSC) Program – Pending final guidelines and release of NOFA

• Proposition HHH – Pending release of NOFA
  • This would have additional effects such as changing the population to special needs (again)
Community Benefits

• Community led Development
• Affordable Housing
• Offsite Improvements – connections to Gold line
• Historic Peabody Werden house, restored and used for community uses
• Activation of Metro Plaza
• Bike Parking for residential/commercial use