

The Successor Agency to the Compton Community Redevelopment Agency, is a distinct and separate legal entity from the City of Compton, and was established by Resolution No. 1, adopted on February 7, 2012. The Successor Agency is limited to the assets and liabilities of the dissolved Community Redevelopment Agency (CRA) of the City of Compton and shall have the authority to perform the functions and duties described in Part 1.85 to Division 24 of the California Health and Safety Code.

**GOVERNING BODY OF THE SUCCESSOR AGENCY
AGENDA
01/14/2025
6:30 PM**

OPENING

ROLL CALL

PUBLIC COMMENTS ON AGENDA AND NON-AGENDA ITEMS

NEW BUSINESS

1. A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SUCCESSOR AGENCY TO THE COMMUNITY REDEVELOPMENT AGENCY OF THE CITY OF COMPTON AUTHORIZING THE EXECUTIVE DIRECTOR TO ENTER INTO AN EXCLUSIVE NEGOTIATION AGREEMENT WITH THE WIN PROJECT TO WORK OUT THE TERMS AND CONDITIONS OF A PURCHASE AND SALE AGREEMENT FOR THE DISPOSITION AND DEVELOPMENT OF HOUSING SUCCESSOR AGENCY- OWNED PROPERTY LOCATED AT 1716 EAST ROSECRANS AVENUE TO DEVELOP TWENTY - ONE (21) AFFORDABLE MULTI-FAMILY HOMES

DIRECTORS COMMENTS

ADJOURNMENT

January 14, 2025

TO: HONORABLE CHAIRPERSON AND BOARD MEMBERS

FROM: EXECUTIVE DIRECTOR

SUBJECT: A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SUCCESSOR AGENCY TO THE COMMUNITY REDEVELOPMENT AGENCY OF THE CITY OF COMPTON SUCCESSOR AGENCY AUTHORIZING THE EXECUTIVE DIRECTOR TO ENTER INTO AN EXCLUSIVE NEGOTIATION AGREEMENT WITH THE WIN PROJECT TO WORK OUT THE TERMS AND CONDITIONS OF A PURCHASE AND SALE AGREEMENT FOR THE DISPOSITION AND DEVELOPMENT OF HOUSING SUCCESSOR AGENCY- OWNED PROPERTY LOCATED AT 1716 EAST ROSECRANS AVENUE TO DEVELOP TWENTY - ONE (21) AFFORDABLE MULTI-FAMILY HOMES

SUMMARY

Staff respectfully requests the Board of Directors, acting as the Housing Successor Agency authorize the Executive Director to enter into an Exclusive Negotiation Agreement (“ENA”) with The WIN Project to work out the terms and conditions of a Purchase and Sale Agreement for the Disposition and Development of Housing Successor Agency-owned property located at 1716 East Rosecrans Avenue, Compton, to develop up to twenty - one (21) affordable multifamily homes (“Project”).

BACKGROUND

The former Community Redevelopment Agency (“CRA”) of the City of Compton acquired the land located at 1716 East Rosecrans Avenue (“subject property”), and following the dissolution of the CRA, the subject property, consisting of approximately 15,920 square feet, was conveyed to the City, acting as the Housing Successor Agency.

On November 24, 2020, the Housing Successor Agency released a Request for Proposals inviting qualified developers to submit proposals to develop affordable housing units on various properties, including the subject property.

Staff reviewed the proposals submitted and determined that the proposal of The WIN Project to develop affordable “multi-family homes was the highest and best use for the site and would accomplish the City’s goal of new affordable housing. The proposed development would include a site plan of 21 live-work apartments with 1,100 sf of retail work space. Additionally, the Project will include common areas with gardens and illuminated walking paths.

STATEMENT OF ISSUE

The subject property has experienced blight, and the proposed development meets the goals of the City to improve the neighborhood conditions and provide affordable homeownership opportunities to low to moderate-income families.

Staff is recommending that an ENA with The WIN Project be approved and a six (6) months or one hundred eighty (180) days ENA period be authorized.

DEVELOPER PROFILE

The WIN Project has over twenty (20) years of experience as a non-profit Affordable Housing Developer specializing in high-impact affordable and general housing development projects in urban neighborhoods. The key members of the Win Project team collectively have 90 years of experience in the affordable housing industry. The WIN Project owns and manages four (4) low-income housing properties in the City of Compton.

FINANCIAL IMPACT

There is no fiscal impact resulting from the adoption of this Resolution. Upon successful negotiation of a Purchase and Sale Agreement, staff will present a proposed purchase price to the Housing Successor Agency at a future date for consideration.

RECOMMENDATION

Staff recommends that the Board of Directors adopt the attached Resolution.

**CECIL FLOURNOY, DIRECTOR
SUCCESSOR AGENCY
COMMUNITY DEVELOPMENT DEPARTMENT**

APPROVED FOR FORWARDING

**WILLIE A. HOPKINS JR.
EXECUTIVE DIRECTOR**

RESOLUTION NO. _____

A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SUCCESSOR AGENCY TO THE COMMUNITY REDEVELOPMENT AGENCY OF THE CITY OF COMPTON AUTHORIZING THE EXECUTIVE DIRECTOR TO ENTER INTO AN EXCLUSIVE NEGOTIATION AGREEMENT WITH THE WIN PROJECT TO WORK OUT THE TERMS AND CONDITIONS OF A PURCHASE AND SALE AGREEMENT FOR THE DISPOSITION AND DEVELOPMENT OF HOUSING SUCCESSOR AGENCY- OWNED PROPERTY LOCATED AT 1716 EAST ROSECRANS AVENUE TO DEVELOP TWENTY - ONE (21) AFFORDABLE MULTI-FAMILY HOMES

WHEREAS, the former Community Redevelopment Agency (“CRA”) of the City of Compton acquired the land located at 1716 East Rosecrans Avenue (“subject property”), and following the dissolution of the CRA, the subject property, consisting of approximately 15,920 square feet, was conveyed to the City, acting as the Housing Successor Agency; and

WHEREAS, on November 24, 2020, the Housing Successor Agency released a Request for Proposals inviting qualified developers to submit proposals to develop affordable housing units on various properties, including the subject property; and

WHEREAS, staff reviewed the proposals submitted and determined that the proposal of The WIN Project to develop twenty- one (21) affordable multi-family homes was the highest and best use for the site and would accomplish the City’s goal of new affordable housing; and

WHEREAS, the proposed development would include a site plan of 21 affordable apartments, in addition to a common areas, gardens and illuminated walking paths; and

WHEREAS, the subject property has experienced blight and the proposed development meets the goals of the City to improve the neighborhood conditions and provide affordable home ownership opportunities to low to moderate income families. The Project will stimulate further private investment in the area and beautify the Rosecrans Avenue corridor; and

WHEREAS, The WIN Project has over twenty (20) years of experience as a non-profit Affordable Housing Developer specializing in high-impact affordable and general housing development projects in urban neighborhoods; and

WHEREAS, staff is recommending that the Board of Directors, acting as the Housing Successor Agency enter into an ENA with The WIN Project for a six (6) months or one hundred eighty (180) days period; and

WHEREAS, upon successful negotiation of a Purchase and Sale Agreement, staff will present a proposed purchase price to the Housing Successor Agency at a future date for consideration.

NOW, THEREFORE, THE BOARD OF DIRECTORS OF THE SUCCESSOR AGENCY TO THE COMMUNITY REDEVELOPMENT AGENCY OF THE CITY OF COMPTON, ACTING AS THE HOUSING SUCCESSOR AGENCY HEREBY RESOLVES AS FOLLOWS:

Section 1. That the Executive Director, upon the advice and approval of the General Counsel, is hereby authorized to enter into an Exclusive Negotiation Agreement, for a period of six (6) months or one hundred eighty (180) days, with The WIN Project to work out the terms and conditions of a Purchase and Sale Agreement for the Disposition and Development of Housing Successor Agency-owned property located at 1716 East Rosecrans Avenue, Compton, to develop up to twenty - one (21) affordable multi-family homes.

Section 2. That there is no negative fiscal impact to the General Fund with the approval

of this Resolution.

Section 3. That a certified copy of this resolution shall be filed in the offices of the Executive Director, General Counsel, City Controller, Housing Successor Agency, and Agency Secretary.

Section 4. That the Chairperson shall sign and the Secretary shall attest to the adoption of this Resolution.

ADOPTED this _____ day of _____, 2025.

**CHAIRPERSON OF THE SUCCESSOR AGENCY
TO THE COMMUNITY REDEVELOPMENT AGENCY
OF THE CITY OF COMPTON**

ATTEST:

**SECRETARY OF THE SUCCESSOR AGENCY
TO THE COMMUNITY REDEVELOPMENT
AGENCY OF THE CITY OF COMPTON**

STATE OF CALIFORNIA
COUNTY OF LOS ANGELES
CITY OF COMPTON: ss

I, Satra D. Zurita, Secretary of the Successor Agency to the Community Redevelopment Agency of the City of Compton, hereby certify that the foregoing Resolution was adopted by the Commission, signed by the Chairperson, and attested by the Secretary at the regular meeting thereof held on the _____ day of _____, 2025.

That said Resolution was adopted by the following vote, to wit:

AYES: DIRECTORS-
NOES: DIRECTORS-
ABSENT: DIRECTORS-
ABSTAIN: DIRECTORS-

**SECRETARY OF THE SUCCESSOR AGENCY
TO THE COMMUNITY REDEVELOPMENT
AGENCY OF THE CITY OF COMPTON**

**EXCLUSIVE NEGOTIATION AGREEMENT
(1716 East Rosecrans Avenue)**

THIS EXCLUSIVE NEGOTIATION AGREEMENT (the “Agreement”) is entered into as of _____, 2024 (“Reference Date”), by and between the City of Compton, a municipal corporation (the “City”) and The WIN Project, a California nonprofit public benefit corporation (the “Developer”), on the terms and provisions set forth below.

THE CITY AND THE DEVELOPER HEREBY AGREE AS FOLLOWS:

I. [§100] Negotiations.

A. [§101] Good Faith Negotiations.

The City and the Developer, acknowledging that time is of the essence, agree for the Negotiation Period (as defined in Section 102 below) to negotiate diligently and in good faith the terms and conditions pursuant to which the City may dispose of and the Developer may develop a certain approximately .365-acre portion of real property (the “Site”). The Site is more particularly described in Exhibit A, “Legal Description,” attached hereto and incorporated herein by reference, and is shown on the “Map of the Site,” attached hereto as Exhibit B and incorporated herein by reference. Subject to the terms and conditions contained herein, the City agrees, for the Negotiation Period, not to negotiate with any other person or entity regarding the disposition or development of the Site or any portion thereof.

Among the issues to be addressed during the Negotiation Period are: (1) the terms and conditions under which the Site will be conveyed by the City to the Developer; (2) the Developer’s affordable housing financing program to develop the Site; (3) the design and aesthetic considerations of the development of the Site, including but not limited to configuration of the development, site density, site circulation and access to surrounding properties; (4) all planning and land entitlement processes and requirements; and (5) all permitting and environmental reviews and processes.

B. [§102] Duration of this Agreement.

1. Except as hereafter provided, this Agreement shall expire on the first anniversary of the Reference Date (the “Negotiation Period”).

2. Either party shall have the right to extend the Negotiation Period for up to an aggregate of one hundred eighty (180) days.

3. In the event the Developer has not during the Negotiation Period continued to negotiate diligently and in good faith, the City shall give written notice thereof to the Developer. Following the receipt of such notice and the failure of the Developer to thereafter commence negotiating diligently and in good faith within ten (10) business days thereafter, this Agreement may be terminated. by the City Manager.

4. This Agreement shall be superseded upon mutual approval by the parties of a purchase and sale agreement, disposition and development agreement or similar binding agreement with respect to the disposition and development of the Site (the “Binding Agreement”).

C. [§ 103] Deposit.

The parties acknowledge and agree that the City will expend, and has expended, considerable resources in the negotiation and review of the proposed development of the Site. To offset a portion of the staff, legal and other consulting costs that the City will incur during the Negotiation Period, and in consideration of the costs to be incurred in furtherance of this Agreement, the City shall use the Five Thousand Dollars (\$5,000.00) that the Developer deposited with the City prior to the Reference Date (“Deposit”) for the purpose of reimbursing the City for reasonable, third-party out-of-pocket costs it incurs during the course of negotiating a Binding Agreement as provided herein. Subject to Developer’s rights as provided in this Section 103 below, the City shall from time to time and no more frequently than once every thirty (30) days during the Negotiation Period withdraw monies from the Deposit to reimburse it for out-of-pocket costs and expenses incurred and paid by the City. Prior to the date of such withdrawal, the City shall notify the Developer and include with such notice a copy of invoices to be paid with the proceeds of each such withdrawal (collectively, the “Draw Request”). If Developer, in its reasonable good faith discretion, determines that the City is not entitled to disbursement for the amount set forth in the applicable Draw Request, then Developer shall deliver to the City written notice of such objection to all or any portion of such Draw Request within five (5) business days following Developer’s receipt of such Draw Request (including a statement in reasonable detail of the reason(s) for such objection). If Developer so objects to all or any portion of a Draw Request, then Developer and the City acting reasonably and in good faith shall seek to promptly resolve their differences so that such Draw Request can be agreed and funded. If Developer does not timely deliver such written objection notice, then the City shall withdraw the amount set forth in such Draw Request.

Subject to the foregoing, including Developer’s right to dispute any such Draw Request as provided in this Section 103 above, upon the expiration or termination of the Negotiation Period as herein provided, the Deposit (less the amount of out-of-pocket expenses then incurred by the City and not previously reimbursed or paid by withdrawals from the Deposit), shall be returned to the Developer, and neither party shall have any further rights against or liability to the other under this Agreement.

II. [§200] Development Concept.

A. [§201] Scope of Development.

The negotiations hereunder shall be based on a development concept that shall include the development on the Site as a mixed-use multi-family development that provides ground floor commercial with work force housing on the remaining floors .

Within One Hundred Eighty (180) days following the Reference Date, the Developer shall do the following:

- Submit a project scope, conceptual architectural rendering, and unit counts that identify the proposed number of bedrooms, bathrooms, and square footage.
- Submit a development budget, description of sources and uses of funds for development, and pro forma showing income and operational expenses.
- Submit a description of the unit mix, rental rates and tenant income restrictions.

B. [§202] Developer's Findings, Determinations Studies and Reports.

Upon reasonable notice, as from time-to-time requested by the City, the Developer agrees to make oral and written progress reports advising the City on all matters and all studies being made by the Developer.

III. [§300] The Developer.

A. [§301] Office of the Developer.

The principal office of the Developer is:

The WIN Project
2945 Westwood Blvd.
Los Angeles, CA 90064

B. [§302] Full Disclosure.

The Developer confirms that it has as of the Reference Date made full disclosure to the City of its principals, officers, major stockholders, major partners, joint venturers, key managerial employees and other associates, and all other material information concerning the Developer and its associates. The Developer shall promptly notify the City in writing of any significant change in the principals, associates, partners, joint venturers, negotiators, development manager, consultants, professional and directly-involved managerial employees of the Developer. The Developer will be required to make and maintain full disclosure to the City of its methods of proposed financing to be used in the acquisition and development of the Site.

IV. [§400] City Assistance and Cooperation.

Within One Hundred Twenty (120) days of the Reference Date, the City shall cooperate fully in providing the Developer with all requested information as may be available to the City and relevant to the proposed development of the Site, including, but not limited to a preliminary title report, and Phase I and Phase II environmental reports pertaining to the Site.

Within One Hundred Twenty (120) days of the Reference Date, the City shall either (1) obtain an appraisal of the Property in order to help determine the purchase price and deliver a copy to the Developer, or (2) agree to use the former appraisal for the Property, dated January 28, 2022. Likewise, the City shall provide a title report of the Property to the Developer.

During the Negotiation Period, the City shall upon execution of an access agreement reasonably acceptable to the Developer and the City, permit the Developer access to the Site for the purpose of carrying out physical and environmental inspections and tests.

A. [§401] Counterpart Provision.

This Agreement may be executed in counterparts, which counterparts shall be construed as a single document and have the same effect as if all of the parties had executed the same instrument.

B. [§402] City Council's Public Hearing.

A Binding Agreement resulting from the negotiations hereunder shall become effective only after and if the Binding Agreement has been considered and approved by the City Council of the City at a public hearing called for such purpose.

V. [§500] Real Estate Commissions.

The City shall not be liable for any real estate commissions or brokerage fees which may arise therefrom.

VI. [§600] Limitations of this Agreement.

The City and Developer understand and agree that: (a) neither the City nor the Developer are under any obligation whatsoever to enter into a Binding Agreement with respect to the disposition or development of the Site; and (b) the City is not hereby committing itself to undertake any other acts or activities requiring the subsequent independent exercise of discretion by the City or any department thereof. In the event the Developer and the City shall fail to enter into a Binding Agreement prior to the expiration or termination of this Agreement, subject to parties' right to extend the Negotiation Period as provided in Section 102 of this Agreement above, the City shall be free to negotiate with any individual or entity with respect to the disposition and development of the Site.

This Agreement does not constitute a disposition of property or exercise of control over property by the City. Execution of this Agreement by the City is merely an agreement to enter into a period of exclusive negotiations according to the terms hereof, reserving final discretion and approval by the City as to any binding agreement with respect to the disposition or development of the Site and all land decisions in connection therewith.

VII. [§700] Assignment.

This Agreement may not be assigned or otherwise transferred by the Developer without the prior written consent of the City Manager, which consent shall not be unreasonably withheld, conditioned or delayed.

VIII. [§ 800] Notices.

A notice or communication under this Agreement by either party to the other shall be sufficiently given or delivered, if in writing and delivered by reputable overnight messenger, or

certified first class mail with return receipt requested (for U.S. mailings) or when sent by electronic mail ("email") to the appropriate party at its address as follows:

In the case of a notice or communication to the City:

City of Compton
205 S. Willowbrook Ave.
Compton, CA 90220
Attn: Willie A. Hopkins Jr., City Manager
Telephone: (310) 605-5585
Email: whopkins@comptontcity.org

with a copy to:

City of Compton
205 S. Willowbrook Ave.
Compton, CA 90220
Attn: Eric J. Perrodin, City Attorney
Telephone: (310) 605-5582
Email: eperrodin@comptontcity.org

and

Richards, Watson & Gershon
350 S. Grand Ave., 37th Floor
Los Angeles, CA 90071
Attn: Jim G. Grayson, Esq.
Telephone: (213) 253-0260
Email: jgrayson@rwglaw.com

In the case of a notice or communication sent to the Developer:

The WIN Project
2945 Westwood Blvd.
Los Angeles, CA 90064
Attn: Regina Young, Executive Director
Telephone: _____
Email: _____

with a copy to:

Allen Matkins
865 S. Figueroa St., Suite 2800
Los Angeles, CA 90017-2795
Attn: Caroline Parks, Esq.
Telephone: (213) 955-5671
Email: cparks@allenmatkins.com

Any such address may be changed at any time by giving written notice of such change in the manner provided above at least ten (10) days prior to the effective date of the change. Notices by overnight messenger shall be deemed delivered on the next business day, or, if mailed, on the delivery date or attempted delivery date shown on the return receipt or if by email, when sent.

IX. [§ 900] Amendments.

This Agreement may be amended or modified only by a written instrument signed by both the City and the Developer.

X. [§ 1000] Non-Waiver.

No waiver made by either party with respect to the performance, or manner or time of performance, or any obligation of the other party or any condition to its own obligation under this Agreement will be considered a waiver with respect to the particular obligation of the other party or condition to its own obligation beyond those expressly waived, to the extent of such waiver, or a waiver in any respect in regard to any other rights of the party making the waiver or any other obligations of the other party.

XI. [§ 1100] Non-Liability.

No official, agent or employee of the City will be personally liable to the Developer in the event of a default by the City. No director, officer, agent or employee of the Developer will be personally liable to the City in an event of default by the Developer.

XII. [§ 1200] No Third Party Beneficiaries.

This Agreement is for the exclusive benefit of the parties to this Agreement and not for the benefit of any other person and shall not be deemed to have conferred any rights, express or implied, upon any other person.

XIII. [§ 1300] Entire Agreement.

This Agreement (including the attachments and exhibits) contains the entire agreement between the parties with respect to the subject matter of this Agreement.

XIV. [§ 1400] Relationship of the Parties.

The subject of this Agreement is a private development with neither party acting as the agent of the other party in any respect. None of the provisions in this Agreement shall be deemed to render the City a partner in the Developer's business, or joint venturer or member in any joint enterprise with the Developer.

IN WITNESS WHEREOF, each of the parties has caused this Agreement to be executed on the day and year first above written.

CITY:

DEVELOPER:

CITY **OF** **COMPTON,**
a municipal corporation

The WIN Project,
a California nonprofit public benefit corporation

By: _____
Name: Willie A. Hopkins, Jr.
Title: City Manager

By: _____
Name: Regina Young
Title: Executive Director

By: _____
Name: _____
Title: _____

APPROVED AS TO FORM:

By: _____
Eric J. Perrodin, City Attorney

ATTEST:

Satra Zurita, City Clerk

EXHIBIT A

DESCRIPTION OF THE SITE

The land referred to herein below is situated in the City of Compton in the County of Los Angeles, State of California, and is described as follows:

That portion of Lot 10 of Tract No. 14585, in the City of Compton, County of Los Angeles, State of California, as per map recorded in Book 313, Pages 12 and 13 of Maps, in the Office of the County Recorder of said county, lying northerly of the northerly line of the land described in deed to the City of Compton, recorded on June 10, 1953 as Instrument No. 2446, Book 41937, Page 148 of Official Records, in the Office of the County Recorder of said county.

Except therefrom the westerly 105 feet of said land.

APN: 6184-002-901, 6184-002-902

EXHIBIT B

MAP OF SITE

[To be provided.]



A. Proposal Cover Letter

Applicant:

The WIN Project, Inc.

Federal Tax ID/EIN 95-4745476

2945 Westwood Blvd, Los Angeles, CA 90064

Regina Young, Executive Director

win@thewinproject.org

(323) 377-6501

Paul Reyes-Fournier, Development Specialist – Primary Contact

Paulrf46@gmail.com

909 486-8453

The WIN Project wishes to enter into an exclusive negotiation agreement (ENA) for the following ~~three (3)~~ parcels:

1716 E. Rosecrans Ave.- 15,877 square feet- 6184-002-902

~~1113-1125 W. Rosecrans Ave. - 18,252 square feet - 6144-018-905 & 6144-018-907~~

~~1117 S. Long Beach Blvd. - 56,500 square feet - 6164-008-901, 6164-008-902, 6164-008-903, 6164-008-904 & 6164-008-905~~

The WIN Project will develop affordable resale single family housing. Each house will have a two-car garage in addition to the following square footage:

1716 E. Rosecrans Ave - 5 single family houses (1400sf)

~~1113-1125 W. Rosecrans Ave - 6 single family houses (1250 sf)~~

~~1117 S. Long Beach Blvd. - 18 single family houses - (1440 sf)~~

The houses will utilize a zoning regulation that will allow for smaller lot sizes and maximum number of houses being built. Each home will be designed with energy efficient technology.

The houses will be built to affordability standards using the HUD HOMES guidelines for resale pricing and household income limits. The WIN Project will work closely with Los Angeles County to assist low-income home buyers to access special homeownership programs including First Home Mortgage Program and Home Ownership Program.

The WIN Project is a 501 (c) 3 nonprofit in good standing. It has been the managing partner of several low-income/homeless housing projects for more than 20 years. We have a long and

accomplished relationship with the City of Compton. We currently own and manage four low-income housing project in Compton. Each were put into service in 2013 with DDA purchase agreement with the City of Compton. All of our projects are current and in good standing.

The WIN Project is an approved partner in good standing of the Los Angeles Homeless Services Authority which serves as the vetting provider for the Los Angeles Continuum of Care.

B. Development Concept for the Site

Narrative description

Type V construction, Single-Family homes. 1200-1400 square foot homes, 360 sq ft 2-car garages

We are striving to maximize the number of high-quality yet affordable, for-sale, single family houses at each site. The city's zoning code mandates that the smallest possible lot for housing should be 5,000 sf per house, typical of most cities in Southern California. What this has done, over the years, has forced builders to build larger, more expensive homes in order to recuperate their land acquisition and development costs. Cities are now trying to help keep costs down for new homeowners by shrinking the minimum lot size, thereby allowing a greater number of houses to be built on a development. This is both more sustainable because houses are smaller, with smaller footprints and less to cool and heat, and yards are smaller so there is less to maintain and water, and then it provides more affordable housing to residents in the Los Angeles area.

Our goal is to provide as many for-sale homes as possible, at as affordable a cost to the homeowner as possible, while preserving the qualities that make single family homes and neighborhoods so desirable. To that end, we have talked to the senior planner in Compton to come up with a strategy, using an approved precedent already being approved in Compton for visually small parcels as a Specific Plan modification, to create actual, smaller single-family lots that are approximately 2,000 sf. This reduced-lot strategy has been adapted in different ways to each of the proposed project sites. At 1112 W Rosecrans, with its tapering size and major street frontage, these lots utilize shared driveways for efficiency, and maximize private outdoor yard space. This allows the public-facing street frontage to be developed as open green space, rather than the typical fences seen along all the backyards of the adjacent single-family lots. At 1716 E. Rosecrans and 1117 Long Beach Blvd, where the sites can be accessed via a rear alley, lots can be narrow, linear lots from alley to street, creating private backyard spaces, and large public-facing green front yards.

A common theme to all three sites is keeping a single-family identity - with yards, detached houses, and a private two-car garage - while achieving increased affordability through density and smart design. Plus, these sites are also urban, located on large, wide streets, where the typical open front yard of old subdivisions does not make sense, thus there is an opportunity to create outdoor shared spaces for the residents of each site, that act as a larger buffer between the intimacy of the home and bustle of the boulevard. By creating these neighborhood parks, residents have the opportunities to mingle, relax, grow vegetables even, in a shared space,

encouraging the interaction and overlap of a community, often lost in single family neighborhoods.

Sustainable design is also an essential part of the projects. It is crucial that the design of the homes, and especially the roofs, be driven with energy-efficient solutions. These homes are green, minimizing carbon emissions by maximize south-facing roof surface area for solar panels while creating shaded overhangs to passively protect the large windows, simultaneously lowering energy consumption while increasing energy generation. Green spaces support water table retention and rain-water catchment. Passive cooling design strategies incorporate operable windows to allow for cooling cross breezes. Interior appliances are energy efficient and materials are durable, yet sustainable, using permeable pavers, concrete board instead of wood siding, and materials with low VOC's to reduce harmful chemicals in carpeting, woodwork, and paint throughout the homes. All of these site-wide design elements work to reverse our traditional high-consumption model of single-family home design, because less is more.

List of home and site amenities:

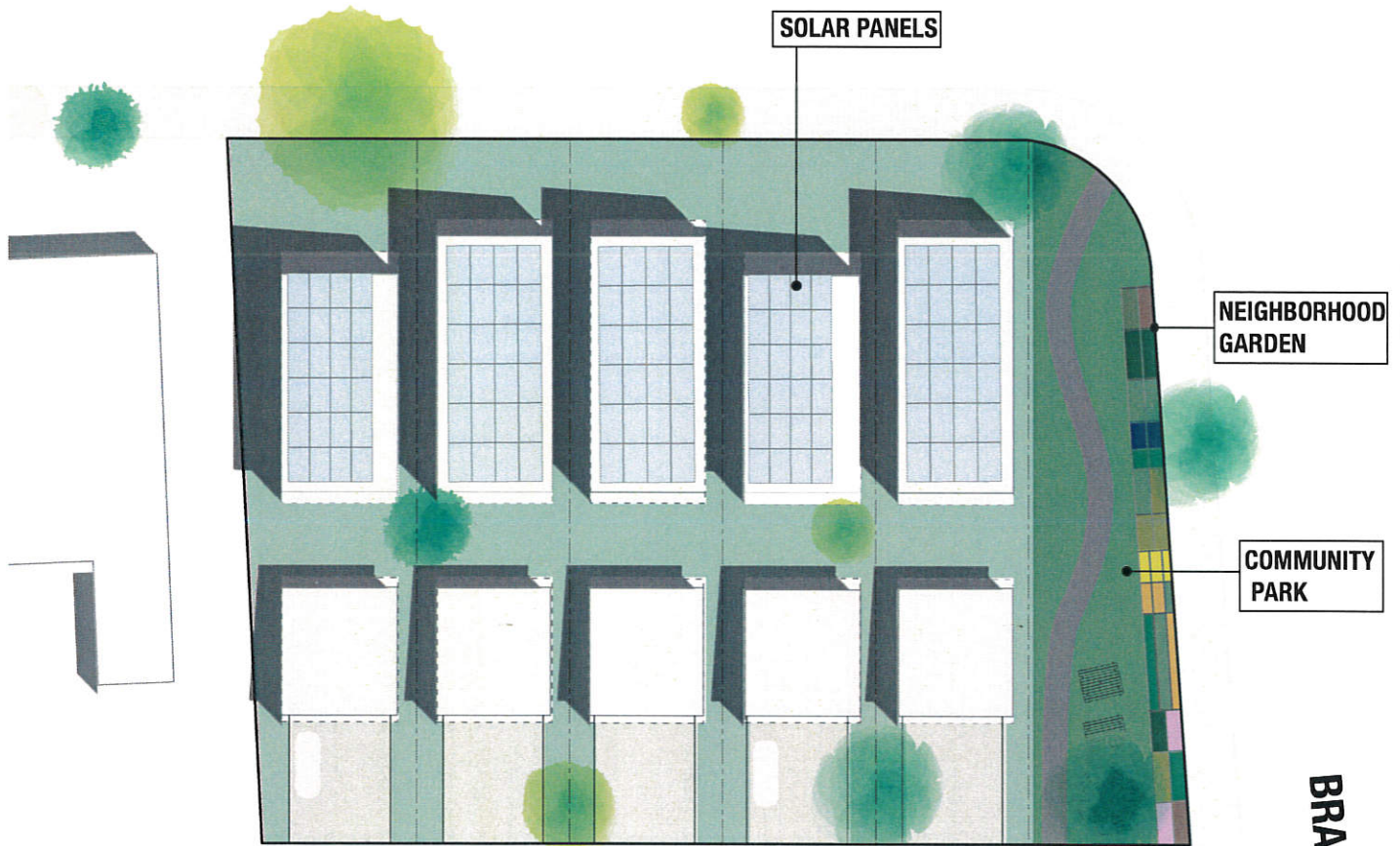
- efficient solar panel strategies for house and garage
- neighborhood gardens
- community park spaces
- illuminated, natural walking paths
- passive cooling and lighting
- cool roof
- high efficiency windows, heating, and cooling systems
- low VOC paint, materials, and millwork
- planned addition to garage or conversion interior spaces to ADU's and JADU's

Rental Income and Additional Housing built in:

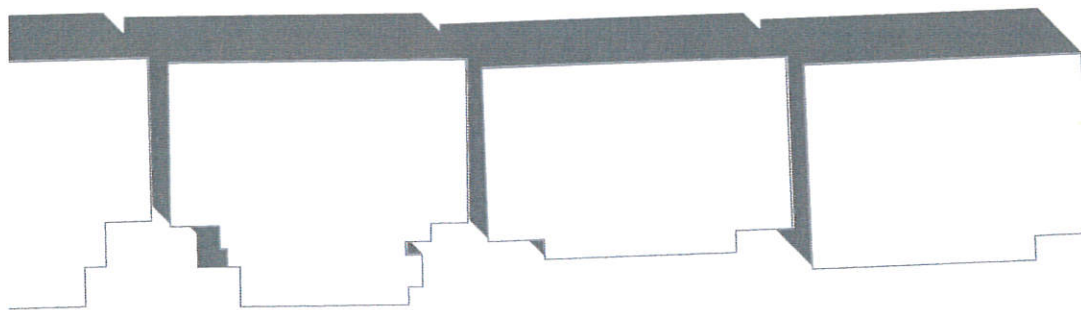
Lastly, by utilizing existing State legislation, AB2299 and SB1069, we can further help to support the homeowners of Compton by incorporating into the base single family design the ability to create ADU's above the garage and JADU conversions of interior space to allow homeowners to generate rental income to offset the cost of their mortgage while also providing additional units to the community. This will potentially double, if not triple, the number of dwelling units on each property. It is a win-win for the homeowner and the City. Compton gains a sizable increase in its housing stock, homeowners get the opportunity for increased income, or a separate unit for extended family. These ADU's are being converted and built all around the County of Los Angeles within existing lots, yet building them into new developments from the start is innovative. This approach puts housing first. The ADU's are not shown in the proforma since they are developed after the certificate of occupancy for the houses is given.

Conceptual site plan

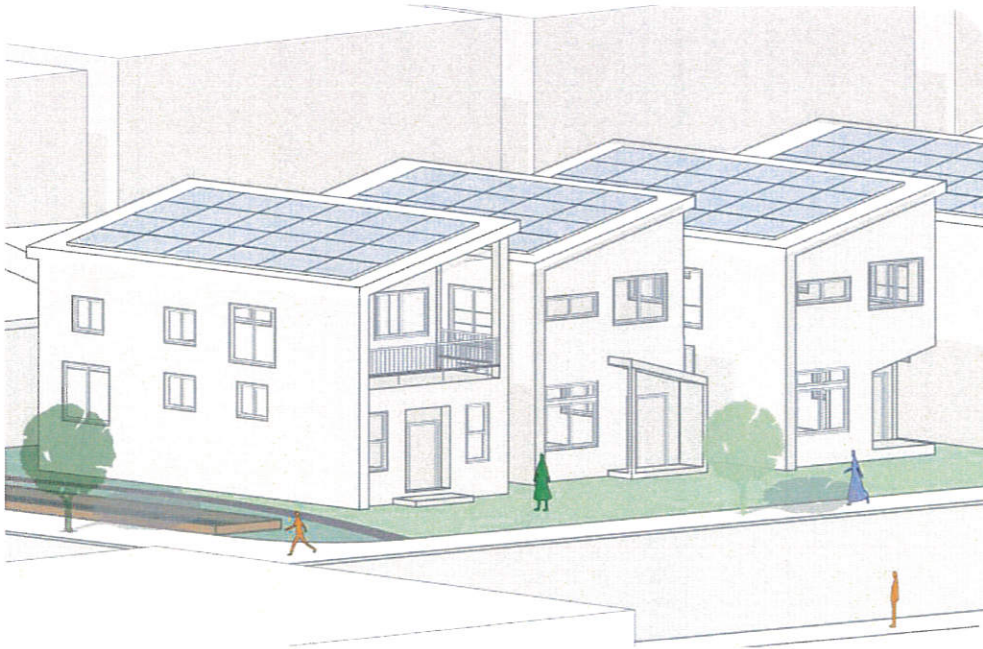
E. ROSECRANS AVE.



BRADFIELD AVE.



1716 E. ROSECRANS AVE.



1716 E. ROSECRANS AVE.

Project's Fiscal Impacts and Fiscal Benefits to the City of Compton

If all three properties are developed, this will increase the affordable housing stock by 29 single family houses. These will be income restricted by deed so that the equity will be gained over the life of ownership, assuming that the single owner does not transfer the property over the life of the loan. We will work with the Los Angeles County housing department to find qualified homeowners that meet the HUD HOME program limits.

Above ground utility lines information

Current sites do not seem to have any above ground utility lines. Development is going to need to probably allow \$80,000 at each site for electrical upgrades, to potentially install a parcel-wide transformer with underground power feeds. Long Beach Blvd site could be higher.

Sewer and water line improvements

We didn't find any, but would require further research with the utility companies. It appears each site has not been developed before, which would mean that there is no underground water, sewer or gas services. There might be neighborhood scale through-lines.

Carbon Dioxide Emission Reduction

Reducing carbon dioxide in buildings can be easy if they are designed from the beginning to be efficient and sustainable. Energy use for heating, cooling, and lighting are the largest contributors to CO2 emissions, and passive cooling strategies with overhangs to keep out the sun and natural ventilation are easy building design solutions. High efficiency equipment, low-energy lighting, and continuous insulation keep electricity usage down on those hot days when passive strategies aren't enough. Combined with generous roof areas for generating solar energy, we can dramatically reduce our carbon footprint.

C. Identification of Developer and Associates

Managing General Partner/ Fiscal Agent

Name: The WIN Project

Address: 2945 Westwood Blvd Los Angeles 90064

Phone: (323) 377-6501 Email: win@thewinproject.org

The WIN Project has over 20 years of experience as a non-profit developer specializing in high impact affordable and general housing development projects in urban neighborhoods. We have been involved in countless development projects spanning our history, working as a partner to private developers and other developer agencies and municipalities. Our expertise includes: land use and planning, real estate appraisal, development and sales, consultation for housing, land acquisition and urban blight projects, eminent domain relocation and acquisition and general project management.

Regina Young – Executive Director – The WIN Project

Regina Young is the Executive Director of the WIN Project and has been in real estate since 1988. She is a licensed real estate broker in California and has multiple real estate transactions to her name, including HOME and NSP funded affordable housing developments in Riverside, Los Angeles, Compton, and Lynwood. Since 1999, she has been the executive director of the WIN Project, a 501 (c) 3 nonprofit affordable housing developer. As the executive director of a nonprofit organization, Regina Young has access to more resources than most developers. She understands a large array of funding sources as well as the intricacies of permitting and governmental permission.

REGINA YOUNG
2945 Westwood Blvd
Los Angeles, CA 90064
(323) 377-6501

Summary OF QUALIFICATIONS

- Twenty-Seven years experience in real estate development and sales
- Twenty – Seven years experience project development
- Twenty- Seven years experience project manager
- Extensive experience with low- and moderate-income families in first time home ownership, relocation, and homeowner education
- Work with federal, state, and local government guidelines, reports, forms, contracts

RELEVANT SKILLS AND EXPERIENCE

- Housing development, new construction, rehabilitation, move-on
- Consultation for housing/land acquisition/urban blight projects, affordable housing development
- Real estate, rental negotiations, HUD low income housing guidelines, city, state, and federal regulation guidelines, and report preparation
- Managed and supervised housing developments
- Knowledge of building and safety codes
- Licensed by the California Department of Real Estate
- Computer Literate, Microsoft Word, Excel

WORK HISTORY

- 1999 – Present **The WIN Project**, Executive Director
2945 Westwood Blvd
Los Angeles, CA 90064
- 1988 – Present **C21-Exclusive Reality**, Agent
Los Angeles, CA 90065

EDUCATION

- 1985 Cal State Long Beach
Masters, Criminal Justice
- 1979 Cal State Sacramento
Bachelors, Criminal Justice

General Contractor/Project Manager

Name: Quality Building Contractors Co.

Address: 6550 Purdy Ave, Bell Gardens, CA 90201

Phone: (323) 236-0734 Email:

CEO/License qualifier: Jesse Mendoza Trujillo

Jesse Mendoza Trujillo 6550 Purdy Ave,

Bell Gardens, CA 90201|323-236-0734|

EXPERIENCE

Quality Building Contractors Co. (*General Contractor, state lic # 984034*)
Gardens, CA **President**

Bell

Significant accomplishments include:

- Oversaw the development of over 80 residential properties
- Properties range from single family residences to multi-unit properties

Sample List of Work:

1. The following is a list of projects I have overseen in the last 2 years, as General Contractor of Quality Building Contractors.

a. Completed Projects:

1. 1343 Wildwood Dr, Los Angeles, CA 90041(sold on 2/28/19)
2. 1717 N Avenue 56, Los Angeles, CA 90042 (sold on 1/10/20)
3. 3801 Cazador St, Los Angeles, CA 90065 (sold on 2/19/20)
4. 937 Lucile Ave, Los Angeles, CA 90026 (sold on 6/8/20)
5. 1124 Coronado Terrace, Los Angeles, CA 90026 (sold on 12/1/20)

b. Active Projects (Current):

1. 2412 Reservoir St, Los Angeles, CA 90026
2. 325 Robinson St, Los Angeles, CA 90026

Experience

The WIN Project was founded with the foundational belief that everyone deserves a safe and affordable place to live in which the tenant can have pride and hope for the future. It is around this central truth that this team was formed. The WIN Project has been working with South LA

Development Group for nearly two decades, developing affordable housing targeting at-risk and chronically homeless throughout the county of Los Angeles. As a recent example, the 13 units in the City of Compton, California stand out. In 2008, the City of Compton announced the availability of apartment units that were in disrepair. The WIN Project and South LA Development Group won the right to repair and manage these units using Neighborhood Stabilization funds. The units are entirely low-income at the 60% median or lower income levels. They are being currently being managed and owned by The WIN Project as the managing partner. The WIN Project is in good standing with all the municipalities in which it has worked and the two entities are in conversation about other available land to continue the necessary work of the area. This is only one of many projects that The WIN Project and Quality Building Contractors have created together. The following is a partial list of other projects they have developed that target the homeless, at-risk, and special needs populations, each of which were funded through municipal funds:

- 641 W. Stockwell St., Compton, CA 90222
- 155 Racquet Club, City of Compton
- 9779 Hemlock Hesperia CA
- 7490 Oak Hill Road Hesperia CA
- 21661 Oak Street, Perris CA 92570
- 12698 Hansa Ct, Lynwood, CA 90262 – NSP
- 3686 Virginia St. City of Lynwood CA 90262 – NSP
- 11641 Pope St. City of Lynwood. CA 90262 – Blight Mitigation
- 2971 Fernwood Ave, City of Lynwood – Blight Mitigation
- 2975 Fernwood Ave, City of Lynwood – Blight Mitigation
- 2979 Fernwood Ave, City of Lynwood – Blight Mitigation
- 2981 Fernwood Ave, City of Lynwood – Blight Mitigation
- 1343 Wildwood Dr, Los Angeles, CA 90041
- 1717 N Avenue 56, Los Angeles, CA 90042
- 3801 Cazador St, Los Angeles, CA 90065
- 937 Lucile Ave, Los Angeles, CA 90026
- 1124 Coronado Terrace, Los Angeles, CA 90026

The WIN Project has a current and mutually beneficial relationship with the City of Compton. Currently, it owns and manages four low-income housing developments that were purchased and

developed through the National Stabilization Program through the City. All of the buildings are deed restricted for low-income individuals and are in good standing. The deeds can be delivered upon request. The buildings are located at

- 1418 S. Temple Ave
- 135 E. Caldwell St.
- 110 N. Bradfield Ave.
- 1404 W. 130th St.

Cross-Roads to Housing, Education and Community Opportunities Inc.

2006 East 103rd Street, Los Angeles, CA 90002

Los Angeles County Development Authority
700 West Main Street
Alhambra, CA., 91801

January 20, 2021

To Whom It May Concern,

I am pleased to write this letter of recommendation for the WIN Project.

Cross-Roads to Housing, Education and Community Opportunities (Crossroads) has partnered with the WIN Project on several affordable housing and community betterment projects in Los Angeles County, for over twenty years.

They have served as valuable consultants to us during our partnerships with the City of Los Angeles, City of Compton, City of Lynwood and the County of Los Angeles in providing single unit and multiunit affordable housing.

As such, we strongly recommend them in their application to continue to serve the citizens of Los Angeles County affordable housing needs.

Please contact me if you have any questions at 213.300.7804

Sincerely,



Gregg Bynum, Director



January 19, 2021

Miles Williams

Real Property Management Southland

3450 E. Spring St. STE 209

Long Beach, CA 90806

562.270-1777

To Whom it may concern:

We have worked with Regina Young and The Win Project for five (5) years. Real Property Management Southland is a property management company managing 500 units from our office in Long Beach. We strive to work with owners who take pride in their properties and allow us to deliver a quality living environment.

Over the years working with Regina, and The Win Project has been a pleasure. we have had a great working relationship with both Regina, and her organization. It is evident that Regina cares about her properties and the residents living there. Her Properties are commonly the nicest on the block.

Given the opportunity, we would love to continue working with The Win Project and hope to grow with them.

If you have any further questions, I'd be happy to to speak with you.

Sincerely,

Miles Williams

Owner/CEO-Real Property Management Southland

D. Development Team Qualifications

Architect

Name: office42 Architecture

Address: 1515 Echo Park Avenue Los Angeles, CA 90026

Phone: (213) 278-0703 Email: sragle@o42arch.com

Stephanie Ragle – Principle Managing Architect – office42 Architecture

office42 is an architecture studio founded in 2007 by the husband and wife team Stephanie and Ben Ragle in Los Angeles. It was started on the premise that good design, innovation, and creative solutions should be available to all. After living and working in Europe, India, and New York, they moved back to Los Angeles to synthesize and put into action these diverse experiences and opened a small design studio in Echo Park. Over the last decade, office42 has become rooted in the architectural philosophy of impactful design. Combining good design and social justice, building a community of clients and stakeholders, and empowering homeowners and new business entrepreneurs through innovative design, office42 enjoys working with all types of residential and commercial projects - from single-family homes and multi-family housing, to new ventures like restaurants and offices, to assisting non-profit organizations. For each project, queries not initially obvious are formed and innovative solutions are provided that meet the unique needs and budget of the client. office42 appreciates the problem-solving collaboration that is experienced with supportive clients and enjoys helping people design their lives. From schematic design through the end of construction, clients are guided through the difficult process of turning vision into reality.

It was the shared passion that brought The WIN Project and office42 Architecture together. office42 has experience in both housing and community development in Southern California with some exceptional designs completed in the City of Los Angeles. Among them is the 226 units permanent supportive housing complex at 520 S. Julian in Los Angeles. This SRO complex was completed under budget and with no changes to plans required. This is a feat that is envious among architects. Other projects include:

- 1215 Lodi Place, Los Angeles – 64 units – Interim housing for homeless women
- 1525 W 8th Street, Los Angeles – 14 bed – Senior living facility
- 13604 Sherman Way, Van Nuys – 63 units – Supportive public housing
- 8101 S Vermont, Los Angeles – Community Commission Headquarters – Community Space

Stephanie Ragle

Principal Architect

office42 architecture

2620 n. figueroa street

los angeles, ca 90065

323.352.8982 o

www.o42arch.com

Impactful Design

Innovation and creative solutions should be available to all

office42 architecture was started over a decade ago in apartment #42 in downtown Los Angeles in the Arts District and the firm was founded on one simple premise: Good design, innovation, and creative solutions should be available to all.

office42 architecture is a mission-driven architecture firm that believes in strong communities and providing high-quality design for every budget. Through good design, strong planning, and clear communication, we help individuals, companies, and communities to realize their vision for their homes, offices, and community spaces. We believe that good design can change and improve people's lives and that architecture is a vehicle for positive change. We hope to enable our clients to become partners in their project through knowledge about costs and process so that together we can work as a team to create something amazing. We also design each project's process with a high level of client communication and strategic planning so that the outcome is a success.

The firm's mission is rooted in social justice. office42 believes first and foremost in impactful design. That includes bringing a high level of professional experience to as broad of an audience as possible, and that is why we are in the process of becoming a certified B-Corporation. Where people live, how they live, and the design of home environments have such a strong impact on people's lives. We see projects as more than just one building or one lot, more than just one location, but more of an opportunity to affect communities in a distinct and lasting way.

The key to this is to provide high-quality design and architectural services to clients with all types of needs, in all parts of the City, and with all levels of budget. We are problem solvers, often serving clients whose budget constraints would normally limit the design possibilities. We work with residential clients expanding housing - designing additions, new homes, Accessory Dwelling Units, and multi-family housing projects. We also work on commercial projects that are new ventures - designing new restaurants, office spaces, and retail stores. Lastly, we work with community organizations building their headquarters, community and teen centers, and beautifying schools and playgrounds. We take projects from the first conception to the end of construction, leading the team the entire way.

Because of our passion for providing innovative design solutions to all, we often take on projects that other firms won't. Whether the time-line is too short or the budget too small, office42 delivers thoughtful, creative design ideas that go beyond what was expected while maintaining project budget. Our enthusiasm and ability to handle the inevitable hiccups that happen during design and construction processes allows us to take on projects that are too difficult for other architects to complete.

We are small but mighty. We provide the attention and service to every project that only a smaller company can provide, while having the diverse experience and capabilities and management capacity of a much larger firm. We only work for good clients with good causes. The diverse work of office42 all has one common thread - good design for every budget.



office42



Loann Vu Clark
Studio Director, Architect



Stephanie Ragle
Principal Architect



Benjamin Ragle
Principal Architect



Nikki Moreno
Office Administrator



Jessica Miksanek
Job Captain



Nao Miyamoto
Project Manager 1



Danielle Lockareff
Project Manager 1



Alique Pempejian
Job Captain



James Oh
Architectural Designer 1



Hana Lemseffer
Architectural Designer 2



Eddie Cortez
Architectural Designer 1



Morgan Steinmann
Architectural Designer 1

Stephanie Ragle, RA, AIA

Principal Architect

Credentials:

Bachelors of Architecture, 1998

California Polytechnic State University, San Luis Obispo

Denmark's International Studies, Copenhagen, Denmark 1996-1997

Masters of Architecture, 2006

Southern California Institute of Architecture

Registered Licensed Architect since 2009

Membership & Awards:

SCANPH Member since 2017

AWA+D Member since 2018

American Institute of Architecture, since 2015

TEAM Business Network

Boards and Non-Profits:

Would Works

Girl Scout Leader, Troop #3815, Gold Award Recipient

Hilltop Child Development Center

Relevant Projects:

Skid Row Housing Trust Crest Apartments

13604 Sherman Way

Van Nuys, CA 91405

Design and Furnishing for 63 studio apartments, office and service spaces, community spaces, and outdoor eating and lounge areas

SRO Central and Simone Apartments

520 S. San Julian St

905 E. 6th St

507 S. Maple Ave

Los Angeles, CA 90021

Los Angeles, CA 90021

Los Angeles, CA 90013

226-units in each of these two projects with a total of three buildings - Furnished with beds, wardrobes, and office furniture needed to fill out the needs of the supportive services in these existing SRO apartment buildings

The ReFresh Spot

557 Crocker Street

Los Angeles, CA 90013

2,400 square foot parking lot turned into the City of Los Angeles' first pilot program Hygiene Station

South LA Cafe

3991 South Western Avenue

Los Angeles, CA 90062

Commercial tenant improvement of an existing 927 square foot laundromat to a new coffee shop

YWCA Women's Bridge Transitional Housing

1215 Lodi Place

Los Angeles, CA 90038

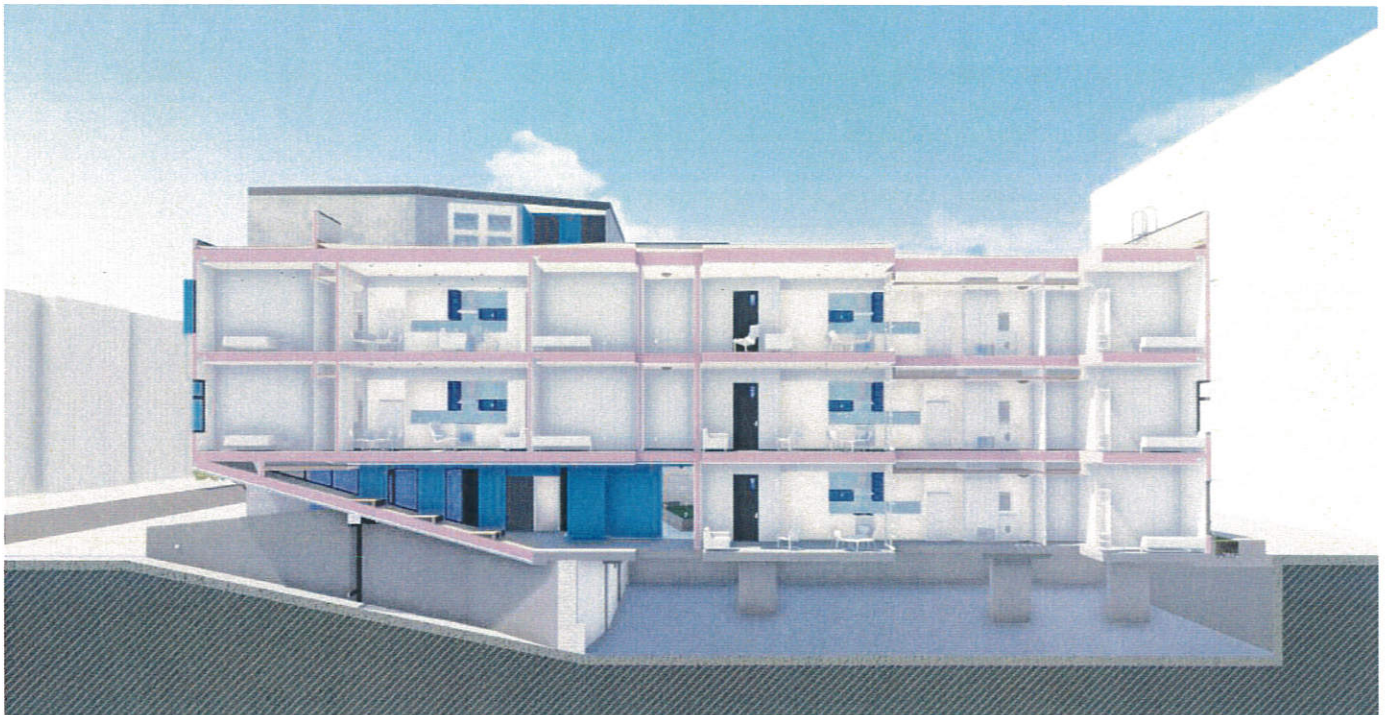
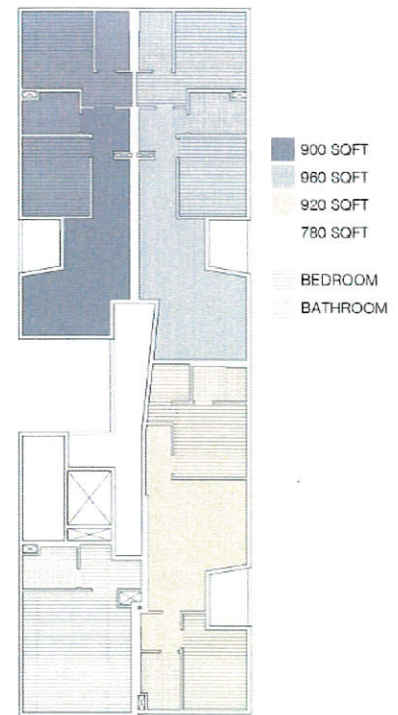
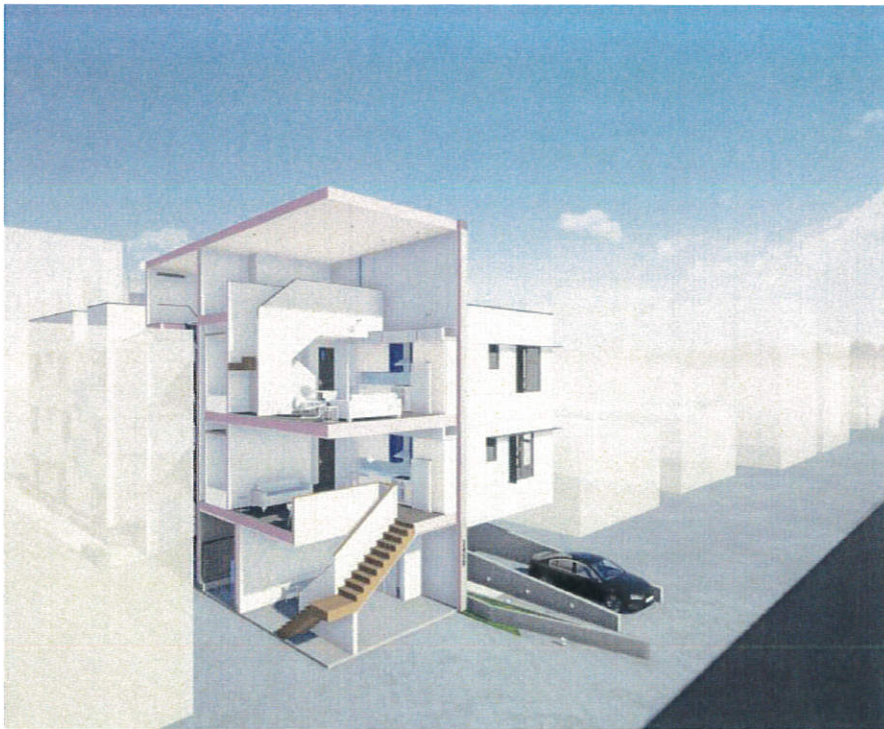
ADA upgrades to an existing Historic building in Hollywood to allow for the conversion to a women's shelter



**2450 Corinth Avenue
Los Angeles, CA 90064**

Corinth Apartments is a 10-unit, modern, efficient housing project that has both standard and low-income units to help expand housing in Los Angeles. The site is utilizing the city's Transit Oriented Community density bonus and reduced parking requirements to allow for the site to be maximized to its full potential. The 17,000 sf. three-story building has parking on the ground floor as well as one floor of subterranean parking, allowing for 11 parking spots for the tenants. The light-filled apartments are a mixture of 2-bedroom units wrapping the building from front to back and a front, lifted, vertical tower element that houses two-story studio apartments. Each unit includes a washer/dryer, private balcony, full kitchen with elegant finishes, and a bathroom for every bedroom. The facility also has an elevator for daily use, and provides long and short-term bike storage, individual tenant storage spaces, a ground floor lobby and common movie-theater area, and a tall, open-air, three-story patio space for tenants to enjoy. The site is landscaped throughout with drought tolerant plants and there are angled planters that expand and widen along the building to create spaces for sitting and enjoying the back yard space.

CORINTH HOUSING 10-Unit Apartments



Project Type

Apartment Complex

Size

17,000 sf.

Total Project Cost

\$2,700,000

Construction Budget

\$2,400,000

Consultants Utilized

MEP, Civil, Structural Engineers

Status

Construction Begins January 2020

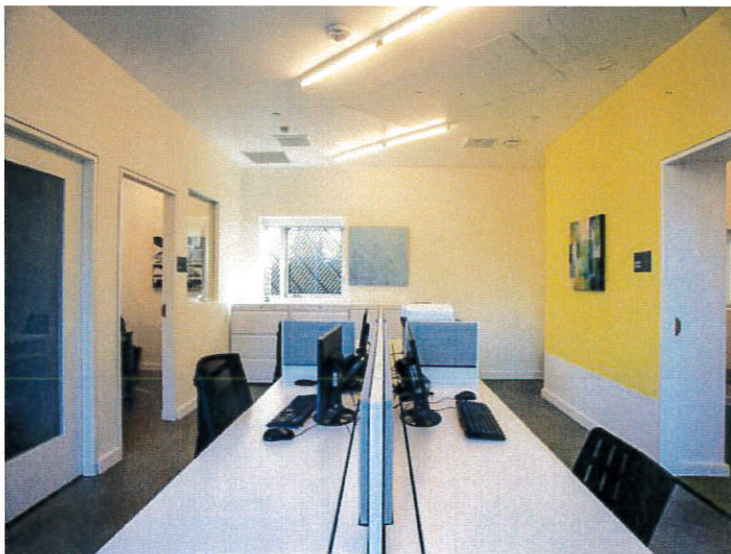


**13604 Sherman Way
Van Nuys, CA 91405**

The interior material palette and furniture for Crest Apartments, the 63-unit formerly-homeless housing project designed by Michael Maltzan Architecture was driven by the clean, honest, light modern aesthetic of the building design. Items were chosen and coordinated from the larger workstation desk systems down to the clocks and shower curtains for each room. The studio rooms were laid out with custom-designed, minimal metal and walnut wood laminate bed and drawer sets that met the needs of the tenants: easy to clean, bed-bug resistant, and modern but with a warm aesthetic. The exterior lounges and dining areas also have custom tables and benches of white metal powder-coated frames and sealed redwood as well as bright seats and tables for punches of color. Both pre-made and custom furniture areas also met the very tight budget of Skid Row Housing Trust. Timing was critical as well and items were provided in phases to allow for funding, construction, and move-in schedules and office42 met project budget and deadline goals.

SKID ROW HOUSING TRUST Crest Apartments





Project Type

Permanent Supportive Formerly Homeless Housing,
Furniture and Interiors only

Total Project Cost (Total Building)

\$35,000,000

Interior Construction Budget (Furniture Only)

\$280,000

Size

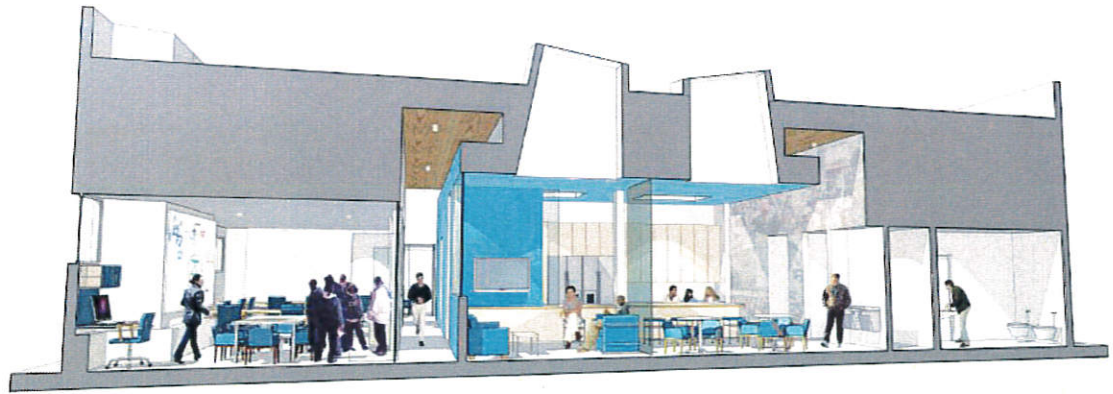
24,572 sf. interiors, 1,609 sf. outdoor

Consultants Utilized

Furniture Dealer

Status

Completed December 2016



**8101 S. Vermont Street
Los Angeles, CA 90044**

The complete renovation Community Coalition's South L.A. began with the simple gesture of relocating the entrance to its historic location at the corner to welcome people into the building. The ceilings are raised wherever possible to take advantage of the building's height roof structure, and new windows with more glass have been added to bring in natural light. The large conference room is now located along the exterior with direct outdoor access so that the community can see and participate in meetings. The central hub of the building is the open community lounge and large cook's kitchen and break area that have four large skylights washing light into the space. The center of the building is now open and vibrant, spilling energy and activity into the corridors and organizers' rooms. The entire space is state-of-the-art with smart boards and walls to write on with calls to action.

COMMUNITY COALITION HEADQUARTERS Teen & Community Center





Project Type

Non-Profit/Community/Teen Center
 Tenant Improvement Renovation and Structural Upgrade

Size

8,300 sf.

Total Project Cost

\$4,000,000

Construction Budget

\$2,500,000 interiors, \$300,000 furniture

Consultants Utilized

MEP, Civil, Structural Engineers
 IT Consultants

Status

Completed August 2015

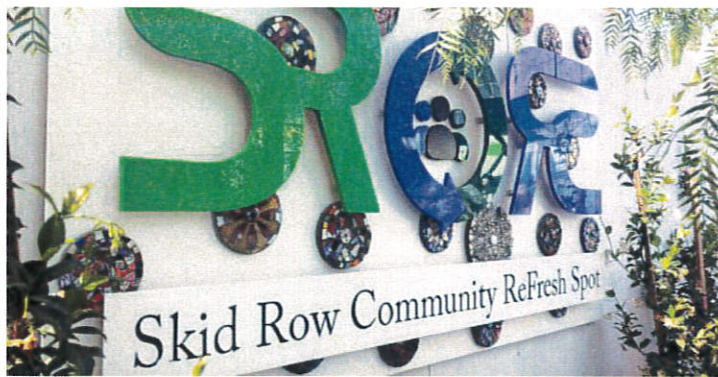


**8101 S. Vermont Street
Los Angeles, CA 90044**

Complete exterior renovation of existing parking lot to include permeable paving for ground water retention, and drought tolerance landscaping. Accessible path or travel and ADA parking installed, new ramp handrails and access to allow for code compliant disabled access. New commissioned mural representing community activists along the entire back facade of the community building. Solar patio cover to be used for gathering and stage space and community events.

COMMUNITY COALITION Exterior Patio and ADA Upgrades





**557 Crocker Street
Los Angeles, CA 90013**

We are honored to support a community participatory project between the Skid Row Community Improvement Coalition and the City of Los Angeles for a pilot program Hygiene Center in the heart of Skid Row. Working with the Coalition, the Homelessness Policy Director and the Deputy Mayor of Economic Empowerment in Los Angeles, local vendors and businesses, and homeless support services, we helped to enhance the space with trees, plants, shade, lights, and furniture to aid in making the ReFresh Spot a welcoming place. Through the help of stakeholders and community members, we led Community Build Days to clean the facility, paint pots, plant succulents, and improve the space. office42 met project deadlines and worked to secure over \$35,000 in project donations, allowing the limited budget to be stretched further.

The ReFresh Spot Hygiene Station Pilot Program





Project Type

New Mobile/Temporary Hygiene Center

Size

5,000 sf. outdoor

Total Project Cost

\$1,300,000

Construction Budget (Site Beautification)

\$0, \$35,000 donations acquired

—○ PAUL REYES-FOURNIER ○—

CONTACT

☎ 909-486-8453

✉ paulrf46@gmail.com



www.VisionDrivenConsulting
.org

PROFILE

Whether as an educator, consultant, or mentor, I approach each task by looking for the strengths while mitigating the weaknesses. I use scaffolding theory with students as well as organizations since both require growth from a strong foundation. Every person or organization is continually learning and growing. Throughout my career, I have striven to be a facilitator of this growth.

EDUCATION

Keiser University

Doctorate –
Industrial/Organizational
Psychology
Expected Conferral: 2022

Southern New Hampshire University

Graduate Certificate in
Accounting

EXPERIENCE

Freelancer/Consultant

2012-Present

Development Manager Juza Africa

Generated more than \$150,000 in first year cash and in-kind revenue. Created and implemented the development strategy currently being used by the Kenyan-based nonprofit organization. Funds development plan included small and large donor

Keller Graduate School of

Management

Masters of Business
Administration - Finance
Specialization

California State University,

Northridge

Bachelors of Science –
Physics

University of California, Santa

Cruz

Certificate – Bayesian Data
Analysis

CERTIFICATIONS

Teaching English as a Foreign
Language (TEFL) Certified

Certified Business, Technical
Assistance, and Consultation
Provider (CBTAC)

Florida State Licensed Building
Contractor CBC 058233

engagement as well as foundation and grant requests.

Development

Director

The WIN Project

Secured funding for 4 low-income apartment buildings, totally 10 million in assets. Performed financial analysis for affordable housing development projects. Served as compliance officer for governmental reporting.

Beta

Tester

Western Governors University

Tested new products and platforms related to marketing, finance, and accounting.

Educator

1995-2018

Curriculum

Designer

Agate Publishing

For the end-user CourseHero, developed outline and written lessons for various topics in Accounting, Finance, and Business. Wrote GED and HiSET testing material for a practice test database.

Academic

Coach

iConnection

Worked as an engagement liaison between university staff and students. Delivered educational materials using university platforms, including Blackboard and Captivate.

Curriculum

Designer/Exam

Writer

Study.com

Florida State Licensed Real Estate Broker 0668292

H & R Block Tax Preparer

Department of Juvenile Justice
Peer Review Certification

Council on Accreditation

CITI Certified

PROFESSIONAL MEMBERSHIPS

American Institute of CPAs

Society of
Industrial/Organizational
Psychologists

Society of Professional
Journalists

National Realtors Association

National Affordable Housing
Association

National Coalition for the
Homeless

Global Organization for
Humanitarian Work
Psychology

PROGRAMMING LANGUAGES, SOFTWARE, AND PLATFORMS

QuickBooks, Blackboard,
Moodle, Captivate, Microsoft
Office Suites, HTML, Fortran,
C++, PHP, Visual Basic, Java,
Scratch

Created exam questions for a variety of subjects, including accounting, mathematics, and business.

Instructional Designer, Professor
Mindojo, Inc.

Created content for the Bloomberg educational application (online) developed to teach financial topics and Chartered Financial Analyst exam preparation.

Independent Educational and Business Consultant California Department of Rehabilitation

In collaboration with the consumer, developed and implemented an educational plan. Instructed consumers, using both online and on-the-ground platforms, based on the educational plan. Developed strategies for learning and physical disabilities, including Traumatic Brain Injury, Dyslexia, Blindness, and Dysgraphia. Created business plans with collaboration of the consumer. Developed marketing strategies, financial needs analysis, and strategic planning for DOR consumers.

Tutor A
Plus Tutoring

Tutor for federally funded program. Age range is K-12. Online and on-the-ground.

Financial Literacy Instructor
HCCS Inc

Created and taught a financial literacy course to adults in a domestic violence shelter.

Science Department Chairperson
Msgr. Pace High School

Responsible for the creation and maintenance of science curriculum. Supervision of 9 educators including hiring and firing authority, job evaluation, and team building. Responsible for the utilization of school science budget. Wrote a grant, which

PUBLICATIONS
(PARTIAL LIST)

Dysaffirmation: Because This
Kind Of

Stupid Takes Work

(ISBN:978-0-615-31653-6)

Why Small Businesses Need
to Integrate Marketing
Campaigns

([www.andysowards.com/blog/
author/paulreyesfournier/](http://www.andysowards.com/blog/author/paulreyesfournier/))

How the Shift to New EMV
Credit Cards Protects
Consumers

([https://www.informationsecu
ritybuzz.com/articles/how-the-
shift-to-new-emv-credit-cards-
protects-consumers/](https://www.informationsecuritybuzz.com/articles/how-the-shift-to-new-emv-credit-cards-protects-consumers/))

Small Businesses With Low
Overhead

([https://www.smallbizdaily.co
m/small-businesses-with-low-
overhead/](https://www.smallbizdaily.com/small-businesses-with-low-overhead/))

received \$250,000 towards math/science
education in the Archdiocese of Miami.

AutoCAD

Instructor

Glendale College

Instructed beginning and intermediate
AutoCAD to Magnovox engineers.

Management

1999-2009

Business Manager

Our Lady of the Holy Rosary

Responsible for managing all aspects of
business for both the church and school.
Creation of marketing plan. Liaison with
Archdiocese public relations department.
Creation of financial statements. All quality
assurance functions. All bookkeeping
functions. Payroll. Acted as liaison to
business department and the legal department
of the Archdiocese.

Chief Financial Officer

The Village South, Inc.

Responsible for managing the \$16 million
operating budget for this non-profit company.
As a member of the Executive Management
Team, worked with program directors to
maximize revenue. Worked with the
development team to generate new cash flow
opportunities. Managed the \$3 million in real
estate holdings and the \$1 million in profit
sharing. Maintained relationship with 17
different funding sources managing 39
grants.

Chief Financial Officer

South Florida Jail Ministries

Hired as a "turnaround expert", responsible
for creating and implementing a financial
plan which brought the company to having a
positive cash flow in 3 months. Generated \$2

million in new grants. Redesigned the company structure and corporate culture such that programmatic components realized positive returns without losing vision.

President

Miramar Realty & Consulting

Responsible for the creation of a real estate development and consulting firm that generated more than \$4 million in sales its first year. Specialization in non-profit business sales and development. Consultation on ground-up development of businesses including review of financial statements, grant writing and funds prospecting, feasibility studies, and internal process creation.

Director of Quality Assurance

Agape Family Ministries

Senior management position providing direct programmatic and financial guidance to the directorship. Liaison to governmental organizations including, but not limited to, the Department of Children and Families, the Florida Department of Corrections, the Florida Department of Juvenile Justice, and the Miami-Dade County Homeless Trust. Responsible for contract compliance and quality assurance of all funding sources as well as writing or reviewing all outgoing grant applications. Extensive knowledge of national accreditation processes.

Fiscal Management/Accounting

Name: Roy McGarrell & Co, CPA

Address: 1700 W.Cameron Ave.,#106, West Covina, CA 91790

Phone: (626) 814-4777 Email: romacgroup@yahoo.com

Roy McGarrell & Co, CPA provide the bookkeeping and compilation services for the fiscal management of the organization. Roy McGarrell & Co has more than 20 years offering the best financial solutions for its clients. The members participate in Continuing Professional Education courses offered by local chapters of national accounting and tax associations which keeps the firm on the leading edge of ever-changing tax laws and accounting methods. Computerized offices and internet access ensures clients accurate, efficient, state-of-the-art service at a competitive price.

E. Schedule of Performance and Timeline

Capital Project Milestone Schedule	Date
Execute binding agreement between the Recipient and developer of the proposed Capital Project detailing the terms and conditions of the Capital Project development.	2/14/21
Secure all Enforceable Financing Commitments.	4/15/21
Submission of Final Construction Drawings and Specifications to the appropriate local building department or permitting authority.	7/15/21
Commencement of construction.	9/17/21
Construction complete and the filing of the Notice of Completion.	1/20/22
Begin Presale	7/19/21

F. Financial Capacity

For the resale homes, the land value will convert to a land grant for the purchaser that is prorated depending on lot size. Hard construction costs are estimated at \$200 to \$210 per square foot.

The construction will be funded with affordable housing pre-development and construction loans. As well as the lender shown below, we have engaged Wells Fargo and Enterprise Foundation for lending.

We are requesting that the City of Compton hold the loan on the land until the time that the houses are sold. At closing for each house, the prorated amounts will be paid to the City. The property tax assessed value was used to determine the purchase price but may be adjusted upwards if the market will bare or downwards for deed restrictions. This pricing can be adjusted as part of the negotiation.

The WIN Project is the fiscally responsible partner in these projects. The WIN Project follows GAAP accounting standards for nonprofit organizations. It currently is not required to have independent audits but it does maintain fiscal accountability through the use of an outside CPA firm, Roy McGarrell & Co., CPA.

Currently, The WIN Project relies on net income to fund its operations. This has the benefit of making all of the organizations funds non-restricted. As part of the funding for these and upcoming projects, The WIN Project will be launching a funds development campaign that focuses on non-governmental grants and donations. The WIN Project has a stable fiscal track

record. Based on its 2018 net income, it can leverage conventional financing of \$1.4 million without collateral. A letter of financial commitment is included. We are including financial statements for 2018.

List of proposed government discretionary actions

We will need to go through a zoning plan change, costs of which are outlined in the fees. We should be except from CEQA environmental review due to SB 330 and the fact that we are developing affordable housing.

[REDACTED]



CITY OF COMPTON
Successor Agency and Housing Successor Agency
REQUEST FOR PROPOSALS AND QUALIFICATIONS

HOUSING DEVELOPMENT OPPORTUNITY

VARIOUS SITES

16208-16216 S. Atlantic Blvd.
2815-2875 & 2901 W. Alondra Blvd.
409, 413 & 415 N. Alameda St.
1716 E. Rosecrans Ave.
413-415 W. Compton Blvd.
110, 114 N. Bowen Ave.
1425 E. Compton Blvd.
1113-1125 W. Rosecrans Ave.
1117 S. Long Beach Blvd.

Due Date: January 21, 2021
No later than 5:00 pm

RFP RELEASE DATE: November 24, 2020
DEADLINE FOR SUBMITTAL: January 21, 2021 by 5:00 p.m.

I. SUMMARY

The Successor Agency and the City of Compton acting as Housing Successor Agency invites qualified developers to submit proposals and their qualifications for the purchase and development of vacant sites located in the City of Compton. This RFP/Q contains descriptions of the properties, description of the goals for the project, proposal submittal process, proposal requirements, proposal evaluation, and terms & conditions.

II. PROPERTY DESCRIPTIONS

Address	Square Footage	APNs	Zoning/ General Plan
16208-16216 S. Atlantic Blvd.	54,447 square feet	7301-002-902 7301-002-901 7301-002-900	Commercial Manufacturing Limited Manufacturing
2815-2875, 2901 W. Alondra Blvd.	789,717 square feet	6139-028-900 6139-024-900	Low density residential, commercial
409, 413, 415 N. Alameda St.	33,387 square feet	6166-010-914	Limited-Commercial Limited- Manufacturing Mixed-Use
1716 E. Rosecrans Ave.	15,877 square feet	6184-002-902	Limited Commercial
413-415 W. Compton Blvd.	24,463 square feet	6157-022-900 6157-022-909	Limited-Commercial
110, 114 N. Bowen Ave.	23, 543 square feet	6183-003-901 6183-003-902 6183-003-903	Limited-Commercial Mixed-Use
1425 E. Compton Blvd.	13,474 square feet	6183-003-900	Limited-Commercial Mixed-Use
1113-1125 W. Rosecrans Ave.	18,352 square feet	6144-018-905 6144-018-907	Limited-Commercial

1117 S. Long Beach Blvd.	56,509 square feet	6164-008-901	Limited Commercial
		6164-008-902	
		6164-008-903	
		6164-008-904	
		6164-008-905	

III. GOALS FOR DEVELOPMENT

The development of the sites shall accomplish the following goals:

1. **Contribute to the Production of new High-Quality Affordable Housing Stock-** The selected developer is expected to develop, manage and market the housing units to the satisfaction of the City/Housing Successor Agency.
2. **Must develop For Sale Single Family Housing Development or Multi-Family Rental Housing**
3. **Ensure High Design Quality, Construction and Finished Materials, Resident Development Amenities and Compatibility** – The sites are in very conspicuous locations in the City. Therefore, the City is seeking high quality and appropriate design techniques and materials should be utilized to ensure that the development produces a high-quality and attractive building and site that enhance the aesthetic appearance of the area.

IV. RFP SUBMITTAL PROCESS

This is a competitive proposal and selection process. As part of the disposition process, the successful developer can expect to enter into any or all of the following agreements : Exclusive Negotiation Agreement (ENA), Purchase & Sale Agreement (“Agreement”) and/or Development Agreement (DA) for the acquisition and development of the Site.

Developers are welcome to submit multiple proposals but each proposal must only be for a single site. Please indicate in the proposal letter and in the footer of each RFP page the site address.

To be considered for evaluation, sealed proposals consisting of all the required forms must be received in the City of Compton - Community Development Department, Attention Mrs. Leslie Nacionales-Tafoya, 205 South Willowbrook Avenue, Compton, CA 90220, on or before January 21, 2021 at 5:00 pm. **Incomplete proposals will not be considered; proposals submitted after the deadline will not be considered and will be returned unopened.**

V. PROPOSAL REQUIREMENTS

All responses to the RFP will be evaluated by a selection committee. The format for the submission of proposals must include the following, but not limited to:

A. Proposal Cover Letter

Summary of key points of proposal (2 pages maximum). Please include the development site location in the letter

B. Development Concept for the Site

Please provide the following:

1. A narrative description of the proposed development, identifying square footage of buildings, amount of parking, and construction type.
2. A conceptual site plan including elevations and rendering. Can be a similar or comparable type of development concept.
3. A list of proposed government discretionary actions that may be required to complete this project (i.e., street widening, utility relocation, entitlements, etc.).
4. A development pro-forma for the site, including the direct and indirect costs (including the purchase price for the Site at Fair Market Value), development cost estimates, income, and operating cost projections for a minimum of ten years in current dollars, and clearly set forth the expected return on investment.
 - o Please include a statement of basic assumptions affecting the economic feasibility of the project. Indicate anticipated amount of equity and financing costs within the pro-forma for both the construction loan and for permanent financing.
5. A detailed description of the proposed Project's Fiscal Impacts and Fiscal Benefits to the City of Compton.
6. If any above ground utility lines exist, plans must include how developer will underground them at developer cost.
7. Plans must include sewer and water line improvements to any that are on the property.
8. The City of Compton favors development proposals that use building resources in a manner that include planning for carbon dioxide (CO₂) emission reductions, otherwise known as greenhouse gases released into the atmosphere. Proposals that demonstrate the lessening of the City's carbon footprint and/or employs sustainable energy methods will receive subjective partiality in the evaluation process.

C. Identification of Developer and Associates

For each of the key personnel comprising the proposed development team, please provide:

Name, address, telephone number, and e-mail address of Developer and project operator/manager (if appropriate);

1. Identification and organization of Developer (individual, company, corporation, partnership, joint venture, other);
2. Identification of principals of development organization and project operator/manager (corporate officers, principal stockholders, general and limited partners) to be responsible for proposed project.
3. Indication of any relationship the development organization may have with a parent corporation, subsidiaries, joint ventures or other entities. If a joint venture is proposed, percentage of ownership of each entity should be specified. Describe the financial, liability-related and other decision-making relationships.
4. Identification of all key project team members including resumes of assigned personnel, describing relevant project experience as related to the subject proposal and specific required technical skills.
5. Identification of any minority/women business enterprises on the development team and their percentage of interest in ownership, development or management of the proposed Project.

D. Development Team Qualifications

The Developer's ability to assemble and manage a development team including architects, artists, planners, engineers, builders, financial consultants, marketing specialists and management personnel

is of particular interest. Experience in property or site remediation, if necessary for the property, is encouraged. The evaluation process will be heavily weighted on a Developer's experience and record of accomplishment in each of these areas. Please provide:

1. A list of all team participants, including financial partners, owner participants, architectural and other design professionals, and their qualifications and relevant experience;
2. A list of comparable development projects in which the Developer and proposed associates have participated, particularly projects within urban cores, describing the relationships to these projects (i.e., developed, owned, operated or managed), showing the location, cost and scale, type and dollar value of the work. Identify which of the listed comparable projects have been successfully completed, and which have been completed over and under budget. If possible, include photographs of these projects; and
3. Descriptions and illustrations of the proposed architect's work on development projects that have been built or are under construction. These projects should be of a similar magnitude to the proposed development of the Site.
4. Disclosure of any and all foreclosures, loan defaults, other defaults pertaining to projects undertaken within the last ten (10) years. Developer must furnish said information for the lead development entity, parent company and any and all entities owned or under the developer's control over the prior ten (10) year period.

E. Schedule of Performance and Timeline

1. A Schedule of Performance outlining the estimated time for each step and phase (if appropriate), including a summary "time line" or other similar graphic representation, of the development process.
2. The Schedule of Performance should include the time involved in due diligence, finalizing agreements, receiving project entitlements, financing the project, commencing construction and completing construction. Time is of the essence and the ability to close escrow within 6 months or within 30 days of receiving final entitlements from the City of Compton, whichever occurs first, will be a major factor in the Successor Agency's decision.

F. Financial Capacity

The developer is required to provide a description of the proposer's financial strategy to complete the project and proof of funds or ability to purchase the property.

VII. PROPOSAL EVALUATION

Proposals will be evaluated by a selection committee. Upon conclusion of the selection process, the City may invite one or more potential developers for interviews, negotiations or may choose to reject all proposals.

The City of Compton reserves the right, to pursue, but not limited to any or all of the following actions related to proposals submitted in response to this RFP:

1. Reject all proposals.
2. Issue addenda to the RFP.
3. Request additional information and/or clarification of the proposal.
4. Negotiate an Agreement solely on the basis of the original proposal.
5. Negotiate potential terms and conditions with one or more proposers based on their proposal.
6. Negotiate an Agreement on the basis of additional information supplied at the request of the City.
7. Issue subsequent RFPs based on refinement of concepts proposed in response to this RFP.

Submittal Information

Developers desiring to respond to this RFP shall submit proposals consisting of an original and five (5) copies and one digital copy on USB drive, presented in a sealed envelope (by January 21, 2021 at 5:00 pm) and marked on the outside:

City of Compton
City Manager's Office
Attention: Ms. Leslie Nacionales-Tafoya
RFP: Affordable Housing Development
205 South Willowbrook Avenue
Compton, CA, 90220

It is the sole responsibility of each potential developer to ensure that its proposal reaches the City Manager's Office by the time and date specified. Proposals received after the specified time and date shall be returned unopened.

Contact Information

For information/questions regarding this proposal, contact Leslie Nacionales-Tafoya, Administrative Analyst II at: lnacionales-tafoya@comptoncity.org.