



April 19, 2019

Traci Canfield
Transit Oriented Development & Real Estate Acting Manager
Sacramento Regional Transit District
1400 29th Street
Sacramento, CA 95816

Dear Traci:

Sacramento-based community development corporation Mutual Housing California, along with input from several local stakeholder organizations working in childcare, public health and job training who serve Sacramento's diverse communities, has considered the potential development opportunities of Sacramento Regional Transit District's (SacRT) 21-acre Florin Light Rail Station property. We're excited to submit the following response to SacRT's Request for Information.

GOAL

As described in the Request for Information and SacRT's 2009 "Guide to Transit Oriented Development", the overarching goal at this property is to create an equitable TOD development. More specifically, as stated the Urban Land Institute September 2018 presentation, the development should promote equitable, healthy, and inclusive community uses that foster job and income growth, housing options, and healthy neighborhood amenities; that enable convenient access to transit, retail, and services; and that reduce greenhouse gas emissions, improve air quality, and increase transit ridership.

VISION

Mutual Housing's vision for the Florin Light Rail Station development will be transformative yet realistically achievable given the area's current and foreseeable economic conditions. This will be accomplished via a high-quality, master-planned mixed-use development that include

complementary housing, commercial, and service uses as well as public open space. This development approach will in turn increase public transit ridership, generate immediate economic and neighborhood benefits, as well as serve as a catalyst for additional economic and community revitalization of the Florin Road area.

Residential

High quality residential housing will be the development's predominant use. The housing will include both for-sale and rental housing types. Based on the area's market conditions, a combination of for-sale "affordable-by-design" single-family and affordable multifamily homes is most appropriate. It is imperative that this housing be of high density given its immediate proximity to the Light Rail Station and bus service along Florin Road. Not only will it maximize the number of housing units, but will also maximize the potential customers for the development's commercial and service uses as well as for RT's transit system. The for-sale market-rate product will be similar to successful Sacramento infill developments such as "The Mill at Broadway" and "The Creamery". Additional for-sale homes could include a number of Habitat for Humanity homes. These homes could be similar to those at Habitat's existing subdivision on the west side of Indian Lane immediately across from the RT site, or could be developed at a somewhat higher density attached product. The multifamily rental housing will be developed at a minimum of 40 units per acre, and will be similar to several high-density Mutual Housing projects previously developed and currently in the planning stages.

Business Incubator and Job Training Facilities

The Florin area's average household income is significantly lower and unemployment rate significantly higher than much of the City of Sacramento. Incorporating a business incubator/job training facility such as those provided by of HackerLab Sacramento and SETA Job Training will provide business, entrepreneurship, educational, and vocational training opportunities to this community's adults and youth, with the potential of having additional spillover benefit by creating customers for the development's neighborhood-serving retail services.

Childcare

Quality and affordable child care will be another complementary element of the Florin Light Rail Station development. Lack of child care often interferes with families' ability to work, particularly in lower income neighborhoods. Locating a facility and program such as SETA's Head Start will not only alleviate this barrier but will also offer comprehensive child development services to the neighborhood's young children. Per SETA, the Florin area has the greatest need in Sacramento for affordable child care and as such is SETA's highest priority for expanded services.

Health Care

Access to affordable health care is critical to any neighborhood. But many lower-income neighborhoods like the Florin area are underserved. A community-based Federally Qualified Health Center, which provide comprehensive and primary care and preventive care, will be another transformative use for this development. It will increase access to much needed health services to those residents of the development as well as the broader Florin community.

Park and Open Space

Healthy outdoor amenities will be another key to the property's successful development. A pocket park, located along the western portion of the property, will make an excellent centrally-located and easily accessible gathering place for young and old to use for recreation, social gatherings, and entertainment. Additionally, the development's master plan will include pedestrian- and bike-friendly walks and small plazas, which will provide additional open space as well as serve to "break up" the mass of the development's higher-density structures. Community gardens and fresh-food markets will also be considered.

Neighborhood-Serving Commercial

Viable neighborhood-serving commercial/retail uses will be another key element in creating a vibrant Florin Light Rail Station development. However, the area's existing commercial market is and likely will continue to be challenged. In-depth market research with the assistance of the local brokerage community will be necessary to identify specific viable uses. Equally important

will be working with Florin residents and business members to obtain input regarding what they view to be commercial/retail needs within their community.

COMMUNITY ENGAGEMENT

Since its founding in 1988, Mutual Housing California's core practice has been to work in concert with local governments and neighborhood groups to develop high quality, sustainable, and affordable housing. The Florin Light Rail Station development will be no different. Given the multiple uses within the development, it will be imperative that we engage many other stakeholders—including business operators, schools, employers, and service providers—to ensure that our proposed uses are in fact desired. Please see attached letters of interest provided by several stakeholders we believe will provide help identify and ultimately provide neighborhood-appropriate uses to the Florin area.

MASTER PLAN & OWNERSHIP

The Florin Light Rail Station master plan will allow for the creation of parcels that will then be fee-owned and developed by each end-user. The plan will also be designed so that both during and after construction SacRT's ongoing services and parking area will not be negatively impacted.

TIMELINE & OBSTACLES

The Florin Light Rail Station development build-out will range from five to ten years. As with any development, build-out will be dependent upon economic conditions and the availability of financing. The market-rate housing and commercial/retail uses will be reliant largely on conventional financing. The affordable housing, health clinic, and business incubator/job training uses will be financed with various federal and state funding programs as well private debt and equity. Both Mutual Housing and Habitat for Humanity have lengthy track records in obtaining a wide variety of public and private funding for their housing developments. Given that this property is located in a Qualified Census Tract, it may be the case that some of the users will be able to utilize New Market Tax Credits as an additional, below-market-rate funding

source. For the development's infrastructure and park, there are state public funding sources currently available, such as the Infill Infrastructure Grant and TOD Housing Programs. Lastly, while the applicability of the new federal Opportunity Zone investment program is still be evaluated, this potential financing mechanism should also be considered.

MUTUAL HOUSING CALIFORNIA

Mutual Housing California is a Sacramento-headquartered nonprofit developer, owner, and manager of affordable housing. Incorporated in 1988, we currently own 19 multifamily communities totaling nearly 1,100 units in Sacramento and Yolo counties. With in-house expertise in development, finance, construction, construction management, property management, and resident services, we work with teams of experienced designers, private and public lenders and investors, and contractors to ensure that each of our developments is designed, constructed, and operated in a manner which ensures long-term financial viability, physical sustainability, and resident and neighborhood pride. Below is a list of key Mutual Housing staff:



Roberto Jimenez, Chief Executive Officer—Roberto has 15 years of experience in the affordable housing industry, which includes multifamily housing development, renovation, property management, resident services, and economic development, specifically resident job development. He served as Executive Director of Farmworker Housing Development Corporation (FHDC) in Woodburn, Oregon from 2005-2016, during which time he tripled the size of FHDC's affordable housing portfolio, developed or rehabbed 330 units of diverse multifamily housing, and managed a variety of resident services programs. He then launched and was CEO of Evolve Workforce and Property Management, a non-profit third-party property management organization with a focus on providing job training opportunities to manage affordable rental housing. From 2016 to early 2018, Roberto was Real Estate Development Director at Cabrillo Economic Development Corporation in Ventura. In January 2018, he became Chief Executive Officer of Mutual Housing. Roberto earned an Executive Education Degree at the Achieving Excellence in Community Development program at the

Kennedy School of Government, Harvard University, and a B.A. in comparative literature from the University of Oregon.



Holly Wunder Stiles, Director of Housing Development—Holly has 25 years of experience in affordable housing development and finance. Drawn by Mutual Housing’s commitment to building strong communities for disenfranchised populations, she came to Mutual Housing in 2005 and became the Director of Housing Development in 2011. Since then Ms. Wunder Stiles has overseen over \$150 million in development activity including new construction or renovation of twelve multifamily communities and a mobile home park with a total of 663 affordable homes financed with both 9% and 4% tax credits, tax-exempt bonds, and more than a dozen local, state, and federal housing programs. She was the Project Manager overseeing the development of the Mutual Housing at the Highlands project. Previous positions included Community Development Loan Officer at Rural Community Assistance Corporation and South County Housing. She holds a Masters in Public Policy from the Kennedy School of Government at Harvard University and a B.A. in Political Science from Stanford University.



Keith Bloom, Director of Acquisitions— Keith coordinates all facets of both new construction and acquisition/rehabilitation developments. He has extensive experience with the Low-Income Housing Tax Credit, federal HOME and CDBG, State of California, and local financing programs. Since joining Mutual Housing in 2013, he has completed a 169-unit, \$27.5 million scattered site renovation in South Sacramento and a 45-unit, \$10.6 million renovation in Davis. He is currently finalizing financing for the \$7 million rehabilitation of a 91-unit scattered site renovation in North Sacramento. Previously, Keith spent 12 years with Thompson | Dorfman Partners, a market-rate multifamily developer, ten years with the nonprofit Community Housing Opportunities Corporation, and two years as Vice President at the Bank of America Community Development Bank. Keith obtained his B.A. in

Political Science from Stanford University and his MBA from the Graduate School of Management at the University of California at Davis.



Kenneth Brackenhoff, Director of Property Management—Ken directs the daily operations of all Mutual Housing communities, including marketing, applicant review, lease-up, regulatory compliance, and ongoing operations and maintenance. Ken has over 30 years of affordable property management experience. Prior to joining Mutual Housing in 2013, he was the president of Brackenhoff Management

Group, an affordable housing property management company in Los Angeles, which managed over 7,500 units in communities throughout California funded with and regulated by the federal Low Income Housing Tax Credit program, Housing Choice Vouchers program, and many other affordable housing programs. He holds a B.A. and an M.S. in City and Regional Planning from Southern Illinois University.



Anne-Marie Flynn, Community Development Officer—Anne-Marie manages the complex inter-department relationships at Mutual Housing, ensuring the collaboration between the individual units that is necessary for the organization’s long-term sustainability through donor and programs support. Her responsibilities include oversight of Resource Development, Community Organizing, and Communications. She has an ongoing role coordinating the owner-

property management-service provider partnerships at Mutual Housing at the Highlands, a permanent supportive housing community. Ms. Flynn has more than 20 years of experience in nonprofit management and development in the Sacramento region. As a staff person and consultant, she has helped many local organizations develop and implement their programs, train their staff and volunteers, and raise funds to support our communities. Ms. Flynn has a B.A. in Sociology from University of California at Los Angeles, and an M.S. in International Agricultural Development from the University of California at Davis.



Julie Goldfine, Chief Financial and Operations Officer--Julie has lent a progressive perspective to the raw numbers of the accounting profession during her 20 years of work on behalf of private and nonprofit organizations. She was named the 2018 CFO of the year in the nonprofit sector by the Sacramento Business Journal. She has spent more than half of her career in the Low-Income Housing Tax Credit financing field, gaining a breadth of understanding in working out bond financing, loan conversions, cost conversions, and the evaluations of the financial feasibility of Section 42 projects. At Mutual Housing, Ms. Goldfine oversees accounting, asset management, and information technology. Prior to joining Mutual Housing, she worked for eight years at St. Anton Partners, LLC, as Chief Financial Officer/COO. She also previously served as the accounting manager for Parker Development Company, a land developer, homebuilder and property management company. Ms. Goldfine has helped companies establish policies and procedures, set up accounting systems, implement financial reporting processes and streamline operations. She started her career in public accounting working for local CPA firms. She obtained her CPA license in 1998. Ms. Goldfine has a Bachelor of Accountancy from the University of San Diego.

We very much appreciate the opportunity to provide input to Sacramento Regional Transit District's Request for Information for the development of the Florin Light Rail Station property. Feel free to contact me should you have any questions regarding our responses. We look forward to continue working with you on this very important development.

Sincerely,

A handwritten signature in black ink, appearing to read 'Roberto Jimenez', with a stylized flourish at the end.

Roberto Jimenez

Chief Executive Officer

April 18, 2019

Traci Canfield
Transit Oriented Development & Real Estate Acting Manager
Sacramento Regional Transit

RE: Letter of Interest for Proposed Joint Development
Sacramento RT – Florin Light Rail Station

Dear Traci,

Habitat for Humanity of Greater Sacramento is pleased to respond to SacRT's request for interest regarding the development of parcels at the Florin Light Rail Station. Habitat for Humanity of Greater Sacramento ("Habitat") is an independent affiliate of Habitat for Humanity International serving Sacramento and Yolo Counties. Habitat's mission is to bring people together to build homes, community and hope. Habitat works to create successful homeownership opportunities for families with limited incomes by building sustainable housing and revitalizing neighborhoods. Since 1985, Habitat has provided homeownership opportunities for nearly 150 low-income families in our community through both new home construction and remodels. This year alone we are on track to help 50 families, seniors and veterans stay in their already affordable homes through our home repair program which aims to preserve the existing affordable housing stock in our community. Also currently in progress is our 5-home development in partnership with SHRA located at 43rd & MLK. In the 2019/20 pipeline, we have 8 single-family homes planned for new construction on scattered parcels throughout Sacramento.

Habitat has been a long-time stakeholder in the immediate area of the Florin Station. Located across the street from the subject property is our completed "Indian Lane" development which includes 14 single-family, LEED certified homes with a focus on sustainability and the use of public transportation. Each of these homes were sold to Habitat partner families earning between 30-60% of AMI, all of whom put in 500 hours of sweat equity before purchasing their homes with an affordable mortgage.

Of current interest as it pertains to the parcels included in the request for information, Habitat owns the 5 acre parcel (APN: 041-0091-002) located directly to the north of SacRT's parcel #3 (APN: 041-0111-006). See attached, which envisions a building density of 30 units/acre. Habitat sees the development of the parcel we currently own in conjunction with the five SacRT parcels to be an incredible opportunity to leverage available funding for a master planned community which will allow for the expansion of affordable home ownership opportunities as well as serve to revitalize and reconnect an important neighborhood to the community by exploring collaborative partnerships for a planned transit oriented,



We build **strength, stability, self-reliance** and **shelter**.

mixed use development. Habitat has engaged in recent preliminary discussions with Mutual Housing regarding partnership in development of our currently held parcel to provide both affordable homeownership and rental opportunities. At this point while our discussions are in the initial planning stage, the biggest obstacle both Habitat and Mutual will face is securing sufficient funding for the infrastructure development that will be needed. A larger vision that will attract market-rate and commercial builders to the development mix would help secure different types of funding, such as Cap and Trade, HOME and CDBG grants, etc.

With regard to the overall development of the SacRT parcels, Habitat is interested in and eager to engage in collaborative discussions and partnerships with stakeholders as it relates to both the parcel that Habitat holds and the overall development of a master planned community.

Habitat has an exceptional track record of partnering with Cities and the County to produce housing that meets the community's vision and becomes an integral part of the neighborhood fabric. Habitat looks forward to working with SacRT, collaborative partners and the community to refine our development concept.

In partnership,

Leah Miller
President & CEO
Habitat for Humanity of Greater Sacramento



819 North 10th St Sacramento, CA 95811
Phone: (916) 440-1215 Fax: 916-440-1218
www.HabitatGreaterSac.org

Tax ID #68-0085804
Exemption #8545

[Facebook.com/HabitatGreaterSac](https://www.facebook.com/HabitatGreaterSac)

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Instagram: @SacHabitat



2900 Wah Avenue Sacramento CA, 95822

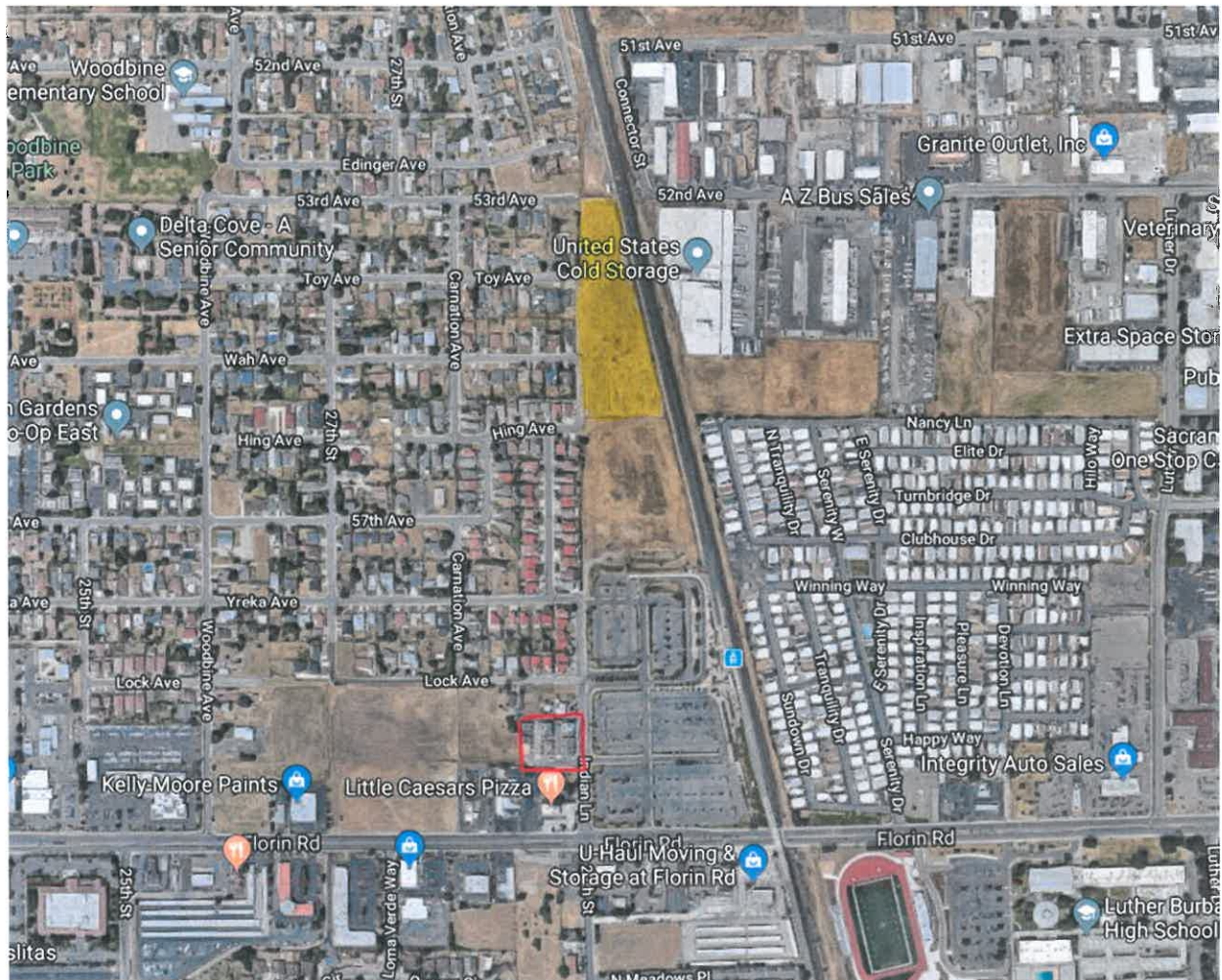
Property Details

APN: 041-0091-002

Acreage: 5

Zoning: RMX-EA

Transit Oriented on Light Rail



Red outline – Habitat for Humanity’s 14 home “Indian Lane”

Yellow highlight – Habitat for Humanity’s 5 acre parcel for development



2533 R ST
SACRAMENTO, CA 95816
(916)514-7044
gina@hackerlab.org

April 20, 2019

To whom it may concern;

I am writing to express Hacker Lab's interest in collaborating with Mutual Housing in regards to Sacramento Regional Transit's potential development of the vacant parcel adjacent to the Florin Rd Lightrail station.

Hacker Lab has been committed to supporting our region with workforce and economic development with programs and space that host much needed programs for our local community. We address these needs with low cost collaborative space, up to 50 educational courses and classes a month in all things STEAM, 750k in manufacturing and technical equipment, with three locations and a combined total of 30k sq ft. We offer low cost programs to decrease the barrier to entry into entrepreneurship and career training.

I have spent 25 years raising my family in the Elder Creek and Florin areas of South Sacramento. I know from experience the struggles and hurdles that my community faces daily.

Hacker Lab and myself strongly believe that having a technical career center in the neighborhood could bring opportunity and economic growth, in addition to a positive uplifting movement. We wholeheartedly practice collaboration and would love to be a part of an ecosystem working together for a holistic approach on neighborhood revitalization.

Thank you for your time, effort, and consideration and we hope you choose a project that creates a feeling of pride and hope for this rich culturally diverse community.

Sincerely,

Gina Lujan

Gina Lujan

Hacker Lab, CEO

D6 Measure U Commissioner



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Employment and
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Public Representative

JAY SCHENIRER

Councilmember
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KATHY KOSSICK

Executive Director

925 Del Paso Blvd., Suite 100
Sacramento, CA 95815

Main Office
(916) 263-3800

Head Start
(916) 263-3804

Website: <http://www.seta.net>

April 15, 2019

Mr. Keith Bloom
Director of Acquisitions
Mutual Housing California

Dear Mr. Bloom,

This letter is confirmation of SETA's interest in collaborating with Mutual Housing California regarding the Sacramento Regional Transit District's potential development of the park and ride lot and vacant parcel adjacent to the Florin Light Rail Station platform (Location).

SETA is the grant administrator for a number of federal programs including the Workforce Innovation and Opportunity Act, is the One-Stop Operator for the Sacramento Works America's Job Centers of California (AJCC) system, and is the designated workforce development lead for the nine-county Capital Region.

SETA believes that the Location is perfectly situated to include a Job Center for the following reasons:

- Accessible via public transportation
- Located in an area of concentrated unemployment
- Heavy use of Job Centers by community/neighborhood (2,000+ per yr.)
- Located in a federally designated Opportunity Zone

In addition, SETA currently operates a Job Center located in the community/neighborhood at the intersection of Florin Rd. and Franklin Blvd., and is on a month-to-month tenancy. Relocating SETA's Job Center to the Location would be a smooth transition for its customers and the community/neighborhood.

Should you have any questions or would like additional information, please contact Roy Kim at (916)263-3814.

Sincerely,

Kathy Kossick
Executive Director

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Public Representative

ADMINISTRATION

KATHY KOSSICK
Executive Director

DENISE LEE
Deputy Director

925 Del Paso Blvd., Suite 100
Sacramento, CA 95815

Phone: (916) 263-3804
Fax: (916) 263-3779

Website:
<http://www.headstart.seta.net>

April 16, 2019

TO: Keith Bloom
Mutual Housing

RE: Letter of Support
Florin Light Rail Station Project

Dear Mr. Bloom,

The Sacramento Employment and Training Agency (SETA), Children and Family Services, Head Start Program is committed to partnering with Mutual Housing on the Florin Light Rail Station Project. Specifically, SETA Head Start will provide support towards efforts to assist low-income families in establishing on-site quality child care/child development to meet their daily needs for care and academic school readiness for their child(ren).

SETA, along with its five delegate agencies and two partners, has been providing exceptional Head Start/Early Head Start services to low-income families and their children in Sacramento County for over 38 years. The program provides comprehensive child development services, including education, health, oral health, nutrition, mental health and social services, to nearly 5,000 children, ages birth through five years old, and their families in Sacramento County.

With more than 600 unserved children ages birth to 5 who are eligible for subsidized care in the 95822 zip code, the Local Child Care Planning Council ranks this service area as priority #1 for expanded services. Despite the neighboring Head Start locations in the 95822 zip code, SETA maintains active waiting lists of families in need of full-day, year-round services.

With SETA's long standing commitment to serve children and work with the greater community to achieve its services, we look forward to providing assistance and support toward the success of increasing access to affordable housing and quality child development services for Head Start eligible families and their children.

Sincerely,



Denise T. Lee
Deputy Director
Children and Family Services

April 12, 2019

Sacramento Regional Transit District
1200 29th St.
Sacramento, CA 95816

Re: Request for Information, Joint Development at Florin Light Rail Station

To Whom It May Concern:

The Sacramento Native American Health Center (SNAHC) would like to express its interest in locating a Federally Qualified Health Center (FQHC) as part of a larger redevelopment project at the Florin Light Rail Station property.

SNAHC offers a wide range of services, including;

- Primary Care
- Pediatrics
- Mental Health Services
- Psychiatry
- Full Scope Laboratory services
- Optometry
- Specialty Care including Podiatry, Chiropractic Care, Internal Medicine, etc.
- Comprehensive Dental Care for Children and Adults
- Substance Abuse Treatment Services
- Educational, Wellness and Peer-Support Programs
- Nutrition and Diabetes Care
- Home Visitation Services for At-Risk Families
- Youth Engagement Programs and Activities

To increase access to much needed health services, we host multiple resident training programs inclusive of pediatrics, psychiatry, family and community medicine, social work and dentistry with local educational partners including UC Davis Medical School, University of the Pacific, University of California, San Francisco and Sacramento State.

Because of the access to public transportation and the area's median household income, this location is ideally suited to provide high quality, patient centered health services to the broader South Sacramento community. Additionally, we believe that our health center would be most beneficial if included in a redevelopment plan along with complementary uses such as market-rate and affordable housing, neighborhood-serving retail, child care, job training and neighborhood park.

Thank you for the opportunity to provide input on the future development of the Florin Light Rail Station property.

Sincerely,



Britta Guerrero,
Chief Executive Officer