

# WILLOWICK

## COMMUNITY PARK PROPOSAL

Submitted to:  
**City of Garden Grove**  
Office of Economic Development  
11222 Acacia Parkway  
Garden Grove, California 92840  
Attn: Grace Lee



Coastal  
Conservancy

THE  
TRUST  
FOR  
PUBLIC  
LAND



CLIFFORD  
BEERS  
HOUSING

Creating homes Building community Fostering hope

WWW.riseupwillowick.org  
@riseupwillow  
#riseupwillow

Residents Want...

Residentes Quieren  
Espacios Abiertos  
Asequible  
Comunitarios  
Cultural, Educational  
Para Jóvenes

- Affordable Housing
- Open Space / Parks
- Community Centered Spaces
- Cultural
- Educational
- Health & Wellness
- Health-Centered Spaces

Public L  
Public in

HURLEY



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## Proposing Entity Contact Information



BENITO JUAREZ PARK, MAYWOOD. THE TRUST FOR PUBLIC LAND.

City of Garden Grove  
Office of Economic Development  
11222 Acacia Parkway  
Garden Grove, CA 92840  
Attn: Grace Lee



135 W Green St  
Suite 200  
Pasadena, CA  
91105  
t: 323.223.0441  
f: 626.204.4444  
tpl.org

August 20, 2020

RE: Willowick Submittal

Dear Ms. Lee,

Designating the Willowick Golf Course as surplus land and following California's State Surplus Land Act positions the City of Garden Grove as a leader, not only for preserving green and open space, but a champion for affordable housing. It is our collective intent not only to reward the residents of Garden Grove with a fair market value for the property, but we are also committed to working in partnership with the City, County, and State to ensure that Garden Grove is recognized for its contribution to affordable housing and preserving and enhancing public open space.

We are thrilled to submit this proposal for Willowick Community Park. In the following pages, you will find brief descriptions of our community-led proposal for a once-in-a-lifetime opportunity to transform a 100-acre parcel adjacent to the Santa Ana River and the planned OC Streetcar into a nature park with supportive, affordable housing. This proposal represents the wishes of the community and the latest thinking in anti-displacement development practices.

A property of this size, that sits in the middle of a diverse community, is adjacent to the Santa Ana River, and located in an area that can greatly benefit from the public health and economic benefits that a restored, and enhanced natural recreational area with low income affordable housing provides, is an opportunity that defines a region and destination. If the City of Garden Grove works with our community-led proposal it will usher in a new era of cooperation, mutual benefit and will have a lasting legacy for generations to come.

Please let me know if you have any questions. I look forward to hearing from you soon.

Respectfully,



Robin Mark  
Los Angeles Program Manager  
Pasadena, CA 91105  
robin.mark@tpl.org  
323.333.6310

# Initial Letter of Interest



July 6, 2020

Ms. Grace E. Lee  
Sr. Economic Development Specialist  
City of Garden Grove – Community & Economic Development Department  
[graceel@ggcity.org](mailto:graceel@ggcity.org)

**RE: Official Intention Notice of Availability of Surplus Land per Govt Code 54220, et seq.  
3017W. 5<sup>th</sup> Street, Santa Ana, California, 92703**

Dear Ms. Lee,

In response to a certain Notice of Availability of Surplus Land, per Govt. Code Section 54220 et seq., dated March 12, 2020, and the subsequent Notice of Extension of the 60-day deadline to July 10, 2020 issued by the City of Garden Grove, in respect of the land located at 3017 W. 5<sup>th</sup> Street, Santa Ana, California 92703 (the "Subject Property") inviting responses from interested parties, Clifford Beers Housing, Inc. ("CBH") and The Trust for Public Land ("TPL") submit this letter as their Notice of Intention to acquire and develop the site at 3017 W 5<sup>th</sup> Street, Santa Ana, California. 92703.

CBH is a nonprofit public benefit corporation, established to develop permanent, supportive and affordable housing through an integrated community approach. CBH recognizes the great need for open space and affordable housing throughout the State of California and has worked diligently on promoting both while still staying true to their mission to provide every Californian a home. While CBH's primary goal is to use the Subject Property as a site on which to develop much-needed affordable housing, we recognize that the site presents a unique opportunity to develop other compatible uses resulting in additional amenities for the community and, to that end, has partnered with TPL to acquire a majority of the Subject Property for eventual public ownership and use as an open space and recreational park open to all.

TPL, a national nonprofit land conservation and park development organization, has more than 45 years of experience and expertise in successfully acquiring land for open space and recreational uses. Since its founding, TPL has conserved over 3.7 million acres of land for park, open space and conservation purposes, in over 4,600 transactions, with a value of \$8.5 billion. TPL is seen as a leader in its field, working collaboratively with public agencies, landowners and a myriad of partners to successfully conclude complex real estate transactions and park development projects.

A significant portion of the Subject Property is well-suited to open-space recreational use, a use that would not only be compatible with the development of affordable housing on the site, but would further enhance the quality of such housing in the proximity of recreational open-space. Garden Grove's own Mayor Steve Jones, by signing on to TPL's 10 Minute Walk campaign, has pledged to

11739 Victory Boulevard, Los Angeles CA 91606 | phone. 213.316.0108 | fax.213.316.0111  
[www.cbhousing.org](http://www.cbhousing.org) | [info@cbhousing.org](mailto:info@cbhousing.org)

# Initial Letter of Interest



adopt long-term, system-wide strategies to make sure every Garden Grove resident has access to all the benefits parks provide.

CBH and TPL will collaboratively enter into negotiations with the City of Garden Grove, with the goal of acquiring a majority of the Subject Property for recreational open space uses. This portion of the property would subsequently be deed restricted and conveyed to a long-term public steward. In addition, CBH intends to develop approximately twelve (12) acres of the Subject Property for affordable housing uses under a long-term ground lease with the City of Garden Grove. Under this scenario, the City of Garden Grove would sell to TPL fee title to approximately ninety (90) acres of the Subject Property, with the balance, approximately twelve (12) acres, subject to a long-term lease between the City and CBH.

Please acknowledge timely receipt of this Notice of Intention. All correspondence in connection with this matter may be sent to Clifford Beers Housing at [apeterson@cbhousing.org](mailto:apeterson@cbhousing.org) and The Trust for Public Land at [Robin.Mark@tpl.org](mailto:Robin.Mark@tpl.org).

Sincerely Yours,

A handwritten signature in black ink, appearing to read 'Audrey Peterson', with a long horizontal line extending to the right.

Audrey Peterson  
Director of Housing Development  
Clifford Beers Housing, Inc.

A handwritten signature in black ink, appearing to read 'Robin Mark', with a long horizontal line extending to the right.

Robin Mark  
Senior Project Manager  
The Trust for Public Land

11739 Victory Boulevard, Los Angeles CA 91606 | phone. 213.316.0108 | fax.213.316.0111  
[www.cbhousing.org](http://www.cbhousing.org) | [info@cbhousing.org](mailto:info@cbhousing.org)

# Initial Letter of Interest



July 7, 2020

Ms. Grace E. Lee  
Sr. Economic Development Specialist  
City of Garden Grove – Community and Economic Development Department

VIA EMAIL

**RE: Notice of Intention: Surplus Land Located at 3017 W. 5<sup>th</sup> Street, Santa Ana, California 92703**

Dear Ms. Lee,

We refer to the Notice of Availability of Surplus Land, per Govt. Code Section 54220 et seq., dated March 12, 2020, issued by the City of Garden Grove, in respect to the land located at 3017 W. 5<sup>th</sup> Street, Santa Ana, California 92703 (the “Subject Property”) inviting responses from interested parties.

This letter serves as the Notice of Intention of the State Coastal Conservancy’s Santa Ana River Conservancy Program to support the conversion of the subject property into publicly accessible open space as part of the Santa Ana River Parkway. The Santa Ana River Conservancy is a program of the State Coastal Conservancy established under Senate Bill 1390, operating under the State Coastal Conservancy (Conservancy) and California Natural Resources Agency. The Conservancy is empowered to advocate and implement the recreational goals of the Santa Ana River region including open space, trails, wildlife habitat, agricultural land protection, water quality protection, educational use, and public access.

The Conservancy is interested in seeing the Subject Property acquired for its continued use for parks and open space purposes. In this undertaking, the Conservancy has requested technical assistance from The Trust for Public Land, a national nonprofit organization, with more than 45 years of experience and expertise in successfully conserving land for public stewardship. Since its founding, The Trust for Public Land has conserved over 3.7 million acres of land for park, open space and conservation purposes, in over 4,600 transactions, with a value of \$8.5 billion.

The Conservancy designates The Trust for Public Land to enter into discussions and negotiations with The City of Garden Grove, with the goal of acquiring the Subject Property for parks and open space purposes.

# Initial Letter of Interest

Please acknowledge timely receipt of this Notice of Intention. All correspondence in connection with this matter may be sent to our South Coast Regional Manager's email address: [Megan.Cooper@scc.ca.gov](mailto:Megan.Cooper@scc.ca.gov) with a copy to The Trust for Public Land at: Robin Mark, Senior Project Manager: [Robin.Mark@tpl.org](mailto:Robin.Mark@tpl.org)

Very truly yours,

*Sam Schuchat*

Sam Schuchat  
Executive Officer  
State Coastal Conservancy

CC: Robin Mark, Project Manager, The Trust for Public Land

# Initial Letter of Interest: Response



## CITY OF GARDEN GROVE

July 24, 2020

The Trust for Public Land  
Attn: Robin Mark  
135 W. Green St., Suite 200  
Pasadena, CA 91105

**Steven R. Jones**  
Mayor  
**John R. O'Neill**  
Mayor Pro Tem - District 2  
**George S. Brietigam**  
Council Member - District 1  
**Diedre Thu-Ha Nguyen**  
Council Member - District 3  
**Patrick Phat Bui**  
Council Member - District 4  
**Stephanie Klopfenstein**  
Council Member - District 5  
**Kim Bernice Nguyen**  
Council Member - District 6

RE: Sale of the property located 3017 W. 5<sup>th</sup> Street, Santa Ana, CA 92703 pursuant to California Government Code Section 54220 et. seq. (the "Surplus Land Act").

Dear Mr. Mark,

The City of Garden Grove (the "City") is seeking to dispose of approximately 100 plus acres of property currently operating as the Willowick Golf Course (the "Willowick Property") pursuant to California Government Code Section 54220 et. seq. (the "Surplus Land Act").

You are receiving this letter because you responded in the affirmative to a written Notice of Availability of the Willowick Property for low and moderate income housing purposes and/or open space purposes in accordance with the terms of the Surplus Land Act.

Under the Surplus Land Act, the next step in the process is to "... enter into good faith negotiations to determine a mutually satisfactory sales price or lease terms." Government Section Code 54223(a).

Based on the number of expressions of interest to the Notice of Availability, the City anticipates receiving a number of offers that could range from all cash offers to revenue based leases with a range of contingencies from soils and title to land-use approval by the City of Santa Ana.

The City of Garden Grove has determined that the fairest and most efficient way to balance alternative proposals and establish the priorities required by statute is to request that each specific proposal be submitted in a unified form. To this end, please complete and submit the following to commence negotiations to acquire the Willowick Property for low and moderate income housing use and/or open space use:

11222 Acacia Parkway • P.O.Box 3070 • Garden Grove, CA 92842  
ggcity.org

# Initial Letter of Interest: Response

1. Identify the proposing entity and the contact information for the individual(s) who will be negotiating with the City.
2. Describe in detail terms of purchase or lease, i.e., purchase price, contingent purchase price and/or rent payments.
3. Describe contingencies, if any, of purchase or lease, e.g., title, soils condition, regulatory approval, etc.
4. Describe the proposed project.
  - (y) For residential, if any, specifically identify the unit count, unit size and affordability level.
  - (z) For commercial, if any, specifically describe building sizes and proposed uses; and
  - (aa) For open space, if any, please specifically describe the size, location, and proposed uses.
5. Identify source of debt and equity.

Please send the initial submittal information described above on standard 8 1/2"x 11" letter size paper. Drawings included with the proposal should be no larger than 11"x 17" folded. Proposal contents must be organized into separate tabbed sections, (i.e. Section 2.0, 2.1, etc.) and pages numbered. The proposing entity must submit one proposal signed in ink marked "Original" and four (4) copies, each marked "Copy." In addition to mail or hand-delivery, an electronic PDF copy must be sent via email to Grace Lee, Sr. Economic Development Specialist, at [gracel@ggcity.org](mailto:gracel@ggcity.org) by the submittal deadline. The submittals will not be returned for any reason. Please submit all proposals either by hand-delivery or mail to:

City of Garden Grove  
Office of Economic Development  
Attention: Grace Lee  
Title: Willowick Submittal  
11222 Acacia Parkway  
Garden Grove, California 92840

Please direct all questions or request for clarification to Grace Lee, Senior Economic Development Specialist at [gracel@ggcity.org](mailto:gracel@ggcity.org). Please deliver your submittals to be received by the City no later than 5:00 P.M. (PST) on Thursday, August 21, 2020.

Sincerely,



LISA L. KIM  
Assistant City Manager  
Community & Economic Development Department

# Initial Letter of Interest: Response



## CITY OF GARDEN GROVE

July 24, 2020

Clifford Beers Housing  
Attn: Audrey Peterson  
11739 Victory Blvd.  
North Hollywood CA 91606

RE: Sale of the property located 3017 W. 5<sup>th</sup> Street, Santa Ana, CA 92703 pursuant to California Government Code Section 54220 et. seq. (the "Surplus Land Act").

Dear Ms. Peterson,

The City of Garden Grove (the "City") is seeking to dispose of approximately 100 plus acres of property currently operating as the Willowick Golf Course (the "Willowick Property") pursuant to California Government Code Section 54220 et. seq. (the "Surplus Land Act").

You are receiving this letter because you responded in the affirmative to a written Notice of Availability of the Willowick Property for low and moderate income housing purposes and/or open space purposes in accordance with the terms of the Surplus Land Act.

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The City of Garden Grove has determined that the fairest and most efficient way to balance alternative proposals and establish the priorities required by statute is to request that each specific proposal be submitted in a unified form. To this end, please complete and submit the following to commence negotiations to acquire the Willowick Property for low and moderate income housing use and/or open space use:

**Steven R. Jones**  
Mayor  
**John R. O'Neill**  
Mayor Pro Tem - District 2  
**George S. Brietigam**  
Council Member - District 1  
**Diedre Thu-Ha Nguyen**  
Council Member - District 3  
**Patrick Phat Bui**  
Council Member - District 4  
**Stephanie Klopfenstein**  
Council Member - District 5  
**Kim Bernice Nguyen**  
Council Member - District 6

11222 Acacia Parkway • P.O.Box 3070 • Garden Grove, CA 92842

[ggcity.org](http://ggcity.org)

# Initial Letter of Interest: Response

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2. Describe in detail terms of purchase or lease, i.e., purchase price, contingent purchase price and/or rent payments.
3. Describe contingencies, if any, of purchase or lease, e.g., title, soils condition, regulatory approval, etc.
4. Describe the proposed project.
  - (j) For residential, if any, specifically identify the unit count, unit size and affordability level.
  - (k) For commercial, if any, specifically describe building sizes and proposed uses; and
  - (l) For open space, if any, please specifically describe the size, location, and proposed uses.
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City of Garden Grove  
Office of Economic Development  
Attention: Grace Lee  
Title: Willowick Submittal  
11222 Acacia Parkway  
Garden Grove, California 92840

Please direct all questions or request for clarification to Grace Lee, Senior Economic Development Specialist at [gracel@ggcity.org](mailto:gracel@ggcity.org). Please deliver your submittals to be received by the City no later than 5:00 P.M. (PST) on Thursday, August 21, 2020.

Sincerely,



LISA L. KIM  
Assistant City Manager  
Community & Economic Development Department

# Letters of Support



July 10, 2020

Mayor Steven Jones, Council Members, and City Manager Scott Stiles  
City of Garden Grove  
11222 Acacia Pkwy,  
Garden Grove, CA 92840

Dear Mayor Steven Jones, Council Members, and City Manager Scott Stiles,

The Rise Up Willowick Coalition (“the Coalition”) is comprised of residents from the City of Santa Ana, the City of Garden Grove (“the City”), and neighboring Orange County Cities as well as local organizations whose goal is to ensure that the Willowick Golf Course property (“Willowick”) is developed to meet the needs of current local residents and their vision-- especially the most vulnerable such as, but not limited to, working class individuals, youth, and immigrant residents -- which includes deep affordable housing, parkland for active recreational use, and open-space. The entities at the end of the letter are signing on in support of this letter.

**The purpose of this letter is to express support for the Trust for Public Land, Clifford Beers Housing and the Coastal Conservancy’s Letter of Interest as the City of Garden Grove’s 60-day notification period closes and the City enters the 90-day negotiating period as required by the CA Surplus Land Act (SLA).**

Since April of 2019 the Rise Up Willowick Coalition has advocated to keep Willowick as open space to provide residents the much needed access to parks, affordable housing and community centered spaces. Willowick is one of the last remaining open spaces in central Orange County and it is incumbent upon you, the elected representatives of the community, to approach public land not as a commodity but as a valued public resource that can meet the goals of redressing the inequities of lack of access to parks and open space in Garden Grove and Santa Ana.

The City’s attempts to use Willowick to “generate revenue” by selling and/or leasing the land for private development is not only unnecessary given that the City could create revenue by reallocating other parts of the budget, it is counterproductive to creating benefits for the community, and in fact, negatively impacts residents. The COVID-19 pandemic has unveiled the critical link between open spaces and physical and mental health, therefore the

# Letters of Support

Trust for Public Land's mission of advocating and creating close-to-home parks aligns with our mission of creating these opportunities for low-income communities of color. Mayor Steve Jones has signed on to Trust for Public Land's #10MinuteWalk campaign. Additionally, Mayor Steve Jones and the Garden Grove City Council passed a resolution on May 12th, 2020 recognizing May 16th as "Parks to Kids Day." While it is necessary to acknowledge that open space is important, it is nowhere near enough to meet the residents' actual needs. The City must take immediate and direct action to address the lack of open space for residents and it can achieve this through Willowick.

The City of Garden Grove declared Willowick as surplus land on February 25, 2020 due to Rise Up Willowick's advocacy efforts, which included filing a lawsuit against both the City of Garden Grove and Santa Ana, and since then has issued Notices of Intent to dispose of this surplus property as required by the Surplus Land Act as amended by AB 1486. Currently, we know those same developers which submitted a proposal in April of 2019 when the City of Garden Grove issued an RFP, will most likely submit Letters of Interest. We urge you to remember the City of Garden Grove must comply with the CA Surplus Land Act and the Amendments provided by AB 1486 which grants first priority to an entity that agrees to use the site for park or recreational purposes if the land being offered is already being used and will continue to be used for park or recreational purposes. In terms of affordable housing "priority" is given to the entity proposing the most units at the deepest affordability. The community has continuously stated that they would like to use and are in need of quality park space and deeply affordable housing on the Willowick site, uses that as stated, are prioritized under the Surplus Land Act as amended by AB 1486.

Given that Willowick is a public resource, community residents should have the right to understand the process by which the City is making the decisions to dispose of Willowick and so we ask you for the following:

- **Prioritize meeting with residents from the Rise Up Willowick Coalition**
- **Discuss process of disposal during the open-session city council meetings**
- **Organize public meetings to specifically discuss Willowick**
- **Solicit community input with RiseUpWillowick advocates**

Understanding the importance of Willowick and the rare opportunity it provides to meet urgent community needs, we urge you to meet the residents' needs for quality parks and truly accessible affordable housing. We would like to schedule meetings to discuss this further. Please contact Cynthia Guerra at [cguerra@riseupwillowick.org](mailto:cguerra@riseupwillowick.org).

Sincerely,

RISE UP WILLOWICK COALITION

# Letters of Support

**List of entities signing this letter in support of the Rise Up Willowick Coalition:**

Walter Muneton, Garden Grove Unified School District Board of Education President

Public Law Center

Viet Rise

Chispa

Resilience Orange County (ROC)

Kid Works

Santa Ana Building Healthy Communities (SABHC)

Clergy & Laity United for Economic Justice (CLUE)

# Letters of Support



July 10, 2020

Mayor Steven R. Jones  
Council Member George S. Breitigam III  
Council Member John R. O’Neill  
Council Member Diedre Thu-Ha Nguyen  
Council Member Patrick Phat Bui  
Council Member Stephanie Klopfenstein  
Council Member Kim B. Nguyen  
City of Garden Grove  
11222 Acacia Parkway  
Garden Grove, CA 92840  
By U.S. Mail and Email: [stevej@ggcity.org](mailto:stevej@ggcity.org)

## **Re: Support for the Rise Up Willowick Coalition**

Dear Mayor Jones and Honorable Council Members:

The undersigned groups, which represent thousands of members and activists in Southern California, believe that everyone has the right to safe and affordable housing that provides meaningful access to nature. For this reason, we are writing to express our enthusiastic support for the Rise Up Willowick (RUW) Coalition’s mission of ensuring that the Willowick Golf Course (Willowick) is developed to meet the needs of current and future residents — which include deep affordable housing, parkland for active recreational use, and community-centered spaces. We are reaching out to hold up the RUW Coalition’s incredible work, dedication, and care for the most vulnerable residents living in central Orange County.

Our organizations are members of the Los Angeles Regional Open Space & Affordable Housing<sup>1</sup> (LA ROSAH) Collaborative, a diverse group of non-profit organizations and agencies that focus on improving urban land use by uplifting community-driven joint development projects, while at the same time increasing equal access to nature in park-poor communities that are overwhelmingly communities of color. We applaud the RUW Coalition’s commitment to upholding the Surplus Land Act by increasing quality parks and accessible affordable housing on public land (Willowick) in central Orange County.

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<sup>1</sup> LA ROSAH, *Pathways to Parks & Affordable Housing Joint Development* (2017), <https://bit.ly/2CkxPsu>.

# Letters of Support

The RUW Coalition has built a campaign rooted in community-grounded research and data to support residents' lived experiences. The Coalition surveyed more than 325 local residents to better understand the needs and wishes of the community, of which 95% of the surveys were from respondents who live within a half-mile of Willowick. The residents surveyed prioritized open space and affordable housing over options like commercial developments and market-rate housing. According to the RUW Coalition's detailed survey, 62% of respondents said they would like to see more parks and open spaces, 54% of respondents said they wanted to see affordable housing, and 48% of respondents desire more community spaces. As established in the RUW Coalition's report<sup>2</sup> entitled *Willowick: Opportunity to Use Public Land for Public Good*, most local residents are opposed to market-rate housing (45%), stadiums (44%), and any other type of development that might deepen inequality or displace current residents and local businesses. Rather, the majority of these residents hope to see substantial reinvestment in the existing community and revitalization of open spaces and parks.

The COVID-19 pandemic has put a spotlight on California's affordable housing crisis and public health inequities that disproportionately plague communities of color and lower-income communities. The RUW Coalition is working tirelessly to prevent the development of Willowick into a project that threatens to perpetuate these social and environmental harms. In partnership with community groups and local residents, RUW's core team is campaigning to enhance both community health and climate resilience. Our organizations stand with the RUW Coalition's mission and vision to reinvest in vulnerable communities and keep public land public — allowing all Orange County residents to thrive. Thank you for considering our views.

Very truly yours,

Damon Nagami  
Director, SoCal Ecosystems Project  
Natural Resources Defense Council

Alison Hahm  
Access to Nature Fellow  
Natural Resources Defense Council

Ramya Sivasubramanian  
Deputy Director, Environmental Justice  
Natural Resources Defense Council

Tori Kjer, PLA  
Executive Director  
Los Angeles Neighborhood Land Trust

Sissy Trinh  
Executive Director  
Southeast Asian Community Alliance

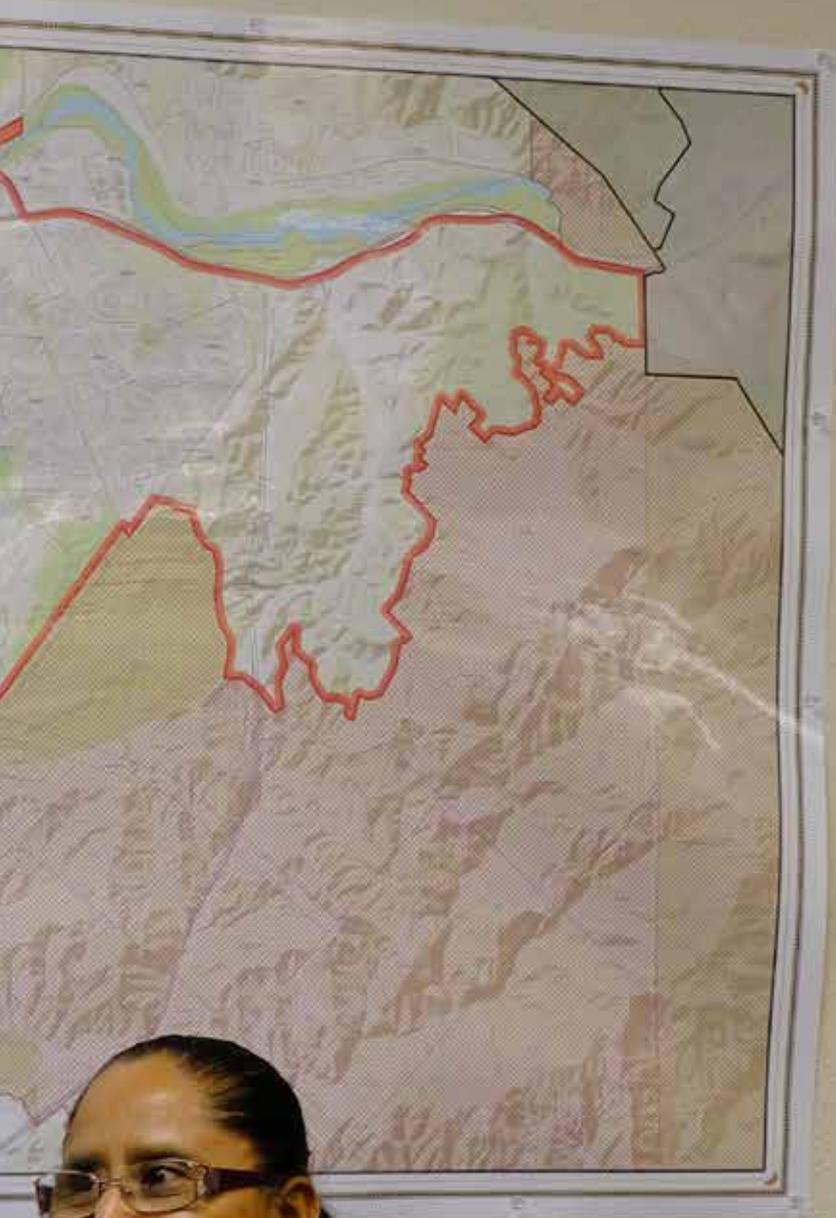
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<sup>2</sup> Rise Up Willowick Coalition, *Willowick: Opportunity to Use Public Land for Public Good* (2019), <https://bit.ly/2BYwZ4P>.



2.

## Terms of Purchase or Lease



# Terms of Purchase or Lease



August 20, 2020

Ms. Grace E. Lee  
Sr. Economic Development Specialist  
City of Garden Grove – Community & Economic Development Department  
11222 Acacia Parkway  
Garden Grove, CA 92840

**RE: Letter of Intent Regarding Sale of the property located at 3017 W. 5<sup>th</sup> Street, Santa Ana, CA 92703 pursuant to California Government Code 54220, et seq. (“Surplus Land Act”)**

Dear Ms. Lee,

In response to a certain Notice of Availability of Surplus Land, per Govt. Code Section 54220 et seq., dated March 12, 2020, in respect to the land located at 3017 W. 5<sup>th</sup> Street, Santa Ana, California 92703 (the “Subject Property”) and subsequent response letters from the City of Garden Grove (the “City”) dated July 24, 2020 inviting proposals from interested parties, The Trust for Public Land (“TPL”), is pleased to submit this Letter of Intent (“LOI”) to acquire the Subject Property for open space, recreational and affordable housing uses.

Under the terms of this LOI, TPL proposes to purchase the Subject Property in order to collaboratively implement the local community’s vision of increased access to safe public open spaces, restoration of lands along the Santa Ana River Trail and, in partnership with Clifford Beers Housing, Inc. (“CBH”), develop essential affordable housing units. As stated in the submitted Notice of Intention dated July 7, 2020, the State Coastal Conservancy is interested in seeing the Subject Property acquired for its continued use for parks and open space purposes. In this undertaking, the Conservancy has requested technical assistance from The Trust for Public Land. The Conservancy designates The Trust for Public Land to enter into discussions and negotiations with the City of Garden Grove, with the goal of acquiring the Subject Property for parks and open space purposes”. Once under contract, TPL would undertake and complete all due diligence and fundraising in order to close on the property acquisition in a timely fashion. Please note that while TPL would be the party closing escrow with the City, TPL would not be taking title to the land. Instead, at closing TPL would direct the deed effecting transfer of title from the City directly to a public agency steward. In other words, TPL would not enter the chain of title. After closing, an estimated 90 acres would be restricted to public open space and recreational uses, while an approximately 12-acre portion would be leased to CBH for a partial affordable housing development.

With the above-mentioned statements in mind, please consider the following terms for the acquisition of the property:

- Earnest Money Deposit**      \$1,000.00 - As a non-profit organization dedicated to land conservation, TPL must manage our costs/internal capital and therefore proposes this nominal deposit;
- Purchase Price**                      The fair market value of the Subject Property, estimated to be \$21,000/acre, or \$2,131,500, as recently determined by Elizabeth Finestone, MAI, AI-GRS, FRICS, CRE, with Integra Realty Resources, cash at closing;
- Appraisal**                              TPL will cover the cost of the appraisal;
- Timeline**                                Closing would occur within 18 months of execution of a purchase agreement;
- Due Diligence**                        TPL would fund and complete all necessary due diligence for this acquisition, including contracting for title searches, surveys, environmental inspections and other activities required by TPL;
- Title/Survey Issues**                Seller shall be responsible for resolving any title matters, including any encroachments disclosed by inspection and/or encroachments noted on the prepared survey;
- Closing Costs**                        Escrow closing costs shall be split 50/50 between Buyer and Seller.

Please acknowledge timely receipt of this LOI. All correspondence in connection with this LOI shall be sent to Ms. Robin Mark at [Robin.Mark@tpl.org](mailto:Robin.Mark@tpl.org). Thank you for your consideration.

Respectfully,



Robin Mark  
Los Angeles Program Manager  
The Trust for Public Land



Contingencies

3.



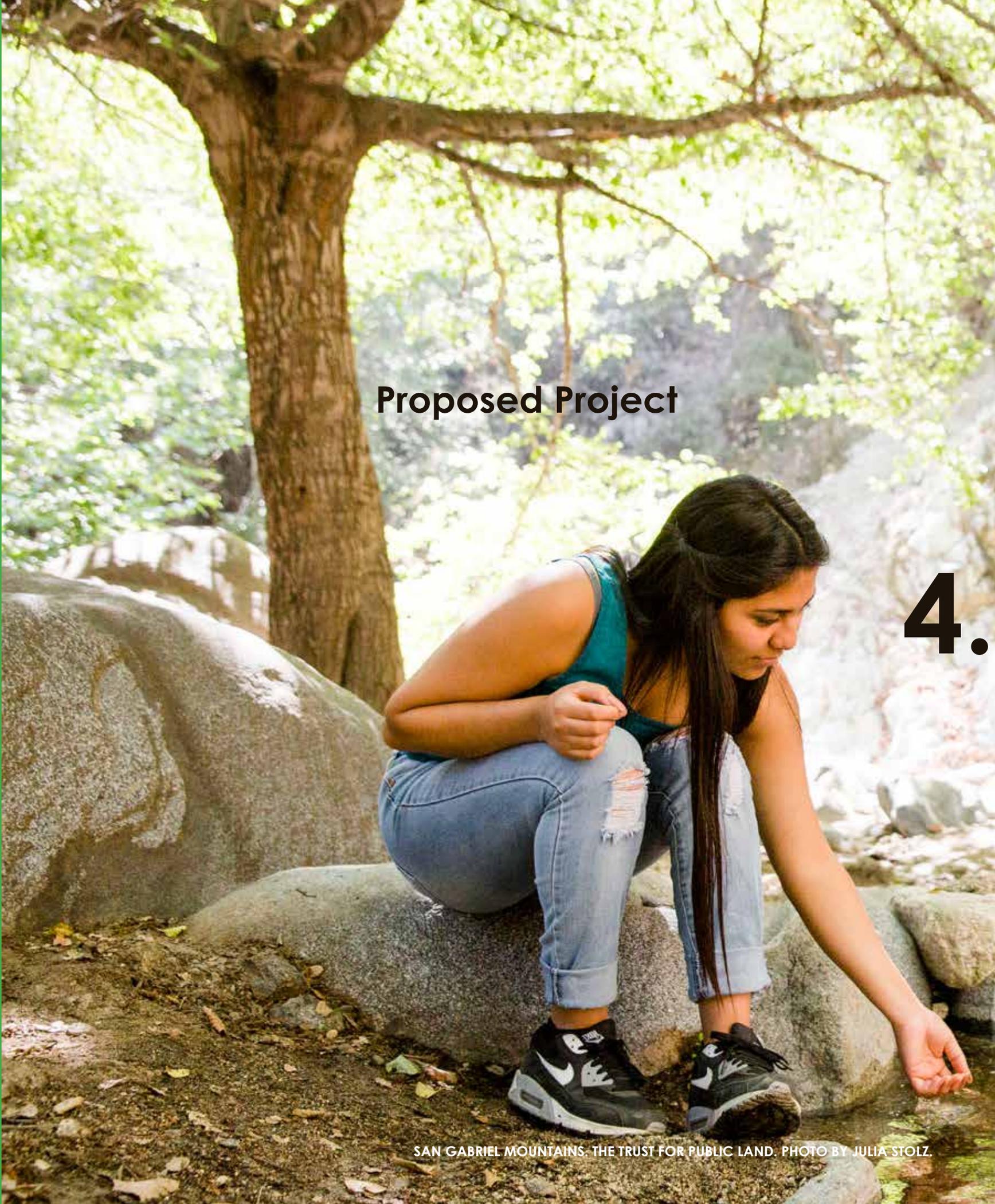
# Contingencies

## ACQUISITION CONTINGENCIES

Close of escrow for the Williwick Golf Course (the “Subject Property”) and by The Trust for Public Land (“TPL”) would be subject to the following contingencies:

- The Subject Property is found to be free of any Recognized Environmental Conditions (RECs) through a Phase I Environmental Site Assessment (ESA) performed by a certified environmental consultant;
- If a Phase II ESA is required due to the likely presence of an REC(s), any discovered REC(s) will be fully remediated prior to close of escrow;
- Condition of title must be approved by TPL’s legal department. This includes removal from title those exceptions to which TPL counsel objects;
- A boundary survey is approved by TPL’s legal department. This includes resolving any/all encroachments and excroachments, as well as any legal description discrepancies discovered by the surveyor;
- TPL receives and approves an appraisal report from an MAI appraiser detailing the current fair market value of the Subject Property;
- TPL successfully fundraises from public and private sources the required purchase price amount;
- The appraisal is approved by all partners providing funding to the proposed acquisition;
- The City of Garden Grove’s lease with the current golf course operator is terminated;
- TPL’s Board approves an authorization for staff to proceed with the closing, under terms agreed to by both TPL and the City of Garden Grove.

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**Proposed Project**

**4.**



SAN GABRIEL MOUNTAINS. THE TRUST FOR PUBLIC LAND. PHOTO BY JULIA STOLZ.

# Willowick Community Park

## A NOW OR NEVER OPPORTUNITY

The sale of Willowick Golf Course is an unprecedented opportunity in several ways.

1. A 100-acre urban park: the size of 77 football fields, the Mall of America, or Christopher Robbins' 100-Acre Wood. It is rare to find a big enough parcel to create a regional park. This one sits at the intersection of the 30-mile long Santa Ana River Trail, and the OC Streetcar, promising attractive, sustainable access for millions who could benefit from the healing qualities of nature and respite.

2. A community on the brink of transition: anti-gentrification community groups and coalitions raise the alarm at the risk of losing working class families to unaffordable housing. As the County sees its highest unemployment rate since the Great Depression and COVID ravages our communities, the need for sustained affordable homeownership and rental properties must be addressed. The Willowick community has made it clear that affordable housing is not just needed, but wanted, at this site.

3. Land that has remained relatively undeveloped: There is so little land left in Southern California that hasn't been wholly transformed. The images to the right illustrate how much riparian habitat was lost to development. Only 2% remains intact. We have an opportunity to restore habitat along the Santa Ana River on soils that might retain some of their original character and quality.



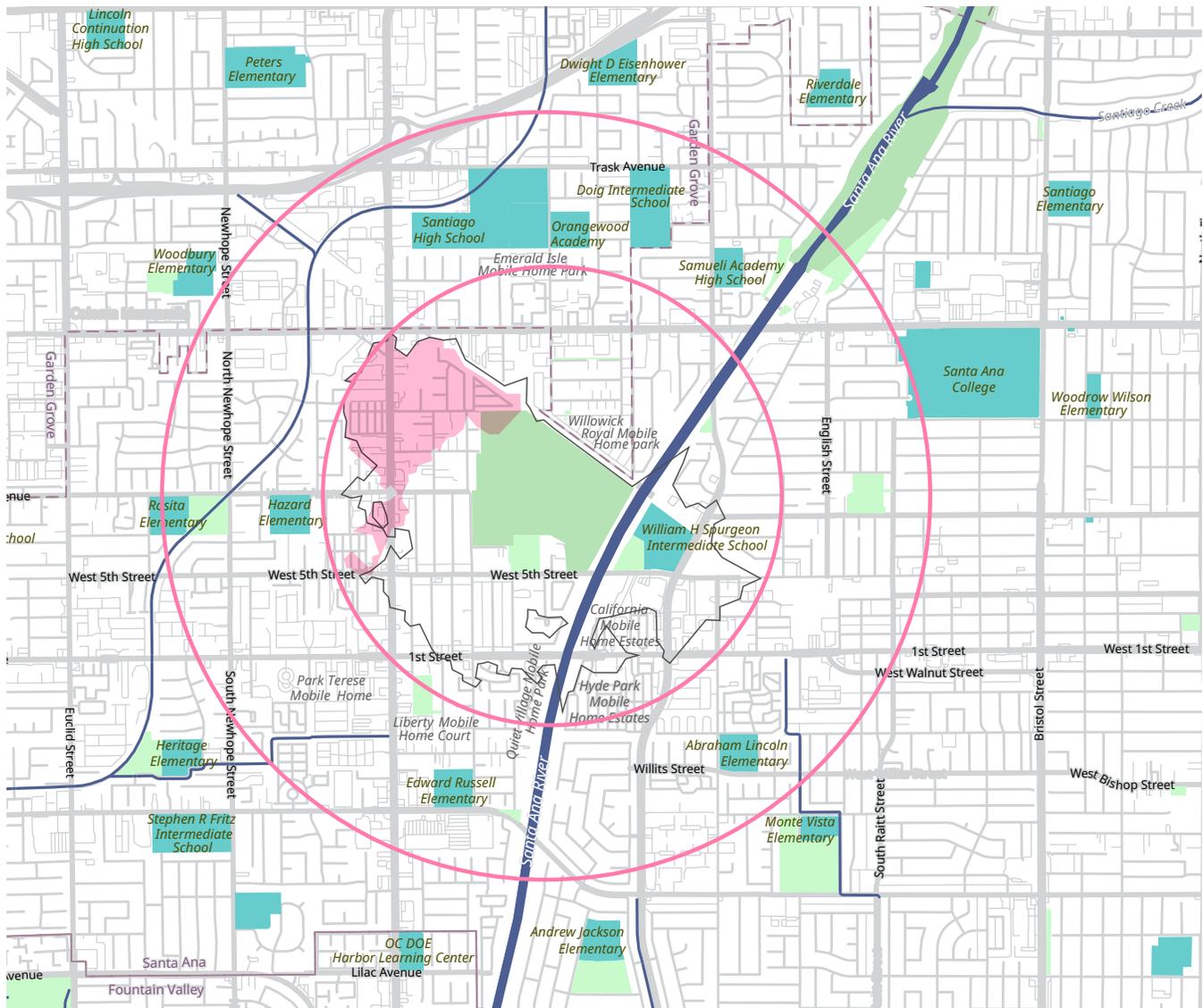
A 1938 AERIAL IMAGE OF WILLOWICK SHOWS ITS PREVIOUS LIFE AS PART OF THE SANTA ANA RIVERBED.



A 1901 USGS MAP OF ORANGE COUNTY REMEMBERS THE LOST WETLANDS, MARSHES, AND RIVERS

# Willowick Community Park

## NEW PARK ACCESS FOR 8500 PEOPLE



While listed as a public open space, Willowick Golf Course is not free to enter. Willowick Community Park will provide homes for 280 families, and new park access for 8500 people who cannot currently enjoy a nearby park (highlighted in pink in the map above). Those residents who do live within a ten-minute walk of a park currently have little choice in what they can do there. All the parks shown in this diagram are programmed for active,

organized sports and structured play. Willowick Community Park is a different kind of park for Santa Ana and Garden Grove. It will have abundant nature and the healing power of the feeling of being away from daily responsibilities. Immersion in nature will provide new experiences for children, families, and people of all ages and abilities. New entries on every side of the park welcome neighbors from every direction.

# Willowick Community Park

## A HOUSING FIRST MODEL FOR JUSTICE

The Housing First Model is a method by which individuals who are experiencing homelessness are provided permanent housing as the first step to work towards their personal goals. Housing First acknowledges housing as the first basic need to ensure life stability. Once housed, individuals can work on personal goals such as individuals improving their medical health, mental health, behavioral health, or searching for a job. Housing First also values the individual's or family's choice of which permanent housing location they would like to live. The Housing First Model can help individuals and families who are experiencing short-term or long-term housing instability, often referred to as homeless or chronically homeless households. It all starts with supportive service teams outreaching to individuals and families on the streets, in shelters, or in temporary homes to help ready them for stable housing, register them with the local Coordinated Entry System, and eventually assist in transitioning them into their new home.

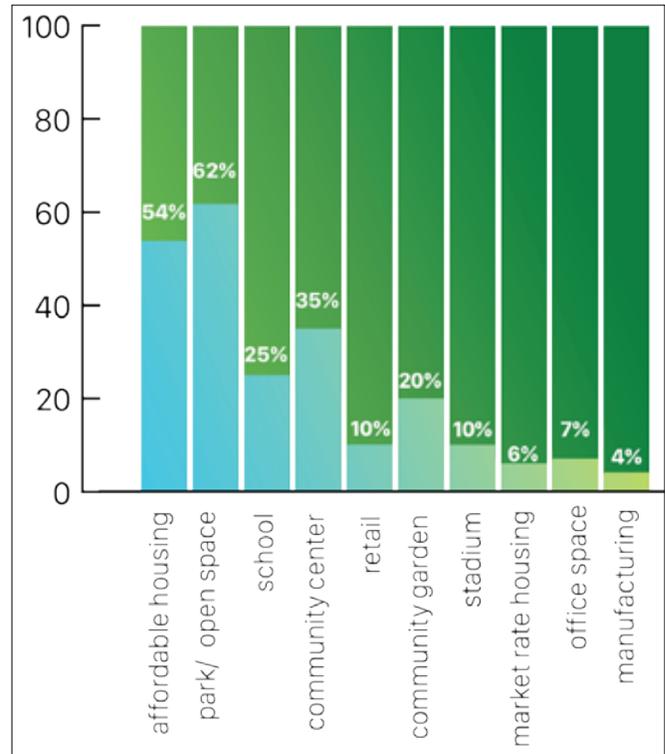
Permanent supportive housing (PSH) works hand-in-hand with the First Housing methodology. PSH provides long-term rental assistance and supportive services and has a long-term housing retention rate of up to 98 percent. Tenants in PSH/Housing First buildings perceive the supportive services as an option rather than an obligation which increases the participation level to accept services. PSH participants who use supportive services are more likely to join job training programs, enroll in school, treat substance abuse, and spend less time hospitalized than non-participants who are not willing to accept services. This all leads to a more cost-efficient society; while these households are aided through long-term rental assistance programs there are greater cost savings from the lower emergency services that may have otherwise gone to the same household (i.e. time in hospitals, jails, or use of emergency shelters). PSH research shows that in one instance a Housing First program could cost up to \$23,000 less per consumer per year than a shelter program.

# Willowick Community Park

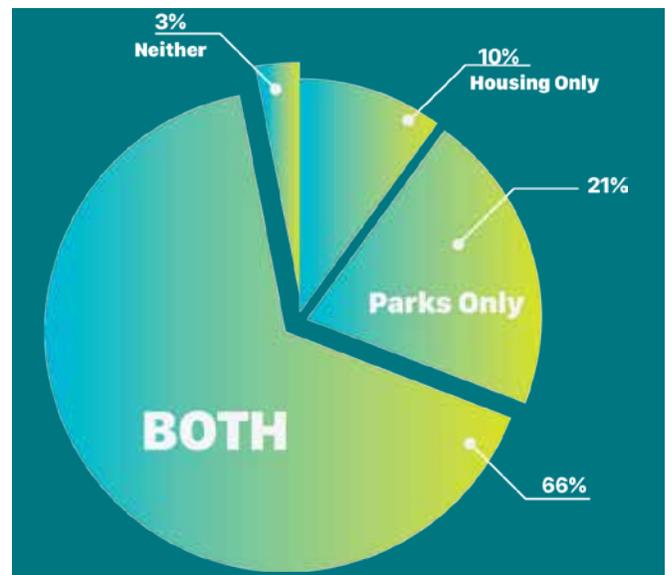
## COMMUNITY NEEDS

The Rise Up Willowick Coalition worked to understand the needs of hundreds of immediate neighbors to the Willowick Golf Course. Rise Up Willowick serves as community liaison and advocate for the rights and wellbeing of the people who live in the community. These are the community needs identified by the Rise Up Willowick Coalition:

- **Parks and open space** that are safe and well-maintained, neighborhood friendly, and have walkable spaces
- **Affordable housing** that meets the needs of current residents around the Willowick area
- **A community center** that invests in youth, provides community-led programming, cultural related education and activities
- **Increased educational opportunities** that meets the needs of our community, like a preschool
- **Small and local businesses** that hire locally and cater to local residents



“If you could choose, what would you like to see happen to the land at Willowick?”



“Because this is publicly owned land, state law may require that it is prioritized for open space (like parks) and/or affordable housing. Would you like to see either of those, both or neither?”

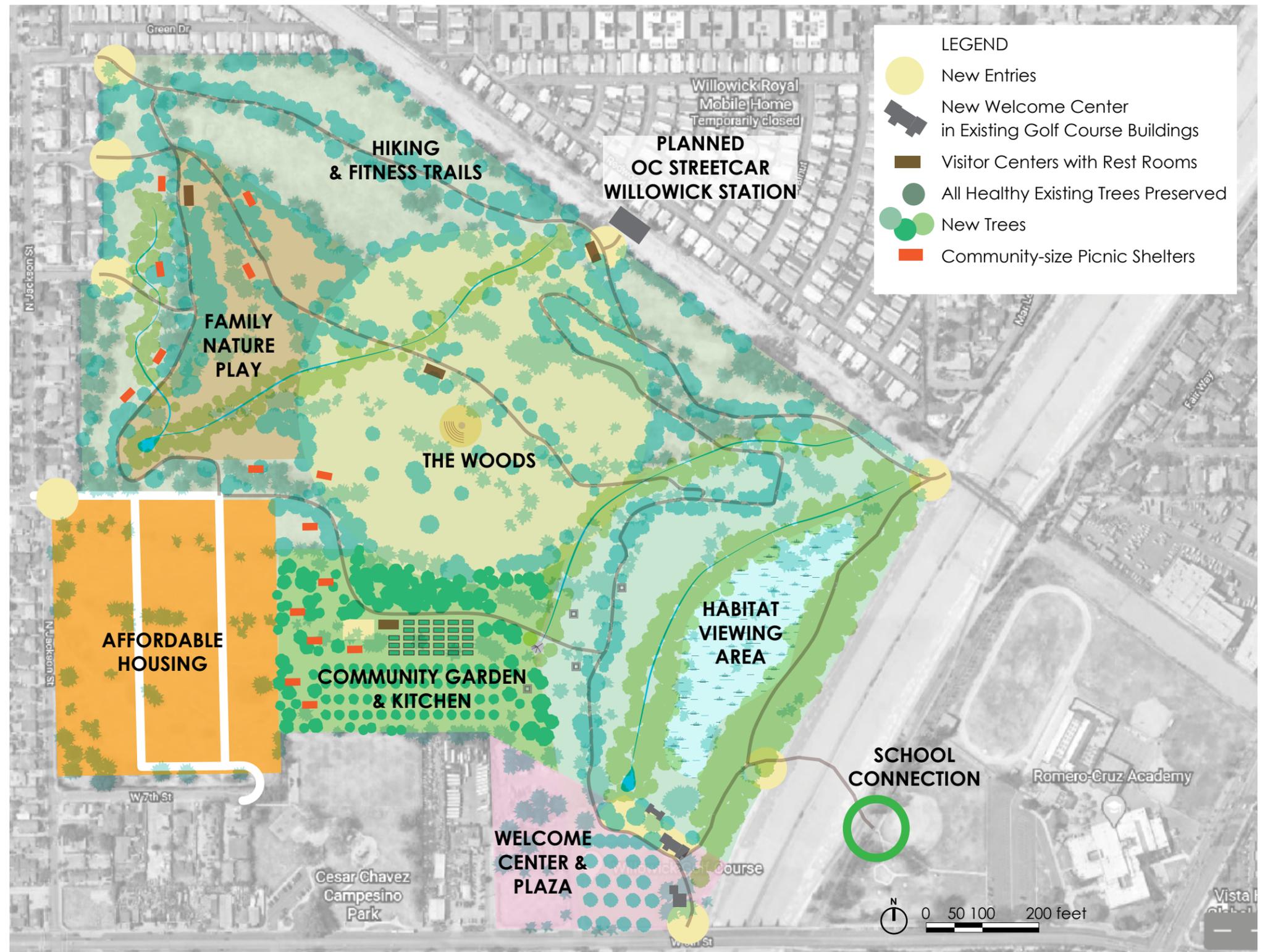
# Willowick Community Park

## A COMMUNITY-DRIVEN VISION

Non-profit park developers like TPL serve low-income households with high quality parks and urban greening. We base our practice on a foundation of engaging community residents to identify community needs that can be addressed through parks. This engagement will continue through design development and construction of the park and neighborhood. The idea of promoting affordable housing integrated with parks and urban greening creates long-term local park stewardship among adjacent residents, improving community health and supporting stable neighborhoods. Ultimately, local residents truly are the stewards of these open spaces in the long run and embody the broader goals of improving community health, safety, and economic opportunity.

Our proposal is driven by the community and for community benefit. The new Willowick Community Park honors the community's stated goals to create a park that reflects the unique natural character and social context of Santa Ana and Garden Grove. The site is organized into seven primary uses, with the Affordable Housing located in the southwest corner adjacent to the existing Santa Anita neighborhood. New entries welcome people into all sides of the park, with connections to the planned OC Streetcar Willowick Station, the Santa Ana River Trail and the school across the Santa Ana River.

Broadly, our design approach prioritizes park access, housing justice, environmental justice, public health, physical health, and mental health. For specific benefits, see the table on the reverse side of this plan.



# Willowick Community Park

## PROGRAMMING AND BENEFITS

### LAND USES, SIZES, AND BENEFITS

Park Area	Size (Acres)	Programming	Benefits
Affordable Housing	<b>12</b>	270 units (see detail to the right)	<ul style="list-style-type: none"> <li>Housing justice and stability for those most at risk for displacement</li> </ul>
Welcome Center & Plaza and Entries	<b>6</b>	The most developed part of the site becomes a multi-purpose plaza, parking, and community rooms in the former golf club building	<ul style="list-style-type: none"> <li>Closer park access for thousands of people</li> <li>Improve health</li> <li>Strengthen social cohesion</li> </ul>
Habitat Viewing Area	<b>18</b>	Restored riparian habitat providing places for biodiversity and nature observation	<ul style="list-style-type: none"> <li>Build eco-literacy</li> <li>Increase biodiversity and climate resilience</li> <li>Works toward environmental justice</li> </ul>
Community Garden & Kitchen	<b>12</b>	Provides shared growing space for annual vegetables, an orchard, food forest, and outdoor community kitchen	<ul style="list-style-type: none"> <li>Improve access to fresh local food</li> <li>Build community and social cohesion</li> <li>Improve physical and mental health</li> </ul>
The Woods	<b>20</b>	A relatively wild area for immersive nature experiences, rest, community science, and environmental education	<ul style="list-style-type: none"> <li>Support mental health</li> <li>Support physical health</li> <li>Build eco-literacy</li> <li>Works toward environmental justice</li> </ul>
Family Nature Play	<b>12</b>	Gives people of all ages a place to interact with natural materials including water, sand, plants and trees	<ul style="list-style-type: none"> <li>Improves physical health</li> <li>Improves mental health</li> <li>Increases social skills and cooperation in children</li> </ul>
Hiking & Fitness Trails	<b>22</b>	Dedicated routes and area connected to all 8 entries for walking, running, biking, and exercising	<ul style="list-style-type: none"> <li>Improves physical health</li> <li>Improves mental health</li> <li>Increases park equity</li> </ul>
<b>TOTAL</b>	<b>102</b>		

### PROPOSED HOUSING TYPES, AFFORDABILITY, AND SERVICES

Proposed Project	Size (SF)	Unit Count	Unit Size	Affordability Level	Purchase Type
Willowick	121,702	98	STU, 1-bed, 2-bed, 3-bed	0-60% AMI	Ground lease
Jackson Square	226,018	112	1-bed, 2-bed, 3-bed	0-90% AMI	Ground lease
LA ROSA (homeownership)	175,000	60	2-bed, 3-bed	60-120% AMI	Purchase @ construction loan closing
<b>TOTAL</b>	<b>522,720 (12 acres)</b>	<b>270</b>			

Clifford Beers Housing proposes twelve acres to develop approximately 270 affordable housing units. From this acreage, three distinct sites will be created, reflected in the table above.

Supportive services will accompany the housing to support the health, wellbeing, and housing stability of residents—some of whom have experienced homelessness.

Support services likely include:

- Benefits counseling and advocacy
- Mental and Physical Health services
- Substance Abuse Services
- Life Skills Training
- Employment counseling
- Education linkages to local schools, ESL/GED and, vocational programs
- Linkages to medication management and representative payee if required
- Green education regarding the features of the building by the service provider and the property management company
- Legal Assistance
- Linkages to community based services including housing outplacement
- Social and Recreational activities

# Willowick Community Park

## HOUSING CONSTRUCTION BENEFITS

Beyond the physical and mental health health and community building benefits of the new park, the project will bring new jobs both on the site and in the community. Through this affordable housing project, money will flow through the community in a variety of directions:

**Direct benefit:** salaries will go directly to the folks physically building the project, with priority placed on hiring local community members.

**Indirect benefit:** money also makes its way to the suppliers of the materials/products getting installed onsite or the other services required to get the building built (e.g. architects, lawyers).

**Induced benefit:** this is equally powerful (and relevant to current conversations around stimulus checks). When someone gets paid – either a construction worker onsite, an AC manufacturer owner, or a lawyer, all working in some fashion on the project – they don’t hold onto their entire paycheck forever. They go spend it.

Studies have found that for every \$1M of spending for an affordable housing project 2.2 jobs are induced. This means local restaurants, the car mechanic down the street, or the barber or hairdresser will benefit from the added spending as a result of this project.

We tend to think of only the permanent jobs that are created by a housing project – the onsite building manager or services team members. But for a locality thinking in larger terms, it’s important to consider all the other jobs (positively) affected by the project. A construction worker, for example, doesn’t exist to build a single project. But they benefit when there is a project to work on. The added household spending adds tax revenue and pulls residents from under employment to full employment or requires new people to be hired, all of which benefit cities. This general line of thinking is why we support local hiring practices and prevailing wage standards—because they result in larger benefits for the local community.

## JOBS SUPPORTED BY WILLOWICK AFFORDABLE HOUSING\*

Housing Model	Willowick	Jackson Square	TOTAL
Direct	299	310	609
Indirect	86	89	175
Induced	91	95	186
<b>TOTAL</b>	<b>476</b>	<b>494</b>	<b>970</b>

\*Methodology

Total Effect: Total of Direct + Indirect + Induced Effects

Jobs\*\*: Over one year, # of jobs/people employed by company supported by \$. NOT FTE, in proportion to full & part-time employees across LA region.

Labor Income: What portion of one million goes to employment including management (wages, salaries, business profit)

Total Value Added: Things bought upstream such as goods and services i.e. manufacturing company (i.e. concrete, lumber, sand). Upstream. Assemble & combine later. Portion of value at sale of 1\$

Cost of Intermediate Inputs: Difference between Total Value Added and Output

Output\*\*/Sales (Total Value Added + Cost of Intermediate Inputs): Sales for somebody/downstream. Value of household expenditures supported by project.

# Willowick Community Park

## PRECEDENT IMAGES



WILDLIFE VIEWING AREA. UCSB OCEAN MEADOWS GOLF COURSE, TPL.



COMMUNITY GARDEN. PATTON PARK, TPL.



COMMUNITY GARDEN. PATTON PARK, TPL.



THE WOODS. SAN GABRIEL MOUNTAINS. THE TRUST FOR PUBLIC LAND

# Willowick Community Park

## PRECEDENT IMAGES



NATURE PLAY. SAN GABRIEL MOUNTAINS, TPL.



NATURE PLAY. KELLOGG PARK, TPL.



NATURE PLAY. KELLOGG PARK, TPL



NATURE PLAY. ALISO PARK, TPL.



HIKING TRAILS. SAN GABRIEL MOUNTAINS, TPL.



COMMUNITY EXERCISE. RUNYAN CANYON, TPL.

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**Debt and Equity**

**5.**



# The Trust for Public Land

## SOURCES OF DEBT AND EQUITY

The Trust for Public Land has a robust history of funding land acquisition and park development projects through a combination of both public and private dollars. That said, TPL maintains two lines of credit for a total of \$80M. We use these lines of credit for bridge financing for our land conservation work. A debt to equity of less than 1 is the covenant that both our banks require. TPL has never had a problem meeting that covenant. At the end of our recent fiscal year, June 2020, we were at .75. We have included this information to give you a better understanding of our finances as an organization, however, funding for our work typically comes from public sources. Below is a short list of potential funding sources TPL may utilize to acquire the Willowick site.

## FEDERAL FUNDING

### Land & Water Conservation Fund

The Land and Water Conservation Fund (LWCF) conserves land across the United States to improve outdoor recreational opportunities for millions of Americans. Working in partnership, federal, state and local agencies support the program to protect public land including national parks, national wildlife refuges, national forests and trails, and to support state and local parks and playgrounds, and preserve historic and cultural sites.

LWCF was created by and continues to utilize a portion of federal offshore drilling fees rather than taxpayer dollars to support its programs. LWCF includes several programs that The Trust for Public Land has utilized to conserve open space and create parks in California including the Outdoor Recreation Legacy Partnership (OLRP) Program, and the State Assistance Grants or ‘Stateside formula.’

OLRP serves to address the lack recreational opportunities in urban communities by funding projects in specifically in cities such as the creation of new parks and playgrounds and the renovation of existing parks. Grants for projects have ranged in size from \$250,000 to \$750,000, and planning grants can be up to \$75,000. Since 2014, \$28.2 million in federal funds have supported 50 ORLP projects, including TPL’s Zamora Park project in the City of El Monte (\$750,000).

The LWCF State Assistance Grants or “stateside formula,” like ORLP, includes funding for acquisition and/or development work. And while the program is federally funded, it is managed by the California State Parks Department. Earlier this year \$227M was distributed to states across the US with CA receiving \$19.2M. Due to the recent passage of Great American Outdoors Act we expect CA’s apportionment to increase 40-60% in upcoming years. In previous years, TPL has been successful accessing LWCF Stateside funding for the acquisition of Runyon Canyon in the City of Los Angeles (\$1,500,000), Kellogg

# The Trust for Public Land

## SOURCES OF DEBT AND EQUITY

Park in Ventura County (\$1,500,000), Pointed Rocks Ranch (\$480,000), El Cerrito Hill-sides (\$250,000), and the development of the Urban Orchard in the City of South Gate (\$3,000,000).

## STATE FUNDING

### Proposition 68

On June 5, 2018, California voters passed Proposition 68, the \$4 billion “Parks, Environ-ment, and Water Bond Act of 2018,” by 57.6 percent. The Bond includes the Statewide Park Program (SPP), a competitive program to create new parks and new recreation op-portunities in underserved communities across California. The SPP was first signed into law in 2008, and with passage of Prop 68, additional funding has become available for land acquisition and park development. The fourth and final round of SPP has already been released and \$395.3M is available to communities throughout California. TPL has been extremely successful accessing SPP funding, totaling over \$55M in funds to create and acquire sites for park development in California over the last 10 years.

### Urban Greening Grant Program

Over the last 15 years, responding to the need to reduce greenhouse gas emissions, the California legislature has signed several bills to address climate change and improve the environment and natural resources while maintaining a robust economy. As a result of these efforts, including AB31, SB32, and SB859, the California Natural Resources Agen-cy’s Urban Greening Program, funded by the Greenhouse Gas Reduction Fund (GGRF), was created to support the development of green infrastructure projects that reduce GHG emissions and provide multiple benefits. While GGRF has various governing statutes that provide the framework for how the GGRF must be appropriated and expended, AB 1550 increased the percent of funds for projects located in disadvantaged communities from 10 to 25 percent and added a focus on investments in low-income communities and house-holds, just like those in Santa Ana and Garden Grove. The Trust for Public Land has been successful at securing Urban Greening funding for various projects including the Ocean Meadows Golf Course Acquisition.

Additional funding may also be available through programs coming out of the State Coast-al Conservancy, The Environmental Enhancement Mitigation Program (EEMP), and through private funders such as the Orange County Community Foundation, and The California Endowment.

# Clifford Beers Housing

## SOURCES OF DEBT AND EQUITY

### TRADITIONAL PERMANENT AND CONSTRUCTION LOANS

- 9% Tax Credit Equity
- 4% Tax Credit Equity
- New Market Tax Credits
- No Place Like Home and/or Multifamily Housing Program (depending on availability)
- Measure A and/or Proposition 68
- CalHFA Mixed-Income Project funding
- Local Affordable Housing Funds (i.e. HOME, MHSA, etc.)
- Orange County Trust Fund

# Pro Forma: Willowick Housing Model

## SOURCES OF FUNDS

<b>Willowick Sources &amp; Uses</b>	<b>Total Project</b>	<b>per Unit</b>	<b>% of Total</b>
<b>Construction Period Uses</b>	\$ 49,411,477	\$ 504,199	100.00%
<b>Construction Period Sources</b>			
Conventional Loan	\$ 35,038,863	\$ 357,539	70.91%
Local Funds	\$ 2,000,000	\$ 20,408	4.05%
OCHT	\$ 2,000,000	\$ 20,408	4.05%
GP Equity	\$ 100	\$ 1	0.00%
LP Capital	\$ 6,900,000	\$ 70,408	13.96%
Costs Deferred During Construction	\$ 1,097,515	\$ 11,199	2.22%
DDF	\$ 2,375,000	\$ 24,235	4.81%
<b>TOTAL</b>	\$ 49,411,478	\$ 504,199	100.00%

<b>Permanent Period Uses</b>			
Acquisition	\$ 10,500	\$ 107	0.02%
Hard Costs	\$ 37,620,693	\$ 383,885	76.14%
Soft Costs	\$ 8,280,284	\$ 84,493	16.76%
Developer Fee	\$ 3,500,000	\$ 35,714	7.08%
<b>TOTAL</b>	\$ 49,411,478	\$ 504,199	100.00%
<b>Permanent Period Sources</b>			
Conventional Loan	\$ 5,302,463	\$ 54,107	10.73%
NPLH	\$ 16,108,915	\$ 164,377	32.60%
Local Funds	\$ 2,000,000	\$ 20,408	4.05%
OCHT	\$ 2,000,000	\$ 20,408	4.05%
GP Equity	\$ 100	\$ 1	0.00%
LP Capital	\$ 23,000,000	\$ 234,694	46.55%
DDF	\$ 1,000,000	\$ 10,204	2.02%
<b>TOTAL</b>	\$ 49,411,478	\$ 504,199	100.00%

# Pro Forma: Jackson Square Housing Model

## SOURCES OF FUNDS

<b>Jackson Square Sources &amp; Uses</b>	<b>Total Project</b>	<b>per Unit</b>	<b>% of Total</b>
<b>Construction Period Uses</b>	\$ 51,601,579	\$ 460,728	100.00%
<b>Construction Period Sources</b>			
Conventional Loan	\$ 40,669,766	\$ 363,123	78.81%
Local Funds	\$ 2,000,000	\$ 17,857	3.88%
GP Equity	\$ 100	\$ 1	0.00%
LP Capital	\$ 5,206,754	\$ 46,489	10.09%
Costs Deferred During Construction	\$ 1,349,959	\$ 12,053	2.62%
DDF	\$ 2,375,000	\$ 21,205	4.60%
<b>TOTAL</b>	\$ 51,601,579	\$ 460,728	100.00%

<b>Permanent Period Uses</b>			
Acquisition	\$ 10,500	\$ 94	0.02%
Hard Costs	\$ 39,270,693	\$ 350,631	76.10%
Soft Costs	\$ 8,820,386	\$ 78,753	17.09%
Developer Fee	\$ 3,500,000	\$ 31,250	6.78%
<b>TOTAL</b>	\$ 51,601,579	\$ 460,728	100.00%
<b>Permanent Period Sources</b>			
Conventional Loan	\$ 12,347,040	\$ 110,241	23.93%
NPLH	\$ 13,898,591	\$ 124,095	26.93%
MIP	\$ 5,000,000	\$ 44,643	9.69%
Local Funds	\$ 2,000,000	\$ 17,857	3.88%
GP Equity	\$ 100	\$ 1	0.00%
LP Capital	\$ 17,355,848	\$ 154,963	33.63%
DDF	\$ 1,000,000	\$ 8,929	1.94%
<b>TOTAL</b>	\$ 51,601,579	\$ 460,728	100.00%

# Pro Forma: La Rosa Home Ownership Model

## SOURCES OF FUNDS

La Rosa Project Sources & Uses	Total Project	per Unit	% of Total
<b>Construction Period Uses of Funds:</b>			
Total Project Costs	\$33,341,487	\$555,691	115%
less Costs paid from Sales Proceeds	(\$4,251,482)	(\$70,858)	-15%
<b>Net Construction Period Project Costs</b>	<b>\$29,090,005</b>	<b>\$484,833</b>	<b>100%</b>
<b>Construction Period Sources of Funds:</b>			
HHP Equity	\$50,000	\$833	0%
City of Santa Ana Homeownership Funds	\$7,500,000	\$125,000	26%
NMTC Net Equity	\$3,198,000	\$53,300	11%
Construction Loan	\$18,342,005	\$305,700	63%
<b>Total Construction Period Funding Sources</b>	<b>\$29,090,005</b>	<b>\$484,833</b>	<b>100%</b>
<b>Inventory Period Sources of Funds:</b>			
Unit Sales Proceeds	\$22,249,400	\$370,823	104%
less Seller Concession	(\$60,000)	(\$1,000)	0%
less Buyer's Title & Recording	(\$90,000)	(\$1,500)	0%
less Inventory Period Taxes	(\$42,329)	(\$705)	0%
less Inventory Period Interest	(\$150,263)	(\$2,504)	-1%
less Sales Commission	(\$556,235)	(\$9,271)	-3%
less Leveraged Loan Interest--Post Completion	(\$161,548)	(\$2,692)	-1%
less Inventory Period HOA Dues & Utility Costs	(\$41,108)	(\$685)	0%
less Post Completion Allowance for Repairs	(\$150,000)	(\$2,500)	-1%
plus Holdback Account	\$394,088	\$6,568	2%
plus CalHome	\$0	\$0	0%
plus Other Funds	\$0	\$0	0%
<b>Subtotal</b>	<b>\$21,392,005</b>	<b>\$356,533</b>	<b>100%</b>
Repay Construction Loan	(\$18,342,005)	(\$305,700)	-86%
Repay HHP Equity	(\$50,000)	(\$833)	0%
<b>Subtotal</b>	<b>\$3,000,000</b>	<b>\$50,000</b>	<b>-86%</b>
less Developer Fee	(\$3,000,000)	(\$50,000)	-14%
<b>Surplus (Deficit)</b>	<b>\$0.00</b>	<b>\$0</b>	<b>-100%</b>