



California Commercial
Investment Companies



Our Company

- CCI is a full-service acquisition, asset management, property management and development firm
- Conservative approach allows stable operations through economic cycles (96% occupied through covid, boomed through recessions)
- We pride ourselves on value-add transactions that provide a stable return to our investors and quality housing to our residents



Our Focus

- Focused on conscious capitalism, CCI brings integrity, innovation and community mindfulness to its operations
- Emphasis on long term preservation and seniors
- Ensuring return on investment is steady and immediate by a hands-on approach to property management that includes a focus on vacancy, optimal operations and portfolio savings while also considering on individual building needs



Our Service

- Commitment to programs that help our residents age in place, maintaining 30+ grants to do so
- Innovative virtual solutions for rural locations
- Case Study: Independence Village (covid)
 - Owners sponsored an “at home pizza party” for residents – delivering individual pies to everyone
 - Local high school students played a “QuaranTUNE” outdoors for residents to view and listen from their balconies
 - Mask, TP, survival kit distribution



Founders: Gary Collett & Lou Mellman

- Co Founders of CCI
- Combined 70+ years in Real Estate acquisition, development and management
- Deep understanding of multi-family housing
- Emphasis in HUD/LIHTC acquisition, development, and management
- Market Rate and Mixed-Use experience in CA markets
- Focus on vertically integrated property management in order to maintain 100% performing portfolio



Partner: Tom Lungin

- 15+ years of real estate acquisitions experience
- \$200,000,000 sourced transactions
- Expert underwriter
- Nearly 100% positive portfolio performance
- Focus on affordable preservation for the elderly communities in which we operate



Executive Team: Kim Siegert & Danielle Hastie

- **Chief Financial and Operations Officer**
 - Almost 20 years as CCI's fiscal leader
 - Oversees all monetary decisions of the company including tax, operations and banking relationships
 - Manages all financial reporting and compliance with our local, state and federal partners
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- **Chief Executive Officer**
 - 15+ years of transactional experience including acquisition, loans, bond/tax credit and development projects
 - Oversees strategic direction of acquisitions opportunities
 - Responsible for investor relations and ensuring positive building performance of CCI's portfolio



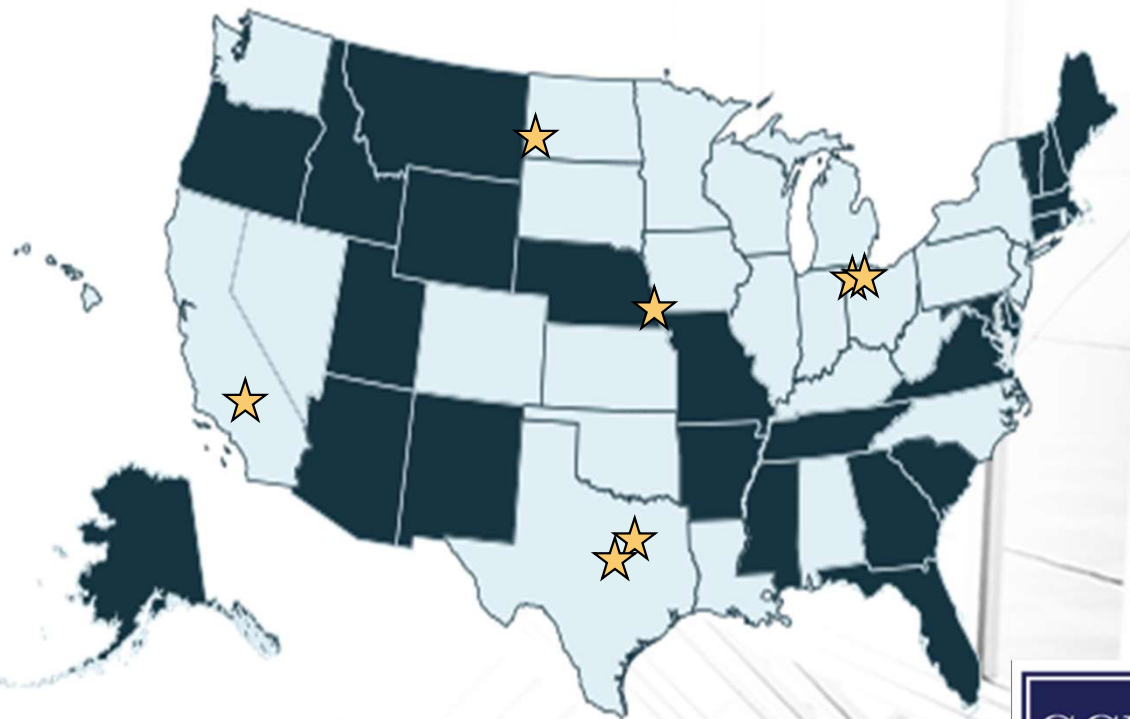
Executive Team: Scott Heaton & Mark Weinstock

- **Executive Vice President, Property Management**
 - 30+ years of real estate industry experience, almost 20 at CCI
 - Oversees compliance, maintenance, regional and site staff at all of CCI's managed properties
 - Focus on policies and procedures to ensure positive performance on CCI's regulatory requirements
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- **Executive Vice President, General Counsel**
 - 30+ years of real estate legal expertise
 - Advises on legal, operational and business strategies to all facets of CCI's business
 - Management of outside counsel for tax, HR, compliance and transactional matters



California Commercial Investment Group - Experience

- Emphasis in the multi-family arena
- Understanding of complex local, state and federal requirements
- 7,300+ units under ownership/management
 - Including units containing commercial, retail, and office space
- 1,200+ tax credit units developed in the last decade
- Current/Recent Developments
 - College Park (72 units), Oxnard, CA
 - Graves and Santiago (25 industrial units), Oxnard, CA
 - JJ Henderson (170 units), S8 RAD conversion
 - Terraces at Morehead (25 market rate townhomes), Durham, NC



Development Properties



1710 on the Blvd Thousand Oaks, CA

36 units, mixed use, live-work spaces,
including 2 retail spaces, to revitalize the
Thousand Oaks downtown corridor





Village at Channel Islands Oxnard, CA

3 story, 72 multi-family units targeting
young families and individuals



Craftsman Village, Ojai, CA

8 units: residential, live-work and
commercial in the heart of downtown Ojai





Durham, NC
170 Units, Seniors
RAD Component 1 Conversion
LIHTC redevelopment
JV with Housing Authority, Construction Completion, Grand Opening





DURING



AFTER



Case Studies



Trent East & Trent West

- CCI Purchased in 2014, bond close in 2015
 - 476 combined units; 36 assisted living
 - Combed LIHTC equity, 4% bond program, NJ State Economic Recovery and Growth (ERG) tax credits, Federal Home Loan Bank Affordable Housing Program Grants
- Complications
 - Built in 1965 and 1975
 - Deferred maintenance
 - Crippling vacancy
 - Affordability covenants expiring
 - Unique building systems in dire need of repair



Trent East & Trent West

Accomplishments:

- Repositioned floundering project for success in Trenton
- Effectuated \$15 million rehab to common area and units
- Reached 100% occupancy for potentially first time in projects' history
- Administering SCs and CHSP coordinator
- Fostered better relationships with the City of Trenton, NJHMFA, NJEDA, FHLBNY, and NJDCA
- Preserved elderly affordable housing for years to come
- Increased rental subsidies through RAD (West) and SPRAC (East) programs
- PILOT Agreements for RE Taxes
- NJ P4P Existing Buildings Program
- HUD Financed Decoupling of 236 loan (West)



Trent East & Trent West

Room - Before



Kitchen - Before



Kitchen - After



Room - After



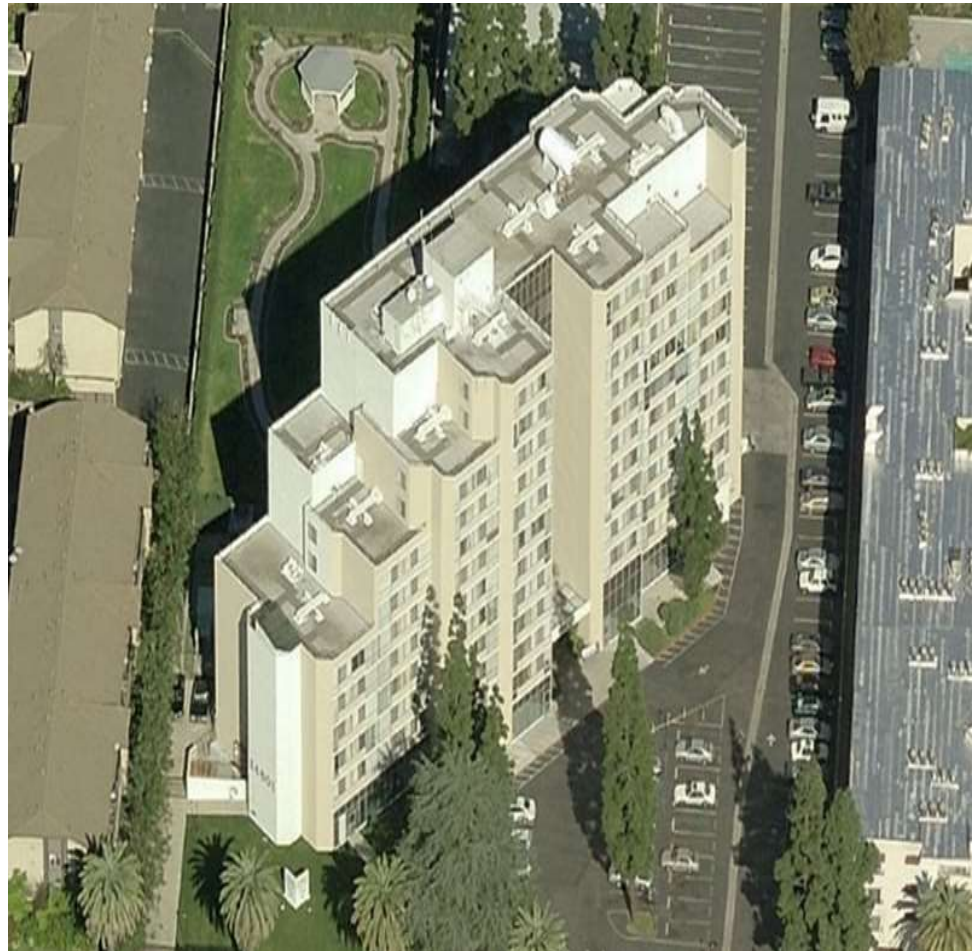
Fickett Towers

Van Nuys, CA

199 unit, 12-story elderly, including 1 retail space

Challenges:

- Damaged in Northridge Earthquake
- Below market rents; Rent increase
- Necessary HUD approvals & waivers
- Renovation commitment
- Local non profit Seller
- Marrying CDLAC, TCAC and HUD regulatory requirements



Fickett Towers

Accomplishments:

- Successful 4% Bond/LIHTC application
- Tenant-In-Place rehab
- Renovated all 199 unit interiors
- Replaced building systems
- Weatherization Grant and Rebates
- 10% reduction in energy use
- Received 2 Service Coordinator Grant for the project
- Seismic retrofit to HUD standards



The Terraces at Morehead Hill

Durham, NC

- This project is currently under development by the CCI with a Joint Venture partner
- Maximized value after a long-term hold by utilizing a lot split to create more housing opportunities
- 25 Town Homes adjacent to existing affordable housing owned and operated by CCI
- Enhancing the pedestrian connection between Downtown and the neighborhood south of the freeway
- Received site plan approval and preparing to begin vertical construction by the end of 2019



The Terraces at Morehead Hill



CCI Property Sampling



CCI Properties



Independence Village- Fruita, CO
75 Units



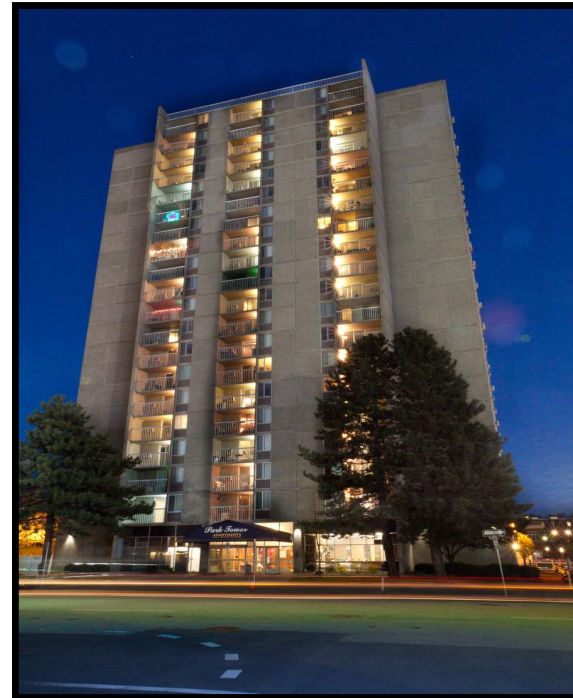
Baughman Towers - Philippi, WV
104 Units



CCI Properties



Tower of David – *Sioux Falls, SD*
80 Units, Including 1, 2,000 Sq. Ft. Office Space



Park Tower – *Spokane, WA*
184 Units



CCI Properties



Village Green – Redlands, CA
106 Units



Ceres Christian Terrace– Ceres, CA
67 Units, Including 1 Retail Space





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4530 E. Thousand Oaks Blvd., Suite 100
Westlake Village, CA 91362
(t) 805.495.8400
www.ccinvest.com

