

CCI Company Overview



1710 ON THE BLVD - Thousand Oaks, CA

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The Villas at Channel Islands - Oxnard, CA

Company Overview

About CCI

Industry Leader

As an expert in value-add real estate and affordable senior housing, able to navigate complicated regulatory environments.



Preservation

Working with local, state and federal stake holders, preserved over 1,500 units of affordable housing across the country.



Restoring Together

Expertise in public/private partnerships to extend the reach of subsidy and help public agencies reach their redevelopment goals.



Experienced

An experienced management team with a solid business plan and a proven track record of success. A full-service firm specializing in acquisition, asset management, property management, and development.



Resident Centric

Pioneering resident access in underserved areas, our Virtual Information Concierge connects seniors in need to services in order to support aging in place.



Environmentally Conscious

Proud recipient of the Annual Sacramento Area Sustainable Business Award, honoring businesses leading the way in environmental stewardship (Summer, 2023).



CCI AT A GLANCE

Development

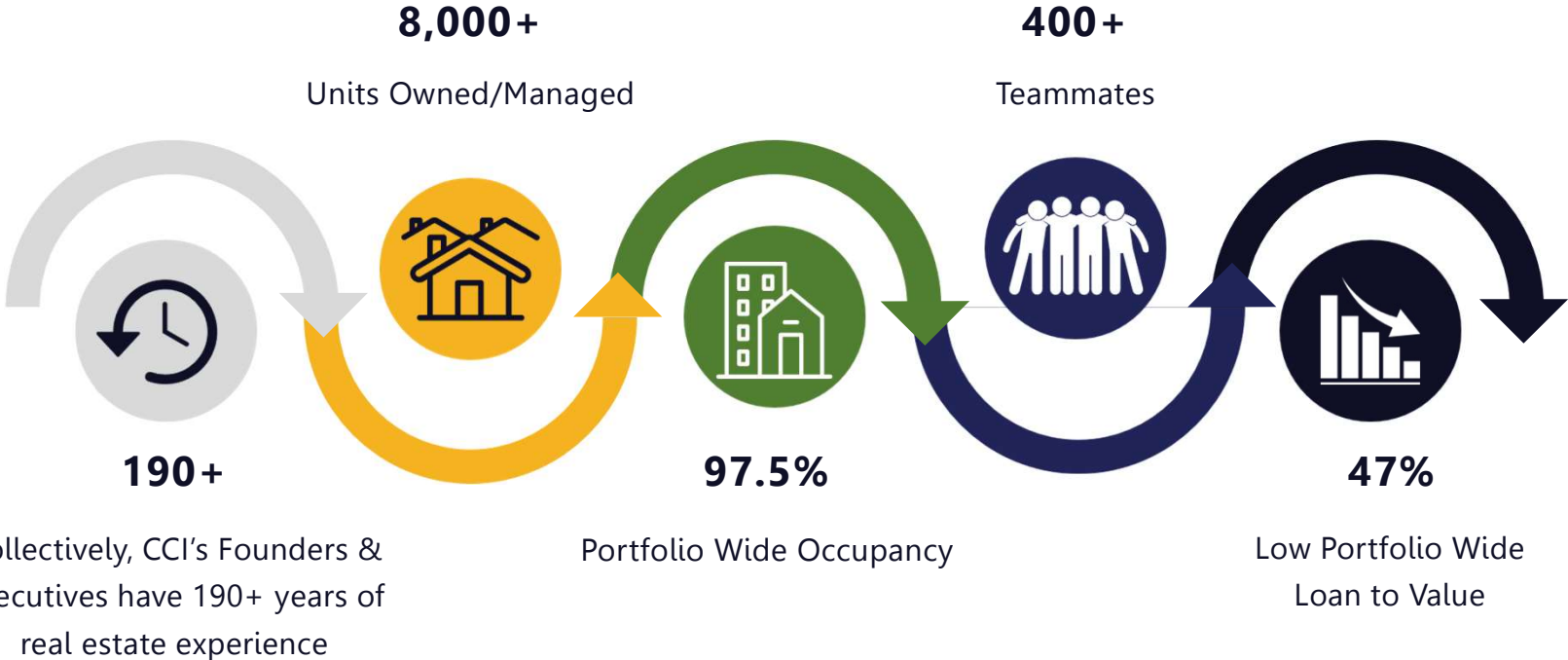
Expertise in acquisitions, refinances, tax credit renovation, ground up development and entitlement.

Investment

As an owner/operator, uniquely positioned to balance investor expectations and property needs.

Management

Committed to insuring positive resident experiences and optimal property performance.



CCI's Operating Philosophy

- **We do well so that we can do good:** Committed to conscious capitalism, CCI exists to leverage our collective talents and expertise to create thriving communities, investments, teams and partnerships.
- **Long term and forward thinking:** CCI prioritizes long-term asset preservation and the well-being of our investors, employees and tenants.
- **Integrity is everything:** We hold ourselves to the highest standards; our deep and longstanding partnerships demonstrate our commitment to transparency and honesty.
- **The fundamentals are important:** A robust balance sheet with minimal leverage allows CCI to generate value through development, repositioning, and strategic investments.



CCI Leadership



Garry Collett
Founder



Lou Mellman
Founder



Tom Lungin
Partner



Danielle Hastie
Chief Executive Officer



Kim Siegert
Chief Financial &
Operations Officer



Chris Brown
Executive Vice President of
Property Management



James Crowder
Executive Vice President of Acquisitions
& Asset Management



Mark Weinstock
Executive Vice President &
General Counsel

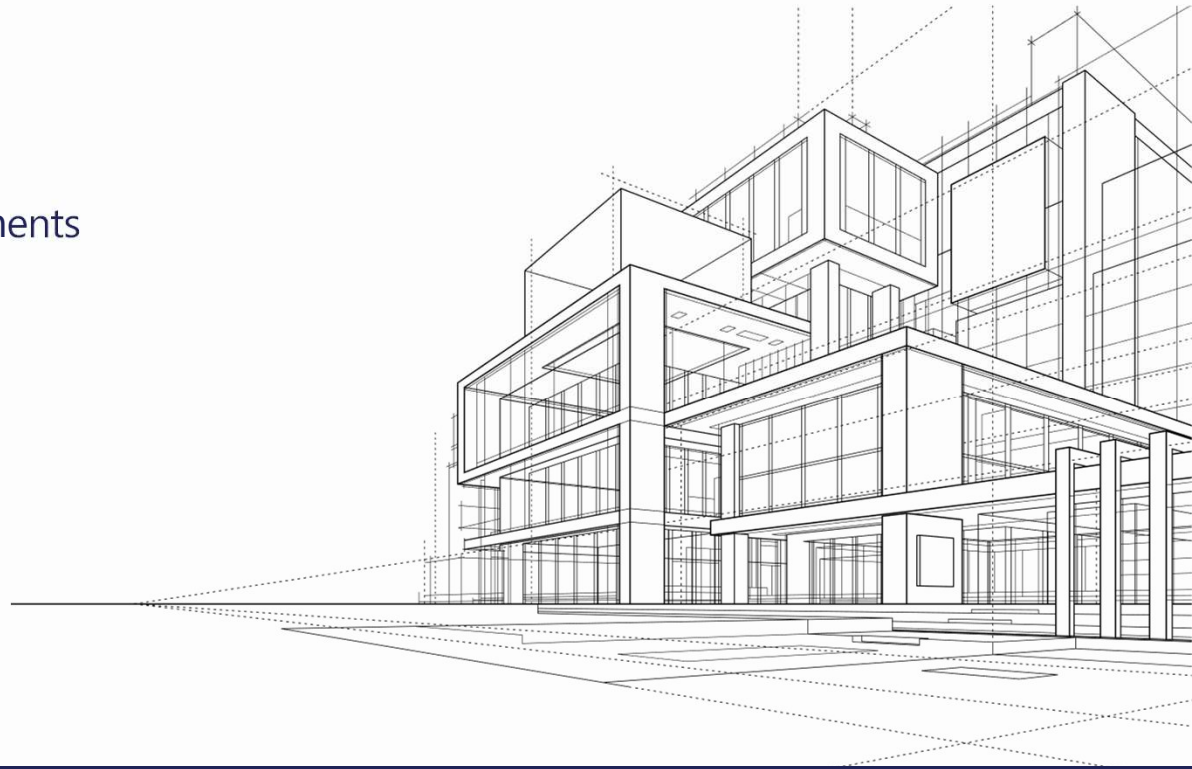


What We Do

Development

With extensive experience working with city, state, and federal agencies, CCI Development leverages its operational experience to develop properties that make sense in the long term with respect for basic real estate fundamentals.

- ▶ Land Entitlement
- ▶ Ground Up Construction
- ▶ LIHTC 4% and 9% Developments
- ▶ Retail
- ▶ Mini-storage
- ▶ Acquisition/Rehab
- ▶ Value Added Development



Acquisitions

Affordable Acquisitions

Focused on preservation and with limited geographic restrictions, CCI is actively seeking to acquire project-based Section 8 multi-family properties as well as LIHTC portfolios.

- HAP Assignments and TPAs
- Broad HUD program expertise
- Housing Authority, Agency, State and local partnerships
- 223(f), a(7), 221(d)4, FNMA, FMAC, Bond, State Agency, Risk Share and conventional loan structures
- Use and regulatory agreement expertise
- Preservation focused

Market Rate Acquisitions

Patient capital and operator experience shapes our acquisition criteria, with an emphasis on strong market potential and value add opportunities.

- Multi-family expertise
- Operating proficiency allows for real underwriting
- Deep lending partnerships
- Responsive and driving provide for excellent seller experiences
- Variety of asset classes to create portfolio diversity
- Opportunistic purchaser of various conventional asset classes.



Investment

As an Owner and Operator, CCI Investment expertly balances investor expectations with long-term asset preservation. Our team of experienced Asset Managers excel at maximizing revenue, driving operational efficiencies and delivering competitive risk-adjusted returns to our investors across a wide range of asset classes with diverse and innovative business plans.

Investor Focus

- Over 90 institutional and individual investors
- Over \$1B in assets under management
- Over \$150M of investor capital
- Thoughtful reporting and analysis, including forward looking financial forecasts

Asset Management

- HAP Renewals, BBRI Submissions
- Budget & Business Plan Creation
- Insurance Procurement
- Risk Management
- Property Tax Analysis and Appeals
- Financial Audits and Analysis
- Entity Maintenance
- Weatherization Grants and Energy Studies
- Capital Projects Oversight and Management

Strategic Practices

- High Debt Coverage Ratios
- Relationship lending and prioritization of fully amortizing, fixed rate debt
- Near and long-term strategic planning
- Immediate and long-term Capital Needs and Replacement Reserve Analysis



Management



CCI Management provides a full suite of property management services for residential, commercial and industrial properties, with a particular focus on managing quality affordable housing for seniors. With 300+ teammates across 30+ states nationwide, CCI Management is a partner you can count on for all your Property Management, Compliance, Maintenance and Resident Service needs.

Property Management

- Ensure optimal performance and tenant satisfaction
- Manage all property types: affordable, conventional, commercial, and industrial and ensure compliance with federal regulations for HUD Section 8 properties
- Provide accurate financial reporting, budgeting, and forecasting
- Customize services to meet unique property needs

Maintenance

- Ensure property upkeep, safety, and tenant satisfaction
- Offer preventative, planned, and reactive maintenance
- Manage capital improvement projects
- Conduct regular inspections to prevent issues
- Extend equipment lifespan and reduce costs
- Provide 24/7 emergency support for urgent issues

Compliance

- Ensure compliance with affordable housing programs & regulations
- Operate nationwide, adhering to state-specific laws
- Conduct file audits and pre-MOR reviews
- Resolve compliance issues with HUD, state, and local agencies
- Provide training for property management staff
- Offer services: audits, policy development, training, and MOR prep to the owned/managed portfolio and 3rd party clients

Resident Services

- Enhance residents' quality of life with personalized support
- Manage 30+ HUD service coordinator grants
- Offer VIRC service for resource access
- Organize social and community activities
- Provide landlord support: grant writing, consulting, management, and quality assurance

Compliance

Our market-leading in-house Compliance Team is focused on compliance with Landlord/Tenant Laws, Affordable Housing Programs, and state & local reporting requirements for our owned & managed portfolio. Many of these services are also available to 3rd party clients.



Maintenance

91 REAC Score
National Average

The National Maintenance
Team has a collective
experience of over 170 years
in maintenance.

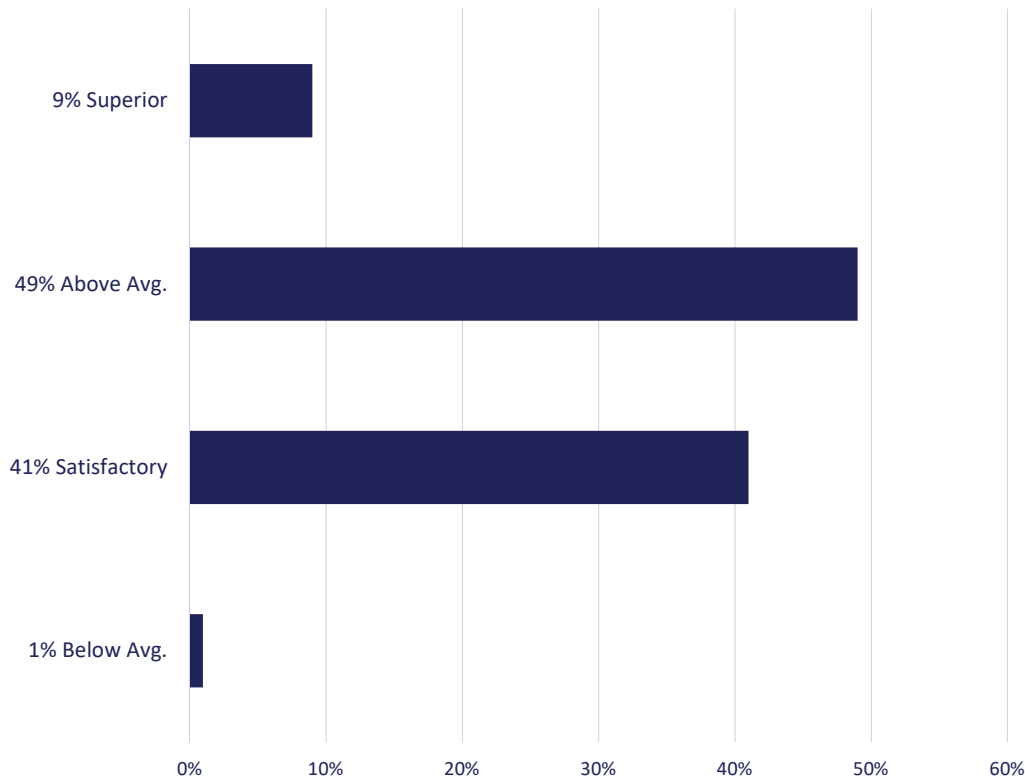
- 608 EPA Certification
- Commercial Pesticide Applicator
- EPA Universal
- Multifamily NW Member
- OSHA Construction
- OSHA General Industry

Our Maintenance Services division ensures top-notch property upkeep, safety, and tenant satisfaction. We offer comprehensive preventative, planned, and reactive maintenance, as well as capital project management.

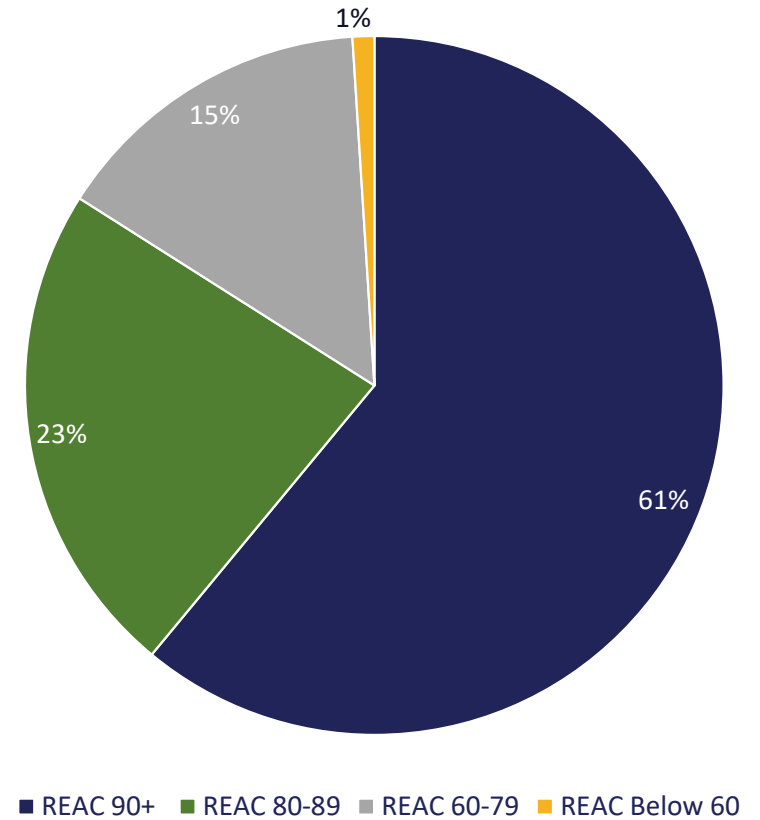
- ✓ **Proactive Maintenance:** We identify and address potential issues early through regular inspections and routine upkeep, extending equipment lifespan and reducing long-term costs.
- ✓ **Capital Improvement Projects:** We develop and manage capital projects in line with property business plans, handling budgeting, scheduling, procurement, and oversight for timely, cost-effective completion.
- ✓ **Reactive Maintenance:** Our skilled technicians quickly address unexpected issues and repairs, minimizing disruption for residents.
- ✓ **Emergency Support:** Our 24/7 emergency call center provides immediate assistance for urgent maintenance issues, ensuring residents' safety and comfort at all times.

Portfolio MOR & REAC Performance

MOR



REAC



Resident Services

Service Coordination Program

Manage all service coordination, including supervision, quality assurance, training, monitoring, reporting, grant renewals, monthly vouchering, and compliance.

Virtual Info & Referral Concierge

Oversee all service-related activities, including supervision, quality assurance, training, monitoring, reporting, and program development.

Community Relations

Regularly pursue community partnerships to expand resources and support for our residents, advance the visibility of the property and CCI, and foster collaborative solutions in resource-limited communities.

Funding for Services

Regularly evaluate potential funding streams, particularly grants, to support resident services and property improvements like security and health/wellness.



Employees are very helpful and considerate. They check on residents that are sick. They keep all areas clean and neat. Anything that needs to be fixed, maintenance is there to take care of it and it's a nice place to live.

-Baughman Towers Resident
Philippi, WV

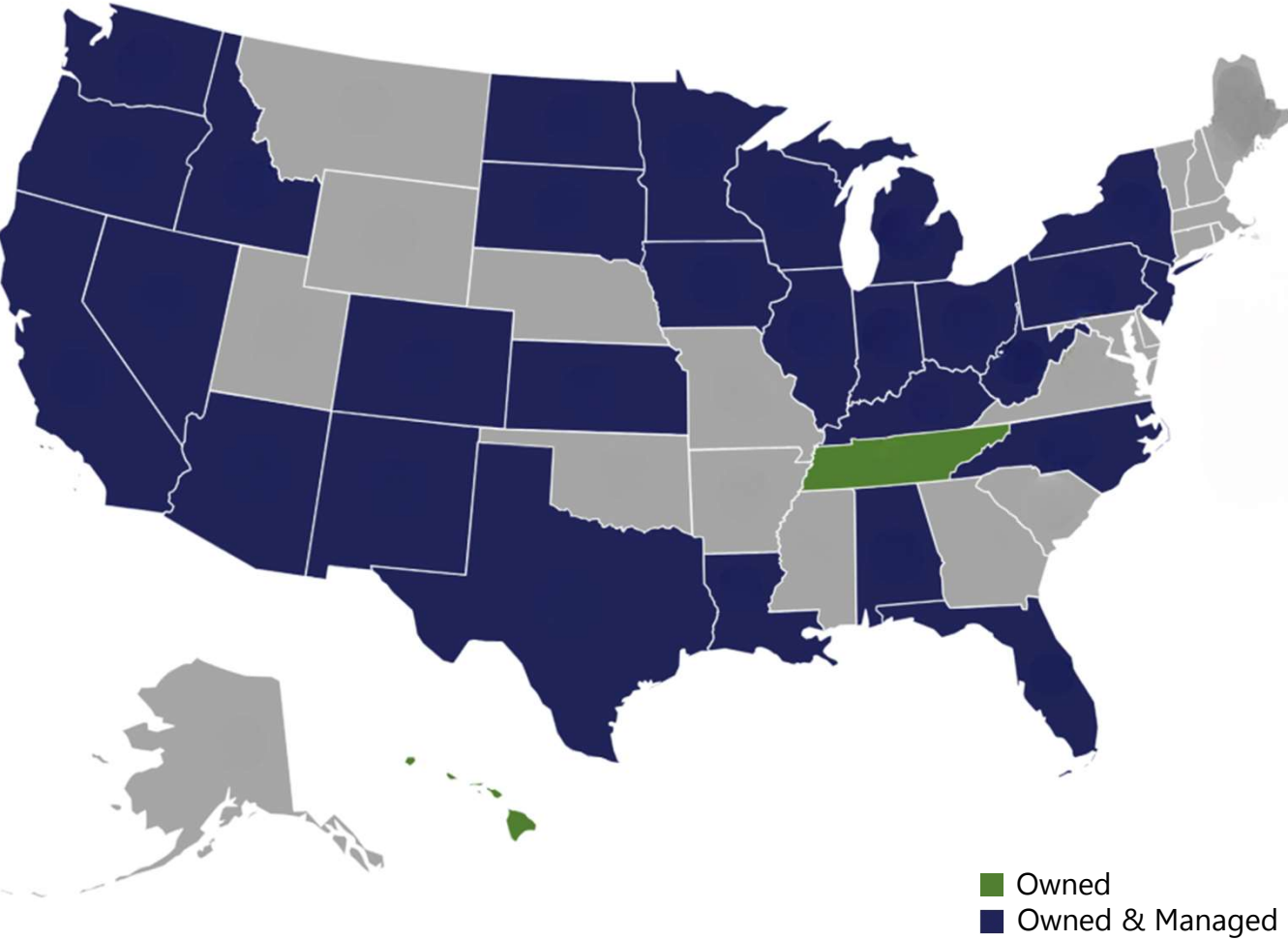




Sacramento Manor - Sacramento, CA

CCI's Portfolio

Portfolio Statistics



100+
Communities

97.5%
Average Occupancy

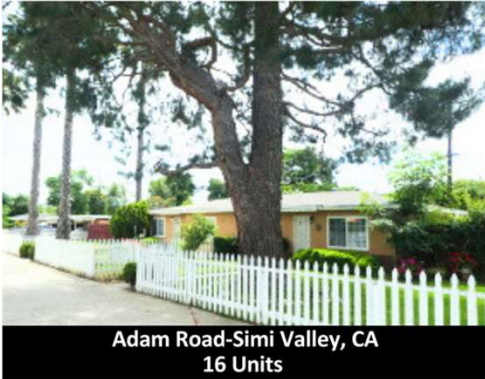
7,000+
Affordable
Apartments

300+
Market Rate
Apartments

1,300+
Redevelopment
Units

150+
New Construction
Units

Market Rate





Affordable



Santiago Industrial Suites – Oxnard, CA

Development Properties

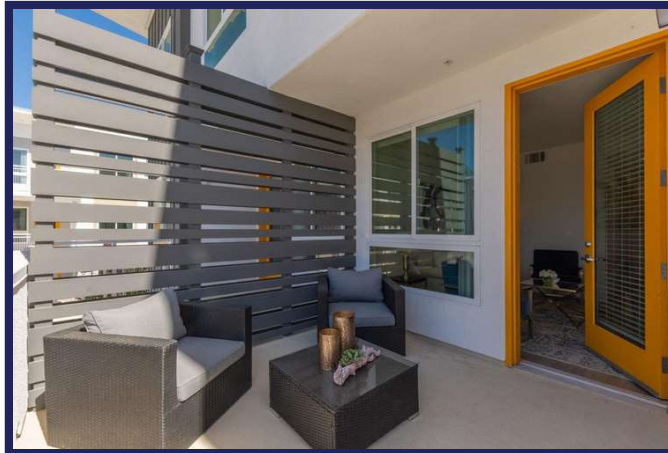
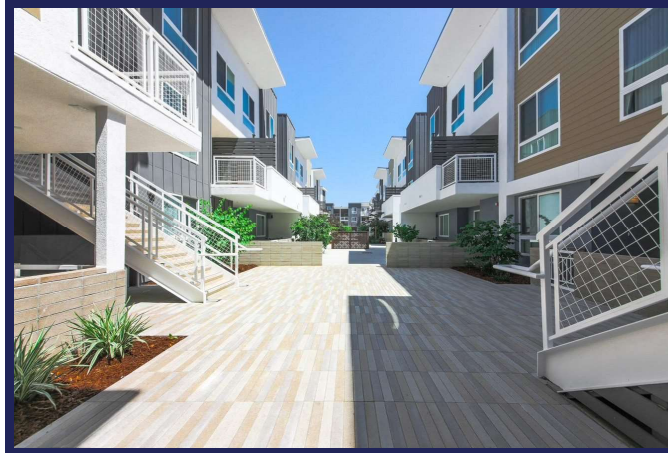
Terraces at Morehead

Ground Up Construction
Market Rate for Sale Condos
Durham, NC
25 Units



The Villas at Channel Islands

Ground Up Construction- Market Rate
Oxnard, CA
72 Units



1710 on the BLVD.

Ground Up Construction - Market Rate
Thousand Oaks, CA
36 Units



Northport

Ground Up Construction- Affordable

N. Sioux City, SD
21 Units



Village Green

Rehab - Market Rate (Senior)

Redlands, CA
106 Units





1710 on the Blvd.- Thousand Oaks, CA

Case Studies

Before



After



Before



After



Before



After



JJ Henderson

Rehab- Senior Community 178 Units Durham, NC

- Collaboration: Worked with the U.S. Department of Housing and Urban Development (HUD), the Durham Housing Authority, North Carolina Housing Finance Agency, City of Durham, and private parties.
- Funding: Utilized HUD's RAD conversion program, 4% bonds, private LIHTC equity, and City of Durham funds.
- Building Upgrades: Included interior renovations, energy efficiencies, HVAC improvements, a new roof, and other critical system enhancements.

Trent Center East & West

Located in Trenton, New Jersey, Trent East (228 units) and Trent West (246 units) are high-rise apartments for elderly residents. A CCI affiliate bought both buildings in December 2014 to renovate them with \$17 million for construction, upgrades, and safety improvements. Both buildings offer amenities like service coordinators, meals, housekeeping, and transportation.



Trent East:

CCI prepaid the existing HUD 202 debt and obtained 16 more Section 8 units, benefiting 90% of the building. In August 2015, CCI completed a \$13.5 million bond transaction, obtaining:

- \$5.7 million in LIHTC equity
- \$3.4 million in state credit equity
- \$1.5 million in AHP funds
- \$7.5 million for permanent financing

Trent West:

CCI secured rental subsidies for over 150 units through HUD's RAD program, benefiting all residents. In December 2015, CCI completed the bond transaction, obtaining:

- \$7.4 million in LIHTC equity
- \$4.277 million in state tax credits
- \$2 million in AHP funds
- \$3 million permanent through a HUD loan

1710 on the BLVD

1710 on the BLVD is a 5.13-acre mixed-use development in Thousand Oaks' downtown corridor. It was the first such project approved in the city following the Thousand Oaks Boulevard Specific Plan from 2011. The site, previously home to Lupe's Mexican Restaurant for nearly 70 years, closed in August 2017. The project preserves a 400-year-old oak tree and features central pedestrian walkways, five live-work units, and two restaurant spaces aiming to create a vibrant work-play-live environment.

Two Restaurants:

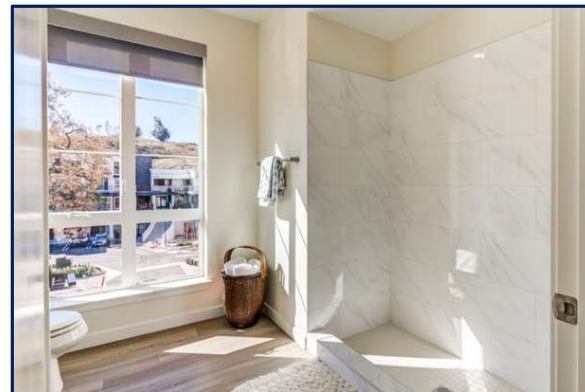
We have two onsite restaurants, including Denino's Pizza and Café Ficelle, that make this community the ideal blend of work, play, and live.

These establishments contribute to the lively, welcoming atmosphere that defines the area.



Community Amenities:

- Keyless Entry
- Gated Parking
- Wood Plank Flooring
- Caesarstone Counters
- Community Room
- Firepit
- Gym
- Dog Run & Pet Wash
- Spool- mini pool/spa
- Stainless Steel Appliances
- Balconies
- Washer/Dryer Unit Ensuite



The Livelle

CCI has imagined the next phase of senior living with the creation of a luxury life plan community: The Livelle. Located in Woodland Hills, California, immediately adjacent to Calabasas and along Mullholland Drive, this community will boast best in class amenities for its future residents, reflecting its mission to promote vibrant living and wellness. Groundbreaking is expected in 2026 and units will become available in 2028.



Development Considerations:

The project team has meticulously planned every detail to ensure smooth execution. Key considerations include:

- Substantial conformance to existing entitlements and updated building requirements
- Preserving riparian areas and protected trees
- Collaborating with a myriad of public and private agencies from the Bureau of Engineers to LADWP
- Maximizing space efficiency for optimal use of FAR
- Design alignment with the neighboring Motion Picture Television Fund (MPTF) campus while creating a unique identity for The Livelle

Location & Amenities:

Located next to the MPTF campus in Woodland Hills, The Livelle offers walkability and convenience. With approximately 250 units on 19 acres, it sets a new standard for luxury senior living. Residents can choose from spacious apartments, penthouses, and villas with one to three bedrooms and convenient parking options.

Amenities include:

- Resort-style pool and spa
- Gourmet restaurant
- Outdoor games, theater, wine bar, rooftop lounge
- Fitness and learning centers
- Walking trails



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