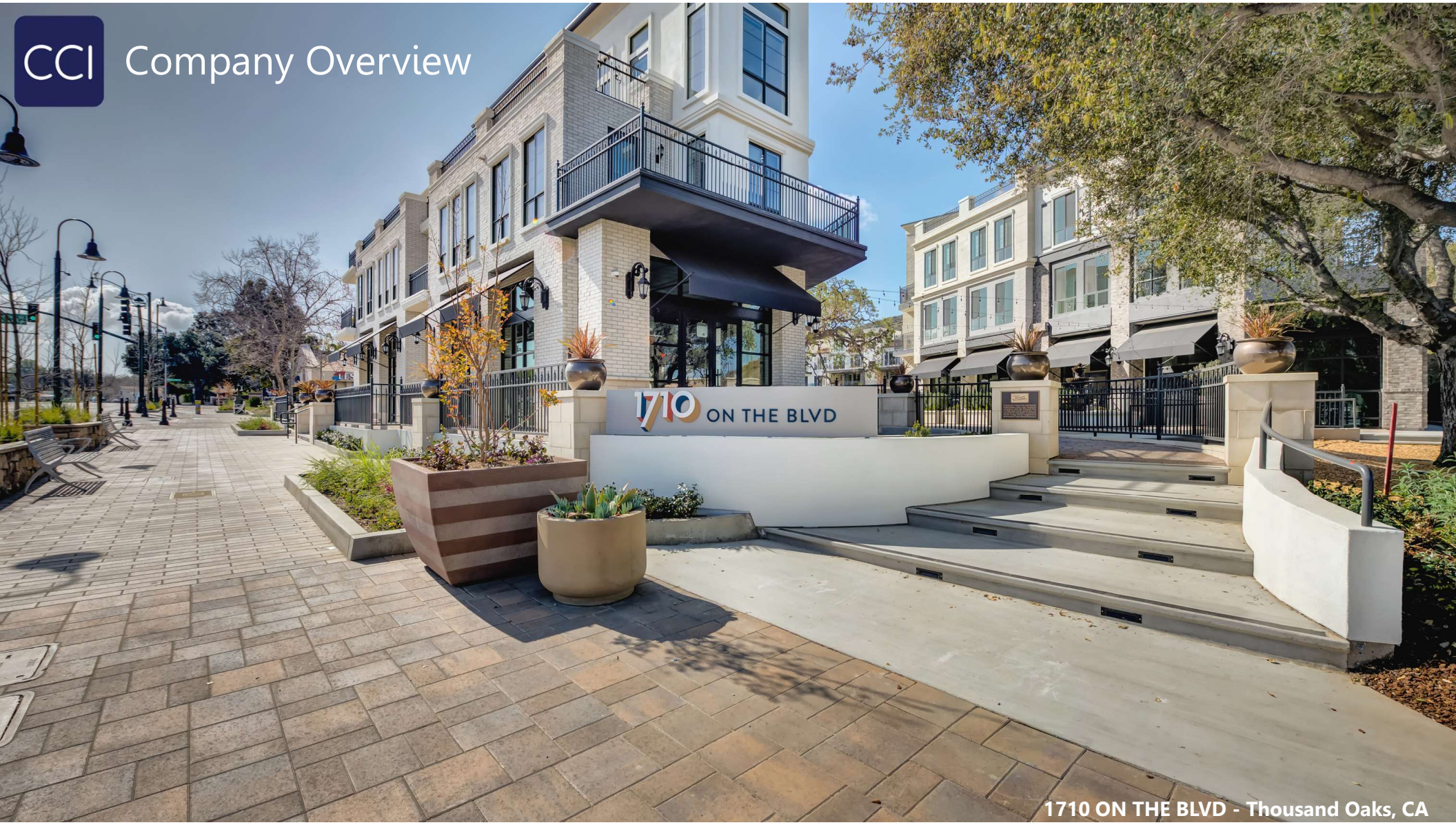
Company Overview



1710 ON THE BLVD - Thousand Oaks, CA

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City Center - Sioux Falls, SD


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.



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, and development.



Preservation

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



Investor Focused

Trusted by over 90 institutional and individual investors, with more than $1B in assets and over $150M of investor capital.



Restoring Together

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



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.

Acquisitions

Preservation-focused buyer of affordable and market rate communities, backed by patient capital.



190+

Collectively, CCI's Founders & Executives have 190+ years of real estate experience

100+

Communities

97.5%

Portfolio Wide Occupancy

90+

Investors

47%

Low Portfolio Wide Loan to Value

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



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

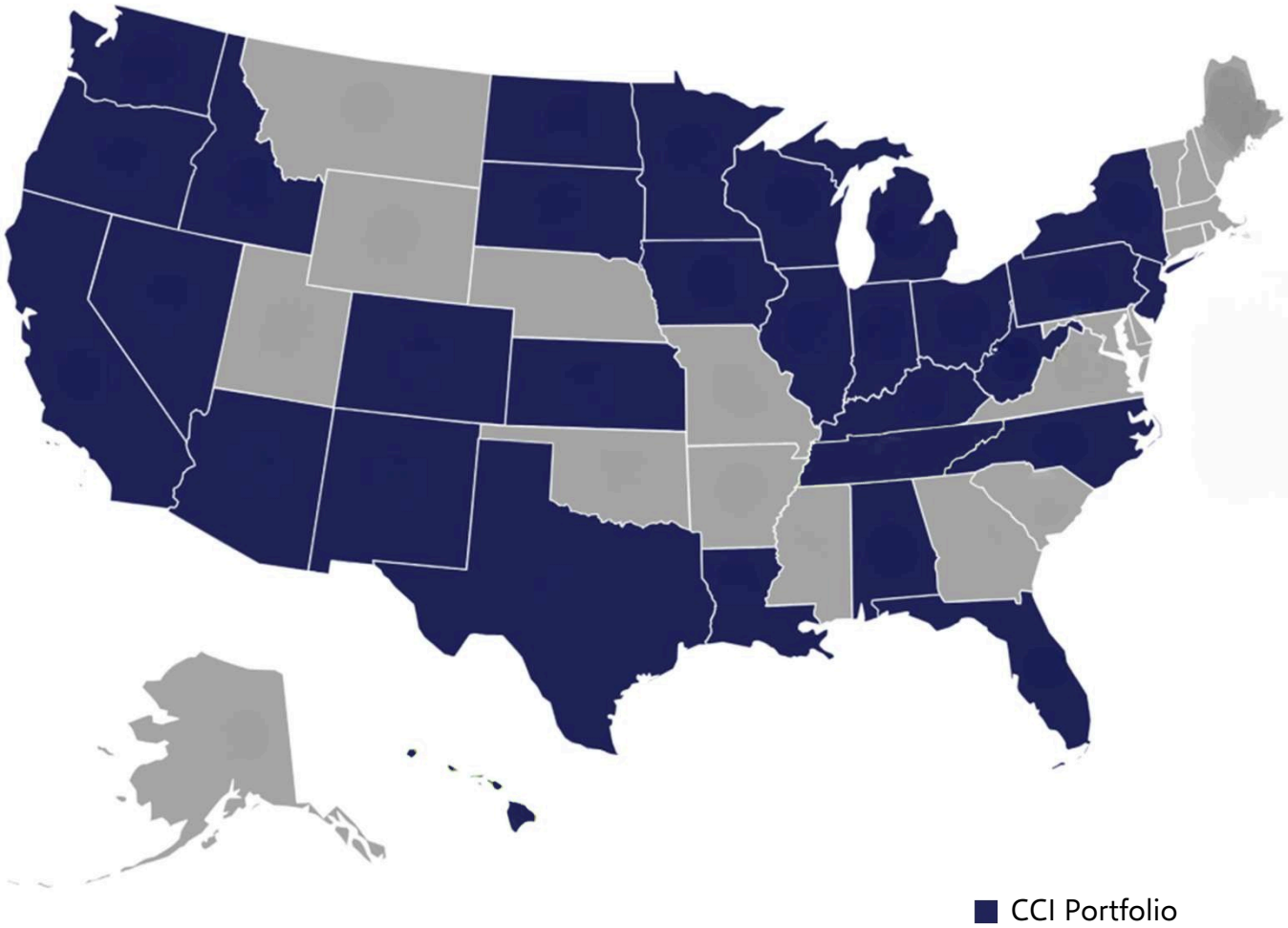




Sacramento Manor - Sacramento, CA

CCI's Portfolio

Portfolio Statistics

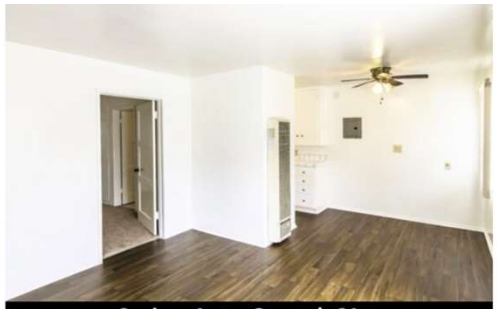


100+ Communities	97.5% Average Occupancy
7,000+ Affordable Apartments	300+ Market Rate Apartments
1,300+ Redevelopment Units	150+ New Construction Units

Market Rate

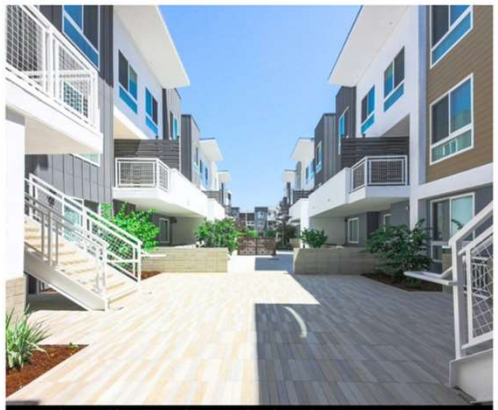


1710 on the Blvd.-Thousand Oaks, CA
36 Units


Saviers Apts.-Oxnard, CA
8 Units


MW Patricia Apts.-Simi Valley, CA
22 Units


Village Green-Redlands, CA
106 Units


The Villas at Channel Islands-Oxnard, CA
72 Units


Sacramento Manor-Sacramento, CA
260 Units


Adam Road-Simi Valley, CA
16 Units


Fairbanks-Simi Valley, Ca
20 Units


Patricia Apts.-Simi Valley, CA
24 Units

Affordable



JJ Henderson-Durham, NC
178 Units



West Falls Estates-International Falls, MN
80 Units



Creekside-Sioux Falls, SD
58 Units



Whiting Hall-Galesburg, IL
60 Units



City Center-Sioux Falls, SD
44 Units



Village Gardens-Hastings NE
40 Units



Trent Center West-Trenton, NJ
246 Units



The Terraces-Kettering, OH
102 Units



Baughman Towers-Philippi, WV
104 Units



Santiago Industrial Suites – Oxnard, CA

Development Properties

Terraces at Morehead

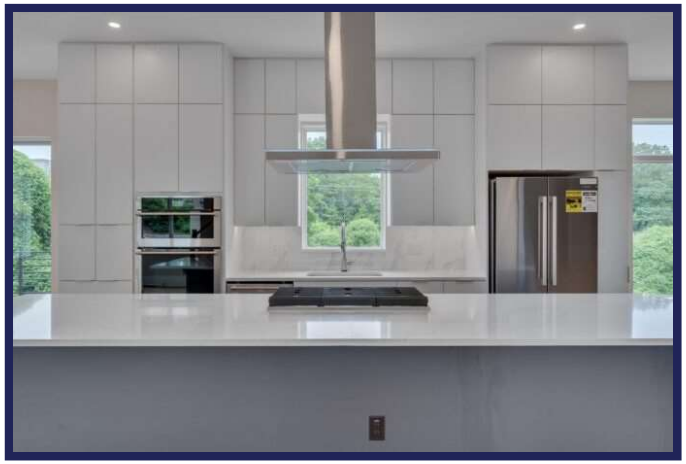
Ground Up Construction
Market Rate for Sale Condos
Durham, NC
25 Units









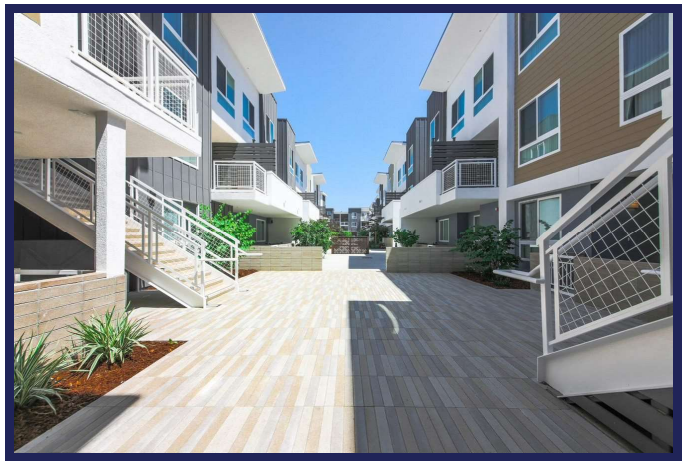


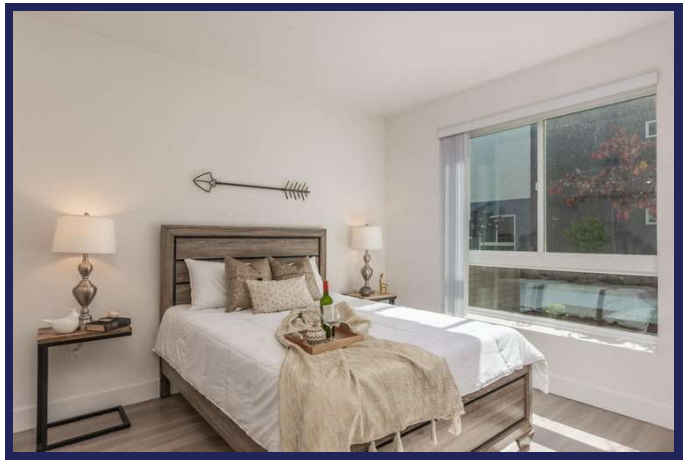


The Villas at Channel Islands

Ground Up Construction- Market Rate
Oxnard, CA
72 Units













1710 on the BLVD.

Ground Up Construction - Market Rate

Thousand Oaks, CA

36 Units













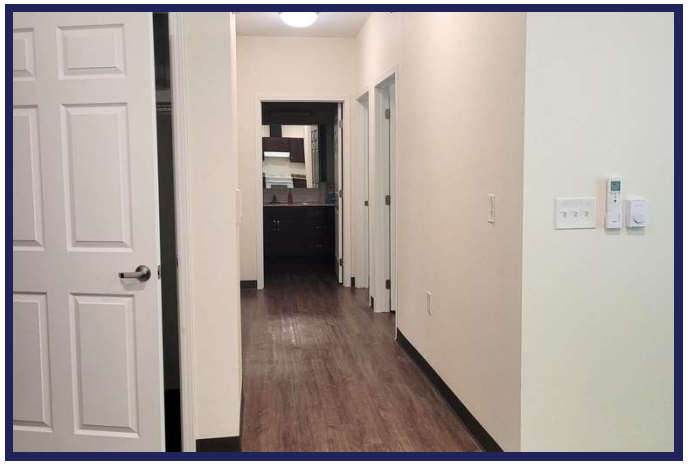
Northport

Ground Up Construction- Affordable

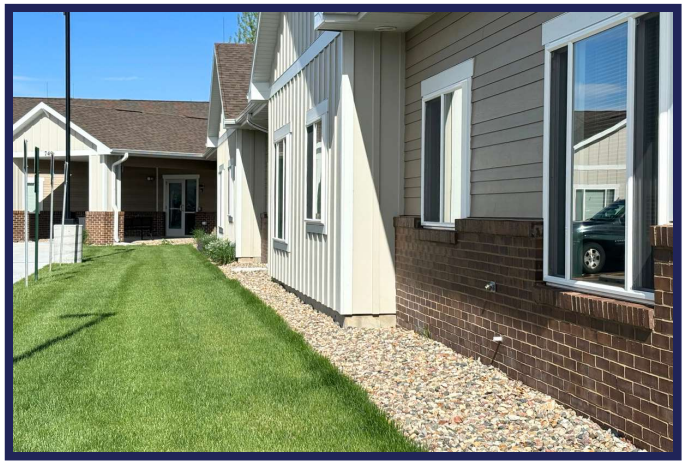
N. Sioux City, SD
21 Units













Village Green

Rehab - Market Rate (Senior)

Redlands, CA
106 Units















1710 on the Blvd.- Thousand Oaks, CA

Case Studies

Before



After



Before



After



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.

Before



After



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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