



Visionary
Home
Builders
of CALIFORNIA

Building Homes, Strengthening Communities

April 29, 2021

City of Merced
City of Merced Housing Division
Attention: Kim Nutt
Housing Program Supervisor
nuttk@cityofmerced.org

Dear Ms. Nutt,

Visionary Home Builders of California, Inc. (VHB) is pleased to respond to the City of Merced Housing Project Request for Qualifications.

VHB is a nonprofit affordable housing development organization headquartered in Stockton, CA that began as a small group of farm workers in 1983, whose sole purpose was to improve the living environment for farm workers residing in public housing. VHB has emerged into a prominent leader in the development and renovation of housing in the Central Valley region. Our mission is to create and advocate for healthy, vibrant, safe communities through the development of affordable housing and educational opportunities for families, seniors, and individuals of low and moderate income.

Throughout the past 35 years, VHB has built over 900 single-family homes and over 1,400 units of affordable multi-family permanent housing. In addition, VHB has continued to build relationships and partnerships within the Central Valley, working in tandem with local city, state officials, and other agencies.

Our team's experience, creativity, and proven track record of collaborating with various public and private agencies reflects our ability to successfully complete projects. Each member of our team brings their particular expertise in a seamless collaboration, producing a well-designed result while enhancing communities by building quality, environmentally, socially, and economically sound projects.

We look forward to partnering with the City of Merced on future projects.

Sincerely,

A blue ink signature of Carol J. Ornelas, CEO of Visionary Home Builders of California, Inc.

Carol J. Ornelas, CEO
Visionary Home Builders of California, Inc.



City of Merced

CITY OF MERCED HOUSING PROJECT REQUEST FOR QUALIFICATIONS

Visionary Home Builders of California, Inc.

April 2021



REQUEST FOR QUALIFICATIONS

CITY OF MERCED HOUSING DIVISION PROJECTS

Applicant

Visionary Home Builders of California, Inc.
315 North San Joaquin Street
Stockton, CA 95202
(209) 466-6811
visionaryhomebuilders.org

Organization

Nonprofit 501c3
HUD Designation as a Community Housing Development Organization (CHDO)

Primary Contact

Carol Ornelas, CEO
cjornelas@visionaryhomebuilders.org

Statement of Interest

Visionary Home Builders of California, Inc. (VHB) is pleased to submit our qualifications to the City of Merced Housing Division and the City of Merced. The VHB Development Team has a proven track record in housing development and management. We are excited about this opportunity to collaborate with the City of Merced on future projects.

Founded in 1983, VHB emerged from a small group of farm workers whose sole purpose was to improve the living environment for farm workers residing in public housing into a prominent leader in the development of the Central Valley region. Since its inception, VHB has built over 900 single-family homes and over 1,400 units of affordable multi-family permanent housing in California, with most located in the Central Valley. VHB is proud to have a portfolio of 26 communities. Through these communities, VHB works towards strengthening the surrounding areas through the social services that are provided at VHB community centers including Head Start, English as Second Language (ESL), job preparation, and after school programs. VHB continues to build exceptional low-income housing for residents in California primarily consisting of residents from 30% to 60% Average Median Income (AMI). VHB's mission is to create and advocate for healthy, vibrant, safe communities through the development of affordable housing

and educational opportunities for families, seniors, and individuals of low and moderate income. Our team's commitment to solving the housing crisis for the missing middle is sincere and dedicated in the region. VHB is committed to developing affordable housing solutions for individuals and families. We hope that together with our leadership, development, and management experience, we can deliver housing solutions for the City of Merced with a mission of upward mobility for the City's residents.

Our team's experience, creativity, and proven track record of collaborating with various public and private agencies reflects our ability to successfully complete projects. Each member brings their particular expertise, in a seamless collaboration, producing a well-designed result while enhancing communities by building quality, environmentally, socially, and economically sound projects.

Team Leaders

Carol J. Ornelas, CEO

Carol J. Ornelas is a visionary and advocate for providing quality "affordable housing" for families within the Central Valley – Fresno, San Joaquin, Sacramento, and Stanislaus. For the past 30 years, Carol Ornelas has been the Chief Executive Officer of Visionary Home Builders of California, Inc., a non-profit residential development company headquartered in Stockton, California. Carol Ornelas serves with distinction as the first female developer in the Central Valley and is highly recognized as a national leader in the nonprofit housing development community. Her strength is in building and creating partnerships within the communities she serves and collaborating with City, State, and National officials to provide quality affordable housing. Under Carol's direct leadership, VHB has built and rehabilitated 1,400 units of rental housing and more than 900 residential homes for first time homebuyers in the Central Valley of California. She has been able to bring over \$700 million dollars in grants and private dollars to develop affordable housing in the San Joaquin Valley.

Justin Llata, Chief Real Estate Development & Financial Officer

Justin Llata has more than fifteen years in real estate development and ten years in executive management and leadership at VHB. He is committed to community development and has been an advocate for positive affordable housing policy and policy changes throughout his career. With involvement in all aspects of the business and operations at VHB, his responsibilities include development, construction, finance, property management, and asset management. Most recently, he was highly involved in building out the agency's pipeline of major development projects, which includes the oversight of \$350 million in past projects utilizing private and public funding to include tax credits, HUD, USDA, State and local sources. Over the

course of his tenure with the organization, his leadership of acquisitions, rehabilitations, as well as the new construction of multi-family housing, has played a pivotal role in the growth and success of VHB, guiding it into a premier, nonprofit housing developer.

Three (3) Samples of Previous Projects

LIBERTY SQUARE APARTMENTS – Currently Under Construction

Location: 804 N. Hunter Street, Stockton, CA



Project Description

Liberty Square Apartments is an adaptive reuse housing project that began construction in December 2019. Visionary Home Builders of California, Inc. intends to construct a total of 74 units of housing. The project will consist of studio, one-bedroom, two-bedroom, and three-bedroom units designed to serve veterans and families between the target income group of 30% AMI and 60% AMI. In addition to housing, the project includes a community center building that will offer child care, resident services, and a healthcare component.

Financing Plan

Liberty Square is financed as a hybrid project and has obtained 9% and 4% Tax Credits. The project has also been awarded AHSC funds in the amount of \$7,493,752. The AHSC award will be used to develop the housing component, improve sidewalks, develop bike lanes, and add street lighting and a bus shelter surrounding the project. Furthermore, the project has been awarded Neighborhood Stabilization Program (NSP), HOME, and CHDO funds. In addition, VHB has received city waivers for impact fees. The project is intended to help revitalize Downtown Stockton through adaptive reuse of an existing vacant office building. The new community will provide families with children an opportunity to play and enjoy the newly revitalized Eden Square Park, which is located directly across the street.

Hybrid Partnerships

9% Tax Credit - 31 Units

Owner/Limited Partnership (LP): Vision 19, L.P.

Managing General Partner (GP): Vision 19 GP, LLC

Visionary Home Builders 0.01%

Investor Limited Partner: Red Stone Equity

Partners 99.9%

4% Tax Credit - 43 Units

Owner/Limited Partnership (LP): Vision 17, L.P.

Managing General Partner (GP): Vision 17, GP, LLC

Visionary Home Builders 0.01%

Investor Limited Partner: Red Stone Equity

Partners 99.9%

Sources of Funds

9% Tax Credits

Construction Financing

T-E Construction Loan	10,071,000
Cost Deferred Until Conversion	1,818,871
Developer Fee	692,224
Other	100
Limited Partners	1,237,549

Permanent Financing

Conventional Perm Loan	430,000
Deferred Developer Fee	319,287
Developer Fee	692,224
Other	100
Limited Partners	12,378,133
Total Cost	13,819,744

4% Tax Credits

Construction Financing

T-E Construction Loan	12,962,000
City of Stockton NSP	2,000,000

City of Stockton CHDO	849,000
Costs Deferred Until Conversion	461,328
Deferred Developer Fee	401,959
Developer Fee	1,413,019
Other	100
Limited Partners	631,128

Permanent Financing

Conventional Perm Loan	251,000
AHSC – AHD	7,493,752
City of Stockton NSP	2,000,000
City of Stockton CHDO	849,000
Deferred Developer Fee	401,959
Developer Fee	1,413,019
Other	100
Limited Partners	9,309,704
Total Cost	18,718,534

Service Providers

Child Care Services

The Head Start Program will be provided through a partnership with El Concilio.

Resident Services

Services provided will be conducted by a Service Coordinator being provided by Visionary Home Builders of California, Inc. and Catholic Charities.

Project Reference

Ty Wilson-Robinson
Housing Manager
City of Stockton
(209) 937-7585
Ty.Wilson-Robinson@stockton.ca.gov

OAK LEAF MEADOWS – Completed Project

Location: 1135 J. Street, Oakdale, CA 95361 and 636 Pederson Road, Oakdale, CA 95361



Project Description

Oak Leaf Meadows is a new community housing project that was completed November 2020 and fully occupied in December 2020. Visionary Home Builders of California, Inc. and Great Housing worked together in a partnership to bring sustainable housing to the City of Oakdale. It consists of 56 units, 38 two-bedroom units and 18 three-bedroom units. The project is designed to serve families between the target income group of 30% AMI and 60% AMI. In addition to housing, the project includes a community center which houses a childcare center, meeting space, and office space to provide services for families.

Public/Private Partnerships

Owner/Limited Partnership (LP): Oak Leaf Meadows, LP

Co-Managing General Partner (GP): Visionary Home Builders of California, Inc.

Administrative Partner: Great Valley Housing Development, Inc.

Investor Limited Partners: Wells Fargo and Boston Private

Financing

Construction Financing

Conventional Financing – Wells Fargo	15,080,000
Housing Authority: County of Stanislaus, NSP Loan	3,000,000
Housing Authority: County of Stanislaus, Capitalized Ground Lease Payment Loan	840,000
Costs Deferred Until Conversion	975,420
Limited Partner Net Equity	2,546,793

Permanent Financing

Conventional Permanent Loan, Boston Private	3,254,900
Housing Authority: County of Stanislaus, NSP Loan	3,000,000
Housing Authority: County of Stanislaus, Capitalized Ground Lease Payment Loan	840,000
Limited Partner Net Equity	15,347,313
Total Cost	22,442,213

Service Providers

Adult Education and Wellness Courses

The program is being provided through a partnership with the Housing Authority of the County of Stanislaus.

Homeownership Counseling

The program is being provided by Visionary Home Builders of California, Inc.

Child Care Services

The Child Care Services Program is being provided through a partnership with the Stanislaus County Office of Education.

Project Reference

Barbara Kauss
Chief Executive Officer
Stanislaus Housing Authority
(209) 869- 4501 Ext 0
bkauss@stancoha.org

GRAND VIEW VILLAGE – Currently Under Construction

Location: 240 Miner Ave, Stockton, CA 95202



Project Description

Once completed, Grand View Village will be a four-story building with 75 new units. The first floor will be comprised of 10,150 square feet of retail space, a Community Center and a Head Start facility. The second, third and fourth floors will house one, two and three bedroom units, targeting household earnings of 30-60% AMI. Two elevators will provide access to all four stories. The Community Center will consist of approximately 2,850 square feet and the Head Start facility, approximately 1,000 square feet. VHB will contract with El Concilio of San Joaquin to facilitate the Head Start Program on-site.

Public/Private Partnerships

Owner/Limited Partnership (LP): VCOR, LP
Co-Managing General Partner (GP): Grand View Village, LLC
Limited Partner: RSEP Holding, LLC
Special Limited Partner: Red Stone Equity Manager, LLC

Financing

Construction Financing

Conventional Financing – Chase 25,697,843

City of Stockton	2,733,821
GP Sponsor Loan	2,000,000
Costs Deferred Until Conversion	3,247,184
Limited Partner Net Equity	7,079,263
<u>Permanent Financing</u>	
Conventional Permanent Loan, Boston Private	2,835,000
AHSC Loan, HCD	9,200,000
City of Stockton	2,733,821
GP Sponsor Loan	2,000,000
Deferred Developer Fee	1,968,826
Limited Partner Net Equity	22,020,465
Total Cost	40,758,112

Service Providers

Homeownership Counseling

The program is being provided by Visionary Home Builders of California, Inc.

Child Care Services

The Child Care Services Program is being provided through a partnership with El Concilio.

Three (3) References

Ty Wilson-Robinson, Housing Manager City of Stockton

Phone: (209) 937-7585

Email: ty.wilson-robinson@stockton.ca.gov

Address: 425 N El Dorado St, Stockton, CA 95202

Barbara Kauss, CEO Housing Authority of the County of Stanislaus

Phone: (209) 937-7585

Email: bkauss@stancoha.org

Address: 1701 Robertson Rd, Modesto, CA 95351

Susan Veazey, Assistant Director of Development and Federal Programs Sacramento Housing and Redevelopment Agency

Phone: (916) 440-1311

Email: sveazey@shra.org

Address: 1701 Robertson Rd, Modesto, CA 95351

In addition to housing, please note the following programs and services provided by VHB.

**Visionary Home Builders of California, Inc.
Programs and Services (PAS) Department**

Over the years, VHB has provided various housing counseling services to clients which have included: Foreclosure Prevention, Pre-Purchase Homebuyer Education, and Financial Capability Education.

The Programs and Services (PAS) Department focuses on providing current residents and community members with educational and counseling services to empower and assist them in meeting their housing, financial, and personal goals. Our “BELIEVE” Housing Stabilization Program has a focus on Homebuyer Education, Rental Counseling, Financial Capability Education, and Resident Services. The program is offered to individuals and families within the San Joaquin Valley.

VHB is a local HUD Approved Counseling Agency with two HUD Certified Housing Counselors based in Stockton. We specialize in teaching individuals and families healthy financial habits and how to navigate and understand various housing programs and resources available to them (local, state and federal) by preparing participants of the program to make the best choices for themselves.

Additionally, our resident services are essential in connecting multi-family tenants to resources and services offered in San Joaquin County as well as neighboring counties. Below is a summary for each service offered.

Homebuyer Education Counseling

VHB conducts a variety of classes and one-on-one counseling courses to help participants weave through the maze of affordable housing. These courses, taught in both English and Spanish, include: Buying a Home and Homebuyer Education. As participants work with a housing coach, they gain confidence in pursuing their dreams of homeownership. The education they receive assists them in making wise financial decisions.

Rental Counseling

VHB provides clients with information to assist them in understanding the required deposits, credit report, a landlord’s expectation for renting, and much more. Clients work side-by-side with a housing coach to review their credit report, tackle credit

issues, and discuss options in the rental market. Topics taught include: Spending and savings plans, credit reports, alternatives to credit report requirements, rental deposits, and landlord expectations.

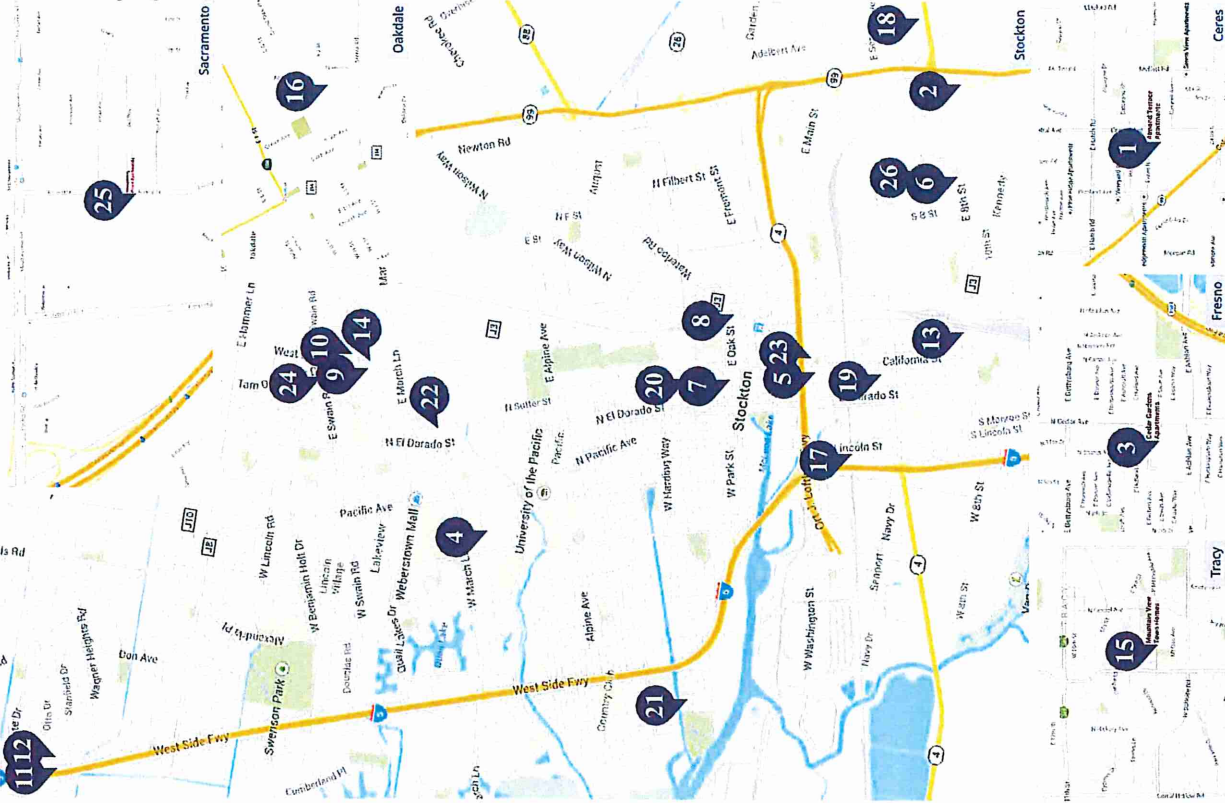
Financial Capabilities Education

Getting control of household spending is possible while creating healthy financial habits. VHB offers participants financial workshops to help them create a spending plan/budget, build and maintain credit, pay down debts, create savings goals, and make better money management decisions.

Resident Services

VHB currently manages 26 properties in 5 counties that include San Joaquin, Sacramento, Stanislaus, Calaveras, and Fresno with a total of over 1,400 units. Our Resident Services Department provides programs that help low-income families connect to resources in their community and removes barriers to workforce development, nutrition, educational attainment, housing advocacy, quality healthcare, homeownership and financial planning. Resident services include: *Free Mobile Farmers Market*: Visionary has partnered with nutritional and health services like PUENTES and the San Joaquin County Emergency Food Bank's Mobile Farmers Market to address issues of food insecurity within our communities. *Little Free Library Program*: Increasing literacy by installing Little Free Libraries throughout VHB communities. The installation of Little Free Libraries at VHB locations help encourage the importance of early literacy. *Job Club*: Residents, through workshops and one-on-one consultations, receive valuable information on best practices for results-orientated job search activities, job interviews, resume building, job leads, soft skills development, as well as participation in presentations from staffing agencies and employers. *Community Events*: Celebrations observed during the year such as National Night Out in August and our free Little Library events in December. These events have been planned to bring an awareness of community safety, early literacy, and created a space where families feel safe and appreciated, all the while connecting them to each other and resources in the community. *Neighborhood Watch*: Creating a neighborhood watch makes families feel safe. Staff has worked diligently to establish relationships with local stakeholders, community members, and local police departments via meetings/community events to ensure that residents play an active role in the decision-making process of ensuring that their living communities stay safe. *Residents United Network*: One million people in California live in homes with some sort of affordability requirements. RUN Stockton prepares residents to become leaders in their communities and a powerful political force that could significantly advance advocacy for housing and healthy communities in our state.

Visionary Home Builders | Property Map



- 1. Almond Terrace Apartments**
2, 3, 4, Bedrooms
2004 Evans Rd.
Ceres, CA 95307
(209) 537-5959 - (Multi Family Housing)
- 2. Casa De Esperanza Studio, 2, 3, 4, Bedrooms**
2260 S. Netherton Ave.
Stockton, CA 95205
(209) 469-2333 - (Farm Worker Housing)
- 3. Cedar Gardens**
1, 2, 3, Bedrooms
4327 N. Cedar Ave.
Fresno, CA 95726
(559) 229-7004 - (Multi Family Housing)
- 4. Chateau de Lyon**
1, 2, 3, Bedrooms
1020 Rosemarie Lane
Stockton, CA 95207
(209) 888-4382 - (Multi Family Housing)
- 5. Church Street Triplex**
2 Bedrooms
422 E. Church St.
Stockton, CA 95203
209) 463-7900 - (Multi Family Housing)
- 6. Community of All Nations**
1, 2, 3, Bedrooms
2172 Dockery Court
Stockton, CA 95206
(209) 466-0304 - (Multi Family Housing)
- 7. Delta Plaza Apartments**
Studio, 1 Bedrooms
702 N. San Joaquin St.
Stockton, CA 95202
(209) 464-9212 - (Senior Housing)
- 8. Dewey Apartments**
1, 2, Bedrooms
507 N. Pilgrim
Stockton, CA 95205
(209) 464-9212 - (Multi Family Housing)
- 9. Diamond Cove Townhomes I**
2, 4, Bedrooms
5343 & 5358 Carrington Cir.
Stockton, CA 95210
(209) 474-9150 - (Multi Family Housing)
- 10. Diamond Cove Townhomes II**
2, 3, 4, Bedrooms
5506 Tam O'Shanter Dr
Stockton, CA 95210
(209) 475-9007 - (Multi Family Housing)

- 11. Emerald Pointe Townhomes I**
Duplex 2, 3, Bed | Triplex 2, 3, Bed
9537 Kelley Dr.
Stockton, CA 95209
(209) 952-3182 - (Multi Family Housing)
- 12. Emerald Pointe Townhomes II**
2, 3, Bedrooms
9537 Kelley Dr.
Stockton, CA 95209
(209) 952-3182 - (Multi Family Housing)
- 13. Grant Village Townhomes**
2, 3, 4, Bedrooms
2040 Sikh Temple Street
Stockton, CA 95206
(209) 462-5583 - (Multi Family Housing)
- 14. Marquis Place**
2, 3, Bedrooms
5315 Carrington Cir.
Stockton, CA 95210
(209) 475-9007 - (Multi Family Housing)
- 15. Mountain View Townhomes**
2, 3, 4, Bedrooms
377 W. Mt. Diablo Ave.
Tracy, CA 95376
(209) 832-2749 - (Multi Family Housing)
- 16. Oak Leaf Meadows**
2, 3, Bedrooms
1135 E. J Street
Oakdale, CA 95361
(209) 461-2123 - (Multi Family Housing)
- 17. Santa Fe Townhomes**
2, 3, 4, Bedrooms
639 W. Worth St.
Stockton, CA 95206
(209) 463-1355 - (Multi Family Housing)
- 18. Valle Del Sol**
2, 3, 4, Bedrooms
4701 Farmington Rd.
Stockton, CA 95215
(209) 944-5699 - (Farm Worker Housing)
- 19. Villa de San Joaquin**
2, 3, 4, Bedrooms
324 E. Jackson St.
Stockton, CA 95206
(209) 941-9349 - (Farm Worker Housing)
- 20. Villa Isabella**
1 Bedrooms
1120 N. Sutter Street
Stockton, CA 95202
(209) 466-6811 - (Multi Family Housing)

- 21. Villa Montecito**
2, 3, 4, Bedrooms
1339 Kingsley Ave.
Stockton, CA 95203
(209) 547-9088 - (Multi Family Housing)
- 22. Villa Monterey**
1, 2, Bedrooms
4707 Kentfield Rd.
Stockton, CA 95207
(209) 888-5365 - (Multi Family Housing)
- 23. Vintage Plaza**
3 Bedrooms
352 Malbec Ct.
Stockton, CA 95203
(209) 463-7900 - (Multi Family Housing)
- 24. Westgate Townhomes**
2, 3, 4, Bedrooms
6119 Danny Dr.
Stockton, CA 95210
(209) 474-7471 - (Multi Family Housing)
- 25. Whispering Pines Apartments**
1, 2, 3, Bedrooms
7610 Amherst St.
Sacramento, CA 95832
(916) 391-7439 - (Multi Family Housing)
- 26. Wysteria Townhomes**
2, 3, 4, Bedrooms
1921 Pock Ln.
Stockton, CA 95205
(209) 451-5257 - (Multi Family Housing)



BUILDING HOMES
STRENGTHENING COMMUNITIES

