



BAHIP PORTFOLIO

YEAR 4 (2021-2022)

MONICA POBLANO

HOST AGENCY: EAH HOUSING

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BAY AREA HOUSING INTERNSHIP PROGRAM (BAHIP)



To advance leaders of color in our sector and movement, NPH created the Bay Area Affordable Housing Internship Program (BAHIP), one of several NPH initiatives to advance racial equity and inclusion. BAHIP removes common barriers to opportunity, supporting a robust pipeline of professional and diverse leaders to strengthen our industry.

This one-year, paid internship program trains low-income college students of color to jumpstart careers in affordable housing development and project management — by pairing each intern with an NPH member host agency, a leading nonprofit affordable housing developer.

Through hands-on experience, mentorship by leaders of color, and monthly cohort trainings, our impassioned interns come away with the hard skills of real estate development and the soft skills of navigating our industry as a person of color, making BAHIP unique among other programs.

EAH HOUSING

OVERVIEW

EAH Housing is a non-profit corporation founded with the belief that attractive affordable rental housing is the cornerstone to sustainable, living communities.

Established in 1968, EAH Housing has become one of the largest and most respected nonprofit housing development and management organizations in the Western United States. With a staff of over 700, EAH develops affordable housing, manages 230 properties in California and Hawai'i, and plays a leadership role in local, regional and national housing advocacy efforts.

Starting from grass-roots origins in response to the death of Dr. Martin Luther King Jr., EAH Housing now serves over 25,000 seniors, families, students, people with disabilities, frail elderly and the formerly homeless. Combining award winning design, innovative on-site services and a commitment to people, EAH reflects the distinctive personality of each community.

MISSION

The mission of EAH Housing is to expand the range of opportunities for all by developing, managing and promoting quality affordable housing and diverse communities.

VISION

The vision of EAH Housing is of inclusive neighborhoods with thriving socioeconomic and cultural diversity for generations to come, through well-designed affordable housing and a commitment to stewardship and residents' quality of life through services.



EAH HOUSING

A roof is just the beginning

MY STORY



My name is Monica Poblano. I am a first-generation woman of color born in Jalisco, Mexico, and raised in the Bay Area, specifically the San Pablo/Richmond area. I have obtained a Bachelor of Arts degree in Psychology and Social Welfare from the University of California, Berkeley.

Growing up in the Bay Area, I was able to see firsthand how unaffordable it has become to live in the Bay Area. I witnessed the impacts of gentrification on predominantly low-income communities of color. After the COVID-19 pandemic started, I was forced to move back home since UC Berkeley no longer guaranteed housing and rent prices in Berkeley are extremely unaffordable despite having multiple roommates. My experiences growing up in the Bay Area and my passion for helping communities of color ultimately led to the field of affordable housing.

I am incredibly grateful for the opportunity to be part of BAHIP's 4th cohort. I will forever cherish the opportunities BAHIP has opened for me, introducing me to an amazing network and all the support and guidance throughout my internship.

BAHIP LEARNING COMPETENCIES

FINANCIAL PROFORMA COMPETENCY

DEVELOPMENT FINANCING COMPETENCY

**UNDERSTANDING PROJECT DESIGN AND APPROVAL
PROCESS**

LOAN / FUND CLOSINGS

LEADERSHIP SKILLS BUILDING

MY PROJECTS

Blossom Hill

- Location: San Jose, CA
- Units: 89 Affordable Units
- Type: Family and Special Needs

1901 Broadway

- Location: Sacramento, CA
- Units: 140 Units
- Type: Family and Special Needs

Distel Circle

- Location: Palo Alto, CA
- Units: 90 Units
- Type: Family

MP Project Proposal

- Location: Fremont, CA
- Units: 130 Units
- Type: Family

BLOSSOM HILL

Unit Mix	Sq Ft	Rent Tiers (Ave Median Inc)			Total	Mix
		30%	50%	60%		
Studio	440	18	-	3	21	24%
1-BR	600	22	-	6	28	31%
2-BR	850	13	6	6	25	28%
3-BR	1100	5	-	8	13	15%
MGR	1,700				2	2%
Unit Total		58	6	23	89	100%
Distribution		65%	7%	26%		
Ave Affordability	39.31%					

Type	Total	Percent
Studio	21	24%
1-Bedroom	28	31%
2-Bedroom	25	28%
3-Bedroom	13	15%
4-Bedroom	0	0%
Staff	2	2%
Total	89	100%



OVERVIEW

EAH was selected by the VTA to improve the Blossom Hill Station with inclusionary affordable housing of a transit-oriented master plan by Green Republic. The project will include:

- 239 market-rate rental apartments (Market-Rate Housing)
- 84 below-market, deed-restricted affordable rental apartments (“Affordable Housing”)
- 10,755 sf of commercial-retail- office and neighborhood community space
- VTA parking and public transit facilities (“VTA Station”)
- Public and private open space amenities (“Public Open Space”)

TASKS

- Assisted Blossom Hill’s project manager with the City of San Jose’s RFP application. The project’s application won about 10 million dollars

1901 BROADWAY



OVERVIEW

On Broadway will provide 140 units of affordable apartments across two buildings with a 3,500 square foot ground-floor of neighborhood-serving commercial space. The development will contribute to public transit improvements supporting rail, bike and pedestrian connectivity. Amenities will include a residential community center in each of the two buildings, flexible programmable ground floor space for resident activity and EAH Housing support services, exterior courtyards with play structures, bike storage, and secured parking. The community will provide a private and secure surface parking area within the interior of the property, and a gated frontage entry. To help address the greatest need in Sacramento, thirty-seven units (26%) integrated into the On Broadway Apartments community will be reserved as Permanent Supportive Housing and will be available to households experiencing or at-risk-of homelessness. Located near SacRT's Broadway Blue Line light-rail station, the property has been identified in the Central City Specific Plan as a catalytic opportunity site critical to advancing the economic revitalization of the Broadway Corridor.

TASKS

- Assisted On Broadway's project manager with HCD's NPLH application that will likely receive \$9.28 million
- Assisted in CD meetings with partnered architects, engineers, and construction contractor
- Attended meetings with county and city officials discussing next steps and financial planning

DISTEL CIRCLE



OVERVIEW

330 Distel Circle is a 0.84-acre site situated a half block from the El Camino Real corridor and conveniently located near public transit, shopping, banks, restaurants, medical/healthcare facilities, and other service businesses. The development is innovatively designed to match the quality, detail, and craftsmanship of the existing architecture of Los Altos.

330 Distel Circle is the first affordable housing rental community in the City of Los Altos offering quality housing to low income and program-eligible Santa Clara County residents.

TASKS

- Attended design meetings with partnered architects
- Assisted New Business team with preparations for community forums and attended community engagement meetings
- Assisted in community outreach by researching local businesses and organizations and outreaching 330 Distel Circle neighbors

MP PROJECT PROPOSAL

OVERVIEW

“MP’s Project Proposal” is a pretend project my supervisor assigned me to work on during my internship. In this project, I had to find a site, develop a financing strategy, decide target populations, complete an initial proforma, and draft a memo to my supervisor. This assignment intended for me to learn about all the phases of development and the critical aspects of each.

MP’s Project Proposal is a 2.74-acre site located on Osgood Road in Fremont, CA. This project would contain +286 apartments making it a multi-phase development, with the first phase containing 130 units. The project is in TOD Urban Residential zoning, located within ½ mile of Irvington’s BART Station, and meets the maximum amenity points for TCAC. MP Project Proposal would contain a mix of 1-, 2-, and 3-bedroom apartments that will provide permanently affordable housing to households earning annual incomes ranging from 30% to 60% of Alameda County’s AMI.

The site was sold to MidPen Housing and is currently a project in their pipeline.

TASKS

- Found a site on sale that was in a High/Highest Resource Area, DDA/QCT, and received full amenity points for TCAC
- Decided target populations and research availability of local and state funding
- Completed initial Go/No Go Proforma in order to determine feasibility
- Wrote a deal memo that was presented to supervisor advocating for the project



ADDITIONAL EXPERIENCE

FINANCIAL PROFORMA COMPETENCY

- Attended BAHIP's 3 Part Financial Training

LEADERSHIP SKILLS UNDERSTANDING

- Shadowed RED Directors and EAH's CEO in meetings

LOAN /FUND CLOSING

- Assisted in the Construction Closing of Main St in Los Angeles and The Laurel in Santa Monica
- Attended the Perm Closing calls for Vista Park I and Palm Court

UNDERSTANDING PROJECT DESIGN AND APPROVAL PROCESS

- Completed initial review of over 14 sites and analyzed site characteristics
- Completed initial review of Escalon City RFP
- Attended pre-construction design meetings for Greenfield Commons I and II

DEVELOPMENT FINANCING COMPETENCY

- Review HCD applications such as IIG for 500 Lake Park, MHP for Tabor Commons and Greenfield I and II, and VHHP for Lightfighter before submittal
- Reviewed CDLAC and TCAC application for Lightfighter before submittal
- Assisted New Business team with CMF Grant application, Marin County NOFA, and City of San Jose RFP

BAHIP TRAININGS

- Understanding Workplace Culture
- Affordable Housing Fundamentals
- Development Timeline
- Excel Fundamentals
- Affordable Housing Pro Forma and Finance Part I, II, III
- Intro to Real Estate Terms
- Feasibility Analysis for Affordable Housing
- Communications Training Part I, II, III, IV
- Affordable Housing Design
- Site Evaluation and Feasibility Assessment
- The City's Role in Planning, Development, and Design
- Loan Closings
- Interview Skills
- How to Talk about Affordable Housing
- Affordable Housing Policy and Legislative Process



CONTACT INFO

monica.poblano@eahhousing.org

(510) 289-9580

[LinkedIn](#)