



# BAHIP

SAIDY REYES 2023-2024

# PORTFOLIO



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# INTRODUCTION



# ABOUT ME

## Saidy Reyes



Saidy is from Guatemala and moved to the United States six years ago when she was thirteen. She will be an upcoming junior at UC Berkeley working towards a bachelor's in Architecture and recently graduated from the College of Marin. Saidy gained valuable experience as an intern at EAH Housing in Real Estate Development for the Bay Area Housing Internship Program (BAHIP), understanding the feasibility and aspects of affordable housing for low-income and marginalized communities and understanding accessibility design in buildings. She also worked at the College of Marin as a student assistant for the college's food bank and basic needs and under the Department of Student Activities and Services. Saidy is part of the student government of the College of Marin (ASCOM), where she was a Senator of Activities and Services and recently became a student representative on the Board of Trustees as a Student Trustee. She served as a member of the Citizens' Bond Oversight Committee as a student representative. Saidy believes strongly in representation, inclusion, and community. In her free time, she likes to paint, do art and watch sunsets.



# Bay Area Housing Internship Program

Launched in late 2017, the Bay Area Housing Internship Program (BAHIP) by NPH represents a strategic effort to draw talented individuals from diverse backgrounds into the affordable housing sector, building upon NPH's longstanding dedication to fostering diversity within the field. This initiative was inspired by the successful example of the Rural West Internship Program from the California Coalition for Rural Housing (CCRH), which has seen over half of its 170 graduates remain in the housing industry since its inception in 1998. BAHIP, along with other programs, underlines NPH's commitment to advancing diversity, equity, and inclusion (DEI) in affordable housing, continuing the legacy of Dianne J. Spaulding's 1993 Fellowship Program for People of Color in Non-Profit Housing Development.


BAHIP not only celebrates NPH's heritage of promoting DEI but also propels these values forward through comprehensive training and collaboration, notably with the Rural West interns during their Summer Training Institute and Mid-Winter retreats. This initiative is part of NPH's broader strategy to tackle DEI issues within the housing industry, aiming to develop and execute an industry-wide action plan that enhances racial equity both within organizations and in their external work.





# BAHIP Learning Competencies



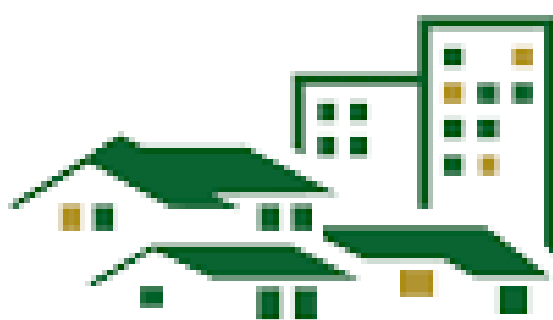
- 1) Financial Model Competency
  - 2) Development Finance Competency
  - 3) Design and Project Approval Process Competency
  - 4) Loan Closing Competency
  - 5) Leadership \*Shadowing Competency
- 



# Host Agency: EAH Housing

Founded on the principle that quality, affordable rental housing is essential for vibrant, healthy communities, EAH Housing was established in 1968. It has grown into a leading nonprofit organization dedicated to developing and managing affordable housing across the western United States. With a dedicated team of over 700 employees, EAH oversees the development and management of 230 properties in California and Hawai'i, asserting itself as a prominent voice in housing advocacy at local, regional, and national levels.

Originating from a grassroots movement ignited by the passing of Dr. Martin Luther King Jr., EAH Housing now supports a diverse community of more than 25,000 individuals, including seniors, families, veterans, students, those with special needs, and individuals transitioning from homelessness. EAH Housing is recognized for its commitment to enhancing community life through award-winning designs, innovative services, and a focus on the well-being of residents, mirroring the unique character of each community it serves.



**EAH HOUSING**

*A roof is just the beginning*





**PROJECTS**



# Mission Paradise



**Project Description:** A newly developed affordable housing project targeting seniors earning between 20% and 80% of the Area Median Income (AMI). The project includes community areas both indoors and outdoors to foster a supportive environment for residents. Twenty-five units are designated as project-based rental assistance through an agreement with the Housing Authority of Alameda County (HACA). Additionally, fifteen units are reserved for homeless individuals with severe mental illness.

- Development Finance Competency:
  - Construction Loan Interest Tracking:
    - Tracked every month's construction charges to make sure the project is within the budget.
  - Transaction Summary:
    - Revised and commented on the first draft on transaction and summary all key information of the project before it is passed to property management.
  - AB 2873 Spend Test Case:
    - Tracked the percentage of what EAH spent on minority business every single month's invoices.



# Pimentel Place



**Project Description:** Pimentel Place, Hayward's new family-oriented affordable housing development, offers 1-3 bedroom apartments at accessible rates (20-80% AMI). Completion is expected in 2024. It is located at 2nd & C with community spaces and units for formerly homeless families.

- Design and project approval process competency:
  - Attended bi-weekly Owner, Architect, and Contractor (OAC) meetings
    - This included site visits.
  - Attended Interior design meetings
  - Reviewed change order requests
- Development Finance Competency:
  - Construction Loan Interest Tracking
    - Tracked every month's construction charges to make sure the project is within the budget.



# Agave



**Project Description:** Agave offers 58 brand-new, affordable apartments specifically designed for individuals with special needs. Agave prioritizes those who have previously experienced homelessness, offering housing for individuals earning 30% of the area's median income. The building itself is a single, four-story structure with a limited number of parking spaces (roughly 18) to encourage a pedestrian-friendly environment. To foster a sense of community and well-being, there's a central courtyard and other common areas where residents can connect and socialize.

- Loan Closing Competency:
  - Attended weekly closing calls
  - Reviewed Due Diligence list documents:
    - Density Bonus Declaration
    - LACDA Disaster Recovery Loan Docs
    - LACDA AHTF Loan Docs
    - COMMONWEALTH LAND TITLE COMPANY
    - Berkadia Delivery Assurance Fee Documents
    - Equity Closing Instruction Letter



# 500 Lake Park



## **Project Description:**

Located in Oakland, 500 Lake Park Avenue offers 53 affordable rental apartments and retail space. The apartments range from studios to three-bedroom units and feature shared amenities like open space, a computer room, a community room, a lobby, and indoor bike parking. This income-restricted development caters to individuals and families earning 30% to 60% of the area's median income, with 20 units specifically reserved for formerly homeless veterans.

- Development Finance Competency:
  - NHTF Application Support
    - Assisted with the Property Management Experience and Developer Experience Section.
- Financial Model Competency:
  - Internal Proforma Learning:
  - Trained to understand sources and uses, income mix and revenue, operating budget, calculating perm loan amount, calculating tax credit equity, and development budget.





# Lanternman Housing Alliance (LHA) Data Gathering

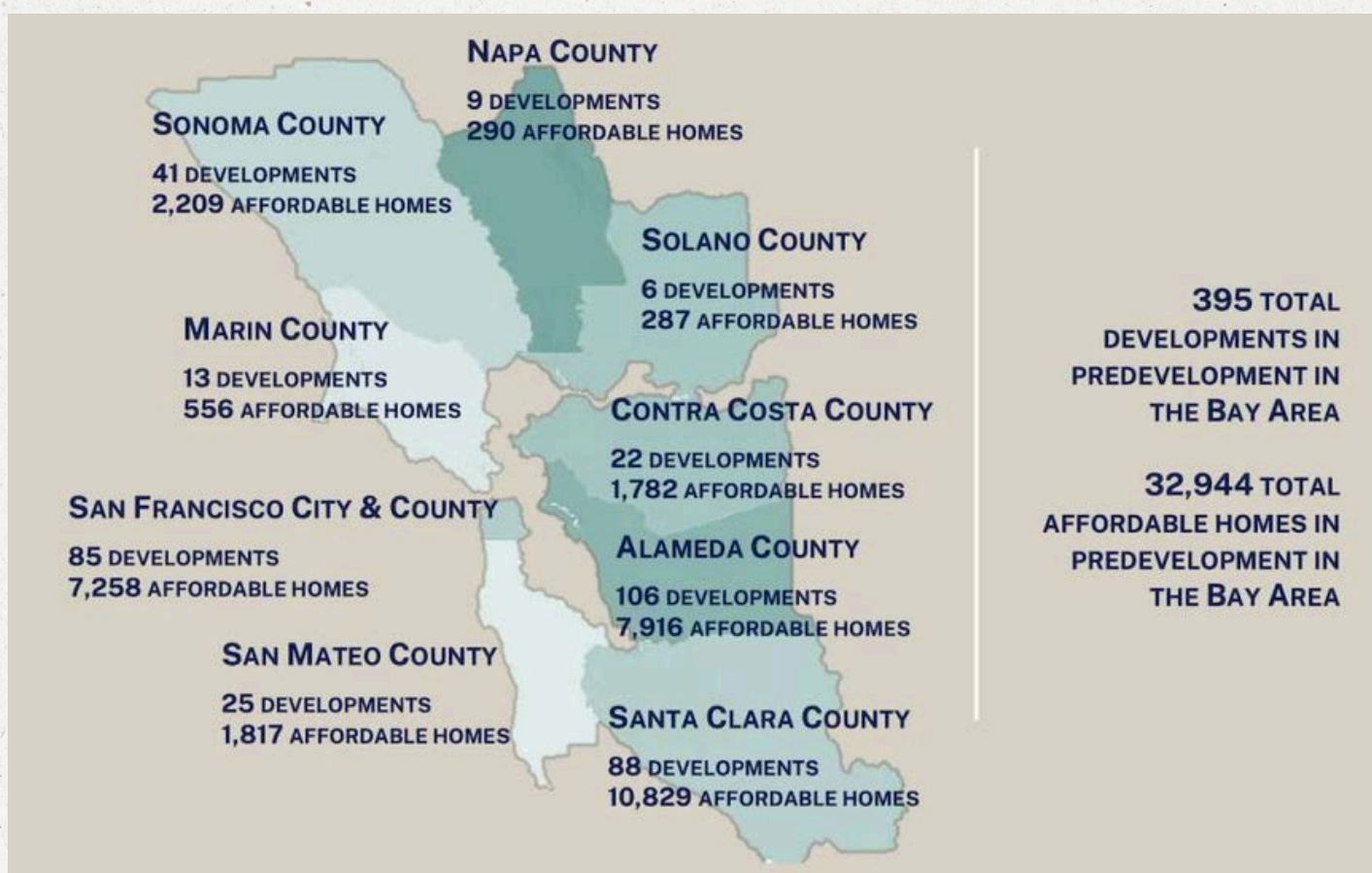
Count by California ZIP Code and Residency Status for Regional Center and Early Start Consumers For the End of December 2021													
ZIP	Home of Parent /Family /Guardian	Average Income				Average Rent							
		TOTAL	MONTHLY	Source	All	Studio	1BR	2BR	3BR	4+BR			
90001	684	90001 Los Angeles (S	\$ 64,917	\$ 4,400	https://www.poin	\$ 2,350	N/A	\$ 1,760	\$ 2,150	\$ 2,910	\$ 3,200		
90002	735	90002 Los Angeles (S	\$ 61,662	\$ 5,139	https://www.poin	\$ 2,720	N/A	\$ 1,410	\$ 2,720	\$ 3,130	\$ 2,900		
90003	873	90003 Los Angeles (S	\$ 60,252	\$ 5,021	https://www.poin	\$ 2,720	N/A	\$ 1,730	\$ 2,260	\$ 3,420	\$ 3,550		
90004	562	90004 Los Angeles (H	\$ 95,873	\$ 7,989	https://www.poin	\$ 3,180	\$ 1,420	\$ 2,470	\$ 3,220	\$ 4,180	\$ 6,650		
90005	319	90005 Los Angeles (H	\$ 65,450	\$ 5,454	https://www.poin	\$ 2,970	\$ 1,510	\$ 2,640	\$ 3,350	\$ 3,850	\$ 5,120		
90006	678	90006 Los Angeles (B	\$ 57,473	\$ 4,789	https://www.poin	\$ 2,550	\$ 1,440	\$ 2,200	\$ 2,840	\$ 3,150	\$ 2,590		
90007	230	90007 Los Angeles (S	\$ 61,061	\$ 5,088	https://www.poin	\$ 3,160	\$ 1,940	\$ 1,730	\$ 2,750	\$ 4,090	\$ 4,410		
90008	308	90008 Los Angeles (B	\$ 74,594	\$ 6,216	https://www.poin	\$ 2,430	\$ 1,390	\$ 1,930	\$ 2,360	\$ 4,070	\$ 5,380		
90009	<11		\$ 0	\$ 0	https://www.poin	N/A	N/A	N/A	N/A	N/A	N/A		
90010	17	90010 Los Angeles (H	\$ 107,339	\$ 8,945	https://www.poin	\$ 3,820	\$ 2,380	\$ 3,070	\$ 4,430	\$ 5,600	N/A		
90011	1266	90011 Los Angeles (S	\$ 63,504	\$ 5,292	https://www.poin	\$ 2,950	\$ 1,280	\$ 1,860	\$ 2,390	\$ 3,030	\$ 4,060		
90012	127	90012 Los Angeles (D	\$ 85,008	\$ 7,084	https://www.poin	\$ 3,160	\$ 3,060	\$ 2,690	\$ 3,480	\$ 4,690	\$ 3,420		
90013	17	90013 Los Angeles (D	\$ 72,013	\$ 6,001	https://www.poin	\$ 3,130	\$ 2,290	\$ 2,870	\$ 3,850	N/A	N/A		
90014	11	90014 Los Angeles (D	\$ 68,392	\$ 5,699	https://www.poin	\$ 3,740	\$ 1,800	\$ 3,090	\$ 4,430	\$ 7,960	N/A		
90015	160	90015 Los Angeles (D	\$ 88,556	\$ 7,380	https://www.poin	\$ 3,750	\$ 1,200	\$ 3,150	\$ 4,590	\$ 8,350	\$ 5,000		
90016	408	90016 Los Angeles (V	\$ 78,133	\$ 6,511	https://www.poin	\$ 3,630	N/A	\$ 2,620	\$ 3,590	\$ 3,840	\$ 4,970		
90017	241	90017 Los Angeles (D	\$ 68,810	\$ 5,734	https://www.poin	\$ 3,200	\$ 1,530	\$ 2,930	\$ 3,820	\$ 5,000	N/A		
90018	455	90018 Los Angeles (L	\$ 73,349	\$ 6,112	https://www.poin	\$ 2,650	\$ 1,670	\$ 1,680	\$ 2,520	\$ 3,810	\$ 3,630		
90019	595	90019 Los Angeles (A	\$ 90,652	\$ 7,554	https://www.poin	\$ 3,570	\$ 1,430	\$ 2,220	\$ 3,200	\$ 4,540	\$ 5,300		
90020	298	90020 Los Angeles (H	\$ 82,166	\$ 6,847	https://www.poin	\$ 2,400	\$ 1,500	\$ 1,980	\$ 3,060	\$ 3,670	\$ 4,650		
90021	<11	90021 Los Angeles (D	\$ 52,473	\$ 4,373	https://www.poin	\$ 3,150	\$ 2,000	\$ 3,190	\$ 4,460	\$ 2,800	N/A		
90022	863	90022 East Los Ange	\$ 70,441	\$ 5,870	https://www.poin	\$ 2,390	N/A	\$ 1,520	\$ 2,540	\$ 3,030	\$ 3,880		
90023	636	90023 Commerce, Ea	\$ 60,150	\$ 5,013	https://www.poin	\$ 2,230	\$ 1,450	\$ 1,790	\$ 2,660	\$ 2,850	N/A		
90024	107	90024 Los Angeles (V	\$ 143,855	\$ 11,988	https://www.poin	\$ 4,670	\$ 1,830	\$ 3,350	\$ 4,950	\$ 6,710	\$ 8,100		
90025	190	90025 Los Angeles (S	\$ 132,210	\$ 11,018	https://www.poin	\$ 3,850	\$ 1,580	\$ 2,810	\$ 3,740	\$ 4,980	\$ 6,530		
90026	546	90026 Los Angeles (E	\$ 100,832	\$ 8,403	https://www.poin	\$ 3,700	\$ 1,570	\$ 2,650	\$ 3,830	\$ 5,070	\$ 5,470		
90027	193	90027 Los Angeles (G	\$ 118,015	\$ 9,835	https://www.poin	\$ 3,640	\$ 1,480	\$ 2,540	\$ 4,010	\$ 5,660	\$ 6,900		
90028	130	90028 Los Angeles (H	\$ 73,021	\$ 6,085	https://www.poin	\$ 3,320	\$ 1,800	\$ 2,900	\$ 3,990	\$ 4,300	\$ 6,880		
90029	314	90029 Los Angeles (E	\$ 71,796	\$ 5,983	https://www.poin	\$ 3,000	\$ 1,420	\$ 2,210	\$ 3,270	\$ 4,230	\$ 5,080		
90031	357	90031 Los Angeles (L	\$ 82,490	\$ 6,874	https://www.poin	\$ 2,780	\$ 2,100	\$ 1,910	\$ 2,370	\$ 4,040	\$ 3,660		
90032	469	90032 Los Angeles (E	\$ 85,167	\$ 7,097	https://www.poin	\$ 2,780	N/A	\$ 1,840	\$ 2,690	\$ 3,210	\$ 3,960		
90033	650	90033 Los Angeles (B	\$ 61,606	\$ 5,134	https://www.poin	\$ 2,430	\$ 1,250	\$ 1,850	\$ 2,420	\$ 3,330	\$ 3,970		

- Leadership Shadowing Competency with the CEO of California Housing Foundation:
  - Helped compiling data and researched incomes for 2000+ zip codes from California for rent burden individuals with intellectual or developmental disability (IDD) populations for legislation. The data advocates and demonstrates there is a need in affordable housing for IDD populations.





# Bay Area Affordable Housing Pipeline 2023



**Project Description:** The Bay Area Affordable Housing Pipeline is a database that highlights the need for significant financial support from state, regional, and local governments. Bridging this funding gap is essential to turn these plans into reality and ensure the Bay Area has the quality, affordable housing it needs. This database acts like a map, tracking all the affordable housing projects currently in the early stages of development. These projects are at various steps – some are just ideas, while others are securing permits and funding. Gather data for the following projects below.

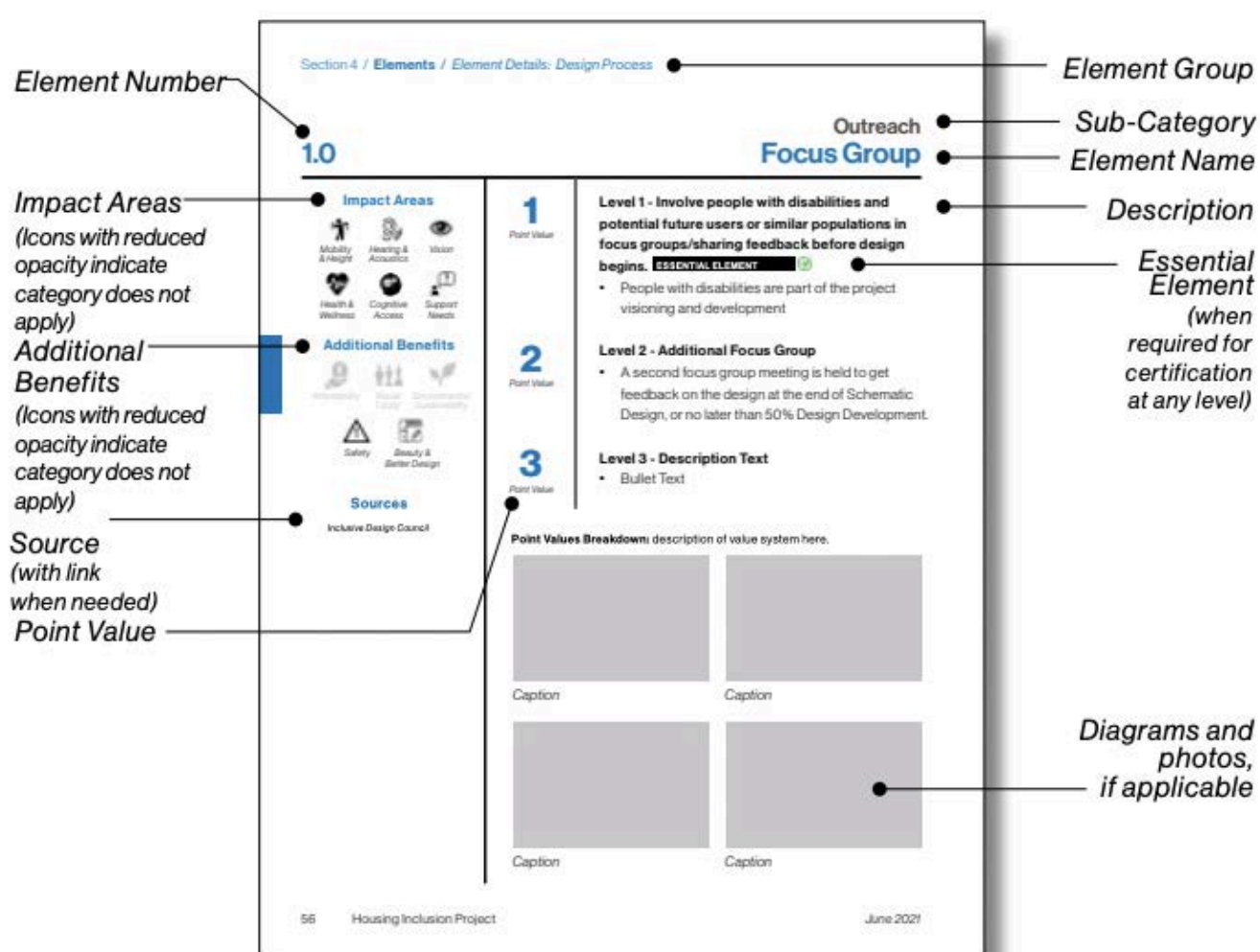
- Development Finance Competency for the following projects:
  - 330 Distel Circle
  - 4300 San Pablo
  - 87th Western
  - Greenfield I & II
  - Imperial
  - La Loma
  - Lake Avenue
  - Lexington Gardens
  - Mission Paradise
  - and more...



# Universal Design

## Element Detail Sheet

The following pages describe each element. Each element sheet is laid out as follows:



### Project Description:

Reviewed The Kelsey Universal Design checklist and compare it with EAH Design Guidelines identifying key similarities and differences that could inform future affordable housing projects for individuals with disabilities.

- Design and approval process competency:
  - Created a redline of EAH's Design Guidelines suggesting Universal Design with no cost and cost-involved suggestions.
  - Attended the Kelsey's "How to Expand Accessibility: The Kelsey's plain language leasing."
  - Attended the Kelsey's "Conversation with David Gissen | Author of the Architecture of Disability."





# Accelerator Fund

## **Project Description:**

Researched financial details for potential sale of taxable losses to an investor for non-tax credit projects such as HCD Accelerator program projects. Gather the following data for the following projects below.

1. Sources and uses
  2. Income and expenses
  3. Soft Debt
  4. Partnership entity name
  5. Sole member of GP
- Development Finance Competency for the following projects:
    - Imperial Senior Housing
    - Mission Paradise
    - Greenfield Commons I
    - Lightfighter Village
    - Pimentel Place





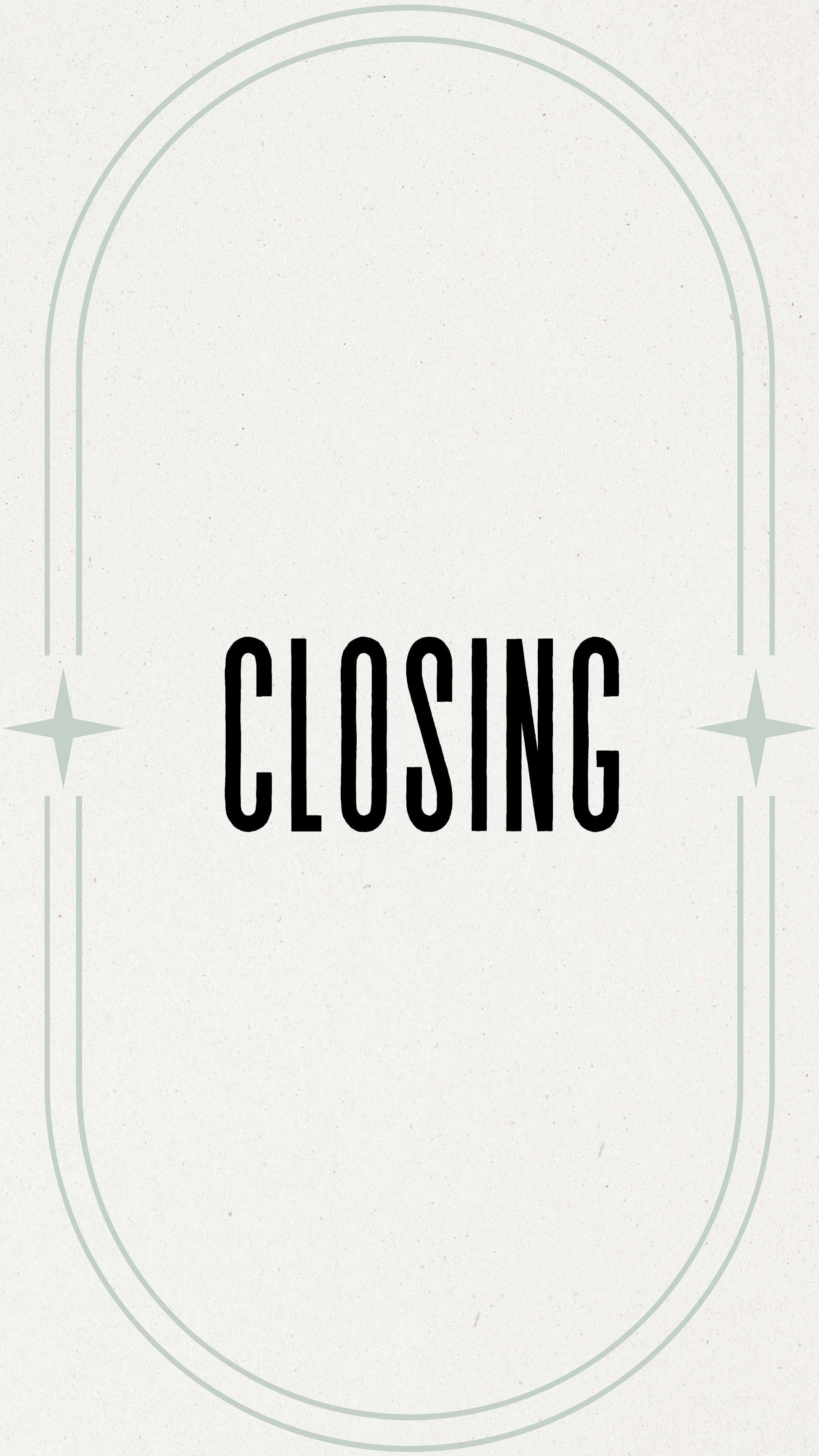
# Leadership Shadowing

## Competency

- LPAS Emery Tour with Vice President of Real Estate Development:
  - Attended a tour for the Emery apartment project – an 8-acre, 4 building, 500-unit mixed-use project.
  - Introduced to a market rate project and to market rate developer and clients.
- HCA Preservation & Protections Workgroup with AP Director of Portfolio Finance & Policy:
  - Update on new HCA support bills
    - SB 1201 (Durazo).
  - Discussion bills:
    - AB 2493 (Pellerin): application fees – waiting lists
    - AB 2785 (Wilson): application fees – limits fee and requires it is returned to those who are denied
    - AB 2747 (Haney): allows rental payments to be counted toward credit check







**CLOSING**





## **Learning Experiences**

This internship provided valuable exposure to the real estate development process. I was particularly surprised by the complexity involved in financial modeling to ensure projects are realistic. Working on proformas allowed me to identify potential cost-saving measures. Learning about different funding sources, like tax credits and public loans, helped me understand the project feasibility and the requirements needed to apply for those. Through this experience, I gained a comprehensive understanding of the entire project lifecycle, from pre-development planning through construction and post-construction phases. Some of the challenges faced by learning all of this was picturing all into my head and trying to make sense of such a complex system to get a project to get built.

It was definitely an eye opener experience, and I would like to be involved with affordable housing and real estate development in some way or the other in my future career, whether is through policy or architecture. In this experience I also wanted to be exposed to learn more about different departments and this was Communications and Resident Services; working alongside them made me realize that you can make an impact in different ways through communication and with serving ti the community. The BAHIP Program and EAH helped me understand how important this work is to them and how we should be talking about it more, and how necessary is for everyone to advocate for affordable housing specially here in California.

I enjoyed every aspect of this internship, my wish is for this program to continue going and bring young people's perspectives on what needs to be done and how we can better use our resources to make this process less lengthy.





## Closing Remarks



The BAHIP internship has been a blessing, through my time in the internship I gained professional experience, Real estate knowledge, project management skills, personal life skills, confidence in myself and most importantly lifelong friends.

A special thank you to my manager Tessa, who was always patient with me and had immense knowledge of the industry, also Denice who was always there supporting me with my early career. My last thank you is to Izanie for being understanding and always checking up with us!

## Contact

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