



# What Makes a Home?

California-based developer creates value as it works to address the nation's housing needs

Across the United States, developers are finding a need to provide diversified affordable housing properties that foster a sense of community for their residents.

Urban Housing Communities (UHC) seeks to meet these needs by developing communities and forging lasting partnerships. The firm, based in Santa Ana, California, primarily develops affordable, workforce and senior housing, but has recently moved into more specialized property types. Recently, its efforts have included recapitalized public housing, housing for veterans and permanent supportive housing for those transitioning out of shelters and for young people aging out of foster care.

Through UHC's strict attention to detail, financial acumen and focus on improving communities, its team has established a stellar reputation for meeting the needs of low-income individuals and families.

One of the firm's current efforts is Kaiwahine Village, a 120-unit affordable and workforce housing community in Kihei, Hawaii. In partnership with Hunt Capital Partners and Citi Community Capital, UHC was able to successfully fund the development and break ground this fall.

## KEY CAPITAL PARTNERSHIPS

Kaiwahine Village is remarkable for a number of reasons. The community will be LEED® certified and include numerous green building features, such as solar water heaters, solar panels and LED Energy Star lighting.

The interiors have been designed with durability and quality top of mind, with wood-appearing vinyl plank flooring, quartz countertops and water-conserving plumbing fixtures. In addition to its 120 apartment units, there will be an indoor/outdoor community



Urban Housing Communities

CEO :: Douglas Bigley | Location :: Santa Ana, California



center with a large wrapped lanai, picnic areas and community gardens, along with social service and management offices.

The development, expected to be complete in early 2020, is made possible due to UHC's capital investment partners. Citi Community Capital, a long-standing partner of the firm, contributed \$33.2 million in construction debt and \$7 million in permanent debt.

This is Citi's first foray into the Hawaii affordable real estate market working with UHC. The financing package was somewhat unusual, as the development was initially envisioned to be two separate deals. Thanks to Citi's flexibility, they were consolidated into a single deal with two separate budgets.

"[UHC] always delivers what they say they are going to deliver, even during challenging times in the market, and they also build a really high-quality product," says Sonia Rahm, Director at Citi Community Capital. "They have been such a great partner and we are excited to be able to be working with them on [more] Hawaii developments now."

In addition to Citi's financial contributions, UHC also received \$23 million in federal Low-Income Housing Tax Credit (LIHTC) equity from Hunt Capital Partners, a \$19.7 million rental housing revolving fund loan from the Hawaii Housing Finance and Development Corporation and \$8 million in state LIHTC equity from Hunt Capital Partners. It also received a \$2.3 million HOME loan from Maui County and \$1.4 million from the Hawaii Public Housing Authority's Rental Housing Trust Fund.



UHC is no stranger to incorporating numerous funding options to move forward on affordable housing developments.

"What we really have expertise in is this multi-tiered financing and bringing together a bunch of [organizations]," says Douglas Bigley, CEO of UHC. "Every state has tools they use to supply affordable housing, and what we are able to do is match what the states are doing with what the federal government is able to do. We can then develop in unique ways."

In addition to Kaiwahine Village, UHC is also working on several other affordable developments in Hawaii. Kaiaulu 'O Waikaloa, a 60-unit workforce housing development in Waikaloa, will provide affordable housing on the Kona side of the Big Island. In partnership with the Department



*"In the heart of the development process, we were delayed twice by the threat of devastating hurricanes, but were never deterred. Nor was Citi, as they never wavered on their commitment to execution. Now Maui and its residents will benefit from a significant, sustainable affordable housing community."*

– Douglas R. Bigley, CEO  
Urban Housing Communities

KAIWAHINE VILLAGE  
PHASE I & II

Maui, Hawaii

\$33.2 Million  
Construction to Perm Loan

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of Hawaiian Homelands, L'ia' Opuia will provide 162 single-family homes for Native Hawaiians within a master-planned community.

UHC is also working on several affordable developments in its home state of California. The first phase of Las Cortes, a 264-unit development of both senior and family affordable housing in Oxnard, is near completion. The second phase is in the predevelopment stage.

Crossings on Monterey in Morgan Hill will provide 39 units of transitional supportive and low-income family housing with an onsite social services provider. And, the Town of Windsor Veteran's Village will offer 60 units of supportive housing for

veterans and their families, along with onsite social services provided by Veteran's Resource Center of America.

In all, UHC has approximately 800 units of housing in development at this time.

#### CORE PARTNER GROUPS

The partnerships UHC has with financial institutions play a major role in its ability to work on many differing product types. However, investors are not the only entities instrumental in UHC's mission to bring quality affordable housing to communities in Hawaii and California.

The firm also forges partnerships with local service providers to help them meet the needs of the populations for which it develops. UHC selects partners that have niche experience or understanding in the areas the firm does not.

"One of the things we do not fool ourselves in is that we do not know everything, and we don't have expertise in every area," Bigley says. "That's why you search for the right people."

Maintaining close ties to local service providers helps UHC stay in the background to avoid unsettling the neighborhoods it develops in. It can then gradually build trust within the community.

"[Our goal is] to service the community differently, and sometimes we have to work through local providers to do that because there can be a lot of distrust when you first come to somebody's door and say you are going to do all these wonderful things," Bigley says.



**HUNT CAPITAL PARTNERS (HCP)**

Hunt Capital Partners (HCP) is the syndication division of Hunt Companies, Inc. (Hunt). HCP specializes in the syndication of Federal and State Low-Income Housing, Historic and Solar Tax Credits. Since the successful launch of its first fund in the fall of 2011, HCP has raised over \$1.6 billion in tax credit equity. HCP utilizes its extensive syndication and underwriting experience to close complex special needs projects that create affordable housing for underserved populations. A trusted partner, HCP has repeatedly lent its expertise to developers, both nonprofit and for profit, to underwrite these transactions to ensure the projects are successful.

These local service providers have also been instrumental in diversifying UHC’s product offerings. The mission-based organizations often come to the firm seeking its expertise in creating core groups comprising service providers, operators, city officials and investors. In essence, UHC delivers what the organizations need to fulfill their missions.

**DEFINING A HOME**

Another core area of UHC’s work goes beyond just providing housing for communities in need. The firm goes a step further, uninterested in meeting minimum standards and proving that the market does not define what its team can deliver to residents.

To go above and beyond, UHC contemplates what truly goes into creating a home. The firm has internalized a design team to focus on this creation of “home” in order to set a standard rather than meet a standard. Douglas Bigley’s wife, Dawn Bigley, plays a significant role in this segment of the business.

“[Dawn and the rest of the design team] really makes these units a home,” Douglas Bigley says. “We are not looking for people who are transitioning in and out of homes. People are going to live here for a long time. They’re going to raise their kids here.”

UHC also emphasizes its ability to serve as a net contributor to the neighborhood—not merely its residents. With this strategy, UHC positions its affordable communities as anchors within their neighborhoods.

“We want to be greater than just the buildings that sit there,” Bigley says. “We have to work harder to make a greater impact, and that is what we try to do every day.”



HUNT CAPITAL PARTNERS

**Sulzbacher Village**

**Sponsor:** Sulzbacher  
**Location:** Jacksonville, Florida  
**Units:** 70 LIHTC and 54 emergency housing  
**Tenants:** Homeless women, female veterans, children and families  
**LIHTC Equity:** \$8.4 million  
**Closing:** May 2017

**Quest Village**

**Sponsor:** Quest Inc.  
**Location:** Orlando, Florida  
**Units:** 48 LIHTC  
**Tenants:** Persons with development disabilities  
**LIHTC Equity:** \$9.5 million  
**Closing:** December 2016

**The Meadows**

**Sponsor:** Second Step Housing and Vancouver Housing Authority  
**Location:** Vancouver, Washington  
**Units:** 30 LIHTC  
**Tenants:** Homeless individuals and families  
**LIHTC Equity:** \$4.4 million  
**Closing:** June 2017

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**The Vineyard on Lancaster**

**Sponsor:** Union Gospel Mission of Tarrant County  
**Location:** Fort Worth, Texas  
**Units:** 98 LIHTC and 6 unrestricted  
**Tenants:** Homeless individuals and families or formerly homeless and transitioning to independent living  
**LIHTC Equity:** \$11.9 million  
**Closing:** August 2018

**Rhododendron Place**

**Sponsor:** Columbia Non-Profit Housing and Vancouver Housing Authority  
**Location:** Vancouver, Washington  
**Units:** 30 LIHTC  
**Tenants:** Homeless individuals and persons with mental disabilities  
**LIHTC Equity:** \$4.2 million  
**Closing:** September 2018

For more information visit [www.huntcapitalpartners.com](http://www.huntcapitalpartners.com)