

RELIANT GROUP MANAGEMENT

February 21, 2019

Ms. Diane SooHoo
California Tax Credit Allocation Committee
915 Capitol Mall, Room 110
Sacramento, CA 95814

Re: Leisure Terrace Apartments Tenant Transition Narrative

Dear Diane SooHoo:

Reliant Group Management and its affiliate, Reliant Property Management (together “Reliant”), are an experienced affordable housing developer and manager, having acquired and renovated 4,122 units under the Section 42 Low Income Housing Tax Credit (the “LIHTC”) program. As such, Reliant understands the critical need for tenant outreach when undertaking a 4% syndication of a property.

As part of the acquisition of the Leisure Terrace Apartments in Hayward, California, notices were sent out via mail and posted on each tenant’s door on the day of the closing, informing them of the ownership change, the new management company and the conversion to an affordable LIHTC community. The notices included the income eligibility and programmatic requirements for qualification under the program, the new management contact information for tenants, times management would be available to meet with individual families to discuss the conversion and income qualifications dependent on their particular family size. If a family is determined to be over-income, Reliant’s qualified affordable housing specialists will be there to help them navigate their transition to a new community. Initially, Reliant will offer residency, where available, in a Reliant-owned and managed community in the greater Bay Area and Sacramento. Transfer fees will be waived, and deposits refunded if they do decide to relocate to one of these communities. If they choose to look elsewhere, Reliant staff will recommend other potential avenues for them to explore. As most residents reside under a month-to-month lease, residents that are over-income will be provided with a 60-day notice to vacate. Understanding that there may be particular issues that don’t allow for a resident to move out within that time frame, Reliant will make for reasonable accommodation as necessary.

Reliant understands that the opportunity to find apartment communities within California that can be converted from market rate to LIHTC housing is extremely rare. Rents have increased substantially across the state since the Great Recession, forcing low-income and very low-income families further and further out from major MSA’s throughout the state. Many of these families have been forced out of the state entirely, likely never to return. Our goal is to protect these families by acquiring, substantially renovating and converting these communities to LIHTC, thus providing safe and affordable homes for families in these communities for years to come.

We look forward to continuing our successful relationship working with CTCAC on these conversions and many more in the future.

Sincerely,



Jason Snyder
VP of Acquisitions