

Getting Started with Real Estate: Factors to Consider in Creating New BHBH Settings

DHCS Welcome

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- **Leslie Jordan** is the Founder of Perch Projects, empowering organizations to complete complex projects for underserved communities
- 35 Years of construction industry experience
- 15 years working with people experiencing homelessness
- **Deborah Lever** is a healthcare interior designer with degrees in both Psychology and Interior and Environmental Design
- A project manager with a focus on housing projects for people experiencing homelessness
- Supports projects in creating client-focused and dignified spaces

Today we'll discuss how to:

Manage and guide the property identification process

Align your property with client population needs

Create a successful infrastructure project

Avoid additional costs and project delays

Build a successful team

Overview of Property Types and Infrastructure Considerations:

- Types of property control
- Different housing types
- Property location
- Property assessment
- Project team



Types of Property Control



- Leasing
- Purchasing
- Partnership
 - Nonprofit
 - Government agency
 - Other entity



Housing Options

What will meet the needs for:

- Your community?
- People experiencing homelessness?
- Effective service delivery?



Manufactured Homes

- Mobile/manufactured
- Pre-fab/modular
- Customized containers





Tiny Homes

- 400 square feet or less
- Moveable

Accessory Dwelling Units (ADUs)

- +/- 600 square feet
- Built on a foundation
- Built on lot with a single family home



Hotel

- Several floors
- Internal corridors
- Common spaces



Motel

- 1-2 Floors
- Few or no common spaces

Residential Buildings

- Single-family
- Townhome
- Condominium
- Duplex/triplex



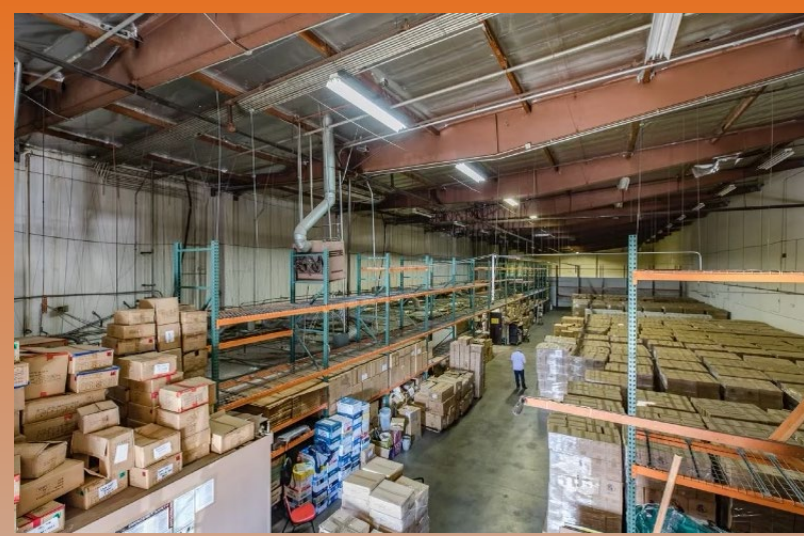
Multi-Family Buildings

- Apartments
 - Entire building
 - Scatter sites



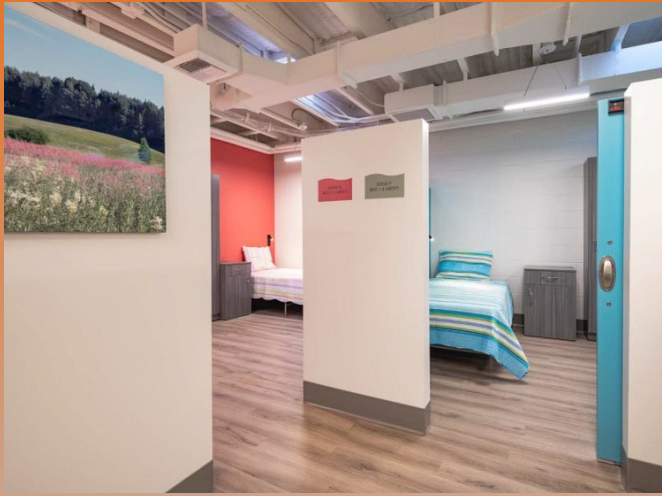
Repurposed Buildings

- Warehouse
- Office
- Retail



Community Buildings

- Religious structure
- Day center
- Meeting hall
- Gymnasium
- School building



Medical Buildings

- Board and care home
- Retirement home
- Community clinic
- Hospital
- Medical office



Property Assessment

Identifying the Property



- Access to important infrastructure
- Safety of location and neighborhood



- Connection to community of origin and services
- Opportunities for community engagement and support



Specialty Areas on Property

- Client and staff activities
- Pets
- Smoking
- Socializing
- Delivery of services
- Parking
- Bike parking
- Storage



Preparing for a Viable and Successful Project

Zoning (Lease or Purchase)

- Local ordinances
- Emergency declarations

Title (Purchase)

- Easements
- Deed restrictions

Permitting (Infrastructure)

- Local regulations
- Code compliance



Utilities (Lease or Purchase)

- Electrical service and panels
- Water service
- Sewer lines / septic
- Size and age of above
- Location on site or proximity to property



Condition of Facility and Repairs

- Roof
- Systems (HVAC/electrical/plumbing)
- Contamination/mold
- Foundation/structural integrity
- Water damage
- Unpermitted construction work
- Deferred maintenance



Incomplete Property Assessment can lead to unexpected expenses and delays

Proposed
Budget





Creating a Winning Team

- Key point of contact
- Real estate broker
- Architect, engineer, designer
- General contractor/
remodeling specialist
- Developer partner
- Project manager

Team Members and Resources

- CEQA specialist
- Prevailing wage specialist
- RFP/solicitation representative
- Permit expeditor
- Administrative/accounting support
- Vendors
- Community liaison

Additional Team Members and Resources

Questions?



Next Webinar

Getting Started with Real Estate Part 2: The Development Process

Tuesday, August 22, 2:00 – 3:00 p.m.

Working Sessions/Office Hours

Tuesday, August 29, 1:30 – 2:30 p.m. (focus on individual units/small projects)

Tuesday, August 29, 3:00 – 4:00 p.m. (focus on rehab/renovation)

Wednesday, August 30, 9:00 – 10:00 a.m. (focus on tiny home/modular)

Thursday, August 31, 9:00 – 10:00 a.m. (focus on acquisition)