

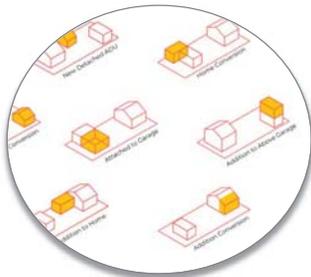
The Housing Innovation Collaborative ("HICo") is a non-profit, action-oriented housing-focused R&D platform convening people and ideas from across the housing eco-system to showcase and pilot new technology, financing, and policy solutions addressing the homelessness and housing affordability crisis.

HICo's mission is to increase and accelerate the production of lower-cost, higher-quality housing for underserved communities, from Los Angeles to the world.

housinginnovation.co // hi@housinginnovation.co

Mission

Housing Underserved Communities With New Innovations and Collaborations



Housing

For Underserved Communities, Faster, Cheaper, Better

=

Innovation

Improved Technology, Financing, & Policy Solutions

+

Collaborative

Engaged Organizations & Leaders Throughout The Housing Eco-System

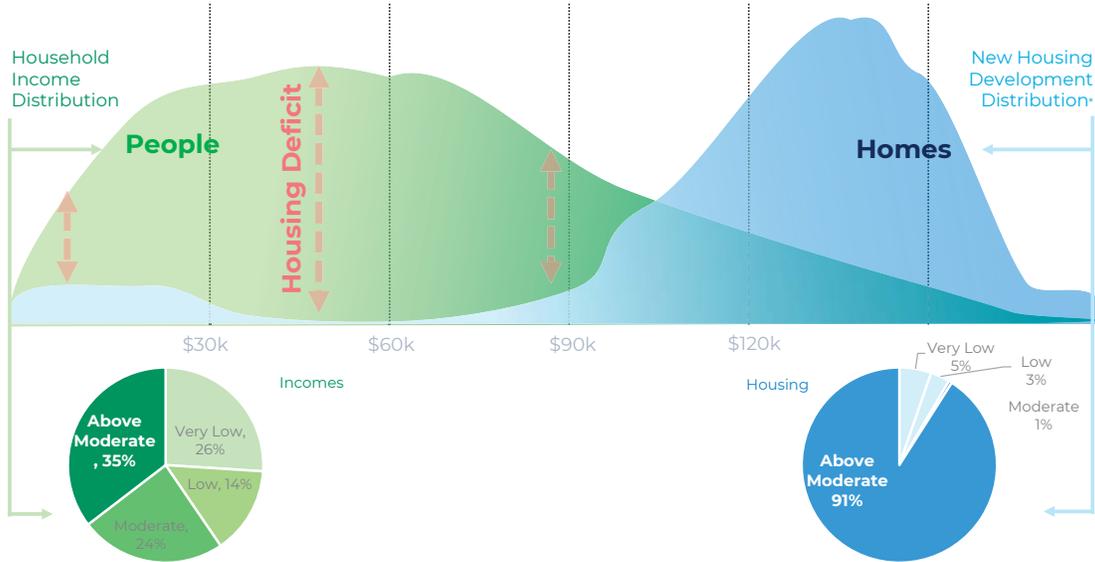


Mission



Housing

Underserved Communities In Every Underserved Income Segment



*for City Los Angeles, based on 5th Cycle RHNA Housing Production Goals 2013-2021

Mission



Innovations

Showcasing New Solutions Along Every Stage of Housing Production



1. Community
2. Policy
3. Site
4. Design
5. Approvals
6. Finance
7. Construction
8. Services
9. Other

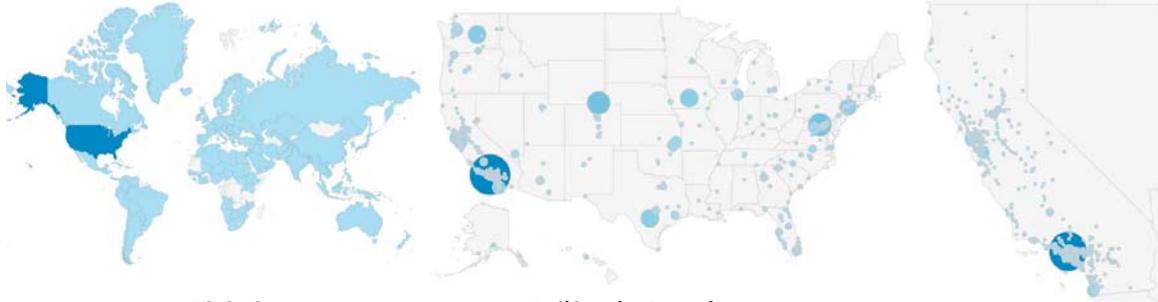


Mission



Collaborations

Convening The Entire World On A Global Knowledge Sharing Platform



Global

25% Int'l Traffic
153/195 Countries

California-Centric

CA is 50% of U.S.
50/50 States

LA-Based

65% of CA in SoCal
40% of CA in LA

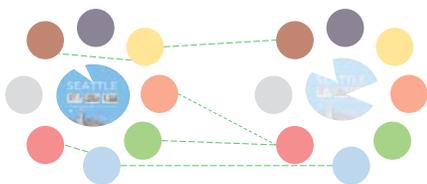


HICo's Value Proposition

Implementing innovation and building collaboration is challenging without stakeholders seeing "the full picture".

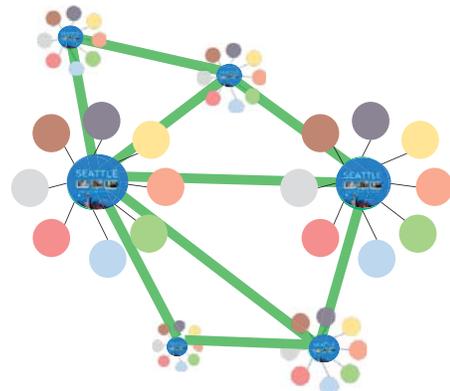
Without Platform

10% of information conveyed to 10% of stakeholders, sporadically



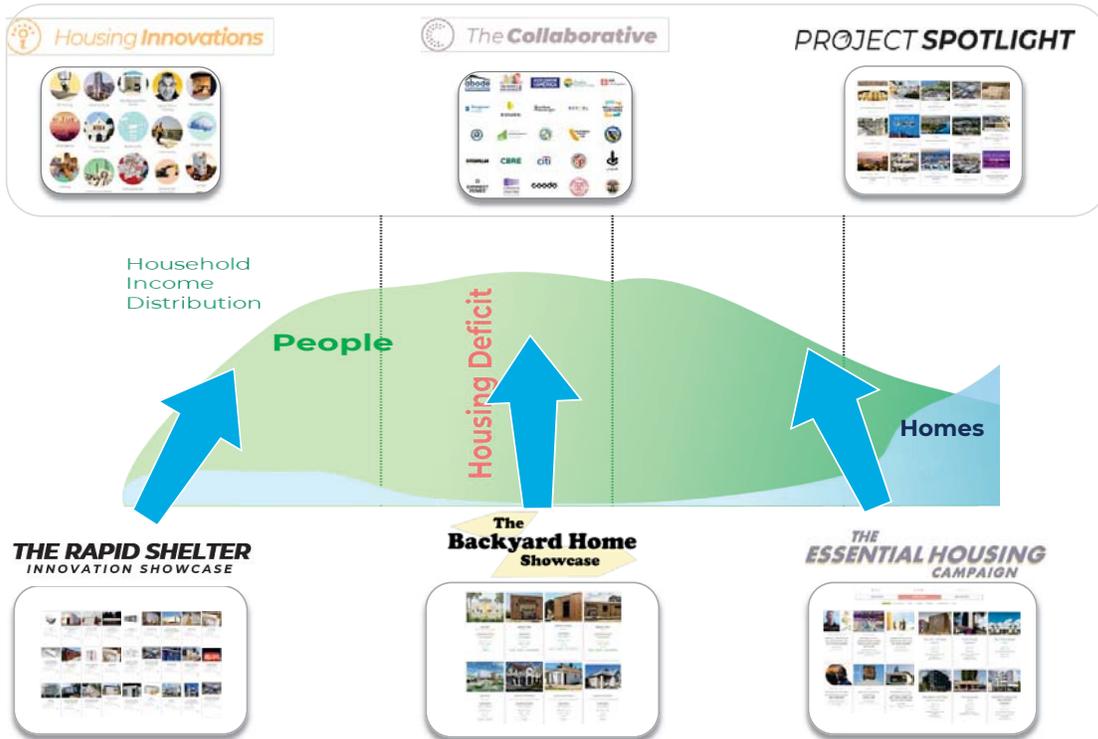
With Platform

100% of information conveyed to 100% of stakeholders, 24/7



HICo's Value Proposition

Platform acts as a 'base camp' for scaling the housing production deficit



7/20

Impact: Innovation



Knowledge & Solutions Showcased

Housing Innovations
The world's largest interactive directory of housing solution themes.



- 95 Innovation Hubs

HICo Live
The world's stage showcasing the best and brightest new solutions.



- 75 Live Events

The Collaborative
The world's largest detailed directory of housing stakeholders.



- 150 Organizations

PROJECT SPOTLIGHT
Comprehensive overviews of the world's most innovative housing projects.



- 12 Project Templates

THE RAPID SHELTER INNOVATION SHOWCASE
The world's largest database of rapidly-deployable shelter solutions.



- 80 Solutions

THE ESSENTIAL HOUSING CAMPAIGN
A public-private campaign to build 130k new homes for LA's essential workforce.



- 70 Solutions

8/20

Impact: Innovation

Highlighted Initiative 2 of 4



The Backyard Home Showcase

The Backyard Home Showcase

Designer Extras

Filter Sort Add

Accelerating Backyard Homes Forward
The centralized portal of pre-approved ADU plans across California, starting with eight partnership cities and 100+ pre-approved plans.

<p>AV ADU APPROVED PLANS City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN</p>	<p>ABOQUO ONE APPROVED PLANS City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN, BUILD, FULL SERVICE</p>	<p>REPLACES City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN, BUILD, FULL SERVICE</p>	<p>APPROVED PLANS City: The Escondido \$200,000 - \$250,000 2 Bed / 1 Bath 400 SF PLAN, BUILD, FULL SERVICE</p>	<p>REPLACES City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN, BUILD</p>	<p>APPROVED PLANS City: The Escondido \$200,000 - \$250,000 2 Bed / 1 Bath 400 SF PLAN, BUILD, FULL SERVICE</p>	<p>REPLACES ADU REPLACES City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN</p>	<p>EGARCH PLAN A REPLACES CLAYTON/ANDERSON ARCHITECTURE City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN</p>
<p>BUNHAUS REPLACES City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN, BUILD</p>	<p>CLOVIS COTTAGE 3 CITY OF CLOVIS COTTAGE PLANS APPROVED PLANS City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN</p>	<p>CLOVIS COTTAGE 2 CITY OF CLOVIS COTTAGE PLANS REPLACES City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN</p>	<p>CLOVIS COTTAGE 1 CITY OF CLOVIS COTTAGE PLANS REPLACES City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN</p>	<p>ELECTRIC ADU PLAN - BLATT ARCHITECTS City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN</p>	<p>ENCINITAS 1 BEDROOM (IDN) IDN STUDIO CITY OF ENCINITAS APPROVED PLANS City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN</p>	<p>ENCINITAS 1 BED ADU IDN STUDIO CITY OF ENCINITAS APPROVED PLANS City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN</p>	<p>ENCINITAS STUDIO (IDN) IDN STUDIO CITY OF ENCINITAS APPROVED PLANS City: The Escondido \$200,000 - \$250,000 1 Bed / 1 Bath 300 SF PLAN</p>

Impact: Innovation

Highlighted Initiative 3 of 4



Project Spotlight

PROJECT SPOTLIGHT
Emergency Interim Permanent Supportive

Deep dives on innovative housing projects
The who, what, when, where, why, how – and what's next?

SQUAREONE
OREGON & WASHINGTON

SEATTLE
TINY HOUSE VILLAGES

WPC WAREHOUSE CONVERSION*
Bogota, Columbia

SANTA CRUZ, CA
SANTA CRUZ PALLET SHELTER
Santa Cruz, CA

SAN DIEGO
BRIDGE HOUSING PROGRAM
San Diego, CA

SAN DIEGO'S BRIDGE HOUSING PROGRAM
San Diego, CA

RIVERSIDE, CA
CONVERSION OF EXISTING BUILDING
Riverside, CA

FRESNO, CA

SAN JOSE BHC FELIPE*
San Jose, CA

Navigation: Home, About, Contact, Search, Filter, Sort, Add

Impact: Innovation

Highlighted Initiative 4 of 4



The Essential Housing Campaign

Essential Issues

Leading Solutions

Design Showcase

Show All Community Policy Design Finance Construction Land

The 'Housing Olympics', from Los Angeles to the World

A community-development campaign to showcase the solutions and gather the resources + stakeholders needed to build 130k new affordable homes for up to 120% AMI – with limited upfront public subsidy – in Los Angeles County by the LA 2028 Summer Olympics.

IMOD

MISSION CORNER @ CUA DE SAC

LAS PALMAS BARCELONA

HOUSE A (MEHR ALS WOHNEN)

HOPE ON ALVARADO

FINANCE

TRENDS IN NEW INVESTMENTS IN UNDERSERVED COMMUNITIES

Stacey Cumberbatch
FUGE Executive Fellow
Opportunity Zones

FINANCE

THE CATALAN TIC OWNERSHIP STRUCTURE

Carles
Developer + Architect, Lacer

DESIGN, CONSTRUCTION

SOCIAL HOUSING'S SAVED COSTS & SHARED AMENITIES IN ZURICH (MEHR ALS WOHNEN)

Anne Kaeztle
Architect, Partner, Quire Architects

DESIGN, CONSTRUCTION

SIMPLIFYING COMPLEX ZONING CODE WITH MACHINE LEARNING

Livia Benjiamini
CEO, Syntrium

13/20

Status Update: The Essential Housing Campaign



- Ep. 1: The Right To Housing for Essential Workers & Beyond // The Essential Housing Campaign
- Ep. 2: How Regional Data Sharing Builds More Equitable Housing // The Essential Housing Campaign
- Ep. 3: Top 10 Ways Cities Can Help Build More Infill Housing // The Essential Housing Campaign
- Ep. 4: The Rise of "The Super Commuters" // The Essential Housing Campaign
- Ep. 5: The Downsides of Single Family Homes // The Essential Housing Campaign
- Ep. 6: What is "Missing Middle" Housing? // The Essential Housing Campaign
- Ep. 7: Viewing The Built World Through A Black Lens // The Essential Housing Campaign
- Ep. 8: Tour of "The Commons" (in Melbourne) // The Essential Housing Campaign
- Ep. 9: The Benefits & Challenges of 3D Printing Buildings (Dubai) // The Essential Housing Campaign
- Ep. 10: The Benefits & Challenges of Modular Construction // The Essential Housing Campaign

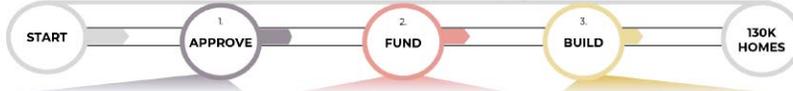
14/20

Status Update: The Essential Housing Campaign



THE ESSENTIAL HOUSING CAMPAIGN

The action plan to pave the path forward for building 130k new homes for essential workers in Los Angeles County by 2028.



1. APPROVE	2. FUND	3. BUILD																																				
<p>Workforce housing needs to be accepted, allowed, and approved in all forms along the entire housing production line – from policy to incentivize it, zoning to allow it, and processes to speed it along.</p>	<p>We get what we pay for, and currently, we are not paying for workforce housing. New capital needs to be deployed. For new development to tap into the vast private capital markets, more deals need to "pencil".</p>	<p>The cost to build a new home is far higher than the price the workforce market can pay. Lowering prices means lowering the cost to build new housing, in the acquisition, design, manufacturing, and construction phases.</p>																																				
<p>Shortfall</p> <p>Currently Pipeline <100 units/year</p> <p>Need Pipeline 19,000 units/year</p>	<p>Shortfall</p> <p>Currently <\$20 million invested/year</p> <p>Need \$5.7 billion invested/year</p>	<p>Shortfall</p> <p>Currently \$500,000/unit cost to build</p> <p>Need <\$300,000/unit cost to build</p>																																				
<p>Challenges / Solutions</p> <table border="1"> <tr> <td>Limited available inventory of sites ready for development</td> <td>Use surplus public-owned sites, incentivize sales of privately owned sites</td> </tr> <tr> <td>Approvals are slow</td> <td>Speed approval process</td> </tr> <tr> <td>The entitlement process is unpredictable</td> <td>Make the entitlement process transparent and 100% predictable</td> </tr> <tr> <td>Low public sector capacity to review and approve new development</td> <td>Scale capacity with new labor, automation, or outsourcing</td> </tr> <tr> <td>Low awareness of housing crisis roots and causes (general public and industry)</td> <td>Partner with marketing & network associations</td> </tr> <tr> <td>Neighborhood and political pushback to higher density</td> <td>Listen to concerns, feelings, negotiate</td> </tr> </table>	Limited available inventory of sites ready for development	Use surplus public-owned sites, incentivize sales of privately owned sites	Approvals are slow	Speed approval process	The entitlement process is unpredictable	Make the entitlement process transparent and 100% predictable	Low public sector capacity to review and approve new development	Scale capacity with new labor, automation, or outsourcing	Low awareness of housing crisis roots and causes (general public and industry)	Partner with marketing & network associations	Neighborhood and political pushback to higher density	Listen to concerns, feelings, negotiate	<p>Challenges / Solutions</p> <table border="1"> <tr> <td>Public subsidy not available for 80-120% area median incomes</td> <td>Use trillions of liquid private capital to finance development</td> </tr> <tr> <td>Financing construction is risky</td> <td>Predictable entitlement approvals, timing, costs</td> </tr> <tr> <td>Banks are not lending money for new construction</td> <td>Banks dedicate lending allocations for new proposed projects</td> </tr> <tr> <td>Investors will not invest in new workforce housing</td> <td>Make investing more attractive / accessible</td> </tr> <tr> <td>Not enough investors</td> <td>Lower barrier to entry to invest</td> </tr> <tr> <td>Low awareness (general public)</td> <td>Partner with networking associations</td> </tr> </table>	Public subsidy not available for 80-120% area median incomes	Use trillions of liquid private capital to finance development	Financing construction is risky	Predictable entitlement approvals, timing, costs	Banks are not lending money for new construction	Banks dedicate lending allocations for new proposed projects	Investors will not invest in new workforce housing	Make investing more attractive / accessible	Not enough investors	Lower barrier to entry to invest	Low awareness (general public)	Partner with networking associations	<p>Challenges / Solutions</p> <table border="1"> <tr> <td>Construction prices – labor and materials – continue to increase</td> <td>Lower construction costs with new products, process, labor, research</td> </tr> <tr> <td>Rising land prices driving up total costs</td> <td>Slow rising land prices with inclusionary zoning</td> </tr> <tr> <td>Local housing production capacity in the region is low</td> <td>Scale production, more labor, more automation, more outsourcing</td> </tr> <tr> <td>Smaller projects – <20 units – are not built, not worth the hassle and liability for builders</td> <td>Lower liability and insurance risk by risk pooling</td> </tr> <tr> <td>Not enough construction workers trained and available</td> <td>Train a larger workforce, automation, outsourcing</td> </tr> <tr> <td>Construction is complex</td> <td>Simplify construction process</td> </tr> </table>	Construction prices – labor and materials – continue to increase	Lower construction costs with new products, process, labor, research	Rising land prices driving up total costs	Slow rising land prices with inclusionary zoning	Local housing production capacity in the region is low	Scale production, more labor, more automation, more outsourcing	Smaller projects – <20 units – are not built, not worth the hassle and liability for builders	Lower liability and insurance risk by risk pooling	Not enough construction workers trained and available	Train a larger workforce, automation, outsourcing	Construction is complex	Simplify construction process
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Status Update: The Essential Housing Campaign



THE ESSENTIAL HOUSING CAMPAIGN

Housing Progress Tracker

Essential Housing for Our Essential Workers



Live Tracking Begins October 1, 2021

Map View

New Moderate income Housing in LA County (Map)

Per California State Mandated Allocations*

City	% Tracking Target	Units Built To Date	Current 12-Month Period Target	Total Target
Agoura Hills	0%	0	7	55
Alhambra	0%	0	135	1,077
Arcadia	0%	0	76	604
Artesia	0%	0	16	128
Avalon	0%	0	0	3
Azusa	0%	0	48	382
Baldwin Park	0%	0	33	262
Bell	0%	0	4	29

