



Housing Solutions



Affordable. Efficient. Modular.

www.aplushousing.solutions



Housing Solutions

Our Purpose

To address the education workforce housing crisis using modular housing at little to no cost to schools.

Our Mission

We're purpose-driven to address housing affordability for teachers and school staff by creating workforce housing on underutilized school property.

Our commitment comes out of a thorough understanding of the challenges facing schools.

"Students and the community at large are benefited by teachers living in the community in which they practice their profession. It ensures stability, community involvement, and stronger ties between teachers, their students, and their families."

— **Teacher Housing Act of 2016.**

Our Expertise

We are a full-suite development firm with on-staff specialists in all aspects of housing production.



Environmental and
Engineering Analysis



Finance &
Accounting



Construction
Management



Architectural
Design



Communications & Public/
Government Affairs



Legal & Regulatory
Compliance

Our Team



Henry Bouchot, CEO **MBA, JD, MFA,**

Having served as a U.S. Marine and also as a local elected official, Henry bring a unique mix of storytelling, critical thinking, and entrepreneurial spirit to the real estate world. A real estate investor with over a decade of experience, Henry has two children in public elementary school.



Bill Lewis, CFO

A licensed real estate professional of over 15 years, Bill has a wealth of experience in both finance, as a former registered investment advisor, and in real estate, both as a broker and as the principal of a firm overseeing over tens of millions in annual development projects. Bill also has two children in public grades school.



Our Partner



Specializing in manufacturing state-approved, turnkey modular housing units, Connect is committed to showcasing the cost-savings and efficiency provided by building off-site modular units in order to put a serious dent in the housing crisis and create high-quality housing for those in need.

Our Challenge: Housing Affordability

Teachers and staff struggle to afford homes:

Nationally, 35% of teachers are considered rent-burdened. In California, 52% of school districts are located in counties where the median asking rent is not affordable to entry-level teachers.

Unable to save for a down payment, homeownership becomes unattainable for many. In 2016, a Redfin study found that only 17.4% of homes for purchase in California were affordable on the average teacher's salary.

School staff often face worse challenges, with more than half (55%) of food service workers who rent considered cost-burdened.



The average cost of a single-family home (\$839,460) in California is 13.5 times the average California public teacher's annual salary (\$62,097).

Our Challenge: Employee Retention

- | California is experiencing a systemic teacher shortage.
- | Teachers leave the profession at high rates (19%-30% nationally) during their first five years.
- | Enrollments in teacher preparation programs declined by more than 75% from 2001-2014.
- | Teachers with five or fewer years of experience earn about 20% less than individuals with college degrees in other fields.
- | Between 2016-2017 and 2017-2018, 12% of California teachers left teaching in the state or moved districts. Nearly 30% of districts had turnover rates above 10%.



| High turnover is associated with lower language achievement and math test scores.

| School districts lack the nonmonetary incentives to attract and retain teachers and staff.

| In 2019, a national survey of former public school teachers found 53% would consider returning if benefits improved.

| 23% cited housing incentives as an attractive benefit.

| A shortage of qualified teachers can result in staffing challenges.

Our Challenge: Underutilized School Property

As a result of declining student enrollment, half of the 151,500 acres owned by California districts are developable (the size of five Mannhattans).

Those sites are located on 7,068 properties, 61% of which are located where entry-level teachers experience housing affordability challenges.

California has potentially developable land owned by school districts.

20% of school district properties (2,218 of them), totaling 22,122 acres, do not have an operating school on them.



Our Offer

- ✓ We'll provide school district employees with below-market rental units.
- ✓ We'll cover all construction costs, avoiding the need for costly voter-approved borrowing.
- ✓ We'll create the highest quality housing. Every unit that leaves our factory is rigorously vetted and approved by the California Department of Housing and Community Development (HCD).
- ✓ We'll make sure the district keeps its land longterm.
- ✓ We'll minimize disruption by simultaneously building housing units off-site and performing on-site improvements.
- ✓ We'll help obtain community buy-in through responsive public affairs support.

Our Method

We build high-quality housing at a lower cost than competitors.



Speed (assembly line efficiency)



Durability (steel framing)



No weather delays



Reduced impact on neighbors



No need to deal with subcontractors



Reduce worksite theft and vandalism

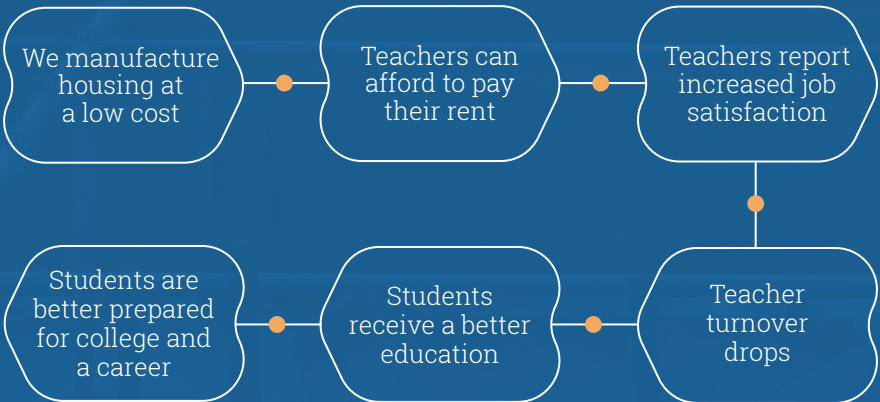


Minimal inspection delays (done at our factory)



Aesthetically pleasing finishes

We use a holistic approach, using housing as a catalyst for educational improvement.





Our Timeline



We'll get started right away, instead of spending years waiting on affordable housing grants and federal tax credits.

Our Goals



Improve employee morale and retention.



Increase student enrollment.



Maximize use of underutilized properties.



Create a financial safety net for teachers and school staff.

