



Humanity Housing North Bay  
3345 Santa Rosa Ave.  
Santa Rosa, CA 95407

11/05/2025

To:

Megan Basinger  
Santa Rosa Housing Authority  
90 Santa Rosa Ave.  
Santa Rosa, CA 95404

Subject: Request to Transfer Ownership and Assumption of Housing Authority Loans for 400 Earle Street

Dear Megan,

On behalf of Humanity Housing North Bay (HHNB), we respectfully request approval from the Santa Rosa Housing Authority (SRHA) to transfer ownership, assume, restate, and subordinate the existing Housing Authority loans encumbering the affordable housing property located at 400 Earle Street, Santa Rosa, CA (8 units).

Humanity Housing North Bay is a nonprofit organization dedicated to preserving and operating affordable housing in Santa Rosa and the greater North Bay region. Our goal is to ensure that existing affordable housing assets remain safe, financially sustainable, and well-managed for the long term.

As part of the acquisition of 400 Earle Street, HHNB requests:

1. Assumption of the existing loans currently administered by the Santa Rosa Housing Authority, along with all associated affordability covenants and requirements;
2. Restatement of all loans to extend the maturity date in alignment with the property's existing affordability covenant, which runs through 2075; and
3. Approval to subordinate the Housing Authority loans to new conventional financing which will be in first lien position as required by the lender to complete the transaction.

Humanity Housing North Bay proposes to purchase the property for \$1.2 million, utilizing a local bank in the approximate amount of \$600,000 with an anticipated interest rate between 6% - 6.25%, amortized over 30 years. Any remaining balance required to complete the acquisition will be provided through private investor equity.



Humanity Housing North Bay fully acknowledges that all HOME program requirements, affordability restrictions, and monitoring obligations will remain in full effect regardless of subordination. Our organization is committed to ensuring these obligations are met and that the property continues to provide high-quality, affordable homes for residents well into the future.

We appreciate your partnership and consideration of this request and are happy to provide any additional information, financial documentation, or lender contact details necessary to support your review.

Thank you for your continued leadership and support in the preservation of affordable housing in Santa Rosa.

Sincerely,  
Akash Kalia  
Humanity Housing North Bay



## Application for Loan Assumption and Acquisition

Humanity Housing North Bay (HHNB) is requesting the ability to acquire

- 400 Earle Street, Santa Rosa, CA — 8 units

This property is currently encumbered by two Housing Authority loans and long-term affordability covenants administered by the Santa Rosa Housing Authority. Humanity Housing's intent is to assume the existing loans and continue the operation of these properties as long-term affordable housing.

These properties are well-located within established residential neighborhoods and provide critically needed affordable homes in the local housing market. HHNB is committed to preserving their long-term affordability, improving operational efficiency, maintaining high standards of care and safety, and ensuring they remain valued assets to both residents and neighbors.

## Introducing Humanity Housing North Bay

Akash and Ali Kalia founded HHNB out of a shared commitment to preserving and strengthening affordable housing in Santa Rosa and Sonoma County. Through their work at The Palms — the county's first Permanent Supportive Housing project — they have witnessed firsthand the transformative impact that safe, well-managed, and dignified housing can have on residents and neighborhoods. Drawing on Akash's decade of experience in affordable housing development and community advocacy, and Ali's extensive background in financial management, property operations, and housing policy leadership, they created HHNB to ensure that affordable housing is not only preserved, but operated with the same care, efficiency, and quality as any other housing. Their vision is to steward properties in a way that residents and neighbors alike can take pride in, while safeguarding long-term affordability for future generations.

### Mission

*Humanity Housing North Bay preserves and provides safe, stable, and affordable housing rooted in compassion, integrity, and long-term stewardship. We are dedicated to creating thriving communities by ensuring residents have access to supportive services and neighborhood resources that promote well-being, dignity, and opportunity.*

### Vision

*We envision a future where every individual has access to a safe and affordable home in a welcoming, vibrant community. By holding affordable housing as a community asset*



*for generations, we strive to provide a foundation of stability and connection that empowers residents to lead healthy, fulfilling, and self-determined lives.*

## Organizational Goals

**Preserve Affordability:** Safeguard long-term affordability of housing in Santa Rosa and the surrounding region

**Ensure Stability:** Operate properties safely, efficiently, and sustainably to maintain financial and physical health

**Maintain Quality:** Keep properties to high standards of care and appearance so they are valued by residents and neighbors alike

**Support Residents:** Promote resident stability and well-being by providing secure, dignified, and well-managed housing

**Foster Community:** Be a responsible and responsive community partner that contributes positively to surrounding neighborhoods

**Uphold Compliance:** Ensure ongoing adherence to all regulatory and affordability requirements to protect the long-term viability of these homes

**Plan Reinvestment:** Anticipate future capital needs and reinvest in the properties to preserve their quality for generations to come

## HHNB Organizational Chart

### Board Members

- Kristyn Byrne – Board Chair
- Julia Vandenburg – Secretary
- Dustin Currin – Board Member
- Crystal Williamsen – Board Member
- Ruth Barrett – Board Member

### Executive Leadership

- Akash Kalia – Executive Director
- Ali Kalia – Director of Operations & Finance

## Relevant Affordable Housing Experience

Akash and Ali Kalia are the owner-operators of The Palms, a 104-unit Permanent Supportive Housing (PSH) property in Santa Rosa, California. Originally acquired in 2012 as a hotel, Akash recognized the need to create a model that was both financially sustainable and community-serving. Working closely with his attorney and local stakeholders, he successfully advocated for the conversion of the hotel into The Palms in 2016 — the first PSH project in Sonoma County — to provide housing for veterans and civilians experiencing homelessness. The Palms partners with Veterans Affairs (VA) and Catholic Charities (CC) for case management services and works closely with both the Santa Rosa Housing Authority and the Sonoma County Housing Authority to place residents through voucher and referral programs.

The Palms is managed by Palms Property Management, a division of KE30 LLC, owned and operated by Akash and Ali. After years of using service providers as third-party management, it became clear that a PSH-specific management company was needed. Drawing on Ali's property management expertise and Akash's PSH experience, they founded the first PSH-focused management company in Sonoma County. Since taking over, they have stabilized the property both operationally and financially, significantly improving rental collections, safety, and overall property condition.

## Akash Kalia - Affordable Housing Experience

Akash Kalia brings over a decade of hands-on experience in affordable and supportive housing operations, with a deep commitment to public-private partnerships and community-based housing solutions.

As the visionary behind The Palms, Akash:

- Spearheaded the first PSH project in Sonoma County through community advocacy and collaboration
- Established and maintains strong partnerships with Catholic Charities, the VA, and local Housing Authorities
- Directly manages all staff to ensure efficient operations and compliance with evolving laws and regulations
- Is currently entitling the expansion of The Palms to create approximately 100 additional supportive housing units

In addition to his leadership at The Palms, Akash served on the Santa Rosa Planning Commission, where he reviewed and approved multiple affordable housing projects and honed his expertise in land use, zoning, and development processes. This service gave him unique insight into the challenges and opportunities of creating affordable housing within the regulatory framework.



Akash also understands that compliance is at the core of affordable housing operations. Through his management of The Palms — a complex Permanent Supportive Housing community with multiple regulatory and service-provider partners — he has developed a deep appreciation for the importance of regulatory adherence, income certification, and long-term affordability monitoring. This experience equips him to ensure that HHNB will meet and exceed the compliance requirements tied to HOME loans and affordability covenants.

Beyond The Palms, Akash has also provided consulting support for PSH projects across the country working with individuals and organizations to facilitate the successful conversion of hotels into supportive housing complexes. His ability to guide others through the complex process of adaptive reuse further demonstrates his depth of expertise in PSH development and operations.

Akash's work has been recognized through numerous awards, including:

- Red Cross Hero Award
- Santa Rosa Merit Award
- Congressional Recognition Certificate from Congressman Mike Thompson
- Housing Navigator Award – Excellence in Housing Solutions from Home First (2023)
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He also remains deeply engaged in civic and community leadership, serving as an active member of the Santa Rosa Metro Chamber serving on its Board as its incoming Chair. In this role, he continues to advocate for sustainable and innovative housing solutions, while building partnerships that support community and economic vitality.

## Ali Kalia — Financial, Real Estate, and Affordable Housing Experience

Ali Kalia brings over 12 years of experience in real estate portfolio and financial management, with a strong focus on affordable housing preservation. She currently serves as Co-Founder & Director of Property Management for Palms Property Management, where she oversees budgeting, cash flow projections, financial reporting, and compliance oversight for The Palms, a 104-unit Permanent Supportive Housing property.

Ali's affordable housing expertise extends beyond PSH to include significant work with naturally occurring affordable housing (NOAH). She has led the acquisition and renovation of C-class multifamily properties, repositioning them to operate efficiently while preserving their affordability. In addition, she has overseen purchases of Section 8 properties, deepening her understanding of compliance, regulatory oversight, and the long-term stewardship required for subsidized housing.

Her prior professional experience includes:



- Asset Manager / Project Manager at Altus Equity Group, overseeing a \$250M+ commercial and multifamily portfolio, conducting financial performance analysis, due diligence, and managing construction projects exceeding \$50M
- Operations Manager at Prosper Real Estate, managing budgets, office operations, financial technology systems, and supporting property valuations and investment due diligence

Beyond her professional roles, Ali has been deeply involved in housing policy and community leadership in Santa Rosa and Sonoma County:

- Serves on the Budget Advisory Working Group for the City of Santa Rosa
- Vice Chair of the Advocacy Council for the Santa Rosa Metro Chamber
- Former Board Chair and Board Member of Generation Housing

Ali is highly skilled in financial analysis, due diligence, regulatory compliance, project management, and stakeholder engagement. She brings a proven track record of aligning financial strategy with social impact goals — expertise that will guide HHNB in preserving, strengthening, and expanding affordable housing assets.

Together, Akash and Ali combine deep operational experience with strong financial and asset management expertise, positioning HHNB to successfully assume, operate, and preserve the long-term affordability of the properties at 400 Earle Street and 623 Aston Avenue.

## Property Management

HHNB will utilize KE 30 LLC dba Palms Property Management (PPM) for property management at both Earle and Aston. PPM was founded in 2022 as Sonoma County's first company focused exclusively on Permanent Supportive Housing (PSH) and affordable housing. It is owned and operated by Akash and Ali Kalia, who combine direct experience in property operations, financial management, and compliance oversight. The company was designed around the requirements of deed-restricted housing and long-term regulatory agreements, with systems tailored to HUD HOME, Housing Authority, and supportive housing standards.

## Management Systems and Policies

Palms Property Management employs structured systems for tenant relations, maintenance, compliance, and budgeting that mirror the obligations at Earle Street and Aston Avenue. These include:

- Formal policies for rent collection, arrears follow-up, and coordination with case managers to prevent evictions and promote housing stability.



- Resident surveys and check-ins to monitor satisfaction, safety, and service needs.
- Regular inspections, including biannual unit inspections, to ensure safe, sanitary conditions and proactively identify capital needs.
- A full-time property manager Monday through Friday to handle resident communications, rent collection, and lease administration.
- A full-time maintenance manager to address work orders promptly, ensure preventive maintenance, and oversee contractors for specialized repairs.

### Compliance and Affordability Oversight

Palms Property Management has direct experience working with multiple oversight agencies, including the Santa Rosa Housing Authority, Sonoma County Housing Authority, HUD, the VA, and Catholic Charities. At their primary property The Palms, the team manages:

- Annual tenant income certifications and file maintenance consistent with HOME and Housing Authority standards.
- Preparation of CPA-audited financial statements and operating reports.
- Response to Housing Authority monitoring and inspections.
- Adherence to affordability restrictions, rent limits, and utility allowance adjustments.

HHNB will replicate this structure at 400 Earle and 623 Aston. Catholic Charities has confirmed willingness to extend compliance support if needed, providing additional assurance that reporting and monitoring obligations will be met.

### Budgeting and Capital Planning

PPM prepares annual operating budgets, reserve schedules, and capital improvement plans. Under Ali Kalia's direction, financial systems track income, expenses, and reserve contributions. Reserves are set aside for major systems and unit turns, with proactive planning for roof, parking lot resurfacing, security upgrades and more.

### Operational Improvements

Since assuming management of The Palms in 2022, Palms Property Management has stabilized the property financially and physically:

- Rent collections increased by 360%, reducing non-paying households from 43 to 5.





- A full roof replacement was completed, with ongoing reserve planning for future capital work.
- A 20-camera security system, gated perimeter, and fencing were installed, significantly improving safety.

These results demonstrate PPM's ability to operate deed-restricted affordable housing in full compliance with long-term covenants, while enhancing property performance and preserving affordability. HHNB will bring this proven management framework to Earle Street and Aston Avenue to ensure stability, compliance, and high-quality housing for residents.