

REQUEST FOR CITY OF AUSTIN RESOLUTIONS & OTHER REQUIREMENTS
for
2020 4% Low Income Housing Tax Credits

This is the Application for developers requesting resolutions (Requestors) required by the Texas Department of Housing and Community Affairs for 4% Low Income Housing Tax Credit applications in 2020. **This form and all attachments will be considered on a rolling basis on the first business day of each month.** All resolutions being requested are subject to approval by the Austin City Council.

1. Resolutions. Please indicate each applicable resolution requested from the City of Austin.

_____ Resolution of No Objection from the Local Governing Body (will be provided to all Requestors completing this form and providing all attachments)

_____ Twice the State Average Per Capita (will be provided to all Requestors completing this form and providing all attachments)

_____ One-Mile/Three-Year Rule

_____ Limitations on Developments in Certain Census Tracts

_____ Development is located within a census tract that has a poverty rate above 40% for individuals (the development must meet criteria outlined in section 4 below, Preference Criteria)

2. Application Requirements. For the Resolution request to be considered, please certify this Application and include the following information in the Application PDF:

- 1) Please complete the Project Summary Form (Excel) and attach it as a PDF to the Application behind the appropriate tab. [The Project Summary Form is available on NHCD's website.](#)
- 2) S.M.A.R.T. Housing Certification Letter. Applications for S.M.A.R.T. Housing certification go through a separate review process. For more information on the [S.M.A.R.T. Housing Program](#), email Sandra Harkins, Project Coordinator, at sandra.harkins@austintexas.gov.
- 3) Provide an aerial map indicating the Development's location and the distance a resident would have to walk on a paved surface to get to the nearest transit stop. Attach the map to the Application behind the appropriate tab.
- 4) Provide a **flood plain map** generated by www.ATXFloodPro.com with the property parcel identified and the legend displayed showing the various types of FEMA Flood Plain zones, if any. Attach the map to the Application behind the appropriate tab.
- 5) Provide information about the Developer's experience and development history. Attach this information to the Application behind the appropriate tab.

3. Preference Criteria. In order to receive a Resolution acknowledging that the development is located in a census tract with a poverty rate above 40% and authorizing the development to move forward, a development must meet **one of the following criteria. If applicable, please select one:**

- 1) The development is located in a High Opportunity Area, [according to the City of Austin RHDA/OHDA Application Map Series](#).
 - 2) The development is located in a Gentrification area, [according to the City of Austin RHDA/OHDA Application Map Series](#) (all tracts but “susceptible” are eligible).
 - 3) The development is located within 0.5 miles of an Imagine Austin Center/Corridor or a Mobility Bond Corridor, [according to the City of Austin RHDA/OHDA Application Map Series](#).
 - 4) The development will meet the TDHCA definition requirement for Supportive Housing.
 - 5) 20% of the units in the development will be dedicated to the local Continuum of Care.
- 5) **How to Submit.** Applications should be sent by email to Patrick Russell at patrick.russell@austintexas.gov. **Please include the PDF with all the incorporated attachments and please include the excel version of the Project Summary as well.** If Requestors are unable to submit by email, Applications may be submitted to Neighborhood Housing and Community Development, 1000 East 11th Street, 2nd Floor, Austin, TX 78702 to the attention of Patrick Russell. For more information, contact Patrick Russell at 512-974-3141 or by e-mail at patrick.russell@austintexas.gov.

ALL APPLICATIONS WILL BE CONSIDERED
ON A ROLLING BASIS ON THE FIRST
BUSINESS DAY OF EACH MONTH.

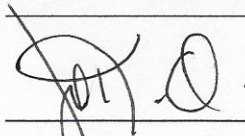
Development Name: Espero Austin at Rutland

The undersigned hereby certifies that the information provided in this Application, including all attachments and supporting materials, is true and correct under penalty of law, including Chapter 37 of the Texas Penal Code titled Perjury and Other Falsification and is subject to criminal penalties as defined by the State of Texas. The undersigned also affirms understanding of Texas Government Code Chapter 552, Public Information Act, which gives the public the right to access government records through public information requests, and acknowledges that this submitted Application will be treated as a government record.

Applicant (Entity Name) to TDHCA

Espero Austin at Rutland, LP

Authorized Representative Signature



Authorized Representative Printed Name

Jo Kathryn Quinn

Authorized Representative Title

Chief Executive Officer of Caritas of Austin, the managing member of the General Partner

Date

6.26.2020

Attachment 1 - Project Summary

(please insert a PDF of the Excel Project Summary Form)

Project Summary Form

1) Project Name Espero Austin at Rutland	2) Project Type 100% Affordable	3) New Construction or Rehabilitation? New Construction
4) Location Description (Acreage, side of street, distance from intersection) 1934 Rutland Drive, Austin, TX 78758		5) Mobility Bond Corridor Rundberg
6) Census Tract 18.21	7) Council District District 4	8) Elementary School COOK EL
9) Affordability Period 45 years		
10) Type of Structure Multi-family	11) Occupied? Yes	12) How will funds be used? ion, Pre-development, and Cons

13) Summary of Rental Units by MFI Level

Income Level	Efficiency	One Bedroom	Two Bedroom	Three Bedroom	Four (+) Bedroom	Total
Up to 20% MFI						0
Up to 30% MFI	27					27
Up to 40% MFI						0
Up to 50% MFI	117					117
Up to 60% MFI	27					27
Up to 80% MFI						0
Up to 120% MFI						0
No Restrictions						0
Total Units	171	0	0	0	0	171

14) Summary of Units for Sale at MFI Level

Income Level	Efficiency	One	Two	Three	Four (+)	Total
Up to 60% MFI						0
Up to 80% MFI						0
Up to 120% MFI						0
No Restrictions						0
Total Units	0	0	0	0	0	0

15) Initiatives and Priorities (of the Affordable Units)

Initiative	# of Units	Initiative	# of Units
Accessible Units for Mobility Impairments	18	Continuum of Care Units	101
Accessible Units for Sensory Impairments	4		

Use the City of Austin GIS Map to Answer the questions below

- 16) Is the property within 1/2 mile of an Imagine Austin Center or Corridor?
- 17) Is the property within 1/4 mile of a High-Frequency Transit Stop?
- 18) Is the property within 3/4 mile of Transit Service?
- 19) The property has Healthy Food Access?

20) Estimated Sources and Uses of funds

Sources	
Debt	10,324,278
Third Party Equity	9,300,460
Grant	2,000,000
Deferred Developer Fee	1,629,250
Other	1,806,811
Previous AHFC Funding	
Current AHFC Request	8,500,000
Future AHFC Requests	

Total \$ 33,560,799

Uses	
Acquisition	5,768,000
Off-Site	
Site Work	1,769,750
Sit Amenities	150,000
Building Costs	13,743,333
Contractor Fees	2,297,539
Soft Costs	4,179,661
Financing	2,277,516
Developer Fees	3,375,000

Total \$ 33,560,799

Attachment 2 – S.M.A.R.T. Housing Certification Letter

(S.M.A.R.T. Housing Certification Letter. Applications for S.M.A.R.T. Housing certification go through a separate review process. For more information on the [S.M.A.R.T. Housing Program](#), email Sandra Harkins, Project Coordinator, at sandra.harkins@austintexas.gov)



City of Austin

P.O. Box 1088, Austin, TX 78767
www.cityofaustin.org/housing

Neighborhood Housing and Community Development Department

June 24, 2020 – (Revision to letter dated February 4, 2020)

S.M.A.R.T. Housing Certification
Espero Austin at Rutland, LP – Espero Austin at Rutland (Project ID 693)

To Whom It May Concern:

Espero Austin at Rutland, LP - (development contact: Jennifer Hicks: 512.203.4417 (m); jennifer@truecasa.net) is planning to develop a **171-unit, multi-family** development at 1934 Rutland Drive, Austin TX 78758. The project will be subject to a minimum 5-year affordability period after issuance of a certificate of occupancy, unless funding requirements are longer.

This revision updates the total unit count from 135 to 171 and recalibrates the unit MFI percentages and unit count to the following:

- **16% of units (27) at or below 30% MFI**
- **68% of units (117) at or below 50% MFI**
- **16% of units (27) at or below 60% MFI**

Neighborhood Housing and Community Development (NHCD) certifies the proposed project meets the S.M.A.R.T. Housing standards at the pre-submittal stage. Since **100%** of the units will serve households at or below **60% MFI**, the development will be eligible for 100% waiver of fees listed in Land Development Code, Chapter 25-1-704, as amended or other fees waived under a separate ordinance. The unit mix is as follows: **16% of the units (27 units) will serve households at or below 30% Median Family Income (MFI), 68% of the units (117 units) will serve households at or below 50% Median Family Income (MFI) and 16% of the units (27 units) will serve households at or below 60% MFI.** The expected fee waivers include, but are not limited to, the following fees:

AWU Capital Recovery Fees
Building Permit
Concrete Permit
Electrical Permit
Mechanical Permit
Plumbing Permit

Site Plan Review
Misc. Site Plan Fee
Construction Inspection
Subdivision Plan Review
Misc. Subdivision Fee
Zoning Verification

Land Status Determination
Building Plan Review
Parkland Dedication (*by separate ordinance*)

Prior to issuance of building permits and starting construction, the developer must:

- ◆ Obtain a signed Conditional Approval from the Austin Energy Green Building Program stating that the plans and specifications for the proposed development meet the criteria for a Green Building Rating. (Contact Austin Energy Green Building: 512-482-5300 or greenbuilding@austinenenergy.com).
- ◆ Submit plans demonstrating compliance with the required accessibility standards.

Before a Certificate of Occupancy will be granted, the development must:

- ◆ Pass a final inspection and obtain a signed Final Approval from the Green Building Program. (Separate from any other inspections required by the City of Austin or Austin Energy).
- ◆ Pass a final inspection to certify that the required accessibility standards have been met.
- ◆ An administrative hold will be placed on the building permit, until the following items have been completed: 1) the number of affordable units have been finalized and evidenced through a sealed letter from project architect and/or engineer, 2) a Restrictive Covenant stating the affordability requirements and terms has been filed for record at the Travis County Clerk Office.

The applicant must demonstrate compliance with S.M.A.R.T. Housing standards after the after the certificate of occupancy has been issued or repay the City of Austin, in full, the fees waived for this S.M.A.R.T. Housing certification.

Please contact me by phone 512.974.2108 or by email at alex.radtke@austintexas.gov if you need additional information.

Sincerely,



Alex Radtke, Senior Planner
Neighborhood Housing and Community Development

Cc: Kristin Martinez, AE
Mashell Smith, ORES

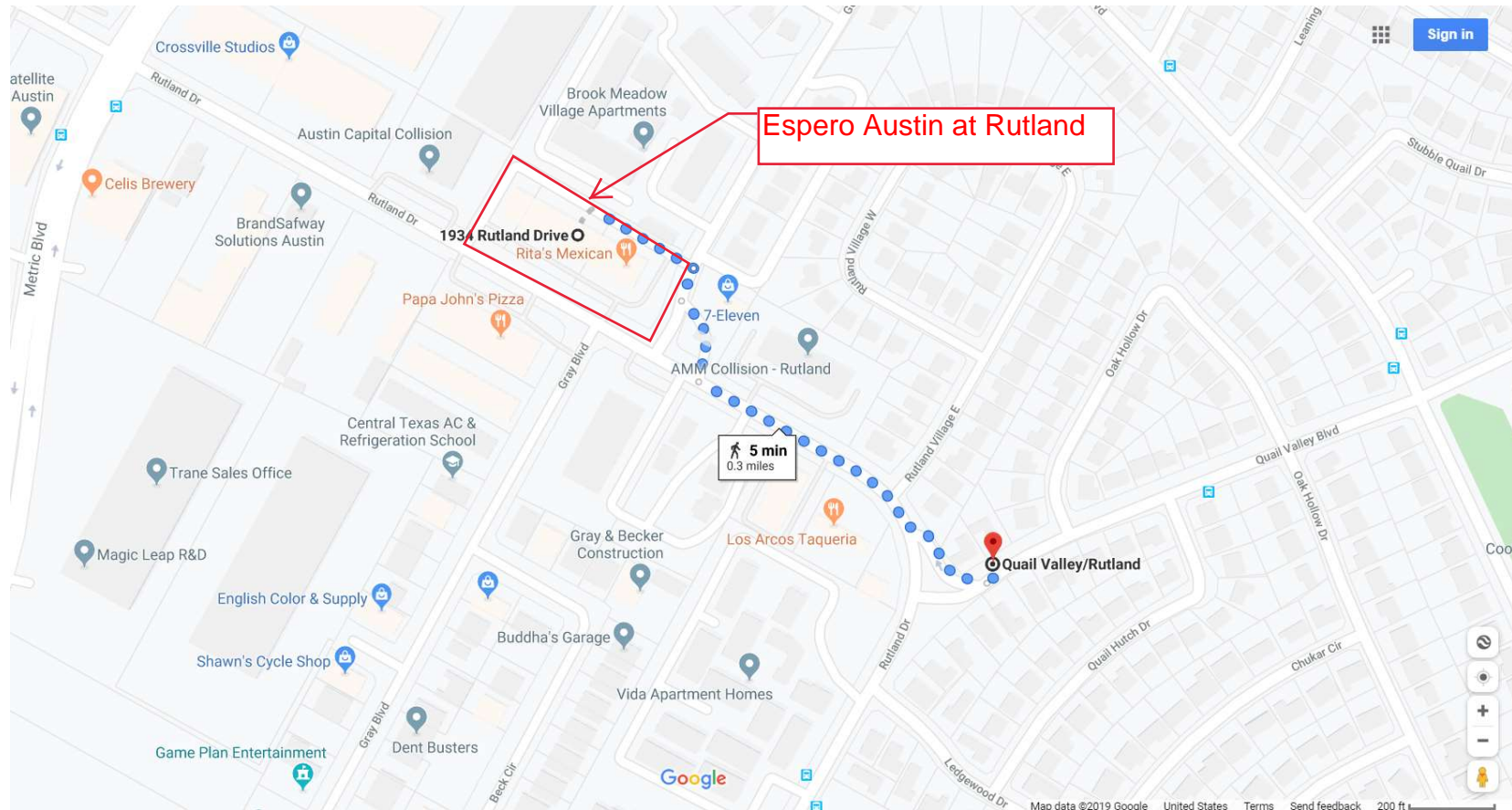
Ellis Morgan, NHCD

Jonathan Orenstein, AWU

Attachment 3 – Map and Nearest Transit Stop

(please insert a map indicating the property location and the distance a resident would have to walk on a paved surface to get to the nearest transit stop)

Distance to Nearest Transit Stop via Walking



Quail Valley/Rutland

Route 142

Attachment 4 - Flood Plain Map

(Please insert a map generated by www.ATXFloodPro.com with the property parcel identified and the legend displayed showing the various types of FEMA Flood Plain zones, if any)

Espero Austin at Rutland



FEMA Floodplains

The City of Austin Watershed Protection Department produced this product for informational purposes. It is not intended for or suitable for legal, engineering, or surveying purposes. It does not represent an on-the-ground survey and represents only the approximate relative locations of property boundaries. No warranty is made by the City of Austin regarding specific accuracy or completeness. Final determination of the floodplain status for a property must be based on a topographic survey by a Texas registered professional. For regulatory purposes, 100-Year floodplain elevations must be determined from an engineering model created in accordance with the Drainage Criteria Manual and approved by the City of Austin.

- ☐ Parcel
- FEMA Floodplain**
 - 100 Year (Detailed-AE)
 - 100 year (Shallow-AO)
 - 100 Year (Approx-A)
 - X Protected by Levee
 - 500 Year

0 200 400 Feet



Prepared: 12/19/2019

Attachment 5 - Developer's Experience and Development Background

(Please provide resumes and/or detailed narratives of the Development members' relevant experience, especially as it pertains to LIHTCs and affordable housing, and please provide a development experience summary, including the property names, their locations, number of units developed, populations served, years of placement in service, and the financing structures)



Caritas
of Austin



THE VECINO GROUP
Housing for the greater good.

DEVELOPMENT TEAM

Caritas of Austin has engaged the following high-quality development team to oversee the development of Espero Austin at Rutland:

Development Team for Espero Austin at Rutland	
Lead Developer	The Vecino Group Richard Manzardo 305 W. Commercial St. Springfield, MO 65803 (417) 720-1577 Rick@vecinogroup.com
Co-Developer	Caritas of Austin Jo Kathryn Quinn 611 Neches Street Austin, TX 78701 (512) 646-1252 Jkquinn@caritasofaustin.org
Development and Financing Consultant	True Casa Consulting, LLC Jennifer Hicks (512) 203-4417 jennifer@truecasa.net Texas HUB and WBE
Architect	Vecino Design, LLC Baxter Reecer (385) 273-3093 baxter@vecinogroup.com
Engineer	Wuest Group Scott Wuest (512) 394-1900 scott@wuestgroup.tx.com
General Contractor	Vecino Construction, LLC Mike Willemsen (518) 514-8119 Mike@vecinogroup.com
Attorney	Spencer Fane LLP Shawn Whitney (417) 840-6550 swhitney@spencerfane.com



Caritas
of Austin



THE VECINO GROUP
Housing for the greater good.

	Shackelford, Bowen, McKinley & Norton, LLP John Shackelford (214) 780-1414 jshack@shackelford.law
Accountant	Novogradac & Company LLP George F. Littlejohn (512) 349-3211 George.littlejohn@novoco.com
Property Manager	Alpha Barnes Hugh A. Cobb (972) 581-0854 hcobb@abres.com
ESA Provider	Phase Engineering, Inc. Diana Hendrick (713) 476-9844 Diana@phaseengineering.com
Market Analyst	Affordable Housing Analysts Robert O. (Bob) Coe, II (281) 387-7552 Robertocoe2@gmail.com
Supportive Service Provider	Caritas of Austin Jo Kathryn Quinn (512) 646-1252 Jkquinn@caritasofaustin.org

The assembled team brings together vast experience in real estate development, LIHTCs, affordable housing, local development and supportive housing.

With Vecino Group as a dedicated partner, Caritas of Austin is thrilled to bring a national perspective and best practice approach to high-quality supportive housing development that will build the capacity of our community to deliver affordable and supportive units to address housing instability.

It impacts an entire community,
sets an example, gives back, and
inspires all involved with a
greater sense of purpose.

That's development for the
greater good.



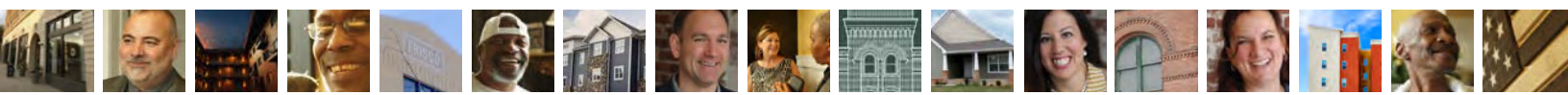
THE VECINO GROUP
Housing for the greater good.





Formed in 2011, The Vecino Group sees every day as a chance to develop housing that makes a difference in our society, community and within each resident's life.

Vecino is the spanish word for *neighbors*. And we believe in their power. People helping people, sharing spaces, resources, and interests has worked since the beginning of time. The Vecino Group would like to get back to that tradition. Through intentional design—design that centers around shared spaces, outside gathering spots, and joint community resources—we *want to bring residents together*.



Our experience > With a focus on integrity, teamwork and commitment, the principals of The Vecino Group have done over 2,000,000 square feet of development. We have a proven track record of completing difficult projects under exacting compliance driven conditions. From urban renewal to permanent supportive housing living, we have a knack for establishing a vision, creating partnerships and managing the construction process. *Development is what we do.*

What we believe > Being a dreamer is every bit as important as being a do'er. In our personal and our professional lives, the members of The Vecino Group are dedicated to imagining a better world and then working to make it happen. Our team has served on more than three dozen community-focused and not-for-profit boards. *Idealism is what keeps us striving to do better.*



Our residents are no different than we are.

Every member of our group would have qualified for affordable housing at some point in our lives. We keep this truth at the center of all of our ideas, refusing to think in terms of "us" and "them." Our housing solutions transcend financial divides and make sense at any income level.

Talk less. Listen more. > Though challenges are often similar, each community is unique—so a cookie-cutter approach is never an option for us. To truly find out what people need from affordable housing, an open dialogue is key. Asking, thinking, discussing—we and our community partners figure it out together. And togetherness builds a solid neighborhood.

THE 'GUT CHECK'

This isn't our mission statement.
It's our gut check.

The Vecino Group is a group of believers.

We believe in providing housing
for the greater good.

That means every project we do must
pass the gut check.

The gut check isn't a checklist, of course.

It's the acknowledgment that every development
we do moves us one step closer to living our beliefs.

If a development isn't moving us forward, we
should be stepping back.

Because when your end goal is bettering the world,
you can't take a lot of side trips along the way.

We're a group of people who genuinely care. We're
big enough to be capable and small enough to be
fearless. We work hard now, believing that 40 years
from now, our work will still stand strong.

How can you tell it's a Vecino Group project?

If it addresses a broader issue, impacts an entire
community, sets an example, gives back, and
inspires everyone working on it with a sense of
higher purpose.

That's what it takes to pass the gut check.

That's housing for the greater good.
That's what we believe in.



About Vecino Group



The Vecino Group is a company devoted
to housing for the greater good.

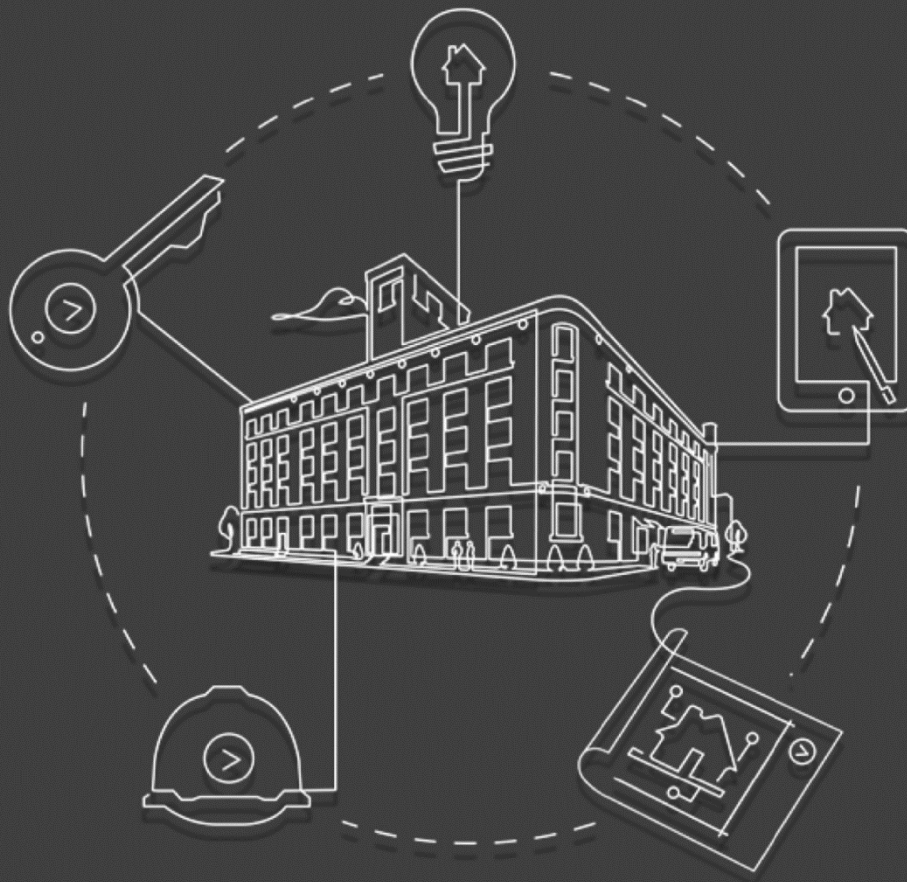
*“Affordable/supportive housing, student housing, public
private partnership; every project we touch has to address a
broader community issue, set an example, give back & inspire
the people working on it with a greater sense of purpose.”*





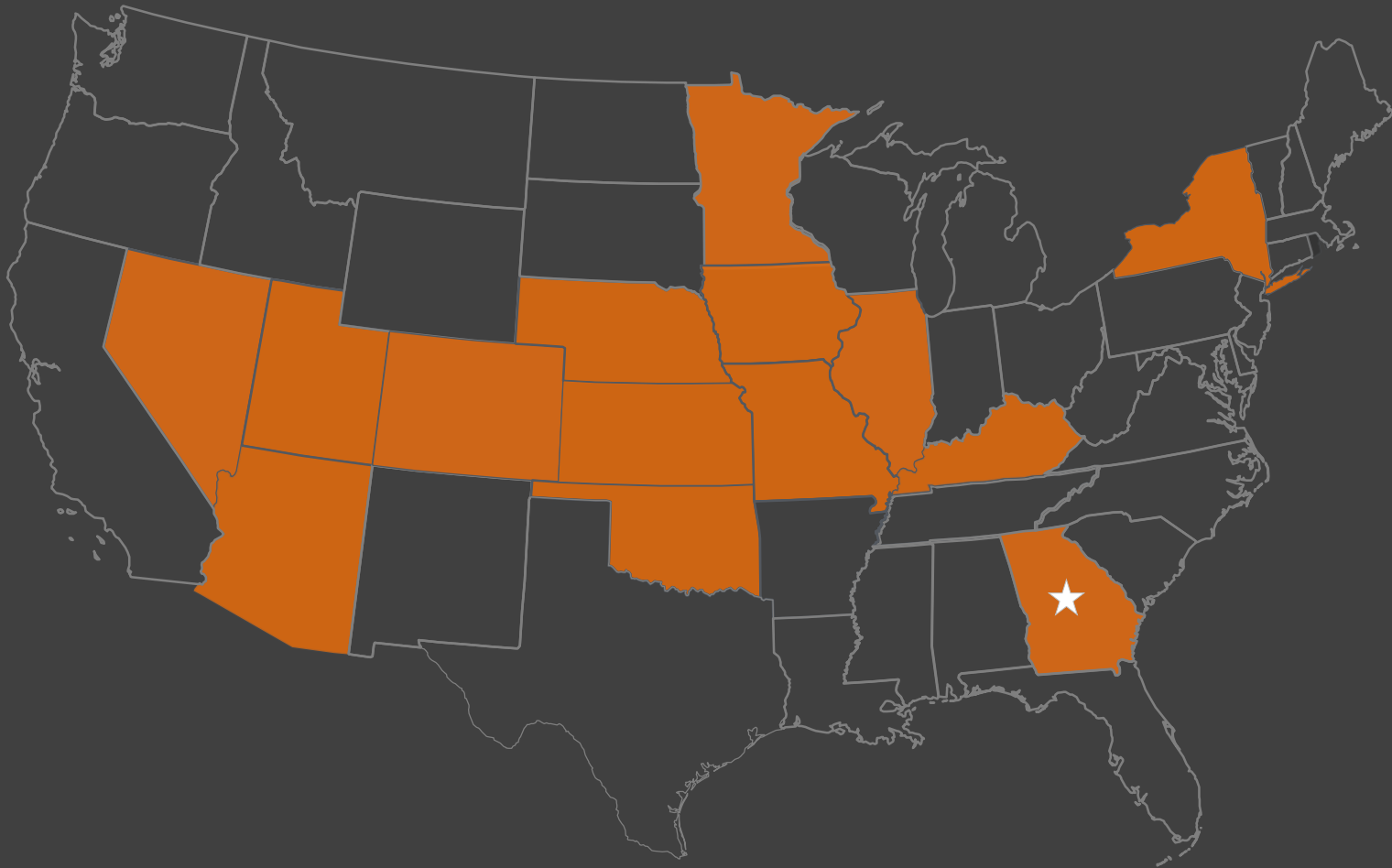
Our focus is purpose-driven development

"...every project we touch has to address a broader community issue, set an example, give back, and inspire the people working on it with a greater sense of purpose."



through an
integrated approach

- Development
- Branding
- Construction
- Property Management



spanning more
than a dozen states

across three distinct areas



Affordable/Supportive



Student Housing



Public Private Partnerships

Vecino Group's project list

	Name	City	State	S=student L=LIHTC P3=public/private RAD	Total units	Affordabl e units
DEVELOPMENT	Ithaca Arthaus	Ithaca	NY	L	120	120
	The Quarry	Potsdam	NY	L		
	Cairn Point	Cedar City	UT	L	60	48
DESIGN	Libertad Glendale	Glendale	AZ	L	108	108
	Alhaven	Kansas City	MO	L	50	50
	Eileen's Place	Kansas City	KS	L	60	60
CONSTRUCTION	Freedom Springs	Colorado Springs	CO	L	50	50
	Joplin Bungalows	Joplin	MO	L	20	20
	Intrada Saratoga Springs	Saratoga Springs	NY	L	158	158
	MUSE Omaha	Omaha	NE	S	247	
	MUSE Bowling Green	Bowling Green	KY	S	218	
	Mosaic Village	Cohoes	NY	L	68	68
	444 River Lofts	Troy	NY	L	74	30
	Libertad Des Moines	Des Moines	IA	L	40	40
	Intrada El Reno	El Reno	OK	L	57	56
	Libertad Elmira	Elmira	NY	L	91	90
	Libertad Cedar City	Cedar City	UT	L	80	56
	Block 22	Pittsburg	KS	P3	97	
WARRANTY	Bodhi	Salt Lake	UT	L	80	60
	Asteri	Utica	NY	L	49	49
	Intrada St. Louis	St Louis	MO	L	56	50
	Talia	Springfield	MO	L	46	39
	Cresco	Springfield	MO	S	103	
OPERATIONS	Frisco Lofts	Springfield	MO	L	68	68
	Freedom Place	St Louis	MO	L	68	68
	Park East-The U	Springfield	MO	S	39	
	Park East-Sterling	Springfield	MO	S	30	
	Park East-Sky 11	Springfield	MO	S	90	
	Fulbright Springs II	Springfield	MO	L	35	35
	Fulbright Springs I	Springfield	MO	L	36	36
	Highland Ridge	Nixa	MO	L	50	50
	Hudson Arthaus	Troy	NY	L	80	80



The Vecino Group is a company devoted to development for the greater good.

What does this mean? It means every project we touch must address a broader community need, set an example, give back, and inspire the people working on the project with a greater sense of purpose.

Across three main channels of development—affordable housing (including HUD-RAD housing authority conversion, permanent supportive housing, and general affordable housing), student housing, and public private partnerships— the Vecino Group believes in making the world a better place, one community, one real estate development at a time.

Our qualifications and experience are one and the same. As a vertically integrated company, the Vecino Group's in-house capabilities include development, design, engineering, construction, and asset management. Our team includes more than sixty seasoned professionals who are able to apply decades of applicable experience in an integrated, collaborative process.

The end result is a testimony to the impact qualified people can have when they work together to achieve purpose driven development. Here's a glimpse of what that looks like—





FREEDOM — PLACE —

Freedom Place, 2014 — Historic renovation of blighted vacant building providing 68 units of permanent supportive housing for formerly homeless veterans.

CURRENTLY ACTIVE – 100% OCCUPIED

70,000 TOTAL SQUARE FEET

DEVELOPMENT COST: \$12,651,394

LOCATION: ST. LOUIS, MO





HUDSON ARTHAUS

Hudson Arthaus, 2014 — Multifamily historic renovation providing 80 units of affordable housing offering living and work space for artists.

CURRENTLY ACTIVE – 97% OCCUPIED

99,350 TOTAL SQUARE FEET

DEVELOPMENT COST: \$19,245,923

LOCATION: TROY, NY





PARK EAST

PARK EAST, 2014 — A four building development consisting of one new construction and three historic buildings renovated into apartments for student housing.

CURRENTLY ACTIVE – 92% OCCUPIED

231,246 TOTAL SQUARE FEET

DEVELOPMENT COST: \$25,461,020

LOCATION: SPRINGFIELD, MO





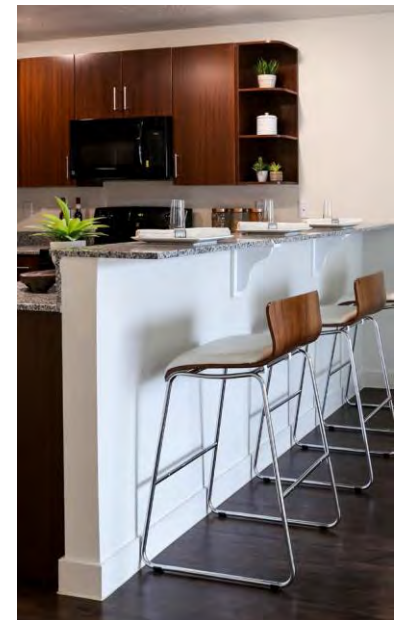
BODHI

Bodhi, 2018 — Multifamily new construction of 80 affordable and market rate units with multiple set asides for special needs groups.

CURRENTLY ACTIVE – 100% OCCUPIED 81,841

TOTAL SQUARE FEET DEVELOPMENT COST:

\$14,798,000 LOCATION: SALT LAKE CITY, UT





INTRADA™

Intrada, 2018 — Multifamily rehabilitation and new construction of 56 units of affordable housing targeting youth aging out of foster care and seniors.

CURRENTLY ACTIVE & LEASING
48,758 TOTAL SQUARE FEET
DEVELOPMENT COST: \$10,486,024
LOCATION: ST. LOUIS, MO





Talia, 2018—Multifamily new construction 46 units of affordable and market rate housing that will target survivors of domestic violence.

CURRENTLY ACTIVE AND 80% LEASED
 TOTAL SQUARE FEET: 99,350 OCCUPIED
 DEVELOPMENT COST: \$8,453,000
 LOCATION: SPRINGFIELD, MO





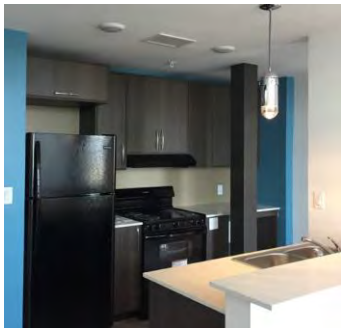
Asteri, 2018 — Renovation of a historic building creating 49 units of affordable housing with a set aside for individuals with developmental disabilities.

CURRENTLY ACTIVE – 100% OCCUPIED

51,000 TOTAL SQUARE FEET

DEVELOPMENT COST: \$11,535,060

LOCATION: UTICA, NY





444 RIVER LOFTS

444 River Lofts — Renovation of historic building creating 74 units of affordable and market rate with 7,261 square feet of commercial space.

CURRENTLY UNDER CONSTRUCTION
102,000 TOTAL SQUARE FEET LOCATION:
TROY, NY





LIBERTAD

Libertad Elmira — Renovation of historic building creating 91 units of affordable housing along with 1,989 sq. feet of commercial space.

CURRENTLY UNDER CONSTRUCTION
95,000 TOTAL SQUARE FEET LOCATION:
ELMIRA, NY





Mosaic Village — New construction of 68 units, with a set aside for 14 units for individuals with intellectual and/or developmental disabilities.

CURRENTLY UNDER CONSTRUCTION
78,000 TOTAL SQUARE FEET LOCATION:
COHOES, NY





INTRADA™

Intrada Saratoga Springs — New construction of 158 units of affordable housing for families and youth aging out of foster care.

CURRENTLY UNDER CONSTRUCTION
152,787 TOTAL SQUARE FEET LOCATION:
SARATOGA SPRINGS, NY



Muse™

Muse Omaha — New construction Student Housing at Creighton University providing 247 units and 371 beds for inspired student living.

CURRENTLY UNDER CONSTRUCTION

195,000 TOTAL SQUARE FEET

LOCATION: OMAHA, NE





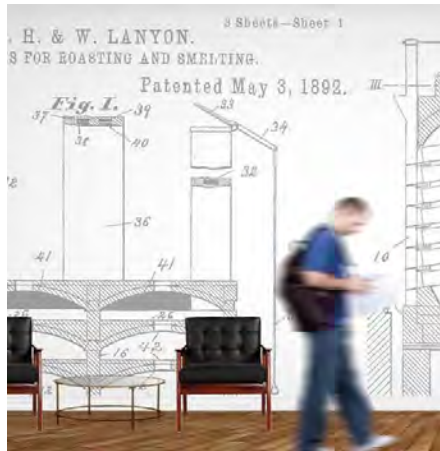
BLOCK 22

Block 22 — Through a public private partnership with Pittsburg State University, the City of Pittsburg and Vecino Group, four Historic buildings are being redeveloped into an innovation hub—featuring 90 units of student housing, co-working & office space, a fully—equipped maker’s space, retail space and is home to PSU’s Center for Innovation & Business Development.

CURRENTLY UNDER CONSTRUCTION

100,000 TOTAL SQUARE FEET

LOCATION: PITTSBURG, KS





IDEA Commons — A public private partnership between the City of Springfield, Missouri State University and the Vecino Group creating new office space, a parking garage, central commons area and an urban park. IDEA Commons will also include the expansion of the Jordan Valley Innovation Center and renovation of the e-Factory, transforming a complete area of the downtown community.

JVIC ADDITION: 30,000 SQ. FT.

E-FACTORY ADDITION: 2,000 SQ. FT. NEW

OFFICES & RETAIL: 100,000 SQ. FT. NEW

PARKING GARAGE: 132,000 SQ. FT.

LOCATION: SPRINGFIELD, MO





J. MATTHEW MILLER - VECINO GROUP; *Chief Executive Officer* Matt is the CEO of the Vecino Group. Matt spent the first twenty years of his career focused on urban redevelopment before landing on his favorite project yet; co-founding the Vecino Group and growing it into a national company. Matt has successfully competed over 85 real estate deals. With a passion for unconventional business approaches, a knack for strategy, and a genuine enjoyment of providing opportunity, Matt sees no limit to the good the VG can achieve.

EXPERIENCE

2011–
PRESENT

Chief Executive Officer

VECINO GROUP

Responsible for leading the development and execution of the company. Manages the overall operations and resources of the company as well as sets goals and strategy and provides overall vision.

2008–
PRESENT

Developer/Owner

MATT MILLER COMPANY

Worked with small team to develop multiple community development projects in Springfield Missouri—including an integral role in the growth and revitalization of the downtown area.

SKILLS

- > Analytical Thinking
- > Budget Management
- > Real Estate Development
- > Strategic Planning
- > Leadership
- > Community Development

ACCOMPLISHMENTS

20 years of development experience
85 deals closed
6 LIHTC Deals
10 non-profit board positions

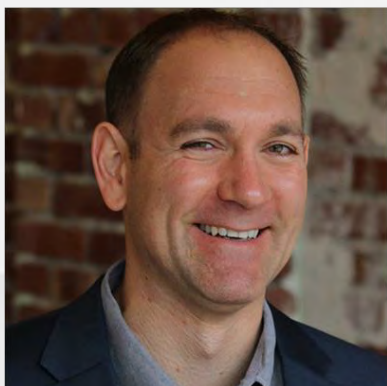
EDUCATION

Bachelors in Political Science & Russia Area Studies

UNIVERSITY OF MISSOURI

Minor in Photography

UNIVERSITY OF MISSOURI



RICK MANZARDO - *Vecino Group; President* Rick's responsibilities include preparation and analysis of financial feasibility studies, overseeing construction budgeting and collaborating with nonprofits on affordable projects. From project inception to completion, Rick is integral to the process in working with the state, stakeholders, partners and the community. Rick has overseen Affordable and Supportive development for the Vecino Group for the last 6 years, working with the development team in over a dozen states.

EXPERIENCE

2012–
PRESENT

President

THE VECINO GROUP

Leads team of talented LIHTC developers, researching possible states to enter and advise on development details. Reviews development proposals and applications as well as use industry experience and strategy to help guide our team. Works with syndicators, lenders, state agencies and internal team on developments, from inception to completion. Advises on financial underwriting to all development lines.

1998–
2012

Trader/Owner

PRIVATE INVESTMENT FIRM

Actively traded using arbitrage strategy, with hundreds of intraday trades, and annual trade volume in excess of \$1 billion. Responsible for all stock selection and trades, research and overall strategy.

SKILLS

- > Underwriting
- > Strategic Planning
- > Budget Management
- > Leadership
- > Contract Negotiation
- > Developer of strategic partnerships with stakeholders

ACCOMPLISHMENTS

- 15 years of real estate development
- 10 historic redevelopments
- 9 states with LIHTC experience

EDUCATION

Business Administration & Economics

DRURY UNIVERSITY

Master of Business Administration in Finance

MISSOURI STATE UNIVERSITY



THE VECINO GROUP
Housing for the greater good.

Kim Buche

CHIEF ADMINISTRATIVE OFFICER

ABOUT

Kim is the CAO of the Vecino Group. Kim is responsible for bringing deals from conception to successful completion. Her responsibilities include financial planning and analysis of potential projects, creating and maintaining relationships with the development team (bankers, investors/partners, consultants, professionals), overseeing the closing process, daily operations, and project compliance. Kim has a mind for dollars and cents, as well as an unending supply of common sense.

EXPERIENCE

2011–PRESENT **Chief Administrative Officer**

THE VECINO GROUP

Oversees financial planning and record-keeping, as well as financial reporting. Aids the deal closing process and oversees asset management. Also manages human resource responsibilities for the company.

2005–2013 **Director of Operations**

MATT MILLER COMPANY

Worked with small team to develop multiple community development projects. Responsible for overseeing financial daily operations and maintaining relationships with investors. Aided the closing process for all developments.

SKILLS

- > Financial Management
- > Contract Negotiation
- > Customer Service
- > Strategic Planning & Project Management
- > Leadership
- > Human Resources

ACCOMPLISHMENTS

- 12 Historic Redevelopments
- 15 tax abatement distinctions successfully granted
- 5 types of tax credits utilized

EDUCATION

High School Diploma

LIVERMORE HIGH SCHOOL



KODY REDWING - VECINO GROUP; *Chief Financial Officer* Kody Redwing is the Chief Financial Officer of the Vecino Group. Combining his past experience in lending and finance with his passion for accountability, Kody is responsible for maintaining the financial health of the Vecino Group. From securing funding on development deals to managing internal cash flow, Kody is responsible for all things money related.

EXPERIENCE

2017–
PRESENT

Chief Financial Officer

VECINO GROUP

Analyze Affordable & Supportive Housing, Student Housing, and Public-Private Partnership developments. Leverage an array of funding sources, including various State and Federal tax credit programs and other public and private funds, into real estate developments for the greater good. Manage Vecino finances and cash flow. Funding special- ties include low income housing tax credits, historic tax credits, new

2015–
2017

Assistant Vice-President

SPRINGFIELD FIRST COMMUNITY BANK

Originate loans to business owners and real estate investors. Ensure customer satisfaction through quality servicing of Bank relationships. Examine, report, and document the credit status of large commercial loan relationships. Assess adequacy of loan structure and review loan documentation.

SKILLS

- > Analytical Thinking
- > Budget Management
- > Real Estate Development
- > Financial Analysis
- > Leveraging funding sources

ACCOMPLISHMENTS

- 5 Years of Commercial Real Estate Experience
- 5 Affordable Developments Financed Totaling \$75 million
- Secured \$37 million in Tax Credit Equity
- 3 New Student Housing Developments Financed Totaling \$90 million

EDUCATION

Bachelors of Science, Finance

MISSOURI STATE UNIVERSITY

School of Lending

MISSOURI BANKERS ASSOCIATION



HEATHER BRADLEY-GEARY - *Vecino Group; Director of Supportive Housing* Heather's life goal is to see the end of homelessness. She has spent her career working to that end. Prior to Vecino, Heather established the Community Initiatives Department at Missouri Housing Development Commission (MHDC), providing oversight of \$16 million dollars of homeless assistance annually. During her time at MHDC, Missouri was one of only 5 states to decrease family homelessness and decreased homelessness by 15% statewide. Heather sees permanent supportive housing as the best path to permanently eliminating homelessness, which is why she joined the Vecino Group.



EXPERIENCE

- 2014–PRESENT** **Supportive Housing Developer**
THE VECINO GROUP
- Collaborate with non-profits, private funders, and government officials to secure funding to develop permanent supportive housing for persons who are homeless. Responsible for lead community meetings in relation to supportive housing initiatives, complete housing applications to secure funding and provide presentations and education on homelessness.
- 2017–PRESENT** **Adjunct Professor, School of Social Welfare**
THE UNIVERSITY OF KANSAS
- Provide instruction to social work candidates, with special concentration on social policy.
- 2006–2014** **Community Initiatives Manager**
MISSOURI HOUSING DEVELOPMENT COMMISSION
- Oversee homeless assistance programs for the state of Missouri (\$20 million annually), including Housing Trust Fund, Continuum of Care, Homeless Management Information System, Housing First and Emergency Solutions Grant. As well as oversee supportive housing initiative in relation to low-income housing tax credits (\$13.5 million annually).

SKILLS

- > Accomplished presenter
- > Leader & Educator
- > Community & Economic development
- > Coordination & Subcontracting
- > Marketing
- > Program development & Community organizing

PUBLIC SERVICE

- Board Member
SAVE, INC
- Executive Committee Board Member
NATIONAL ASSOCIATION OF SOCIAL WORKERS
- Appointed Board Member
COUNCIL ON YOUTH HOMELESSNESS
- Executive Board Member & Grants Committee Co-Chair
GREATER KANSAS CITY COALITION TO END HOMELESSNESS
- Missouri Legislative Captain
NATIONAL ALLIANCE TO END HOMELESSNESS

EDUCATION

- Master's of Social Work**
THE UNIVERSITY OF KANSAS
- Bachelor of Fine Arts in Music Therapy**
UNIVERSITY OF MISSOURI



THE VECINO GROUP
Housing for the greater good.

Mike Willemsen, PMP

PRESIDENT OF CONSTRUCTION

ABOUT

With 10+ years of construction experience, Mike has served as project manager on numerous high-profile developments. He has significant experience on projects in multi-family housing, higher education, historic renovation, corporate operations and water/wastewater treatment. Mike is responsible for overseeing and leading the multi-state Vecino Construction team and delivering each project to a high standard. Not only is he ASHE certified, but is currently pursuing certification as a LEED Accredited Professional.

EXPERIENCE

2018–PRESENT

President of Construction

THE VECINO GROUP

Operational oversight of all projects, including cost monitoring, schedule reviews and implementation of safety, quality and risk management programs. Mike maintains oversight of all project staff and subcontractors for contractual compliance while fostering relationships, development opportunities, growth and performance of the project team.

2009–2018

Senior Project Manager

U.W. MARX CONSTRUCTION

Responsible for preconstruction, construction, and closeout of \$50M/Year portfolio of construction projects. Projects ranging from new construction, renovation and rehabilitation and included municipal utilities, higher education work, K-12 School work, industrial and clean room work, affordable and market rate multifamily, and commercial/retail spaces.

SKILLS

- > Contract Planning & Scheduling
- > Stakeholder Management
- > Budget Management
- > Project Documentation
- > Leadership
- > Procurement & Quality Control

CERTIFICATIONS

30-Hour OSHA Outreach
CONSTRUCTION SAFETY & HEALTH

ASHE
HEALTHCARE CONSTRUCTION CERTIFICATE (HCC)

Project Management Professional
PMP

Project Management Institute
PMI

EDUCATION

Bachelor of Science in Global Supply
Management/Project Management

CLARKSON UNIVERSITY



THE VECINO GROUP
Housing for the greater good.

Baxter Reecer, AIA, NCARB

PRESIDENT OF ARCHITECTURE AND DESIGN

ABOUT

Baxter is President of Architecture and Design at the Vecino Group—overseeing a team of architects, engineers, and designers, Baxter is responsible for developments nationwide. Multifamily. P3. Student. Commercial. Residential. With extensive knowledge in all phases of project completion, Baxter paves the way to make Vecino goals a reality.

EXPERIENCE

2019–PRESENT **President of Architecture and Design**

THE VECINO GROUP

Oversees team of architects and engineers through architectural planning, promotion and design for all Vecino projects. Responsibilities include involvement from early planning to project completion including research, setting goals, budgeting, engineering, design, planning and final development.

2013–2018 **Project Architect**

FENNELL PURIFOY ARCHITECTS

Worked on all phases of design and implementation in multi-family, private residential, library, commercial, civic, healthcare, and educational types. Managed projects including specifications, bidding, contract negotiation, jurisdiction approval, construction administration, and closeout.

SKILLS

- > Understanding of history, cultural, and environmental concerns
- > Interpersonal skills to manage a complex project team
- > Analyze and critically assess problems to develop solutions
- > Technical understanding & implementation of building materials and elements
- > Proficient in technologies including: Revit, Autocad, Sketchup, Lumion, & Adobe Suite

AFFILIATIONS

American Institute of Architects (AIA)

National Council of Architectural Registration Boards (NCARB)

Arkansas AIA Central Section Representative

Licensed in Arkansas

EDUCATION

Bachelor of Architecture

DRURY UNIVERSITY - SPRINGFIELD, MO



ESPERO AUSTIN AT RUTLAND - AUSTIN, TEXAS

Caritas of Austin will be regularly, continuously, and substantially involved in providing services integral to the Development Team. Caritas of Austin will be the sole member and manager of the General Partner throughout the compliance period, oversee the property management and coordinate supportive services. As co-Developer, Caritas of Austin will receive 33% of the developer fee with the exception of any amount deferred.

Caritas of Austin will be involved in this development from construction through lease-up and operation through the compliance period. Caritas of Austin will be a member of the development team and involved in the design and development process. Caritas of Austin will have staff located on-site and will be responsible for inspection of leasing records and interaction with on-site staff; supervision of the property management company, analysis of financials, vacancy rate and capital improvements; review and approval of operating budgets; oversight of resident service coordination and compliance; and engagement with residents to ensure client satisfaction.

To date, Caritas of Austin has already performed the following development roles:

- Vetting of development sites
- Negotiation of purchase contract
- Local government engagement and support
- Community support and engagement
- Neighborhood engagement
- Design input and vetting
- Review of architectural plans and site plan
- Program design and rent schedule
- Procurement of operational subsidies
- Interviews with Property Management Firms

Caritas of Austin will be intimately involved in the financing for the project including the review and execution of all finance documents, agreements and instruments (both capital and operational).

Experience in Housing Industry

Caritas of Austin – an Austin-based non-profit with a track record of success and 14 years of experience in addressing housing instability through supportive housing – is the most qualified nonprofit to help deliver additional high-quality, deep-impact supportive housing to our neighbors who need it most.

Permanent Supportive Housing - Caritas of Austin's Permanent Supportive Housing program provides housing, onsite supportive services, and mental health counseling for disabled individuals experiencing long-term homelessness. By using best practices and continually adding new layers of peer and mental health support, Caritas is proud that last year 98% of individuals remained stable in housing and did not return to the streets.

Housing Stability - Caritas of Austin provides rapid rehousing services to families and individuals who are experiencing shorter-term homelessness. An unexpected crisis such as an injury, illness, or a lost job can cause a loss of stable housing. Caritas meets people in their time of greatest need and quickly intervenes to rehouse families to prevent long-term homelessness. Caritas employs customized, evidence-based solutions to end a family's homelessness once and for all, which helps build stability for future generations.

Youth Program - Caritas of Austin works collaboratively with local nonprofits SAFE and LifeWorks to provide a stable home for youth currently or at risk of experiencing homelessness. With Caritas' rapid re-housing program for youth, we are able to intervene early in young people's lives, giving them the best possible chance to build wellbeing and stability early on. Caritas personalizes services to meet the unique challenges faced by young people, and provides support with other areas of wellbeing like employment, mental health, life skills, education, and social support.

Best Single Source Plus - Caritas of Austin is the lead and fiscal agent of this 12-agency collaborative aimed at preventing and ending homelessness in Austin and Travis County.

Housing Program Highlights:

- Operating Permanent Supportive Housing for 14 years
- 98% of Supportive Housing clients remain stable in housing
- Provided housing services to 556 people last year
- Currently operate 156 units of supportive housing across multiple properties throughout Austin

Property Management

Caritas of Austin has been operating supportive housing for 15 years with 556 people receiving housing services last year. During this time, Caritas has leased and had program staff on-site at multiple TDHCA-funded properties, with up to 112 units at a given time. Caritas of Austin serves in a property manager role for multiple communities with staff performing functions such as application and lease intake, calculating income, establishing tenant selection criteria, monitoring occupancy and filling vacancies, enforcement of house rules, fulfilling maintenance requests, inspection of units, analysis of capital needs and resident engagement. Caritas of Austin staff is very familiar with leasing requirements from multiple funding programs including Low Income Housing Tax Credits and TDHCA-funded MFDL programs. Several of Caritas of Austin's lead housing program staff served in property management roles at other TDHCA-funded properties and vice versa.

Compliance

Caritas of Austin manages revenue of just under \$11M a year, over 65% of that revenue is from Government Grant programs that provide operational subsidies and housing program assistance. Caritas manages \$172k in annual rent from residents. This rent represents 30% of resident income not covered by operational subsidy.

With their expansive housing program, Caritas of Austin has internal controls and guidelines to manage compliance from a variety of private and public funders. The agency has multiple monitoring visits per year and currently does not have any programs that are on performance improvement plans from funders. Caritas of Austin is the fiscal agent of the Best Single Source (BSS+) collaborative. In this role, Caritas staff conduct monitoring visits for the eleven other agencies that receive funding, to monitor program and financial compliance.

In all Caritas of Austin housing programs, staff obtain income certifications and calculations during eligibility screening into the program, when there is a change of income status, and at annual assessment. For supportive housing programs, staff calculate occupancy charges/rent based on the participant's income utilizing HUD guidelines. All housing programs conduct habitability inspections prior to tenants moving in to units, and conducts additional inspections during tenancy. Caritas of Austin is experienced at creating tenant selection criteria, agreements and guidelines based on a variety of funding sources using best practices policy.

In Caritas of Austin's past A-133 audits – which reviews controls and compliance specifically related to government related programs – there has never been a qualified or adverse opinion (all were clean audits). Similarly, Caritas has monitoring visits and file reviews from a host of government agencies and has a historical record of no findings. Finally, Caritas of Austin – with its presence at TDHCA-financed programs – has been part of TDHCA monitoring visits and is very familiar with that process.

Supportive Housing Experience

Caritas of Austin – as a local nonprofit with a track record of success and 13 years of experience in addressing housing instability through supportive housing – is the most qualified nonprofit to help deliver additional high-quality, deep-impact supportive housing to our neighbors who need it most. The staff and board of Caritas of Austin have taken great care in preparing for this next step by assembling a carefully crafted development team that will work together as unified partnership with a common shared goal and belief that we all deserve a place to call home.

EXECUTIVE STAFF BIOS



Jo Kathryn Quinn, Chief Executive Officer, has more than 25 years of experience in nonprofit management, and holds a Master of Divinity (Theology) from Southwestern Seminary. Prior to her tenure at Caritas, Ms. Quinn served as the Director of Programs at CASA of Travis County.

Having been passionate about ending homelessness since she was 20 years old, Jo Kathryn Quinn started engaging with the homeless population as a graduate student. Her career has allowed her to gain a broad perspective of issues which impact people's vulnerability for homelessness as she has served in the fields of education, mental health, substance abuse, domestic violence, child protection, international and domestic homelessness. Believing that we all have a role in ending homelessness, she routinely volunteers to lead community collaborations. In addition, she has volunteered on various non-profit boards.



Adelita Winchester, Chief Programs Officer, has 20+ years of nonprofit experience, and holds a BA in Sociology from the University of Texas. Ms. Winchester oversees program staff who provide housing assistance and supportive services (e.g., food, education, employment).



Amy Jackson, Chief Development Officer, is a Certified Fund Raising Executive (CFRE) who brings 15 years of experience to her current role, and holds a Master of Public Administration from the University of Texas at Arlington. Ms. Jackson leads all private fundraising and fostering donor relationships.



Elizabeth Perch, Chief Financial Officer, has 15 years of nonprofit and grants management experience and is a Certified Public Accountant (CPA) with an active license with the State Board of Public Accountancy in Texas. She also holds a Master of Business Administration degree from University of Nevada, Las Vegas. Ms. Perch oversees the finance, information technology, and human resource department along with overseeing the BSS+ Plus Program.

Current Caritas of Austin Board Members:

The Board of Directors and Community Advisory Board of Caritas of Austin are made up of the best and brightest in the real estate, property management, high-tech industry.

Troy West – Board Chair

Melissa Ayala

Emily Blair

John Brindley

Monica Crowley

Erik Dithmer

Lori Freedman

Larry Graham

Monica Guzman

Felicia Mason-Edwards

Tracy Snodgrass

Ramesh Swaminathan

John Trube

Anselmo Unite

Raquel Valdez Sanchez

Mike Haggerty – Emeritus

For FY19, 98% of Caritas of Austin's Supportive Housing clients remained in permanent housing.

Community Advisory Board

Lew Aldridge
Paige Amstutz
Beau Armstrong
Gaines Bagby
Ed Bailey
Violet Bell
Nancy Bulhon
Nancy Burns
Lynn H. Butler
Stephen Butter
Suzanna Caballero
Amber Carden
Spencer Carlton
Trey Chambers
Bryan Christian
Tim Crowley
Rep. John Cyrier
David Dunham
Gary Farmer
Sherrie Frachtman
Theresa Garza
Ed Gillispie
Harvey Giblin
Laura Gottesman
Sean Greenberg
Jenny Gregorcyk
Sam Gwynn
Franklin Hall
Vincent Harding
Joe Holt
David Jabour
Bobby Jenkins
Blair Knox
Joe Lea

Mike Levy
Laurie Logue
Casey Low
Galan Manske
Dave Marks
Dr. George Martin
Luke Martinez
Dan Matheson
Cathy Matthews Johnson
Jim McBride
Tom Michel
Alan Nirenberg
Glenda Owen
Kirk Price
Charles Roeslein
Eddie Safady
David Sheldon
Ken Shifrin
Sterling Silver
Ben Sullivan
Rodney & Gail Susholtz
Rick Swisher
Tim Taylor
Mark Thompson
Powell Thompson
Jack Tisdale
Patty Tomasco
Judy Trabulsi
Patrick Watkins
Anne Wheeler
Matt Whelan
Dr. Mary Yancy
Howard Yancy

The average length of stay in Caritas of Austin's Supportive Housing program at end of FY19 is: 4.3 years. The longest stay in program is 13 years.



Caritas of Austin

Ending Homelessness Together.



2018 ANNUAL REPORT



2018 BOARD OF DIRECTORS

John Lavorato – *Board Chair*
Melissa Ayala
Emily Blair
John Brindley
Monica Crowley
Erik Dithmer

Lori Freedman
Larry Graham
Jenny Gregorcyk
Monica Guzmán
Luke Martinez
Lane Prickett

Tracy Snodgrass
Ramesh Swaminathan
Anselmo Unite
Troy West
Mike Haggerty – *Emeritus*

A large, stylized house icon composed of thick, dark teal lines. The house has a simple roof and a central door area. It serves as a background for the text.

OUR VALUES

Commitment · Equity · Respect · Innovation · Excellence

OUR MISSION

To prevent and end homelessness for people in Greater Austin.

OUR VISION

To make homelessness rare, brief, and nonrecurring in Central Texas.

We believe, that when people have a stable place to call home, they can reach their full potential and contribute to the community. This belief is the foundation of Caritas of Austin's mission to prevent and end homelessness in Greater Austin. Guiding our work to build on that foundation are five core values: respect, equity, commitment, excellence and innovation.

The experience of homelessness looks different for everyone. Caritas of Austin meets each individuals where they are; then we apply our beliefs, values, and proven practices to build wellbeing and long-term housing stability.

We believe that, **TOGETHER**, we can end homelessness. Thank you for making it possible to turn these core beliefs into reality.

A handwritten signature in black ink, appearing to read 'Jo Kathryn Quinn'.

Jo Kathryn Quinn, President and Chief Executive Officer

JO KATHRYN QUINN,
President and Chief Executive Officer



A photograph of a woman with reddish-brown hair, wearing a light blue and white striped button-down shirt and dark trousers, sitting on a set of wooden stairs. She is looking down and smiling at a black dog standing next to her. The dog has its mouth open, showing its tongue, and is wearing a green collar. The stairs are made of light-colored wood and have a metal handrail. In the background, there is a brick wall and a small green plant in the foreground.

"Every time I walk into my
apartment, there is relief
and joy and self-esteem."

—Sandy

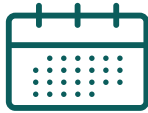


526
people received
housing services in 2018



HOUSING

2018 PROGRAM HIGHLIGHTS



98%

Of individuals in our supportive Housing program remained in stable housing




111

Veteran households served



1,290

Households served by Best Single Source Plus Collaborative

A middle-aged man with glasses and a mustache is sitting in a black folding chair outdoors. He is wearing a white t-shirt with a blue graphic of a bear riding a unicycle. The background shows a light-colored wooden wall and a large green fern plant in a red pot. A quote is overlaid on the right side of the image.

"When I got my first
paycheck, I felt
I truly lived here,
was part of Austin."

—Bill

A photograph of two men sitting at a wooden desk in an office. The man on the left is bald with a grey beard, wearing a dark t-shirt with a graphic. The man on the right is wearing a light-colored button-down shirt. They are both looking at each other and talking. On the desk are a laptop, a telephone, a cup, and some papers. A window with a plant and a framed picture is in the background.

"Having my own place is allowing me to
save money so I can try to build my skills."

—Charles

EDUCATION & EMPLOYMENT

2018 PROGRAM HIGHLIGHTS



147

New job placements



\$12.81

Average starting wage



97

People received job-specific training and certification



82

Individuals participated in
874 education classes



1,577

Volunteers provided

24,354

Hours of service





FOOD SERVICES 2018 PROGRAM HIGHLIGHTS



58,351

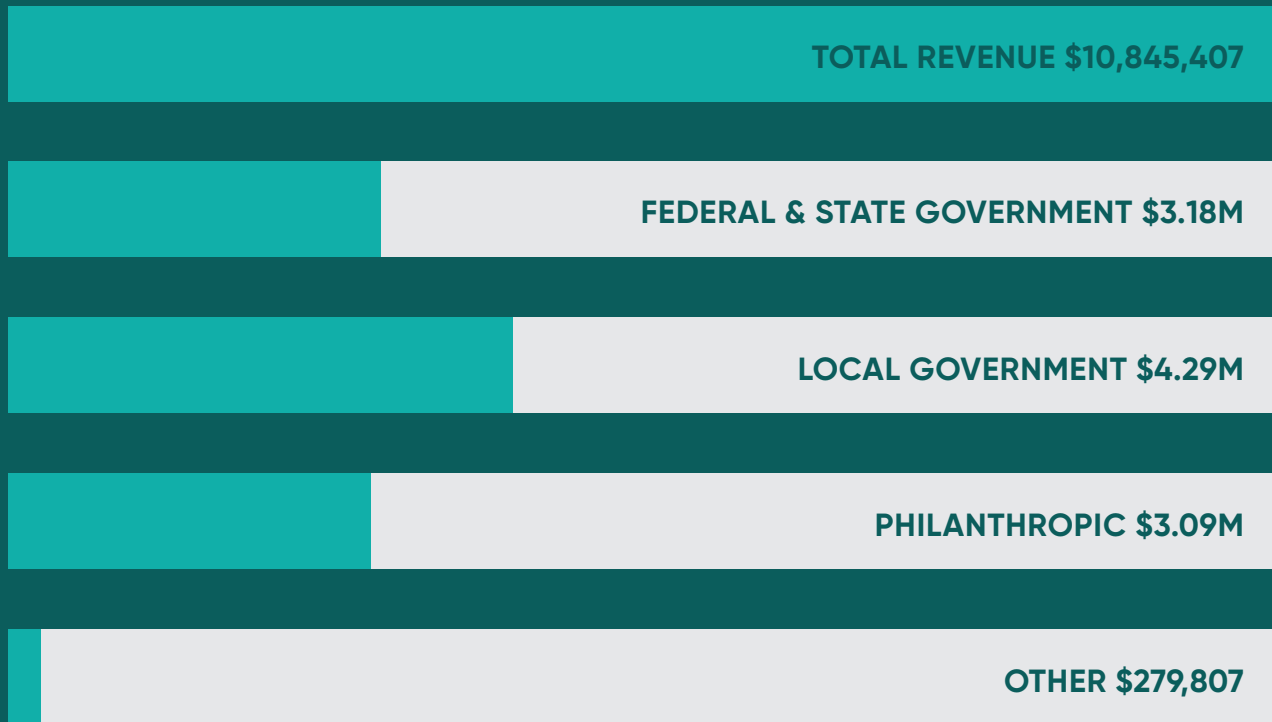
Lunches served with an average of
240 people served daily



20,295

Meals provided from Pantry
groceries (two locations)

2018 REVENUE BY SOURCE



2018 EXPENSES BY PROGRAM



Administrative



BSS+ Collaborative*



Employment & Education



Refugee Resettlement



Housing



Veteran Services



Food Services



Other Program Support



Fundraising

All numbers are based on unaudited financials from fiscal year 2018 (October 1, 2017 through September 30, 2018). Audited financials can be provided upon completion.

*Caritas of Austin is the lead and fiscal agent for Best Single Source Plus, a 12-agency collaborative focused on homelessness prevention and rapid re-housing.

ENDING HOMELESSNESS TOGETHER.



Caritas of Austin

611 Neches St.
Austin, Texas 78701

CaritasOfAustin.org

TRUE CASA CONSULTING, LLC

Bio for Jennifer Hicks, Founder:

Jennifer Hicks has over 20 years of affordable housing development and finance experience working for Foundation Communities - the State's premier nonprofit, affordable housing developer. As Director of Housing Finance, Hicks led the development of 14 innovative and high-impact communities that provided 1,559 units of affordable housing. While at Foundation Communities, Hicks also helped create and implement the first supportive housing model in Austin and grew the model to 783 units before her departure. As owner of True Casa Consulting, LLC, Hicks has continued working with nonprofits to help structure and access capital for permanent supportive housing projects in Texas. Hicks' passion and expertise is centered around high-impact housing and enjoys the complexity and challenge these projects provide. She marries her development and finance skills with a deep understanding of the target population that helps inform both the physical and programmatic design of the project that best suits the target population. Hicks has strong relationships with quality investors, lenders and local and state housing funders. Hicks was honored to be a part of Affordable Housing Finance's first round of 40 and Under Young Leaders, but her greatest reward is creating places for people to call home.

Affordable Housing Development Experience

True Casa has the following experience in Affordable Housing Development:

- 1) Leading affordable housing site selection for new communities including analyzing sites for scoring and threshold requirements with Housing Tax Credit program.
- 2) Structuring purchase contracts to meet requirements of Housing Tax Credit program.
- 3) Reviewing purchase contracts and ensuring milestones are all achieved.
- 4) Coordinating professionals to conduct third party due diligence reports and reviewing all reports (i.e. Phase I ESA, appraisals, market studies, property condition assessments, civil engineering reports, and surveys.)
- 5) Managing the required follow-up for any third party due diligence reports (i.e. Phase II ESA work.)
- 6) Coordinating RFQ's for architect and general contractor selection, including participating in selection committee.
- 7) Overseeing the financial structuring and development of 1,950 units of affordable housing.
- 8) Running project budgets and proformas for proposed affordable housing developments.
- 9) Managing the construction budget process including reviewing bids and participating in value engineering.
- 10) Leading the contract review and finalization for general contractor and architect and ensuring all federal requirements are properly referenced and adhered to, as well.
- 11) Participating in design review and input to ensure housing is designed with target population in mind.
- 12) Creating the organizational structure for new affordable housing developments including name registration and new entity creation with the Texas Secretary of State.

TRUE CASA CONSULTING, LLC

- 13) Ensuring that design and construction team is made aware of State and Federal housing construction requirements and that they are properly adhered to.
- 14) Overseeing compliance with Davis Bacon wage reporting and Federal labor standard laws.
- 15) Coordinating with development team on zoning and permit issues and timing, as needed.
- 16) Engaging with neighborhoods and community organizations on affordable housing education and specific development support.
- 17) Raising over \$238 million in grants and loans from public and private sources for the acquisition, rehabilitation and new construction of affordable housing.
- 18) Winning 9% low income housing tax credits in Texas on 11 developments in the past 10 years.
- 19) Preparing and processing 9% HTC applications including leading response to all deficiencies, underwriting and ensuring project meets all required reporting milestones.
- 20) Completing all reporting due to TDHCA on all HTC-funded projects – commitment, Carryover Allocation Agreement, 10% Test, construction monitoring reports, LURA origination, and Cost Certification.
- 21) Creating RFP for equity investors and lenders on affordable housing developments and analyzing responses for a final selection recommendation.
- 22) Negotiating the final LOIs from investors and lenders, as well as reviewing and negotiating the limited partnership agreement for tax credit projects.
- 23) Securing over \$10M in grant awards from the Federal Home Loan Bank Affordable Housing Program in 12 awards – application, underwriting, subsidy draw and initial compliance monitoring.
- 24) Securing gap funding from a variety of funding sources including: City of Austin Rental Housing Development Assistance Program, TDHCA Multifamily Direct Loan Program and Capital Magnet Fund.
- 25) Ensuring construction stays on timeline and meets any funder required deadlines (i.e. HTC PIS deadline.)
- 26) Leading the construction draw requests to construction lender and equity provider.
- 27) Ensuring all tax credit equity is drawn according to agreed upon milestones.
- 28) Coordinating with property management on lease-ups for HTC projects.
- 29) Structuring housing vouchers in new developments.
- 30) Designing supportive housing models based on site and project parameters.
- 31) Tracking project stabilization and leading the conversion to permanent mortgage.
- 32) Facilitating the refinancing of six different communities and preserving affordability.
- 33) Coordinating the Year 15 response on HTC financed communities.
- 34) Leading the closing on land acquisition and all project financing including coordinating the closing team and responding to due diligence calls from lender and investor.
- 35) Creating a compliance checklist that details all funder requirements for ongoing operations.

TRUE CASA CONSULTING, LLC

Project	New or Rehab	# of Units	Project Type	Financing	Year Complete	Income Mix
Arbor Terrace, Austin, TX	Rehab	120	Supportive Housing	Neighborhood Stabilization Program via TDHCA, City of Austin RHDA Program, FHLB Atlanta, NeighborWorks America	2012	90 units – 30% MFI 30 units – 50% MFI
Bluebonnet Studios, Austin, TX	New	107	Supportive Housing	9% LIHTC, City of Austin RHDA Program, FHLB San Francisco, TCAP, Enterprise Green Communities, NeighborWorks America, Private Fundraising	2016	22 units – 30% MFI 21 units – 40% MFI 64 units – 50% MFI
Capital Studios, Austin, TX	New	135	Supportive Housing	9% LIHTC, City of Austin RHDA Program, FHLB San Francisco, Enterprise Green Communities, NeighborWorks America, Private Fundraising	2014	27 units – 30% MFI 27 units – 40% MFI 81 units – 50% MFI
Cardinal Point, Austin, TX	New	120	Family	9% LIHTC, City of Austin RHDA Program, FHLB AHP, Private Fundraising	2017	12 units – 30% MFI 60 units – 50% MFI 48 units – 60% MFI
Eastern Oaks Apartments, Austin, TX	Rehab	30	Family	TDHCA MFDL and RHDA Program	Under Development	All units below 30% MFI
Garden Terrace, Austin, TX	Rehab/New	123	Supportive Housing	City of Austin RHDA funding, FHLB AHP, TDHCA	2003, 2008, 2017	45 units – 30% MFI 75 units – 50% MFI

TRUE CASA CONSULTING, LLC

				HOME, Section 8 Moderate Rehabilitation SRO Program		3 units - UR
Homestead Oaks, Austin, TX	New	140	Family	9% LIHTC, City of Austin RHDA Program, HUD 221(d)(4) loan, FHLB AHP, NeighborWorks America, Private Fundraising	2015	14 units – 30% MFI 70 units – 50% MFI 42 units – 60% MFI 14 units - MKT
The Jordan at Mueller, Austin, TX	New	132	Family	9% LIHTC, City of Austin RHDA Program, FHLB San Francisco, Private Fundraising	Under Construction	14 units – 30% MFI 66 units – 50% MFI 52 units – 60% MFI
Lakeline Station, Austin, TX	New	128	Family	9% LIHTC, City of Austin RHDA Program, Department of Justice Funds, Private Fundraising	2017	13 units – 30% MFI 64 units – 50% MFI 51 units – 60% MFI
Live Oak Trails, Austin, TX	New	58	Family Supportive Housing	9% LIHTC, City of Austin RHDA Program, Department of Justice Funds, Private Fundraising	2017	12 units – 30% MFI 12 units – 40% MFI 34 units – 50% MFI
M Station, Austin, TX	New	150	Family	9% LIHTC, City of Austin RHDA Program, FHLB San Francisco, Enterprise Green Communities, NeighborWorks America, Private Fundraising, Permanent Mortgage with Impact Capital via Bank	2011	15 units – 30% MFI 75 units – 50% MFI 45 units – 60% MFI 15 units – MKT

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				of America		
Sierra Vista, Austin, TX	Rehab	238	Family	9% LIHTC, City of Austin RHDA Program, FHLB San Francisco, NeighborWorks America, Private Fundraising, Permanent Mortgage with Impact Capital via Bank of America	2012	24 units – 30% MFI 166 units – 50% MFI 48 units – 60% MFI
Spring Terrace, Austin, TX	Rehab	142	Supportive Housing	City of Austin RHDA, TDHCA HOME and HTF, FHLB Dallas, NeighborWorks America, Enterprise Green Communities, Private Fundraising	2006	14 units – 30% MFI 126 units – 50% MFI 2 units – UR
Skyline Terrace Austin, TX	Rehab	100	Supportive Housing	9% LIHTC, City of Austin RHDA, TDHCA HOME, FHLB San Francisco, NeighborWorks America, Enterprise Green Communities, Private Fundraising	2008	72 units – 30% MFI 28 units – 40% MFI
Waterloo Studios, Austin, TX	New Construction	132	Supportive Housing	9% LIHTC and City of Austin RHDA Program	Under Development	26 units – 30% MFI 26 units – 40% MFI 80 units – 50% MFI