

| Based on the interview recordings, which of the three finalist applications do you prefer most? [#258447] | Comments: Why is this your preferred application? [#258448]   | Comments: Do you have any comments about this RFQ process overall? [#258449]   |
|---|---|--|
| DMA Development Company, LI   | Their commitment to working with the community; history of projects that are pedestrian-friendly/walkable; the 2-tiered financing plan that would ensure affordable housing and prevent walking that back to fewer affordable units if construction costs increased above their anticipated amount and margin or error.   |  |
| DMA Development Company, LI   | They have a history of serving the population that I serve in a professional capacity. They've been willing to work with clients that are most disenfranchised.   | None   |
| DMA Development Company, LI   | DMA has created great developments in Austin, like Talavera Lofts at Plaza Saltillo and multiple beautiful multifamily developments in Mueller. Additionally, the architect, Nelsen Partners, designs some of the city's best housing and mixed-use architecture.   |  |
| DMA Development Company, LI   | DMA has extensive experience in building housing for this population and is a highly qualified women owned affordable housing developer.  | No   |
| DMA Development Company, LI   | DMA's exceptional development skills and visionary approach make them an outstanding choice for the Ryan Drive project. Their expertise in Transit Oriented Development positions them to deliver a project that not only serves the community well but also offers sound fiscal benefits for the City of Austin.   |  |
| DMA Development Company, LI   | They have a longer positive history of working with disabled those over 55. Look at the current properties they run compared to the other two.  | Didn't get enough information earlier. It always seem city provides information when decisions are made. So.e of these specialize in homeless. Years ago we were told famil area and park. |
| DMA Development Company, LI   | I have worked with DMA and found the company to be very professional and responsive.  |  |
| DMA Development Company, LI   | Best history of success and profession. Connection to Austin and realistic site plan for long-term. They will be over development throughout and responsive.  | Needs more open park space.  |
| DMA Development Company, LI   | I have done three deals with DMA -- putting them in my communities. DMA always greatly exceeds our expectations, enhances the neighborhoods and maintains their communities through the years -- in a first class manner. Moreover, I have known people who live in DMA communities -- and they love their community -- right amenities and substantial community-building activities to make people feel at home. I highly recommend DMA for this project. |  |
| Foundation Communities  | Foundation Communities is an organization that I trust. For many years they have enabled effective and accurate assistance in several endeavors.  |  |

|                        |   |   |
|------------------------|---|---|
| Foundation Communities | FC has responded to previous opportunities, going above expectations for the completed project. Continuing engagement with the surrounding neighborhoods, and support of the community developed within that neighborhood, has been exceptional. Environmentally sensitive, provides support for all needs of residents.  | NA  |
| Foundation Communities | They are a wonderful organization that fills an important role in our community. They provide many services to individuals and families from housing to tax prep to after-school programs for residents. This would be a great neighborhood/area to provide an opportunity for truly affordable living in this nonprofit housing  |   |
| Foundation Communities | Foundation Communities is a non-profit. According to the pdf, they incorporate more 3-bedroom apartments more than the other finalists. 3-bedroom apartments are important to families.   | I hope they plant a lot of large shade trees like live oak, burr oak, and pecans. Shade is so important in a hot place like Austin. I hope the plan is to plant 500-1000 trees, go big! |
| Foundation Communities | They have properties all around Austin providing excellent services to the residents. Foundation Communities is doing a very good job at providing affordable housing for our community.  |   |
| Foundation Communities | Foundation Communities has a proven track record of doing vast amounts of work and doing it well. Affordable housing has to be more than just housing people and Foundation Communities is stellar to offer on-site social services at ALL of their properties to ALL of their residents. If the COA wants to end homelessness in Austin, this is a step in the right direction.  | Rather than hiring consultants of nonprofits, hire the nonprofit directly that is already doing the work and doing it well.   |
| Foundation Communities | Track record of providing affordable housing<br>Capable leadership and strong financial plan<br>Active volunteer community involvement<br>Residents of anticipated housing would be good neighbors  | Thank you for asking for input from residents living near this location   |
| Foundation Communities | I have direct experience with Foundation Communities. They have developed, managed and maintained a variety of communities in Austin for more than 10 years. I am impressed with their commitment to their mission and the quality of their staff.  | no  |
| Foundation Communities | I have experience working with two of the finalists, DMA and Foundation but feel that the wrap around services provided by Foundation fit the mission of the program the best. DMA does outstanding work as well. Additionally, it appears that Foundation got the higher marks in the areas that truly matter in the team evaluation section. I also live in nearby Allandale (+25 years) and know the area well.  |   |
| Foundation Communities | Foundation Communities has been around for years and has a great track record of doing good work for Austin. Foundation Communities organization has built several affordable apartment complex's for lower income individuals and families in Austin and parts of Dallas, they provide help with Affordable Care Insurance, Tax preparation, teaching money management skills and so much more. They are truly a community player and have the interest of Austin at mind. | No  |

|                        |   |  |
|------------------------|---|--|
| Foundation Communities | Depth of experience in Austin. Local organization with comprehensive knowledge of the community and knowledge of the needs of future occupants.   | No   |
| Foundation Communities | Foundation Communities offers supportive services that help people stay in their homes and build a stable life. This is critical to keeping Austin accessible to working people.  |  |
| Foundation Communities | Foundation Communities has a long history of doing great work in Austin.  |  |
| Foundation Communities | I have seen first hand the work Foundation Communities is doing in our community. They create multiple resources within each of their facilities that strongly encourage other organizations to serve their residents and clients in a great variety of services. These facilities and services enrich those who are fortunate to be part of Foundation Communities' population. The critical need for all Foundation Communities provides is evident by the wait list that continues to grow by those who desperately need the help, training, and encouragement offered by Foundation Communities.  | No   |
| Foundation Communities | What sets Foundation Communities apart is how they develop the non-residential components of the project. It's not just random retail. They bring service providers that support the real needs of people working to make ends meet. In all of their existing communities that includes financial planning, child care, wellness, and nutrition.  |  |
| Foundation Communities | I like their mission, and I think they have a proven track record for responsibly providing affordable housing, among their other services. They also seem to have a moderate approach to their work.   |  |
| Foundation Communities | Foundation Communities has a proven track record in Austin. They will build a lovely, well-maintained and managed community.  |  |
| Foundation Communities | <p>First, FC and DMA are both very strong contenders. I am not enamored of the Penrose approach to built glitzy upscale MU developments with huge amounts of public financing support and very few actual affordable units. That's urban redevelopment, not affordable housing.</p> <p>Second FC and DMA are both very good options. My choice comes down to the difference between how condominiums and rental units address affordable housing needs. Condos make for more affordable home purchases than SF housing. Rentals make better options for transitional needs and families who don't have the skills, tools or time for home maintenance.</p> <p>IMO, the wraparound services FC provides gives residents and community members access to vital support services to enable children to thrive while also making it possible for parents to work, get training or education, and improve their long-term earning capacity. I would have LOVED having this available 15 years ago when I was a newly divorced single mother of two special needs kids. It also fits the city's goal to increase density in central neighborhoods and lower the cost of entry to people</p> | You should publicize this better. My council member has a newsletter and she never once mentioned we had input into proposed developments nearby |

|                        |  |  |
|------------------------|--|--|
| Foundation Communities | Foundation Communities has a proven record of not only building, maintaining and supporting properties such as this long term, but also coordinating with the adjacent neighborhoods to make the transition of the property into multiple livable spaces amenable to everyone. They not only provide the living areas, but also provide continuing dialog with residents and counseling to help them through their problems and into productive members of the community. Foundation Communities is extremely capable of making this property into a thriving example of what people can do for others to bring back the dignity and fullness of life for the residents. I can think of no organization better enabled to handle this project and make it a success! |  |
| Foundation Communities | They are fully local and manage their properties.  | It would be nice to have more concrete information about what the candidates are proposing. I can agree that a candidate is qualified but that doesn't help me know if their vision for this plan makes sense in this set of circumstances |
| Foundation Communities | Foundation Communities serves so many people in a very respectful, humane way. It respects their served population's circumstances and gives them so much help, not just a place to live. After-school childcare, help with taxes, help with job searching, and so much more. Every client has responsibilities in their own communities, which gives them pride in their living spaces. It is my choice for this generous funding.  | I appreciate the chance to voice my opinion.   |
| Foundation Communities | They change people's lives and they change communities. I have been more than impressed with past projects. How they stay on target with dev. And help others. This would be a perfect fit for this neighborhood.  |  |
| Foundation Communities | Foundation Communities has a strong track record in Austin of not just developing a property, but also owning, managing, and maintaining the community over decades. They don't just build a property, but they enhance a neighborhood and provide long-term solutions for those needing below market value housing. Look at all their current properties and see how beautiful they are done as well.   | I'm glad Foundation Communities has another opportunity with Ryan Drive. I wanted them from the beginning!   |
| Foundation Communities | They have a proven track record for delivering cost-effective housing results and their properties are attractive and a plus for local neighborhoods. As a homeowner near this location that is important for me.  |  |
| Foundation Communities | Foundation Communities has a proven track record of not only building a beautiful building but maintaining it for their residents. We need more affordable housing for people.   |  |
| Foundation Communities | Their history of managing completed projects for increasing the housing stability of their clients, and the non-housing services they provide to their clients to increase the clients' success in functioning in society.   |  |
| Foundation Communities | best track record  | 12 stories? 15 stories?  |

|                        |   |   |
|------------------------|---|---|
| Foundation Communities | <p>As chair of the Ryan Dr working group and a community member who has studied and followed the project closely, this is a difficult choice between DMA and Foundation Communities. I'm excited but not surprised that they are top finalists. Both groups are well-respected with excellent reputations and success stories as affordable housing developers in the Austin area. I appreciate that both DMA and Foundation Communities are fully local. I very much like that their interview responses indicated a strong commitment to the community's stated vision, as well as nimbleness in the financing process.</p> <p>In the previous RFP process, the Ryan Dr. Working group noted that both DMA and Foundation Communities presented plans that were creative yet realistic. During the RFP period, we found them to be ethical in their outreach to the neighborhood, carefully respecting anti-lobbying requirements and other guidelines set by Purchasing. As a community leader, I would be excited to work with either organization.</p> | I really appreciate the efforts of staff to engage and inform the community in multiple ways, including the video interviews with finalists that included questions about financing and community engagement. In addition, the process has proceeded very efficiently with regular opportunities for neighborhood stakeholders to communicate with staff. |
| Foundation Communities | I am familiar with other projects they have done and trust in them to complete a quality project for the Ryan Dr property.  | Not at this time  |
| Pennrose, LLC          | I like that they are a large company with a multitude of funding/financing options, they have a great landscape architect pegged to design the park, they will engage an urban planner for the project, and they were heavily involved with the original design that was drawn back. It sounds like they really understand the community's vision for the space and they can also bring the expertise of building transit-oriented housing in other states across the country. Austin is not a very transit-oriented so I think this space could benefit from new ideas and design.   |   |
| Pennrose, LLC          | They feel qualified and I trust them  | n/a   |
| Pennrose, LLC          | Having reviewed the proposals, I like it ye   |   |
| Pennrose, LLC          | The Pennrose vision for the site aligns with my own.  |   |
| Pennrose, LLC          | Pennrose LLC has the best experience needed to develop the Ryan property.   |   |
| Pennrose, LLC          | The primary reason that Pennrose is my preferred application is because it offers an affordable housing option and, more importantly, would include a cohousing option. We need more of this type of development.   |   |

|               |  |  |
|---------------|--|--|
| Pennrose, LLC | Because I have heard very good things about Pennrose and I can tell you from personal experience that DMA Properties is the WORST possible choice for this or any other property developer. I have experience with at LEAST three other of their properties and they are the MOST POORLY MANAGED properties ever. Terrible maintenance, broken promises, poor financial decisions and employment practices, unhealthy living conditions and more. Just terrible. Pennrose, on the other hand is an excellent choice with their broad experience in ETOD, development of mixed-income multifamily housing, etc.- they are the best choice of the three.   | This is a project that could make a huge difference in the lives of many seniors living in the Austin area and I look forward to hearing that Pennrose secured this bid. It is time for affordable housing to come to the Austin area in a way that supports our growing senior and middle income population.; I feel that this project is a long time coming and that Austin is in dire need of such a project so that middle income folks like myself - can have access to public transportation and other valuable resources.   |
| Pennrose, LLC | Pennrose LLC is experienced in ETOD development. The others are not. I live in a DMA property at present and I am underwhelmed with their homegrown version of property management. I hope to move into a new affordable property in the new development and would hope for much better, tenant-oriented and professional property management. Because I want to live there, I also want to see a balanced approach to providing housing. I want to see a space where generations can mix freely and space is not devoted almost exclusively for families with young children as it appears are the goals of Foundation Communities. Indeed, that is their expertise. The needs of families with young children should not be overlooked and affordable daycare would be appropriate in the redevelopment plans, but the needs of seniors, artists, and artisans should also be considered as was previously planned when 3423 Holdings was to redevelop the site. | I read the RFQ and I am surprised that both Foundation Communities and DMA Properties rose to the top. They are both tax-credit developers and proud of it. In my view, tax-credit development is a non-tenant friendly method of financing affordable housing because by definition, it's all about the investor. My understanding was that the City would not entertain tax-credit development for this site and that the purpose of the recent Small Developer Training Program was to train up new developers and even the playing field for there to be more local competition. It seems only one new developer made it into the final cut. Is this a policy failure? Is scoring of proposals still skewed and weighted in favor of those with more experience over those with new and innovative approaches? |
| Pennrose, LLC | This is the best developer in terms of experience and ability to source external ESG investment. The other developers have good experience but made it clear they will require extensive tax and financial incentives from the city to make it work.   | N/A  |
| Pennrose, LLC | I like the park option and think it demonstrates the most creative, community-oriented proposal by connecting to local nonprofits, firms, and retailers  |  |
| Pennrose, LLC | Willingness to work with community partners and take input during development.   | Works well.  |
| Pennrose, LLC | Liked them best. Looking at moving back to Austin from Lockhart, Tx where we now live.   | No comment.  |
| Pennrose, LLC | Partnership with local Affordable Housing group.   |  |
| Pennrose, LLC | Because AHC / ACT is well run, respected and delivers.   |  |
| Pennrose, LLC | Their proposal sounds like an efficient and logical use of the space, and will be a great asset to the community as a whole.   |  |
| Pennrose, LLC | They have extensive experience in developing multi-unit complex using the mixed use model.   | No comments  |
| Pennrose, LLC | I agree there is limited housing for seniors and believe that we as a society need to do better at taking care of our elderly population.  |  |

|               |  |  |
|---------------|--|--|
| Pennrose, LLC | Most qualified   |  |
| Pennrose, LLC | Pennrose is the best and most experienced development team of the three. They have the most mixed-use and ETOD experience, in particular and seem more focused and clear on neighborhood/community engagement than either of the other two teams. They also had specific creative ideas on transportation demand management and debt financing the others did not. Their team also seemed to have the best overall understanding of what all of the stakeholders in this project need. | I'm disappointed two of the three top-scoring applicants are the same two companies who have completed numerous other projects in Austin - some good and some just so-so. These two developers are not bad, but I know others are out there who develop great projects because I've seen them in other cities. The city needs new developers, new models, and new ideas. |
| Pennrose, LLC | This is a great option for senior citizens, especially in these difficult times.   |  |
| Pennrose, LLC | Pennrose, LLC seems to have the best alignment with the wants and needs of this site redevelopment.  | None   |
| Pennrose, LLC | Love the affordable senior angle!! Seniors need more affordable housing.   |  |
| Pennrose, LLC | I like the park that this one mentions.  |  |
| Pennrose, LLC | I like their approach to prioritizing the green space/ park element as I know that was an important part of the community input. I am a neighbor.  |  |
| Pennrose, LLC | It has a plan for financing the park in plan   |  |
| Pennrose, LLC | I think the Pennrose proposal was the most holistic and thoughtful about community needs.  |  |
| Pennrose, LLC | Experience in similar style projects; high level of ethics for delivering a community-oriented space in this city.   |  |
| Pennrose, LLC | previous experience with the City, funding allocated to the park   |  |
| Pennrose, LLC | This group is more likely to produce an innovative and creative outcome  |  |
| Pennrose, LLC | They are the only ones with thorough experience doing this kind of development.  |  |
| Pennrose, LLC | I believe the combined efforts of a national developer that is well established and familiar with these types of projects with a local firm that is prominent in the affordable housing market will lend a great deal of varied expertise to the project that will help yield better results.  | I wish there were a more direct comparison between the proposals to more easily see comparison of unit yield, affordability levels, etc.   |
| Pennrose, LLC | has vision clear   | n/a  |
| Pennrose, LLC | I believe that the Penrose team has the most experience in a project of this scope and is best equipped to work with the city.   |  |
| Pennrose, LLC | Great design for community living  | N/A  |
| Pennrose, LLC | I like their boots-on-the-ground approach, and commitment to delivering on the community's needs as opposed to investor's needs. I get that there needs to be a balance when it comes to viability for building a development at this scale, but I trust this group more to listen, plan, and execute their vision in a way that benefits the current community, future community, and the folks footing the bill.   | It's been a bumpy road to get where we are today, but I appreciate the community involvement, communication, and process that's been taken to get to where we are. I firmly believe taking the necessary time to vet the applicants and make a smart selection will ultimately make this project more successful for all parties involved.                               |
| Pennrose, LLC | Most impactful   |  |
| Pennrose, LLC | Slotted space for seniors and use of train transportation  |  |

|               |   |  |
|---------------|---|--|
| Pennrose, LLC | Pennrose has extensive experience working with neighborhoods to develop living complexes that are conducive to the residents' interests.  |  |
| Pennrose, LLC | Community engagement, history of success with this type of project vs the other options. I have lived on Ryan Drive most of my life, less than a block from this site. The capital A team has built Trust with the neighbors and proven success with this type of project.  |  |
| Pennrose, LLC | I have lived at 6942 Ryan Drive for nearly a decade and don't plan on leaving anytime soon. Being less than a block from this site, and in the shadow of the future development, I've paid very close attention to the process to date, and participated in all open community forums. Capital A is the only developer that has engaged direct neighbors of this development, listened to our concerns, and shown interest in developing this land with everyone's best interest in mind. I have no doubts they, in partnership with Pennrose, will deliver on their promises and make this a thoughtful addition to our community. |  |
| Pennrose, LLC | As an adjacent neighbor to the project area, Pennrose has the highest chance of actually delivering the project. Their team is also the only team from any of the finalists who reached out and offered to receive feedback from the adjacent neighbors. I trust Pennrose will be able to secure the funding needed for a project of this magnitude while the others do not have the capacity to secure funding.  | Thank you for making this RFQ fast compared to the prior RFP. However, two of the top finalists are questionable even if they could deliver the project. I am unsure how they were chosen. |
| Pennrose, LLC | Most compelling proposal  |  |
| Pennrose, LLC | Best development  |  |
| Pennrose, LLC | email   | No.  |
| Pennrose, LLC | I prefer the ethos.   | O  |
| Pennrose, LLC | City needs more affordable housing options  | No   |



|                      |  |  |
|----------------------|--|--|
| <p>Pennrose, LLC</p> | <p>The Pennrose team is the ONLY team with a strong track record of raising equity funds for workforce housing with incomes as specified in the RFQ. Raising ~\$40M in private investment needed for this large project is something only able to be pulled off by a developer with a strong track record of using private equity in similar developments, and strong relationships with equity investors.</p> <p>Pennrose is the ONLY developer on a finalist team with that kind of track record, and the presence of the Austin Housing Conservancy on the team will make it all the easier. That alone should make them the preferred applicant.</p> <p>The Pennrose team is also the ONLY team with a plan to build a park that meets the expectations of neighbors. They acknowledged that an apartment building cannot support a budget for a full-fledged park, and brought in a landscape architect with experience in producing designs for public park spaces for fundraising, which will be necessary to do more than grass and a small playscape on the site.</p> | <p>AHFC made the right call here making this workforce housing - 9% LIHTC is so competitive you never know if you'll get it, and 4% would require significant subsidy to do anything other than surface parking lots without a LARGE RHDA award. Structured parking just doesn't pencil with 4% funding without very large additional sources.</p> <p>Which is why I'm confused that two of the finalist teams seem to just do LIHTC (the only "workforce" completed projects I see just have ~10% of units at market rate but are really LIHTC projects).</p> <p>Raising significant private equity is necessary for workforce housing like AHFC is specifying here, and it would be tremendously difficult in today's capital markets to convince equity investors to put tens of millions into a project by a developer with no track record of workforce development or private equity fundraising/stewardship</p> |
| <p>Pennrose, LLC</p> | <p>Pennrose is my preferred application because they have a good experience of raising funds for affordable housing in a mix of financing options. They also have great design and thought processes. Together with Capital A Housing, they have the hyper local zoom in and are attuned to the goals of the community, such as housing, park space, connectivity and neighborhood amenities</p>   |  |
| <p>Pennrose, LLC</p> | <p>They have the best ideas to achieve the goal and mission</p>  |  |
| <p>Pennrose, LLC</p> | <p>Very committed to community engagement &amp; feedback!</p>  | <p>Please ensure that this time the project actually moves FORWARD!</p>  |
| <p>Pennrose, LLC</p> | <p>They seem to have the resources necessary to execute the project through completion while maintaining a connection to Austin and the Crestview neighborhood with their history.</p>   |  |
| <p>Pennrose, LLC</p> | <p>Stronger quality</p>  | <p>No</p>  |
| <p>Pennrose, LLC</p> | <p>The prioritization of parkland, with a reputable landscape architect firm partner, is very appealing. Pennrose's example developments are also interesting and unique and show the ability for this developer to push the envelope on what this kind of development can look like.</p>  | <p>I appreciate the accelerated timeline for getting this done after the Barlin deal fell apart.</p>   |
| <p>Pennrose, LLC</p> | <p>Pennrose is about transforming a community that will benefit families who have much less than most!!! As an elementary school teacher of 40 years here in Austin, including many very, very poor families, this company Pennrose from what I have read will do an excellent and honorable job for completely upgrading their homes and neighborhood. They have many honorable folks.</p>  | <p>I am happy that it is a thorough process! It's important to do well by others, especially those that have less.</p>   |
| <p>Pennrose, LLC</p> | <p>Penrose LLC is without doubt the most capable applicant to develop the Ryan Drive Project. Their depth of personnel and experience is unmatched among the bidders. They have the vision and know-how, based on their extensive project development experience throughout the country, to do the job per spec and on budget.</p>   | <p>No</p>  |

|               |  |  |
|---------------|--|--|
| Pennrose, LLC | I like their plans.  |  |
| Pennrose, LLC | Pennrose   | I love the Pennrose's team emphasis on park space in in addition to housing. |
| Pennrose, LLC | It is the strongest  | No   |
| Pennrose, LLC | Most qualified   |  |
| Pennrose, LLC | Solid company, diversity, leadership   |  |
| Pennrose, LLC | Experienced up and coming applicant  | No   |
| Pennrose, LLC | Quality  |  |
| Pennrose, LLC | In their development process, they inquire what the communities need and bring innovative ideas to the table in their developments such as spaces for daycares, local markets with healthy options, dog parks, etc. They also focus primarily on affordable housing and have a great track record. They know Austin's history, are Austinites and strive to do right by communities who were historically wronged. | Not at the moment.   |
| Pennrose, LLC | They bring innovative and necessary amenities for marginalized communities.  |  |
| Pennrose, LLC | This is the best match for our neighborhood.   | I apologize for not participating in the earlier phase.                      |
| Pennrose, LLC | Seem to have better handle on situation.   |  |
| Pennrose, LLC | Because the team is a very well-versed group of professionals that have a wide variety of successfully projects. Capital A Housing has been doing a lot of work with the local community and is familiar with the site and the community and priority needs, and especially their 4 goals: affordable housing, park space, connectivity to transit, and neighborhood amenities.                                    | N/A  |