

Form Name: 6909 Ryan Drive RFQ
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Description Area

Request For Qualifications 6909 Ryan DriveAffordable Rental Housing Development OpportunitySubmissions Due: 11:59 p.m. CS----T on March 20th, 2024Please fill out this form to submit a response to the RFQ for 6909 Ryan Drive.You can find the RFQ here.Note: This application has a "save and resume later" option that saves all information you have entered - except for document uploads - until you are ready to submit a completed form. Be sure to click the "Save and Resume Later" button at the bottom to use this feature, and to upload all attachments prior to submitting. If you have any questions about this application, please contact Sarah Ramos or Alex Radtke.

Exhibit A: RFQ Response Form, Affidavits, and Certifications

Development Team Questions - 35 points

Description Area

The following questions provide AHFC with initial qualifying information regarding a respondent's experience with and approach to multi-family and mixed use developments.

Description Area

1. Please provide the company name, point of contact name, and point of contact email for each of the following members of your proposed development team for this development. Unscored

Developer Name

Amay Inamdar

Developer Company

Magellan Housing TX, LLC

Developer Email

amay.inamdar@magellandev.com

Co-Developer Name (if applicable)

Jim Boyd

Co-Developer Company (if applicable)

Royal American Development, Inc.

Co-Developer Email (if applicable)

jim.boyd@royalamerican.com

Architect Name

Michael Graham

Architect Company

Element Architects

Architect Email

graham@elementarchitects.com

Engineer Name

Tyler Ray

Engineer Company

WGA Engineers

Engineer Email	tray@wga-llp.com
Property Manager Name	Jeanne Hatten
Property Manager Company	Royal American Management
Property Manager Email	jeanne.hatten@royalamerican.com

2. Please describe why your development team is best suited to develop the site.

Magellan Housing and Royal American Development are committed to creating a high-quality long-term multi-family residential community at 6909 Ryan Drive. We have the resources and experience necessary to investigate, design and execute the best residential and public-use for the site.

Over the last fifty years, our companies have developed and built more than 140 multi-family communities across the Southeast. Magellan is based in Houston, TX and our team has developed impactful communities across Houston and Miami, FL in close partnership with local stakeholders. Royal American, based out of Panama City, FL is one of the largest development companies in the Southeast with immense capabilities and decades of development, construction and management expertise.

We understand that each community requires a unique approach to ensure maximum resident satisfaction, community inclusiveness, and sustainability. On every project we work with a licensed and skilled architect to ensure our development design is timeless, as well as open and welcoming. If selected as the developer partner for this initiative, we would engage Houston-based Element Architects. Element is an award-winning architecture firm with extensive experience in multi-family and commercial design. The firm is also skilled in designing affordable housing using safe and sustainable techniques while following all applicable community design standards to ensure healthy and safe environments for residents.

Our team has experience developing and constructing multi-family communities in distinct cities across the Southeast. The design of our communities varies dramatically from one area to the next, largely influenced by the local community and building requirements. We have experience building everything from single story to twenty-three stories. In dense urban areas like South Florida, Atlanta, and the Tampa Bay area, we have built many mid-rise and high-rise communities. These developments are often concrete construction built on top of podium and many have been mixed-use and included commercial elements. In smaller communities, where we have access to larger lots, we often build garden-style apartments, either two-story or three-story stick-built walk-ups.

3. How many multi-family developments has the developer or co-developer who will act as guarantor for this development placed in service within the last ten years? Provide a list of developments with the following: a) Name; b) Address; c) Number of units; d) Date of last Certificate of Occupancy; e) Affordability Restrictions (if any)

4. Please describe your development team's experience with designing, financing, developing, and operating mixed-use developments.

Royal American has been developing projects since 1968. While the vast majority of developments have involved multi-family housing, they've also developed, built, manage and own commercial office buildings; subdivisions, condominiums, single family homes and beach resorts. In addition to managing our own developments, we also manage an expansive portfolio of third party owned properties. Some examples of our mixed use properties we own and manage are:

Villa Allapata – Dade County, FL – a LIHTC development built with an YMCA facility in the building.

The Boardwalk Condominium – Bay County, FL – a 23 story high rise condominium built on the beach with multiple retail and commercial spaces on the first floor and fee simple condos above.

One Stanford Center and Two Stanford Center – Bay County, FL - a 4-story and 8-story office buildings with retail and restaurant space on the first floor

Enclave at Depot Park – Cobb County, GA – a multi-family development consisting of both LIHTC units and market rate units as well as commercial/retail space; medical clinic space and office space.

Magellan Housing is currently developing (under construction) the first affordable housing project in the Wynwood neighborhood of Miami, FL. The project will contain 7,500 SF of ground floor retail, consisting of 3 bays. We are currently in negotiation with several retail and restaurant tenants regarding pre-leasing.

5. Please describe your anticipated financing strategy for this project.

The primary strategy we would propose for financing this project would be to utilize federal agency programs such HUD 221(d)4, federal home loan bank financing, and certain programs promoting affordable housing administered through local and state agencies.

Additionally, since the initiative goal is to have 20% of units set-aside below 50% AMI, the project would qualify for tax-exempt multifamily bonds and potentially LIHTC funding. If the project is ineligible for LIHTC, we would focus on the primary financing strategy and structure the most viable execution.

6. Provide a copy of the most recent certified financial audit or disclosures (completed within the last two years) from the developer who will act as guarantor for this development.

Example Developments - 40 Points

Description Area	7. Provide a detailed summary of two of the developer's or co-developer's most innovative and successful developments placed in service within the last seven years. 40 Points
Project Description (Project 1)	<p>The Park at Massalina is a 120-unit family community in Panama City, Florida. The project was a reconstruction of a community decimated by Hurricane Michael in 2018 and is a partnership with Panama City Housing Authority. It consists of 10% public housing units, 15% PBRA and a balance of 60% LIHTC. The property is a national green building certified community and offers energy star appliances, low-flow water fixtures, and window coverings to help keep energy and water costs low for residents.</p> <p>Spacious unit layouts and ample amenities include a community garden, dog park and playground.</p>
Placed-in-service Date (Project 1)	Jul 01, 2023
Address (Project 1)	804 15th St. East, Panama City, FL 32401
Type of development (e.g., single family, detached condo, attached condo, multifamily condo) (Project 1)	Multifamily Rental
Income restrictions (Number of Units at or below 30% MFI, Number of Units at or below 50% MFI, Number of Units at or below 60% MFI, Number of units at or below 80% MFI, Number of units at or below 120% MFI, Number of unrestricted units) (Project 1)	12 units below 35% MFI 108 units below 60% MFI
Number of Units by Bedroom Count (Number of efficiencies, Number of 1 bedrooms, Number of 2 bedrooms, Number of 3 bedrooms, Number of 4+ bedrooms) (Project 1)	1 bdrm - 15 units 2 bdrm - 51 units 3 bdrm - 54 units
Target population (Project 1)	Families
Partnership structure, including specifying if this was a public/private partnership (Project 1)	Park at Massalina is a public / private partnership with the Panama City Housing Authority. Since it is also a 4% LIHTC project, Hudson Housing is a tax credit syndicator with a limited partnership interest.

Primary funding strategy and sources (Project 1)	Tax Exempt Multifamily Bonds - \$12,500,000 RRLP Loan - \$8,400,000 ELI Loan - 820,200 4% LIHTC Syndication - \$10,296,229 Developer / Owner Contribution - \$764,348
Current occupancy rate (Project 1)	99%
What were the design considerations for this project and how did they impact the project? (Project 1)	<p>The Park at Massalina ("The Park" previously "Park at Palo Alto") was built in partnership with the Panama City Housing Authority ("PCHA"). On October 10, 2018 Hurricane Micheal, a Category 5 hurricane, impacted Bay County, Florida with devastating affect. As a result of Hurricane Micheal's impact, one of the PCHA's public housing developments was completely destroyed. Through a competitive RFQ process, Royal American was selected as the PCHA's development partner. The Park was designed to be the cornerstone for the redevelopment of the Glenwood area. Accordingly, The Park was designed in coordination with the City of Panama City ("PC"). The Park not only needed to address the housing needs of the PCHA but also contribute to PC's redevelopment of the Glenwood community. Through a series of charettes; the various stakeholders of the Glenwood community developed an overall vision for Glennwood. The Park's architectural design, amenities and site plan was developed in conjunction with this vision. While The Park was the first major development completed in the redevelopment of the Glennwood community, additional developments, such as the new MLK Recreation Center, are currently under construction -maintaining the original vision the stakeholders developed.</p>
How the project shifted from initial underwriting/approvals through closing, construction, and conversion (Project 1)	<p>Initial underwriting and application for the project was in 2020 when the industry was dramatically affected by the COVID pandemic. Cost escalations and supply chain challenges had a significant impact on the project through the development process.</p> <p>While every project matures and evolves during the course of its development, due to the extensive pre construction development efforts between Royal American, PCHA, PC and various stakeholders in the area, The Park had a concise development goal that the development team was able to meet. By focusing on our goal we were able to meet the needs of the PCHA and the community at large and to manage the cost escalations and supply chain issues.</p>

Describe your community engagement efforts during pre-development, construction, and operation (Project 1)

As mentioned above, The Park was the cornerstone for the redevelopment of the Glennwood community. Accordingly, there was continuous community engagement with the various stakeholders – the PCHA, PC, residents of the Glennwood Community – encompassing original design and conceptual meetings and continuing through the grand opening of The Park. One crucial change that developed through the course of these meetings was the remembrance of the founding father of the Glennwood Community – Hawk Massalina. It was important for the Glennwood community to pay homage to Hawk Massalina. After several community meetings, it was decided while the owner entity’s name for The Park is The Park at Palo Alto, LLC, the property would be named and marketed as The Park at Massalina. In addition, to accommodate the needs of the community and the PCHA, the clubhouse was expanded to include the Hawk Massalina Community Room – a space utilized by the PCHA for Board meetings as well as a space to host events for the surrounding community.

Please attach underwriting pro forma for the development, as approved by either the state housing finance agency, the lender, or the equity investor (Project 1)

Project Description (Project 2)

Enclave at Depot Park is an L-shaped three-story garden-style building targeting seniors ages 62+ in Kennesaw, Georgia. Amenities within the building are a management office, club room, library and business center. The community also features commercial space for three offices. The commercial office space (approximately 1,200 SF) is leased to RAM for its Regional Management Team, who currently lease office space with Regus-TownPark Center in Kennesaw. The community also features commercial space for a beauty salon.

Exterior amenities include a pocket park to tie in elements from the new Gateway Park across the street along Sardis and Main, and a walking path and community garden. Units are spaciouly designed and feature walk-in closets, eat-in kitchens, pantry, balconies, washer and dryer, energy star rated appliances and fixtures.

Placed-in-service Date (Project 2)

Jul 16, 2020

Address (Project 2)

2726 S. Main, Kennesaw, Georgia 30144

Type of development (e.g., single family, detached condo, attached condo, multifamily condo) (Project 2)

Multifamily Rental for Seniors

Income restrictions (Number of Units at or below 30% MFI, Number of Units at or below 50% MFI, Number of Units at or below 60% MFI, Number of units at or below 80% MFI, Number of units at or below 120% MFI, Number of unrestricted units) (Project 2)	28 units at 50% MFI 30 units at 60% MFI 20 units at Market Rate
Number of Units by Bedroom Count (Number of efficiencies, Number of 1 bedrooms, Number of 2 bedrooms, Number of 3 bedrooms, Number of 4+ bedrooms) (Project 2)	36 - 1 bdrm 42 - 2 bdrm
Target population (Project 2)	Seniors
Partnership structure, including specifying if this was a public/private partnership (Project 2)	The project is a partnership with Royal American as the general partner and R4 as the tax credit limited partner for the federal credits and Sugar Creek Capital for the state tax credits. The project is not a public project.
Primary funding strategy and sources (Project 2)	LIHTC project execution with HUD 221(d)4 financing. SunTrust - \$9,000,000 R4 Capital - \$1,413,080 Sugar Creek Capital- \$785,044 Owner / Developer Contrib. - \$248,015
Current occupancy rate (Project 2)	98%
What were the design considerations for this project and how did they impact the project? (Project 2)	Enclave at Depot Park ("Enclave") is a mixed-use, LIHTC development located in Kennesaw, GA. The development presented two distinct design challenges. To begin with, Enclave is located within the Downtown Historic District of the City of Kennesaw; accordingly, there were significant design requirements to meet the Historic District's requisite architectural requirements. Not only did the development go through a rigorous civil and architectural permitting process, Enclave also successfully complete the Historic District's architectural review process. After several meetings with the Historic District Board, numerous design requirements were incorporated into the Enclave. These design considerations included brick exterior with a specific finish and color; fencing and signage location and overall exterior design. The second design challenge Enclave overcame was the topography of the site. Enclave is situated on the side of a steep decline requiring extensive system of retaining walls - some up to 18 feet in height - and underground stormwater retention. Royal American was able to successfully guide the development through these design considerations.

How the project shifted from initial underwriting/approvals through closing, construction, and conversion (Project 2)

As mentioned above, Enclave overcame significant site challenges which, unfortunately, resulted in significant increase in cost. However, Royal American was able to secure a supplemental 9% tax credit allocation to overcome the cost overruns and to deliver a successful project.

Describe your community engagement efforts during pre-development, construction, and operation (Project 2)

Due to Enclave's location within the Historic District, continuous communication - during both the development and construction phases of the project - was required with local community. By maintaining an open line of communication with the community and by being responsive to their points of concern, Royal American was able to develop and build the Enclave to not only meet the requirements of DCA, lenders and syndicators, but the Kennesaw Historic District as well.

Please attach underwriting pro forma for the development, as approved by either the state housing finance agency, the lender, or the equity investor (Project 2)

Community Review Questions - 20 Points

8. Please describe your development team's construction management practices that will be used as part of this development to act as a good neighbor to the adjacent property owners.

The proposed general contractor, Royal American Construction, is an affiliate which works closely with our team on every project. Due to significant experience in urban infill developments (Miami, Broward County, Houston, etc.) the construction company always works closely with adjacent land owners. Royal American Construction always abides by best practices and has significant experience with acquisition / rehab projects which have positively impacted the Community. Magellan Housing's acquisition / rehab project in Houston called Villa del Prado won the Urban Land Institutes Development of Distinction Award. Also, another Magellan development was a reconstruction project directly adjacent to Sharpstown High School in Houston and we worked hand in hand with the school administration to ensure the safety of the students throughout the entire process. We received overwhelming commendation from the community with the project being nominated for and receiving several awards.

9. Please describe your proposed property management company for this development and why they are best suited to operate and maintain the property.

Royal American Management (RAM) has been managing affordable multi-family housing for nearly fifty years. RAM currently manages 93 properties and 6,001 units that were built and are owned by Royal American Development. In addition, RAM also serves as a third-party manager for other owners and manages a total of 235 properties made up of 18,334 units across 6 states and the U.S. Virgin Islands.

Royal American Management manages nearly 250 properties, all with some type of amenity. Amenities include swimming pool, exercise room, business center, computer center, putting green, car wash center, dog park, dog wash center, etc. Each property has its own rules and procedures and RAM implements and enforces the rules and guidelines approved by the property owner at each location.

10. Please describe how your development team will develop and operate the proposed development in a way that advances racial equity within the community and your organizations.

Magellan and Royal American enjoy a 97% occupancy rate portfolio wide - with a very diverse tenant profile. We believe that number is due to the pride we take in providing welcoming, safe, and clean communities for our residents. The residents in the portfolio are very diverse and come from all socioeconomic and cultural backgrounds. Beyond adhering strictly to all Fair Housing requirements and implementing Affirmative Fair Housing Marketing Plans for all our projects, we make every effort to ensure we communicate with all residents in a manner that is culturally sensitive and promotes a welcoming community.

We also always employ a Resident Relations Specialist to ensure each property provides a variety of services and activities for the residents. Our Resident Relations department provides a resident survey which gives residents an opportunity to provide feedback to the community management. It is a positive tool which shows what activities residents are enjoying, what activities they would like to see added, and allows them to give feedback on the community. The survey provides a voice for the residents to express their concerns as well as provide positive feedback

11. Please describe how your development team will form and leverage relationships with neighborhood groups, organizations, and business to help support a vibrant and enriching neighborhood.

Royal American Management's Resident Relations department stays involved with activities from the surrounding community at each of our properties and creates awareness campaigns and activities related to what is happening in the area. This can include voting initiatives, food drives, disaster relief, etc. The RR department also provides newsletters and bulletin boards with community information at various properties to be sure residents stay informed.

The RAM Marketing Department works to provide unique and targeted marketing packages for each of our communities. Each property has its own distinctive logo, colors, fonts, and website.

RAM has also implemented and created many programs through the years to enhance the properties we manage. One program RAM has implemented in the past is the "Crime-Free Multi-Housing Plan." The program gives the residents an extra sense of security and empowerment and helps keep maintenance and repair costs lower for the owner. The program is a partnership with local law enforcement who tours the property and gives suggestions on improvements that could help lower crime rates. Suggestions might consist of providing adequate and uniform security lighting throughout the property, trimming back the landscaping so windows and doors are clear, 180/190 degree eye viewers in all front doors, single cylinder deadbolt locks with one (1) inch throws on all exterior doors, and other suggestions that can improve the overall look and feel of the property while cutting down on crime.

Similarly, we always adhere to Crime Prevention Through Environmental Design (CPTED) during the design phase. CPTED is a multi-disciplinary approach to crime prevention that uses urban and architectural design and the management of built and natural environments. CPTED strategies aim to reduce victimization, deter offender decisions that precede criminal acts, and build a sense of community among inhabitants so they can gain territorial control of areas, reduce crime, and minimize fear of crime.
