

REQUEST FOR PROPOSAL

3515 MANOR ROAD, AUSTIN, TEXAS 78723

April 29, 2022

PREPARED FOR



AHFC
1000 E. 11th St. Ste. 200
Austin, TX 78702

PREPARED BY



THE VECINO GROUP
Housing for the greater good.

Vecino Group
305 West Commercial St.
Springfield, MO 65803



**Austin Area
Urban League**

Austin Area Urban League
8011A Cameron Rd Bldg a-100
Austin, TX 78754



**Caritas
of Austin**

Caritas of Austin
611 Neches Street
Austin, TX 78701

April 27, 2022
Sarah Ramos, AFHC Procurement Specialist
Austin Housing Finance Corporation
1000 E. 11th Street, Suite 200
Austin, TX 78702

Dear Ms Ramos,

Austin is a model city in many ways—in commerce, amenities and culture just to name a few. The secret to its successes? It listens to and solves the needs of its people. City leadership and the AHFC have recognized the current housing demands and challenges and are addressing them through diverse solutions in both affordable and permanent supportive housing. The Vecino Group is honored to have been part in this effort by partnering with AFHC on two developments: Libertad Austin and Espero Rutland—the latter of which is 60% through with construction, both on time and budget. Our goal is for these developments to be examples of what is possible in high quality affordable and supportive housing within Austin.

The Vecino Group is excited to respond to the Manor Road RFP with what we believe is poised to be another model of progress: Hues Plaza, a comprehensive mixed-use development that will help to address multiple needs and infuse East Austin with an enhanced sense of place. The proposed development will bring 229 units of housing to the heart of East Austin; 100% affordable—serving those with income levels of 30% to 80% of AMI—with a minimum of 48 units of permanent supportive housing complete with onsite services and staff. The lower floors will activate the street-level—and specifically engage the bike and pedestrian trail—as a destination for entertainment, shopping, civic life, and collective inspiration. At its heart is a 9,500 sq ft plaza space, the highlight of which is a renewed Box Bazaar incubator concept which will provide neighborhood, minority-based businesses a place and the resources to grow. We also are proud to have the Austin Area Urban League as our co-development partner on Hues Plaza—they will provide ample resources to serve Hues Plaza, plus their involvement further expands the stock of affordable/supportive developers for Austin. Hues Plaza will deliver inspiring design, true connectivity, public artwork—and most importantly provide access to homes while maintaining and embracing what has defined the neighborhood for decades: the people and families of East Austin.

This proposal includes information that will bring to life the “what” behind Hues Plaza—but is one of the best examples our “why”, as well. The Vecino Group is committed to our mission of creating a better world, one development, one community at a time. We truly believe in the transformative power of supportive housing. More specifically, we believe in quality housing that works hard for its community. To be able to create that in East Austin—and solve additional community needs in the process—is exactly the kind of work that energizes the Vecino Group. We are truly excited for the opportunity to once again collaborate with the AHFC team to bring Hues Plaza to life.

Thanks for your consideration.

Sincerely,



Rick Manzano
President, Vecino Group

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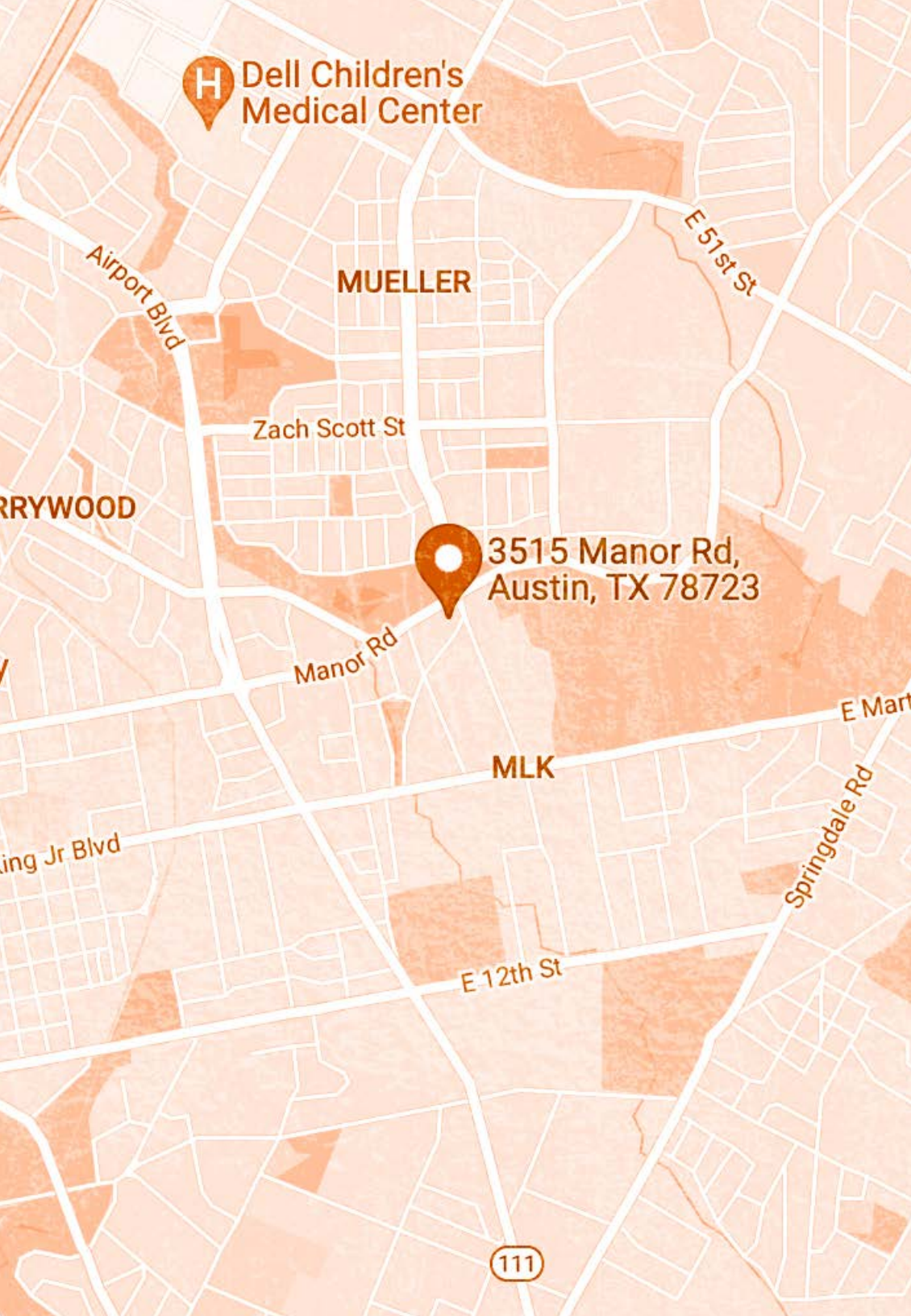
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1. DEVELOPMENT
CONCEPT



East Austin—a vibrant blend of novel and tradition.

East Austin—a vibrant blend. Its mixture of distinctive neighborhoods, both storied and new, provides a unique hue and texture to the cultural landscape. And within it, 3515 Manor Road is another opportunity to create something truly special and inclusive for the eastside—and all of Austin.

Much like the Espero Rutland development currently under construction in North Austin (on schedule and budget), the Vecino Group began the exploration of Manor Road by assessing the needs established by its key stakeholders: the AHFC, APH and the MLK and JJ Seabrook neighborhoods. As we worked, our team focused on what these needs might look like from an individual perspective and what connects them: the opportunity to secure an affordable home; to return to your roots; to connect within your community; to begin a career; or, simply to establish the stable foundation and the support to realize any of one of these.

The Vecino Group has partnered with the Austin Area Urban League (AAUL) and Caritas of Austin to envision a development for 3515 Manor Road that will not only deliver much needed solutions for residents, but resources benefiting the entire East Austin community.



HUES PLAZA

E A S T A T X



ESPERO MANOR · EASTSIDE ARTHAUS · STREETS GALLERY · BOX BAZAAR



Limitless possibilities.

Hue is one of the main properties of a color—unique, but with multitudes of expression. When combined with others, the varieties and possibilities are near limitless. And just as it is in art, it is with people—and rich within the fabric of East Austin...

Led by the Vecino Group and AAUL, our team's concept for this location is centered on opportunity, connectivity, engagement, and support. To provide access to and fully realize each of these benefits, our plan includes:

1. permanent supportive housing with robust on-site social services;
2. deeply affordable housing with career-focused services for individuals and families as well as arts-centered amenities; and
3. designated areas for commercial retail—including a central plaza with retail spaces for entrepreneurs and emerging businesses. The plaza will both unify the site as well as connect it to the greater neighborhood via access to the Seabrook Greenbelt trail and bike path.
4. affordable housing that prioritizes households that have been displaced or are at risk of displacement



The team collaborated to maximize the potential of this City-asset for the greater good of the East Austin/MLK neighborhood, its families, and its history—all within an impactful, inclusive development.

Hues Plaza is a mixed-use neighborhood with a deep sense of community at its heart.

Designed to enhance the quality of life of residents of East Austin, Hues Plaza is composed of three main elements—two housing-focused, one public/retail. While each of these areas has a distinctive purpose, they've also been conceptualized, drawn and programmed to dovetail into a single, cohesive community asset.

Two residential buildings will anchor the development: **Espero Manor** and **Eastside Arthaus**.





Espero Manor —

Deeply affordable and permanent supportive housing.

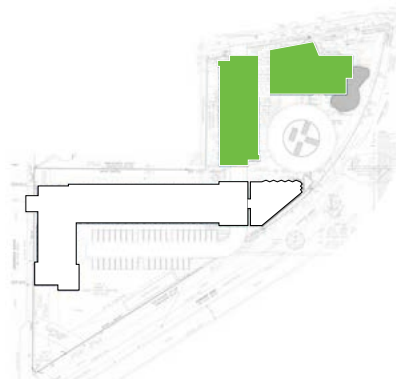
It will have 123 studio units with a minimum of 48 set aside to serve individuals experiencing homelessness, offices for full-time, onsite case management, rooms for education, counseling and training, and a private, outdoor courtyard for residents.

Services will be provided by **Caritas of Austin** for the entire building, with a primary focus on residents of the set aside units.

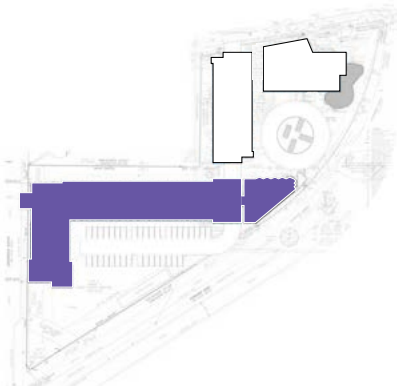


Additional amenities are a common room with a community kitchen, lounge areas, fitness area as well as 30 spaces of podium parking.

Espero has a 5400 sq ft. ground level space that fronts Manor Road and extends to the South plaza. This space could be dedicated for retail or service programming.



- 123 studio residential units
- Private resident courtyard
- 5400 sq ft retail space (Ground level)
- Community areas/Offices (Levels 2-4)
- 30 parking spaces of podium parking (Level 1)



Eastside Arthaus —

Eastside Arthaus will have 106 units of affordable housing, configured in one of two options:

Option A: This multifamily development will have 106 units providing a mix of 1,2-,3- and 4-bedroom units. Income limits will include 30%, 50% and 60% AMI.

Option B: Workforce housing model, providing same unit mix with 106 units. Rents in this scenario will be restricted to those at 80% AMI and below.

Each feature a spacious living and dining area, kitchen area, private bathrooms and bedrooms. Plus, each will have Energy Star appliances (washer/dryer, dishwasher, refrigerator). Amenities will include a large community room with kitchen, fitness room, rooftop deck and 89 parking spaces.

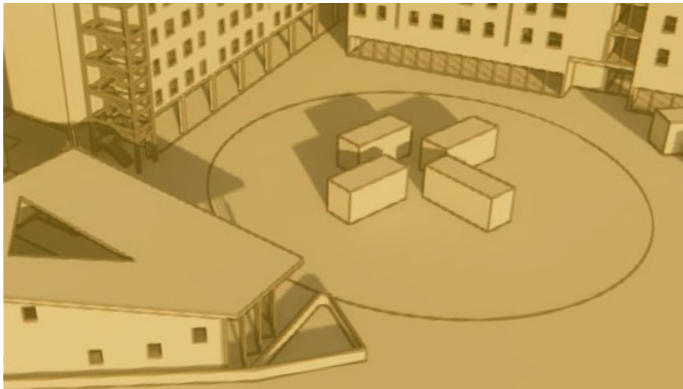
- **Eastside Arthaus - 106 units**
(1, 2, 3, and 4 bed / 97 multi-bedroom)
- **Streets Gallery**
- **Commons area (Ground level)**
- **Rooftop deck**
- **89 parking spaces (Level 1)**
(approximately 33 surface and 56 podium)

ART FROM THE STREETS

A key feature for the Arthaus concept is its eastern gallery space “Streets Gallery”, managed by partner Art From The Streets; their artists whom are experiencing homelessness will have resources to arrange, display and sell their works (this will dually serve Caritas of Austin residents of Espero Manor as well).

Accessible by all residents as an amenity, Streets Gallery also overlooks/connects to the central plaza as well as the Pershing Trail Walk & Bike path.





Public Plaza —

Central to the development is a .22 acre (9500 sq ft) hardscaped plaza interwoven with native trees and shrubs. In addition to purposely-designed open areas for events, food trucks and simple leisure, the key element would be the re-energized **Manor Road Box Bazaar incubator concept**. The small business retail hub would provide shopping/employment opportunities for residents and establish a retail and entertainment destination serving the surrounding neighborhoods. Plus, in building upon the City’s concept of “a neighborhood center for the community, of the community and by the community¹”, the Box Bazaar will help people in the MLK neighborhood and surrounding areas who aspire to start a business to do so—but with a much lower upfront cost.



Partner **Austin Area Urban League** will oversee coordination, training and support for the emerging businesses of the Box Bazaar

and the community at large. They will also help to align **Art From The Streets, Caritas of Austin** and **Asset Living** with residents for partnerships within Hues Plaza and employment opportunities.

- **Community Plaza, 9500 sq ft**
- **Box Bazaar**
- **Trail/Path Access**
- **Programmable open areas**
(Events / Food truck / Performances)

¹ “Old shipping containers used to help Austin entrepreneurs grow their business”, KVUE, July 2019



Public Plaza (cont) —

Austin-based arts non-profit **_OF COLOUR** will coordinate collective events and programs with **AFTS** and the **AAUL** within the Streets Gallery and outdoor public plaza areas with curated works from emerging contemporary and urban art from Black creators.



East Austin collective **Raasin in the Sun** will be an active partner in Hues Plaza, coordinating murals for Box Bazaar and other areas, as well as collaborating on events, outreach and engagement with the surrounding neighborhood.

Through partnerships and a focus on placemaking, the proposed Hues Plaza will provide not only homes, but a variety of opportunities for social interaction, creative expression, and supportive services across multiple levels. The residential and community elements coalesce into a singular, coherent development to complements the surrounding neighborhoods.

Option A - Espero 9% PSH / Arthaus 4% Housing Tax Credit

Number of Units												
Income Restriction (percentage of area median family income)												
Bedroom Count	20	30	40	50	60	70	80	90	100	120	Unrestricted	Total
Efficiency		25		98								123
1		2		3	4							9
2		12		27	39							78
3		2		4	5							11
4		2		2	4							8
Total	0	43	0	134	52	0	0	0	0	0	0	229

Number of Permanent Supportive Housing (PSH) units: **48**

Land Use Summary

Zoning	GR-V-NP	LO-V-NP
Gross Floor Area	GR	LO
Maximum Height	60'	40' or 3 stories
Impervious Cover	90%	70%
Number of Parking Stalls*	Commercial: 1 space/500 sf of gross building area	
	Multi-family: 1 space/first bedroom + 0.5 spaces for each additional bedroom	

TOTAL GROSS:
(excludes Box Bazaar space)
210,976 SF

MAX HEIGHT: Structures compliant with 60' maximum

IMPERVIOUS COVERAGE
Pending landscape design not to exceed 90%

TOTAL PARKING: 125 Spaces

*Affordability Unlocked does not require compliance with the base zoning district. It is anticipated that the Affordability Unlocked Program will be applied to the development.

Development Timeline - 9% Espero Manor

Development Activity	Start Date	End Date
Site Control	6/1/22	9/30/22
Financing	9/1/22	11/30/23
Zoning/Affordability Unlocked	6/1/22	9/30/22
Subdivision	N/A	N/A
Site Plan	9/1/22	10/30/23
Construction	12/1/23	5/30/25
Lease Up	6/1/25	3/03/26

Development Timeline - 4% Arthaus

Development Activity	Start Date	End Date
Site Control	6/1/22	9/30/22
Financing	8/1/22	10/31/23
Zoning/Affordability Unlocked	6/1/22	9/30/22
Subdivision	N/A	N/A
Site Plan	9/1/22	10/30/23
Construction	11/1/23	4/30/25
Lease Up	5/1/25	1/31/26

Hues Plaza will bring to life affordable multifamily units and permanent supportive housing with continuum support services for East Austin.

Two, 4-story podium structures on 3515 Manor Road address the affordability, social service, and community goals in the RFP. That said, our experience tells us that an ultimate solution will require deeper discussions with all stakeholders. With this in mind, the Vecino Group offers two housing approaches for Manor Road:

Option A (left) - In Option A (as well as Option B on pg 15), Espero is scheduled to be a 9% submission through TDHCA. Meeting all the necessary qualifications for supportive housing, additional points will be earned which should rank this submission high enough for an allocation. A 9% submission would be planned for the next application round.

The Arthaus building will be financed through Private Activity Bonds, through the Texas Bond Review Board with Austin HFC as bond issuer and 4% Housing Tax Credits through TDHCA.

This multifamily development will have 106 units providing a mix of 1-,2-,3- and 4-bedroom units. Income limits will include 30%, 50% and 60% AMI. This option is viable if the development can close in time given the 30% boost time constraints resulting from the AHFC bond inducement. Additionally, in the Treasury Departments most recent Green Book, it proposed extending the state-determined Housing Credit basis boost to bond-financed 4% Housing Credit properties. If this comes to fruition, the time constraint with the basis boost will be removed.

Option B - Espero 9% PSH / Arthaus Workforce

Number of Units												
Income Restriction (percentage of area median family income)												
Bedroom Count	20	30	40	50	60	70	80	90	100	120	Unrestricted	Total
Efficiency		25		98								123
1							9					9
2							78					78
3							11					11
4							8					8
Total	0	25	0	98	0	0	106	0	0	0	0	229

Number of Permanent Supportive Housing (PSH) units: **48**

Land Use Summary

Zoning	GR-V-NP	LO-V-NP
Gross Floor Area	GR	LO
Maximum Height	60'	40' or 3 stories
Impervious Cover	90%	70%
Number of Parking Stalls*	Commercial: 1 space/500 sf of gross building area	
	Multi-family: 1 space/first bedroom + 0.5 spaces for each additional bedroom	

*Affordability Unlocked does not require compliance with the base zoning district. It is anticipated that the Affordability Unlocked Program will be applied to the development.

TOTAL GROSS:
(excludes Box Bazaar space)
210,976 SF

MAX HEIGHT: Structures compliant with 60' maximum

IMPERVIOUS COVERAGE
Pending landscape design not to exceed 90%

TOTAL PARKING: 125 Spaces

Development Timeline - 9% Espero Manor

Development Activity	Start Date	End Date
Site Control	6/1/22	9/30/22
Financing	9/1/22	11/30/23
Zoning/Affordability Unlocked	6/1/22	9/30/22
Subdivision	N/A	N/A
Site Plan	9/1/22	10/30/23
Construction	12/1/23	5/30/25
Lease Up	6/1/25	3/3/26

Development Timeline - Workforce Arthaus

Development Activity	Start Date	End Date
Site Control	6/1/22	9/30/22
Financing	8/1/22	11/30/22
Zoning/Affordability Unlocked	6/1/22	9/30/22
Subdivision	N/A	N/A
Site Plan	9/1/22	10/30/23
Construction	11/1/23	4/30/25
Lease Up	5/1/25	1/31/26

Option B (at left) Conventionally financed workforce housing model, providing same unit mix with 106 units.

Rents in this scenario will be restricted to those at 80% AMI and below. Potential workforce investors include MSquared and JPMorgan Chase, who provided letters of interest included in this RFP submission.

While the previously discussed 4% Housing Tax Credit development for the Arthaus is a possibility, this workforce approach has a few factors working in its favor. Most notably, we will not be stuck waiting for lottery results or other drivers that determine the timeline. Once the workforce funding is secured, the project can move quicker, and come online with units in a more expeditious manner. If the workforce model were selected, it opens up the opportunity to look at Espero Manor as a potential 4% project.

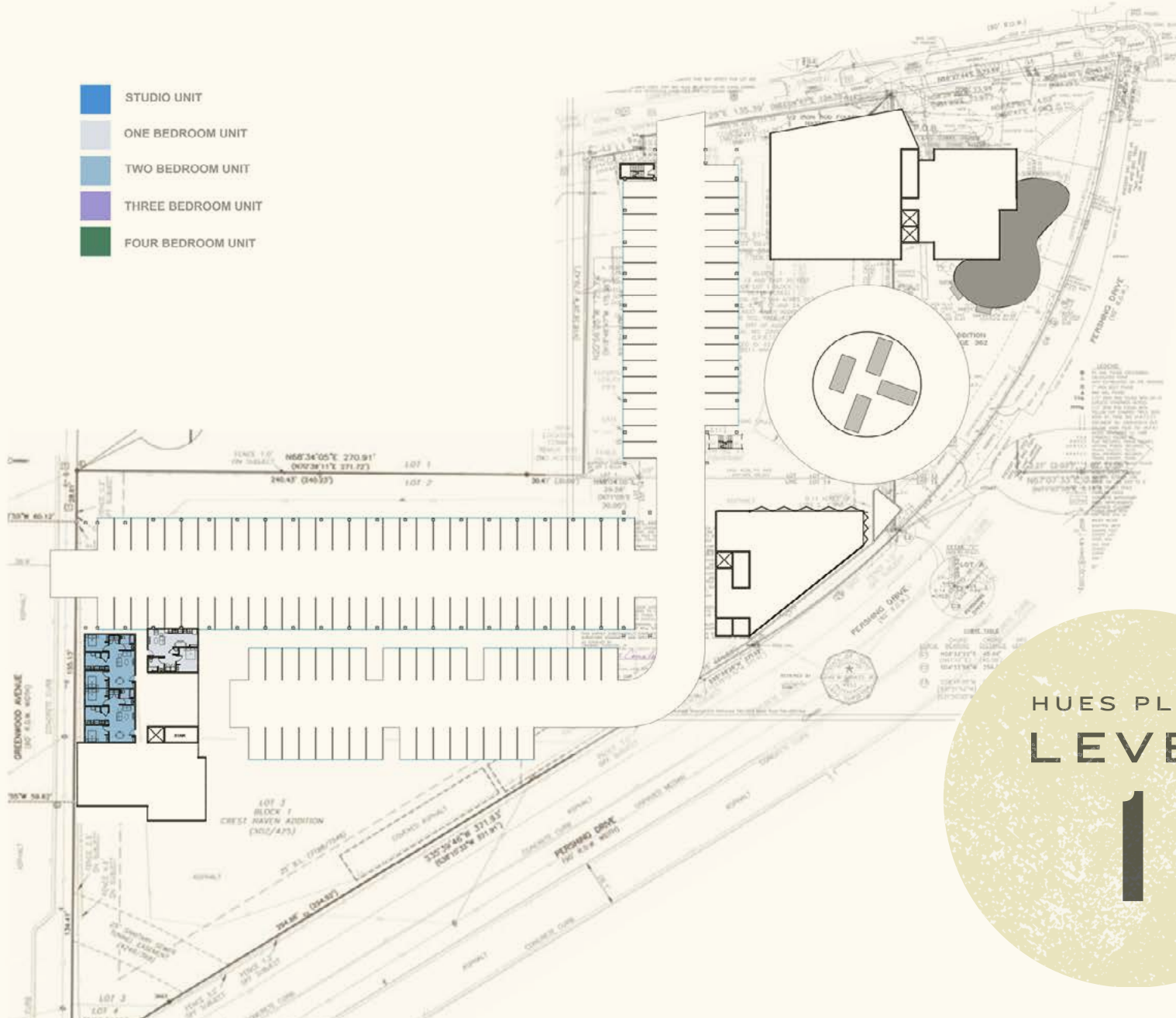
We are open to negotiating a percentage of cash flow or resident service fee to help cover services and programming.

Within both Options, the site development and design create opportunities for richly diverse programming. This serves not only the developments future residents, but also addresses desires voiced by the MLK and JJ Seabook neighborhoods such as: providing a continuum of supportive services that meet residents where they are, developing indoor/outdoor spaces that encourage social interaction and neighborly connections, and prioritizing individuals/households that have been displaced from the neighborhood or are at risk of such.

Through its community-facing design and wide-ranging services Hues Plaza will ensure the long-term success of its residents and neighborhood.



- STUDIO UNIT
- ONE BEDROOM UNIT
- TWO BEDROOM UNIT
- THREE BEDROOM UNIT
- FOUR BEDROOM UNIT

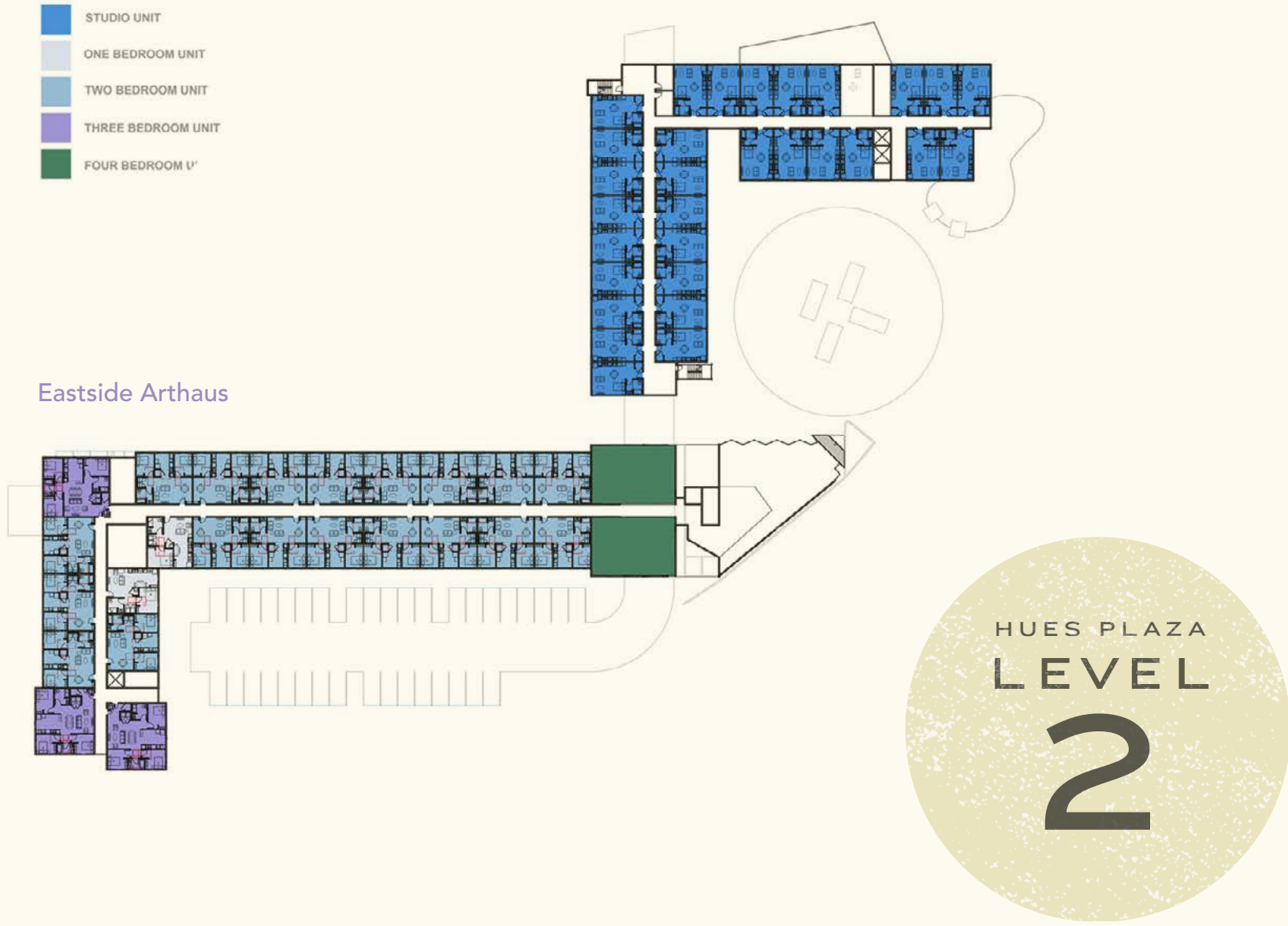


HUES PLAZA
LEVEL
1

- STUDIO UNIT
- ONE BEDROOM UNIT
- TWO BEDROOM UNIT
- THREE BEDROOM UNIT
- FOUR BEDROOM U'

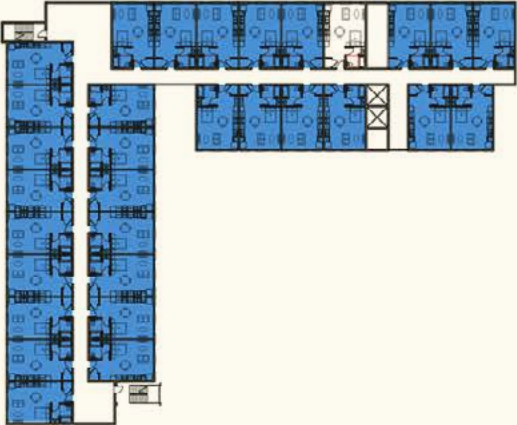
Espero Manor

Eastside Arthaus

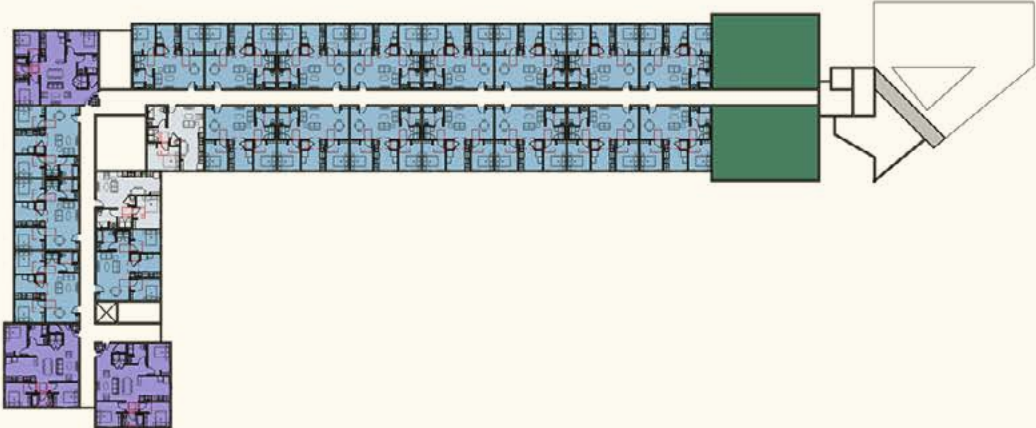


Espero Manor

- STUDIO UNIT
- ONE BEDROOM UNIT
- TWO BEDROOM UNIT
- THREE BEDROOM UNIT
- FOUR BEDROOM U'



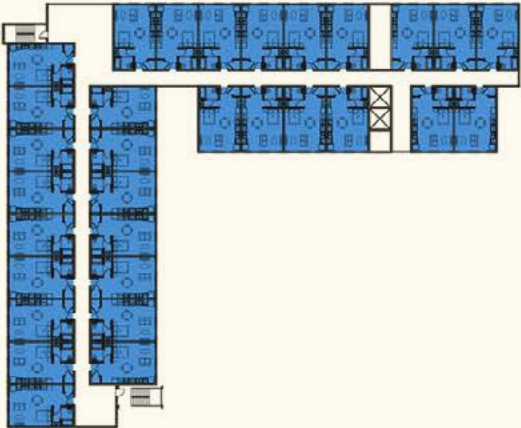
Eastside Arthaus



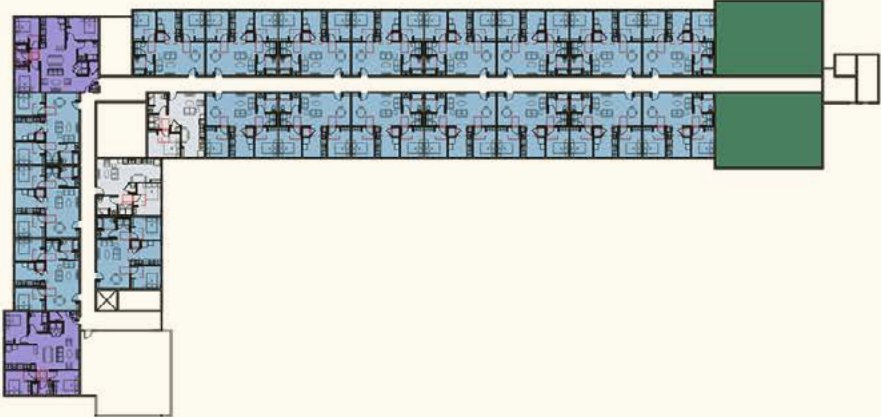
HUES PLAZA
LEVELS
3 & 4

Espero Manor

- STUDIO UNIT
- ONE BEDROOM UNIT
- TWO BEDROOM UNIT
- THREE BEDROOM UNIT
- FOUR BEDROOM U'

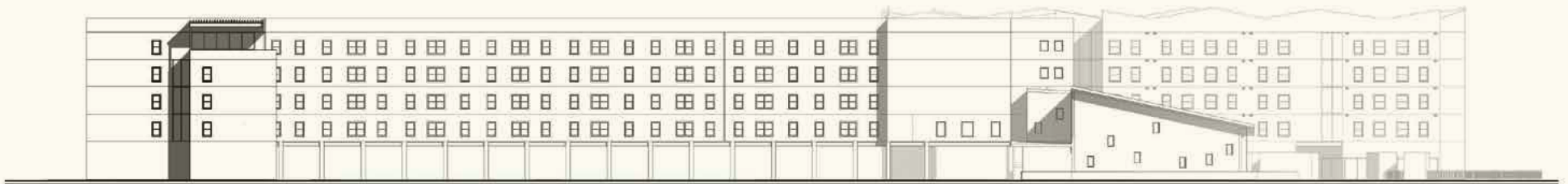


Eastside Arthaus





Overall North



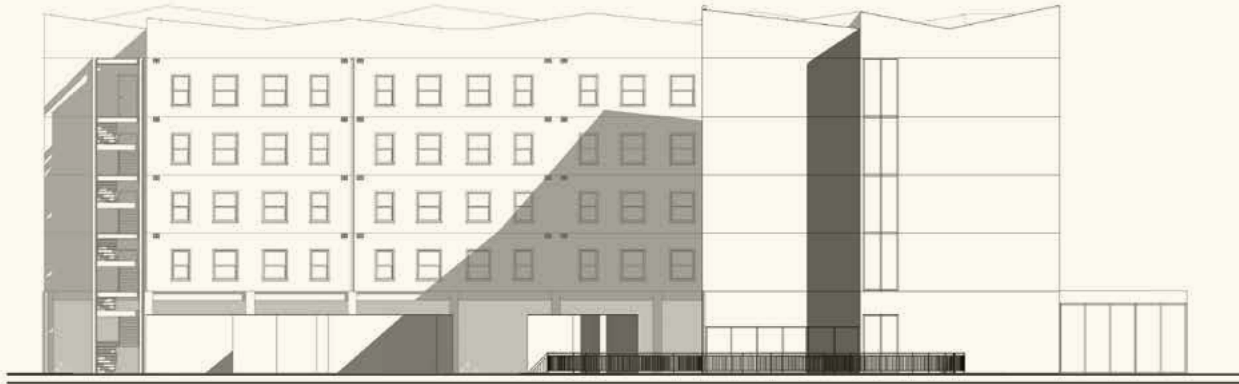
Overall South



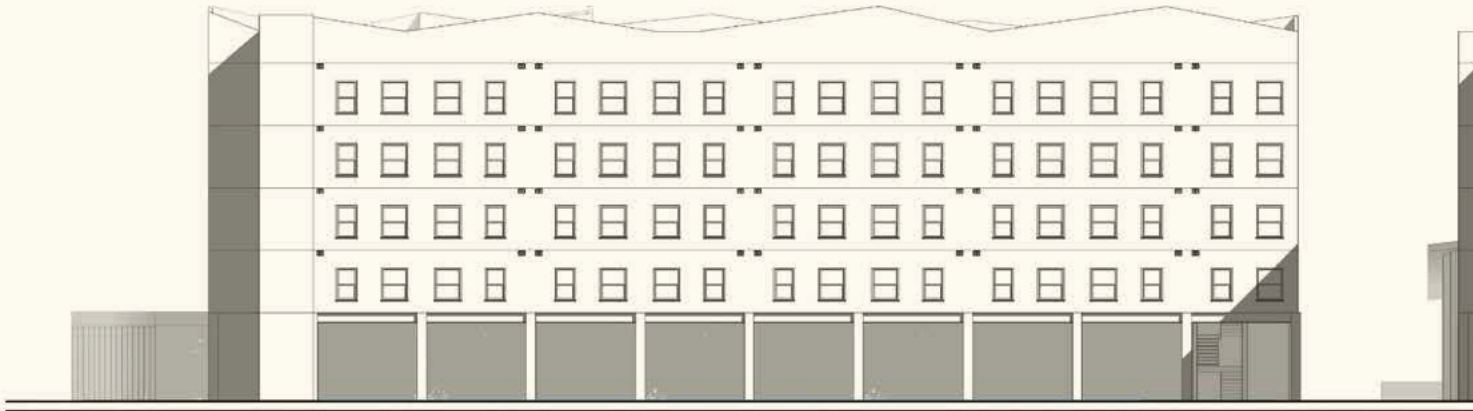
Overall East



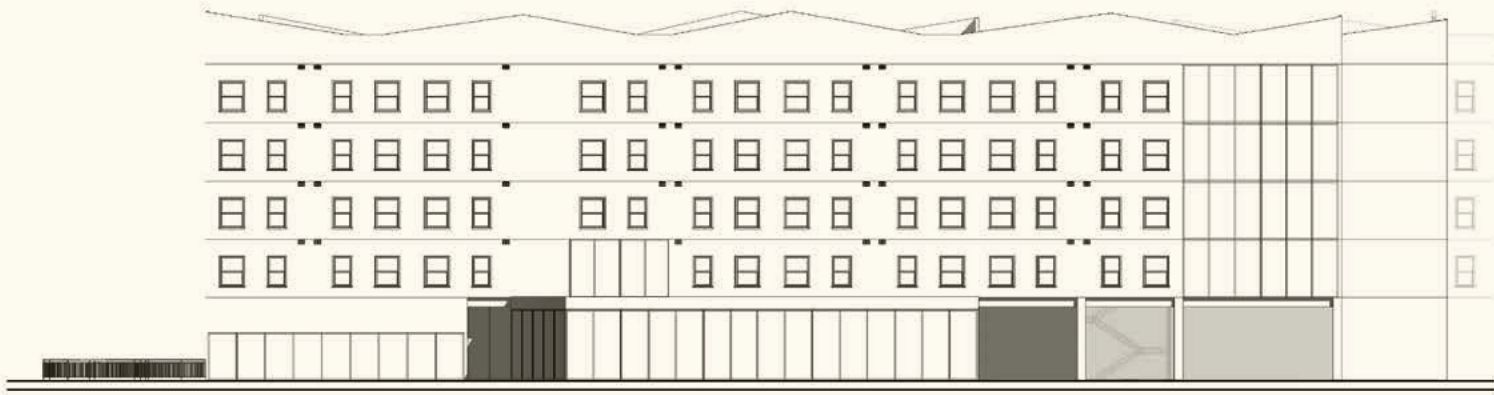
Overall West



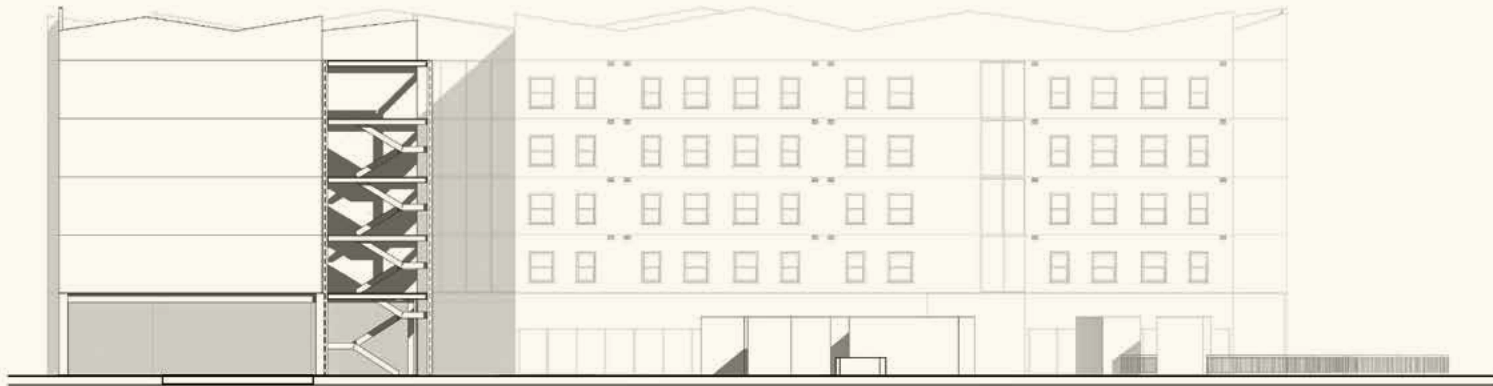
Espero - North



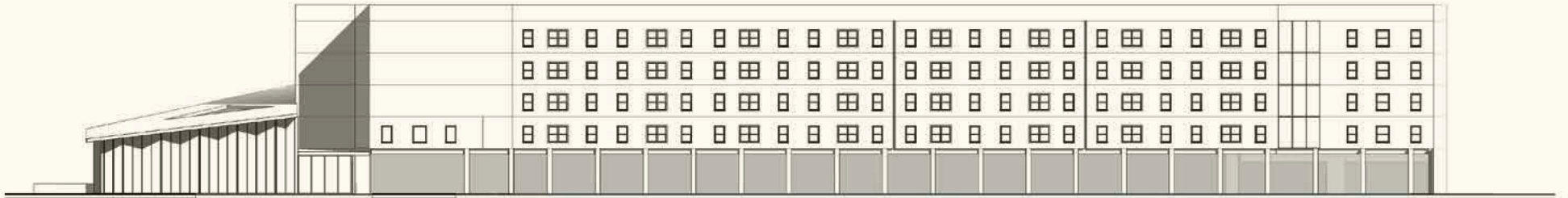
Espero - South



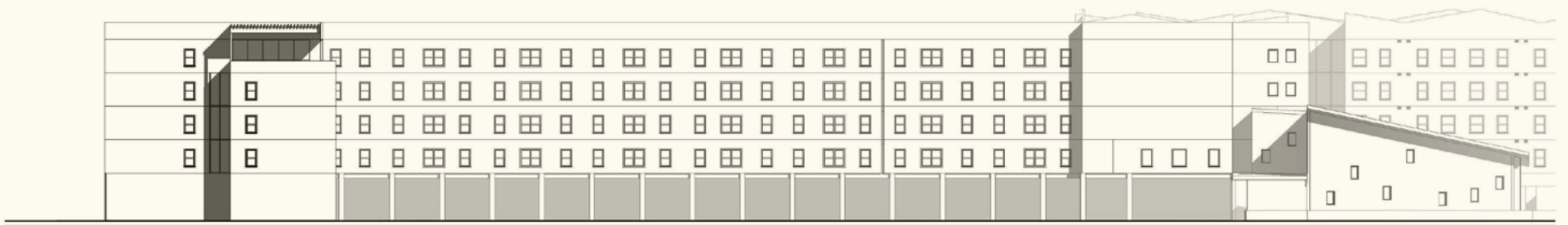
Espero - East



Espero - West



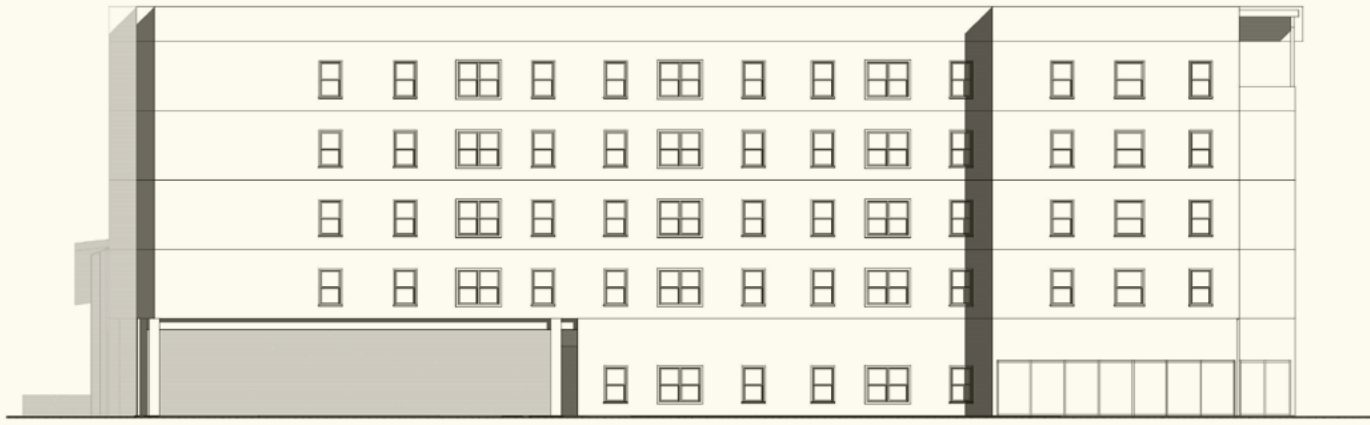
Arthaus - North



Arthaus - South



Arthaus - East



Arthaus - West

Option A

Proposed financial benefits to the AHFC to be realized through the development of the Property:

Proposed Percentage of Developer Fee to AHFC	25%
Proposed Total Amount of Developer Fee to AHFC	\$1,965,248
Proposed Amount of General Contractor Fee to AHFC	\$140,000
Proposed Amount of GP Management Fee to AHFC	\$30,000 Annually
Proposed Upfront Ground Lease Payment to AHFC	\$60,000
Proposed Ongoing Annual Ground Lease Payment to AHFC	\$30,000
Proposed Percentage of Cash Flow to AHFC	50%
Proposed Percentage of Future Capital Transactions to AHFC	80%
Proposed AHFC Rental Housing Development Assistance Request	\$6,000,000

Option B

Proposed financial benefits to the AHFC to be realized through the development of the Property:

Proposed Percentage of Developer Fee to AHFC	25%
Proposed Total Amount of Developer Fee to AHFC	\$1,414,383
Proposed Amount of General Contractor Fee to AHFC	\$140,000
Proposed Amount of GP Management Fee to AHFC	\$30,000 Annually
Proposed Upfront Ground Lease Payment to AHFC	\$60,000
Proposed Ongoing Annual Ground Lease Payment to AHFC	\$30,000
Proposed Percentage of Cash Flow to AHFC	50%
Proposed Percentage of Future Capital Transactions to AHFC	80%
Proposed AHFC Rental Housing Development Assistance Request	\$4,641,606



This is Daryl. He is a formerly homeless Vietnam Veteran who became resident of Freedom Place—a Vecino Group supportive housing community in St. Louis, MO.

Compliance with City of Austin Lease Addendum and Criminal Background Screening

Compliance with City of Austin Lease Addendum and Criminal Background Screening It is noted that that Espero Manor and Eastside Arthaus will follow the Tenant Protection Lease Addendum for City of Austin assisted properties and further will follow the City of Austin Tenant Selection and Criminal Background Screening for City of Austin assisted properties. However, the criminal background screening will be used in which is the least restrictive.

The City of Austin Tenant Protection Lease Addendum and City of Austin Tenant Selection and Criminal Background Screening are both found in the Addendum (on pg 76 and 89, respectively) and shall be used as an attachment to any lease that is executed at Espero Manor and Eastside Arthaus.

April 26, 2022
City of Austin
124 West 8th Street
Austin, TX 78701

RE: Manor Road RFP (City Memo)

To Whom It May Concern:

Please let this letter serve as a commitment to the housing preference policy and how it relates to the memo published by the City.

The Vecino Group is a company devoted to development projects that address a broader community issue, set an example, give back and inspire. We have properties across the U.S. that are similar in focus and target population. The Vecino Group has achieved the following:

- 26 Supportive Housing Communities in 10 states
- 2046 units of housing to end homelessness
- Raised \$6.8 million in supportive services

The Vecino Group provides supportive housing through a housing first/harm reduction lens. As part of that commitment, Vecino Group is dedicated to the following points in the City Memo:

- households that currently reside or did reside (back to 2000) in census tracts identified as gentrifying in the University of Texas study, Uprooted;
- households that have been displaced since 2000 due to natural disaster, government action, or from properties triggering the City's Tenant Notification and Relocation Assistance Ordinance or the federal Uniform Relocation Act; and
- households that have immediate family residing in the city.

Please note that Vecino Group is bound to fair housing and will implement the above guidance, as long as it falls in line with the federal requirements of fair housing.

If you have any questions regarding this commitment, I can be reached at (913) 905-9645 or Heather@VecinoGroup.com.

Sincerely,



Heather A. Bradley-Geary
Director of Supportive Housing

Community Priorities and Outreach

1

Deeply affordable units (at or less than 50% MFI) for households most in need / Permanent Supportive Housing units and onsite support services.

Access to homes is the top priority for the proposed Hues Plaza. The development will create a minimum of 48 permanent supportive units & 229 total affordable units. Services and support will be provided by *Caritas of Austin* and the *Austin Area Urban League*.

.....

2

Provide ground floor non-residential space that serves a public purpose / publicly accessible green space or open space.

Public-forward amenities on the ground level are the *Streets Gallery*, the *Box Bazaar* retail spaces and open plaza for activities or simple leisure—all directly accessible from the *Pershing Trail* and *Bike Path*. Additionally, *Espero Manor* has 5400 sq ft of space—perfect for a future commercial or community-driven use.

.....

3

Integrate development with the neighborhood, both physically and culturally.

Hues Plaza has been designed for the people of East Austin—and their comfort—from the entry to the site to the layers of programming, the proposed Hues Plaza has been designed for residential community and surrounding neighborhood. The *Box Bazaar* and public plaza are concentrated in a way that encourages social gathering and interaction. The development directly connects with the *Pershing walk* and *bike path*, a popular neighborhood amenity.

4

Incorporate environmentally sustainable development techniques and practices.

The development will follow and comply with the *Austin Energy Green Building* program. It will be solar ready with roof tops equipped with solar panel infrastructure; it will be clad with continuous exterior insulation, have water sense fixtures, and high efficiency energy equipment to make not only the building more efficient but to help the tenant occupants be more comfortable. Additionally, the buildings will have battery and trash recycling stations readily accessible throughout the site. Hues Plaza will also have designated bike parking.

.....

5

Incorporate art from local artists.

Creativity and expression are integral to Hues Plaza. It will be embodied and seen in the activities and work of our partners: *Art from the Streets*, and their art and exhibitions in the *Street Gallery*; the gallery and outdoor events celebrating Austin’s BIPOC artists organized by *_OFCOLOR*; cultural figures and inspired stories will sing in vivid color on murals from *Raasin In The Sun*.

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6

Implement the City of Austin's Housing Preference Policy:

The *AAUL*, *Caritas of Austin*, and the *Vecino Group* share the goals of *City of Austin* and the broader community: to prioritize households that have been displaced or are at risk of such. Our team is dedicated to households that currently reside (or did reside in 2000) within census tracts identified as gentrifying, households that have been displaced since 2000, or those households that have family in the city.



East MLK Neighborhood Plan Alignment

The proposed Hues Plaza is located within the JJ Seabrook Neighborhood subarea portion of the East MLK Combined Neighborhood Plan. The project, located along the Manor Road corridor, integrates a mix of uses including multi-family residential, commercial/retail and offices uses with outdoor community gathering space. The commercial/retail uses are located at ground level along Manor Road. The project also includes community gathering space oriented towards the Pershing Trail, including the Streets Gallery, the Box Bazaar and the surrounding plaza.

The proposed Hues Plaza is consistent with the Future Land Use Map (FLUM). As identified on page 51 of the East MLK Combined Neighborhood Plan, the site is recognized as Mixed-Use, thereby we do not anticipate the need for a Neighborhood Plan Amendment.

The proposed Hues Plaza supports the two following goals specific to the JJ Seabrook Neighborhood:

- *Action 4 - Reduce the effects of commercial and industrial properties in the neighborhood interior. Encourage redevelopment of these properties as Mixed Use/Office.*
- *Action 5 - Allow Mixed Use/Commercial on Airport Blvd., Manor Rd., and MLK Blvd. west of Tillery Street.*

As a courtesy, the JJ Seabrook Neighborhood Association met with anyone that reached out to them with regard to the Manor Road RFP. Though she could not give input on the proposal, President Liz Johnson stated it was very clear the Vecino Group had worked to meet the needs listed within the RFP.



This is Francoise. She and her family were granted asylum in the US after leaving Rwanda in 2016. She has been a resident of Bodhi SLC—a Vecino Group supportive housing community in Salt Lake City, UT since 2018.

PSH Eligibility and Requirements

The policy* of Hues Plaza is of Equal Housing Opportunity for prospective applicants regardless of race, color, religion, sex, handicap, familial status, national origin, age, creed, sexual or affectional orientation, marital status, and status with regard to public assistance. In addition, Owners/Agents will comply with local fair housing and civil rights laws. Hues Plaza will provide reasonable accommodations to applicants if they or any family member has a disability or handicap. Hues Plaza will provide decent, safe, affordable, community-based housing to persons experiencing homelessness.

Screening criteria will be applied in a manner consistent with all applicable laws, including the Texas and Federal Fair Housing Acts, the Federal Fair Credit Reporting Act, program guidelines, and TDHCA's rules.

The development team is familiar and comfortable with the compliance issues involved in PSH housing. With over 220 PSH units in various stages of development in Austin, and nearly 1,000 across the nation, Vecino Group lives and breathes supportive housing. Vecino is involved in 30 Permanent Supportive Housing developments across 11 states, working with 23 non-profit partners. We understand housing is only one piece of the equation, as services are just as important as the housing. Vecino Group annually helps secure nearly \$12 million in services funding towards these developments.

In Austin particular, Vecino has worked with ECHO and the Coordinated Entry system and secured Project Based Vouchers. Espero will have a minimum of 48 supportive units, we do intend to pursue additional vouchers through HACA to help provide a more robust development. Vecino has been successful in securing vouchers for their Espero and Libertad projects, hope for similar results here. We look forward to broadening the supportive community with AAUL's involvement, joining Caritas of Austin in this development.

*A complete policy can be found in the Addendum section at the end of this document.

Permanent Supportive Housing (PSH)

Caritas of Austin will be on-site supportive services provider for Espero Manor at Hues Plaza. Caritas of Austin has been serving our community for 57 years. Our approach is that it is nearly impossible to address well-being without a home; so connection to a permanent home is always the first priority. By fully reintegrating people into the Austin community after the shattering experience of homelessness, we not only increase their probability of success but also enrich the entire community. Caritas of Austin is proud to partner with the *Vecino Group*, a like-minded team with whom we've collaborated on two other PSH developments: Espero Rutland, serving chronic homelessness and Libertad Austin, a development serving families at risk of homelessness in the Guadalupe Neighborhood.

RELATIONSHIP-BASED CASE MANAGEMENT Employing the utmost respect and dignity, our professional case managers engage as partners with clients to develop and achieve a plan unique to each person's needs and aspirations.

Housing

Caritas of Austin's Permanent Supportive Housing program provides housing, onsite supportive services, and mental and behavioral health interventions for disabled individuals experiencing long-term homelessness. Also, by working closely with *Vecino Design*, the buildings will implement the principles and treatments of trauma informed design to create an environment mindful of the residents and their physical, mental and social health. These include: minimize adverse stimuli; engage the individual actively in a multi-sensory environment; and promote connectedness to the natural world. By using best practices and continually adding new layers of support, we are proud that last year 97% of individuals did not return to the streets.

Employment

Caritas of Austin partners with around 300 local employers to place hundreds of people in jobs each year. Industries include healthcare, hospitality, manufacturing, HVAC, Commercial Driver's License, IT, government, and more.

EMPLOYMENT SERVICES

- **Individualized employment goals and plan**
- **Resume development**
- **Interview preparation**
- **Provide work uniforms and tools**
- **Provide bicycles and bus passes for work transportation**
- **Vocational training and professional certification**
- **Support pursuing higher education**

Education

For people to reach their full potential, they need more than just physical resources. They need the knowledge, skills and opportunities to reach their goals. Caritas of Austin's Education program is aimed at giving people the tools they need to succeed. Whether it's learning to manage personal finances, developing vocational skills, or setting life goals, our Education program adds an additional layer of support to our comprehensive services.

EDUCATION CLASSES

- **Life Skills**
- **Financial Literacy**
- **Health and Well-Being**
- **Employment Workforce Training**
- **Speaker Series**

Caritas of Austin classes are available to all clients at no cost.

Caritas of Austin's proposed social service program and delivery model is informed by and will adhere to the CSH Supportive Housing Quality Toolkit and the following best practices:

1. Housing-first principles of service delivery and program design
2. Trauma-informed Care through architectural planning with Vecino Design
3. Motivational Interviewing
4. Progressive Engagement
5. Critical Time Intervention
6. Harm Reduction through cultural and equity training
7. Program informed by persons with lived experience
8. Assessment tools to expedite and ensure service delivery and personal growth
9. Program proposes proactive efforts by Property Management to address potential lease violations

The Social Service Provider(s) policies and practices shall align with the National Culturally and Linguistically Appropriate Services (CLAS) Standards in Health and Health Care in order to advance health equity and improve service delivery for diverse populations. Describe how the social service providers policies and practices will align with CLAS.

Caritas utilizes evidence-based practices in service-delivery, including trauma-informed care, housing first, and harm reduction; Caritas accepts referrals for all housing programs via the Coordinated Entry System which uses a new assessment tool that is focused on equity and disparities; Caritas provides cultural and equity training to all staff, regardless of position in the organization.

Additionally, 37% of the Board of Directors identify as non-white; seven members of the board of directors identify as a person with lived experience; 43% of program managers identify as non-white; 71% of program managers are bilingual; Caritas housing programs employ peer support specialists as part of professional services offered to clients; one third of the Caritas Leadership Team are bilingual – this team is tasked with implementing policies and with the strategic vision of the organization.

Further, Caritas offers translation and interpretation services to clients for free. Caritas employs bilingual staff, contracts individually with interpreters for a variety of languages, and contracts with a company for other languages if not represented in the internal pool of interpreters. Caritas has a service agreement with AISD for Caritas to provide interpretation services. In addition, Caritas works with therapists that offer language assistance (ex: counselor who is fluent in American Sign Language).

Provide the percentage of housing stability achievement proposed to be realized among residents of the PSH units. Housing Stability Achievement is the number of persons who maintain housing, divided by the total persons served over a 12-month period.

96% of clients served at the housing development will achieve housing stability and not return to homelessness over a 12-month period.



Community Art / Homelessness

Art From the Streets will provide a safe and encouraging environment in which the positive spirit and creativity for those experiencing homelessness are nurtured through their own artistic expression. These artistic endeavors form a pathway to self-determination by means of the sense of achievement, social connections, and income generated through the pursuit of their art. Because focusing on housing alone does not achieve other equally important goals that are relevant and motivating to improving and sustaining a quality of life.

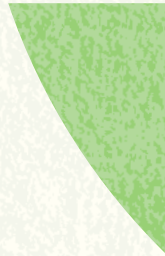
_OFCOLOR supports Black, Latinx and POC artists in Austin, and will support events and engagement for the Streets Gallery and Plaza areas. Through a collaboration with AFTS and the Urban League, they will help to further foster the connectivity with the surrounding neighborhoods through creatively engaging and culturally-focused events.

Raasin in the Sun will provide locally-inspired murals and installations as well as event planning and engagement for Hues Plaza. Founded by Raasin McIntosh, Raasin in the Sun is a Cultural Arts and Environmental Non-profit Organization featuring powerful Mural Arts and Creative Placemaking programs serving to unite, restore, and inspire communities throughout Austin Texas and beyond.

		Year 1		
		Number of Units	48**	
		Total Clients	48**	
Cost	Annual Salary	FTE	Amount	Notes
Personnel - Direct Service				
Peer Support Specialist	\$35,000	1.00	\$45,000	
Supportive Housing Case Managers	\$45,000	4.00	\$180,000	12:1 staff/client ratio
Subtotal Direct Service Staff		5.00	\$225,000	
Personnel - Support Programs				
Education Specialist	\$45,000	0.50	\$22,500	
Benefits Specialist	\$45,000	0.50	\$22,500	
Employment Specialist	\$45,000	0.50	\$22,500	
Subtotal Outreach and Navigation Staff		1.50	\$67,500	
Personnel - Support Staff				
Program Manager	\$65,000	1.00	\$65,000	
Custom Service Specialist	\$40,000	3.00	\$120,000	Front Desk, 24/7
Custom Service Coordinator	\$50,000	1.00	\$50,000	Front Desk Lead
Deputy Director	\$44,000	0.50	\$22,000	
Subtotal Support Staff			\$257,000	
Total Salary Cost, All Staff			\$549,500	
Total Fringe at 22%			\$120,890	
Total Personnel			\$670,390	
Operating				
	Basis			
Direct Client Assistance	\$1500	48	\$72,000	Medication Co-Pays; transportation; household goods & items; communication/phone assistance; translation; moving costs
General Operations at 10%			\$92,798	Occupancy, computer equipment, Utilities, Insurance, Security, Janitorial, Pest Control, Audit, Employee Parking, Storage, Maintenance/Repairs, Phone/Internet, IT Hardware & Software, HMIS User Licenses, & Reporting Tools, Viewing & Ad Hoc Licenses, Training and Professional Development, Database, Supplies, Postage, Payroll Fees, Printing, Reproduction, Staff Mileage Reimbursement, etc.
Total OTPS			\$164,798	
Administration				
	Basis			
Administration Support at 10%			\$92,798	Accounting support for payroll, accounts payable, billings, monitoring, human resource support, IT support, program and general administration
Total Administration			\$92,798	
Total Budget			\$927,986	
Total by Month:	\$77,332			
Total Support Services per Unit Annually	\$19,333.04			

**Though this specifically references the supportive units and residents of PSH, services will be provided for and available to all residents.

DEVELOPMENT
TEAM



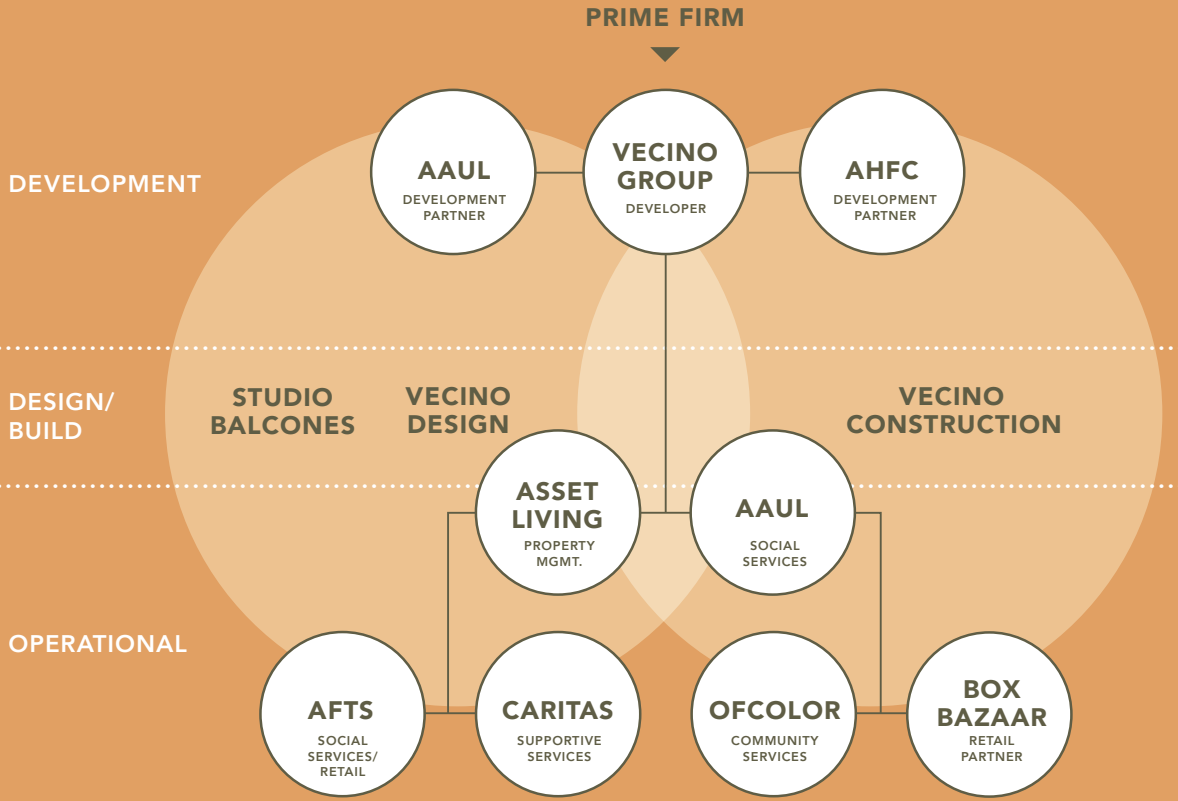
Partnership & equality.

The Vecino Group and its partners work together to advance racial equity for Hues Plaza—as well as within our own organizations.

In less than three years, the Vecino Group more than quadrupled its team members of color plus diversified though both women and LGBTQIA+Folx hires across the organization, from staff to executives. Externally, Vecino has successfully organized and implemented national voter registration drives to provide resources so that marginalized populations can better exercise their right and their voice.

At Hues Plaza, the Vecino Group, AAUL, and Asset Living are committed to ensuring that people who have been displaced, at risk of displacement or have families in the city will have first preference for housing. Through the Box Bazaar and services at Hues Plaza, Vecino and AAUL will provide minority small business owners the education, tools, and space that would allow them to keep and grow their businesses in East Austin. Vecino Construction will hold outreach events to solicit Minority Owned, Women Owned, Veteran Owned, and Disability Owned involvement in the predevelopment and construction of the project. The outreach event will be advertised in publications and aimed toward these contractor communities.

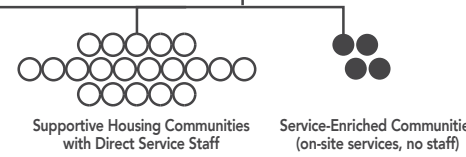
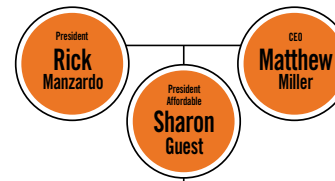
Austin Area Urban League, Arts from the Streets, _OFCOLOR, and Raasin in the Sun have profound knowledge of the marginalized communities that this development seeks to serve. Their knowledge will be immensely instrumental in developing Hues Plaza into a true community asset. Their intimate involvement in the design and components of Hues Plaza will ensure that the development looks, feels, and is for the people.



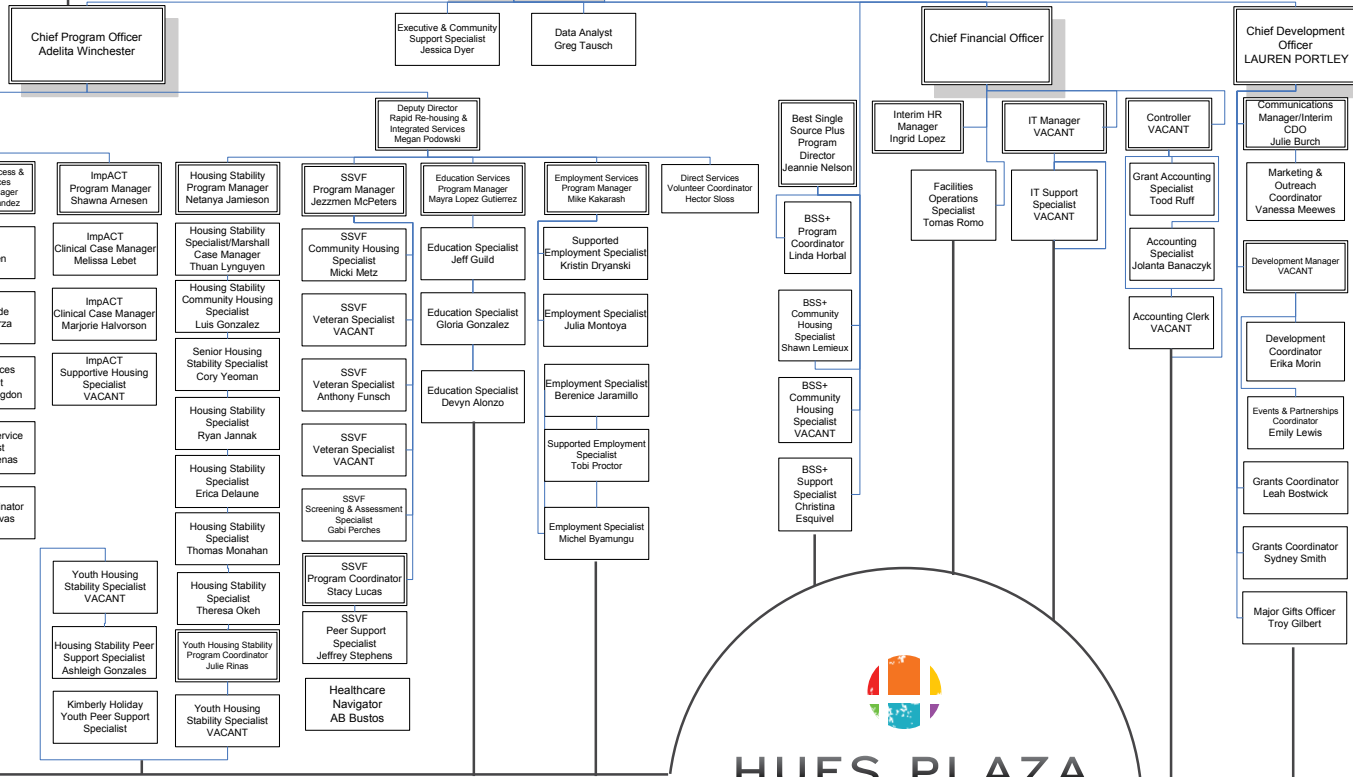
Hues Plaza — Team Structure



THE VECINO GROUP (Simplified)
Development for the greater good.



President
Chief Executive Officer
Jo Kathryn Quinn



HUES PLAZA
EAST ATX



THE VECINO GROUP
Housing for the greater good.



TRUE CASA

VECINO
DESIGN



VECINO
CONSTRUCTION



Vecino Bond Group—an entity of the Vecino Group—will be the prime firm. With a focus on Affordable and Supportive Housing, our goal is to create purpose-driven developments that impact lives and enhance the community. With integrity and commitment, the principals of The Vecino Group have completed over 2,000,000 sq. ft. of development, nationwide, with many other projects currently under construction.

Caritas of Austin will lead all supportive services for Espero Manor Road. With 50+ years of experience and more than 80 members, their mission is to prevent and end homelessness for people in Greater Austin.

Austin Area Urban League, will provide job training and business development for Hues Plaza. Since 1977, the AAUL has fulfilled the needs of underserved populations in the Austin/Central Texas region by providing assistance in Education and Youth Development, Workforce and Career Readiness, Health, Housing, Justice and Advocacy.

Art from The Streets will operate the studios and gallery of the Eastside Arthaus. For 30 years, AFTS’ mission has been to provide a safe and encouraging environment in Austin where the positive spirit and creativity for those experiencing homelessness are nurtured through their artistic expression.

True Casa is a development consultant firm specializing in Affordable/Supportive Housing. Founder Jennifer Hicks spent 16 years honing her skills at Foundation Communities—Texas’ premier nonprofit, affordable housing developer—by leading the development of 14 communities which provided 1,559 units of affordable housing.

_OF COLOR will work as an event coordinator with AAUL/ AFTS as well as a liason for Hues Plaza and neighborhood partners. Founded in 2019_OF COLOR is an organization dedicated to cultivating a community and creating spaces for artists of color showcase their art.

Raasin in the Sun will work as an artistic collaborator on Hues Plaza and the Box Bazaar. Raasin in the Sun is a Cultural Arts and Environmental Non profit Organization featuring powerful Mural Arts and Placemaking programs serving to unite, restore, and inspire communities throughout Austin Texas and beyond.

Vecino Design is a design collective of thought, talent, passion and action, with 160+ years of collective experience in investigation, collaboration and the creation of lasting solutions. Vecino Design has National experience in both commercial and residential projects—specializing in affordable & supportive multifamily developments; student housing and public private partnerships.

Studio Balcones will provide design/oversight for landscaping and greenspaces. With 20 years of combined experience working in the residential, commercial, and public sector, Studio Balcones provides landscape architectural services for a wide range of projects. They are a certified Woman Owned Business Enterprise with the City of Austin.

Vecino Construction will provide the overall control and contract management for all construction activities while partnering with local resources. From planning through finish, we have 120+ years of collective experience within all phases of construction—hundreds of projects, millions of square feet.

Asset Living will oversee all leasing services and property management. Asset Living is a full-service, third-party management firm presently managing more than 160,000 units nationally. Ranked #4 on NMHC’s Top Manager List for multi-family living, they maintain 11 offices across 40 states.

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In addition, we will work to secure local representation across all disciplines. Vecino encourages and seeks a dialogue with local firms on construction, A&E services, property management and all aspects of the project. Whatever will yield the best outcome for the development and its community is the path we take.



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

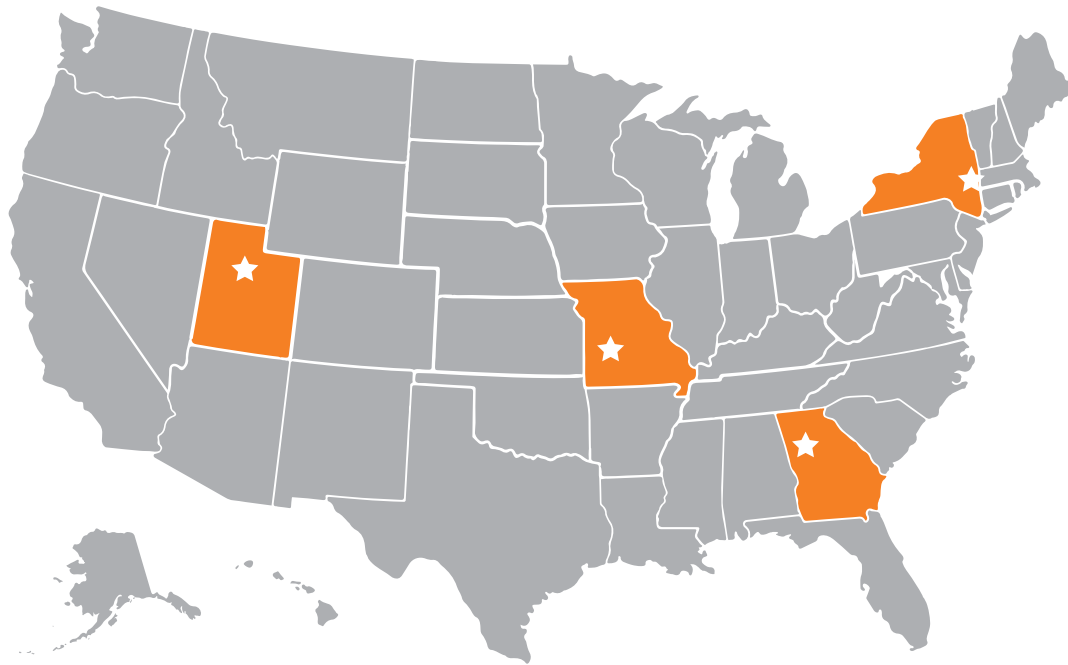
What does this mean? It means every project we touch must address a broader community need, set an example, give back, and inspire the people working on the project with a greater sense of purpose.

With our focus on affordable and permanent supportive housing, the Vecino Group believes in making the world a better place, one community, one 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, branding, design, engineering, construction, and asset management. Our team includes more than ninety seasoned professionals who are able to apply decades of 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.





Formed in 2011 in Springfield, Missouri, the Vecino Group currently manages all of its development and operations through four main hubs:

- **Springfield, Missouri - Midwest**
- **Atlanta, Georgia - Southeast Region**
- **Troy, New York - Eastern Region**
- **Salt Lake City Utah - Western Region**

Each location has a core team who approaches our development work with a local-minded attention-to-detail and true community connectivity that brings each development to life.



Rick Manzardo - *President*

Rick leads our team of talented LIHTC developers, specifically in research and advisement on development details. He reviews development proposals and applications as well as use industry experience and strategy to help guide our team. Rick also works with syndicators, lenders, state agencies and internal team on developments, from inception to completion. Advises on financial underwriting to all development lines.



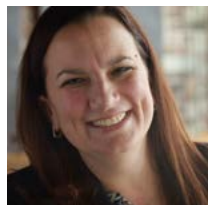
Donnell McGhee - *Senior Development Project Manager*

With 13 years experience in real estate and development, Donnell excels at design/development, financing, underwriting, master planning, management/operations, construction, acquisitions and more. He is widely recognized by peers and superiors as a self-starter and thought leader for proficiency in business development, timely execution of development projects, organization, innovation, and building stakeholder relationships.



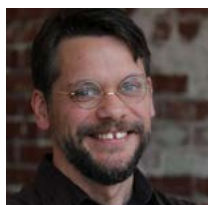
Shikha Jerath - *Junior Development Project Manager*

With an impressive scope of social justice, financial, and development experience, Shikha is instrumental in the management, vetting, and due diligence process of development and pre-development work. Shikha helps build relationships with project partners from all the various facets of the development process including the local communities, municipalities, stake holders, non-profit partners, internal Vecino team and more.



Heather Bradley-Geary - *Director of Supportive Housing*

Prior to the Vecino Group, 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 five states to decrease family homelessness and decreased homelessness by 15% statewide.



Patrick McWhirt - *Creative Director*

From setting strategic foundations to sweating the tiniest detail, he is involved in each area of development. These efforts ensure that the Vecino difference comes through, in every aspect of design and communication. Patrick brings more than 20 years of both in-house and agency experience in globally-minded, purpose-driven branding and design to Vecino, where he collaborates with developers, designers, construction professionals, asset managers and external partners daily.

Vecino Group - Affordable Housing Experience

Project name	City	Type	Total Units	Aff. Units	Complete
Trinity Flats	Atlanta, GA	LIHTC	218	185	2025
First Baptist Senior	Atlanta, GA	LIHTC	125	125	2024
Aya Tower	East Point, GA	LIHTC	88	88	2023
Gillespie Gardens	Cordele, GA	LIHTC	53	53	2023
Phoenix Way	LaGrange, GA	RAD	93	88	2023
Jester Homes	Camilla, GA	RAD	100	94	2023
*Intrada Westside	Atlanta, GA	LIHTC	143	143	2022
*Bodhi Kansas City	Kansas City, MO	LIHTC	53	47	2023
*Libertad Austin	Austin, TX	LIHTC	198	198	2024
*Espero Rutland	Austin, TX	LIHTC	171	171	2023
*Asteri Ithaca	Ithaca, NY	LIHTC	181	181	2023
*Libertad Grandview	Grandview, MO	LIHTC	62	55	2022
*Espero Indianapolis	Indianapolis, IA	LIHTC	40	40	2024
Alumnus Gardens	St. Louis, MO	LIHTC	60	54	2023
*Birdsong Phoenix	Phoenix, AZ	LIHTC	72	54	2023
*Ithaca Arthaus	Ithaca, NY	LIHTC	124	124	2021
The Quarry	Potsdam, NY	LIHTC	59	58	2021
Georgia Wallace Apts.	Hawkinsville, GA	RAD	86	86	2021
*Asteri Cedar City	Cedar City, UT	LIHTC	45	40	2021
*Cairn Point	Cedar City, UT	LIHTC	60	48	2021
*Alhaven	Kansas City, MO	LIHTC	50	50	2021
Eileen's Place	Kansas City, MO	LIHTC	60	60	2021
*Libertad Glendale	Glendale, AZ	LIHTC	108	108	2020
*Freedom Springs	Colorado Springs, CO	LIHTC	50	50	2020
*Joplin Bungalows	Joplin, MO	LIHTC	20	20	2020
*Intrada Saratoga Springs	Saratoga Springs, NY	LIHTC	158	158	2020
444 River Lofts	Troy, NY	LIHTC	74	30	2020
*Mosaic Village	Cohoes, NY	LIHTC	68	68	2019
*Libertad Des Moines	Des Moines, IA	LIHTC	40	40	2019
*Intrada El Reno	El Reno, OK	LIHTC	57	56	2019
*Libertad Elmira	Elmira, NY	LIHTC	91	90	2019
*Libertad Cedar City	Cedar City, UT	LIHTC	80	56	2019
*Bodhi Salt Lake	Salt Lake City, UT	LIHTC	80	60	2018
*Asteri Utica	Utica, NY	LIHTC	49	49	2018
*Intrada St. Louis	St. Louis, MO	LIHTC	56	50	2018
*Talia	Springfield, MO	LIHTC	46	39	2018
Frisco Lofts	Springfield, MO	LIHTC	68	68	2012
*Freedom Place	St Louis, MO	LIHTC	68	68	2014
*Hudson Arthaus	Troy, NY	LIHTC	80	80	2015
Total Units			3136	2934	

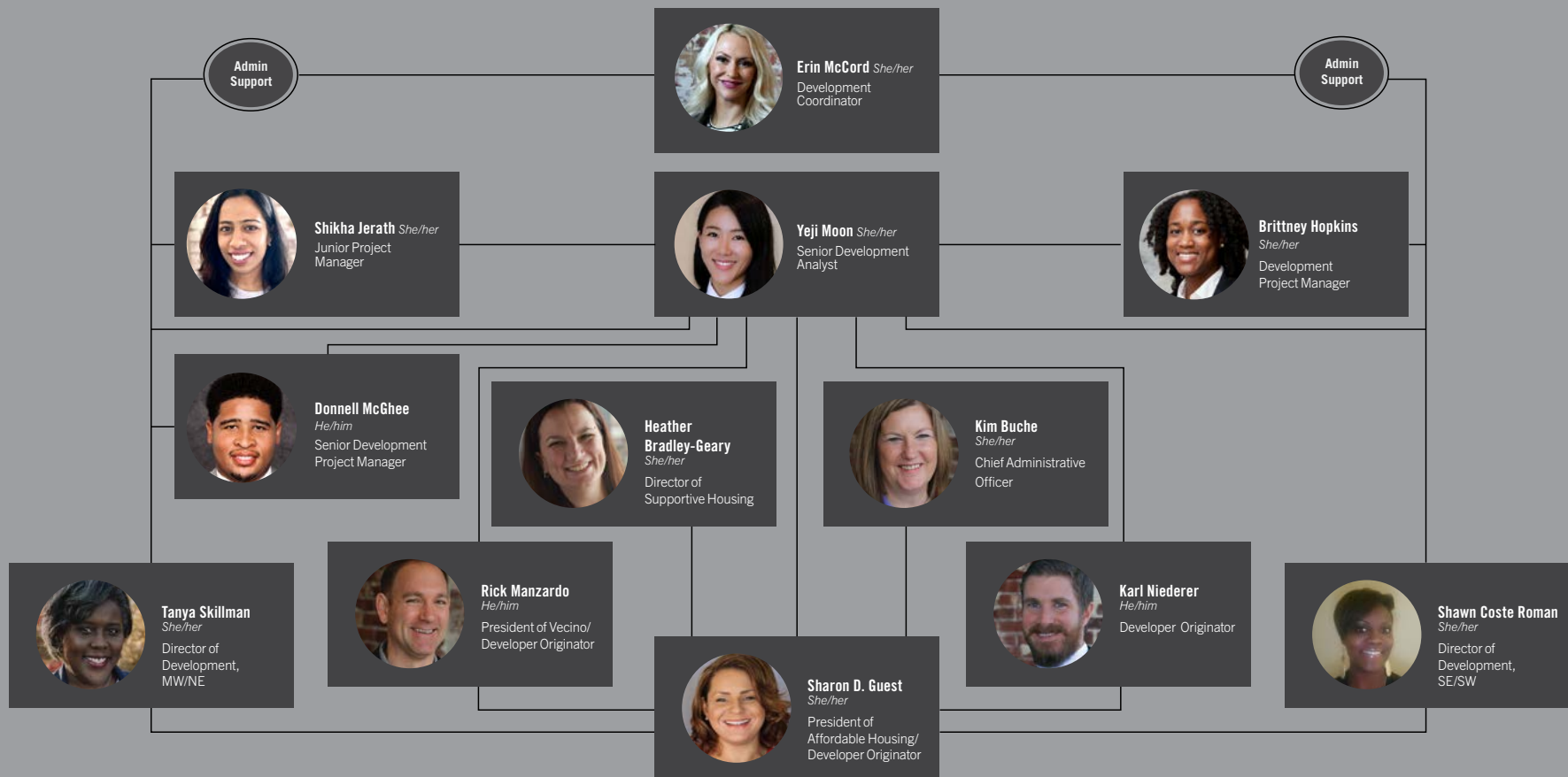
2551
Units

* includes permanent supportive housing

Commitment to Affordable Housing & Community Revitalization.

The Vecino Group is a dedicated affordable housing developer. Since its founding in 2011, 95% of our development portfolio is affordable housing. Our portfolio and commitment to this space has increased tremendously too. In the last 3 years, we have developed 2353 units of housing. We believe that today, building affordable housing is more critical than ever given the escalation of housing prices and the dwindling supply of housing across the nation.

< Meet Sherman. He is a formerly homeless Desert Storm Veteran and resident of Freedom Place St. Louis, MO (who also love music and basketball).





Intrada Westside

Intrada Westside will bring 143 affordable units to one of Atlanta’s fastest-gentrifying areas. It includes 25 set-aside units for homeless youth, 9,000 sq ft of retail, computer lab, fitness area, and an outdoor pavilion. The development utilizes soft funding of over \$3.5M and vouchers from Atlanta Housing for PSH units.

Status: Construction - Open 2022
Residential units: 143
Total Square Feet: 167,451
Location: Atlanta, GA
Supportive Group: Partners for Home
Development Cost: \$37,000,000

Lead Developer: Sharon D. Guest
Project Mgr: Brittney Hopkins
Scope: Development, Design & Const.
Reference: Carolyn Whatley
 Managing Director, Berkdia
 (561) 758-3171
 carolyn.whatley@berkdia.com



Asteri Ithaca

A partnership between Vecino and the City of Ithaca, Asteri will be a 12-story mixed-use development in Ithaca’s urban core. When complete, it will provide 181 affordable units—40 dedicated to populations at risk of homelessness. Asteri will also feature on-site supportive services, common and fitness areas, a rooftop deck and ground level greenspace. Also integrated into the footprint: a 55,000 square foot conference center and 350 refurbished parking spots.

Status: Under construction - Open 2023
Residential units: 181
Total Square Feet: 389,052
Location: Ithaca, NY
Supportive Group:
 Tompkins Community Action (TC Action)
Development Cost:
 Residential Building: \$63,107,048
 Garage: \$14,735,675
 Conference Center: \$34,049,695

Lead Developer: Rick Manzardo
Project Mgr: Bruce Adib-Yazdi
Scope: Development, Design & Const.
Reference: Nels Bohn, Director of
 Comm. Dev. for IURA
 (607) 274-6565
 nbohn@cityofithaca.org



Libertad Glendale

Designed as a high quality, energy efficient community, Libertad Glendale delivers 108 units of affordable housing to families in Glendale, AZ. Resident amenities include a swimming pool, covered parking, a furnished clubhouse, and a children's play area. And through partner Boys & Girls Club, there is also after-school programming for its school-age children.

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Status: Open - 2020
Residential units: 108
Total Square Feet: 112,291
Location: 6529 W Ocotillo Rd.
 Glendale, AZ 85301
Total Dev. Cost: \$22,500,000

Lead Developer: Karl Niederer
Project Mgr: Scott Stanley
Scope: Development, Design
Reference:
 Robert Charest - SVP, Originations;
 Boston Financial Investment Management, LP
 (617) 488-3530
 rob.charest@bfim.com



Ithaca Arthaus

Ithaca Arthaus is a 124-unit new construction development in Ithaca, NY. Perched on the Cayuga Inlet, the development has amenities serving the artistic community including greenspace, community room and fitness room. Partnered with The Cherry Arts, a performing arts group, the space features a gallery, workshop and arts programming. 40 units are set aside for youth and families at risk of homelessness. TCAction provides onsite supportive services for these residents.

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Status: Open 2021
Residential units: 124
Total Square Feet: 99,300
Location: Ithaca, NY
Development Cost: \$31,816,958

Lead Developer: Rick Manzardo
Project Mgr: Bruce Adib-Yazdi
Scope: Development, Design & Const.
Reference: Nels Bohn, Director of
 Comm. Dev. for IURA
 (607) 274-6565
 nbohn@cityofithaca.org



Since 1977, the Austin Area Urban League has enriched the lives of citizens within the greater Central Texas Region. The Austin Area Urban League is one of more than 90 affiliates of the National Urban League providing direct services that impact and improve the lives of thousands in the Central Texas region. Aligning with the Empowerment pillars of the National Urban League, the Austin Area Urban League seeks to meet the needs of underserved populations in the Austin/ Central Texas region by focusing on programming and Services in the areas of Education and Youth Development, Workforce and Career Readiness, Health, Housing, Justice and Advocacy.



The Austin Area Urban League is a co-development partner in the creation of Hues Plaza. Their expertise in the workforce development sphere offers the opportunity for residents to grow and develop themselves and skill sets as they live safe, quality housing.

AAUL's knowledge of systemic racism and resulting racial inequities makes their active participation in this project all the more important. They provide an accountability factor to how this development occurs. The goal for Hues Plaza is for residents to have safe housing and a high quality of life. AAUL helps this development in three critical ways:

- 1. Their services fulfill the continuum of care.** As Caritas of Austin provides services for the most vulnerable of Hues, AAUL provides services that those that can conceive and achieve career paths and entrepreneurial opportunities.
- 2. AAUL makes our entire team accountable to the inequities that Austin has faced.** There has been much displacement in the area; AAUL will hold true to that mission.
- 3. Their approach to workforce education and leadership** makes the development 'one' with the community, creating a critical engagement touchpoint while also engaging minority small businesses.

Their partnership gives us the opportunity to stretch ourselves; it furthers our own Vecino Group gut check to go beyond housing for the growth and development of people.

Workforce Housing & Career Development

The Austin Area Urban League will provide residents educational and training services which focus on economic, workforce, and career development. Primarily serving Box Bazaar tenants and Eastside Arthaus residents, the creative strategies and programs offered will help to grow minority-owned and local business while benefiting all of the community.

Employment Services

The AAUL's signature Workforce & Career Development program, Pathway to a Career, helps individuals ages 16 to 65 progress professionally benefitting from web-based computer literacy programming and developing important workplace soft-skills that position them well for success. Providing individuals with productive exposure to an array of learning and developmental opportunities, knowledgeable professionals, and leaders in their field of interest. Pathway to a Career is unique in that it is a dual component Career Development program that provides both Job Readiness training as well as Occupational training in service areas.

E3CP

The AAUL's Entrepreneurship and Economic Empowerment Center Program (E3CP) area provides small business owners educational services, coaching, and mentorship in the areas of financial literacy/ credit readiness, entrepreneurship, and business development. The E3CP also advocates for economic development policies benefitting Black and other communities of color in Austin.



Entrepreneurship & Economic Empowerment Center (E3CP)

The Austin Area Urban League’s Entrepreneurship and Economic Empowerment Center Program (E3CP) area provides small business owners educational services, coaching, and mentorship in the areas of financial literacy/ credit readiness, entrepreneurship, and business development. The E3CP also advocates for economic development policies benefitting Black and other communities of color in the Austin metropolitan area. The goals of the E3CP include:

- Increase the number of successful and sustainable community-based businesses owned by Black, Indigenous and People of Color (BIPOC) in Austin’s metro area
- Improve access to contracts, investment capital and other types of funding for community-based, BIPOC-owned businesses
- Increase the number of jobs created by small business based in BIPOC communities

The AAUL E3CP is based on a three-tier service model to support business owners at various stages across industries called BizPropel. Each tier includes education, coaching, and business network development.

- BizPropel for Startups focuses on the creation of the Lean Business Model Canvas and business plan while helping business owners complete registration and/or licensing documents required for operation.
- BizPropel for Existing Businesses focuses on the revision or development of the business plan through the creation of the Lean Canvas or Customer Journey Canvas while supporting businesses with growth and exit strategy development, policy and procedure development and human resource acquisition and management. This level

also includes support for submitting applications for Federal, State, and private sector small business certifications such as HUB, MBE, WBE, and SDVBE.

- Teaming for Growth (BizPropel for Contract Firms) focuses on developing teams and joint ventures to pursue larger government and corporate contract opportunities. It includes education and coaching on proposal development and submission, contract- based cash flow management, and agreements related to mentor-protégé and joint ventures. All business development programs include Mastermind groups to allow business owners to develop professional relationships, share business opportunities, participate in coaching circles, and receive continuing education on specialized business development topics.

Statistics

Per the US Small Business Administration Office of Advocacy 2020 Small Business Profile for the State of Texas:

Small business ownership/ Self-employment rates

Description	% Women	% Men
Black / African American	3.5	6.5
Minority	6.5	9.5
Non-Minority / Caucasian	9	13
All Workers	7.5	11



Our Approach: The E3CP combines direct entrepreneurial skills development assistance from business leaders with targeted resource referrals and acquisition to ensure that assistance received by entrepreneurs is specific to their skill level and business development and sustainability needs.

ENTREPRENEURSHIP CENTER PROGRAM COMPONENTS

- **Management Skills Assessment** - Each program participant is evaluated to determine the type of assistance necessary and the source of that assistance;
- **Relationship Building** - Develop relationships with outside resources that provide management and technical assistance in the areas of idea development, operations management, business plan development, marketing, procurement and financing;
- **Strategic Group Deployment** - Grouping of outside resource providers by skill level of clients to ensure that client is receiving the necessary management assistance from the proper resource;
- **Business Management Training** - Clients receive group training sessions on business management topics that can advance their entrepreneurial skill level and provide information on new business opportunities and financing options that can be accessed. Training sessions should be held on either at least monthly either through direct sponsorship or co-sponsorship with outside resource providers. Training session topics that are offered include:

- Developing a Successful Business Plan
- Pre-venture Business Strategies
- Building Your Brand
- Conducting Market Analysis
- Assessing Financing Needs
- Steps to Accessing Prime and Subcontracts
- The Fundamentals of Marketing
- The Digital Divide and Building Your Website
- Growth Strategies
- Tax and Accounting Basics
- Matchmaking Events
- MBE/WBE Application Packaging

These sessions are generally 1-2 hours in length and topics based on needs of the clients. Speakers can be from area resource providers (banks, procurement officials, accountants, consultants, etc.) or center staff. Each session should include an overview of the center's services and have an attendees' list that includes name, address, phone, e-mail, etc. so that there is documentation of the number of attendees that receive training, along with address information to determine if attendee is located in a Qualified Low Income Community.

- Selection of "Business Mentors" - The Entrepreneurship Center staff selects "generalist" and "specialist" skill- set mentors, so that clients can benefit from a full range of management assistance;
- Performance Evaluation - Monitor the services of "business mentors" and outside resource providers to ensure services are delivered at the levels that are beneficial to clients;
- Program Evaluation - Continuous evaluation of program components and revision of any areas that show deficiencies.



The success of the program is contingent upon on the development of close working relationship among center staff, business mentors and resource providers. It is through these relationships that the development of the clients' entrepreneurial skills and the growth and development of their business idea/entity take place.

The program consists of two components directly related to the client and the resource provider:

• **A component for developing entrepreneurs' skill level -**

This component organizes entrepreneurs by skill and development level to ensure that they receive the appropriate level of management assistance.

• **A component that organizes resource providers into a strategically deployed group -** The resource provider component integrates and provides discipline, so that each provider can concentrate on what it does best. Resource Providers become specialists used by the program to meet specific needs. Through the program, all assistance is provided through a common framework and process:

- An assessment is performed
- A development level assignment is made
- The type and amount of service provided is based on that assessment
- The development of business skill and information training sessions that will enhance the client's ability to operate his/her business and provide information on new business opportunities and financing options that the client can access for the growth and development of his/her business;

- The performance of "business mentors" and resource providers are assessed based on business results and client feedback

• **Benefits to Entrepreneurs**

- Access to resources
- Opportunities to develop new skills or enhance existing ones
- Business support and guidance
- Ability to receive topical business information that can assist in the further development of entrepreneurial skills and accessing new business opportunities and financing options.

• **Benefits to Resource Providers**

- Creates demand for service and improves use by clearly articulating entrepreneur's needs
- Links qualified pre-screened clients to resource providers
- Enable providers to take preventive rather than corrective action (being brought in before it is too late to solve the problem)

Executive Staff Bios



Quincy Dunlap, Chief Executive Officer - Innovative and Enterprising leader with an impressive history of building community programs and services, driving advocacy initiatives that succeed, developing messaging that inspires and delivering communications that builds bridges. Leading the Austin Area Urban League, Quincy has efficiently and effectively managed projects and special initiatives, established lasting partnerships and grown visibility and capacity.



Earl Grant, Chief Financial Officer / Housing Manager, Earl oversees all company accounting practices, including accounting departments, preparing budgets, financial reports, tax and audit functions. He directs financial strategy, planning and forecasts; conferring with president, VP of sales and department heads. Supervises investment and raising of funds for business. Earl analyzes and reports on trends, opportunities for expansion and projection of future company growth.



Selena Gray, Director - Entrepreneurship and Economic Empowerment Center, is a team-oriented, outcomes-driven professional who focuses on operational excellence as the highest form of service. For over 20 years, Selena has utilized her skills in project management, program management, cost estimating, proposal writing, and operations development to positively impact businesses and communities in the construction and economic development sectors.



Charelesa Russell, Workforce and Career Development Director, as a leader of the *Pathway to a Career* course, Charelesa helps individuals ages 16 to 65 progress professionally and intellectually, benefit from web-based computer literacy programming, and develop important workplace soft-skills, attitudes and aptitudes that position them well for success. Through her work, Charelesa has seen that providing individuals with exposure to an array of learning and developmental opportunities, knowledgeable professionals and industry leaders, and motivated peers can result in very different levels of development and achievement.



Founded in 1986, Asset Living holds a NMHC Top 4th Ranking with a growing portfolio, which includes a multitude of properties and employees across the nation. Combined, Alpha Barnes/Asset Living manages a portfolio of over 150,000 units to include conventional, student housing and affordable units.

Home is one of the most important places for everyone. For this reason, we, at Asset Living, are meticulous in every aspect of our responsibility. Our Team aims is to provide the best home for every person who chooses to live at one of the many communities. We understand the faith our residents place in us, as well as, the fiduciary responsibility our clients place in us, these factors are the basis of our management. We provide personalized services to each Client, Resident and Property. Our Teams focus on surpassing expectations; we understand the goals of ownership. The reputation of Asset Living is based on trust, integrity and commitment.

Asset Living is an Accredited Management Organization® (AMO®). This AMO® designation ensures that Asset Living has met the ongoing requirements of The Institute of Real Estate Management. These requirements include increased levels of fidelity and liability coverage, proven financial stability and continuing education for the Executive Property Managers. Less than 600 firms across the United States and Canada have achieved and maintained this prestigious designation and it is further evidence of our commitment to excellence.



Anna Melson is Vice President in Dallas, Texas. Anna oversees the operations and activities of six regional supervisors and managers, a total of almost 7,000 apartment units. The portfolio contains affordable housing, conventional and senior housing assets. As Vice President, Ms. Melson is responsible for the operational, contractual and regulatory performance of the assets. In her role as investment manager, she maintains regular and informative contact with asset investors and clients. Anna has operated USDA properties, HUD-financed properties and Section 8 project-based assets. Ms. Melson has extensive expertise in properties utilizing the Low-Income Housing Tax Credit (LIHTC) as well as HOME and Bond programs. Over the years, Anna has leased up over forty-five (45) LIHTC properties.



Connie Quillen is Vice President in Austin, Texas. Connie oversees the operations and activities of six regional supervisors and managers, a total of 6,000 apartment units. The portfolio contains affordable housing, conventional and senior housing assets. As Vice President, Ms. Quillen is responsible for the operational, contractual and regulatory performance of the assets. In her role as investment manager, she maintains regular and informative contact with asset investors and clients. Connie began her career in property management in 1991 as a property manager. She worked for the Travis County Housing Authority with responsibility for Public Housing and then as its Director of Assisted Housing. Connie's experience with Public Housing and Section 8 makes her invaluable to clients with difficult to manage properties with high levels of rental assistance. She has been responsible for the operations of literally dozens of Low-Income Housing Tax Credit (LIHTC) and Project Based Section 8 properties across Texas over the past 15 years. Ms. Quillen is a licensed Texas real estate broker. She is a Housing Credit Certified Professional (HCCP), a Certified Apartment Portfolio Supervisor (CAPS), a Public Housing Manager (PHM) and a Section 8 Housing Manager (SHM).



Lori Erbst is Director of Compliance. As a Corporate Department Head, Lori provides critical support to the daily site and regional property operation. At Asset Living, our clients meet their financial goals when we support the needs of our customers at the point of service. Administrative productivity and efficiency are essential. Lori specifically directs the administration of the Asset Living compliance department, overseeing 18 specialists who ensure the regulatory and contractual obligations are met at all levels with local and state housing and support agencies. Ongoing training and support of site personnel is a key performance indicator. Lori's extensive knowledge and experience with Housing Tax Credit, HOME, BOND, Housing Trust Fund and the Affordable Housing Disposition program make her invaluable to our clients and staff members. Additionally, through strong business relationships, Lori is able to work closely with all state agencies and maintain a respected partnership.



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.

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).



Lauren Portley, Chief Development Officer, has over 18 years of outstanding revenue, managerial and promotional achievements in the non-profit industry. Lauren served as the Vice President of Development for Big Brothers Big Sisters of Central Texas for over 5 years. While there she oversaw all fundraising objectives as well as successfully launching a multi-year, major gifts program, a \$5M capacity campaign and increased annual Gala revenue by 56%. Lauren is a graduate of Texas State University with a Bachelor of Arts in Communication Studies and Sociology. Lauren is also a Certified Fundraising Executive (2022).

Describe the Social Service Provider(s) process of internal controls and system implemented to ensure data accuracy and data security. Describe who has access to the data and what kinds of relevant trainings are provided to staff. Describe how the Social Service Provider(s) and property management will work together and maintain PSH Households' confidentiality.

Caritas uses the Homeless Management Information System (HMIS) for data collection in its social service programs and ensures that direct client services staff receive adequate training on the use of HMIS for data collection. Caritas' Program Managers use HMIS as a tool for staff supervision, for program evaluation purposes, and to provide necessary data for grant reporting purposes. Upon the receipt of a grant or contract, the agency has reports designed in HMIS that collect the required data for reporting to different funders. Appropriate program staff are trained on the use of respective reports.

Before client data is entered into HMIS, Caritas staff secure permission to collect and share their data via a signed HMIS Release of Information. Clients have the ability to opt-out of sharing information via HMIS. If a client opts out, client data is entered into HMIS anonymously. HMIS is capable of reporting on performance measures for anonymous clients. However, Zip Code or demographic information may be unavailable for anonymous clients.

HMIS will be used to record all client necessary data for support services. At program entry, the Caritas staff will document all appropriate intake and demographic information. As well as the production of Data Quality and Completeness Reports ensuring that client information does not conflict with the records of the case manager and all data has been entered accurately and efficiently.

Further, information shared between Caritas of Austin and the property management company is based on leasing compliance requirements and client preference.



ART FROM THE STREETS

Art From the Streets provides a safe and encouraging environment in which the positive spirit and creativity for those experiencing homelessness are nurtured through their own artistic expression. These artistic endeavors form a pathway to self-determination by means of the sense of achievement, social connections, and income generated through the pursuit of their art. Because focusing on housing alone does not achieve other equally important goals that are relevant and motivating to improving and sustaining a quality of life.



Kelley Worden, Executive Director, Beginning her career with 5 years as a graphic, she shifted her focus to volunteer work while raising her children. From 1997 to 2010 she held leadership roles supporting Canyon Creek Elementary School and co-founded a local non-profit organization, Chicktime Austin (now Hope Austin), which works with children in need in the Austin community. In 2010, Kelley began volunteering with AFTS, became a board member in 2013 and in 2016 she was selected to fill the Executive Director position. Kelley has worked diligently to expand programming, educate the community and bring amazing art into your home.



OF COLOR

_OFCOLOR is an emerging arts alliance dedicated to cultivating a community of creatives and launching inclusive spaces for artists of color. Since 2018, they have provided resources and visibility to creatives of color across Austin through events like Black Art WKND and Latino Art WKND. _OFCOLOR works to authentically amplify Black, Latino and POC voices within the community and advance support for Austin artists.

Executive Staff Bios



Stephen Hatchett is a local Austin photographer turned cultural arts organization co-founder. _OFCOLOR, started in 2018 with the primary focus of elevating artist communities of color locally. To date, the organization has created activations reaching 2000 local Austinites in 2021 through large scale events like Black and Latino Art WKND, a Fashion show, and professional development workshops during SXSW.



Marissa Rivera, Director of Partnerships is a licensed psychotherapist, yoga teacher, and educator in Austin, Texas. She is the owner of Ola Wellness, a private psychotherapy practice proudly serving Austin's LGBTQ+ communities of Color. As a Queer Indigenous Tejana, Marissa is passionate about creating space for intergenerational healing and empowering folks through creativity, community, and movement.. She is active in amplifying local artists and musicians of color through her work as a board member for the SIMS Foundation and Director of Partnerships for _OfColor.



Chris Tobar Rodriguez is a multimedia artist and creative director born and raised in Chicago, Illinois based in Austin, TX. Combining photography, illustration, typography and pulsating colors, Tobar creates a symbolic language representative of personal and, sometimes, isolating, experiences. This journey has opened many doors from working on projects with Orlando City Soccer, Toyota, Red Bull Canvas, Ms. Lauryn Hill and many more. This journey has led me to creating art experiences like "I FEEL LIKE KANYE: art show" and co-creating Black Art WKND with OFCOLOR.



RuDi Diveno is a creative in the truest sense of the word. He is a designer, curator, connector and has been an active emcee/performer/musician in the Austin music scene for over 10 years. It is with these creative outlets that he expresses what he considers his "most authentic self". Through a chance introduction by a mutual friend (Mo Shabazz), RuDi met Steve Hatchett, and would go on to co-found the organization _OFCOLOR to empower diverse creatives and provide experiences that allow Black people to feel welcome and encouraged to stay in Austin. RuDi considers himself an ideator, who is most times looking at the big picture for future possibilities. Ultimately at his core, he believes in helping others and looking fly while doing it!



Raasin in the Sun is a Cultural Arts and Environmental Non profit Organization featuring powerful Mural Arts and Creative Placemaking programs serving to unite, restore, and inspire communities throughout Austin Texas and beyond.



Raasin McIntosh, Founder, On a mission to foster change through art, Raasin is Founder and Executive Director of Raasin in the Sun, Co Founder of Be the Change Studios, and Director of Arts and Cultural Programming for the Downtown Austin Alliance Foundation. She is a visionary, creative, and Track and Field Olympian, whose career spans over a decade specializing in community arts initiatives in cross-disciplinary collaborative work. She has extensive experience in managing, producing, facilitating and coordinating, mural arts, public arts, creative placemaking, restorations, and community engagement initiatives. In 2015 she founded Non Profit Raasin in the Sun to pursue a lifelong passion to inspire, unite, and restore communities through cultural arts and environmental initiatives.



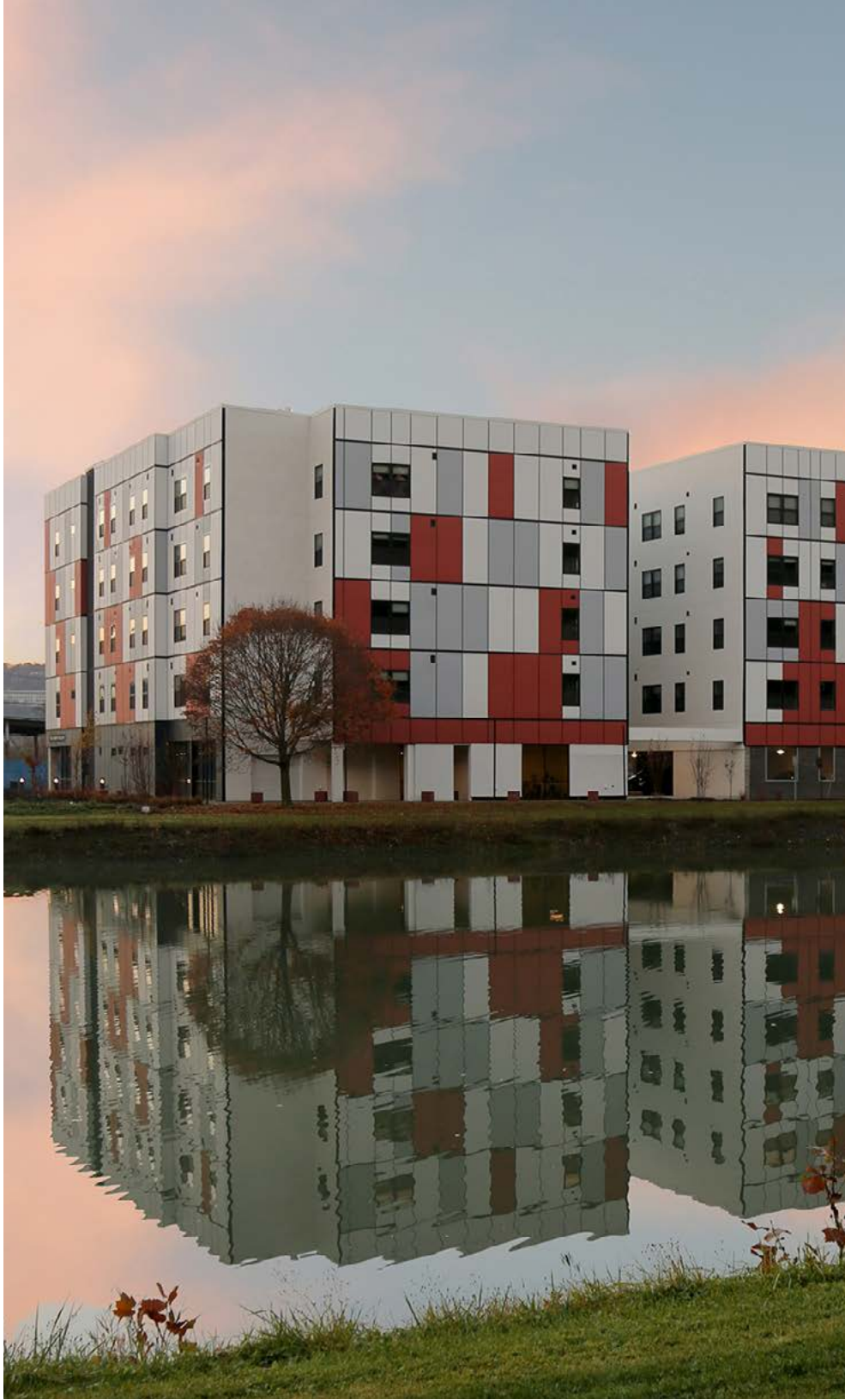
TRUE CASA CONSULTING, LLC

Affordable Housing + Supportive Services = *Community Impact*

True Casa provides affordable housing and supportive service solutions that assist nonprofits, private organizations and municipalities to create communities that everyone can call home. We have decades of experience developing high-impact, quality affordable housing as well as designing, funding, and running innovative supportive housing programs. We leverage our expertise, experience and creativity to help communities house and support those most in need.



Jennifer Hicks, Founder, 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 which grew to 783 units before her departure. As a consultant, 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 challenge these projects provide.



VECINO **DESIGN**

Vecino Design is a design collective of thought, talent, passion and action. We are a group with vast experience in investigation, collaboration and the creation of lasting solutions. Vecino Design has national expertise in both commercial and residential projects—specializing in affordable & supportive multi-family developments, student housing and public private partnerships.

Architecture and design is our medium. Our goal: to spark profound, lasting, positive change within a community. This is the deciding factor in how we design and manage our work—and can determine whether or not we choose to pursue a project in the first place. Vecino Design approaches each project as a unique experience. We dig deep to discover the core needs and desires of the residents/occupants, access the influences, character and concerns of the surrounding neighborhood—as well as the greater municipality. By having more conversations with a broader scope of stakeholders, our projects are more successful and fulfilling for all involved. We keep dialogue open throughout the process, allowing the design to grow and flourish. Every line we draw and each space created is informed by individuals, and the work is better for it.



Baxter Reecer, AIA, NCARB - *President of Architecture & Design*

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.



Mark Tuttle, AIA, NCARB - *Director of Design*

Mark has designed and built projects all over the US, Canada, China, and El Salvador. High rise Marriott hotels in San Antonio and Orlando early in his career helped Mark to develop an ability to create meaningful solutions despite complex programmatic requirements and difficult urban conditions. Recently Mark has held design leadership roles on some challenging and exciting projects including the Echo Bluff State Park Lodge and Cabins, the Long Creek Lodge, and the Vandivort Hotel Phase 2 in downtown Springfield, Mo.



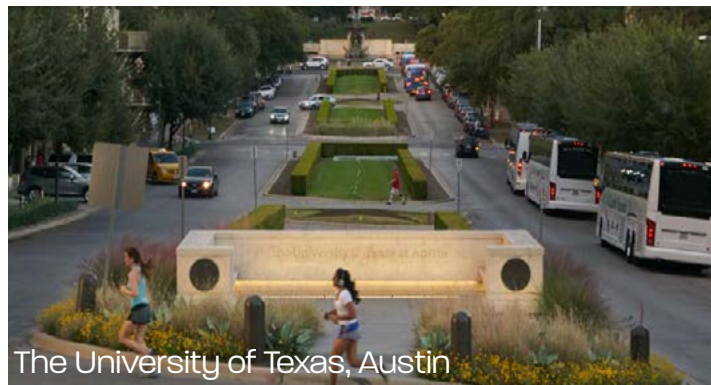
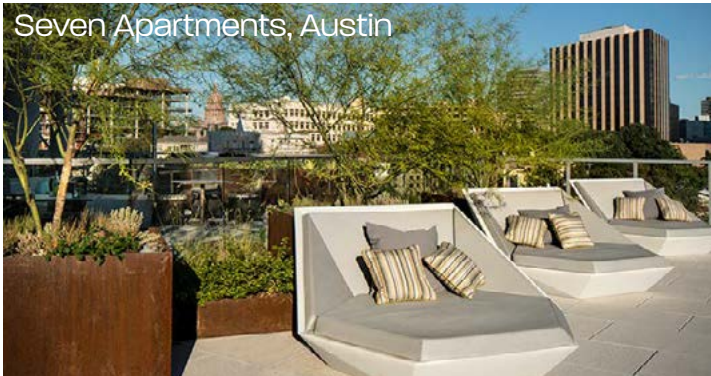
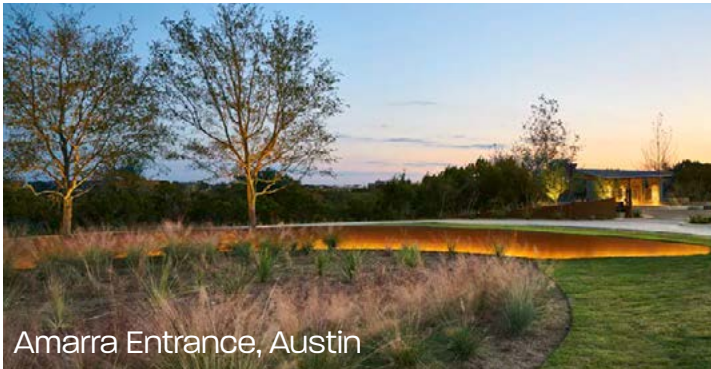
Cheyenne Bertrand - *Director of Interior Design*

As the Director of Interior Design, Cheyenne is responsible for creating and coordinating a key part of any Vecino development: the day-to-day environment residents call home. Working with design, creative and development partners, she uses her 15+ years of residential, commercial/healthcare experience to create spaces that are wholly functional yet rich with character. Each Vecino development is unique to its community, and from concept to procurement Cheyenne ensures their personality comes through.



Rob Holzman - *Vice President of Planning & Acquisitions*

By drawing on his nearly twenty years of experience as a "municipal strategist", Rob prides himself on guiding his teams toward making better places for people and creating opportunity for fulfillment in their lives. Rob has served as a project manager on numerous high-profile developments for the state of New York. He has significant experience in multiple community and economic development projects. Rob fills a major role at the Vecino Group with his knowledge and expertise in city planning & site due diligence.



Homeslice Pizza, Austin

Amarra Entrance, Austin

Seven Apartments, Austin

The University of Texas, Austin

STUDIO BALCONES

Studio Balcones designs landscapes that inspire and create connections between people, nature and urban life. Based in Austin, Texas, we create outdoor environments that are context-sensitive and beautiful, with moments of the unexpected.

Studio Balcones designs for the 21st century, creating spaces that are flexible, adaptable, and enduring. Our mediums include resilient plants and sustainable materials crafted with a modern, site-specific aesthetic. We work closely with our clients, listening and responding to their needs. To realize the highest quality product, we collaborate with expert team members including architects, artists, and engineers.

Studio Balcones opened its doors in 2009 and can provide landscape architectural services for a wide range of projects, working solo or as part of a team. We have over twenty years of combined experience working in the residential, commercial, and public sector. We are a certified Woman Owned Business Enterprise (WBE) with the City of Austin and a certified Historically Underutilized Business (HUB) with the State of Texas.



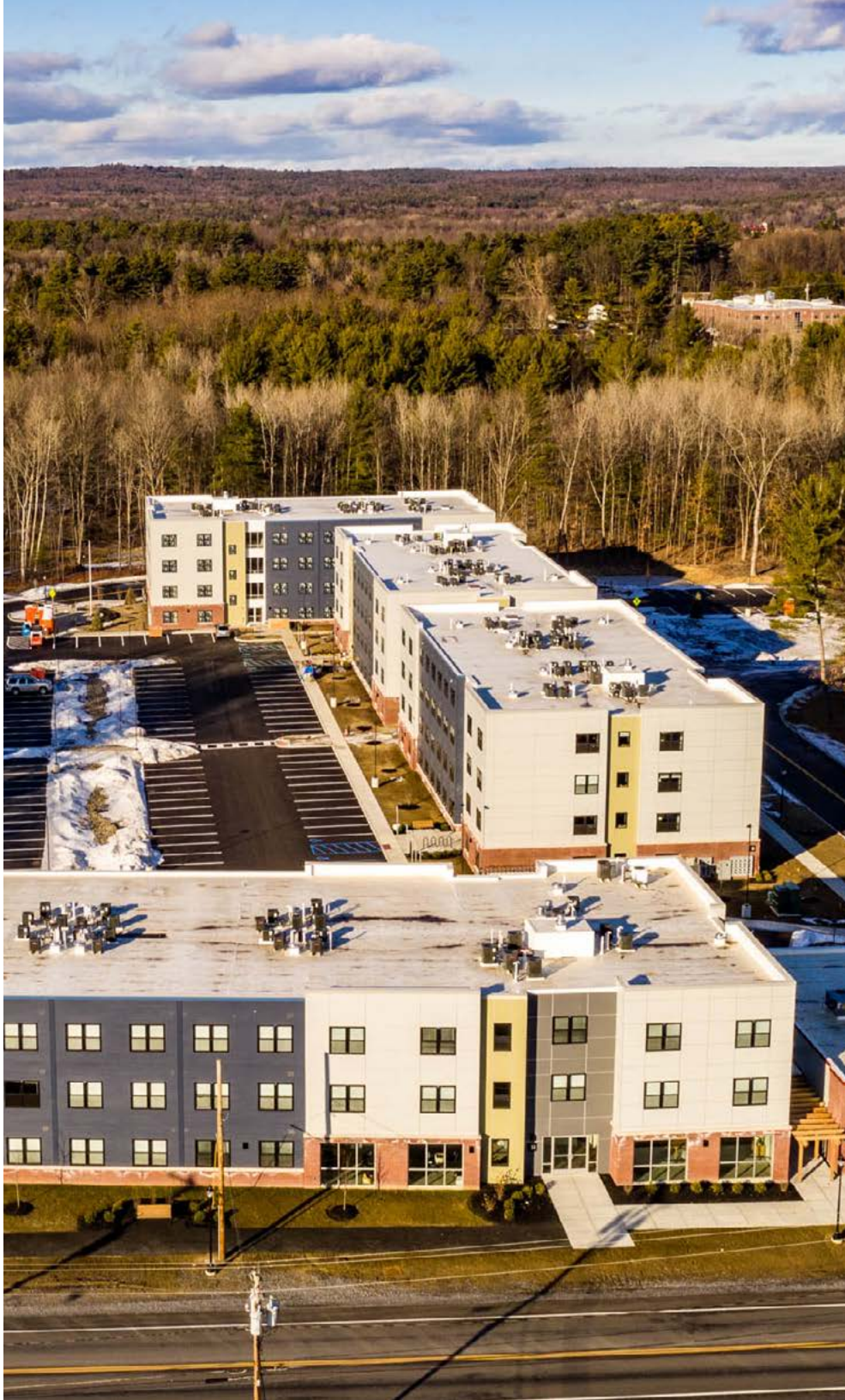
Ilse Frank, PLA, ASLA. ASSOC. AIA / Principal - As a founding principal of Studio Balcones, Ilse Frank investigates projects through many lenses including that of architecture, landscape architecture, and city and regional planning. Ilse designs for the future, considering how forecasted planning issues shape a design and establish long term and far reaching impacts beyond the site boundary. At a finer scale, Ilse approaches public space and parks in tandem with buildings– addressing scalar, material, and inside/ outside relationships. As a born and raised Austinite, Ilse is deeply and personally invested in the growth of the city and the future of development in Texas. State of Texas Registered Landscape Architect License #3120



Michael Meihaus, PLA, Landscape Architect, SITES AP Candidate - Michael is a registered professional landscape architect in the states of Arizona and Texas, specializing in environmental restoration and recreation with past project experience ranging from parks and recreation planning to river and wild land restoration design. Michael received his Master of Landscape Architecture from Kansas State University in 2009. Michael has managed over 50 restoration and environmental design projects, working as prime consultant, landscape architect, and master planner for city parks and trails in Arizona and Texas. Outside the office Michael can be found on a bicycle in the greenbelt, paddling down a hill country river, or off to the Big Bend to savor the unique beauty of our public lands and National Parks. State of Texas Registered Landscape Architect License #3288



Dan Zedick, Landscape Designer - Dan received his Master's in Landscape Architecture from the University of Arizona in 2018 and has a background in environmental science and sustainability. Dan has experience working in residential and commercial design-build as well as in landscape installation and maintenance. He has a passion for plant materials and nature, and looks to natural elements for design inspiration. Dan is interested in how public spaces can positively impact people's lives and help in the formation of community. He enjoys taking long walks on the beach and finding public places in the rain.



VECINO — CONSTRUCTION

Vecino Construction is a solid team whose goal is the successful construction of purpose-driven housing—fostering better lives and stronger communities in the process. From planning through finish, we have 120+ years of collective experience within all phases of a project—hundreds of projects, millions of square feet. Both nimble as well as strong, Vecino Construction is a team with a proven record of successful builds, delivered on-time and on-budget.

From every angle planned to nail driven, we're passionate about details. Why? Because we know that every decision has a direct impact not just on the integrity and character of the structure we create, but also on stakeholder success and—most of all—each resident's experience. And while our leadership is national—our teams are local. We rely on our local subcontractors and tradespeople who are of the communities in which we work. In our experience, this leads to better morale, relationships and end product.

Toward this, Vecino Construction possesses a diverse, robust skill set that allows us to establish goals, set the course and motivate teams directly, efficiently and successfully. We're a truly collaborative team whose skill increases exponentially; our integrated project approach optimizes project results, increases value in the development, reduces waste and maximizes efficiency through all phases of construction. We believe in informed dialogue among the developer/owner team, the design team and the construction team, commencing at predevelopment and continuing through to project handover.



Mike Willemsen - *President of Construction*

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. His responsibilities include overseeing all Vecino Construction teams.



Dustin Wilson - *Vice President of Vecino Construction*

With 30+ years experience, Dustin has proven expertise in managing overall aspects of construction projects by satisfying multiple objectives, including safety, quality, budget, and schedule. As VP he is responsible for bidding and scope of work for Vecino projects and exemplifies an in-depth, comprehensive knowledge of construction operations.



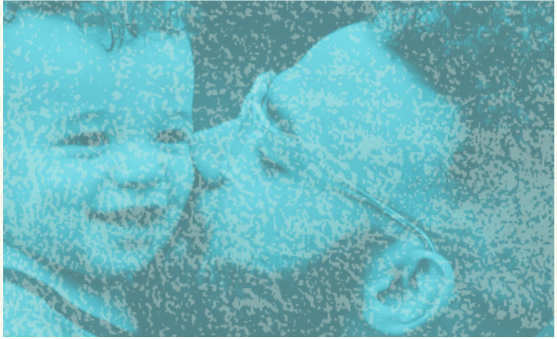
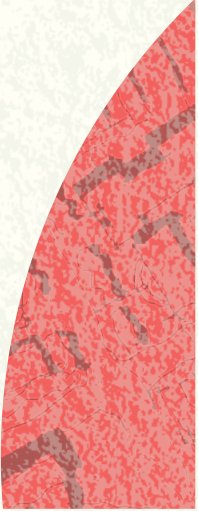
Scott Stanley - *Senior Project Manager*

With 20 years experience in the construction operations field, Scott excels at keeping the construction process running smoothly. He exemplifies the dedication, organization and communication skills needed to oversee project milestones and deliverables for our affordable/supportive & student housing projects to on-time and on-budget completion. Scott demonstrates daily his dedication to working for the greater good and believes in the Vecino mission to the fullest.

Alex Peña - *Superintendent*

With over 30 years of industry experience, Alex is more than capable of directing full scope construction projects including new builds, multi-use, public works and more. His proven track record of time management, budget, and quality control on a broad range of multimillion-dollar projects has garnered Alex successful time and time again.

FINANCIAL FEASIBILITY



Espero - 9% Rental ProForma

15-yr Rental Housing Operating Pro Forma

The Pro Forma should be based on the operating income and expense information for the base year (first year of stabilized occupancy using today's best estimates of market rents, restricted rents, rental income and expenses), and principal and interest debt service.

	YEAR	1	2	3	4	5	10	15
Revenue	Gross Annual Residential Rental Income	\$696,803	\$710,738.55	\$724,953.32	\$739,452.39	\$754,241.44	\$832,743.49	\$919,416.10
	Gross Annual Non-Residential Rental Income	\$19,114	\$19,496.48	\$19,886.41	\$20,284.14	\$20,689.82	\$22,843.24	\$25,220.78
	Gross Annual AHFC Project-based Voucher Subsidy	\$581,818	\$593,453.95	\$605,323.03	\$617,429.49	\$629,778.08	\$625,325.89	\$767,695.97
	TOTAL REVENUE	\$1,297,734	\$1,323,688.99	\$1,350,162.77	\$1,377,166.02	\$1,404,709.34	\$1,550,912.62	\$1,712,332.85
Operating Expenses	General & Administrative Expenses	\$95,208	\$98,064.24	\$101,006.17	\$104,036.35	\$107,157.44	\$124,224.85	\$144,010.64
	Management Fee	\$64,887	\$66,184.45	\$67,508.14	\$68,858.30	\$70,235.47	\$77,545.63	\$85,616.64
	Payroll, Payroll Tax & Employee Benefits	\$241,700	\$248,951.00	\$256,419.53	\$264,112.12	\$272,035.48	\$315,363.68	\$365,592.94
	Repairs & Maintenance	\$103,500	\$106,605.00	\$109,803.15	\$113,097.24	\$116,490.16	\$135,044.02	\$156,553.04
	Electric & Gas Utilities	\$83,423	\$85,925.69	\$88,503.46	\$91,158.56	\$93,893.32	\$108,848.09	\$126,184.77
	Water, Sewer & Trash Utilities	\$59,144	\$60,918.32	\$62,745.87	\$64,628.25	\$66,567.09	\$77,169.51	\$89,460.61
	Annual Property Insurance Premiums	\$44,500	\$45,835.00	\$47,210.05	\$48,626.35	\$50,085.14	\$58,062.41	\$67,310.24
	Property Tax	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Reserve for Replacements	\$36,900	\$38,007.00	\$39,147.21	\$40,321.63	\$41,531.28	\$48,146.13	\$55,814.56
	Other Expenses	\$30,000	\$30,900.00	\$31,827.00	\$32,781.81	\$33,765.26	\$39,143.20	\$45,377.69
	Total Expenses	\$759,262	\$781,391	\$804,171	\$827,621	\$851,761	\$983,548	\$1,135,921
	NET OPERATING INCOME	\$538,472	\$542,298	\$545,992	\$549,545	\$552,949	\$567,365	576,412
Debt Service	First Deed of Trust Annual Loan Payment	\$430,774	\$430,774	\$430,774	\$430,774	\$430,774	\$430,774	\$430,774
	Second Deed of Trust Annual Loan Payment	-	-	-	-	-	-	-
	Third Deed of Trust Annual Loan Payment	-	-	-	-	-	-	-
	Other Annual Required Payment	-	-	-	-	-	-	-
	ANNUAL NET CASH FLOW	\$107,698	\$111,524	\$115,218	\$118,771	\$122,175	\$136,591	145,638
	Debt Coverage Ratio	1.250011143	1.258892799	1.267467837	1.275716291	1.283616686	1.317082989	1.338083813

Espero - 9% Development Budget

Use	Amount
Up-Front Ground Lease Payment	\$30,000
Predevelopment	\$160,125
Site Work	\$2,050,000
Infrastructure	\$0
Hard Costs	\$16,765,592
Soft Costs	\$5,708,560
Developer Fee	\$3,397,534
Total Development Cost	\$28,111,811

Espero - 9% Funding Sources

Source	Amount	Funder/Lender Name
Owner Equity		
Tax Credit Equity	\$15,748,850	Boston Financial
Private Activity Bonds		
Deferred Developer Fee	\$877,361	Vecino Group
AHFC Gap Financing	\$1,000,000	
Private Loan 1	\$6,485,600	Chase
Private Loan 2		
TDHCA MFDL (NHTF/HOME ARP)	\$4,000,000	Texas Dept. Housing & Comm Aff
Other Source 2		
Other Source 3		
Total Funding Amount	\$28,111,811	

Arthaus - 4% PAB Rental ProForma

15-yr Rental Housing Operating ProForma

The Pro Forma should be based on the operating income and expense information for the base year (first year of stabilized occupancy using today's best estimates of market rents, restricted rents, rental income and expenses), and principal and interest debt service.

	YEAR	1	2	3	4	5	10	15
Revenue	Gross Annual Residential Rental Income	\$1,448,380	\$1,477,347.40	\$1,506,894.34	\$1,537,032.23	\$1,567,772.88	\$1,730,947.94	\$1,911,106.39
	Gross Annual Non-Residential Rental Income	\$17,649	\$18,001.98	\$18,362.02	\$18,729.26	\$19,103.85	\$21,092.19	\$23,287.48
	Gross Annual AHFC Project-based Voucher Subsidy	-	-	-	-	-	-	-
	TOTAL REVENUE	\$1,466,029	\$1,495,349	\$1,525,256	\$1,555,761	\$1,586,877	\$1,752,040	\$1,934,394
Operating Expenses	General & Administrative Expenses	\$77,462	\$79,785.86	\$82,179.44	\$84,644.82	\$87,184.16	\$101,070.34	\$117,168.23
	Management Fee	\$78,433	\$80,001	\$81,601	\$83,233	\$84,898	\$93,734	\$103,490
	Payroll, Payroll Tax & Employee Benefits	\$155,610	\$160,278.30	\$165,086.65	\$170,039.25	\$175,140.43	\$203,035.76	\$235,374.09
	Repairs & Maintenance	\$105,000	\$108,150.00	\$111,394.50	\$114,736.34	\$118,178.43	\$137,001.18	\$158,821.92
	Electric & Gas Utilities	\$20,000	\$20,600.00	\$21,218.00	\$21,854.54	\$22,510.18	\$26,095.46	\$30,251.79
	Water, Sewer & Trash Utilities	\$75,000	\$77,250.00	\$79,567.50	\$81,954.53	\$84,413.16	\$97,857.99	\$113,444.23
	Annual Property Insurance Premiums	\$37,100	\$38,213.00	\$39,359.39	\$40,540.17	\$41,756.38	\$48,407.09	\$56,117.08
	Property Tax	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Reserve for Replacements	\$31,800	\$32,754.00	\$33,736.62	\$34,748.72	\$35,791.18	\$41,491.79	\$48,100.35
	Other Expenses	-	-	-	-	-	-	-
		Total Expenses	\$580,405	\$597,032	\$614,143	\$631,752	\$649,872	\$748,694
	NET OPERATING INCOME	\$885,624	\$898,317	\$911,113	\$924,010	\$937,005	\$1,003,346	\$1,071,626
Debt Service	First Deed of Trust Annual Loan Payment	\$714,142	\$714,142	\$714,142	\$714,142	\$714,142	\$714,142	\$714,142
	Second Deed of Trust Annual Loan Payment	-	-	-	-	-	-	-
	Third Deed of Trust Annual Loan Payment	-	-	-	-	-	-	-
	Other Annual Required Payment	-	-	-	-	-	-	-
	ANNUAL NET CASH FLOW	\$171,482	\$184,175	\$196,971	\$209,868	\$222,863	\$289,204	\$357,484
	Debt Coverage Ratio	1.24	1.26	1.28	1.29	1.31	1.40	1.50

Arthaus - 4% PAB Development Budget

Use	Amount
Up-Front Ground Lease Payment	\$30,000
Predevelopment	\$156,700
Site Work	\$2,250,000
Infrastructure	\$150,000
Hard Costs	\$22,941,250
Soft Costs	\$6,679,236
Developer Fee	\$4,463,457
Total Development Cost	\$36,670,643

Arthaus - 4% PAB Funding Sources

Source	Amount	Funder/Lender Name
Owner Equity		
Tax Credit Equity	\$15,381,362	Boston Financial
Private Activity Bonds		
Deferred Developer Fee	\$1,537,381	
AHFC Gap Financing	\$5,000,000	
Private Loan 1	\$10,751,900	Chase
Private Loan 2		
TDHCA MFDL (NHTF or HOME ARP)	\$4,000,000	TX Dept of Hsg and Comm Affairs
Other Source 2		
Other Source 3		
Total Funding Amount	\$36,670,643	

Arthaus - Private Equity Rental ProForma

15-yr Rental Housing Operating Pro Forma

The Pro Forma should be based on the operating income and expense information for the base year (first year of stabilized occupancy using today's best estimates of market rents, restricted rents, rental income and expenses), and principal and interest debt service.

	YEAR	1	2	3	4	5	10	15
Revenue	Gross Annual Residential Rental Income	\$2,104,051	\$2,167,172.12	\$2,210,515.56	\$2,254,725.87	\$2,299,820.39	\$2,539,187.54	\$2,803,468.22
	Gross Annual Non-Residential Rental Income	\$150,000	\$154,500.00	\$157,590.00	\$160,741.80	\$163,956.64	\$181,021.37	\$199,862.22
	Gross Annual AHFC Project-based Voucher Subsidy	-	-	-	-	-	-	-
	TOTAL REVENUE	\$2,254,051	\$2,321,672	\$2,368,106	\$2,415,468	\$2,463,777	\$2,720,209	\$3,003,330
Operating Expenses	General & Administrative Expenses	\$74,600	\$76,838.00	\$79,143.14	\$81,517.43	\$83,962.96	\$97,336.08	\$112,839.19
	Management Fee	\$112,702.53	\$116,083.61	\$118,405.28	\$120,773.38	\$123,188.85	\$136,010.45	\$150,166.52
	Payroll, Payroll Tax & Employee Benefits	\$222,369	\$229,040.07	\$235,911.27	\$242,988.61	\$250,278.27	\$290,141.11	\$336,353.06
	Repairs & Maintenance	\$105,000	\$108,150.00	\$111,394.50	\$114,736.34	\$118,178.43	\$137,001.18	\$158,821.92
	Electric & Gas Utilities	\$20,000	\$20,600.00	\$21,218.00	\$21,854.54	\$22,510.18	\$26,095.46	\$30,251.79
	Water, Sewer & Trash Utilities	\$45,000	\$46,350.00	\$47,740.50	\$49,172.72	\$50,647.90	\$58,714.79	\$68,066.54
	Annual Property Insurance Premiums	\$40,000	\$41,200.00	\$42,436.00	\$43,709.08	\$45,020.35	\$52,190.93	\$60,503.59
	Property Tax	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Reserve for Replacements	\$31,800	\$32,754.00	\$33,736.62	\$34,748.72	\$35,791.18	\$41,491.79	\$48,100.35
	Other Expenses	-	-	-	-	-	-	-
	Total Expenses	\$651,472	\$671,016	\$689,985	\$709,501	\$729,578	\$838,982	\$965,103
	NET OPERATING INCOME	\$1,602,579	\$1,650,656	\$1,678,120	\$1,705,967	\$1,734,199	\$1,881,227	\$2,038,227
Debt Service	First Deed of Trust Annual Loan Payment	\$1,190,031	\$1,190,031	\$1,190,031	\$1,323,449	\$1,323,449	\$1,323,449	\$1,323,449
	Second Deed of Trust Annual Loan Payment	-	-	-	-	-	-	-
	Third Deed of Trust Annual Loan Payment	-	-	-	-	-	-	-
	Other Annual Required Payment	-	-	-	-	-	-	-
	ANNUAL NET CASH FLOW	\$412,548	\$460,625	\$488,089	\$382,518	\$410,750	\$557,778	\$714,778
	Debt Coverage Ratio	1.34667002	1.38707012	1.410148349	1.289031051	1.310363239	1.421457969	1.540087657

Arthaus - Private Equity Development Budget

Use	Amount
Up-Front Ground Lease Payment	\$30,000
Predevelopment	\$156,700
Site Work	\$2,250,000
Infrastructure	\$150,000
Hard Costs	\$22,941,250
Soft Costs	\$4,579,846
Developer Fee	\$2,260,000
Total Development Cost	\$32,367,796

Arthaus - Private Equity Funding Sources

Source	Amount	Funder/Lender Name
Owner Equity		
Tax Credit Equity		
Private Activity Bonds		
Deferred Developer Fee	\$30,000	
AHFC Gap Financing	\$3,641,606	
Private Loan 1	\$20,696,190	Chase
Private Loan 2		
Other Source 1	\$8,000,000	Msquared
Other Source 2		
Other Source 3		
Total Funding Amount	\$32,367,796	



LETTERS OF COMMITMENT





**Austin Area
Urban League** | *Empowering Communities.
Changing Lives.*

8011 Cameron Road, Suite A-100
Austin, TX 78754
Office: 512.478.7176 | Fax:
512.478.1239
www.aaul.org | info@aaul.org

April 25, 2022

Dear Ms. Ramos,

The Austin Area Urban League is thrilled to be partnering with the Vecino Group on the proposed Hues Plaza. I write this letter to demonstrate our support the proposed Manor Road project in East Austin.

Since 1977, the Austin Area Urban League has provided direct services and education to the underserved populations in Austin region by focusing on Workforce Development, Financial Literacy, and Entrepreneurship. Our vision for Austin is for an Equitable Quality of Life opportunity for all its residents, in all aspects of life. Our mission is to provide tools to African Americans and under-served populations to build a foundation for social and economic equity and equality.

In partnership with the Vecino Group, we designed the Hues Plaza development to build upon our expertise in workforce and career development to create opportunities for residents to grow personally and professionally. We are leading the effort to develop an incubator for small businesses known as Box Bazaar. Small businesses would be able to occupy the spaces alongside Espero Manor, offering their products and services for purchase and creating a sense of place for residents and community members to interact and connect. This concept adds value to the development because it focuses on growing minority owned small businesses while benefiting all members of the community.

Our focus is to provide the appropriate supports, services, and opportunities to communities of color so that they can effectively grow in their career that fits best with their skills, knowledge, and interests. The planned Hues Plaza development offers residents many different pathways to grow and develop themselves into contributing and independent members of society. We believe that at Hues Plaza, residents will be able to flourish.

Thank you,

Quincy Dunlap
President & CEO, Austin Area Urban League



611 Neches Street
PO Box 1947
Austin, TX 78767

Main: 512.479.4610
Fax: 512.472.4164

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Mike Haggerty *Emeritus*

April 19, 2022

City of Austin
124 West 8th Street
Austin, TX 78701

RE: 3515 Manor Road RFP

To Whom It May Concern:

Caritas of Austin is honored to be partnering with the Vecino Group on another supportive housing community in Austin. Please let this letter serve as a letter of commitment for a protégé relationship with the Urban League.

The proposed supportive housing community at 3515 Manor Road will provide housing and supportive housing to the Austin community. As part of the Caritas collaboration to offer services to the 48 units dedicated to permanent supportive housing, we are honored to enter into an agreement with the Urban League.

This protégé agreement will state that Caritas will offer protégé training to Urban League to train their staff on services and implementation of services in supportive housing, specifically supportive housing for our most vulnerable.

For the purpose of the RFP, Caritas and Urban League are both offering letters of commitment on the protégé relationship. Once the RFP is issued, a more formal MOU will be documented with protégé relationship. It is noted that a fee will be negotiated as part of the MOU.

If you have any questions, regarding this letter, please contact me at jkquinn@caritasofaustin.org.

Sincerely,

Jo K. Quinn
31 K. Quinn Ugr 26, 2012 09:53 CDT

Jo Kathryn Quinn
Chief Executive Officer
Caritas of Austin



PO Box 202742/Austin, TX 78720

April 21, 2022

To Whom It May Concern,

AFTS started 30 years ago with three friends coming together to support, create and do more with persons living on the streets. We believe that anyone can make art and that making art is good for everyone. Art From the Streets' volunteers hold four times a week Open Studio. These studio sessions give persons experiencing homelessness, at risk or in transition time to come paint, draw and create. Throughout the year, we help them sell what they've made – by producing an annual show and sale, online sales, and 3-5 community art shows with 95% of art proceeds going to the artists. All resulting in the work created in the studio.

The mission of Art From the Streets' is to provide a safe and encouraging environment in which the positive spirit and creativity of homeless and at-risk people are nurtured through their own artistic expression. These artistic endeavors form a pathway to self-determination by means of the sense of achievement, the social connections, and the income generated through the pursuit of their art.

This is a letter of support from AFTS to coordinate with the Vecino Group to develop 3515 Manor Road with affordable housing and a permanent location for an art gallery for AFTS. With this location our program will be able to give creative support to the community by offering consistent art shows, creative enrichment opportunities and offer income to those who participate.

Please let me know if you have further questions. Thank you for your consideration.

Sincerely,

Kelley Worden

Kelley Worden, Executive Director
512.695.9977
director@artfromthestreets.org



April 26th, 2022

Dear Ms. Ramos,

This letter is to express _OFCOLOR's support of the Vecino Group and their proposal for Hues Plaza as well as our intention to join as a partner and potential tenant within the development.

Created in 2019, _OFCOLOR is an emerging arts alliance in Austin dedicated to cultivating a community of creatives and launching inclusive spaces for artists of Color. We focus on providing resources and visibility to creatives of Color across Austin through events like Black Art WKND and Latino Art WKND. _OFCOLOR works to authentically amplify Black, Latinx, and POC voices within the community and advance support for Austin artists.

Though the pandemic naturally slowed some of our plans and programming over the last year and a half, we have renewed momentum behind our mission—which made our introduction to the Vecino Group, their mission, and this proposal so timely. Not only does the concept of a community-centered development speak directly to us—we would also be part of a thriving neighborhood of East Austin local businesses and affordable housing. We feel this development would have a significantly positive impact on its residents, the surrounding MLK neighborhood, and further the success of East Austin.

We hope the AHFC will give consideration and ultimately approval of this project. Thank you in advance, and you have any questions or concerns, please do not hesitate to contact me.

Sincerely,

Marissa Rivera (she/her/ella)
Director of Partnerships, _OFCOLOR
marissa@ofcolor.org
www.ofcolor.org



April 27, 2022

Dear Ms. Ramos,

I write this letter in regard to the proposed Manor Road project in East Austin. My intent is to share the support and partnership of Raasin in the Sun with the Vecino Group and the proposed Hues Plaza development.

Raasin in the Sun is grounded in our mission—to unite, inspire and restore our communities through cultural arts and environmental initiatives. Throughout Austin, we have collaborated with City stakeholders and fellow community members to renew spaces and uplift the collective spirit. East Austin is near and dear to us. It has been an opportunity for our work to champion the significance of the neighborhood and its leaders—more personally, some of our team even call it home.

The work of the Vecino Group—and their approach to a greater good for Manor Road—speaks directly to our own mission. Collaborating on a development that will deliver for the community on multiple levels is an exciting opportunity and a natural progression of what our team hopes to create with and for Austin.

Thank you,

A handwritten signature in black ink, appearing to read "Raasin McIntosh". The signature is stylized and fluid, with the first letter of each word being significantly larger and more prominent.

Raasin McIntosh

Founder, Raasin in the Sun



40 Fulton Street, Suite 1404 | New York, NY | 10038

April 21, 2022

Josh Koss
General Counsel
Vecino Group
444 River Street
Troy, NY 12810

RE: 3515 Manor Road RFP Response

Dear Mr. Koss:

GSD Urban Solutions, LLC (d/b/a "MSquared") is providing this letter in support of the Vecino Group's ("Vecino" or "Sponsor") RFP response for the development of 3515 Manor Road, Austin, TX (the "Site").

MSquared is a women-owned real estate development and impact investing platform that partners with developers, investors, and government to build projects that embrace diversity, promote inclusive economic growth, and create healthy and interconnected communities. Founded by nationally recognized housing expert, Alicia Glen, the MSquared team has structured, financed, and executed some of the most complex and catalytic residential and mixed-use public-private projects in the United States, demonstrating its ability to leverage public resources, negotiate with diverse stakeholders, and drive demonstrable financial and social returns. MSquared invests in mixed-income, mixed-use, ground-up or adaptive reuse development projects with a focus on providing equity capital to best-in-class, mission-aligned developers.

Based on MSquared's preliminary review of Vecino's proposed development plans for the Site, MSquared believes the Vecino team is well positioned to execute on its vision for a vibrant mixed-income development (the "Project") and supports its RFP submission to develop the Site. MSquared intends to work alongside Vecino during the due diligence period to evaluate the opportunity and assess a potential future investment in the Project, subject to MSquared's internal due diligence, underwriting, and investment committee process.

This letter is not intended to be, and shall not constitute, a commitment to provide equity, syndicate a financing, underwrite or purchase securities, commit capital, or provide or arrange any portion of the financing for the Project. Such obligations would arise only under separate written agreements acceptable to MSquared in its sole discretion. Furthermore, any such commitment would be subject to, among other things, (a) the satisfactory completion of MSquared's customary due diligence review; (b)

approval by MSquared internal committees; (c) the receipt of any necessary governmental, contractual and regulatory consents or approvals in connection with the Project and the related financing; (d) the negotiation and documentation of the financing referred to above, including the terms and conditions of the financing, in form and substance satisfactory to MSquared and its counsel; and (e) there not having occurred any disruption of or change in financial, banking or capital market conditions that, in MSquared's judgment, could make it inadvisable or impractical to proceed with any portion of the financing of the Project.

Neither MSquared nor any of its affiliates shall have any liability (whether direct or indirect, or in contract, tort or otherwise) to the Sponsor, the Project or any other person, claiming through the Sponsor or the Project, as the case may be, for or in connection with the delivery of this letter.

In connection with this transaction, MSquared will be acting solely as a principal and not as your agent, advisor or fiduciary. MSquared has not assumed a fiduciary responsibility with respect to this transaction, and nothing in this transaction or in any prior relationship between you and MSquared will be deemed to create an advisory, fiduciary or agency relationship between us in respect of the Project. You should consider carefully whether you would like to engage an independent advisor to represent or otherwise advise you in connection with the Project, if you have not already done so.

MSquared acknowledges that the Sponsor may utilize this letter in connection with its RFP response to Austin Public Health and the Austin Housing Finance Corporation.

Please feel free to contact Sara Myerson at smyerson@buildmsquared.com or at (508) 341-1045 with any specific questions or concerns.

Sincerely,

MSquared

By: *Sara Myerson*

Name: Sara Myerson

Title: Managing Director

Date: April 21, 2022



April 14, 2022

Mr. Josh Koss, General Counsel
The Vecino Group
305 W. Commercial Street
Springfield, MO 65803

Re: 3515 Manor, Austin, Texas

Dear Josh,

I have reviewed the Request For Proposals from the Austin Housing Finance Corporation for the development and operation of a multifamily rental housing development to be located at 3515 Manor Road in Austin, Texas. With the increasing need for workforce housing units in Austin, and across the nation, Chase would be very interested in financing the development of this project which would hold its units affordable at 80% AMI or less.

Chase has enjoyed its relationship with The Vecino Group and of great importance to the Bank is the expertise Vecino demonstrates in multiple facets of the affordable housing industry. We are pleased with the overall performance of the developments for which we have provided financing including construction, lease-up and ongoing operations. We look forward to working with you on this meaningful project.

Sincerely,

JPMORGAN CHASE BANK, N.A.

Ken L. Overshiner
Authorized Officer