



August 4, 2021

Mr. Alan Fish (Tannehill RFP)  
Austin Housing Finance Corporation  
1000 East 11<sup>th</sup> Street, Suite 200  
Austin, Texas 78702

Dear Mr. Fish:

Volunteers of America National Services (VOANS) is pleased to submit the enclosed proposal for the East Austin Development Opportunity located at 3811 Tannehill Lane to Austin Housing Finance Corporation (AHFC). Given our deep experience in affordable housing and growth plans to expand in Texas, we are pleased to propose a development of 154 affordable rental units and a health clinic to serve families in the east Austin community.

Volunteers of America is one of the largest nonprofit providers of quality affordable housing, healthcare and supportive services meeting the needs of a wide range of communities throughout the country. Since 1896, we have supported and empowered individuals and families across the housing and healthcare spectrum, including America's most vulnerable groups. Through hundreds of human service programs, including housing and healthcare, Volunteers of America touches more than 1.5 million people.

We have built a diverse portfolio that includes developments targeted at families with low to moderate incomes, senior communities, and mixed-income properties with market rate units. Our network of affordable housing facilities consists of approximately 500 properties totaling nearly 22,000 affordable housing units.

Volunteers of America has the expertise to address affordable housing's many facets through completion – from development to ownership, to management and supportive services. We pair the strengths of a national organization with our network of locally-chartered affiliates and community stakeholders to produce high quality sustainable, affordable housing developments across the United States.

For the 3811 Tannehill Lane VOANS response, we have compiled a team with in-depth knowledge and experience in affordable housing finance and development that we believe has the vision and experience to successfully develop this site. We are committed to deliver long term economic and redevelopment goals for AHFC. Also, we are confident that our team can successfully complete the development and bring a final product that will make the Austin Housing Finance Corporation and City of Austin proud to showcase.

Our local affiliate, VOA – Texas, manages over 40 housing communities across the state, making it one of the largest providers of affordable housing in the state. With a mission driven approach to management VOA-Texas

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specializes in managing family properties and is positioned to provide property management and services that is responsive to the needs of the future residents at the 3811 Tannehill Lane.

It would be our pleasure and honor to partner with the Austin Housing Finance Corporation to complete this development. Should you have additional questions as you review our qualifications, please do not hesitate to contact me, at [dwelchel@voa.org](mailto:dwelchel@voa.org) and 512-671-0000.

We believe our mission, housing principles, team of professional experts, local and national experience is the right combination needed to deliver the high-quality product described in the enclosed proposal.

Sincerely,

Deborah Welchel  
Senior Development Director for Texas

**National Office**

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# EAST AUSTIN DEVELOPMENT PROPOSAL

Submitted By  
VOLUNTEERS OF AMERICA  
NATIONAL SERVICES

August 5, 2021

Original Copy



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## 1.0 Executive Summary

Volunteers of America National Services (VOANS) is pleased to submit the following proposal for the East Aust Development Opportunity located at 3811 Tannehill Lane. Given our expertise in affordable housing, we are enthusiastic to propose a mixed-use development with 154 units designated for families along with a health clinic to serve residents and the community.

### **Unit/AMI Mix:**

With units averaging approximately 1,092 square feet on the 7.96-acre site the density is a very low at 19 units/acre. The 100% affordable rental development will consist of 66 one-bedroom multifamily units (43%); 24 two-bedroom multifamily units (23%); 26 two-bedroom single family duplexes (17%) and 26 three-bedroom single family duplexes (17%). As configured, 57% of the units are multi-bedroom affordable units thereby reflecting the communities' desire for a higher portion of multi-bedroom units. The density of 19 units/acre, while considered low, may be reduced through a further refining of the site plan.

Below is a table that provides the unit/bedroom/AMI mix and represents VOANS commitment to maximize the number of affordable units restricted to households earning at or below 50% of the area median family income. There are 4 one-bedroom units at 30% AMI, 4 two-bedroom duplexes at 30% AMI, 36 one-bedroom multifamily units at 50% AMI and 24 two-bedroom duplexes at 50% AMI.

Description	# Bedrooms	# Units	Sq Ft / Unit	Unit Type	Rent %	Utility	Max LIHTC	Actual	Rent
				LIHTC/MKT		Allowance	Rent		
Stack House	1	2	639	LIHTC	30%	57	499		442
Stack House	1	10	639	LIHTC	60%	57	1,056		999
Stack House	1	18	750	LIHTC	60%	57	1,056		999
Stack House	1	36	750	LIHTC	50%	57	870		813
Stack House	2	12	1,068	LIHTC	60%	75	1,260		1,185
Stack House	2	12	1,038	LIHTC	60%	75	1,260		1,185
Stack House	2	12	1,074	LIHTC	60%	75	1,260		1,185
SF Rental - Duplex	2	2	1,285	LIHTC	30%	83	585		502
SF Rental - Duplex	2	11	1,285	LIHTC	50%	83	1,030		947
SF Rental - Duplex	2	13	1,285	LIHTC	50%	83	1,030		947
SF Rental - Duplex	3	13	1,860	LIHTC	60%	100	1,443		1,343
SF Rental - Duplex	3	13	1,860	LIHTC	60%	100	1,443		1,343

To prioritize affordable units for households who have been previously displaced VOANS will commit to working with AHFC to utilize the preference policy that relates to the distribution of affordable housing units for low- and moderate-income households based on generational ties to the city and the policy that relates to the distribution of units based on household size.

### **Financing Plan & Partnership Structure:**

To fill any funding gaps, we anticipate utilizing Capital Magnet Funds from Volunteers of America National Services, Federal Home Loan Bank – Dallas funds from the Affordable Housing Program, and TDHCA's Direct Loan Program, thereby not requiring any City of Austin Housing Development Assistance for gap financing.

VOANS proposes a partnership with AHFC. The new TBD owner entity will be a to-be-formed limited partnership which will be comprised of a general partner (0.005%), a Class B limited partner (0.005%), and a limited partner (tax credit investor) (99.99%). The general partner is a new TBD entity and will be an instrumentality of the Austin Housing Finance Corporation. The Class B limited partner will be a new TBD entity, whose sole member is Volunteers of America National Services (VOANS). The tax credit investor will be identified later.

As a result of this partnership which will preserve the tax-exempt status of the ad valorem taxes, VOANS is proposing a long-term ground lease of 75 years, and an annual payment in the amount of \$50,000. This payment would begin after all deferred developer fees are paid. This long-term lease over the 40-year affordability period would allow AHFC to recoup their original investment of \$1,960,000.

### **Experience:**

We believe the VOANS development team is well suited to develop 3811 Tannehill Lane as we will be actively involved in all phases of, and lead, the development process. Nationally, the process begins with strategic planning and identifying locations around the country where a need is determined to exist for the persons to be served. The development staff is involved in every stage of development: market analysis, site selection, financial feasibility, stakeholder engagement, selection of design and construction professionals, design development, permitting, financing and accounting, construction, delivery, and lease-up. Beyond the actual execution of development projects, VOANS possesses the financial expertise and underwriting capacity to leverage virtually every source of financing available to affordable housing projects. We develop facilities using a variety of mixed-financing methods, including Low Income Housing Tax Credits, bond financing, conventional financing, HUD 236, 221(d)(4) and LIHPRHA programs. VOANS' development department has also been successful in obtaining numerous grants and loans through foundations and the HOME, CDBG and FHLB programs.



The VOANS team has extensive and proven experience raising both project and enterprise-level funding to support our affordable housing initiatives through a variety of relationships with tax equity investors, debt providers, and social impact and philanthropic organizations. As a mission-driven, non-profit, with nearly 57 years of experience, we have a deep understanding of our partners' goals. Banks want CRA investments, foundations have specific targeted commitments to measurable community development, and other public, private and philanthropic sources have their unique mission and investment goals. Furthermore, we have designated senior staff that work closely with our development team to identify development opportunities in our extensive portfolio in need of gap financing that would make sense for one of our social impact partners. Our expertise includes structuring affordable housing transactions, optimizing development potential with limited resources for either new construction or repositioning projects. We focus on structuring

transactions that combine LIHTC, Section 8, and public housing rental units, with other affordable, market rate, and mixed-use components, to achieve financially feasible mixed income developments. Our experience with each of the programs listed above allows us to evaluate projects from multiple angles until we find the financing combination that maximizes affordability while still being able to achieve all of the other project objectives.

**On Site Staff:**

The other key VOA Team member is VOA-Texas, who will function as property manager and service provider. VOA-TX is committed to creating a cohesive and successful project. To that end, the management and service coordinator full-time staff will be located in offices on-site. Our proposal includes a designated on-site Resident Coordinator to provide enhanced service coordination. This includes making connections with organizations and agencies in the community that will provide information, education, assistance and activities for the residents. Everything from children's activities to job training classes are provided through the efforts of the onsite Service Coordinator who primarily have social work and/or case management backgrounds. Beginning with assessments, our service coordinators establish linkages with all agencies and service providers in the community; explore the community to determine/develop the best "deals" in service pricing, to assure individualized, flexible, and creative services for the resident. They also refer and link the residents of the project to service providers in the general community. These are, for example, case management, personal assistance, homemaker, adult education, parenting classes, job training, job search/ interviewing/ resume, ESL classes, income tax filing, budgeting, food pantry, transportation, counseling services, children's programs (back to school, after school, anti-drug/crime, summer lunch programs, etc.), preventive health screening/wellness and legal advocacy.

VOANS has a Resident Coordinator in 125 of our housing developments and we are incorporating this model into all of our future developments as we believe it is a service that significantly helps foster an environment in which residents and persons with disabilities can live independently and remain in their communities.

Building on our toolkit of integrating health and housing, VOANS proposes a 1,500-health clinic in the Tannehill development to serve the residents and the community. VOANS believes in pooling resources and expertise to improve the health of our residents and the surrounding population, particularly within disadvantaged communities and at-risk populations. VOANS will coordinate with the local VOA-Texas office to identify the operator for the space. At approximately 1,500 sf, the clinic is programmed with a nurse's office, doctor's office, two private exam rooms and storage space. VOANS has successfully integrated this model in other communities.

Volunteers of America National Services believes that we are the best partner to assist the Austin Housing Finance Corporation with development of the 3811 Tannehill Lane site. With the level of affordability, the higher multi-bedroom units, the commitment to rehouse residents who have been displaced, minimizing the requirement for City of Austin subsidy, our nationwide development/owner experience and our commitment to residents and services it would be our pleasure and honor to partner and collaborate with the Austin Housing Finance Corporation to complete this important development.

## 2.1 Overall Development Concept

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### **Proposed Development Plan**

The proposed development plan is a mixed-use development of multifamily and single-family rental units that will result in a total of 154 units to serve individual and families. With units averaging approximately 1,092 square feet on the 7.96-acre site the density is a very low at 19 units/acre. Impervious cover is estimated to be 75% with open space estimated to be 10%. The development density by use is 258k gsf.

The 6 multifamily buildings will utilize Humphreys & Partners Stak House design of a 2/3 story building type which provides an excellent alternative for suburban infill on this site. The Stak House buildings are a mix of one- and two-bedroom units ranging from 639 sf for the smallest one-bedroom unit to 1,068 sf for the largest two-bedroom unit. Additionally, this building type allows for 10 attached garages in each building.

In addition to the 6 Stak House denser buildings, the proposed site plan includes 26 two-bedroom and 26 three- bedroom single family 2-story duplexes that will be available as rental units.

The mixed-income development will consist of 66 one-bedroom multifamily units (43%); 24 two-bedroom multifamily units (23%); 26 two-bedroom single family duplexes (17%) and 26 three-bedroom single family duplexes (17%). As proposed, 57% of the units are multi-bedroom affordable units thereby reflecting the communities' desire for a higher portion of multi-bedroom units.

The number of required parking is 246 spaces and 296 spaces are provided. The spaces are divided between 60 garage spaces, 24 tandem surface spaces and 212 surface parking spaces.

### **Project Amenities**

Consistent with VOANS design standards, each unit will have central air conditioning, mini-blinds, plank flooring, a walk-in closet, refrigerator, stove/oven, dishwasher, disposal, microwave and in-unit washer/dryer. The project's common amenities and security features will include a community room, exercise room, children's play area, pool, computer room, video surveillance and a 1,500 square foot medical clinic for the residents and the community at large.

### **Energy Efficiencies**

VOANS is committed to creating sustainable projects. As such, the proposed development will adhere to Enterprise Green Communities standards and include the following efficiencies:

- ❖ High SEER rated AC Condensers
- ❖ Energy Efficient Windows
- ❖ Efficient Glass and Glazing
- ❖ Water Conserving Fixtures
- ❖ Energy Efficient Water Heaters
- ❖ Energy Star Rated Light Fixtures
- ❖ CFL and/or LED Lighting
- ❖ Occupancy Sensors, Daylight Sensors, Timers
- ❖ Energy Star Rated Appliances

### Proposed Population to be Served

The project will serve families and individuals. The project has a total of 154 units, of which all the units will be designated as affordable units. The proposed area median income mix is, as follows:

AMI Unit Mix	
Units Reserved at 30% of AMI	4
Units Reserved at 50% of AMI	75
Units Reserved at 60% of AMI	75
<b>TOTAL</b>	<b>154</b>

Description	# Bedrooms	# Units	Sq Ft / Unit	Unit Type	Rent %	Utility	Max LIHTC	Actual	Rent
				LIHTC/MKT		Allowance	Rent		
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SF Rental - Duplex	3	13	1,860	LIHTC	60%	100	1,443		1,343



## 2.2 Market Demand

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Affordable Housing Analysts prepared a Preliminary Apartment Market Analysis for the 3811 Tannehill Lane neighborhood. We have attached the Summary and Conclusions.

Salient points include the following

There is significant demand in the primary market area with population growth between 2000 and 2010 to be 52% and between 2010 and 2021 to 44%.

The average household size is 2.47 person and 91% of the households consist of 1 to 4 persons. The unit mix of one, two- and three-bedroom units is considered appropriate for this market.

Occupancy in the market area is 94.4% and a general capture rate of 4.8% for a family development is excellent.

We believe the multifamily/single family rental development we propose will provide both large and small families affordable housing currently not available in the market.

**APPRAISAL REPORT  
INVOLVING A PRELIMINARY APARTMENT MARKET ANALYSIS  
FOR A HOUSING TAX CREDIT/PRIVATE ACTIVITY BOND (HTC/PAB)  
DEVELOPMENT**

**OF**

**A 154-UNIT PROPOSED GENERAL HTC/PAB APARTMENT DEVELOPMENT. IN  
AUSTIN, TRAVIS COUNTY, TEXAS**

**PREPARED FOR**

**AUTHORIZED BY  
MS. DEBORAH WELCHEL  
TANNEHILL  
c/o VOLUNTEERS OF AMERICA  
1600 DUKE STREET  
ALEXANDRIA, VIRGINIA 22314**

**BY**

***AFFORDABLE HOUSING ANALYSTS*  
3912 AVENUE O  
GALVESTON, TEXAS, 77550**

**EFFECTIVE DATE OF THE MARKET ANALYSIS  
AUGUST 5, 2021**

**DATE OF THE REPORT  
AUGUST 5, 2021**

## **SUMMARY AND CONCLUSIONS**

## EXECUTIVE SUMMARY

**Disclosure of Competency:** *Affordable Housing Analysts* is a professional real estate appraisal and consulting firm, providing service to a variety of corporate, institutional, governmental, and private clientele. In the past 12 months, I have completed numerous assignments involving similar properties. I am a State Certified General Real Estate Appraiser with the State of Texas, and have prepared/reviewed numerous market studies and appraisal assignments of properties similar to this assignment.

**Primary Market:** The subject's primary market is generally defined as that area contained within census tracts 48453000306, 48453000307, 48453000401, 48453000402, 48453000801, 48453000802, 48453000803, 48453000804, 48453000901, 48453000902, 48453001000, 48453001811, 48453001812, 48453002104, 48453002105, 48453002106, 48453002107, 48453002108, 48453002109, 48453002110, 48453002111, 48453002112, and 48453002113. This area is contained in all or a portion of the following zip codes 78702, 78721, 78722, 78723, & 78752. The area is generally bound by Highway 290 to the north, Highway 183 and the railroad track to the east, the Colorado River to the south, and Interstate Highway 35 to the west. The average rental rate for apartments in the subject's primary market area is reported at \$1.28 per square foot per month. The average rent and occupancies in this submarket are skewed downward somewhat due to a number of older projects with a modest level of amenities. The average physical occupancy in the subject's market area was reported at 94.94%. Occupancy rates and rental rates in this primary market area have remained strong over the past few years, with overall stable rental rates.

**Demand:** The primary market area for the subject property had an estimated 31,428 households in 2021 and is projected to have 34,541 households by 2026. Approximately 21.37% of these families were renter households in 2021. The population growth in the primary market area between 2000 and 2010 was 52.13%, between 2010 and 2021 was 43.92% and between 2021 and 2026 is projected to be 8.73%. The population is growing within the primary market area.

**Evaluation of Subject Property:** The subject property will have one- to three-bedroom units. The subject property is proposed to have the following breakdown;

Units	#	%
1BR	66	42.86%
2BR	62	40.26%
3BR	26	16.88%
	154	100.00%

It should be noted that 52 of the subject units will be located in two-story "stacked" duplex units, and the remainder will be located in three-story garden-style apartment buildings.

Because the average household size in the primary market area is 2.47 persons, and approximately 91.01% of the households consist of 1 to 4 person households, having approximately 83.12% of the unit mix in one to two-bedroom units is considered appropriate.

Based on discussions with leasing agents, and my own analysis of the selected comparables in the primary market, the unit mix is appropriate for a General project, and will complement the local affordable housing market.

The subject property has a projected per unit development cost that is within the typical range for projects of this type and caliber. Development of the project is the maximally productive use of the site and I consider it to be an acceptable location for this development.

**Need for Affordable Housing:** Occupancies of the affordable housing projects are high, with some maintaining waiting lists. Therefore, the subject property need only achieve moderate penetration to be feasible. This is a realistic scenario considering the limited supply of quality affordable General housing in the subject's primary market area.

**Capture Rate:** Based on my research, there are six approved/under construction/in lease-up Family projects with comparably-restricted units within the PMA. The Abali is a 56-unit under construction project with 56 units, of which 20 comparable to the subject and are included in the capture analysis; Pathways at Chalmers Court West with 156 units, of which 10 are comparably-restricted; Pathways at Chalmers Court South with 86 units of which 76 are comparably-restricted; Talavera Lofts with 92 units of which 28 are comparably-restricted; Travis Flats with 146 units of which 84 are comparably-restricted, and Govalle Terrace with 97 units of which 56 are comparably-restricted. Per TDHCA guidelines, all of the subject's restricted units should be included in the capture calculations. The subject contains 154 units, of which 154 will be rent-restricted. Therefore, a total of 787 units require absorption, of which 428 units will be comparably rent-restricted. There are approximately 8,960 (HISTA) potential households (relevant to the rent restricted units) based on income eligibility, household size, and housing preference in the subject's primary market.

**HISTA Gross Capture Rate for 428 Affordable General Units**

**4.80%**

THE CAPTURE RATE ABOVE IS OVERSTATED. I HAVE NOT INCLUDED DEMAND FROM SECTION 8 AND OTHER DEMAND SOURCES. BECAUSE THE CAPTURE RATE WAS WITHIN TDHCA'S GUIDELINES WITHOUT THE INCLUSION OF THESE DEMAND SOURCES, THAT DEMAND WAS NOT QUANTIFIED IN THIS REPORT.

**Effect of Subject Property on Existing Apartment Market:** Based on the high occupancy levels of the existing properties in the market, the subject's stabilized occupancy, and the lack of good quality affordable housing, along with the recent strong absorption history, I project that the subject property will have minimal sustained negative impact upon the existing apartment market. Any negative impact from the subject property should be of reasonable scope and limited duration.

**Certification of Interest:** The individuals performing this study do not have any interest or prospective interest in the development of the subject property.

**Description of Subject Property**

is a 154-unit General apartment development proposed to be constructed and operated as a Housing Tax Credit/Private Activity Bond property that will be separately-metered for electricity (tenant pays), and master-metered for water/sewer (landlord pays), with the landlord paying for trash pickup. The units will be contained in two-story duplex and three-story garden-style buildings. The common areas will include fitness center, business center with computers and internet access, leasing office, and a community room. The development will also offer a resort style swimming pool, barbecue/picnic areas, and controlled access to the property. The property is anticipated to be of good quality construction, comparable to Multiple Residences Class B structures as defined by Marshall Valuation Service. The property will be a Housing Tax Credit/Private Activity Bond (HTC/PAB) complex with 100.00% of the units to be set aside for households earning at or below 60% of the Area Median Gross Income (AMGI), adjusted for family size.

AMI	Units	%
30%	4	2.60%
50%	77	50.00%
60%	<u>73</u>	<u>47.40%</u>
<b>Total</b>	<b>154</b>	<b>100.00%</b>

**Purpose of Appraisal Report**

The purpose of this assignment is to preliminarily analyze the subject property's multifamily market and determine whether sufficient potential demand exists to justify acquisition and construction of the subject property. For the purposes of this report, potential demand is the pool of households that are income qualified (household income does not exceed applicable program limits) and can afford the proposed development's rents (rents are no more than 40.00% of household income).

**Definitions**

The following applicable definition was abstracted from *The Dictionary of Real Estate Appraisal*, Sixth Edition, copyright 2015.

**Market Rent**

The most probable rent that a property should bring in a competitive and open market reflecting all conditions and restrictions of the lease agreement, including permitted uses, use restrictions, expense obligations, term, concessions, renewal and purchase options, and tenant improvements (TIs).

Source: *The Appraisal of Real Estate*, Fourteenth Edition, copyright 2013, published by the Appraisal Institute.

**Market Rent**

The achievable rent at the subject property for a unit without rent and income restrictions determined by the Market Analyst or Underwriter after adjustments are made to actual rents on Comparable Units to account for differences in net rentable square footage, functionality, overall



condition, location (with respect to the subject property based on proximity to primary employment centers, amenities, services and travel patterns), age, unit amenities, utility structure, and common area amenities. The achievable rent conclusion must also consider the proportion of market units to total units proposed in the subject property.

Source: Texas Uniform Multifamily Rules

### **Market Analysis**

“A macroeconomic analysis that examines the general market conditions of supply, demand, and pricing of the demographics of demand for a specific area or property type.”

## **SCOPE OF APPRAISAL ASSIGNMENT**

### **Use of the Assignment**

The use of this assignment is understood to be for decision-making purposes of the client, as well as the additional intended users.

### **Development and Reporting Process of the Assignment**

Market data, including sales and lease information, was obtained from sources deemed to be reliable, including, but not limited to, on-site personnel. This report fully discusses all pertinent data, descriptions, and discussions germane to the subject of this report. A copy of this report and the data included herein have been retained in my files.

### **Effective Date of the Assignment**

The descriptions, analyses, and conclusions of this report are applicable as of August 5, 2021.

### **Date of the Report**

The preparation of this report was completed on August 5, 2021.

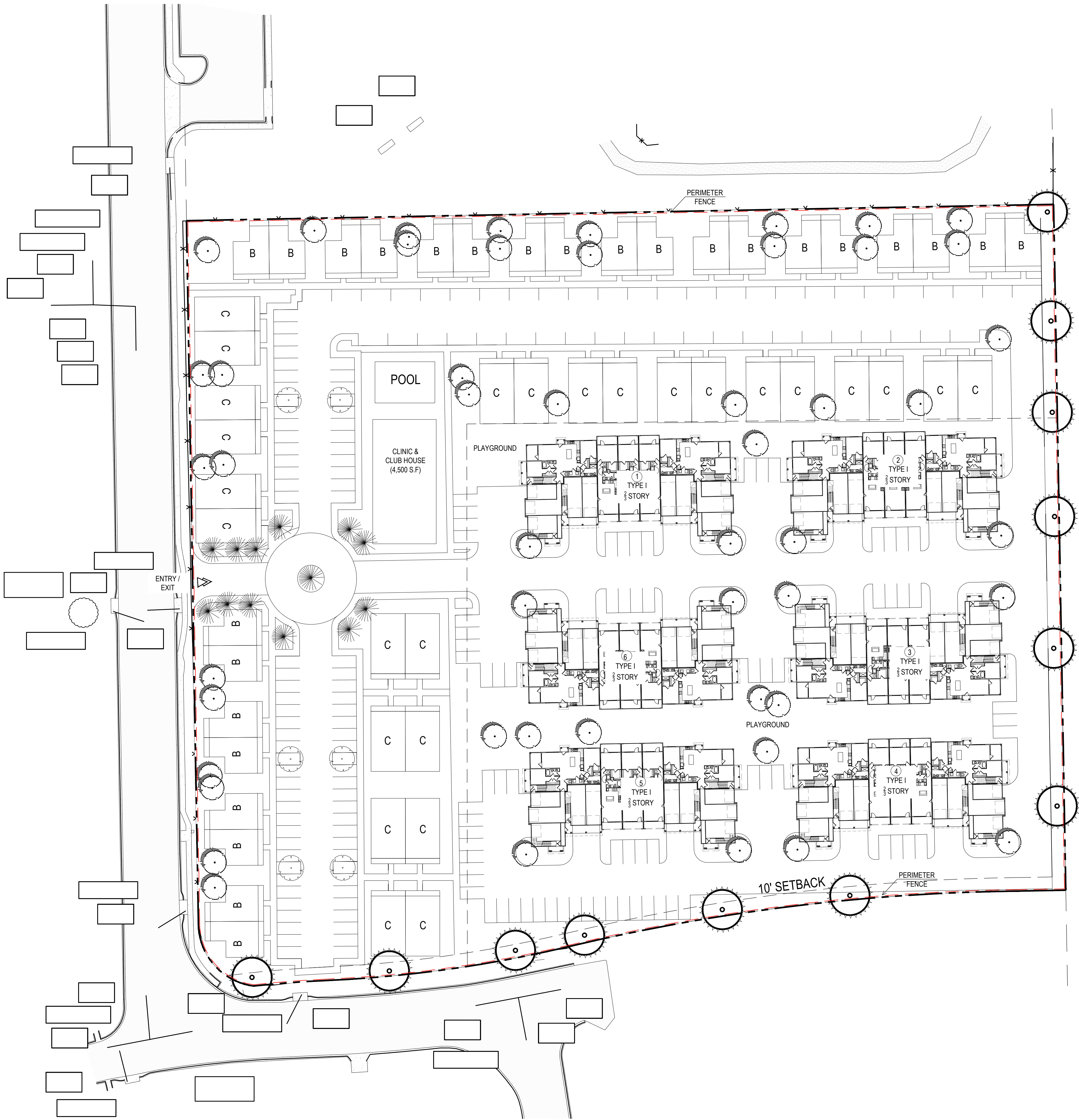
### **Data Sources**

EnrichedData was consulted for apartment statistics. All rental information for the comparable properties has been verified by the market analyst. Census data was obtained from Environics Analytics (Spotlight) and Ribbon Demographics, recognized sources of demographic data throughout the United States and the U.S. Census Bureau.

## 2.3 Site Plan, Floor Plans and Elevations

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VOA - EAST AUSTIN

UNIT TABULATION - 2/3 STORY STAK HOUSE AND SINGLE FAMILIES (PHASE I)

UNIT NAME	UNIT TYPE	NET AREA(SF)	UNIT COUNT	PERCENTAGE	TOTAL AREA	% BREAKDOWN
A1-BH	1br/1ba	639	12	8%	7,668	43%
A2-BH	1br/1ba	750	18	12%	13,500	
A3-SH	1br/1ba	750	36	23%	27,000	
B1-BH	2br/2ba	1,068	12	8%	12,816	40%
B2L-BH	2br/2ba	1,038	12	8%	12,456	
B2U-BH	2br/2ba	1,075	12	8%	12,900	
B1- SF	2br/2.5ba/Den	1,285	26	17%	33,410	17%
C1-SF	3br/3.5ba	1,860	26	17%	48,360	
TOTALS			154	100%	168,110	

UNIT AVERAGE NET SF :

1,092

\* NET AREA IS COMPUTED TO INCLUDE SQUARE FOOTAGE FROM EXTERIOR FACE OF ALL EXTERIOR FRAME WALLS THAT ENCLOSE A/C SPACE. IT DOES NOT INCLUDE PATIOS, BALCONIES, PATIO/BALCONY STORAGE.

PROJECT DATA

UNIT AVERAGE NET SF :

1,092 S.F.

ACREAGE:

7.94 GROSS ACRES

DENSITY:

19 UNITS/ACRE

PARKING:

REQUIRED	246	SPACES
PROVIDED	296	SPACES
GARAGE PARKING	60	GARAGE SPACES
TANDEM SPACES	24	SURFACE SPACES
SURFACE PARKING	212	SURFACE SPACES
	1.9	SPACES/UNIT

SCALE: 1" = 30' - 0" (24"x36" SHEET)

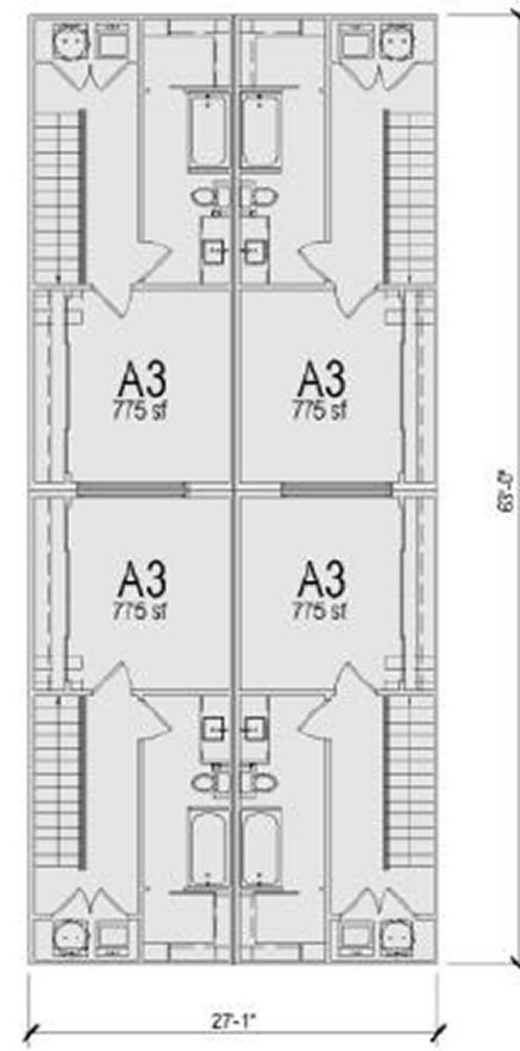
0' 30' 60' 120'



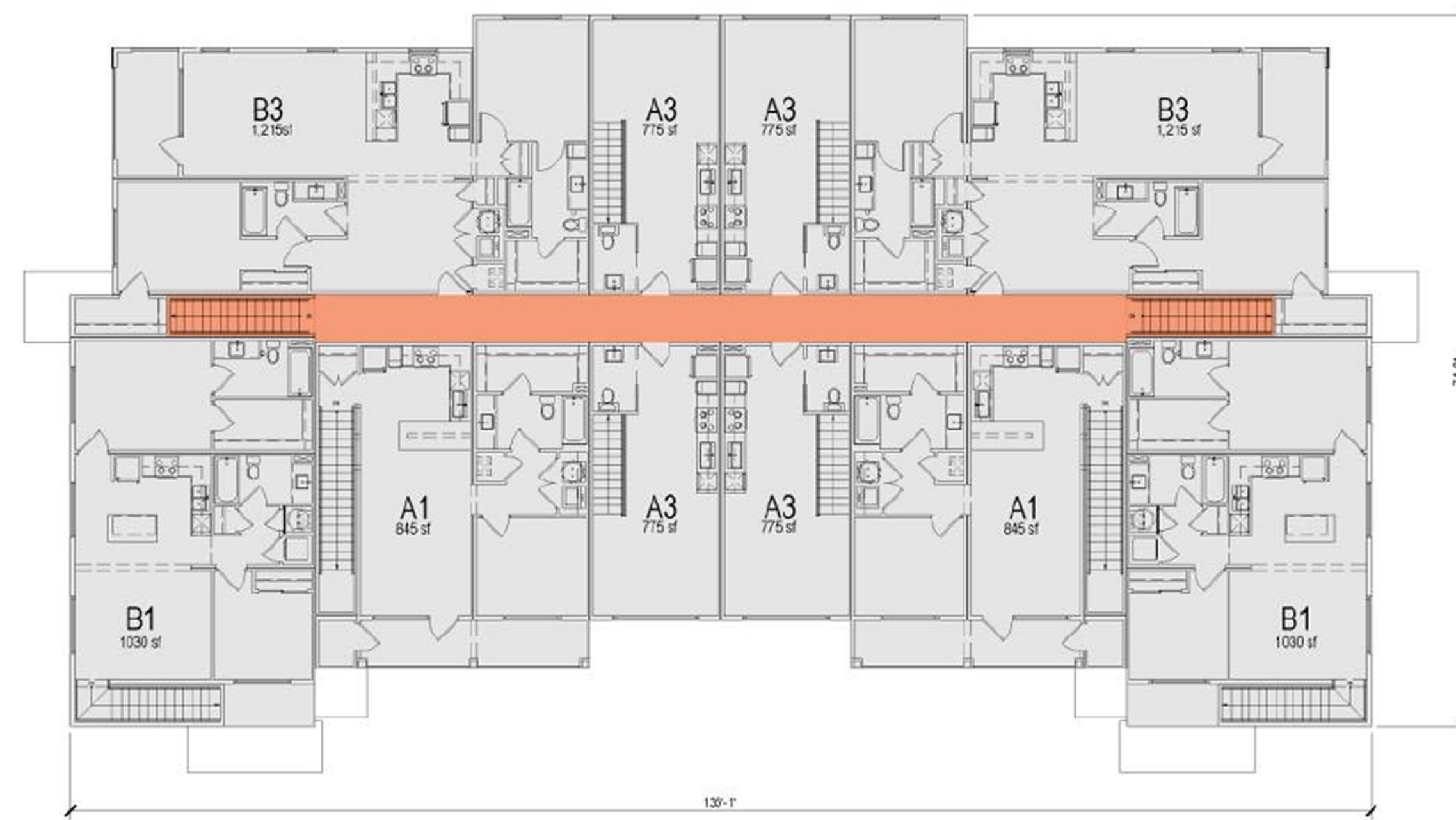




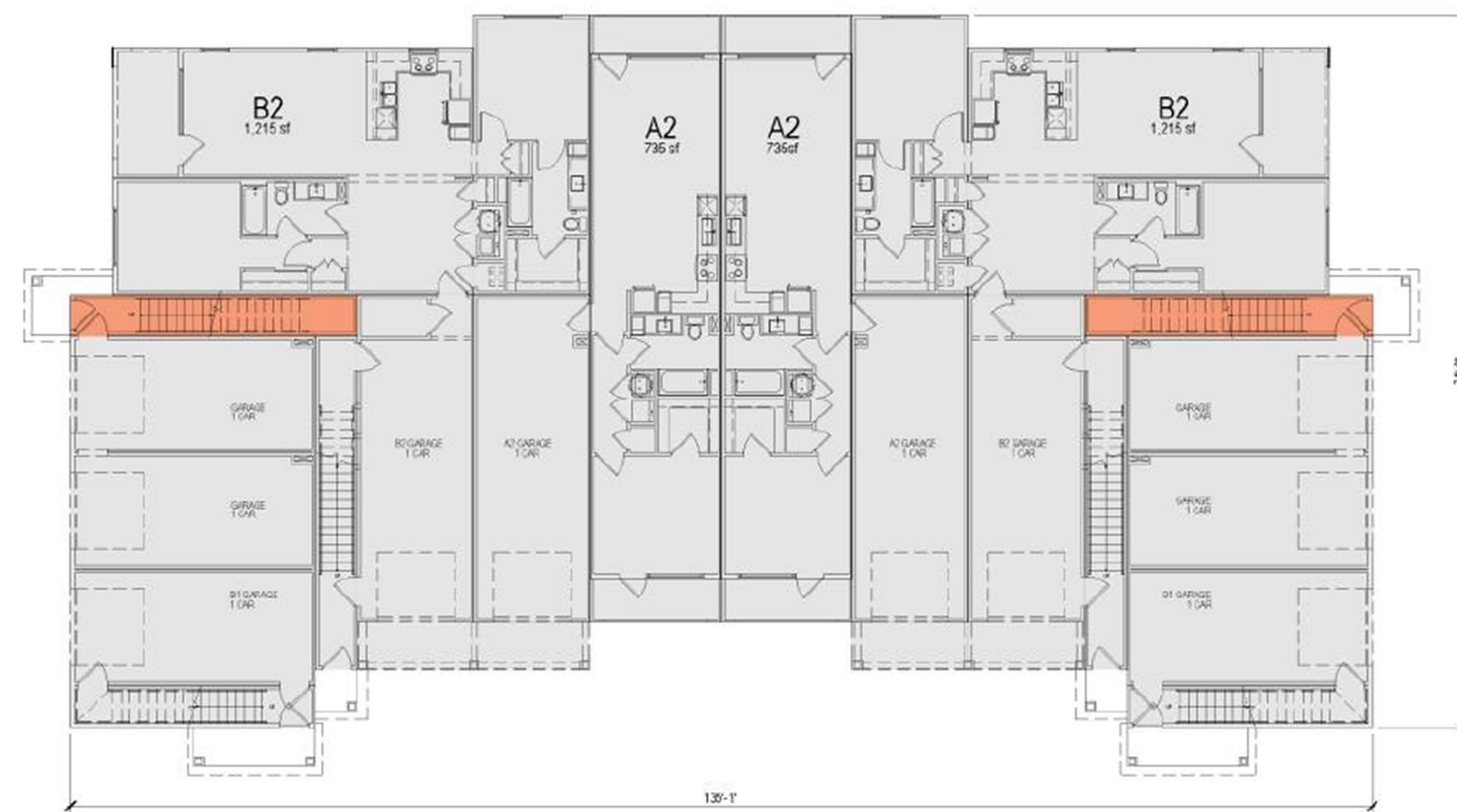




3rd LEVEL



2nd LEVEL



1st LEVEL



# STAK HOUSE® AT A GLANCE

This unique multifamily offering combines our new E-Staks® concept with our award-winning Big House® signature design. It fits seamlessly into suburban single-family neighborhoods with ground-floor units providing private entries and some units boasting direct access garages.

2/3

**STORIES**

Parking/unit: 1.70  
Unit Avg. Sq Ft: 960



**90%**  
**EFFICIENT**

RENTABLE V. SELLABLE  
SQUARE FEET

26

**DU/ACRES**  
MAXIMIZED DENSITY



**SUBURBAN  
INFILL**



**MODULAR  
ADAPTABLE**



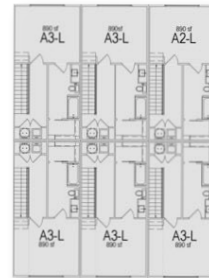
**SMALLER  
SITE**



**SURFACE PARKING  
& DIRECT ACCESS  
GARAGES**

## BUILDING PLAN

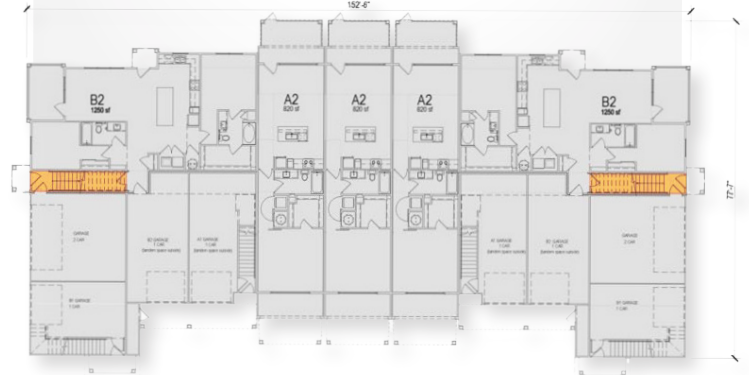
LEVEL 3



LEVEL 2



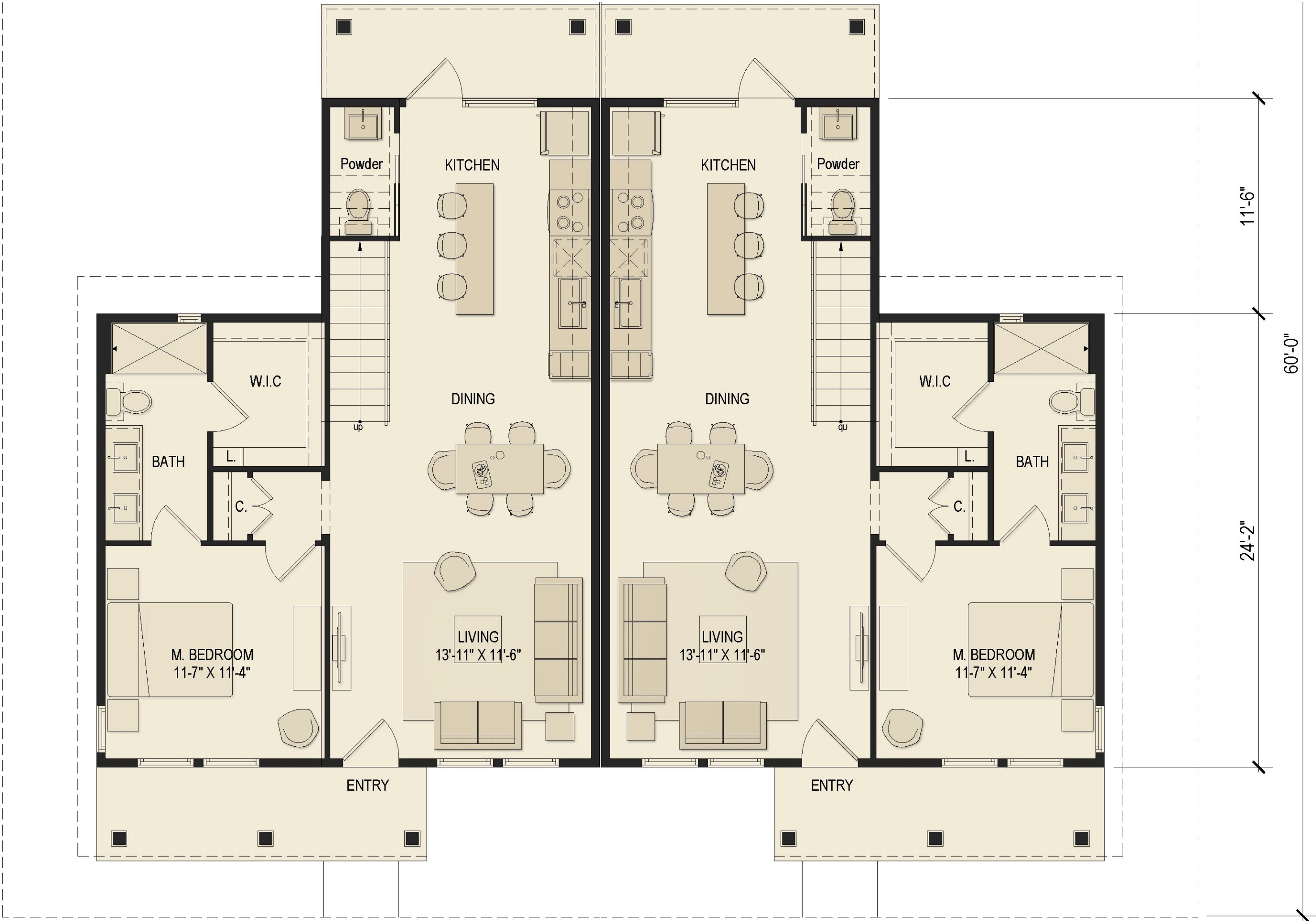
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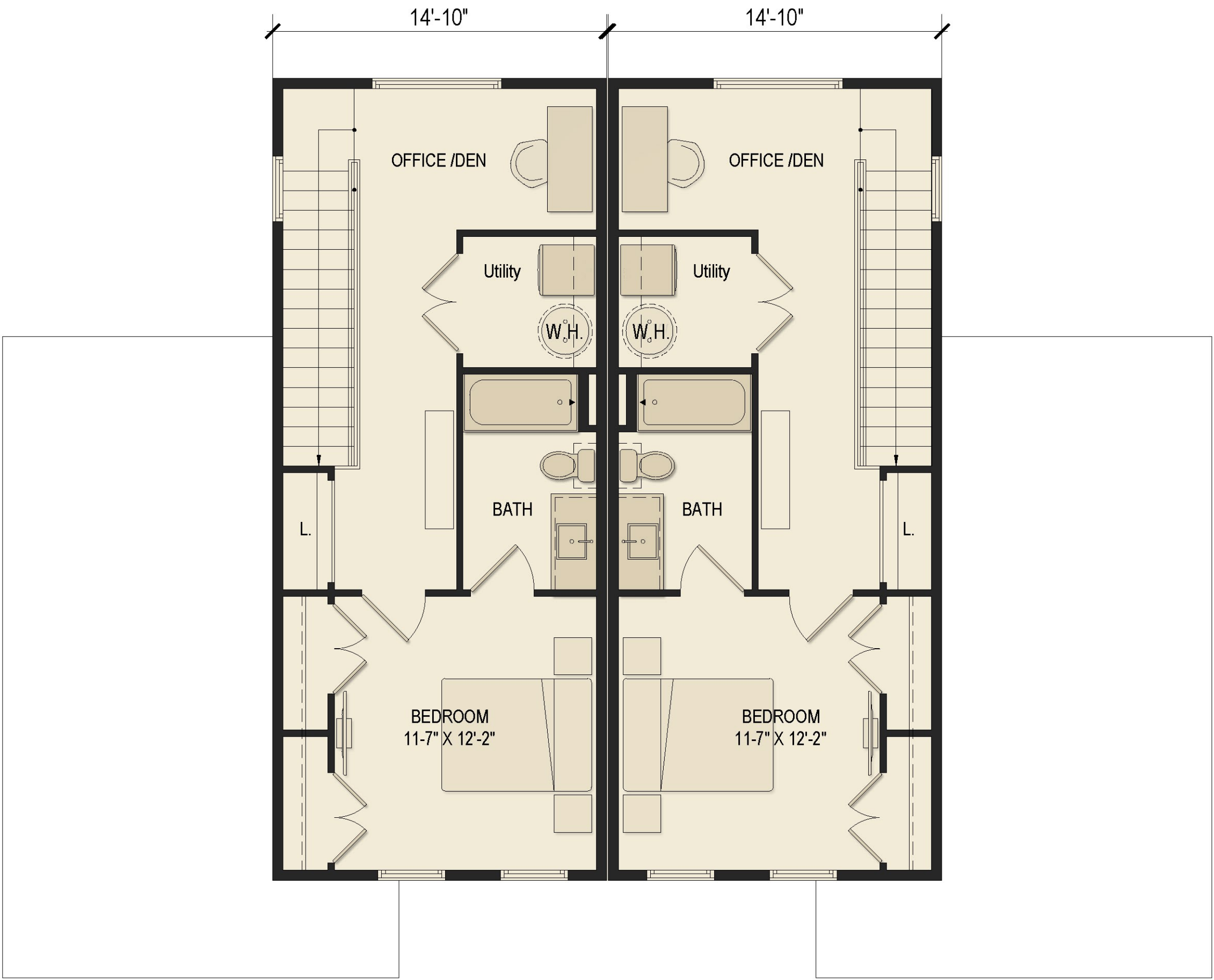




Traditional Style



First FLOOR PLAN



Second FLOOR PLAN





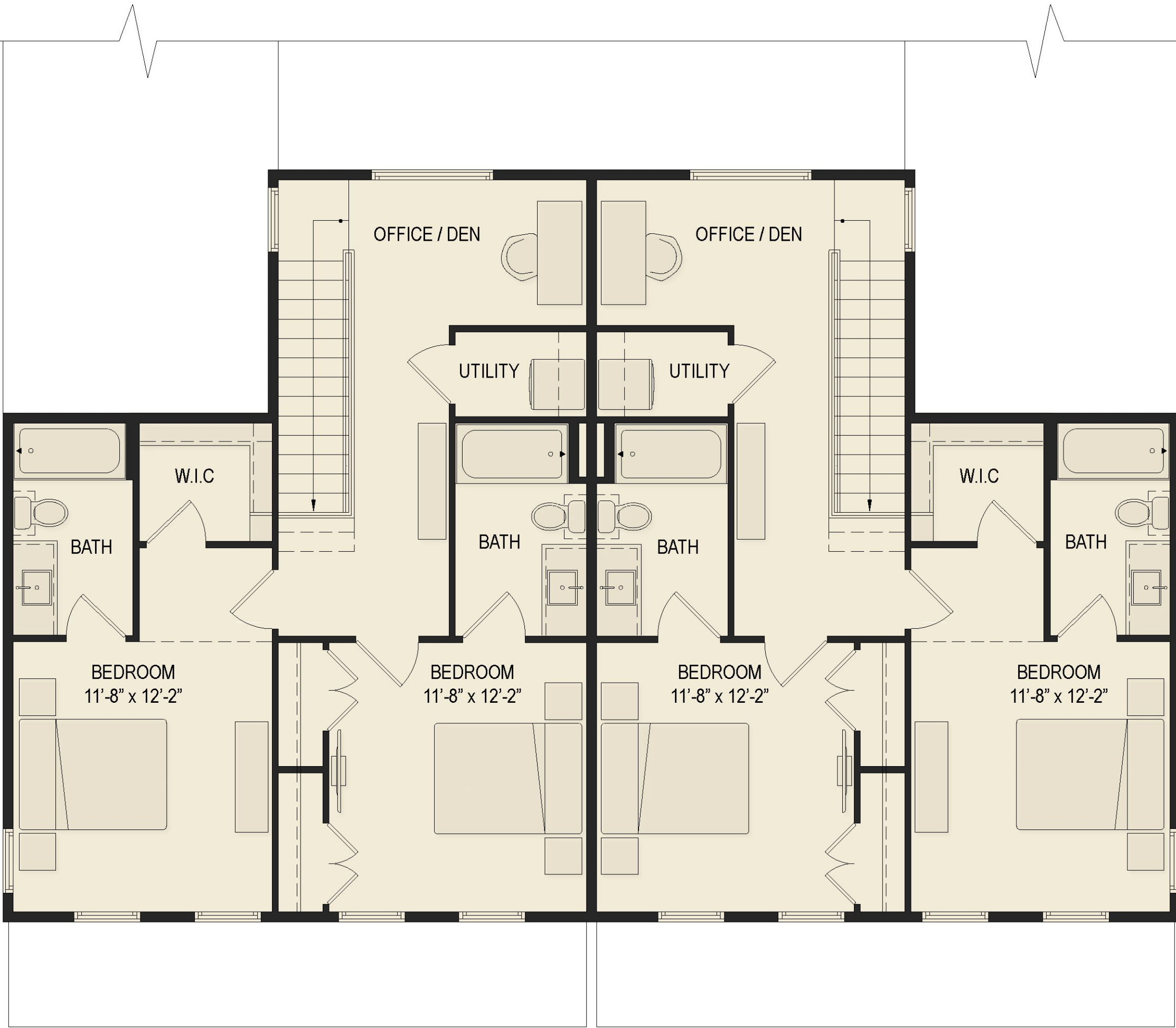
Traditional Style



Traditional Style



First FLOOR PLAN



Second FLOOR PLAN



## 2.4 Timeline

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October 14, 2021	Board Selection
December 31, 2021	Development Agreement Executed
1 <sup>st</sup> Q 2022	Neighborhood Plan Amendment/Rezoning Process Begins– 9 – 12 months Site Planning/Land Use/Development Finalized with Stakeholder Engagements Schematic Design
2 <sup>nd</sup> Q 2022	Design Development GC Review and Pricing
4 <sup>th</sup> Q 2022	Entitlement Process Completed
1 <sup>st</sup> Q 2023	Submit Application for Private Activity Bonds with AHFC
2 <sup>nd</sup> Q 2023	Receipt of Bond Reservation
2 <sup>nd</sup> Q 2023	FHLB – Dallas AHP Submission
3 <sup>rd</sup> Q 2023	Submission of 4% LIHTC Application to TDHCA
3 <sup>rd</sup> Q 2023	RFP for Lenders and Investor
3 <sup>rd</sup> Q 2023	Receipt of 4% allocation
4 <sup>th</sup> Q 2023	FHLB – Dallas Funding Notification
4 <sup>th</sup> Q 2023	Financial Closing
4 <sup>th</sup> Q 2023	Construction Start
1 <sup>st</sup> Q 2025	Construction – Substantial Completion
1 <sup>st</sup> Q 2025	Lease Up Start
2 <sup>nd</sup> Q 2025	Construction Complete
4 <sup>th</sup> Q 2025	Stabilization

## 2.5 Zoning District

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To: Deborah Welchel, Volunteers of America

From: Karen Wunsch, Masterplan

Subject: Rezoning Process Summary for 3811 Tannehill

Date: July 28, 2021

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Provided below is a summary of the City of Austin rezoning process as it relates to the Request for Proposals (RFP) issued by the Austin Housing Finance Corporation for a development opportunity of a 7.96-acre tract located at 3811 Tannehill Lane.

The development proposal by Volunteers of America intends to maximize the number of affordable housing units at the subject property. Particular attention will be given to providing a generous proportion of units that offer multiple bedrooms. The development proposal described can be achieved by rezoning a portion of the site to SF-3 District to accommodate approximately 20 low-density, two-story homes. The SF-3 District allows for single-family attached, single-family detached, duplex, and two-family residential units.

The remainder of the tract that is proposed for approximately 120 one-bedroom or two-bedroom units utilizing the Stak House® design. This design concept can be accommodated within a MF-3 District, which is a medium density residential zoning designation of up to 36 units per acre.

Currently, the subject property is zoned P-NP (Public-Neighborhood Plan) District. The following zoning overlays are applicable to the site:

- MLK-183 Neighborhood Planning Area (Tract 132)
- East MLK Combined NPA
- Airport – Controlled Compatible Land Use Area
- Residential Design Standards

The Future Land Use Map (FLUM) of the East MLK Combined Neighborhood Plan proposes Civic Use. In areas of Austin with an adopted neighborhood plan, a proposed zoning change that does not comply with the FLUM must first request an amendment to the neighborhood plan before filing a zoning change application. The intent of the FLUM amendment process is to provide the Neighborhood Contact Team and other interested community stakeholders an opportunity to consider the changes in conditions, context, opportunities, and priorities that may justify an amendment to the land use plan and ultimately the zoning map.

Typically, a Neighborhood Plan Amendment application for properties located east of IH 35 are accepted only once a year in July. However, there is an exemption process available to individual properties that requires that the application be submitted by a Neighborhood Plan Contact Team or supported by written approval from the Neighborhood Plan Contact Team to file an application out of cycle. It is assumed that an out-of-cycle plan amendment will be pursued for this project.

Provided below is a general summary of anticipated rezoning and development approvals and process required for the proposed project:

<b>Neighborhood Plan Amendment</b>	<b>6 – 9 months</b>
Pre-application Meeting(s) to Discuss Project and Zoning	
Pre-application Meeting(s) to Discuss FLUM Amendment	
Meeting(s) with Contact Team and Stakeholders	
File and Consider FLUM Amendment Application	
Community Outreach	
Community Meeting and Staff Updates	
Plan Commission Public Hearing	
City Council Public Hearing	
Amendment Adopted	
<b>Rezoning</b>	<b>9 – 12 months</b>
Pre-submittal Meeting with Development Services	
Prepare Application and Support Material	
File and Consider Rezone Application	
Community Outreach	
Plan Commission Public Hearing	
City Council Public Hearings (3)	
<b>Platting</b>	<b>4 – 6 months</b>
Project Assessment	
Preliminary Plan (if applicable)	
Obtain Pre-requisite Approvals	
File Subdivision Application	
Plat Approval	
<b>Site Plan(s)</b>	<b>6 – 9 months</b>
<b>Building Permit(s)</b>	<b>4 – 6 months</b>

Masterplan appreciates the opportunity to provide input and participate on this project. If you have questions or want to discuss the information provided in more detail, please contact me at 512-202-5542 or [karen@masterplantexas.com](mailto:karen@masterplantexas.com).

Sincerely,



Karen Wunsch, AICP  
Managing Director

## 2.6 East MLK Combined Neighborhood Plan

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Residential developments in the East MLK Combined Neighborhood Plan are required to have the following:

1. At least 10 percent of each unit type provided, but not less than one total must be affordable to households making no more than 80% of the Median Family Income for the Austin Statistical Metropolitan Area as determined by the director of the City's Neighborhood Housing and Community Development Departments.

VOA Response: We propose to provide 1, 2, and 3-bedroom units as both multifamily and single-family rentals. VOA will provide 2 (1) bedroom multifamily units and 2 (2) bedroom single family rental units to residents earning no more than 30% of the area median income. Additionally, 50% of the units 51 (1) bedroom multifamily units and 26 (3) bedroom single family units will be available to tenants earning 50% of the area median income. The remaining units will be available for residents who earn 60% of the area median income

2. At least 10 percent, but not less than one, of the dwelling units must be accessible according to Chapter 11 of the currently recognized edition of the International Building Code.

VOA Response: We will provide 10 percent of the dwelling units as accessible per the International Building Code.

3. Any rental property shall include a lease addendum with provisions equivalent to those required in City of Austin RHDA-assisted properties. These include but are not limited to:  
Prohibited lease terms in the standard lease agreement that overly restrict tenants' rights; Termination of Tenancy requirements and Owner Entry into Unit Restrictions.

VOA Response: We will comply with lease provisions that are required by City of Austin RHDA-assisted properties.

4. If the project includes commercial development the following shall also be required:  
The developer shall allocate a minimum of \_\_\_\_sf that is priced affordably enough to lease to a non-profit organization and/or affordable arts spaces, e.g. theater space, artists' studios, etc.

VOA Response: The commercial space we are proposing is a small medical clinic at an affordable rent. We are receptive to further discussions about additional community space.

5. Must request support for the Neighborhood Association to be provided by letter or email from an authorized representative of the Neighborhood Plan Contact Team.

VOA Response: If selected through this RFP process VOA will meet with all required EMLK NPCT neighborhood organizations to share our vision for the Tannehill Redevelopment to develop consensus.

6. Certification in the Better Builder Program through the Workers Defense Project or provide equivalent standards:

- Payment of a living wage per City of Austin standards

- Completion of OSHA-10 training, OSHA-30 for supervisors

- Workers Compensation

- Hiring Goal from the Department of Labor and local craft training programs

- Compliance with all applicable state, federal and local laws and

- Independent onsite monitoring

VOA Response: VOANS is committed to hiring 25% MBE/WBE persons both for construction and management. To that end we have engaged an outside contractor who provides job fairs for local businesses and assists them with completing the paper work to secure the MBE/WBE certification. The most recent multifamily project we are working on has achieved a 30% MBE/WBE hiring level. Additionally, we will comply with all other requirements.

7. Minimum 1-star rating under the Austin Energy Green Building program.

VOA Response: We will comply with this requirement.





## **VOA GREEN BUILDING PROJECT SPOTLIGHT**

### **1. Cedar View (Durham NC)**

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- ✔ Standing Seam Metal roof with high reflectivity and vented attic to reduce heat gain
- ✔ VOA preferred exterior envelope package with masonry, cement board siding and standing seam metal roof for extended life.
- ✔ Split system HVAC with high SEER Rating (Seasonal Energy Efficiency Rating)
- ✔ The use of operable window openings for natural cross ventilation in common areas
- ✔ Energy Star Commissioning

### **2. Northway Landing Green Retrofit Program (Nacogdoches Texas)**

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- ✔ Full exterior envelope package replacement windows, metal roof, cement board siding
- ✔ A roof mounted 60K Watt Solar Photovoltaic array

### **3. Silver Lakes Green Retrofit Program (Orlando Florida)**

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- ✔ Roof, carport mounted 220K Watt Solar Photovoltaic array providing about ½ of all electrical power used in the property
- ✔ Underground storm water collection tanks providing irrigation water on site harvested from the building rooftop

### **4. Hope Manor II (Chicago Illinois)**

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- ✔ Energy Star Commissioning
- ✔ Permeable pavements for storm water absorption to reduce runoff
- ✔ Roof mounted solar hot water system

### **5. Terraces on Tulane (New Orleans Louisiana)**

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- ✔ Designed to meet Enterprise Green Communities Criteria
- ✔ Podium construction with covered parking at grade, to respond to potential high water level conditions in the City of New Orleans

### **6. Trailside Heights (Anchorage Alaska)**

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- ✔ Solar Photovoltaic array provided as exterior siding



## **VOA Additional Green Building Criteria**

### **Integrated Design**

- ✔ The Integrated Design Approach is always applied, involving the entire development team VOA, committed to meet the standards of both Energy Star and Enterprise Green Communities.

### **Communities Criteria**

- ✔ Specific to the Green Development criteria, VOA employs the standards of the Enterprise Green Communities Criteria Checklist and will self-certify on completion that these same standards have been met in the design and delivery of the project.
- ✔ Sites will be selected based on its proximity to existing supportive infrastructure of roads, water and sewer.
- ✔ Further there are existing retail and community facilities and adequate public transportation in close proximity to the site
- ✔ Where environmentally sensitive areas exist on or in the area of the site, all reasonable efforts are been made not to compromise these areas. The site selection does not include areas of existing park or prime farmland. The site design avoids critical slope areas, flood plains, and wetland areas on or adjacent to the site.

### **Site Improvements**

- ✔ Are preferred infill sites, the Owner brings to the Development Team experience in dealing with the standards required for greyfield, brownfield and adaptive reuse development.
- ✔ A Phase 1 Environmental Site Assessment is always used. Where additional testing or abatement measures are identified the costs associated will be built into the project budget.
- ✔ The target density for the site, as local zoning and community standards allows is a minimum of 15 units for acre for a compact development with minimum site coverage.
- ✔ The design of the site provides walkable all-weather pathways linking the building to public spaces, sidewalks, and where possible to adjacent developments and open spaces.



## Water Conservation

- ✔ During construction the EPA's Best Management practices for erosion and sediment control are employed.
- ✔ The site design will use appropriate measures to capture, retain or harvest storm water.
- ✔ Landscaping design will further take into consideration available soils, water resources and microclimate using appropriate native plantings to reduce irrigation requirements and avoiding the use of invasive species.
- ✔ Should site irrigation be necessary, an efficient irrigation system will be coupled with the reuse of available water.
- ✔ Irrigation system to also be provided with rain sensors to restrict use when not required.
- ✔ All plumbing fixtures will meet or exceed the minimum EPA WaterSense Label specifications for new construction.

## Energy Efficiency

- ✔ The building is oriented on the site to make the greatest use of passive solar heating and cooling. It will further be designed as photovoltaic ready.
- ✔ An energy analysis will be conducted in the design phase to evaluate the building and its systems performance for compliance with Energy Star standards.
- ✔ All relevant appliances, owned or leased, and lighting both interior and exterior will meet Energy Star standards.
- ✔ Separate electric meters for each unit in the building will be install to monitor power consumption on a unit by unit basis.
- ✔ Also the building will be wired to accept power reverse metered into the grid from photovoltaic panels installed in the future.
- ✔ HVAC condensers will be sited to allow the greatest shading and protection from the sun.
- ✔ Use of cool roof materials and permanent shading devices for windows supplementing building orientation on site.
- ✔ All windows and glazed openings to meet relevant Energy Standards for the location considering heat transfer, infiltration and solar heat gain.
- ✔ The provision of screen on all operable windows to take advantage of natural ventilation.
- ✔ The provision of at least one Energy Star rated ceiling fan in the living units.



## Eco-Friendly Materials

- ✔ The use of building materials in a manner that is consistent with good stewardship either by the use of materials with recycled content or forest products that are Forest Stewardship Council certified will be encouraged.
- ✔ Water permeable surfaces for walkways and paving will also be encouraged.
- ✔ Prior to construction the General Contractor will be required to submit a construction waste management plan calling for separation of reusable and recyclable materials entering the waste stream.

## Community Resident Health

- ✔ The project will require the use of Low/No Volatile Organic Compounds (VOC) for paints, adhesives, sealants, woods, floor coverings.
- ✔ Interior finish materials to be selected from Green Seal standards.
- ✔ Direct exhaust to the exterior will be required in bathrooms and kitchens. Specific design actions to prevent mold will be taken in wet areas, tub and shower enclosures and at hot water heaters.
- ✔ Vapor barriers at slab on grade construction will also be required as well as proper drainage away from the building at its perimeter.
- ✔ Where combustion equipment is specified for water or space heating, CO detectors will be required.
- ✔ In the interest of pest management proper sealing at wall, floor and joint penetrations will be required.
- ✔ All makeup air, given high humidity levels, will be preconditioned for moisture removal as well as temperature control.
- ✔ Provision of an accessible walking/jogging/exercise station path inside the perimeter of the property

## Operations and Maintenance

- ✔ A manual specific to the property will be developed to guide staff on the care and operation of appliances, HVAC, water system controls, lighting equipment, landscape materials and equipment, and pest control systems.
- ✔ Recycling facilities for separating recyclable trash inside the building prior to haul away.

## 2.7 Support Services

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VOANS is very committed to integrating health into our new housing developments. As a way of integrating health into the Tannehill Redevelopment, the development will offer a 1,500 square foot health clinic to serve both the residents of the new to be built community and surrounding community. It is anticipated that a medical provider will lease the space that will be configured with a reception area, nurse's office, doctor's office, 2 private exam rooms and storage space.

Through data collection and evaluation, VOANS has determined 98% of our residents consult with our on-site service coordinators regularly, on average engaging the service coordinator or participating in services arranged by the coordinator 21 times per year. We have included one full time Resident Services Coordinator onsite in our development plan.

The primary purpose of the Service Coordinator is to coordinate services for the residents. This includes making connections with organizations and agencies in the community that will provide information, education, assistance and activities for the residents. Everything from children's activities to job training classes are provided through the efforts of the onsite Service Coordinator who primarily have social work and/or case management backgrounds. Beginning with assessments, our service coordinators establish linkages with all agencies and service providers in the community; explore the community to determine/develop the best "deals" in service pricing, to assure individualized, flexible, and creative services for the resident. They also refer and link the residents of the project to service providers in the general community. These are, for example, case management, personal assistance, homemaker, adult education, parenting classes, job training, job search/interviewing/resume, ESL classes, income tax filing, budgeting, food pantry, transportation, counseling services, children's programs (back to school, after school, anti-drug/crime, summer lunch programs, etc.), preventive health screening/wellness and legal advocacy.

Our service coordinators support positive relationships with family members and help the resident build informal networks with their family, friends and other residents. The staff host social events, (always at holidays), birthday parties, church services and other activities that are provided by volunteers and community groups. Long lasting partnerships are built with churches, clubs and community groups who support the property, as well as individual residents. We believe these community groups expand the resident's network of support and assist us with helping the residents maintain their independence and optimal wellbeing.

Committed to providing meaningful support for our residents, all of our Service Coordinators document their work in "Pangea" which is the platform developed by the AASC association specifically for use by these professionals. This platform is used for individual assessments (which are required), support services and individualized interventions so that management can review the work of each service coordinator, make recommendations or provide supervision as needed. In addition to on site supervision from the Community Manager, we have a Service Coordinator III who interviews, trains and provides network trainings for our Texas/New Mexico based staff. On an annual basis the residents are asked to complete an anonymous survey relating to their experience

with the Service Coordinator which also allows VOATX managers to evaluate the effectiveness of the staff's performance.

VOATX, the property management company for the development will also provide and oversee the services staff. VOATX encourages staff to participate in the American Association of Service Coordinators which provides considerable training specifically for Service Coordinators. VOANS is committed to providing services in all of our property locations, we have been providing services for almost 20 years across our national portfolio. We share best practices, set standards and extend relationships, all in an effort to help our residents succeed.

## 2.8 Property Management

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### **Volunteers of America – Texas**

As long-term developers and Owners since 1985, Volunteers of America Texas, Inc. (VOATX) has owned and managed affordable housing properties for a variety of clients that include families, seniors, disabled persons, veterans and workforce housing. As of January 2021, VOATX has a total of 43 developments (1,653 units) under direct management and/or ownership. The portfolio consists of properties financed with Housing Tax Credits, HUD 202 Housing for the Elderly and HUD 811 Housing for the Disabled.

VOATX has made a commitment to recruiting highly trained personnel. Day to day operations are overseen by Jana Russell, Vice President of Housing. She is charged with ensuring that the mission of the organization, to serve and support the most vulnerable is followed, while ensuring the team delivers professional marketing, leasing, compliance and operational performance for Owners and investors. With 30 years of experience Jana is certified to manage all HUD financed/regulated properties. She has both a Certified Occupancy Specialist and Registered Housing Manager certification.

Betty Morris, Director who is also a 30-year veteran of affordable housing management is responsible for working with the Regional Managers and Contract Administrator's for compliance, processing rent increases, preparing annual contract renewals and preparing annual budgets. She is a Registered Housing Manager.

Valory Barnett, Regional Property Manager, provides supervision and hands on management for the properties in the VOATX portfolio. She ensures that the monthly financial reports are delivered per the management agreement, the payables are accurately processed, and interfaces with third party auditors. Having been in property management for 30+ years, she holds a Certified Occupancy Specialist, Tax Credit Specialist and Fair Housing Specialist.

VOATX provides construction management, fundraising development, human resource management, risk management, accounting and information technology services to the housing portfolio from its Euless headquarters and satellite office in Houston.

Employing 17 Social Service Coordinators for its senior and tax credit family properties VOATX has found this provides valuable human service program support for the residents of our developments. This program has been successful in improving the quality of life for many seniors and families.

### **Housing Management and Program Support Personnel**

The Board of Directors of Volunteers of America Texas has made a major commitment to the expansion of the housing development and management programs and has recruited highly trained personnel for this expanded housing initiative.

Along with the Vice President of Housing, there are 2 Regional Managers and 2 Area Managers that interface with the sites to ensure the timely submission of reports and interact with internal and external Owners, lenders and investors.

### **Housing Program Support and Infrastructure**

VOATX has developed a strong business infrastructure in a number of key areas that have made our housing initiatives successful.

- **Human Resource Management** – VOATX has 500 employees and a HR staff of 3.
- **Information Technology** – VOATX is presently supporting 125 computer installations with excess capacity at our Midway headquarters in Fort Worth.
- **Accounting and Finance** – VOATX has a team of accountants and financial analysts that are overseen by the CFO who is a CPA. All property developments have independent audits completed by outside auditors.
- **Risk Management** – currently responsible for 60 insured operating programs/locations.
- **Human Service Programs** – housing developments are largely successful based on the ability to create a sense of pride and community at each site. It is important to create a caring environment and VOATX is considered to be one of the leading providers of social service programs – many of which are provided in residential settings. Each VOATX managed/sponsored housing site has an active human services program in place that is making a positive impact on the quality of the residents' lives and the economic success of this housing portfolio.

### **C.4 SUPPORTIVE SERVICES FUNDING**

The rent structure and operating budget will provide sufficient funds to pay for the full time onsite Resident Services Coordinator. The majority of services to be provided will be free of charge to the site and the residents.



## VOATX PROPERTY MANAGEMENT KEY PERSONNEL



**Angela King, President of Volunteers of America Texas**

Phone: 817-529-7358

Email: [aking@voatx.org](mailto:aking@voatx.org)

Angela King is the President of Volunteers of America Texas. Angela began her career with Volunteers of America over 34 years ago at VOATX and has extensive experience in program development and operations. She developed some of the first 811 housing properties which are still operated by VOATX and has extensive experience in a wide array of social service programs. Angela has been the CEO for VOATX for the last 6 years, following 15 years working with the national office as the Senior Vice President for Aging and Disability services. In this role, she was responsible for contract negotiations and new program development around the country, including housing options for seniors and people with disabilities. Angela is a recognized expert on disability and Medicaid services, recently speaking at the National Press Club on this issue.

## VOATX PROPERTY MANAGEMENT KEY PERSONNEL



**Betty Morris, Director**

Phone: 817-529-7346

Email: [bmorris@voatx.org](mailto:bmorris@voatx.org)

Betty Morris is the Director of Housing for Volunteers of America Texas. Since 1998 she has help develop five properties with financing through HUD for HUD 202 and 811 PRACs.

She has been with Volunteers of America for twenty-three years and has been responsible for housing facilities and compliance issues and processes that support Volunteers of America's property management operations. She has over thirty-four years of affordable housing experience using a variety of HUD programs as well as other affordable housing programs including LIHTC.

Before coming to Volunteers of America, she worked extensively throughout Texas and the nation for several major owners of affordable housing in a variety of key management positions

She has extensive experience with low income housing tax credits, along with knowledge of the HUD multifamily programs.

She is a graduate of the University of Texas at Dallas with a Bachelor's Degree in "Interdisciplinary Studies". She holds the following certifications from the National Center for Housing Management: 1) Registered Housing Manager; 2) Senior Housing Specialist; 3) Certified Manager of Housing; 4) Certified Occupancy Specialist; 5) Certified Manager of Maintenance; 6) Site Based Budget Specialist; 7) Tax Credit Specialist

## VOATX PROPERTY MANAGEMENT KEY PERSONNEL



**Jana Russell, Vice President of Housing**

Phone: 972-926-4431

Email: [jrussell@voatx.org](mailto:jrussell@voatx.org)

Jana Russell is the Vice President of Housing and was promoted to this position from Director of Housing.

She has been with Volunteers of America for twenty-two years and been responsible for direct supervision and hands on management of the housing properties owned and managed by Volunteers of America. She has the responsibility for quarterly and yearly tax credit compliance of the three properties owned/managed by Volunteers of America. Also includes budget preparation and review, training and compliance.

Jana has been in the property management field for thirty-eight years and has extensive experience in elderly, family and special needs housing management as well as LIHTC and bond.

Before coming to Volunteers of America, she worked extensively in the property management field for several major owners of affordable housing in a variety of key management positions.

She holds the following certifications from the National Center for Housing Management:

1) Registered Housing Manager; 2) Senior Housing Specialist; 3) Certified Manager of Housing; 4) Certified Occupancy Specialist; 5) Certified Manager of Maintenance; 6) Site Based Budget Specialist; 7) Tax Credit Specialist.



## VOATX PROPERTY MANAGEMENT KEY PERSONNEL

### **Valory Barnett, Regional Housing Manager**

Phone: 409-499-1781

Email: [ybarnett@voatx.org](mailto:ybarnett@voatx.org)

Valory Barnett is a Regional Housing Manager and joined VOATX approximately one year ago.

She is responsible for direct supervision of 14 properties owned and managed by Volunteers of America, which includes budgets, compliance and training.

Valory has been in property management for over 30 years and has extensive experience in elderly, family and special needs housing management as well as LIHTC.

Before coming to Volunteers of America, she worked Itex Property Management, AIMCO, and Sunbelt Management Group in a number of different positions..

She holds the following certifications: 1) Certified Occupancy Specialist; 2) Tax Credit Specialist; 3) Fair Housing Specialist

## 2.9 Right to Stay-Return Policy

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As discussed in the November 6, 2020 memo to the Austin City Council we would commit to working with AHFC to utilize the preference policy that relates to the distribution of affordable housing units for low- and moderate-income households based on generational ties to the city and the policy that relates to the distribution of units based on household size.

The preferences discussed included

1. Disability – accessible units
2. Household size – a 1-person household may not occupy a unit with more than a single bedroom unless as a reasonable accommodation or an appropriately sized unit is not available; and use the Property Maintenance Code standard (404.4.1) to calculate the square footage available for sleeping, and the amount required based on household size.
3. Generational Ties – households that currently reside in census tracts identified as being gentrified; and households that resided in the census tract back to the year 2000
4. Displacement – households that have been displaced since 2000 due to natural disaster, government action (eminent domain) and households that triggered the City's Tenant Notification & Relocation Assistance Ordinance
5. Immediate family residents in the City

The memo recommends a 30-day lottery process to submit applications for a unit, at which time applications will be reviewed for eligibility. If selected an applicant is assigned a random order and staff starts filing units. If there are not enough applicants for the preference list then tenants from the non-preference pool will be selected. An applicant can appeal a rejection letter or waitlist letter.

The above information is the proposed policy, if there is policy in place we will commit to working with AHFC to implement the Right to Stay/Return Preference Policy requested by the City.

## 2.10 List Affordable Housing Programs

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The financing programs we intend to utilize for the Tannehill Development Proposal are as follows:

Tax Exempt Private Activity Bonds – Issued by Austin Housing Finance Corporation

4% Low Income Housing Tax Credits – Issued by Texas Department of Housing and Community Affairs - Investor to be determined by RFP process

Multifamily Direct Loan Funds from TDHCA

Capital Magnet Funds – Provided by Volunteers of America National Services

Federal Home Loan Bank – Dallas AHP grant funds

Ground Lease – Long Term Lease to utilize property tax exemption

Owner Limited Partnership – Austin Housing Finance Corporation will be the managing general partner (.05%); Volunteers of America National Services will be the Class B Limited Partner (0.5%) and the guarantor; Investor Limited Partner – (TBD by an RFP process) (99.99%)

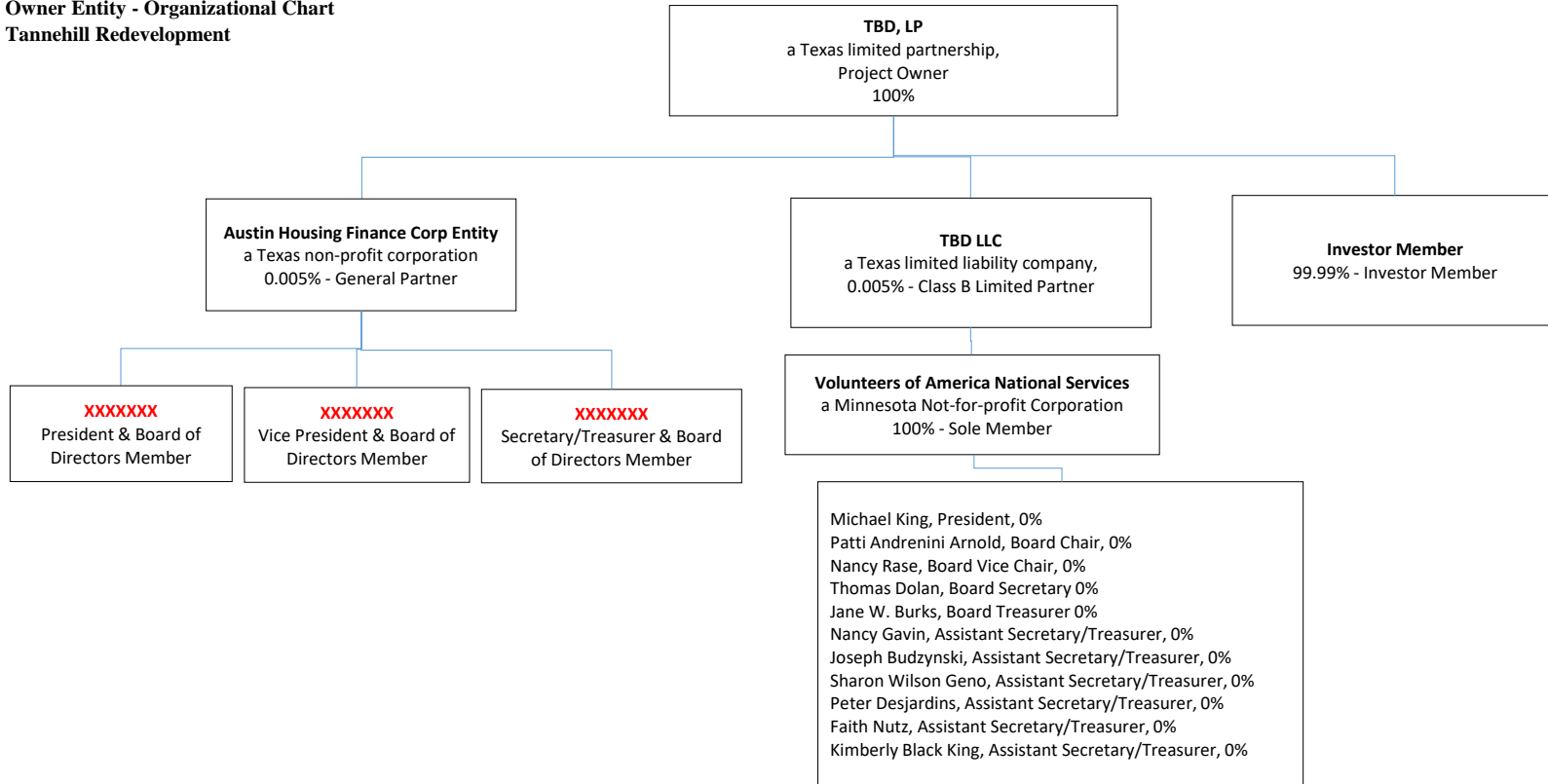
Developer – The developer fee will be split between Volunteers of America National Services (70%) and an Austin Housing Finance Corporation entity (30%)

Guarantor – Volunteers of America National Services

(see attached organizational chart for Tannehill Redevelopment Ownership Structure)



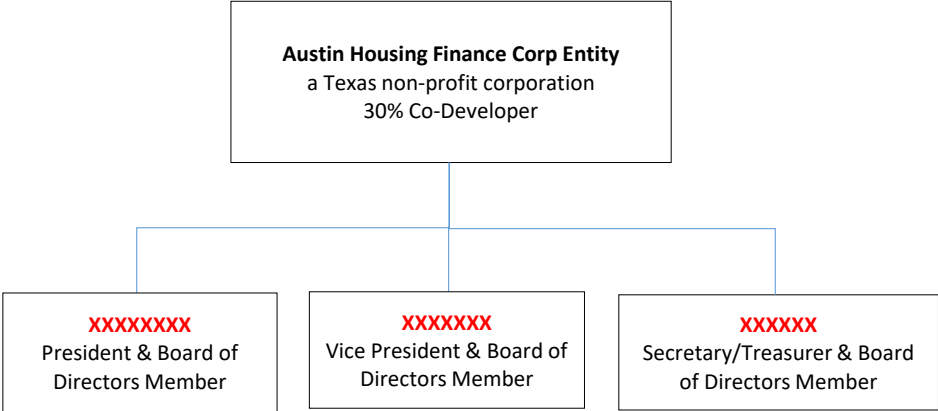
**Owner Entity - Organizational Chart**  
**Tannehill Redevelopment**



**Developer - Organizational Chart**  
**Tannehill Redevelopment**

**Volunteers of America National Services**  
a Minnesota Not-for-profit Corporation  
70% Co-Developer

Michael King, President, 0%  
Patti Andreini Arnold, Board Chair, 0%  
Nancy Rase, Board Vice Chair, 0%  
Thomas Dolan, Board Secretary, 0%  
Jane W. Burks, Board Treasurer 0%  
Nancy Gavin, Assistant Secretary/Treasurer, 0%  
Joseph Budzynski, Assistant Secretary/Treasurer, 0%  
Sharon Wilson Geno, Assistant Secretary/Treasurer, 0%  
Peter Desjardins, Assistant Secretary/Treasurer, 0%  
Faith Nutz, Assistant Secretary/Treasurer, 0%  
Kimberly Black King, Assistant Secretary/Treasurer, 0%



**Guarantor - Organizational Chart**  
**Tannehill Redevelopment**

**Volunteers of America National Services**  
a Minnesota Not-for-profit Corporation

Michael King, President, 0%  
Patti Andreini Arnold, Board Chair, 0%  
Nancy Rase, Board Vice Chair, 0%  
Thomas Dolan, Board Secretary, 0%  
Jane W. Burks, Board Treasurer 0%  
Nancy Gavin, Assistant Secretary/Treasurer, 0%  
Joseph Budzynski, Assistant Secretary/Treasurer, 0%  
Sharon Wilson Geno, Assistant Secretary/Treasurer, 0%  
Peter Desjardins, Assistant Secretary/Treasurer, 0%  
Faith Nutz, Assistant Secretary/Treasurer, 0%  
Kimberly Black King, Assistant Secretary/Treasurer, 0%

## 2.11 Land Lease - Purchase

---

The 7.96-acre site located at 3811 Tannehill currently receives an ad valorem tax exemption and would continue to receive this exemption if the Austin Housing Finance Corporation (AHFC) maintained title to the real property. It's very important in the overall feasibility of the development to maintain the property tax exemption. This helps facilitate VOANS being able to include services, via a full time on-site Services Coordinator staff, in the proposed plan. Providing service enriched housing is key to our overall housing development mission.

Therefore, VOANS proposes that the TBD new limited partnership enter into a long-term ground lease with the Austin Housing Finance Corporation. Additionally, to maintain the current exemption the managing general partner must be an instrumentality of AHFC.

We propose a long-term ground lease of 75 years, and an annual payment in the amount of \$50,000. This payment would begin after all deferred developer fees are paid.

This long term lease payment of \$50,000 annually over the 40 year affordability period would allow AHFC to recoup their original investment of \$1,960,000.



## 2.12 Partnership with AHFC

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VOANS is proposing a partnership with AHFC. The new TBD owner entity will be a to-be-formed limited partnership which will be comprised of a general partner (0.005%), a Class B limited partner (0.005%), and a limited partner (tax credit investor) (99.99%). The general partner is a new TBD entity and will be an instrumentality of the Austin Housing Finance Corporation. The Class B limited partner will be a new TBD entity, whose sole member is Volunteers of America National Services (VOANS). The tax credit investor will be identified later.

The Developer is Volunteers of America National Services (VOANS), a Minnesota not-for-profit corporation, whose principal place of business is 1660 Duke Street, Alexandria, VA 22314-3427. The Co-Developer will be a TBD Texas non-profit corporation, an affiliate of the Austin Housing Finance Corporation. The proposed development team includes; a) architect - Humphreys & Partners Architects, b) general contractor - Spring Valley Construction Corporation, c) attorney - Coats Rose and d) management agent - Volunteers of America Texas (Euless, TX).

Below is the fee structure proposed:

<b><u>Financial Inputs / Obligations</u></b>	<b><u>AHFC</u></b>	<b><u>VOANS</u></b>
Predevelopment	15%	85%
Guarantees - Construction Completion	0%	100%
Guarantees - Tax Credits	0%	100%
Guarantees - Compliance	0%	100%
Guarantees - Operating	0%	100%

<b><u>Fee Participation</u></b>	<b><u>AHFC</u></b>	<b><u>VOANS</u></b>
Developer Fee	30%	70%
Cash Flow	50%	50%
Residual Value	50%	50%
Annual Lease Payment – after DDF is paid	\$50,000	
Cost Savings	50%	50%

Additionally, we will provide AHFC with the first right of refusal to purchase the development or additional interest in the development.

## 2.13 Gap Financing

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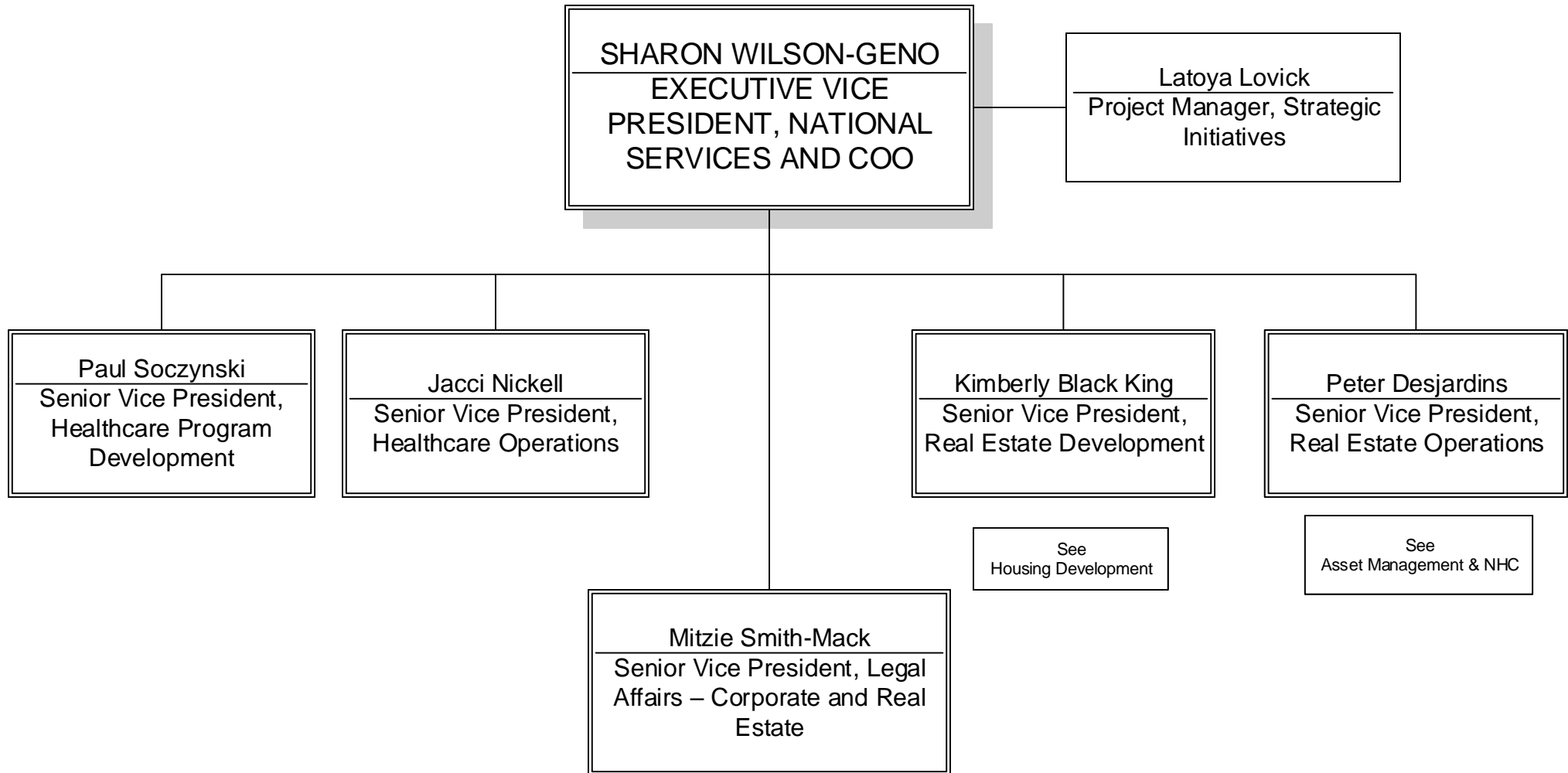
As currently structured we do not anticipate using any City of Austin Housing Assistance gap financing.

We anticipate utilizing Capital Magnet Funds from Volunteers of America National Services, Federal Home Loan Bank – Dallas funds from the Affordable Housing Program, and TDHCA's Direct Loan Program to fill any gap.

### 3.1 Organization Charts

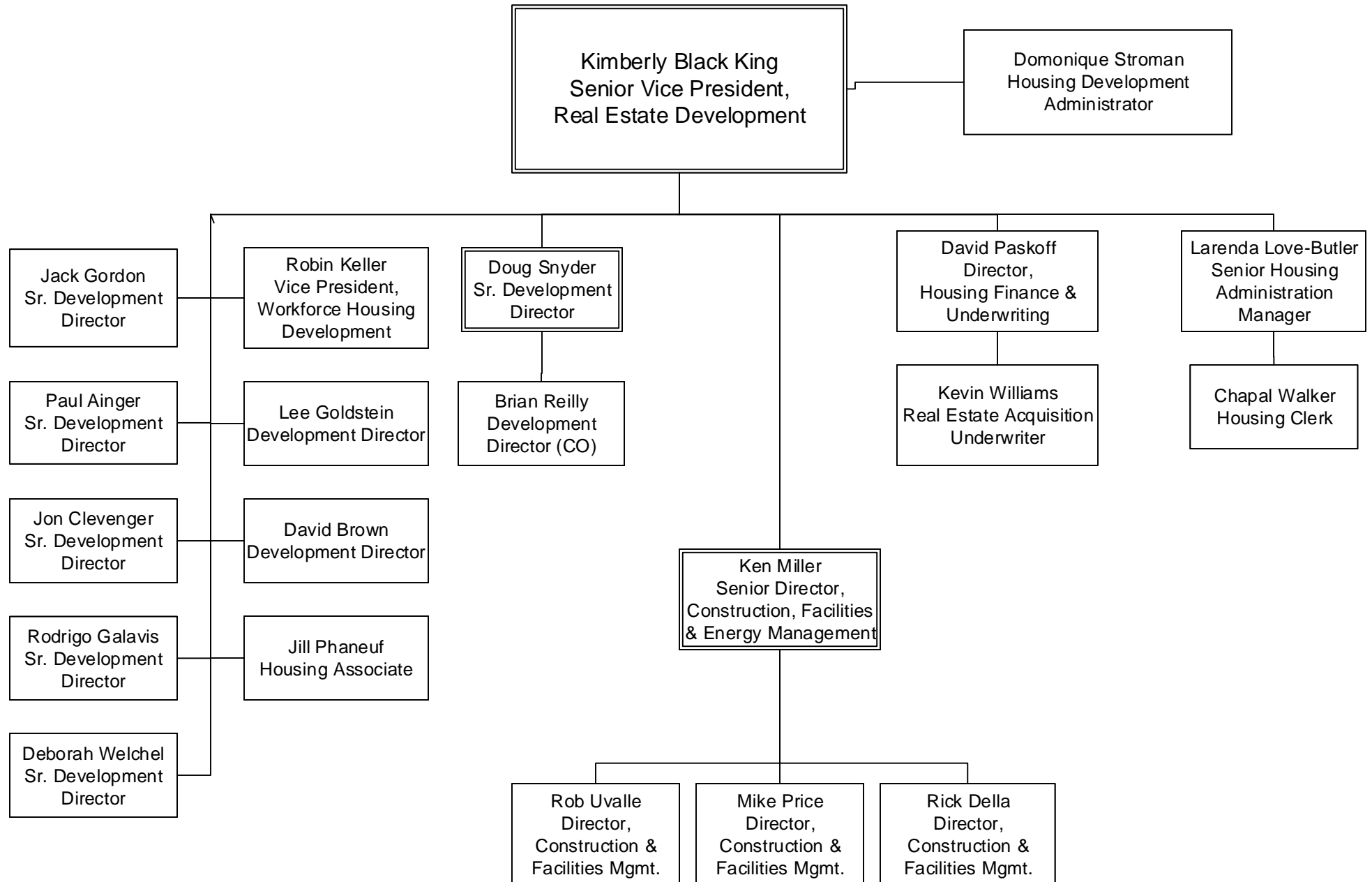
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# Volunteers of America National Services

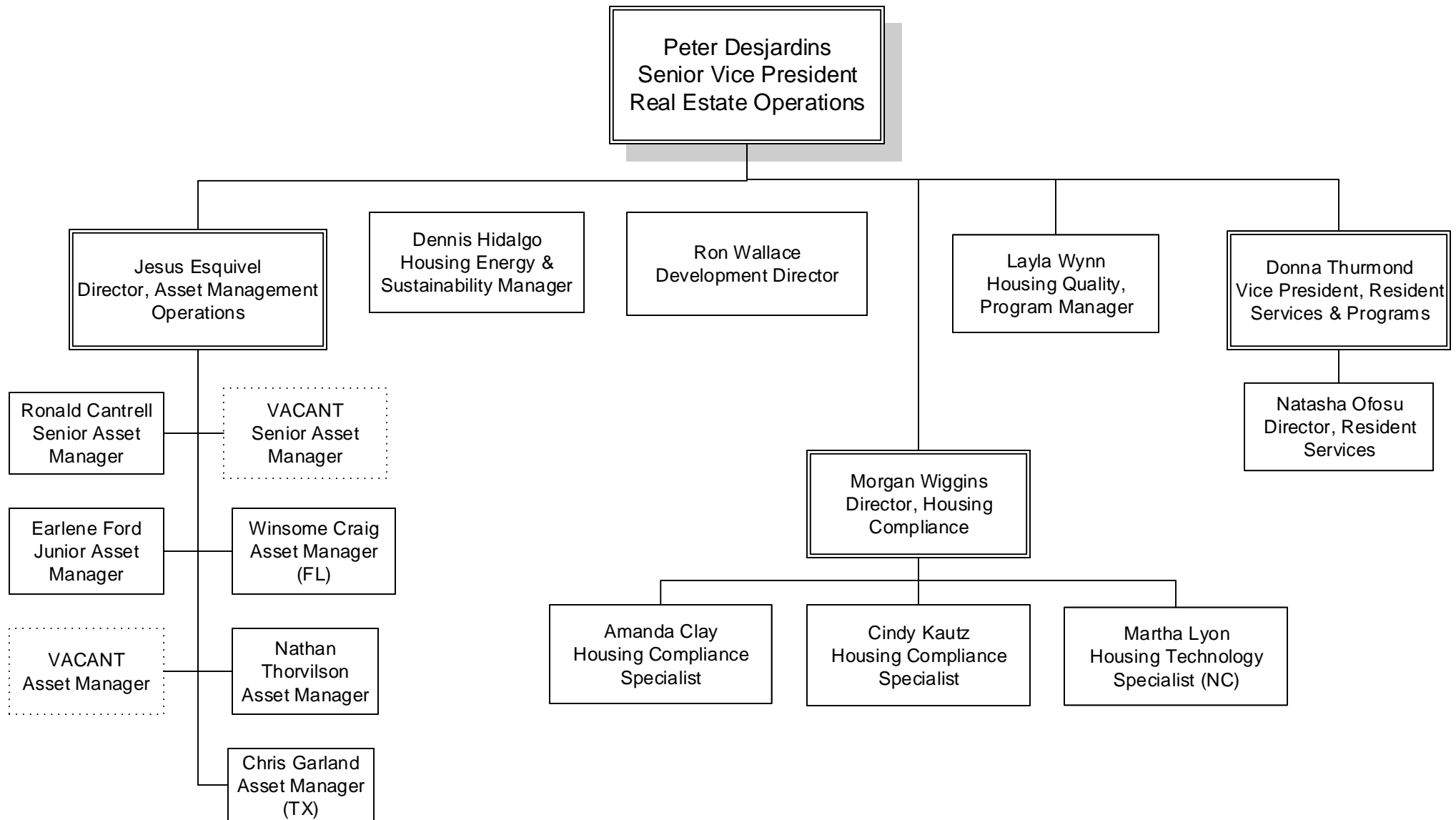




# Housing Development



# Asset Management



## **COMPANY PROFILE**

2020



### **DALLAS HQ**

5339 ALPHA ROAD  
SUITE 300  
DALLAS, TEXAS 75240

972.701.9636  
[MARKETING@HUMPHREYS.COM](mailto:MARKETING@HUMPHREYS.COM)  
[HUMPHREYS.COM](http://HUMPHREYS.COM)

# GLOBAL PROFILE

**FOUNDED** 1991 in Dallas, Texas

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## KEY OFFICERS

**Mark Humphreys, AIA, NCARB**  
Chief Executive Officer

**Greg Faulkner, AIA, NCARB**  
President

**Walter Hughes, AIA**  
Chief Innovation Officer

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## US OFFICES

Dallas

Denver

New York

Charlotte

Houston

Orlando

Chicago

Los Angeles

Scottsdale

Costa Mesa

New Orleans

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## INTERNATIONAL

Chennai

Hanoi

London

Montevideo

Ho Chi Minh City

Mexico City







# EXPERIENCE

Humphreys & Partners is a “developer’s architect,” understanding the economies, critical aspects and general goals of development within a specific project budget. Our designers and project managers work to create buildings that are the best solution for both the client and specific project location. Designs must be efficient, but must also achieve a design aesthetic that will be appealing. Our professionals understand the factors to keep in mind, including:

- Land costs
- Pro forma requirements
- Stringent timelines
- Communication

With our client’s goals in mind, we focus on creating new and innovative building forms and layouts that maximize efficiency and help to outperform competing buildings and projects regardless of market conditions. Humphreys & Partners is a full service firm offering services ranging from:

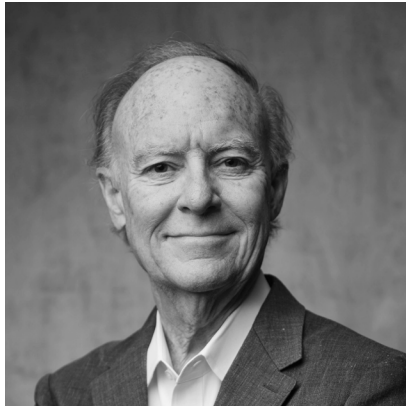
- Land planning to schematic design
- Entitlements
- Construction documents
- Permitting assistance
- Construction administration.

We thrive on being problem solvers our team searches out design solutions in locations and markets where the numbers would not normally work. Our special attention to efficient design has helped save our clients millions of dollars in up-front expenditures and increase their return on investment throughout the lifecycle of the building.

# LEADERSHIP TEAM

The world-class team of architects that work at Humphreys & Partners shares the vision and values of our mission. Innovation, collaboration and communication are what drive us to deliver cost-effective designs to developers and a higher standard of living for future residents.

Our award-winning multifamily communities are carefully designed to meet our clients' goals, and so is the team we've selected to work alongside you and ensure the success of your next project.



# MARK HUMPHREYS

## CHAIRMAN & FOUNDER

### CAREER HIGHLIGHTS

AIA & NCARB

38 YEARS ARCHITECTURAL &  
PLANNING EXPERIENCE

### EDUCATION

TEXAS TECH UNIVERSITY

### CONTACT

MARK@HUMPHREYS.COM

## OVERVIEW

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Mark Humphreys has over 38 years of experience in the architectural and planning field, with significant expertise in both residential and commercial developments.

As Chairman of Humphreys & Partners, Humphreys & Partners Design Group and CEO of Atticus Real Estate, Mark is responsible for overall business operations for nine US offices and six international offices. His reputation as an expert in high-density multifamily design keeps him busy working with national and international builders.

Mark represents his firm's work at seminars and panels for the NAHB Convention, Urban Land Institute and other various regional conferences. He is a member of NAHB's Multifamily Leadership Board, NMHC's Board of Directors and Friends of the Council, Urban Land Institute and the American Institute of Architects.

## KEY PROJECT EXPERIENCE

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### 222 Hennepin | Minneapolis, MN

6-story wrap and podium with retail component. 288 apartments with 113 total units. Whole Foods grocery below

### Grant Park | Minneapolis, MN

27-story luxury condominium tower, 338 units ranging from 600-3,500 SF, Home Rise® Signature design

### Overton Park | Lubbock, TX

Master planning services on 325 acres including single family residences, townhomes, 4-story, mixed-use and retail structures.

### Summerlin | Summerlin, NV

3 and 4-story wood frame; 320 units; 12 acres

### The Pointe | Rosemary Beach, FL

4-story luxury vacation condominiums for rent or purchase, 68 units, 21 units/acre

### Marina Riverbend | League City, TX

203 units, 43 units/acre

### The Carlyle | Minneapolis, MN

30-story luxury condominium tower utilizing tunnel form construction (85% efficient), 280 units ranging from 1,000-3,500 sf

### One Light | Kansas City, MO

24-story residential tower, 311 units, 42,500 sf ground floor retail

### 1100 South | Charlotte, NC

4-story wood frame; 331 units; 3.16 acres



# GREG FAULKNER

## PRESIDENT

### CAREER HIGHLIGHTS

AIA & NCARB  
38 YEARS ARCHITECTURAL &  
PLANNING EXPERIENCE, 27 YEARS  
AT HPA

### EDUCATION

UNIVERSITY OF TEXAS AT  
AUSTIN

### CONTACT

GREG@HUMPHREYS.COM

## OVERVIEW

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Greg Faulkner has been setting standards in the student housing and multifamily development sphere for over 38 years. As President of HPA since 1995, Greg oversees personnel and projects in all of HPA's national and international offices. He has effectively designed and delivered completed construction widely ranging in size and complexity in over 45 states as well as internationally.

Greg is highly-involved with clients from contract negotiation through design and construction. He also enjoys sharing his expertise as a sought-after speaker on the topics of student housing and multifamily/mixed-use developments.

## KEY PROJECT EXPERIENCE

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### Sage at Mattison Estate | Upper Dublin, PA

3 and 4-story podium senior living design with 250 units. Includes assisted living, memory care and independent living.

### Aspire | San Marcos, TX

13-story high rise student tower with 17,116 sf and full size Target. 225 units/754 beds and 154 du/ac

### Riverview | Plainsboro, NJ

5-story podium parking design with 3-story clubhouse and bistro on the first level. Of the 260 units, 39 will be affordable

### City Centre | Ithaca, NY

8-story mixed use student housing podium with 192 units/231 beds and 10,563 sf of retail

### The Standard at Gainesville | Gainesville, FL

10-story mixed-use student housing design with AC Marriott Hotel. 430 units/1,200 beds and 144 keys. 60,000 sf of retail

### One on Centre | Pittsburgh, PA

17-story student housing tower with 329 units/723 beds. 9,595 sf of retail on 1.66 acres

### Ridgeline at Rogers Ranch | San Antonio, TX

Big House® and e-Urban® development with 299 units on 14.32 acres; 20.9 du/ac.

### Union on Plum | Fort Collins, CO

5-story student housing wrap with 62 units, 233 beds and 9,600 sf of retail

### Sterling Northgate | College Station, TX

7-story mixed use student housing design with 239 units and 702 beds. LEED Silver Certified with 2,000 sf of retail

### Chancellor's House | Oxford, MS

3-story podium boutique hotel. 31 suites and rooms with 5.60 du/ac



# WALTER HUGHES

## CHIEF INNOVATION OFFICER

### CAREER HIGHLIGHTS

AIA & NCARB  
27 YEARS ARCHITECTURAL &  
PLANNING EXPERIENCE

### CONTACT

WALTER@HUMPHREYS.COM

### EDUCATION

UNIVERSITY OF TEXAS AT  
AUSTIN, MS ARCHITECTURE  
UNIVERSIDAD DE LA ROU  
(URUGUAY), ARCHITECTURE

## OVERVIEW

---

Walter Hughes has 27 years experience in the architectural and planning field, bringing a wide range of experience in design and planning to Humphreys & Partners. His design management demonstrates a unique ability to bridge the understanding between conceptual ideas and real architectural form, producing exciting solutions to each project. Trained as an architect in his native Uruguay, with a Masters in Architecture from the University of Texas at Austin, he is responsible for implementing the team's ideas into workable solutions.

Walter currently serves as the Chief Innovation Officer. He leads and oversees the development, management, and execution of all R&D projects from conception to launch. His extensive architectural and urban design experience covers all building types from wood frame single family to concrete high-rise buildings, and has been recognized in several award-winning projects.

## KEY PROJECT EXPERIENCE

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### E-Staks™ & Stak House™

Two new proprietary multifamily designs that are ultra-efficient, maximize density with an unlimited amount of architectural style options and customization.

### Overton Park | Lubbock, TX

Master planning services including single family residences, townhomes, 4-story, mixed-use and retail structures

### Warner Center | Woodland Hills, CA

4-story apartment project, 438 units, 57 units/acre, clubhouse, exercise facilities and common areas

### Horizon Riverside Tower | Memphis, TN

16-story luxury condominium tower utilizing tunnel form construction, 85% efficient, 280 units ranging 1,000-3,500 sf

### The Penfield | St. Paul, MN

33-story luxury condominium tower, 314 total units, 18 urban townhomes, designed to preserve historic public safety building

### University House Central Florida | Orlando, FL

5-story wood frame (type V) mid-rise, 418 units, four amenity courtyards with pools, basketball and volleyball

### The Bellamy at Louisville | Louisville, KY

3-story wood frame e-Urban®, 192 units with surface parking, adjacent warehouse converted into structured parking garage

### Grant Park | Minneapolis, MN

27-story luxury residential tower, 338 units ranging from 600-3,500 sf





## ROBIN BELLERBY

### PRINCIPAL

#### CAREER HIGHLIGHTS

AIA, LEED AP, CSI CDT

LICENSED IN TEXAS & CALIFORNIA

#### CONTACT

ROBIN@HUMPHREYS.COM

#### EDUCATION

TEXAS A&M UNIVERSITY,

BACHELORS

NORTHWESTERN UNIVERSITY,

MASTERS

### OVERVIEW

---

Robin is a licensed architect with a proven record of building and sustaining cohesive and highly functioning teams with multiple priorities and critical deliverables. As the Principal over Humphreys' technical services including production and construction administration, she values innovative problem solving through collaborative working relationships with both internal and external partners. As part of her role, Robin is also the primary interface with legal counsel as it relates to risk management and dispute resolution, translating those experiences to improve work quality, team performance, and the client experience.

Additionally, Robin was featured in the **AIA Dallas Women in Architecture** 2012 Express Yourself publication for her essay, *The Transformative Role of Women and Minorities in Architecture*.

### KEY PROJECT EXPERIENCE

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#### Manhattan Condominiums | Las Vegas, NV

4-story podium condo with 700 units, 41 units/acre

#### Legacy Park Central | Concord, CA

4-story wrap with exterior corridor with 259 units,  
56 units/acre

#### Biltmore Colony Condominiums | Palm Springs, CA

Big House condos with 133 units, 16 units/acre

#### 9920 Condominiums | Phoenix, AZ

2-story Big House and 3-story Mixed use condo,  
261 units at 17 units/acre

#### Renaissance Villas on the Park | Litchfield Park, AZ

Big House rental condo conversion with 250 units,  
16 units/acre

#### The Monterey | Dallas, TX

5-story podium with interior corridor with 371 units;  
flats and townhomes.

#### The Venue | Richardson, TX

4-story rental townhomes and flats with 283 units

#### Hebron 121 Station | Lewisville, TX

Four-phase masterplan 4-story e-Urban, breezeway,  
Interior corridor with over 924 units.



## KELLY OSBURN

### SENIOR VICE PRESIDENT

#### CAREER HIGHLIGHTS

30 YEARS ARCHITECTURAL  
EXPERIENCE

#### CONTACT

ROBIN@HUMPHREYS.COM

#### EDUCATION

TEXAS A&M UNIVERSITY

#### CONTACT

KELLY@HUMPHREYS.COM

### OVERVIEW

---

Since joining the firm in 1992, Kelly's resourcefulness and talent has facilitated the firm's new business growth and helped to maintain existing client relationships covering the marketing, design direction and business development aspects on a variety of projects. His experience extends from high rise, mixed-use and midrise to master planning and other residential product types.

He regularly represents the firm's work at seminars and panels and is a valued member of the National Multifamily Housing Council, American Institute of Architects, National Association of Home Builders and Urban Land Institute. He is also active in the Multifamily Executive conferences as well as multiple other regional conferences.

### KEY PROJECT EXPERIENCE

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#### Hebron 121 Station | Lewisville, TX

Six phase, 70 acre master planned community totaling over 1800 units and 20,000 sf of retail. 15,000 sf clubhouse plus amenities. Approximately 25 units per acre. The first phase of 234 units was a HUD 221(d)4 financed project. Phase 2 is complete and Phases 3 and 4 are under construction

#### University Village | Cincinnati, OH

700 units and 70,000 sq. ft. of office retail space. University Village is an urban reclamation project across from the University of Cincinnati

#### 1100 South BLVD | Charlotte, NC

4-story over two level podium in downtown Charlotte totaling 334 units. TOD design next to an adjacent light rail crossing with public plaza space. Aurora Award winner: Best Multifamily Community, Grand Aurora Award: Best in State

#### 1001 Ross Luxury Apartments | Dallas, TX

4-story mixed use project, 30,000 sf retail, 204 apartment units above, street level and below grade parking garage

#### Newport on the Levee | Newport, KY

7-story Aloft Hotel with 139 keys  
5-story over podium with 229 total units



## DON DAVIS

### VICE PRESIDENT OF PRODUCTION

#### CAREER HIGHLIGHTS

AIA  
LICENSED IN COLORADO,  
ARIZONA AND TEXAS

#### EDUCATION

UNIVERSITY OF TEXAS AT  
ARLINGTON - BACHELOR OF  
SCIENCE, ARCHITECTURE

#### CONTACT

don.davis@HUMPHREYS.COM

### OVERVIEW

---

Don Davis serves Humphreys & Partners Architects as Vice President of Production. Don has maintained management positions in various opportunities directing staff and professional consultants, Don has proven track record of successful project delivery through exceptional design, graphic, communication, and technical skills. He believes that job gratification comes from creating a successful solution to a design problem that incorporates all requirements from the client, regulatory agencies, and the design team with in the established budget. Don is able to see a project from the global conceptual perspective down to the finest construction detail. Don has experience in designing and managing projects in both the private sector and for government agencies.

### KEY PROJECT EXPERIENCE

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#### **Pinnacle Apartments\*** | Colorado Springs, CO

Frontier Development Group

#### **Northgate Apartments\*** | Colorado Springs, CO

Discovery Place Investments

#### **Lash Apartments\*** | Denver, Co

Bernie Lash and Associates

#### **Spring Creek Townhomes\* Phases I & II**

Colorado Springs, CO

Today's Homes

#### **2245 Blake Street\*** | Denver, CO

Discovery Place Investments

7 stories + Penthouse

*\*Project with previous firm*



# YAOHUA YU

## SENIOR DESIGNER/DESIGN MANAGER

### CAREER HIGHLIGHTS

AIA & NCARB, 31 YEARS OF  
ARCHITECTURAL PLANNING  
AND EXPERIENCE

### EDUCATION

TONGJI UNIVERSITY, SHANGHAI,  
CHINA  
BACHELOR OF ARCHITECTURE  
TEXAS TECH UNIVERSITY  
MASTERS OF ARCHITECTURE

### CONTACT

YAOHUA@HUMPHREYS.COM

## OVERVIEW

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Yaohua has over 30 years of experience in design and planning. His wide range of experience covers the United States and China. Yaohua has been involved in many types of projects from high-rise to urban infill projects, as well as suburban multifamily developments.

As Senior Designer, he is responsible for overall master planning, floor plans and elevations. He coordinates with the Project Manager and Project Architect initially to implement the design into a workable solution.

## KEY PROJECT EXPERIENCE

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### Overton Park | Lubbock, TX

Master planning services including single family residences, townhomes, 4-story, mixed-use and retail structures.

### Millennium Waterway | Woodlands, TX

Phase I & II of 4 & 5 story apartment project, 1-3 bedrooms, 704 units, 60 units per acre, Includes flats, clubhouse, exercise facilities and common areas with structured parking

### Millennium Uptown | Houston, TX

5 story apartment project, 1-3 bedrooms, 237 units 84 units per acre, Includes flats and townhomes, clubhouse, exercise facilities and common areas with structured parking

### Millennium High Street | Houston, TX

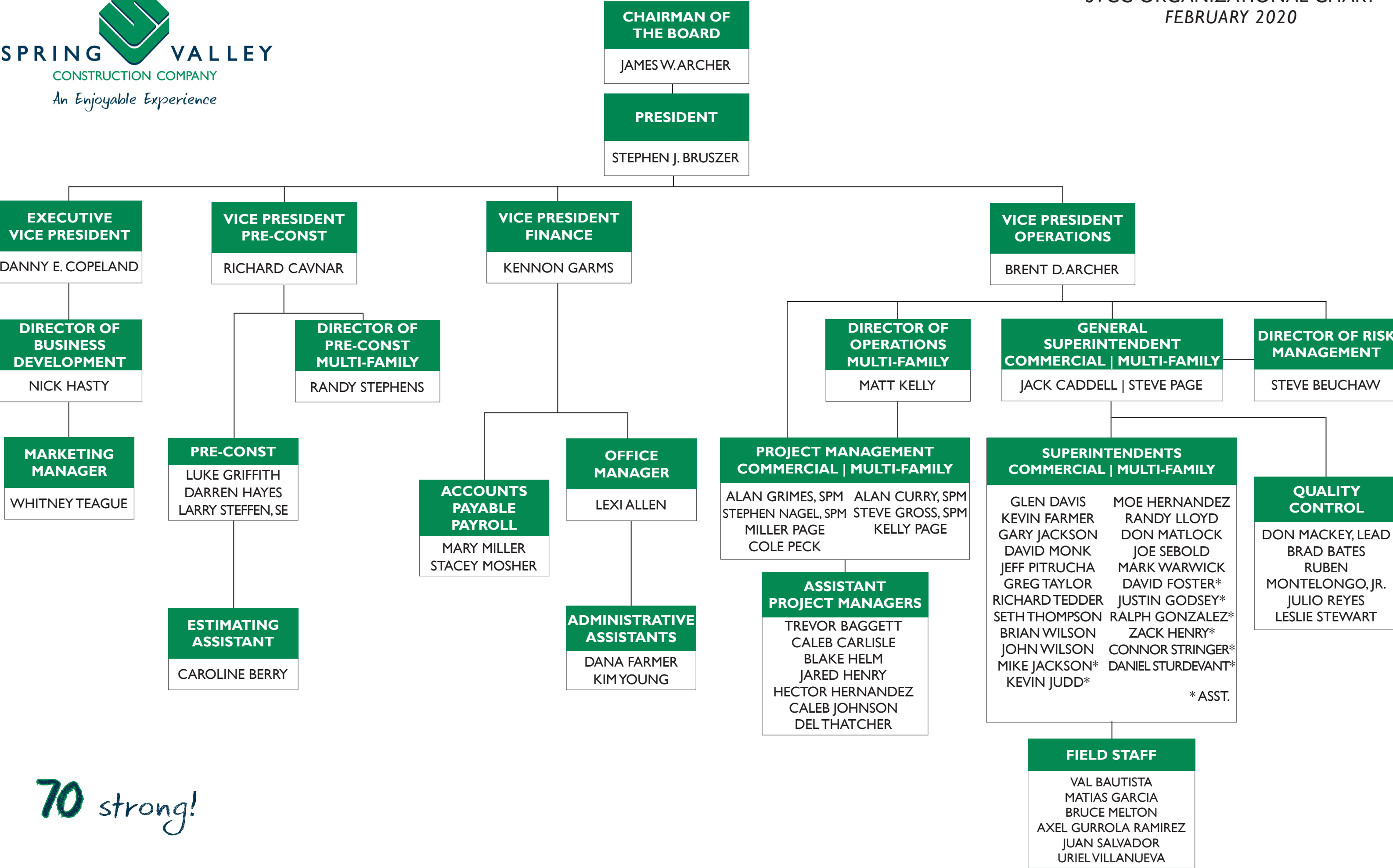
4 story apartment project, 1-2 bedrooms, 336 units 52 units per acre, Includes flats and lofts, mixed use retail, clubhouse, exercise facilities and common areas with structured parking

### Sterling Cottages at West End | Greensboro, NC

2 & 3 story cottage project with 600 beds, 33 beds per acre, 2-4 bedrooms, amenity includes clubhouse, exercise facilities and pool.

### Sterling Central Phase I & II | Orlando, FL

4-story wood frame (type V) mid-rise, 1529 beds student housing with 1-4 bedrooms, structured parking, four amenity courtyards with pools and volleyball





## About the Firm

Coats Rose, P.C. (the "Firm") is a business transaction and litigation law firm focused on development: the development of real estate, affordable housing, special purpose districts, business and private wealth. The firm has been engaged in the practice of law for over 30 years, and consists of 74 lawyers and 21 legal assistants, and a support staff of approximately 45 in six offices located in Texas, Louisiana and Ohio. The firm engages in a general civil practice which includes affordable housing and community development, real estate law, public finance, corporate and business, commercial litigation, construction and surety law, intellectual property, government relations, mergers and acquisitions, tax, and wealth planning and preservation representation in many states.

## Firm Organization

Included below are the officers, principal members and shareholders for the Firm. Coats Rose does not have investors.

### Officers

Richard L. Rose, President  
Timothy G. Green, Secretary-Treasurer/Vice President  
Ronald A. Bell, Vice President  
David Brusilow, Vice President  
John G. Cannon, Vice President  
Terry Douglas, Vice President  
Richard A. Fulton, Vice President  
Benjamin Guider, Vice President  
Nancy H. Hamren, Vice President  
Alan Harlan, Vice President  
Alysse E. Hollis, Vice President  
Travis W. Hopper, Vice President  
Mattye Gouldsby Jones, Vice President  
John M. Joseph, Vice President  
Melinda Koehne, Vice President  
A. Kelton Longwell, Vice President  
Scott A. Marks, Vice President

Barry J. Palmer, Vice President  
Barry S. Rabon, Vice President  
Richard L. Reed, Vice President  
Sol Reifer, Vice President  
Megan Riess, Vice President  
James Riley, Vice President  
Elizabeth Haecker Ryan, Vice President  
Michael Saks, Vice President  
Natalie B. Scott, Vice President  
W. Routt Thornhill, Vice President  
William D. Walter, Vice President  
W. Dickinson Yale, Vice President

**Principal Members (Management Committee)**

David Brusilow  
Tim Green  
A. Kelton Longwell  
Barry J. Palmer  
Richard L. Rose

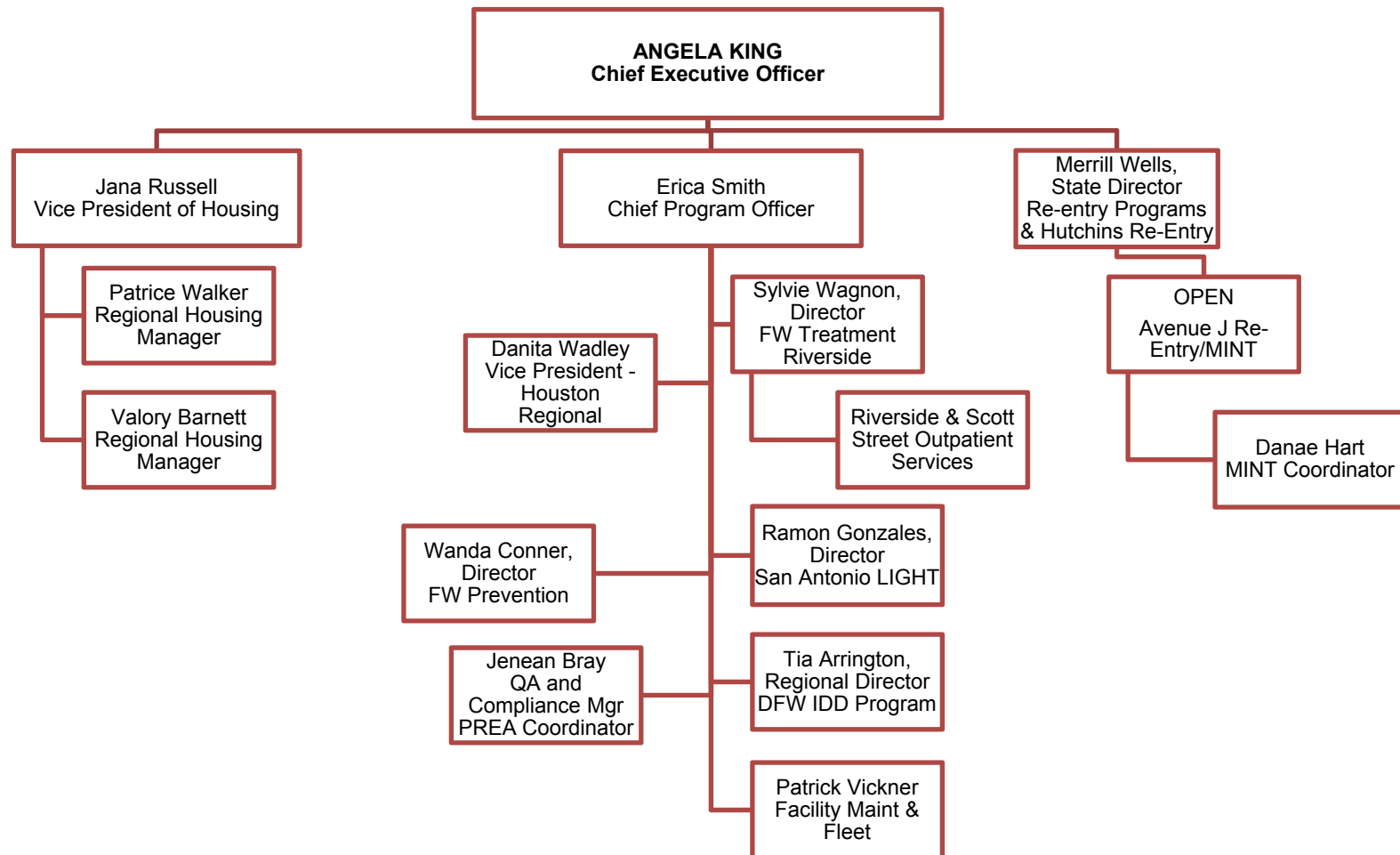
**Shareholders**

Ronald A. Bell  
David Brusilow  
John G. Cannon  
Terry Douglas  
Richard A. Fulton  
Timothy G. Green  
Benjamin Guider  
Nancy H. Hamren  
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W. Dickinson Yale

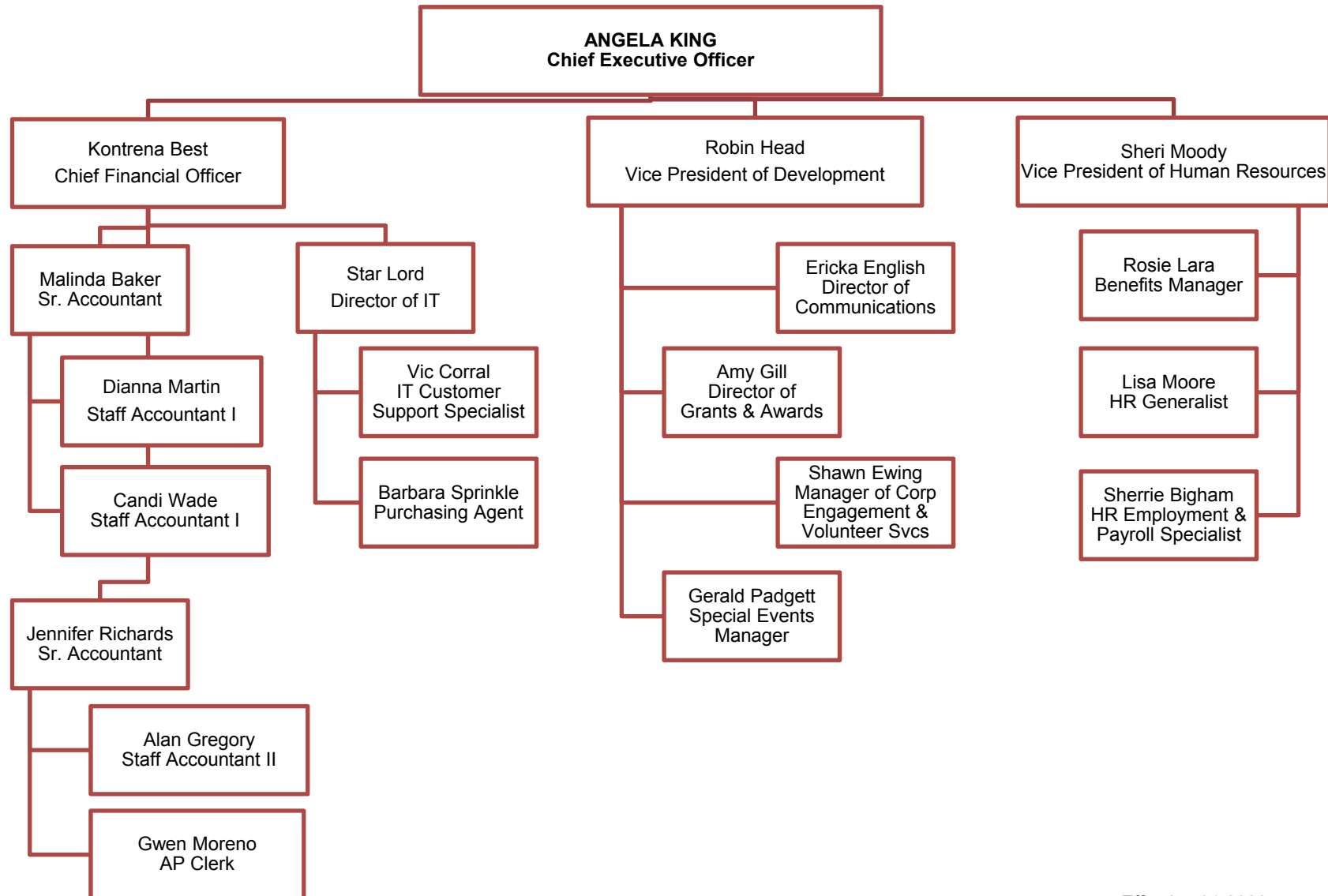
# Volunteers of America Texas

## Operations Organizational Chart



# Volunteers of America Texas

## Administrative Organizational Chart



Effective 01.2020



## 3.2 Development Experience and Resumes

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### Volunteers of America National Services

#### RESUME

In order to understand the history of the developer and owner entity, **Volunteers of America National Services (VOANS)**, it is important to have some knowledge of the 125-year history of its parent corporation, **Volunteers of America, Inc. (VOA)**.

#### *About Volunteers of America, the parent entity*

**Volunteers of America** is a national, nonprofit organization that provides local human service programs and opportunities for individual and community involvement. For 125 years, from rural America to inner city neighborhoods, Volunteers of America has been serving the needs of the nation's homeless individuals and families, veterans, youth at risk, the elderly, the disabled, and many others – 1.5 million people annually. **Volunteers of America** is one of the nation's largest nonprofit providers of quality affordable housing for families, the elderly, and people with disabilities, and a major provider of skilled long-term nursing care and health services. **Volunteers of America** ranks consistently as one of the nation's most efficient nonprofits, with a high proportion of revenues going directly to program services.

#### HISTORY & PURPOSE

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**Volunteers of America** was formed by the philosophies of its founders, Maud and Ballington Booth, whose work was an active expression of a commitment to helping. Although **Volunteers of America's** initial efforts were devoted solely to mission evangelism, the Booths soon realized that those who came to **Volunteers of America** needed material assistance as well as spiritual comfort and guidance. Thus, was born the foundation of social welfare programming, which today extends to virtually every area of need.

*Volunteers of America is one of the nation's largest and most comprehensive charitable nonprofit human services organizations.*

Throughout its history Volunteers of America has developed programs in response to both the timely and timeless needs of the American people. By the early 1900's, **Volunteers of America** services included fresh air camps, rescue homes for young women, day nurseries, homes for unemployed men, hospitals, and transient shelters; in short, whatever was most needed in a particular community.

While **Volunteers of America** is a national organization it is proud of the fact that its human service programs continue to be locally created, managed and delivered. Services are provided through a network of local offices that partner paid professional staff with volunteers.

Through wartime, depression, natural disaster, and manmade calamities **Volunteers of America** has been there to respond to the nation's immediate and long-term needs. **Volunteers of America** has expanded its services, reaching out to form partnerships with other human care agencies, government agencies, corporations, and community groups. By the early 1960's, the organization had built strong relationships with other federal, state and local groups working for social reform, and strengthened its base of combined resources. Those relationships have continued and expanded over the years.

*Volunteers of America was founded by Ballington and Maud Booth on March 8, 1896.*

**Volunteers of America** is now recognized as one of the nation's largest nonprofit, faith-based, providers of affordable, safe housing for low-income families, elderly, and people with disabilities. The organization is also a major provider of skilled long-term nursing care and health services operating nursing facilities, residential assisted-living complexes and retirement communities. Continuing its founders' legacy of meeting community needs the organization now has more than 125 different types of services offered in more than 400 communities nationwide.

## CURRENT ACTIVITIES

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Since its founding in 1896, **Volunteers of America** has grown from the operation of a single program in a single city to operating hundreds of programs in more than 400 communities across the country. There are thirty (30) local affiliates or branches of **Volunteers of America** located in cities across the nation.

The strength of the **Volunteers of America** family emanates from its local affiliates that represent the people and respond to the needs of the communities in which they exist. These local affiliates begin as branches of the national organization and graduate into chartered corporations. Each of the local affiliates has its own Board of Directors comprised of persons who live and work in the community. The Board determines the policy for the programs and operations of the affiliate and fosters relationships with the community resources. Because of this, no two **Volunteers of America** branches are alike since each responds on an individual basis to community needs and available community resources.

*Volunteers of America is a national organization but in each community it is governed by a local board of directors.*

The funding levels of **Volunteers of America** and its local affiliates have grown steadily since 1896. In fiscal year 2019, annual gross receipts of **VOA** were over \$1 billion, and the combined assets of all VOA affiliates and subordinate organizations total over \$2.5 billion.

### *About Volunteers of America National Services, the Developer/Owner*

**Volunteers of America's** housing and health services roles have been consolidated into one nonprofit corporation, **Volunteers of America National Services (VOANS)** to improve, expand, and enhance the quality of services to the customer. In fact, the issue of providing services in senior housing served as the catalyst for this merger of housing and health care activities. As **VOA** embarked upon the development of affordable assisted living, it became clear that economies of scale could be achieved and program effectiveness could be enhanced if **VOA** brought together its sponsorship, development, and operation of housing and healthcare facilities under common leadership.

## HISTORY & PURPOSE

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**VOA** began providing housing and health care services in the 1960's. **VOA** sponsored its first federally funded housing project in 1964 and created an affiliated entity, VOA National Housing Corporation, in 1968 to provide property management services. In 1970, **VOA** created VOA Health Services for the purpose of sponsoring and operating long-term care facilities.

In 1997, **VOA** restructured its organization to merge all housing and healthcare activities into one corporation, renamed **Volunteers of America National Services (VOANS)**. Today **Volunteers of America National Services** serves as the housing and healthcare affiliate for **VOA**, with responsibilities for the development and acquisition of new facilities and management and asset oversight for all existing properties. This includes housing and healthcare activities that may be co-sponsored by **VOA's** locally chartered affiliates.

## **CURRENT ACTIVITIES**

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Believing that everyone – man, woman, and child – should have a secure and attractive place to call home, **Volunteers of America** has sponsored government-assisted housing since the 1960's. That sponsorship is predicated on the view that residents of subsidized housing have unique and pressing needs.

**VOANS** serves as the initiator of new programs and facilities for **VOA** and its local affiliates and provides day-to-day oversight and operation for the housing and residential care facilities. It also provides asset management for the **VOANS**-owned housing and health facility portfolio. Currently, **VOANS** and the **VOA** family of affiliates own and operate over 500 affordable housing properties consisting of over 20,600 units. In its 2020 ranking, Affordable Housing Finance Magazine ranked **VOA** #2 among nonprofit developers of affordable housing and #5 among the top 50 largest developers (for-profit and non-profit combined) of affordable housing.

- **Affordable Housing for Elderly**  
Since 1968, **VOA** has sponsored nearly one hundred and fifty (150) projects funded under the HUD Section 202 program. **VOANS** is currently is developing senior housing using the Low-Income Housing Tax Credit (LIHTC) program and is responsible for the oversight, development, and management of the elderly targeted projects.
- **Affordable Supportive Housing for Persons with Disabilities and Special Needs**  
Housing for persons with disabilities has been developed by local **VOA** affiliates using local and state funding programs, as well as jointly with **VOA** and **VOANS** using HUD's Section 811, 202 and LIHTC programs. Today, **VOANS** is currently responsible for the oversight, development and/or management of over one hundred (100) Section 811 projects for the disabled, that have been sponsored in the past by **VOA** or that are currently sponsored by **VOANS**. A recent focus has been developing permanent supportive housing for veterans.
- **Affordable Housing for Low-Income Families**  
Affordable housing for families has been developed and/or acquired using HUD's 236 and 221(d)(3) programs, LIHTC, Low Income Housing Preservation and Resident Homeownership Act (LIHPRHA), and tax-exempt bond financing. **VOANS** is responsible for the oversight, development, and management (through **VOA National Housing Corporation**) of the current portfolio of affordable housing, which includes over fifty (50) projects, all in operation.

In all of these housing operations, **VOANS** ensures that attention is given to resident services. Throughout its fifty years of involvement in assisted housing, **VOANS** has sought to serve the most needy in its housing operations. As a result of this focus, services in facilities developed, owned and managed by **VOANS** are directed towards programs which encourage and assist self-improvement and self-reliance, such as

transportation, meals on wheels, employment counseling, day care, and Medicaid/Medicare referrals. The services offered or coordinated by **VOANS** span a wide range of programs including:

- ⇒ congregate meal programs
- ⇒ health screening
- ⇒ transportation
- ⇒ personal and financial counseling
- ⇒ day care centers
- ⇒ employment training and referral
- ⇒ recreation activities
- ⇒ rehabilitation programs
- ⇒ educational programs
- ⇒ computer learning center

➤ **Health Care Facilities**

**VOANS** owns and operates over 20 healthcare facilities and serves 2,400 – 2,500 people every day. In several situations, these healthcare facilities are co-located with HUD Section 202 senior developments with Section 202 residents able to avail themselves of the nursing services to allow them to “age in place” in their 202 units. Programs and properties owned and operated by **VOANS** include nursing homes, assisted living, Program for All Inclusive Care for the Elderly (PACE), continuum of care retirement communities, and home health programs.

Several of the facilities owned by **VOANS** have been singled out as models for the nursing home industry by federal, state, and local officials.

## **DEVELOPMENT CAPABILITY**

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**VOA** began developing multifamily housing in 1964. Today **VOANS** is one of the nation’s largest nonprofit developers of affordable housing for seniors and disabled persons, having developed over 200 facilities under HUD’s Section 202 and 811 programs, as well as assisted living facilities, nursing homes and low-income family and supportive housing facilities. **VOANS** develops facilities using a variety of financing methods, including Low Income Housing Tax Credits, bond financing, conventional financing, HUD 236, 221(d)(4) and LIHPHA programs. **VOANS’** development department has also been successful in obtaining numerous grants and loans through foundations and the HOME, CDBG and FLHB programs.

The **VOANS** development staff is actively involved in all phases of the development process. The process begins with strategic planning regarding selecting locations around the country where a need is determined to exist for the persons to be served. The development staff is involved in site selection, selection of design and construction professionals, project design, construction oversight, financing and accounting. Additionally, **VOANS’** development staff serves as the project consultant for the 202, 811, 515, permanent supportive housing, and LIHTC applications.

## **MANAGEMENT CAPABILITY**

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As one of the nation’s foremost nonprofit developers and operators of housing for the elderly and special needs individuals, Volunteers of America has the expertise to address affordable housing’s many facets – from development and ownership to management and support services. Our model combines the strengths of our national headquarters and our network of locally chartered affiliates. It pairs strong local relationships

and expertise in service delivery with national experience in building design, construction, finance and accounting and allows us to leverage the best from both worlds, suiting the needs of each project.

**VOA's** capacity to own and operate a HUD Section 202, 811, Rural Development Section 515, or LIHTC housing development is evidenced most strongly in its success as a sponsor of over 380 housing complexes through the country.

Volunteers of America provides centralized asset management for a housing portfolio valued at almost \$900 million. We actively minimize risk through the continuous assessment and analysis of the physical, financial, compliance and mission performance of each asset. Additionally, we have a long history of providing property management services and currently manage over 20,400 units. Our core operating principle is a resident centered housing approach reflected through our commitment to quality. Our local offices provide property management in their geographic areas while our national division's management arm National Housing Corporation provides property management in other areas.

**VOA National Housing Corporation's** overall organizational structure relies heavily upon professional on-site managers, central office staff, and advanced technology. Community Administrators handle the day-to-day operations of the development, including collections and maintenance requests, and often help develop and implement a project's budget. Central office management plays a supervisory role and approves expenditures and disbursements.

*Volunteers of America National Services is one of the largest nonprofit health and housing organizations in the United States.*

**VOA's** management team brings to each of our communities a strong marketing program. We enjoy exceptionally high occupancy numbers and usually operate our affordable senior housing programs at 100% or with an occasional vacancy. We aggressively manage our waiting lists to make certain that we have pre-qualified and ready prospective residents. The senior management team of **VOANS** is actively involved with the Institute of Real Estate Management (IREM), the National Apartment Association,

LeadingAge, and the National Affordable Housing Management Association (NAHMA).

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## **Volunteers of America Housing Leadership Team**

### **Executive**

**Michael ("Mike") King** is currently the national president and chief executive officer of Volunteers of America, providing leadership to one of America's largest and most comprehensive charitable nonprofit human service organizations. Prior to this, Mr. King served as CEO of Volunteers of America Texas, based in the Dallas/Ft. Worth area. Previously he was held executive positions with United Way of Metropolitan Dallas, the Volunteer Center of Dallas, ChildCareGroup and Volunteer-The National Center. King has served as a facilitator of leadership training for Hewlett Packard, and has also served on the faculty of both the University of Colorado and the Institute for Advanced Volunteer Management in the United Kingdom. He is a graduate of Texas Christian University and earned a Master's degree in civic affairs from the University of Dallas. Mike is also a minister with the Disciples of Christ, Christian Church.

**Sharon Wilson Géno**, was named Executive Vice President, National Services and Chief Operating Officer, in September 2017. In this role, Ms. Wilson Géno is responsible for the overall strategy and operations of Volunteers of America National Services. Part of her role will include working with the National Services board and collaborating with other leaders inside and outside the organization. Ms. Wilson Géno joined Volunteers of America in 2015 as senior vice president, legal affairs. As senior corporate counsel, she



provided advice and counsel to the national organization and its affiliates on a wide variety of legal matters, including housing operations and development issues. She is also a key member of the enterprise risk management committee and staffs several board committees.

Prior to joining Volunteers of America, Ms. Wilson Géno was a partner in private practice in Washington DC where she advised governmental entities, for-profit, and non-profit organizations across the country on issues related to housing and community development projects, government contracting, corporate structure, internal governance and compliance with Federal, state and local laws. Her work has given her substantive experience in many of the areas of affordable housing and community development law, including laws and regulations governing U.S. Department of Housing and Urban Development (HUD) programs, such as HOPE VI, public housing, Housing Choice Voucher (Section 8), the Community Development Block Grant Program (CDBG), the HOME program, and the Rental Assistance Demonstration Program (RAD). She has also worked in various tax incentive programs, including the Low Income Housing Tax Credit (LIHTC) program, New Markets Tax Credits (NMTC) program, and tax increment financing.

Ms. Wilson Géno has a Juris Doctorate from Georgetown University Law Center, a Masters of Arts in Urban Affairs from St. Louis University and a Bachelor's of Arts in American Studies from Newcomb College of Tulane University. She currently serves as an adjunct professor with Georgetown University School of Continuing Studies as well as an adjunct professor at The George Washington University School where she teaches Housing Law and Policy.

**Joseph A. Budzynski** serves as Executive Vice President and Chief Financial Officer at Volunteers of America national office. As Chief Financial Officer, Mr. Budzynski is responsible for directing financial strategies and infrastructure that ensures the growth and stability of the organization.

Mr. Budzynski started with Volunteers of America almost 10 years ago as Vice President and Chief Accounting Officer where he managed the Housing Development and Operations accounting support for over 400 housing properties including financial compliance with HUD and tax credit restrictions. Prior to this position, Mr. Budzynski served as the Chief Financial Officer of The Greater Washington Board of Trade, a regional chamber of commerce. He has also worked in the healthcare and telecom industries, both for profit and non-profit.

Mr. Budzynski is a member of Leadership Greater Washington's (LGW) Class of 2006 and currently serves as the Chair of the board of directors. He received his Bachelor of Science degree in accounting from Virginia Tech and is a Certified Public Accountant in the Commonwealth of Virginia.

### **Other Key Senior Staff**

**Margaret Ratcliff**, Executive Vice President, Affiliate Relations, began working with Volunteers of America in 1980 as executive staff to a local affiliate. She joined the national headquarters staff in 1988. Currently, she supports the growth and successful performance of affiliates organization-wide. Prior to coming to Volunteers of America, she served as Executive Director of an Area Agency on Aging. Ms. Ratcliff holds a B.A. Cum Laude degree from the University of Georgia and a M.S.W. degree from Tulane University.

**Robert Gibson**, Executive Vice President and Chief of Staff, joined Volunteers of America in 2002. In this role Mr. Gibson is responsible for advancing innovation across the organization as we look for new ways to serve the nation's most vulnerable. This includes the organization's pilot effort 'VOA Innovation for Impact', to select promising concepts and develop and prototype execution plans around those concepts. Mr. Gibson's team also supports capital development efforts within the organization, including real estate and structured financing products that will support growth opportunities within the organization. The team also manages Volunteers of America's New Markets Tax Credit allocation and will be applying to become a Community

Development Financial Institution. Mr. Gibson serves as the Executive Director of VOANS CDE, the community development finance subsidiary of Volunteers of America. Prior to his current position, Mr. Gibson was Senior Vice President of Housing Operations and Capital Finance with Volunteers of America. Before coming to Volunteers of America he worked for an international development NGO, focusing on community business development and financial products development in southern Africa. Mr. Gibson has Bachelors and Masters Degrees in Applied Economics from the University of Wisconsin Madison.

## **KEY HOUSING STAFF**

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**Kimberly Black King**, Senior Vice President of Real Estate Development, joined Volunteers of America in 2018. In this role, Ms. King oversees the all of the real estate development activities for VOANS, including affordable housing development, acquisitions, recapitalizations, construction and national strategic initiatives. Ms. King comes to VOA with twenty years of leadership experience in the affordable housing industry. Her professional experience includes positions in the development, finance, consulting and government sectors.

Prior to VOA, Ms. King served as the Chief Development Officer at the District of Columbia Housing Authority managing the agency's redevelopment pipeline and development staff. She was responsible for negotiating deal terms and the development program for transactions with multiple funding sources including Low-Income Housing Tax Credits, conventional debt, equity, gap financing and grants. Ms. King joined DCHA after serving for Mayor Vincent Gray as the Director of the District of Columbia's New Communities Initiative, a billion-dollar program that establishes housing policy and provides gap financing for redevelopment of distressed neighborhoods. Previous tenures include Director of the CSH Mid-Atlantic office, Senior Account Executive at Fannie Mae, and Vice President/Project Manager at McCormack Baron Salazar.

**Peter Desjardins**, Senior Vice President of Real Estate Operations, joined Volunteers of America in 2013. As Senior Vice President, he oversees operational activity for VOANS Housing, including Asset Management, Compliance, Resident Services, Property Management, and Training. Peter comes to Volunteers of America from the Housing Opportunities Commission of Montgomery County, Maryland (HOC), a national leader in the development of affordable housing, where he served for over nine years in the Asset Management department. During his time with HOC, Peter was responsible for a \$500 million portfolio of market rate and subsidized housing gaining significant experience in marketing as well as federal, state and local housing programs including Low Income Housing Tax Credits, Section 8 Housing Assistance Payments, Section 236 Interest Reduction Payments, Housing Choice Vouchers, and State and County grants. Prior to HOC, Peter worked for CRI, Inc. and EEA Realty as Asset Manager and Financial Analyst respectively; overseeing market rate as well as HUD subsidized housing. In addition to his extensive housing experience, Peter has also worked as a Market Analyst and News Editor for the CoStar Group, the nation's leading commercial real estate research company.

**Robin Keller**, Vice President of Workforce Housing Development, joined Volunteers of America in 1993 and has extensive experience in both housing management and development. In her current role, Ms. Keller directs the department's workforce housing activities, from feasibility and finance through construction and initial occupancy. Prior to being employed by Volunteers of America, Ms. Keller was a Senior Loan Specialist at the Knoxville, Tennessee HUD office and worked in the private sector for TESCO Management Company. She is a graduate of East Tennessee State University and holds the designation of Certified Property Manager from the Institute of Real Estate Management in Chicago. Ms. Keller received an honorable discharge from the U.S. Navy after serving six years.

**Donna Thurmond**, Vice President of Resident Services and Programs, joined Volunteers of America in 1998. With over 30 years of work in the field of aging services, she has developed and implemented a wide array of programs and services, including health promotion and disease prevention initiatives for seniors living in subsidized housing. In her current role, Donna provides national oversight for a multi-million dollar service coordinator program sponsored by the U.S. Department of Housing and Urban Development. Her efforts have resulted in implementing 125 service coordinator programs in 134 subsidized housing facilities. Donna also serves as the Treasurer on the American Association of Service Coordinator national board. Donna is a graduate of the University of Alabama at Birmingham and received her Bachelor of Arts and Master of Arts degree in sociology with a specialization in gerontology.

**Doug Snyder**, Vice President, Real Estate Development, joined Volunteers of America in 2012. He is responsible for development and preservation of affordable housing in the western United States including California, Colorado, Minnesota, and Texas. Doug has over 25+ years of successful underwriting, financing, and developing commercial/multi-family real estate on behalf of a variety of ownership groups. His affordable housing experience includes work with Low Income Housing Tax Credits, Tax Exempt Bonds, HUD programs, grants, and other funding sources across senior, family, and homeless projects. Prior to his work at VOA, Doug worked for a variety of for profit developers. Doug serves on the Housing Colorado Board and the CHFA Tax Credit Advisory Group. Doug holds a Bachelors in Science in Business from the University of Pittsburgh and a Masters of Science in Real Estate and Construction Management from the University of Denver.

**Rodrigo Galavis**, Vice President, Real Estate Development, joined Volunteers of America in 2019. Mr. Galavis brings his professional expertise comprising “Big Four” consultant work, project management and real estate development in a variety of product types ranging from schools, to senior housing, to multifamily. Prior to VOA, Rodrigo had roles as Development Manager at Non-Profit Elderly Housing, Development and Operations Corporation (“EHDOC”), as well as Development Principal at Affordable Housing Development Services (“AHDS”). Mr. Galavis has developed new construction of affordable housing in markets within California, Illinois, Connecticut and Florida, where Mr. Galavis transacted the capitalization side of these deals with various sources including Bridge Financing, HUD secured financing, LIHTC and Donation Credits, among other sourced competitive financing. Mr. Galavis’ work has also touched market-rate multi-family product types, as well as charter schools development while at the Miami-based development firm DAL Developers. Prior to his development work, Mr. Galavis served as a Consultant/Auditor for Deloitte, as well as Operations Consultant at Y&V Engineering and Construction – a top 3 Oil & Gas and Construction Engineering firm in Venezuela with a presence in Colombia, Mexico, USA and Canada. Prior to his auditing work, Mr. Galavis was Project Manager for Santander Bank US.

**Ron Wallace**, Development Director, joined Volunteers of America in 2014. His responsibilities include all aspects of housing development with a current focus on Texas and Oklahoma. Mr. Wallace joined VOA with over 23 years of experience in affordable housing, recently serving as a Director of the Processing and Underwriting Division at the U.S. Department of Housing and Urban Development. He holds a BS in Public Administration from Phillips University.

**Brian Reilly**, Development Director, joined Volunteers of America in 2017. Working alongside Doug Snyder, he is responsible for development and preservation of affordable housing in the Western Region with a focus on Colorado and Alaska. Prior to joining VOA, Mr. Reilly was Development Specialist at National Affordable Housing Trust (NAHT). Mr. Reilly has previously done work for the National Low-Income Housing Coalition and Environmental Law and Policy Center. His affordable housing experience includes the development of over 900 total Low-Income Housing Tax Credit units using a variety of funding sources including Tax Exempt Bonds, HUD programs, FHLB AHP, CDBG, and HOME funds. He holds a Bachelor of Science in Social Policy, concentration: Housing from Northwestern University.

**Richard (Rick) Della**, Construction and Facilities Management Director, began working with Volunteers of America in 2009. He is responsible for the myriad of construction and engineering related analyses associated with new and existing projects. Directly prior to joining Volunteers of America, he was the Owner of Plan B Development Group, LLC, a development consulting company that had previously provided consulting services to Volunteers of America and other non-profits in the Maryland and Virginia corridor for several years. Prior to starting his own company, he served for six years as Vice President of a Maryland based private development company that developed affordable and market rate housing. His experience includes twelve years as Administrator for Construction Management with the Maryland Department of Housing and Community Development. In that capacity, he managed from conception to completion an annual portfolio of approximately \$220,000,000 of construction activity. The value of the projects reviewed under his tenure with DHCD was in excess of 1 billion dollars. He is a graduate of the University of Baltimore, has attended the Graduate School of Architecture of the University of Maryland and also studied at the Maryland Institute of Art.

**Robert Uvalle, CCM** – Director, Construction and Facility Management, joined Volunteers of America in 2015 bringing with him 30 years of experience in the Construction/Building industry both in the public and private sectors. For the last 10 years, he was the Manager of the Northern California Region for the Judicial Council of California - Capital Building Program, with overall development and building responsibilities of 14 new ground-up Courthouse buildings with a combined total value of approximately \$1.2 billion dollars. In addition, he was the manager for the Facilities Modifications Program, which provided renovation upgrades to existing buildings in the Judicial Council portfolio. As a Certified Construction Manager (CCM), he served on the Board of Directors of the Northern California Chapter of the Construction Management Association of America (CMAA). He holds a Bachelor of Science in Construction Management and a Bachelor of Arts in Communications, both from the California State University, Chico.

**Jon Clevenger**, Senior Development Director, joined Volunteers of America in 2018. Jon is responsible for development and preservation of affordable housing in Minnesota. Jon has over 10+ years of successful affordable housing experience stretching across multiple business lines of the industry including LIHTC syndication, financing and municipal government experience. Jon holds a Bachelor of Arts in Sociology from the University of Dayton and a Master's of Science in Urban Regional and Land Planning with an emphasis in Residential Development and Urban Economics from the University of Wisconsin-Madison.

**Lee Goldstein**, Development Director, joined Volunteers of America in 2019. Lee is responsible for the development and preservation of affordable housing in VOA's key markets utilizing federal, state, local and private funding sources, including LIHTC and conventional debt. Lee also assists in promoting affordable housing advocacy to benefit Volunteers of America and support its position as a recognized nonprofit leader.

Lee most recently worked as an Associate at CSG Advisors, in their Housing Strategies and Development Practice. At CSG, Lee provided project management services, technical assistance for RAD conversions and Section 18 dispositions, financial modeling and underwriting, and portfolio repositioning analysis on behalf of Public Housing Authorities.

Prior to joining CSG, Lee worked for over seven years at the local government level, primarily with the District of Columbia. Lee served as a Capital City Fellow, a rotational fellowship, where he contributed to the District of Columbia's city planning, sustainability, and affordable housing efforts on behalf of multiple municipal agencies. Most notably, Lee worked to implement the District of Columbia's New Communities Initiative, a District government program designed to redevelop 1500 distressed public housing units into 5,000 new housing units within vibrant mixed-income communities. As a Project Manager, Lee negotiated land disposition agreements, underwrote gap financing loans on behalf of the city, garnered community input

on design and development, and collaborated with a myriad of stakeholders to steward projects through local City Council and Zoning Commission approvals.

Lee holds a BA and MPA from The George Washington University, and is currently enrolled at Johns Hopkins University pursuing a Masters in Real Estate and Infrastructure (MSREI). Lee also holds a Housing Development Finance Certification from the National Development Council, serves on the Program Committee for HAND (Housing Association of Non-Profit Developers) in the DC region, and is a graduate of George Mason University's Real Estate Seminar Series.

**Deborah Welchel**, Senior Development Director, joined Volunteers of America in 2019. Over 25 years of public and private sector financing experience have provided Deborah with a broad knowledge of structure, development and management of a variety of residential housing transactions. Deborah began her career in affordable housing as Manager of Credit Underwriting at the Texas Department of Housing and Community Affairs, where she was responsible for determining risk and viability for transactions utilizing the housing tax credit (LIHTC), multifamily private activity bonds, HOME, CDBG and Housing Trust Funds. As a consultant Deborah restructured Project Based Section 8 properties as Participating Administrative Entity through HUD's Mark to Market Program and prepared due diligence and market study reports for lenders and investors. Transitioning to development with Edgewater Affordable Housing she was charged with all aspects of LIHTC submissions from pre-development/financial feasibility to permanent loan closing/8609's. With Edgewater Group she worked with owners and developers to access the \$5 billion in ARRA Weatherization Funds nationwide for eligible properties. Deborah also worked with the National Development Council, where she focused on identifying LIHTC transactions in client communities and investor CRA areas, evaluating yield and pricing, determining developer experience, capacity, and negotiating terms and deal points.

Prior to joining VOA, she was Vice President of Asset Management for Mayfair Management Group. Functioning as the owner representative as well as the primary contact for lenders and investors, she provided general oversight to the management of each property, directed regional managers and coordinated preparation and publication of month financial reports and annual operating budget.

**Ken Miller**, Senior Construction Director, joined Volunteers of America in 2019. Ken is a seasoned construction professional with over 25 years of experience in the construction industry. His background encompasses operational leadership, project feasibility/constructability, trade negotiations and construction management oversight. He has managed a wide variety of commercial, residential and public agency projects consisting of: assisted living centers, single-family homes, medical offices, education, community spaces, transportation and communications facilities. The budget range of these projects has been from \$500K to \$20M and the majority located within the Mid-Atlantic region but some nationwide including Puerto Rico. Ken holds a B.S. in Construction from Arizona State University, Tempe, Arizona and possesses a commercial contractor license qualification through the national association of state contractor licensing agencies (NASCLA).

**David Brown**, Development Director, joined Volunteers of America in 2019. Mr. Brown is responsible for project development at Volunteers of America, including both new construction, acquisition rehabilitation, and recapitalization of existing assets in the portfolio. In this capacity he coordinates multi-functional teams across VOA, including construction, asset management, and finance along with outside consultants while synchronizing with investors and lenders to ensure each project achieves maximum affordability. Dave's prior development work at the District of Columbia Housing Authority (DCHA) provided him with expertise in all issues facing affordable housing development and specifically those facing Public Housing Authorities. At DCHA was responsible for large-scale, urban new development and rehabilitation projects. Mr. Brown was exclusively charged with managing some of D.C.'s most challenging public housing projects and worked on



all phases in the development process, including concept development and feasibility, planning and design, construction, and delivery.

Prior to the DC Housing Authority, Mr. Brown worked in utility and commercial scale renewable energy project consulting at Booz Allen Hamilton. Mr. Brown has also held management positions at Boston Properties' asset management group and provided real estate advisory valuation services to national retailers at Gemini Realty Advisors.

### 3.2 Development Experience and Resumes - Subconsultants

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Volunteers of America National Services is proposing to utilize the following list of development consultants whose resumes and qualifications are attached.

1. **Architect**

Humphreys & Partners  
Kelly Osburn, Senior Vice President  
5339 Alpha Road  
Suite 300  
Dallas, Texas 75240  
972/269-5132  
[kelly@humphreys.com](mailto:kelly@humphreys.com)
2. **Civil Engineer**

KBGE, Civil & Environmental Consultants, Inc.  
Brian Estes, PE Principal  
3711 MoPac Expressway  
Building 1, Suite 550  
Austin, Texas 78746  
512/439-0400  
[bestes@cecinc.com](mailto:bestes@cecinc.com)
3. **General Contractor**

Spring Valley Construction Company  
Steve Bruszer, President  
10950 Alder Circle  
Dallas, Texas 75238  
214/340-9800  
[sbruszer@svcc.biz](mailto:sbruszer@svcc.biz)
4. **Zoning/Entitlement Consultant**

Masterplan  
Karen Wunsch, AICP  
6500 River Place Boulevard  
Building 7, Suite 250  
Austin, Texas 78730  
512/524-9745  
[karen@masterplantexas.com](mailto:karen@masterplantexas.com)

## **COMPANY PROFILE**

2020



### **DALLAS HQ**

5339 ALPHA ROAD  
SUITE 300  
DALLAS, TEXAS 75240

972.701.9636  
MARKETING@HUMPHREYS.COM  
HUMPHREYS.COM

# GLOBAL PROFILE

**FOUNDED** 1991 in Dallas, Texas

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## KEY OFFICERS

**Mark Humphreys, AIA, NCARB**  
Chief Executive Officer

**Greg Faulkner, AIA, NCARB**  
President

**Walter Hughes, AIA**  
Chief Innovation Officer

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## US OFFICES

Dallas

Denver

New York

Charlotte

Houston

Orlando

Chicago

Los Angeles

Scottsdale

Costa Mesa

New Orleans

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## INTERNATIONAL

Chennai

Hanoi

London

Montevideo

Ho Chi Minh City

Mexico City





# STRATEGIC VISION

For over 28 years, Humphreys & Partners Architects has been the innovating force in the multifamily industry. Our designs set industry standards for the highest quality planning and design services while consistently optimizing density and efficiency for clients. Many of the leading US developers and owners of multifamily properties including Alliance Residential, Equity Residential, Dinerstein Companies, Gables, Lennar, UDR, Related, and others rely on Humphreys & Partners to provide attractive, cost-efficient designs that ensure the long-term success of their investment and increased quality of living for future residents.

Humphreys & Partners employs an expert team of professionals from around the world with unparalleled vision, classical training, and diverse experience in all aspects of the architectural process.

Committed to excellence and responsiveness to our clients, our team of professionals strives for

innovation in design and clear communication from project beginning to end. We know that project success relies not only on a robust design but also on anticipating client expectations through a carefully planned and communicated project strategy. Humphreys & Partners is not just an architecture firm we are also the touchpoint between your goals and all phases of their realization.

Our design collaborations reach across the globe – with a portfolio spanning 40 states and ten foreign countries demonstrating an in-depth understanding of local and regional regulations impacting your project's success. In the last ten years we have built 1,200 projects across 44 States, totaling over 215,000 multifamily units. We intertwine this vast experience and knowledge of the multifamily and mixed-use industry into every project we lead to success.





# PROJECT APPROACH & METHODOLOGY

The cornerstone of our methodology is open communication. All ideas are considered and all reasonable alternatives are explored. We know that our most successful projects are those that emerge from decisions that are built around all parties with a stake in the outcomes of our projects. We want to hear your ideas because these contributions are essential in making each project a unique success.

One of the keys to the success of your project will be our senior level staff's hands-on, highly collaborative approach that will actively engage the project team through each phase of the work, with an attentive focus to meeting your needs and keeping you fully informed during each step of the process. During the early design phase, we will schedule meetings and/or workshops to explore all critical design issues and to fully develop the project design with the input of the entire team.

Communication is the key to a successful project. To ensure design quality, periodic reviews with the design team will be held and design solutions will be challenged where appropriate and alternatives discussed. Budget control and management methodology will be designed to meet goals set out at the beginning of the project. All design decisions will be benchmarked against that control budget. If variances are anticipated with the current approach, alternate solutions will be generated to reach the intended target cost.

Delivering these resources with our experienced project managers will allow us to track tasks on the critical path with our own team, and monitor quality as well as schedule with the consultant team.



# COMMUNICATION

Clear, collaborative communication is the basis for all our client relationships, because clients comes first in everything we do. Each client begins their project with us with a Kick-Off session, which includes representatives of the Owner, Architect, Planners, Civil Engineer, and other specialty consultants. Key goals, objectives and responsibilities for the team are established and discussed to ensure the project goals are clearly identified.

Methods to address client needs, expectations and strategy will include:

- **Team** building sessions to identify and reinforce the goals and overall scope of the project and to introduce all team members, identify member responsibilities and set milestones for design development.
- **Full familiarity** with previous work accomplished to date and setting an agenda for acquiring information.
- **Organization** of more specified, smaller working meetings to understand the scope and design aspirations of the owner and management team.
- **Development** of a detailed project schedule for the production of design and construction documents. Highlight critical milestones of all phases of the work and establish parameters with those concerned for adhering to the schedule and business plan.
- **Validation** or development of the programmatic basis for the overall concept and the more specific program requirements for the design of the units, buildings, and on site amenities.



# DESIGN & CONSTRUCTION DOCUMENTS

Our goal is to provide innovative design solutions for a competitive marketplace. We are committed to producing fresh, creative and distinctive designs that are appropriate to both our clients' requirements as well as the needs of the residents and surrounding community. The focus of our work is to target the balance of function, cost and aesthetics to produce excellent and award winning architecture.

Responsiveness to client needs throughout the design and construction document development process ensures the timely, effective delivery of our services. Some of the initiatives that are targeted include:

## 01

Assuring that all team members have a clear and consistent understanding of the goals established for the project.

## 02

Undertaking a comprehensive research effort to identify all requirements (code, planning, environmental, and other jurisdictional) which impact the site layout, building design or operation of the overall project.

## 03

Initiating a design process which efficiently develops and evaluates alternative concepts and draws upon the best ideas of each in the creation of a final schematic design which mirrors the project goals.

## 04

Oversight analysis of all design options with respect to functionality, build-ability, durability, and cost.

## 05

Identification of a unique design solution that is innovative and technically achievable within the budget parameters.

## 06

Periodic team meetings and conference calls to review progress, project status and address items needing attention/closure.

## 07

Scheduling of quality control reviews internally and externally with the specialty consultants for overall improvement with the project documents, ideas, and goals and objectives.

## 08

Establish early interactions with authorities who have jurisdiction over the project to encourage collaboration with the construction team and expedite the approval process.



# EXPERIENCE

Humphreys & Partners is a “developer’s architect,” understanding the economies, critical aspects and general goals of development within a specific project budget. Our designers and project managers work to create buildings that are the best solution for both the client and specific project location. Designs must be efficient, but must also achieve a design aesthetic that will be appealing. Our professionals understand the factors to keep in mind, including:

- Land costs
- Pro forma requirements
- Stringent timelines
- Communication

With our client’s goals in mind, we focus on creating new and innovative building forms and layouts that maximize efficiency and help to outperform competing buildings and projects regardless of market conditions. Humphreys & Partners is a full service firm offering services ranging from:

- Land planning to schematic design
- Entitlements
- Construction documents
- Permitting assistance
- Construction administration.

We thrive on being problem solvers our team searches out design solutions in locations and markets where the numbers would not normally work. Our special attention to efficient design has helped save our clients millions of dollars in up-front expenditures and increase their return on investment throughout the lifecycle of the building.

# SOUTHEAST RELEVANT EXPERIENCE

STATE/CITY	PROJECT NAME	CLIENT	TYPE	FINANCING	UNITS	CONSTRUCTION COST
AL Birmingham	The Retreat at Greystone	Tynes	Market Rate	Conventional	272	\$31,280,000
AL Homewood	Moretti at Vulcan Park	The Dobbins Group	Market Rate	Conventional	135	\$15,525,000
AL Huntsville	The Moderne at Providence	Rohdie Group	Market Rate	Conventional	300	\$34,500,000
AL Huntsville	Watermark Bridgestreet	Watermark	Market Rate	Conventional	244	\$28,060,000
AL Prattville	Villas at Home Place	Davis Development	Market Rate	Conventional	240	\$27,600,000
AL Spanish Fort	The Arlington at Eastern Shore	Arlington Properties	Market Rate	Conventional	252	\$28,980,000
AL Tuscaloosa	Rock Point Village	Capstone	Market Rate	Conventional	56	\$6,440,000
AL Montgomery	Barrington Place at Somerset	Watts Development	Market Rate	HUD	192	\$22,080,000
AL Huntsville	Moore Farms Phase I	Nicol Development Group	Market Rate	Conventional	284	\$32,660,000
AL Auburn	One Sixty Ross	American Campus Communities	Student Housing	Conventional	173	\$19,895,000
AL Auburn	319 Bragg	Barrett	Student Housing	Conventional	86	\$9,890,000
AL Tuscaloosa	Lofts at City Center	Capstone	Student Housing	Conventional	347	\$39,905,000
AL Tuscaloosa	Sterling Crimson	Dinerstein	Student Housing	Conventional	316	\$36,340,000
AR Bentonville	Central Park Market Rate	Harvermeyer Holdings	Market Rate	Conventional	90	\$10,350,000
AR Conway	The Reserve at Tucker Creek	Trinity Development	Market Rate	Conventional	72	\$8,280,000
AR Fayetteville	Reserve at Steel Crossing	Bristol Development	Market Rate	Conventional	60	\$6,900,000
AR Fayetteville		Davis Development	Market Rate	Conventional	202	\$23,230,000
AR Fayetteville	Watermark at Steele Crossing	Watermark	Market Rate	Conventional	306	\$35,190,000
AR Little Rock	City Grove Phase I & II	Old Silver City	Market Rate	Conventional	57	\$6,555,000
AR Rogers	Watermark at Rogers	Watermark	Market Rate	Conventional	220	\$25,300,000
AR Little Rock	The Estates of Chenal Valley	The Estates of Chenal Valley	Market Rate	HUD	240	\$27,600,000
AR Little Rock	Residence at Riverdale	Montford	Market Rate	HUD	124	\$14,260,000
AR Rogers	Stone Manor at Stoney Brook	TF Stone	Market Rate	HUD	254	\$29,210,000
AR Fayetteville	Sterling Frisco	Dinerstein	Student Housing	Conventional	218	\$25,070,000
AR Fayetteville	Lafayette Street Apartments	Uark Land Venture	Student Housing	Conventional	161	\$18,515,000
AR Russellville	Vista Place	Place Properties	Student Housing	Conventional	108	\$12,420,000
FL Altamonte Springs	Maitland Pointe Apartments	Alliance Residential Company	Market Rate	Conventional	210	\$24,150,000
FL Apopka	Barrington at Mirror Lake	Cortland Partners	Market Rate	Conventional	165	\$18,975,000
FL Brandon	Brandon Crossing	CED	Market Rate	Conventional	165	\$18,975,000
FL Bradenton	Lakewood Ranch II	Davis Development	Market Rate	Conventional	110	\$12,650,000
FL Clearwater	Bayside Arbors	LeCesse Development	Market Rate	Conventional	80	\$9,200,000
FL Clearwater	Hampton Chase Townhomes	Parkview Homes	Market Rate	Conventional	120	\$13,800,000
FL Clermont	Chateaus at Magnolia Point	Magnolia Point Dev.	Market Rate	Conventional	165	\$18,975,000
FL Davenport	Thrive by Watermark	Watermark	Market Rate	Conventional	328	\$37,720,000
FL Deerfield Beach	Crystal Lake Rivera	CaraCo	Market Rate	Conventional	117	\$13,455,000
FL Destin	Sea Glass	CDP Destin Developer, Catalyst	Market Rate	Conventional	165	\$18,975,000
FL Destin	Vintage Destin	Vintage Destin, LLC	Market Rate	Conventional	282	\$32,430,000
FL Ft. Lauderdale	The Belmont at Boyton Beach	EB Developers	Market Rate	Conventional	192	\$22,080,000
FL Ft. Myers	Cypress Legends Clubhouse	The Sterling Company	Market Rate	Conventional	165	\$18,975,000
FL Gainesville	Landmark Hotel	Landmark Gainesville Hotel, LLC	Market Rate	Conventional	165	\$18,975,000
FL Jacksonville	E-Town Apartments	Catalyst Development Partners	Market Rate	Conventional	332	\$38,180,000
FL Jacksonville	JAX Site	David Development	Market Rate	Conventional	289	\$33,235,000
FL Jacksonville	Goodnuff Dolphin Depot	Goodnuff Hollow Management	Market Rate	Conventional	110	\$12,650,000

STATE/CITY	PROJECT NAME	CLIENT	TYPE	FINANCING	UNITS	CONSTRUCTION COST
FL Jacksonville	BCBS Deerwood Park	WRH Realty Services	Market Rate	Conventional	400	\$46,000,000
FL Jacksonville	The Hawthorne Apartments	Arlington Properties	Market Rate	Conventional	165	\$18,975,000
FL Jacksonville	Villas at Kernan II Club	Davis Development	Market Rate	Conventional	165	\$18,975,000
FL Kissimmee	Arrow Ridge	CED	Market Rate	Conventional	300	\$34,500,000
FL Lake Mary	Notting Hill	ZOM	Market Rate	Conventional	452	\$51,980,000
FL Lynn Haven	Arbor Trace	Arbor Properties	Market Rate	Conventional	168	\$19,320,000
FL Lynn Haven	Arbor Trace Phase II	Arbor Properties	Market Rate	Conventional	168	\$19,320,000
FL Maitland		CED	Market Rate	Conventional	165	\$18,975,000
FL Maitland	Town Trelago	Related Group	Market Rate	Conventional	350	\$40,250,000
FL Miami	Hampton Village	Landmark Group	Market Rate	Conventional	100	\$11,500,000
FL Naples	Saddlebrook	CEI	Market Rate	Conventional	140	\$16,100,000
FL Ocoee	Bordeaux	Tarragon	Market Rate	Conventional	199	\$22,885,000
FL Orlando	Ancora	Grandville at Orchid Park/ Lecesse	Market Rate	Conventional	289	\$33,235,000
FL Orlando	EOS II	Catalyst Development Partners	Market Rate	Conventional	296	\$34,040,000
FL Orlando	EOS	Catalyst	Market Rate	Conventional	296	\$34,040,000
FL Orlando	Falcon Trace	CED	Market Rate	Conventional	252	\$28,980,000
FL Orlando	Mirabella Residences	Davis Development	Market Rate	Conventional	165	\$18,975,000
FL Orlando	GrandeVille on Avalon Park	LeCesse Development	Market Rate	Conventional	330	\$37,950,000
FL Orlando	Palisades @ The Resort	Maesbury Homes / George Dupreez	Market Rate	Conventional	99	\$11,385,000
FL Orlando	Avalon @ The Resort at Lake Austin	Maesbury Homes / George Dupreez	Market Rate	Conventional	407	\$46,805,000
FL Orlando	Magnolia Woods at The Resort at Lake Austin Reserve	Maesbury Homes / George Dupreez	Market Rate	Conventional	165	\$18,975,000
FL Orlando	Echelon	The Garret Companies	Market Rate	Conventional	250	\$28,750,000
FL Orlando	Second Wave Apartments	Sunrise City Apt Partners, LLC	Market Rate	Conventional	340	\$39,100,000
FL Orlando	International Plaza Resort & Spa	Remington	Market Rate	Conventional	788	\$90,620,000
FL Rockledge	Polo Glen	Bainbridge	Market Rate	Conventional	165	\$18,975,000
FL Inlet Beach	Rosemary Pointe	Atticus	Market Rate	Conventional	68	\$7,820,000
FL Sanford	Vera Apartments	Davis Development	Market Rate	Conventional	80	\$9,200,000
FL Seminole County	Allure on the Parkway	Carriage Encore II, LLC	Market Rate	Conventional	290	\$33,350,000
FL St. Augustine	Isla Antigua	Catalyst Development Partners	Market Rate	Conventional	249	\$28,635,000
FL St. Petersburg	Fusion 1560	Zaremba Residential	Market Rate	Conventional	324	\$37,260,000
FL St. Petersburg	801 Central Avenue	Related Group	Market Rate	Conventional	368	\$42,320,000
FL Stuart	Fairview Forest	Bainbridge	Market Rate	Conventional	237	\$27,255,000
FL Tallahassee	601 S. Copeland	American Campus Communities	Market Rate	Conventional	81	\$9,315,000
FL Tallahassee	Summerfield Phase II	Arbor Properties	Market Rate	Conventional	165	\$18,975,000
FL Tallahassee	Falls Chase	Arbor Properties	Market Rate	Conventional	165	\$18,975,000
FL Tallahassee	Arbor Trace at Canopy	Arbor Properties	Market Rate	Conventional	424	\$48,760,000
FL Tampa	Jefferson South Westshore	Jefferson Apartment Group	Market Rate	Conventional	246	\$28,290,000
FL Tampa	The Marquis by Norstar	Norstar	Market Rate	Conventional	354	\$40,710,000
FL Tampa	Varela Westshore	Northwood Raven	Market Rate	Conventional	350	\$40,250,000
FL Tampa	The Hamptons at Tampa Palms	ZOM	Market Rate	Conventional	351	\$40,365,000
FL Tampa	Aurora Residences	Richman	Market Rate	Conventional	351	\$40,365,000
FL Tampa	Grady Square	Richman	Market Rate	Conventional	300	\$34,500,000
FL Temple Terrace	Addison at Tampa Oaks	Tampa Oaks Apartment	Market Rate	Conventional	262	\$30,130,000
FL Valrico	Valrico Station Ph I and II	WRH	Market Rate	Conventional	20	\$2,300,000
FL Vero Beach	The Estates at Vero Beach	Bainbridge	Market Rate	Conventional	153	\$17,595,000
FL Wellington	The Estates at Wellington Green	Bainbridge	Market Rate	Conventional	400	\$46,000,000
FL West Palm Beach	Park Palm Beach Apts	Parkland Development	Market Rate	Conventional	282	\$32,430,000
FL Port St. Lucie	The Belmont at St. Lucie W. Ph I & II	EB Developers	Market Rate	Conventional	444	\$51,060,000
FL Inlet Beach	Little Donkey Taqueria	Atticus Real Estate	Market Rate	Conventional	165	\$18,975,000



STATE/CITY		PROJECT NAME	CLIENT	TYPE	FINANCING	UNITS	CONSTRUCTION COST
FL	Estero	Parkside Estero	Parkside Equities, LLC	Market Rate	HUD	198	\$22,770,000
FL	Orlando	Bala Sands	Bala	Market Rate	HUD	298	\$34,270,000
FL	Orlando	Bella Nova	Jubilee Park II, LLLP	Market Rate	HUD	312	\$35,880,000
FL	Sarasota	Sarasota Residences	The Richmand Group of Florida	Market Rate	HUD	222	\$25,530,000
FL	St. Petersburg	5th Avenue Residences		Market Rate	HUD	165	\$18,975,000
FL	Tallahassee	Evergreens @ Mahan Drive Ph I & II	Evergreens Residential (TTK, Inc.)	Market Rate	HUD	208	\$23,920,000
FL	Winterpark	Winter Water Park	Vintage Winter Park, LLC	Market Rate	HUD	332	\$38,180,000
FL	Mary Esther	Renaissance Santa Rosa	REA Ventures Group/Radiant Partners	Market Rate	HUD	229	\$26,335,000
FL	Jupiter	Murfield Retirement at Indian Creek		Senior Housing	Conventional	120	\$13,800,000
FL	Osceola County	Tierra Pointe	Deion Lowery	Senior Housing	Conventional	74	\$8,510,000
FL	Osceola County	Vista Del Sol	Vista Del Sol Ltd	Senior Housing	Conventional	74	\$8,510,000
FL	Gainesville	The Canopy	Arlington Properties	Student Housing	Conventional	240	\$27,600,000
FL	Gainesville	Standard at Gainesville	Landmark Gainesville, LLC	Student Housing	Conventional	1,638	\$188,370,000
FL	Jacksonville	San Marco Promenade	Chance Partners, LLC	Student Housing	Conventional	284	\$32,660,000
FL	Miami	University Bridge Phase II	Toll Brothers Campus Living	Student Housing	Conventional	293	\$33,695,000
FL	Orlando	Sterling Univ. Central UCF Ph I & II	Dinerstein	Student Housing	Conventional	254	\$29,210,000
FL	Orlando	University House	Inland American	Student Housing	Conventional	165	\$18,975,000
FL	Orlando	The Lofts	JPI (original)/Allen & O'Hara (current)	Student Housing	Conventional	270	\$31,050,000
FL	Palm Beach	Westgate Plaza	Landmark Group	Student Housing	Conventional	165	\$18,975,000
FL	St. Petersburg	Tortuga Pointe	Zaremba Residential	Student Housing	Conventional	295	\$33,925,000
FL	Tallahassee	U Club on Woodward	American Campus Communities	Student Housing	Conventional	165	\$18,975,000
FL	Tallahassee	U Club on Woodward Phase II	American Campus Communities	Student Housing	Conventional	124	\$14,260,000
FL	Tallahassee	The Boulevard Clubhouse Reno	Park 7	Student Housing	Conventional	165	\$18,975,000
FL	Tallahassee	Chapel Terrace Student Housing	The Treo Group	Student Housing	Conventional	178	\$20,470,000
FL	Tallahassee	Players Club	EDR	Student Housing	Conventional	168	\$19,320,000
FL	Tallahassee	The Standard	Landmark Properties	Student Housing	Conventional	253	\$29,095,000
FL	Tallahassee	Edwards Student Housing	Edwards Communities	Student Housing	Conventional	225	\$25,875,000
FL	Tampa	Sterling University	Dinerstein	Student Housing	Conventional	197	\$22,655,000
FL	Tampa	Venue at North Campus	Dinerstein	Student Housing	Conventional	159	\$18,285,000
GA	Atlanta	Six.60 @ Old Fourth Ward	Southeast Capital Partners	Market Rate	Conventional	301	\$34,615,000
GA	McDonough	Villas at Southpointe Ph I and II	Davis Development	Market Rate	Conventional	270	\$31,050,000
GA	Pooler	Villas at Park Avenue	Davis Development	Market Rate	Conventional	238	\$27,370,000
GA	Pooler	North Haven Apartments	Davis Development	Market Rate	Conventional	165	\$18,975,000
GA	Pooler	Pooler Lakeside	Middleburg Real Estate Partners	Market Rate	Conventional	316	\$36,340,000
GA	Suwanee	Suwanee Gateway	Davis Development	Market Rate	Conventional	128	\$14,720,000
GA	Valdosta	Westover	Jim Sineath	Market Rate	Conventional	30	\$3,450,000
GA	Villa Rica	Mirrors Lake Apartments	Malloy Communities	Market Rate	Conventional	150	\$17,250,000
GA	Woodstock	Park 9 Apartments	Prestwick	Market Rate	Conventional	275	\$31,625,000
GA	Newnan	The Residences at Newnan Crossing	Novare Group	Market Rate	Conventional	298	\$34,270,000
GA	Augusta	The Reserve at Riverwatch	Riverwatch GA, LLC	Market Rate	HUD	192	\$22,080,000
GA	Fayetteville	Lafayette Square	Charter Hill	Market Rate	HUD	210	\$24,150,000
GA	Athens	The Standard at Athens	Landmark Group	Student Housing	Conventional	190	\$21,850,000
GA	Kennesaw	Collegiate on Busbee	Trinitas	Student Housing	Conventional	274	\$31,510,000
GA	Milledgeville	Bellamy Milledgeville	Phenix Investment Assoc	Student Housing	Conventional	125	\$14,375,000
KY	Bowling Green	Southwest at Chandler Park	Bennett and Associates	Market Rate	Conventional	34	\$3,910,000
KY	Lexington	Grand Reserve at Pinnacle	Flournoy Development	Market Rate	Conventional	165	\$18,975,000
KY	Lexington	Colts Run	Presidential	Market Rate	Conventional	252	\$28,980,000
KY	Lexington	Watermark at Hamburg	Watermark	Market Rate	Conventional	165	\$18,975,000
KY	Louisville	1373 Lexington	Cityscape	Market Rate	Conventional	300	\$34,500,000
KY	Louisville	Watermark at Hurstbourne	Watermark	Market Rate	Conventional	270	\$31,050,000

STATE/CITY	PROJECT NAME	CLIENT	TYPE	FINANCING	UNITS	CONSTRUCTION COST
KY Louisville	The Nine at Louisville	908 Development	Market Rate	Conventional	105	\$12,075,000
KY Middletown	Echelon at Middletown	Garrett Companies	Market Rate	Conventional	210	\$24,150,000
KY Newport	Cascades at the Levee	Levee Partners	Market Rate	Conventional	239	\$27,485,000
KY Newport	Aloft Hotel	Musselman Hotels	Market Rate	Conventional	145	\$16,675,000
KY Bowling Green	The Hub South	HUB Multi-Family, LLC	Market Rate	Conventional	238	\$27,370,000
KY Louisville	The Bellamy Louisville	Phenix Investment Assoc	Student Housing	Conventional	192	\$22,080,000
KY Louisville	University Pointe	ACC Development	Student Housing	Conventional	134	\$15,410,000
LA Addis	Addis Apartments - Phase I	Bearing Point Properties, LLC	Market Rate	Conventional	160	\$18,400,000
LA Baton Rouge	River House Apartments and Rental	Continental Realty	Market Rate	Conventional	224	\$25,760,000
LA Baton Rouge	Addison	Domain Companies	Market Rate	Conventional	139	\$15,985,000
LA Baton Rouge	Lakeside Villas Phase II	Key Real Estate	Market Rate	Conventional	144	\$16,560,000
LA Bossier City	Kingston Crossing	Heritage	Market Rate	Conventional	280	\$32,200,000
LA Covington	The Green at Northpark	Key Real Estate	Market Rate	Conventional	217	\$24,955,000
LA Covington	Versailles	Dobbins Group	Market Rate	Conventional	272	\$31,280,000
LA Covington	Brewster Commons	Lake Development	Market Rate	Conventional	165	\$18,975,000
LA Covington	Emerald Forest	Lance Belcher Properties	Market Rate	Conventional	278	\$31,970,000
LA Gretna	Calypso Bay	Fred Hebee	Market Rate	Conventional	469	\$53,935,000
LA Lafayette	Chateau Mirage	Montesano	Market Rate	Conventional	165	\$18,975,000
LA Lafayette	The Reserve at Acadiana	Peek Howe	Market Rate	Conventional	276	\$31,740,000
LA New Orleans	Shops at Crescent Club	Domain Companies	Market Rate	Conventional	228	\$26,220,000
LA New Orleans	The Meridian	Domain Companies	Market Rate	Conventional	72	\$8,280,000
LA New Orleans	The Preserve	Domain Companies	Market Rate	Conventional	183	\$21,045,000
LA Shreveport	Boulders on Fern	Vintage Realty	Market Rate	Conventional	222	\$25,530,000
LA Slidell	The Mansions at Spartan Trace	Sabre Development	Market Rate	Conventional	112	\$12,880,000
LA Baton Rouge	High Grove	Domain Companies	Market Rate	HUD	192	\$22,080,000
LA Central	The Settlement at Shoe Creek	CR Properties	Market Rate	HUD	165	\$18,975,000
LA Gonzales	The Mansions at Ivy Lake	Daniel LeBlanc	Market Rate	HUD	232	\$26,680,000
LA Gonzales	Cypress Square	Bearing Point Properties, LLC	Market Rate	HUD	272	\$31,280,000
LA Lafayette	Robley Place	Key RE	Market Rate	HUD	248	\$28,520,000
LA Lafourche Parish	Bayou Reserve	Encore Enterprises	Market Rate	HUD	240	\$27,600,000
LA Mandeville	Chapel Creek	ISIS Development	Market Rate	HUD	60	\$6,900,000
LA New Orleans	The Paramount	Domain Companies	Market Rate	HUD	209	\$24,035,000
LA New Orleans	The Odeon	The Domain Companies	Market Rate	HUD	273	\$31,395,000
LA Shreveport	Spring Ridge	Montford	Market Rate	HUD	256	\$29,440,000
LA Slidell	Lofts at Canterbury House	Herman Kittle	Market Rate	HUD	165	\$18,975,000
LA Walker	Creekside Crossing	447 Apartments LLC	Market Rate	HUD	168	\$19,320,000
LA Zachary	Audubon Park	Heritage	Market Rate	HUD	178	\$20,470,000
LA Zachary	Zachary Parkside	Zachary Parkside LLC	Market Rate	HUD	260	\$29,900,000
LA Zachary	Zachary Parkside Phase II	Zachary Parkside LLC	Market Rate	HUD	40	\$4,600,000
LA Gonzales	River Point Townhomes	Heritage Acquisition Company, INC	Market Rate	HUD	260	\$29,900,000
LA Vernon Parish	Ft. Polk Army Base	Picerne	Military Housing	Conventional	165	\$18,975,000
LA Baton Rouge	The Blake at the Grove	Cardinal Ventures	Senior Housing	Conventional	213	\$24,495,000
LA Baton Rouge	West Park Housing	Park 7 Group	Senior Housing	Conventional	278	\$31,970,000
LA Lake Charles	The Verandah	Graywood Retirement Residence, LLC	Senior Housing	Conventional	51	\$5,865,000
LA Baton Rouge	Sterling Burbank	Dinerstein	Student Housing	Conventional	165	\$18,975,000
LA Baton Rouge	Exchange at Baton Rouge	Fairfield	Student Housing	Conventional	299	\$34,385,000
LA Hammond	Southeastern Louisiana University	JPI	Student Housing	Conventional	165	\$18,975,000
LA Monroe	University of Louisiana at Monroe	JPI	Student Housing	Conventional	228	\$26,220,000
LA New Orleans	Lumina at Mid City	Edwards Companies	Student Housing	Conventional	382	\$43,930,000
MS Gulfport	Angela Apartments	VOB Partners	Affordable Housing	Conventional	60	\$6,900,000

	STATE/CITY	PROJECT NAME	CLIENT	TYPE	FINANCING	UNITS	CONSTRUCTION COST	
	MS	Biloxi	Arbor Landing	Arbor Properties	Market Rate	Conventional	218	\$25,070,000
	MS	Flowood	Carlton Park	Park Development	Market Rate	Conventional	100	\$11,500,000
	MS	Gulfport	Legacy Oaks Apartments	The Mitchell Company	Market Rate	Conventional	150	\$17,250,000
	MS	Gulfport	Legacy Tower Phase I & II	The Mitchell Company	Market Rate	Conventional	217	\$24,955,000
	MS	Jackson	The District Lofts	Arlington Properties	Market Rate	Conventional	257	\$29,555,000
	MS	Oxford	Faulkner Flats	Heritage	Market Rate	Conventional	264	\$30,360,000
	MS	Oxford	Chancellor's House	Chancellor's House	Market Rate	Conventional	31	\$3,565,000
	MS	Ridgeland	Harbor Walk Market Rates	Main Harbor Development	Market Rate	Conventional	50	\$5,750,000
	MS	McComb	River Park Apartments	CR Properties	Market Rate	HUD	168	\$19,320,000
	MS	Oxford	Jackson Row	CA Ventures	Student Housing	Conventional	68	\$7,820,000
	MS	Oxford	U Club Townhomes	ACC OP Development	Student Housing	Conventional	165	\$18,975,000
	MS	Starkville	Chandler Park Apartments Phase I	Educational Development Corp	Student Housing	Conventional	168	\$19,320,000
	MS	Starkville	Chandler Park Apartments Phase II	Educational Development Corp	Student Housing	Conventional	168	\$19,320,000
	NC	Belmont	Abbingdon Apartments	John Eagan & Sons	Market Rate	Conventional	165	\$18,975,000
	NC	Charlotte	1100 South Boulevard	Cambridge	Market Rate	Conventional	331	\$38,065,000
	NC	Charlotte	Alexander Pointe	Davis Development	Market Rate	Conventional	350	\$40,250,000
	NC	Charlotte	University Center	Phillips Development	Market Rate	Conventional	165	\$18,975,000
	NC	Charlotte	Providence Farm	Crescent Communities	Market Rate	Conventional	404	\$46,460,000
	NC	Charlotte	Mosby University City	Middleburg Real Estate Partners	Market Rate	Conventional	309	\$35,535,000
	NC	Clifton	Grey Hill	John Eagan & Sons	Market Rate	Conventional	60	\$6,900,000
	NC	Concord	Villages at Logan Garden	Douglas Development	Market Rate	Conventional	44	\$5,060,000
	NC	Durham	Colonial Grand Arrington	ContraVest	Market Rate	Conventional	165	\$18,975,000
	NC	Elizabeth City	Rivers Edge at Elizabeths Crossing	Douglas Development	Market Rate	Conventional	56	\$6,440,000
	NC	Greensboro	New Garden Village	Brown Investment Properties	Market Rate	Conventional	100	\$11,500,000
	NC	Greensboro	Cottonmill Square	Dinerstein	Market Rate	Conventional	165	\$18,975,000
	NC	Greensboro	Deerfield II	Golden Dome LLC	Market Rate	Conventional	48	\$5,520,000
	NC	Greensboro	Spring Place	Place Properties	Market Rate	Conventional	168	\$19,320,000
	NC	Greenville	Nathaniel Village	Landmark Group	Market Rate	Conventional	48	\$5,520,000
	NC	Greenville	The Bellamy Greenville	Phenix Investment Assoc	Market Rate	Conventional	165	\$18,975,000
	NC	Mooreville	The Venue at Mooreville	Davis Development	Market Rate	Conventional	232	\$26,680,000
	NC	Morrisville	Perimeter Park	Davis Development	Market Rate	Conventional	165	\$18,975,000
	NC	Leland	Leland Station	Brown Investment Properties	Market Rate	Conventional	120	\$13,800,000
	NC	Raleigh	The Oaks at Bentley Ridge	Bentley	Market Rate	Conventional	54	\$6,210,000
	NC	Raleigh	The Greens at Centennial	Capital	Market Rate	Conventional	290	\$33,350,000
	NC	Raleigh	Courtney Estates	ContraVest	Market Rate	Conventional	165	\$18,975,000
	NC	Raleigh	Indigo	Tycon Properties	Market Rate	Conventional	40	\$4,600,000
	NC	Shelby	Washington Square	John Eagan & Sons	Market Rate	Conventional	56	\$6,440,000
	NC	Statesville	Glenn Triplex @ Fox Den Golf	Capital Construction	Market Rate	Conventional	3	\$345,000
	NC	Ft. Bragg	Ft. Bragg	Picerne Military Housing	Military Housing	Conventional	165	\$18,975,000
	NC	Elizabeth City	Rivers Retreat at Elizabeth Crossing	Douglas Development	Student Housing	Conventional	40	\$4,600,000
	NC	Raleigh	University Village 2505	The Preiss Co.	Student Housing	Conventional	165	\$18,975,000
	NC	Raleigh	The Station at Raleigh	Landmark Properties INC	Student Housing	Conventional	12	\$1,380,000
	NC	Wilmington	Progress910	Progress Builders	Student Housing	Conventional	168	\$19,320,000
	SC	Charleston	Verdier Pointe	Davis Development	Market Rate	Conventional	165	\$18,975,000
	SC	Charleston	Rivers Avenue Apartments	Middle Street Partners	Market Rate	Conventional	165	\$18,975,000
	SC	Goose Creek	Collins Park	Douglas Development	Market Rate	Conventional	50	\$5,750,000
	SC	Greenville	Tapestry at Hollingsworth Park	Arlington Properties	Market Rate	Conventional	165	\$18,975,000
	SC	Mount Pleasant	River's Walk	MiddleStreet Partners	Market Rate	Conventional	270	\$31,050,000
	SC	Mount Pleasant	Rivers Walk Phase II	MiddleStreet Partners	Market Rate	Conventional	78	\$8,970,000
	SC	Myrtle Beach	Bradley Bay Pointe	Douglas Development	Market Rate	Conventional	50	\$5,750,000

	STATE/CITY	PROJECT NAME	CLIENT	TYPE	FINANCING	UNITS	CONSTRUCTION COST
SC	Myrtle Beach	Devonshire	West Builders	Market Rate	Conventional	133	\$15,295,000
SC	North Charleston	Atlantic on the Avenue	MSP Morris Baker Developer, LLC	Market Rate	Conventional	280	\$32,200,000
SC	Summerlin	Atlantic Summerville	Middle Street Partners	Market Rate	Conventional	227	\$26,105,000
SC	Rock Hill	Dilworth South Market	Cornerstone	Market Rate	Conventional	78	\$8,970,000
SC		Shadowmoss	Donny Schaffer	Market Rate	Conventional	165	\$18,975,000
SC	Columbia	The Keswick	Intermark	Market Rate	HUD	176	\$20,240,000
SC	Columbia	The Atlantic	MiddleStreet Partners	Market Rate	HUD	294	\$33,810,000
SC	Hilton Head Island	The Preserve at Indigo Run	Sterling Group	Market Rate	HUD	252	\$28,980,000
SC	Myrtle Beach	Mosby Myrtle Beach	Middleburg Real Estate Partners	Market Rate	HUD	332	\$38,180,000
SC	Columbia	Park 7 Columbia	Park 7 Group	Student Housing	Conventional	228	\$26,220,000
SC	Goose Creek	The Preserve at Collins Park	Douglas Development	Student Housing	Conventional	40	\$4,600,000
TN	Bartlett	Preserve at Bartlett	Bristol Development	Market Rate	Conventional	300	\$34,500,000
TN	Berry Hill	The Melrose Site	Fulcher Investments	Market Rate	Conventional	220	\$25,300,000
TN	Chattanooga	Renaissance Luxury Market Rate	TriCorp Development	Market Rate	Conventional	165	\$18,975,000
TN	Clarksville	Bristol Commons at Governors Sq II	Bristol Development	Market Rate	Conventional	120	\$13,800,000
TN	Clarksville	Bristol Commons at Governors Sq. I	Bristol Development	Market Rate	Conventional	244	\$28,060,000
TN	Clarksville	Preserve at Spring Creek	Paul Murphy	Market Rate	Conventional	288	\$33,120,000
TN	Franklin	Residences of Grant Park Ph I & II	Pearl Street Partners	Market Rate	Conventional	51	\$5,865,000
TN	Franklin	Novel Lockwood Glen	Crescent/Pearl Street Partners	Market Rate	Conventional	239	\$27,485,000
TN	Franklin	The Standard at Cool Springs	Middleburg Real Estate Partners	Market Rate	Conventional	328	\$37,720,000
TN	Gallatin	Chandler Park	BL Bennet & Associates, INC	Market Rate	Conventional	108	\$12,420,000
TN	Germantown	Watermark at Germantown	Watermark	Market Rate	Conventional	310	\$35,650,000
TN	Hendersonville	Cantare at Indian Lake	Watermark	Market Rate	Conventional	190	\$21,850,000
TN	Knoxville	The Preserve at Hardin Valley Ph I	Murphey Development	Market Rate	Conventional	136	\$15,640,000
TN	Knoxville	The Preserve at Hardin Valley Ph II	Murphey Development	Market Rate	Conventional	160	\$18,400,000
TN	Knoxville	The Villas at Wallace Road	Paul J. Murphy, III	Market Rate	Conventional	76	\$8,740,000
TN	Knoxville	Crescent at Ebenezer	Crescent Bend Development, LLC	Market Rate	Conventional	246	\$28,290,000
TN	Lebanon	Stonehenge	Gwaltney Communities	Market Rate	Conventional	228	\$26,220,000
TN	Madison	Bristol Park at Riverchase Phase II	Bristol Development	Market Rate	Conventional	165	\$18,975,000
TN	Madison	Bristol Park at Riverchase Phase I	Bristol Development	Market Rate	Conventional	240	\$27,600,000
TN	Memphis	Houston Levee I and II	Davis Development	Market Rate	Conventional	238	\$27,370,000
TN	Memphis	Artesian Residences	The Bryan Company	Market Rate	Conventional	165	\$18,975,000
TN	Mt. Juliet	Creekside at Providence Central	Dobbins Group	Market Rate	Conventional	209	\$24,035,000
TN	Mt. Juliet	Deerfield at Providence Phase I	Rochford Realty	Market Rate	Conventional	294	\$33,810,000
TN	Mt. Juliet	Deerfield at Providence Phase II	Rochford Realty	Market Rate	Conventional	162	\$18,630,000
TN	Murfreesboro	Waterford Place at Innsbrook	Davis Development	Market Rate	Conventional	200	\$23,000,000
TN	Murfreesboro	Cason Estates	Tarragon Development Corp	Market Rate	Conventional	262	\$30,130,000
TN	Murfreesboro	Riverwatch Apartments	Pirtille	Market Rate	Conventional	328	\$37,720,000
TN	Murfreesboro	Easton Place	Gwaltney Communities	Market Rate	Conventional	184	\$21,160,000
TN	Murfreesboro	Vintage Avenue	TDK Development	Market Rate	Conventional	165	\$18,975,000
TN	Nashville	Bristol West End	Bristol Development	Market Rate	Conventional	161	\$18,515,000
TN	Nashville	The Hamptons at Woodland Pointe	Bristol Development	Market Rate	Conventional	240	\$27,600,000
TN	Oak Ridge	Bristol at Oak Ridge Apartments	Bristol Development	Market Rate	Conventional	208	\$23,920,000
TN	White House	Deer Crossing Creekside Ph I & III	Creekside Apartment Homes	Market Rate	Conventional	88	\$10,120,000
TN	Knoxville	Stockyard Lofts	Stockyard Lofts, LLC	Market Rate	HUD	152	\$17,480,000
TN	Murfreesboro	Vintage Gateway	TDK Development	Market Rate	HUD	255	\$29,325,000
TN	Chattanooga	Douglas Heights	Riverside Development	Student Housing	Conventional	195	\$22,425,000
TN	Knoxville	Standard at Knoxville	908 Development	Student Housing	Conventional	177	\$20,355,000
TN	Knoxville	The Cumberland	Orange Development	Student Housing	Conventional	213	\$24,495,000

STATE/CITY		PROJECT NAME	CLIENT	TYPE	FINANCING	UNITS	CONSTRUCTION COST
TN	Knoxville	The Cumberland	Orange Development	Student Housing	Conventional	166	\$19,090,000
TX	Bryan	Highland Villas	Carlisle Development	Affordable Housing	Conventional	180	\$20,700,000
TX	Dallas	Villas of Sorrento	Western Rim	Affordable Housing	Conventional	220	\$25,300,000
TX	Edinburg	The Heights Apartments	Wisconsin Street Student Housing	Affordable Housing	Conventional	128	\$14,720,000
TX	Fort Bend County	The Terraces at Arboretum	Atlantic Pacific Communities	Affordable Housing	Conventional	112	\$12,880,000
TX	Ft. Worth	Alameda Villas	Glenn Lynch Companies	Affordable Housing	Conventional	192	\$22,080,000
TX	Grand Prairie	The Colonnade	CEI	Affordable Housing	Conventional	192	\$22,080,000
TX	Grapevine	Lakes of Williamsberg	Western Rim	Affordable Housing	Conventional	224	\$25,760,000
TX	Houston	The Village at Palm Center	Itex Group	Affordable Housing	Conventional	154	\$17,710,000
TX	Lubbock	The Vineyards	Madhouse/ Stellar Development	Affordable Housing	Conventional	96	\$11,040,000
TX	Lubbock	Calais at Elm Park	Tigris Holdings, LLC	Affordable Housing	Conventional	302	\$34,730,000
TX	San Antonio	Laurel Glen	Atlantic Pacific	Affordable Housing	Conventional	81	\$9,315,000
TX	San Antonio	Vista Pointe at Wild Pine	AP/ Madhouse	Affordable Housing	Conventional	108	\$12,420,000
TX	Abilene	Abilene	McDougal Companies	Market Rate	Conventional	288	\$33,120,000
TX	Addison	Addison Townhomes	Red Sea Group	Market Rate	Conventional	200	\$23,000,000
TX	Addison	Waterford Court Apartments	Jay Sparkes	Market Rate	Conventional	165	\$18,975,000
TX	Addison	Vitruvian Park West	UDR	Market Rate	Conventional	383	\$44,045,000
TX	Allen	Park Place Townhomes	American Equities	Market Rate	Conventional	180	\$20,700,000
TX	Allen	Jefferson Creekside	TDI Companies	Market Rate	Conventional	444	\$51,060,000
TX	Allen	Vera Watters Creek	Davis Development	Market Rate	Conventional	266	\$30,590,000
TX	Allen	Luxe Apartments	Davis Development	Market Rate	Conventional	445	\$51,175,000
TX	Allen	Montgomery Ridge	Davis Development	Market Rate	Conventional	363	\$41,745,000
TX	Amarillo	Greentree Village	American Housing Foundation	Market Rate	Conventional	160	\$18,400,000
TX	Arlington	Addison Park	Park Development	Market Rate	Conventional	165	\$18,975,000
TX	Arlington	Maverick Place	Place Properties	Market Rate	Conventional	165	\$18,975,000
TX	Arlington	Liv+Arlington	Stark Enterprises	Market Rate	Conventional	165	\$18,975,000
TX	Austin	White Rock at Canyon Ridge	Archstone	Market Rate	Conventional	256	\$29,440,000
TX	Austin	The Villas of Bristol Heights	Bristol Development	Market Rate	Conventional	348	\$40,020,000
TX	Austin	Shoreline Village	Carelton Construction	Market Rate	Conventional	165	\$18,975,000
TX	Austin	Carrington at Parmer Park	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Austin	The Monterra	Epoch Properties	Market Rate	Conventional	256	\$29,440,000
TX	Austin	Dakota Springs	Epoch Properties	Market Rate	Conventional	206	\$23,690,000
TX	Austin	Spring Valley	Spring Valley Ltd	Market Rate	Conventional	230	\$26,450,000
TX	Austin	The Tyndall at Robertson Hill	Momark Development	Market Rate	Conventional	182	\$20,930,000
TX	Austin	Fusion Flats	Impact Developers	Market Rate	Conventional	105	\$12,075,000
TX	Austin	Think East	Atlantic Pacific/ Madhouse	Market Rate	Conventional	182	\$20,930,000
TX	Austin	Pathways at Goodrich Place	Atlantic Pacific	Market Rate	Conventional	120	\$13,800,000
TX	Bridgeland	Lakeside Row Apartments	Travis Guinn /	Market Rate	Conventional	312	\$35,880,000
TX	Brownsville	El Dorado Village	Glenn Lynch Companies	Market Rate	Conventional	146	\$16,790,000
TX	Burleson	Reserve at Village Creek	Venture	Market Rate	Conventional	165	\$18,975,000
TX	Carrollton	Mansions at Sunset Ridge	Chapman	Market Rate	Conventional	539	\$61,985,000
TX	Carrollton	Carrington at Hebron Pkwy	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Carrollton	Avenues at Carrollton Clubhouse	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Carrollton	Carrollton Park II	Frankel Family Trust	Market Rate	Conventional	250	\$28,750,000
TX	Carrollton	The Bella Vida	Western Rim	Market Rate	Conventional	328	\$37,720,000
TX	Cedar Park	Cedar Park Apartments	Glenn Lynch Companies	Market Rate	Conventional	72	\$8,280,000
TX	Cedar Park	Volente Villas	JNP Boardwalk	Market Rate	Conventional	232	\$26,680,000
TX	Cedar Park	Cedar Park	North American Properties	Market Rate	Conventional	333	\$38,295,000
TX	China	Carlyle	ITEX Group	Market Rate	Conventional	64	\$7,360,000

	STATE/CITY	PROJECT NAME	CLIENT	TYPE	FINANCING	UNITS	CONSTRUCTION COST
TX	Colleyville	Spring Garden Townhomes	Bill Brown	Market Rate	Conventional	24	\$2,760,000
TX	Conroe	Encore at Westfork	ITEX Group	Market Rate	Conventional	222	\$25,530,000
TX	Conroe	Enclave at Woodland Lakes	Integrated Real Estate Group	Market Rate	Conventional	340	\$39,100,000
TX	Coppell	Mansions by the Lake	Western Rim	Market Rate	Conventional	315	\$36,225,000
TX	Cypress	Avenues at Cypress	Davis Development	Market Rate	Conventional	240	\$27,600,000
TX	Cypress	Watermark at Grand Cypress	Watermark	Market Rate	Conventional	318	\$36,570,000
TX	Dallas	Timbercreek Townhomes	Affordable Housing	Market Rate	Conventional	100	\$11,500,000
TX	Dallas	La Buena Vida Townhomes	BIU Brown	Market Rate	Conventional	25	\$2,875,000
TX	Dallas	Tivoli	Conine Residential	Market Rate	Conventional	169	\$19,435,000
TX	Dallas	Ritz Carlton II	Crescent Real Estate	Market Rate	Conventional	165	\$18,975,000
TX	Dallas	The Monterey	Criterion Development	Market Rate	Conventional	165	\$18,975,000
TX	Dallas	Simpson Place	DHA	Market Rate	Conventional	165	\$18,975,000
TX	Dallas	Villas of Hillcrest	DHA	Market Rate	Conventional	40	\$4,600,000
TX	Dallas	Lakewest Townhomes	DHA Phase I	Market Rate	Conventional	156	\$17,940,000
TX	Dallas	Lakeview Townhomes	DHA Phase II	Market Rate	Conventional	154	\$17,710,000
TX	Dallas	1001 Ross	FRAM	Market Rate	Conventional	204	\$23,460,000
TX	Dallas	Merryvale Residences at West End	FRAM	Market Rate	Conventional	165	\$18,975,000
TX	Dallas	Gables Fairmount	Gables Residential	Market Rate	Conventional	165	\$18,975,000
TX	Dallas	Murdeaux Villas	Jay Oji	Market Rate	Conventional	240	\$27,600,000
TX	Dallas	LaQuinta Inn	LaQuinta	Market Rate	Conventional	165	\$18,975,000
TX	Dallas	The Welborn at Cedar Springs	LCOR	Market Rate	Conventional	165	\$18,975,000
TX	Dallas	The Towns of Highland Park	Premier Homes	Market Rate	Conventional	24	\$2,760,000
TX	Dallas	Ewing Villas	SADCOM	Market Rate	Conventional	84	\$9,660,000
TX	Dallas	Park Central Hotel Reno	Starwood Lodging	Market Rate	Conventional	165	\$18,975,000
TX	Dallas	Homes of Persimmon	Western Rim	Market Rate	Conventional	180	\$20,700,000
TX	Dallas	Kings Gate Apartments		Market Rate	Conventional	144	\$16,560,000
TX	Dallas	Budget Suites Hotel		Market Rate	Conventional	165	\$18,975,000
TX	Dallas	One Uptown	SC One Dallas	Market Rate	Conventional	198	\$22,770,000
TX	Dallas	The Parc at White Rock	Dallas Richman Group	Market Rate	Conventional	291	\$33,465,000
TX	Dallas	Solarium Phase II	TI Capital, LP	Market Rate	Conventional	56	\$6,440,000
TX	Denton	Gardens of Denton II	Gardens of Denton LP	Market Rate	Conventional	192	\$22,080,000
TX	Denton	Gardens of Denton	Merrick	Market Rate	Conventional	165	\$18,975,000
TX	Denton	Waterford at Spencer Oaks	Myers	Market Rate	Conventional	208	\$23,920,000
TX	Denton	Raddison Central Park	Remington	Market Rate	Conventional	165	\$18,975,000
TX	El Paso	Las Mansiones Phase II	1500 Hope LLC	Market Rate	Conventional	165	\$18,975,000
TX	El Paso	Las Mansiones	C & C Associates	Market Rate	Conventional	165	\$18,975,000
TX	El Paso	The Venue at Monticello	Cash Investments	Market Rate	Conventional	165	\$18,975,000
TX	El Paso	The Reserve at Sandstone Ranch	Cash Investments	Market Rate	Conventional	165	\$18,975,000
TX	El Paso	El Paso E-House	Monterrey	Market Rate	Conventional	165	\$18,975,000
TX	El Paso	Las Mansiones at Cimarron	C & C Associates	Market Rate	Conventional	196	\$22,540,000
TX	El Paso	Ardent Quest II	EPT Land Communities	Market Rate	Conventional	36	\$4,140,000
TX	El Paso	Montecillo Town Center Housing	EPT Land Communities	Market Rate	Conventional	60	\$6,900,000
TX	Euless	The Mansions by the Vineyard	Western Rim	Market Rate	Conventional	259	\$29,785,000
TX	Euless	Regency by the Vineyard	WintMarket Rateop Management	Market Rate	Conventional	165	\$18,975,000
TX	Fairview	Fairview Club	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Fairview	Avenues at Fairview II	Davis Development	Market Rate	Conventional	40	\$4,600,000
TX	Farmers Branch	Riverside Park	BAM	Market Rate	Conventional	154	\$17,710,000
TX	Ft. Worth	Mansions at Timberland	Carrollton Properties	Market Rate	Conventional	294	\$33,810,000
TX	Ft. Worth	The Sovereign	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Ft. Worth	Trinity Bell Garden Apartments	Mallick Group	Market Rate	Conventional	165	\$18,975,000



	STATE/CITY	PROJECT NAME	CLIENT	TYPE	FINANCING	UNITS	CONSTRUCTION COST
TX	Ft. Worth	Sycamore School	Park	Market Rate	Conventional	216	\$24,840,000
TX	Ft. Worth	Villas by the Lake	Western Rim	Market Rate	Conventional	234	\$26,910,000
TX	Ft. Worth	Domain at the Bluff	Embrey Partners	Market Rate	Conventional	353	\$40,595,000
TX	Ft. Worth	The Mansions at Marine Creek Ph I	Carrolton Properties	Market Rate	Conventional	225	\$25,875,000
TX	Ft. Worth	Mansions at Timberland Phase II	Carrolton Properties	Market Rate	Conventional	90	\$10,350,000
TX	Frisco	Avenues of Phillips Creek	Davis Development	Market Rate	Conventional	312	\$35,880,000
TX	Frisco	Frisco Square	Five Star Development	Market Rate	Conventional	108	\$12,420,000
TX	Frisco	Amalfi at Stonebriar	North American	Market Rate	Conventional	395	\$45,425,000
TX	Frisco	Preston Road Frisco	Davis Development	Market Rate	Conventional	130	\$14,950,000
TX	Frisco	Gaylor Parkway - Phase I	Davis Development	Market Rate	Conventional	283	\$32,545,000
TX	Frisco	Gaylor Parkway - Phase II	Davis Development	Market Rate	Conventional	260	\$29,900,000
TX	Frisco	Domain at the Gate	Embrey Partners	Market Rate	Conventional	350	\$40,250,000
TX	Frisco	Ravello at Stonebriar	North American Properties	Market Rate	Conventional	216	\$24,840,000
TX	Grand Prairie	Townes of Riverside	FRAM	Market Rate	Conventional	436	\$50,140,000
TX	Grand Prairie	Prairie Estates	Western Rim	Market Rate	Conventional	160	\$18,400,000
TX	Grand Prairie	Ventures at Grand Prairie	Ventures Development Group LLC	Market Rate	Conventional	247	\$28,405,000
TX	Grapevine	Grapevine Station Lofts	North American Properties	Market Rate	Conventional	165	\$18,975,000
TX	Harlingen	Highland Garden Townhomes	Affordable Housing	Market Rate	Conventional	174	\$20,010,000
TX	Harris	Cimarron Parkway	Milestone	Market Rate	Conventional	165	\$18,975,000
TX	Harris County	Kingsland Clubhouse	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Harris County	Villas at Louetta Rd	Davis Development	Market Rate	Conventional	276	\$31,740,000
TX	Harris County	Mound Rd	Davis Development	Market Rate	Conventional	310	\$35,650,000
TX	Harris County	Watermark at Tomball	Watermark	Market Rate	Conventional	328	\$37,720,000
TX	Harris County	Park Lakes Canyon Club	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Harris County	Spring Stuebner Rd	Davis Development	Market Rate	Conventional	350	\$40,250,000
TX	Harris County	The Everlee	Spanos	Market Rate	Conventional	332	\$38,180,000
TX	Harris County	Fry Longenbaugh	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Hickory Creek	Hickory Creek	Carrollton Properties	Market Rate	Conventional	190	\$21,850,000
TX	Houston	Trails at Eldridge Parkway	Beeler Properties	Market Rate	Conventional	390	\$44,850,000
TX	Houston	The Metropole	Cambridge	Market Rate	Conventional	165	\$18,975,000
TX	Houston	Newport on the Lake	Cambridge	Market Rate	Conventional	234	\$26,910,000
TX	Houston	Siena Apts	Cambridge	Market Rate	Conventional	224	\$25,760,000
TX	Houston	Villas at Kingwood Place	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Houston	Carrington Park	Davis Development	Market Rate	Conventional	390	\$44,850,000
TX	Houston	Villas at Cypresswood	Davis Development	Market Rate	Conventional	270	\$31,050,000
TX	Houston	Villas at Westheimer Phase II	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Houston	Barker Clodine	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Houston	The Millennium High Street	Dinerstein	Market Rate	Conventional	165	\$18,975,000
TX	Houston	AMLI Uptown	Dinerstein	Market Rate	Conventional	165	\$18,975,000
TX	Houston	The Millennium Kirby	Dinerstein	Market Rate	Conventional	378	\$43,470,000
TX	Houston	District at Memorial	Kaplan	Market Rate	Conventional	326	\$37,490,000
TX	Houston	Lansborough Apartments	Lansborough Apt LP	Market Rate	Conventional	176	\$20,240,000
TX	Houston	Hermitage	MPA	Market Rate	Conventional	100	\$11,500,000
TX	Houston	Sunrise By The Park	Sunrise Luxury Living	Market Rate	Conventional	180	\$20,700,000
TX	Houston	Villas at Pine Lake	Western Rim	Market Rate	Conventional	198	\$22,770,000
TX	Houston	West Lake Houston	The Garrett Companies	Market Rate	Conventional	280	\$32,200,000
TX	Houston	Braeswood & Frankway	Allen Harrison Development	Market Rate	Conventional	284	\$32,660,000
TX	Irving	The Lexington	Tonti Properties	Market Rate	Conventional	258	\$29,670,000
TX	Irving	The Shores at Las Colinas	Carrolton Properties	Market Rate	Conventional	165	\$18,975,000
TX	Katy	Legends At Cinco Ranch Phase II	CWS Capital	Market Rate	Conventional	80	\$9,200,000

	STATE/CITY	PROJECT NAME	CLIENT	TYPE	FINANCING	UNITS	CONSTRUCTION COST
TX	Katy	Gaston Rd. Clubhouse	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Katy	Villas at Falcon Park	Davis Development	Market Rate	Conventional	380	\$43,700,000
TX	Katy	Waterstone At Cinco Ranch	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Katy	Villas at Grand Parkway	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Katy	The Legends at Cinco Ranch	Sterling Group	Market Rate	Conventional	165	\$18,975,000
TX	Katy	Echo at Katy Ranch	Watermark	Market Rate	Conventional	165	\$18,975,000
TX	Keller	Waterford Glen	Stoneleigh	Market Rate	Conventional	187	\$21,505,000
TX	Lakeway	Tuscan Village Townhomes & Villas	SCS Austin	Market Rate	Conventional	72	\$8,280,000
TX	Lake Jackson	Lake Jackson	First Advisors, Inc	Market Rate	Conventional	220	\$25,300,000
TX	Las Colinas	Jefferson Promenade II	JPI Investment Company	Market Rate	Conventional	433	\$49,795,000
TX	Las Colinas	The Delano	Legacy Partners	Market Rate	Conventional	258	\$29,670,000
TX	League City	Villas at Tuscan Lakes Phase I	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	League City	Villas at Tuscan Lakes Phase II	Davis Development	Market Rate	Conventional	302	\$34,730,000
TX	League City	Watermark at League City	Watermark	Market Rate	Conventional	368	\$42,320,000
TX	Leander	Hermosa Village	Impact Developers	Market Rate	Conventional	238	\$27,370,000
TX	Lewisville	Hebron 121 Station Phase III	Huffines	Market Rate	Conventional	242	\$27,830,000
TX	Lewisville	Hebron 121 Station Phase IV	Huffines	Market Rate	Conventional	238	\$27,370,000
TX	Lewisville	Hebron 121 Station Phase V	Huffines	Market Rate	Conventional	272	\$31,280,000
TX	Lewisville	Hebron Fitness	Huffines	Market Rate	Conventional	1	\$115,000
TX	Live Oak	Arbor at Centerbrook	Atlantic City Communities	Market Rate	Conventional	80	\$9,200,000
TX	Longview	Reserve at Towne Crossing	Graham	Market Rate	Conventional	165	\$18,975,000
TX	Longview	Wellington Grande	Heritage	Market Rate	Conventional	226	\$25,990,000
TX	Lubbock	Windsor Creek Apartments	Egenbacher	Market Rate	Conventional	208	\$23,920,000
TX	Lubbock	Suites at Overton Park	McDougal Properties	Market Rate	Conventional	165	\$18,975,000
TX	Lubbock	The Dominion	McDougal Properties	Market Rate	Conventional	200	\$23,000,000
TX	Lubbock	Sagewood	McDougal Properties	Market Rate	Conventional	165	\$18,975,000
TX	Lubbock	Ashton Pointe	McDougal Properties	Market Rate	Conventional	165	\$18,975,000
TX	Lubbock	The Centre at Overton Park	McDougal Properties	Market Rate	Conventional	267	\$30,705,000
TX	Lubbock	Hunters Way	Tigris	Market Rate	Conventional	165	\$18,975,000
TX	Lubbock	El Mirador at Elm Park	Tigris	Market Rate	Conventional	210	\$24,150,000
TX	McKinney	Treymore at McKinney	Carelton Construction	Market Rate	Conventional	192	\$22,080,000
TX	McKinney	Avenues at Craig Ranch	Davis Development	Market Rate	Conventional	334	\$38,410,000
TX	McKinney	Craig Ranch II	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	McKinney	Craig Ranch III		Market Rate	Conventional	165	\$18,975,000
TX	Mesquite	LBJ Gardens @ LBJ Freeway	DIVA	Market Rate	Conventional	208	\$23,920,000
TX	Midland	Waterford at Northpark	Stoneleigh	Market Rate	Conventional	8	\$920,000
TX	Midland	Le Mirage	Weidner Apartment Homes	Market Rate	Conventional	165	\$18,975,000
TX	Midland	Pavilion Park II	Stonehawk Capital Partners	Market Rate	Conventional	362	\$41,630,000
TX	Midland	Briarwood	Stonehawk Capital Partners	Market Rate	Conventional	384	\$44,160,000
TX	Midland	Mariposa Gardens	Bobby Cox Companies	Market Rate	Conventional	110	\$12,650,000
TX	Missouri City	Heritage Grand at Sienna Plantation	Watermark	Market Rate	Conventional	240	\$27,600,000
TX	Missouri City	The Villas at Sienna Plantation II	Watermark	Market Rate	Conventional	190	\$21,850,000
TX	Missouri City	The Villas at Sienna Plantation III	Watermark	Market Rate	Conventional	312	\$35,880,000
TX	N. Richland Hills	SilverCreek by Norstar	Norstar	Market Rate	Conventional	496	\$57,040,000
TX	N. Richland Hills	The Bluffs at Ironhorse	Oxford Enterprises	Market Rate	Conventional	188	\$21,620,000
TX	N. Richland Hills	Villas on the Green	Western Rim	Market Rate	Conventional	252	\$28,980,000
TX	Odessa	Lantana Gardens	Bobby Cox Companies	Market Rate	Conventional	200	\$23,000,000
TX	Odessa	Andalucia Apartments	Weidner Apartment Homes	Market Rate	Conventional	402	\$46,230,000
TX	Pearland	Villas/Shadow Creek Ranch Ph I & II	Davis Development	Market Rate	Conventional	264	\$30,360,000
TX	Pearland	Villas/Shadow Creek Ranch Ph III	Davis Development	Market Rate	Conventional	360	\$41,400,000

	STATE/CITY	PROJECT NAME	CLIENT	TYPE	FINANCING	UNITS	CONSTRUCTION COST
TX	Pearland	Villas at Shadow Creek Ranch Ph IV	Davis Development	Market Rate	Conventional	300	\$34,500,000
TX	Pearland	Villas at Shadow Creek Ranch Ph V	Davis Development	Market Rate	Conventional	276	\$31,740,000
TX	Pearland	Shadow Creek Ranch VI	Davis Development	Market Rate	Conventional	110	\$12,650,000
TX	Plano	Courtney Manor	ContraVest	Market Rate	Conventional	322	\$37,030,000
TX	Plano	The Towns of Chapel Hill	FRAM	Market Rate	Conventional	232	\$26,680,000
TX	Plano	McDermott Place	Simpson Housing	Market Rate	Conventional	324	\$37,260,000
TX	Prosper	Andara Windsong	Davis Development	Market Rate	Conventional	300	\$34,500,000
TX	Richardson	Lake Park Estates	Atticus	Market Rate	Conventional	253	\$29,095,000
TX	Richardson	Galatyn Station	Davis Development	Market Rate	Conventional	372	\$42,780,000
TX	Richardson	The Venue	Legacy Partners	Market Rate	Conventional	283	\$32,545,000
TX	Richmond	Venue at Richmond	Davis Development	Market Rate	Conventional	230	\$26,450,000
TX	Richmond	Longmeadow Ranch II	Davis Development	Market Rate	Conventional	300	\$34,500,000
TX	Rockwall	Tuscany Harbor Townhomes	Atticus Real Estate Development	Market Rate	Conventional	22	\$2,530,000
TX	Rockwall	Rockwall Commons	TF Stone	Market Rate	Conventional	202	\$23,230,000
TX	San Antonio	The Estates at Canyon Ridge	Asset Plus	Market Rate	Conventional	165	\$18,975,000
TX	San Antonio	Bristol Park at Ecino Commons	Bristol Development	Market Rate	Conventional	324	\$37,260,000
TX	San Antonio	Outspan Townhomes	Glenn Lynch Companies	Market Rate	Conventional	200	\$23,000,000
TX	San Antonio	Vidorra	Jeff Rochelle	Market Rate	Conventional	248	\$28,520,000
TX	San Antonio	La Mirage	Phil Busick	Market Rate	Conventional	225	\$25,875,000
TX	San Antonio	The Preserve on Fredericksburg	USAA/Cambridge	Market Rate	Conventional	376	\$43,240,000
TX	San Antonio	The Retreat at Canyon Springs	Western Rim	Market Rate	Conventional	360	\$41,400,000
TX	San Antonio	The Citadel at Wespointe	Cambridge Houston	Market Rate	Conventional	282	\$32,430,000
TX	San Antonio	Asset Plus		Market Rate	Conventional	165	\$18,975,000
TX	San Antonio	Ridgeline at Rogers Ranch	Embry Partners	Market Rate	Conventional	299	\$34,385,000
TX	San Antonio	Echelon at Monterrey Village	The Garrett Companies	Market Rate	Conventional	240	\$27,600,000
TX	San Marcos	View on the Square	JSDI Celmark Vots, LLC	Market Rate	Conventional	120	\$13,800,000
TX	South Dallas	Apts. South Dallas	ORCDC	Market Rate	Conventional	30	\$3,450,000
TX	Spring	Watermark at Harmony	Watermark	Market Rate	Conventional	308	\$35,420,000
TX	Spring	Spring Cypress	Davis Development	Market Rate	Conventional	20	\$2,300,000
TX	Springs	Park @ Kirkstall	Park	Market Rate	Conventional	165	\$18,975,000
TX	Texarkana	Encore Waggoner Creek	Encore Enterprises	Market Rate	Conventional	168	\$19,320,000
TX	The Woodlands	The Boardwalk at Town Center Ph I & II	Cambridge	Market Rate	Conventional	345	\$39,675,000
TX	The Woodlands	The Millennium at Town Center	Dinerstein/Waterway	Market Rate	Conventional	165	\$18,975,000
TX	The Woodlands	Lake Wyndemere	Park Village	Market Rate	Conventional	320	\$36,800,000
TX	The Woodlands	Creeside Forrest Apartments	The Howard Hughes Corporation	Market Rate	Conventional	292	\$33,580,000
TX	Tomball	The Avenues at Northpointe	Davis Development	Market Rate	Conventional	280	\$32,200,000
TX	Trophy Club	The Byron		Market Rate	Conventional	250	\$28,750,000
TX	Valley Ranch	The Summit by Norstar	Norstar	Market Rate	Conventional	267	\$30,705,000
TX	Waco	Canyon Springs	Group of III	Market Rate	Conventional	165	\$18,975,000
TX	Watauga	Park Vista Townhomes	Western Rim	Market Rate	Conventional	212	\$24,380,000
TX	Waxahachie	The Colony	NCI Homes	Market Rate	Conventional	40	\$4,600,000
TX	Webster	Villas at Edgewater	Davis Development	Market Rate	Conventional	165	\$18,975,000
TX	Wylie	Bachon Townhomes	Glenn Lynch Companies	Market Rate	Conventional	120	\$13,800,000
TX	Dallas	Shoreview	Duke Inc	Market Rate	Conventional	235	\$27,025,000
TX	Farmers Branch	Jefferson Landmark	JPI Investment Company	Market Rate	Conventional	324	\$37,260,000
TX	The Woodlands	The Millennium Six Pines	Dinerstein	Market Rate	Conventional	314	\$36,110,000
TX	Aubrey	Kiron at Aubrey	Palladium	Market Rate	HUD	150	\$17,250,000
TX	Austin	HC Cadence		Market Rate	HUD	278	\$31,970,000
TX	Cedar Hill	Residences at Preston Trail Center	Covenant Development, LLC	Market Rate	HUD	165	\$18,975,000
TX	Dallas	Mapleshade Residences	Devon	Market Rate	HUD	148	\$17,020,000

	STATE/CITY	PROJECT NAME	CLIENT	TYPE	FINANCING	UNITS	CONSTRUCTION COST
TX	Dallas	Pegasus Villas	Glenn Lynch Companies	Market Rate	HUD	151	\$17,365,000
TX	El Paso	Ardent Quest	EPT Land Communities	Market Rate	HUD	120	\$13,800,000
TX	El Paso	The Reserve at Sandstone Ranch II	EPT Land Communities	Market Rate	HUD	150	\$17,250,000
TX	El Paso	The View at Monticello	EPT Land Communities	Market Rate	HUD	149	\$17,135,000
TX	Friendswood	Autumn Creek	Helms	Market Rate	HUD	212	\$24,380,000
TX	Frisco	St. Charles at Stonebriar	Conine Residential	Market Rate	HUD	306	\$35,190,000
TX	Frisco	The Residence at Starwood	Southcoast Properties	Market Rate	HUD	234	\$26,910,000
TX	Garland	Jefferson Woodlands	JPI Investment Company	Market Rate	HUD	364	\$41,860,000
TX	Houston	Clearwood Villas	Picerne Development	Market Rate	HUD	280	\$32,200,000
TX	Irving	The Carolyn	ARG	Market Rate	HUD	319	\$36,685,000
TX	Kingwood	Balawoods at Kingwood	Bala	Market Rate	HUD	280	\$32,200,000
TX	League City	Marina Riverbend	Atticus	Market Rate	HUD	203	\$23,345,000
TX	Lewisville	Discovery Village at Castle Hills	Amaranth Inc.	Market Rate	HUD	151	\$17,365,000
TX	Lewisville	Lakepointe	Bala	Market Rate	HUD	220	\$25,300,000
TX	Lewisville	Hebron 121 Station Phase I	Huffines	Market Rate	HUD	165	\$18,975,000
TX	Lewisville	Hebron 121 Station Phase II	Huffines	Market Rate	HUD	444	\$51,060,000
TX	Little Elm	Palladium at Little Elm	Palladium USA	Market Rate	HUD	242	\$27,830,000
TX	Lubbock	U Club at Overton Park	ACC	Market Rate	HUD	165	\$18,975,000
TX	Plano	LVL 29	Palladium	Market Rate	HUD	328	\$37,720,000
TX	Porth Arthur	The Reserve at Pinewood	CACP	Market Rate	HUD	190	\$21,850,000
TX	Richardson	Parkside Towns	Atticus	Market Rate	HUD	135	\$15,525,000
TX	Richardson	Villages at Clear Spring	Godfrey	Market Rate	HUD	160	\$18,400,000
TX	Rockwall	Harbour Urban Center	Atticus	Market Rate	HUD	228	\$26,220,000
TX	Round Rock	Stonehaven at Round Rock	Aegis PHASE III	Market Rate	HUD	265	\$30,475,000
TX	San Antonio	Boardwalk on Research	Tejas Tierra	Market Rate	HUD	326	\$37,490,000
TX	San Antonio	Stone Manor @ Sonterra	Tom Stone	Market Rate	HUD	246	\$28,290,000
TX	Waco	Saddle Brook West	Zidell	Market Rate	HUD	216	\$24,840,000
TX	Weatherford	Cypress View Villas	Glenn Lynch Companies	Market Rate	HUD	192	\$22,080,000
TX	Weatherford	Sycamore Center Villas	Glenn Lynch Companies	Market Rate	HUD	280	\$32,200,000
TX	Dallas	4217 Swiss Ave	Encore	Market Rate	HUD	253	\$29,095,000
TX	Conroe	North Frazier	Promark Real Estate Services, LLC	Market Rate	Conventional	158	\$18,170,000
TX	Cibolo	El Sereno	Borgfeld Housing	Senior Housing	Conventional	136	\$15,640,000
TX	Lewisville	Areimeth	Frisco Senior Living	Senior Housing	HUD	165	\$18,975,000
TX	Arlington	Park Place	Park 7 Group	Student Housing	Conventional	198	\$22,770,000
TX	Austin	Twenty Two 15	Simmons Vedder	Student Housing	Conventional	165	\$18,975,000
TX	Austin	The Standard	Landmark Properties	Student Housing	Conventional	287	\$33,005,000
TX	Bryan	Sterling Northgate Apartments	TDC	Student Housing	Conventional	214	\$24,610,000
TX	College Station	U Centre at Northgate	American Campus Communities	Student Housing	Conventional	196	\$22,540,000
TX	College Station	The Plaza at College Station	Capstone	Student Housing	Conventional	307	\$35,305,000
TX	College Station	Northpointe Crossing	Capstone	Student Housing	Conventional	320	\$36,800,000
TX	College Station	2818	Place Properties	Student Housing	Conventional	198	\$22,770,000
TX	College Station	Parkway Place	Place Properties	Student Housing	Conventional	165	\$18,975,000
TX	Dallas	District of Greenville	Kaplan	Student Housing	Conventional	350	\$40,250,000
TX	Dallas	Mockingbird Flats	Prescott Realty	Student Housing	Conventional	412	\$47,380,000
TX	Denton	U Centre at Fry Street	Dinerstein	Student Housing	Conventional	165	\$18,975,000
TX	El Paso	University of Texas at El Paso		Student Housing	Conventional	165	\$18,975,000
TX	Houston	Calhoun Road	Gore Creek Partners	Student Housing	Conventional	147	\$16,905,000
TX	Huntsville	Sterling Huntsville	TDC Properties	Student Housing	Conventional	181	\$20,815,000
TX	Lubbock	Village at Overton Park	American Campus Communities	Student Housing	Conventional	163	\$18,745,000
TX	Lubbock	The Edge	McDougal Properties	Student Housing	Conventional	165	\$18,975,000



STATE/CITY		PROJECT NAME	CLIENT	TYPE	FINANCING	UNITS	CONSTRUCTION COST
TX	Lubbock	21 Hundred Overton Park	ACC OP (Tracts 32 and 33) LLC	Student Housing	Conventional	296	\$34,040,000
TX	Midland	Pavilion Park	Stonehawk Capital Partners	Student Housing	Conventional	336	\$38,640,000
TX	Plainview	Wayland Baptist Student Housing	McDougal Properties	Student Housing	Conventional	52	\$5,980,000
TX	Porth Arthur	Seahawk Landing	ITEX Group	Student Housing	Conventional	37	\$4,255,000
TX	San Antonio	Sterling Utsa Student Housing	Sterling - UTSA, LLC	Student Housing	Conventional	166	\$19,090,000
TX	San Marcos	Uptown Square Apartments	American Campus Communities	Student Housing	Conventional	316	\$36,340,000
TX	San Marcos	Eight17 Lofts	Innovative Student Housing	Student Housing	Conventional	165	\$18,975,000
TX	San Marcos	The Local	San Marcos TX Student Housing, LLC	Student Housing	Conventional	96	\$11,040,000
TX	San Marcos	Endeavor Springtown	Endeavor Real Estate Group	Student Housing	Conventional	233	\$26,795,000
TX	San Marcos	Courts at Riverbend	Reed Development/Aspen Heights	Student Housing	Conventional	240	\$27,600,000
TX	Waco	Heritage Quarters	SHB/Wallace	Student Housing	Conventional	106	\$12,190,000
TX	Waco	909 Baylor Ave	Park 7 Group	Student Housing	Conventional	265	\$30,475,000
TX	Lubbock	Centre Avenue Development	Park 7 Group	Student Housing	Conventional	251	\$28,865,000
TX	San Marcos	Concho Commons	TDC Properties	Student Housing	Conventional	228	\$26,220,000



# RECOGNITION

Year after year, Humphreys & Partners continues to be recognized by organizations across the country for design excellence. Our honors include Best in American Living, Pillars of the Industry, Aurora and Grand Aurora, Gold Nugget, Multifamily Executive Awards and Multi-Housing News Excellence awards, as well as numerous other local and regional awards.

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## 2019 NATIONAL AWARDS

### AURORA AWARDS

The Tyndall at Robertson Hill, Austin, TX  
Silver, Best Multifamily Housing Community - 6 Stories & Over for Sale

Town Trelago, Maitland, FL  
Silver, Best Multifamily Housing Community - up to 4 Stories For Rent

Novel Providence Farm, Charlotte, NC  
Silver, Best Multifamily Housing Community - up to 4 Stories For Rent

Vitruvian West, Addison, TX  
Silver, Best Multifamily Housing Community - 5 Stories or More For Rent

Icon Central, St Petersburg, FL  
Silver, Best On-the-Boards Mixed Use or Multifamily Community

### MULTIFAMILY EXECUTIVE

The Kelley at Samuels Ave., Fort Worth, TX  
Project of the Year: Garden-Style Walk-Up

One on Centre, Pittsburgh, PA  
Project of the Year: Student

Vintage at the Crossings, Reno, NV  
Project of the Year: Senior, Affordable

### STUDENT HOUSING BUSINESS INNOVATOR

Sterling 920 Terrace, Tempe, AZ  
Best Use of Green/Sustainable Construction/Development

### THE DALLAS BUSINESS JOURNAL

LVL29, Plano, TX  
2019 Best Real Estate Deal

### AUSTIN BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS

Tyndall at Robertson Hill, Austin, TX  
Multifamily Development

### NAIOP SOUTHERN NEVADA SPOTLIGHT AWARDS

Fremont9, Las Vegas, NV  
Merit Award, Mixed Use Development

### MCSAM

Jefferson Landmark, Dallas, TX  
Best Architectural Design - Multifamily Community, Apartment or Condominium

The Kelley at Samuels, Fort Worth, TX  
Finalist | Best Architectural Design -- Multifamily Community, Apartment or Condominium

### GREATER NASHVILLE APARTMENT ASSOCIATION

Novel Lockwood Glen, Nashville, TN  
First Place, Best Clubhouse, Best Pool Garden, Community

### MHN EXCELLENCE AWARDS

The Studio at thinkEast, Austin, TX  
Silver | Development & Design: Affordable

Town Trelago, Maitland, FL  
Silver | Development & Design: Low Rise

### NAHB BEST IN AMERICAN LIVING AWARDS

Town Trelago, Maitland, FL  
Finalist, Development up to 3 Stories

### NAHB PILLARS OF THE INDUSTRY

Town Trelago, Maitland, FL  
Finalist, Best Garden Community

Vitruvian West, Addison, TX  
Finalist, Best Low-Rise Apartment Community

The Harrison, Glendale, CA  
Winner, Best Mid-Rise Apartment Community

One on Centre, Pittsburgh, PA  
Winner, Best Student Housing Rental Apartment Community

Vintage at the Crossings, Reno, NV  
Winner, Best 55+ Multifamily Development

### HOUSTON APARTMENT ASSOCIATION

Creekside Park The Residences, Houston, TX  
New Development of the Year

### GOLD NUGGET

One on Centre, Pittsburgh, PA  
Award of Merit, Best Student or Faculty Housing

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## 2019 NATIONAL RANKINGS

### BUILDING DESIGN + CONSTRUCTION

#1 on the Top 95 Multifamily Architecture Firms  
#27 on Top 66 Architecture/Engineering List

### ARCHITECTURAL RECORD

Ranked #44 on the top 300 Architecture Firms in USA

### ZWEIG WHITE HOT FIRM LIST

#30 of the 100 Fastest Growing Architecture Engineering, Planning and Environmental Consulting Firms



Civil & Environmental Consultants, Inc.



# MULTI-FAMILY RESIDENTIAL

CEC | AUSTIN

# WHO WE ARE

Civil & Environmental Consultants, Inc. (CEC) provides comprehensive market-oriented consulting services that advance the strategic business objectives of our clients. CEC is recognized for providing innovative design solutions and integrated expertise in air quality, civil engineering, ecological sciences, environmental engineering and sciences, manufacturing infrastructure services, survey/geospatial services, waste management, and water resources. Multi-disciplined Market Groups focus on the business challenges and drivers of the manufacturing, mining, oil & gas, power, public sector, real estate, and solid waste markets.

Headquartered in Pittsburgh, Pennsylvania, CEC is an expanding company with 28 offices and more than 1,100 employees nationwide. Our continuing growth reflects client confidence in the work of our employees, who are guided by three core business principles: Senior Leadership, Integrated Services, and Personal Business Relationships.

## SERVICES TO MULTI-FAMILY RESIDENTIAL DEVELOPERS

Our Real Estate Market Group is a diverse team of engineers, scientists, and professionals who serve as our conduit to the latest thinking and advancements in the real estate industry, providing clients with concise, timely information and regulatory updates to facilitate informed decision-making.

Interdisciplinary teams with a full complement of evaluation, design, technical, and regulatory insight lead clients to value CEC as a trusted real estate advisor. This partnership allows for a more promising plan and, ultimately, an increase in market competitiveness, asset appreciation, and valued return on investment.



## ORGANIZATIONS

UNITED STATES GREEN BUILDING COUNCIL // NATIONAL MULTI-FAMILY HOUSING COUNCIL // NATIONAL ASSOCIATION OF HOME BUILDERS





We offer expertise to residential real estate developers in the following areas:

### **PRE-DEVELOPMENT AND DUE DILIGENCE**

- Conceptual Site Planning and Test Fits
- Phase I Environmental Site Assessments
- Zoning and Regulatory Review
- Property Condition Assessments
- Utility Assessments
- Brownfield Grant Applications
- Geotechnical Investigations
- Ecological and Cultural Resource Assessments
- Surveying
- Environmental Remediation

### **DESIGN**

- Site Planning/Master Planning
- Landscape Architecture
- Site Grading and Earthwork
- Stormwater Management
- Water Quality Design
- Erosion and Sedimentation Control Design
- Utility Design
- Geotechnical Engineering
- Transportation Engineering and Design
- Green Roof Design
- Earth Retention Structures

### **PERMITTING**

- Zoning/Re-Zoning/Site Plan Approval
- Wetland and Stream Impacts and Mitigation
- Endangered Species Permitting
- NPDES Permitting
- Effluent Limitation Guidelines
- DOT Permitting

### **CONSTRUCTION AND CQA**

- Design-Build
- Construction Monitoring and CQA
- Construction Management
- International Building Code Special Inspections
- Stormwater Discharge Monitoring and Compliance
- Construction As-Builts

### **POST-CONSTRUCTION**

- Asset Information Management
- Leasing Plans and Exhibits
- Green Roof Performance Monitoring
- Pavement Evaluation and Rehabilitation
- Site Infrastructure Maintenance
- ADA Accessibility
- Stormwater Discharge Monitoring and Compliance



# SHOWCASE PROJECTS



# HANOVER REPUBLIC SQUARE: W 5TH AND LAVACA

## OWNER/CLIENT

Hanover Company

## LOCATION

Austin, TX

## CEC SERVICES

Erosion & Sedimentation Control  
Design and Inspection/NPDES  
Permitting

Predevelopment Site Investigations

Site Grading/Earthwork Analysis

Stormwater Management/BMP  
Design

Utility Design

ALTA NSPS Land Title Surveys

Topographic Surveys

## OWNER OBJECTIVE

Hanover Company, located in Houston, Texas, is a private real estate company specializing in the acquisition, development, and management of high-quality multi-family residential properties nationwide.

Hanover Company was looking for a local civil engineering firm skilled at navigating the local permitting process to expedite the review period, allowing for construction to break ground on a 46-story residential tower with ground-floor retail in the Central Business District of Downtown Austin. The existing site consists of three one-story buildings, requiring demolition.

The subject site will be implementing City of Austin “Great Streets” Improvements (which includes widened sidewalks, tree plantings, and streetscape furniture) along the subject property and also for the remainder of the block and the opposite side of W 5th Street. The streetscape improvements within public right-of-way create numerous challenges due to the utility conflicts, which required extensive coordination with City agencies for approval.

## CEC APPROACH

Prior to its acquisition by CEC, KBGE addressed these site challenges by meeting with decision-makers at the City, prior to formal submission, to lock in driveway locations and to obtain general concurrence of streetscape improvements prior to the first round of reviewer comments. Early buy-in from the City staff on the overall layout minimized the risk of major design changes.

The project is currently in the design phase and is proceeding with securing agency approvals. CEC has received the first round of City comments, resulting in no major design changes. CEC negotiated with City staff to obtain an alternate permitting process that will allow Hanover Company to begin demolition of the buildings and slabs, in addition to conducting environmental remediation activities, all prior to obtaining the full site development permit. This will allow Hanover Company to commence construction earlier than anticipated.



Renderings courtesy of Solomon Cordwell Buenz (SCB)

# FACEBOOK TOWER

## OWNER/CLIENT

Cielo Property Group

## LOCATION

Austin, TX

## CEC SERVICES

City of Austin “Fast Track” Permitting  
Austin Water System Water,  
Reuse Water, and Wastewater  
Improvements

Roadway Extension and Resurfacing

Coordination with Large Team of  
Consultants and City of Austin Staff

Address Downtown Traffic Concerns

Sustainable Principles in Design

Participation in Project Meetings

Shoal Creek Setbacks

“Great Streets” Program Amenities

Boundary, Tree, Topographic, and  
Title Survey

Preliminary Engineering and Due  
Diligence

Service Extension Request (SER)  
Preparation and Processing

License Agreement and Unified  
Development Agreement (UDA)  
Processing and Approval

Pre-construction and Construction  
Phase Services

## CERTIFICATION

LEED Platinum

## OWNER OBJECTIVE

The property is adjacent to West 3rd Street and Nueces Street, which are categorized as Great Streets by the City of Austin, and located within the City of Austin’s full-purpose jurisdiction in the Central Business District (CDB) zoning district. The project consisted of demolition of an existing building and construction of a 30-story, 584,000-gross-square-foot mixed-use building for office uses and ground-floor retail with associated on-site parking, drives, water quality and detention, right-of-way (ROW) improvements, and utilities. Cielo Property Group desired to maximize the floor-to-area ratio (FAR) for a site heavily encumbered with setback restrictions, particularly from Shoal Creek.

## CEC APPROACH

CEC provided surveying and civil engineering services for the project. The combination of services allowed the team to provide professional consulting in a much more cohesive manner. CEC’s expert knowledge of city code and surveying practices ultimately produced a setback from Shoal Creek that had much less of an effect on the development than what was anticipated; and therefore, the client’s FAR goals were realized.

The civil engineering design also included sustainable design elements such as partial sedimentation filtration in an underground vault and utilizing reclaimed water for irrigation purposes. These elements helped the project obtain a Platinum LEED® certification.



Images courtesy of Cielo Property Group



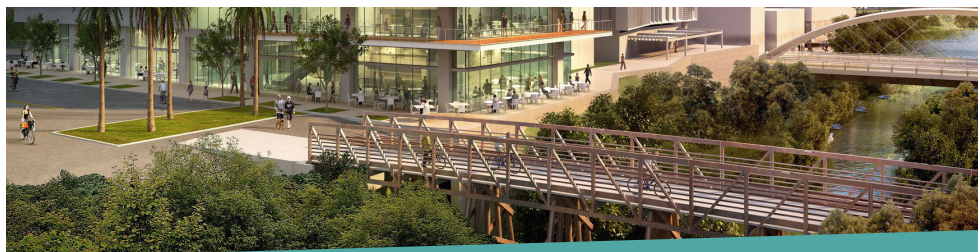


CEC promoted the use of the City of Austin “Fast Track” permit process wherein each of the two project phases held a separate site development permit.

The first phase consisted of a demolition of the existing building, excavation, and erosion and sedimentation controls. The second phase consisted of all other site plan-related items, including vertical construction, utility work, sidewalks, and streetscape improvements. CEC processed both permits and thus allowed the project to start construction earlier than what is normally anticipated.

In addition, CEC managed service extension requests (SER) through Austin Water, adding 314 linear feet of 8-inch water line, 5 linear feet of 8-inch wastewater line, and ~700 linear feet of reclaimed water line to the City’s distribution systems. CEC permitted streetscape amenities within the right-of-way and processed a license agreement for these amenities for Cielo Property Group.

When complete, Facebook leased the property, and the site is now known as Facebook Tower.





# EAST 7<sup>TH</sup> STREET

## OWNER/CLIENT

Pearlstone Partners

## LOCATION

Austin, TX

## PROJECT HIGHLIGHTS

- Located in the Plaza Saltillo Transit Oriented Development
- Compatibility Standards Analysis
- Innovative Water Quality Design
- Coordination with Surrounding Property Owners
- Affordability Requirements



*Located on east 7th street, a thriving entertainment district, the proposed development included a five-story, 19-unit multi-family project with an associated shared parking garage.*

# S CONGRESS

## OWNER/CLIENT

Pearlstone Partners

## LOCATION

Austin, TX

## PROJECT HIGHLIGHTS

- Detention Pond Design
- Compatibility Standards Analysis
- Public Water/Wastewater Improvements
- Coordination with Surrounding Property Owners
- ROW Dedication



*The project required on-site detention that was strategically placed in fire access pathways for the structure and are hidden from the street view.*



*A four-story, 16-unit multi-family project with 900 square feet of ground-floor retail and an associated shared parking garage.*

# AUSTIN SITE REDEVELOPMENT ESA

## OWNER/CLIENT

Confidential Developer

## LOCATION

Austin, TX

## PROJECT HIGHLIGHTS

- Predevelopment Site Investigations
- Phase I and II Assessments
- Site Characterization



*CEC provided value by conducting predevelopment site investigation services, allowing the client to move forward with the design and engineering of a multi-family residential development on a former industrial manufacturing site.*

## 1600 E 4<sup>TH</sup>

### OWNER/CLIENT

Cielo Property Group

### LOCATION

Austin, TX

### PROJECT HIGHLIGHTS

- Predevelopment Site Investigations
- Site Grading/Earthwork Analysis
- Stormwater Management/BMP Design
- Sustainability Planning/Design
- Transportation Planning



*The proposed development includes a five-story 150,000-square-foot office building and 8,500 square feet of restaurant and retail with associated below-grade parking garage*

## THE INDIE

### OWNER/CLIENT

Transwestern Development Company

### LOCATION

Austin, TX

### PROJECT HIGHLIGHTS

- Sustainability Planning/Design
- Transportation Planning
- Zoning Support
- Innovative Water Quality Design
- Construction Phase Services



*The proposed development includes a five-story, 139 micro-unit, multi-family residential project with 2,500 square feet of ground-floor retail space and an associated shared parking garage.*

## THE ARNOLD

### OWNER/CLIENT

Transwestern Development Company

### LOCATION

Austin, TX

### PROJECT HIGHLIGHTS

- Sustainability Planning/Design
- Transportation Planning
- Zoning Support
- Innovative Water Quality Design
- Construction Phase Services



*The proposed development includes a five-story, 346-unit, multi-family project located in three buildings with 11,400 square feet of ground-floor retail space and an associated shared parking garage*





**Athens, PA**  
877.389.1852

**Chicago, IL**  
877.963.6026

**Houston, TX**  
800.365.2324

**Monroeville, PA**  
800.899.3610

**San Diego, CA**  
760.977.8106

**Austin, TX**  
512.439.0400

**Cincinnati, OH**  
800.759.5614

**Indianapolis, IN**  
877.746.0749

**Nashville, TN**  
800.763.2326

**Sevierville, TN**  
865.774.7771

**Boston, MA**  
866.312.2024

**Cleveland, OH**  
800.365.2324

**Kansas City, KS**  
866.250.3679

**Oklahoma City, OK**  
405.246.9411

**St. Louis, MO**  
866.250.3679

**Bridgeport, WV**  
855.488.9539

**Columbus, OH**  
888.598.6808

**Knoxville, TN**  
865.977.9997

**Philadelphia, PA**  
888.267.7891

**Toledo, OH**  
855.274.2324

**Buffalo, NY**  
800.365.2324

**Fall River, MA**  
508.679.5646

**Martinsburg, WV**  
800.365.2324

**Phoenix, AZ**  
877.231.2324

**Charlotte, NC**  
855.859.9932

**Greenville, SC**  
855.574.4331

**McAllen, TX**  
800.365.2324

**Pittsburgh, PA**  
800.365.2324

**Chad Kimbell, PE**  
Vice President

3711 S. MoPac Expressway  
Bldg, 1, Ste. 550  
Austin, TX 78746  
T 512.493.6032  
M 512.810.8243  
ckimbell@cecinc.com

**Brian Estes, PE**  
Principal

3711 S. MoPac Expressway  
Bldg, 1, Ste. 550  
Austin, TX 78746  
T 512.493.6033  
M 512.699.3081  
bestes@cecinc.com

## Brian Estes, P.E.

Principal



### 24 YEARS OF EXPERIENCE

#### EDUCATION

M.Eng., Engineering Management, University of Texas, 2001

B.S., Civil Engineering, Oklahoma State University, 1997

#### EXPERTISE

Master planned communities, senior living, student housing, residential subdivisions

#### REGISTRATIONS

Professional Engineer  
• TX 89270

#### PROFESSIONAL AFFILIATIONS

Real Estate Council of Austin

Since 1997, Mr. Estes has had extensive project experience working with subdivision planning and design, commercial land development, municipal streets, hydrologic analysis and hydraulic design, water distribution and modeling and wastewater collection systems. His project experience ranges from serving as a design team member, Lead Designer, Project Manager and Principal in Charge.

#### PROJECT EXPERIENCE

##### Commercial

##### **Little Texas Commercial Development, Austin, TX\***

Mr. Estes served as a Team engineer for a 134,000-square-foot multi-screen movie theater complex. The project design included grading, parking, drainage analysis, water quality mitigation and utilities for the 34-acre tract.

##### **Stassney Retail Center, Austin, TX\***

Mr. Estes served as a design team member for a 32-acre site consisting of over 250,000 square feet of buildings. The site was located on extremely steep terrain, thus creating very difficult conditions for site grading. The extreme nature of the terrain necessitated the construction of interlocking rock wall - up to a height of twenty vertical feet.

##### **The Delaney at Georgetown Village, Georgetown, TX**

Mr. Estes served as principal in charge and lead designer of this 13-acre senior living center consisting of 120 independent living units, 54 assisted-living units and 32 memory care suites.

##### **Wells Branch Technology Park, Austin, TX\***

Mr. Estes served as a Team engineer for a 38-acre industrial complex consisting of three large buildings with a total area of 290,000 square feet. The design also included parking, drives, grading, drainage analysis and ponds. Wet ponds were used to mitigate the effects of the development. The wet ponds were nearly a quarter of a million cubic feet of volume upon completion.

##### **Wells Point, Pflugerville, TX\***

Mr. Estes served as principal in charge and lead designer of this 3.6-acre flex space and industrial park. This four building campus was designed and permitted in under 4 months.

##### Single-Family

##### **Bunker Ranch, Bunker Ranch LLC, Dripping Springs**

**Role:** Principal in Charge

Bunker Ranch Estates is a luxury master-planned community ideally located at the Gateway to the Texas Hill Country, Dripping Springs. This sprawling 210-acre tract is covered in majestic Live Oak trees, crisscrossed with dry creeks and features natural topography that offers views for miles. The planning and design of the subdivision incorporates low impact design, minimizing the disturbance of the natural environment. Bunker Ranch Estates Captures the rustic feel and charm of life in the country, yet everything about this exquisite gated community reflects elegance and convenience. The lots at Bunker Ranch range from  $\frac{3}{4}$  to over 2 acres. The project began in 2016 and has continued to expand since. The latest final phase was completed in 2020.



Civil & Environmental Consultants, Inc.

## **Brian Estes, P.E.**

### **Principal**

#### **Cottonwood Creek, Oklahoma City, OK**

Mr. Estes served as a principal in charge and design lead for this 41-acre development project. The project consists of 154 single-family lots, associated utilities, drainage and roadways. The topography also required a FEMA floodplain modification, CLOMR.

#### **Lightsey Condominiums, Austin, TX**

Mr. Estes is the principal in charge and lead designer of this urban infill project located in the Bouldin Creek watershed in South Austin. The project includes 36 garden style homes located in an urban forest settings. Designing the infrastructure to serve the development while maintaining the ambiance of the heavily wooded terrain required innovative design and creativity. In addition to the challenge of preserving the environmental beauty, this site had 43 vertical feet of fall from its highest to lowest points. Again, innovation and the use of three-dimensional modeling tools allowed us to create a solution that was effective, economically feasible and served the inherent beauty of the tract.

#### **Teravista, Round Rock, TX\***

Mr. Estes has served as the Project Manager for a 1,500-acre master-planned community. The crown jewel of the neighborhood being the Championship 18-hole golf club that captures the beauty of the Texas Hill Country with views that span for over 50 miles. The rolling terrain provides a challenging 7,200-yard layout, nestled by design within the community. The design process incorporated neighborhood drainage with the water features of the course. Mr. Estes' role in the project included overseeing daily design and construction of roadways, grading, drainage, water quality features, water distribution, wastewater collection systems, pedestrian paths, erosion control and structures. Mr. Estes has designed, reviewed, and sealed construction drawings for twenty-three individual, separate phases and projects within the master development. As his role as Project Manager evolved into that of Senior Associate, Mr. Estes became responsible for all proposals, construction drawings, final plats, contract bidding and award, contractor coordination, and project close-out. This project was the sole responsibility of Mr. Estes

#### **Walden Square Condominiums, Austin, TX**

Mr. Estes was the principal in charge of designing this 30-acre, 82 unit condominium project located along the rapidly developing Texas 130 route. The project is being constructed in one phase and will provide relief to a burgeoning demand for housing in the area.

*\* Work performed prior to joining CEC*





# STATEMENT OF QUALIFICATIONS

## WHAT WE DO

Masterplan provides professional consulting services in all areas related to zoning, land use, entitlements, land development, and permitting. Since being established in 1981, the company has grown to become the largest firm specializing in planning in the region.

Masterplan's longstanding mission is to bridge the gap between the development community and regulatory bodies. Our consultants are highly accomplished experts who come from diverse backgrounds including city planning, architecture, engineering, business and public administration. Our mastery of technical issues, job-tested communication skills, and a long standing reputation of excellence, makes Masterplan a reliable force working on your behalf.

Our firm's reputation of excellence makes us a significant asset for our diverse client base, including land developers, commercial enterprises, retail and restaurant operators, small businesses, real estate brokers, public utilities, individuals, and even municipalities.

Our collaborative approach, established relationships with city officials, and wide array of experience spans more than three decades. This enables us to proactively resolve complex development and land use issues and confidently represent interests of our clients and their projects.

## LAND USE



- ▶ Zoning
- ▶ Variances and special exceptions
- ▶ Due diligence and property assessments
- ▶ Solve for parking
- ▶ Area and comprehensive plans
- ▶ Evaluate development opportunities

## PERMITTING



- ▶ Abandonments
- ▶ Permit expediting
- ▶ Building Code
- ▶ Inspections
- ▶ Pre-development coordination
- ▶ Platting
- ▶ Signage

## LOBBYING



- ▶ Exert influence on specific municipal actions
- ▶ Economic development
- ▶ Government contracts
- ▶ Licenses

## WE GET THINGS DONE

- ▶ Do you want assistance early in the development process to ensure your property has zoning and entitlements to successfully deliver your project?
- ▶ Do you want help strategizing the highest and best use?
- ▶ Do you want to better understand the specific development requirements that apply to your property?
- ▶ Are you experiencing difficulties and delays getting your projects through the City approval process?
- ▶ Are you finding that too much of your time is spent on the entitlement process and diverting attention away from other project responsibilities?

If you have answered “yes” to any of these questions, Masterplan can be a resource to help get things done.

## THE MASTERPLAN DIFFERENCE

- ▶ Pragmatic, strategic, and responsible approaches that deliver outcomes reflecting community interests and development best practices
- ▶ A robust professional team with local, national, and international experience and technical proficiency in all areas of planning, development, entitlements, zoning, land use and real estate
- ▶ Ability to facilitate consensus among the varying political and community interests through collaboration, objectivity, transparency, and strong communication
- ▶ Commitment to building and maintaining successful working relationships with municipal staff, elected and appointed officials, and key stakeholders
- ▶ Focused solutions for ensuring projects and business interests are professionally managed and represented through City review, community outreach, and political decision-making
- ▶ Minimizes delays resulting in savings of time and resources

## LOCATIONS

### Dallas (HQ)

2201 Main St.  
Suite 1280  
Dallas, TX 75201  
214.761.9197

### Frisco

2595 Dallas Parkway  
Suite 101  
Frisco, TX 75034  
214.389.2280

### Austin

6500 River Place Blvd.  
Building 7, Suite 250  
Austin, TX 78730  
512.524.9745

### Houston

2900 North Loop West  
Suite 400  
Houston, Texas 77092  
713.242.1810



LBJ Station  
Dallas, Texas



SPRING  
VALLEY  
CONSTRUCTION COMPANY

BROOKS MANOR REDEVELOPMENT  
DALLAS, TEXAS  
INTRODUCTORY QUALIFICATIONS PACKAGE  
NOVEMBER 8, 2019

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#### 3. AIA DOCUMENT A305 - 1986 CONTRACTOR'S QUALIFICATIONS STATEMENT

#### 4. AN ENJOYABLE EXPERIENCE

- A. Project Success Criteria
- B. Owner + Client Testimonials
- C. SVCC Mission Statement | Core Values | Vision



GENERAL CONTRACTOR  
LEGAL NAME & ADDRESS:

## SPRING VALLEY CONSTRUCTION COMPANY

10950 Alder Circle  
Dallas, Texas 75238  
o: 214.340.9800  
f: 214.340.9100  
svcc.biz

Contact: Nick Hasty  
Director of Business Development  
nhasty@svcc.biz  
c: 469.647.1543

YEAR FOUNDED | NO. YEARS IN BUSINESS: 1973 | 46 YEARS

TYPE OF OPERATION: CORPORATION

TOTAL NUMBER OF EMPLOYEES: 71

MISSION STATEMENT: SPRING VALLEY CONSTRUCTION COMPANY IS A RELATIONSHIP DRIVEN GENERAL CONTRACTOR PROVIDING VALUE TO OUR STAKEHOLDERS THROUGH SUPERIOR SERVICE, OUTSTANDING CHARACTER AND A COMMITMENT TO EXCELLENCE.

VISION: BUILDING RELATIONSHIPS WITH LASTING VALUE

CORE VALUES: SERVICE VALUE CHARACTER COMMITMENT

FIRM HISTORY: SPRING VALLEY CONSTRUCTION COMPANY WAS ESTABLISHED IN 1973 AS A WHOLLY OWNED SUBSIDIARY OF FOLSOM INVESTMENTS. JAMES ARCHER, CURRENT CEO, JOINED THE COMPANY IN 1974 AS PRESIDENT AND IN 1991, HE PURCHASED THE COMPANY OUTRIGHT. TODAY, HIS PARTNERS ARE:

DANNY COPELAND, EXECUTIVE VICE PRESIDENT  
(PURCHASED INTEREST IN 1993)

BRENT ARCHER, VICE PRESIDENT OPERATIONS  
(PURCHASED INTEREST IN 2012)

STEPHEN BRUSZER, PRESIDENT  
(PURCHASED INTEREST IN 2016)

KENNON GARMS, CFO (PURCHASED INTEREST IN 2016)

AREAS OF SPECIALTY: MULTI-FAMILY  
SENIOR LIVING | ASSISTED LIVING | MEMORY CARE  
REMODEL | RENOVATIONS  
RETAIL  
OFFICE  
INDUSTRIAL  
EDUCATION  
HEALTHCARE



November 8, 2019

Mr. Ken Miller  
Sr Construction Director  
Volunteers of America  
1660 Duke Street  
Alexandria, VA 22314

Re: Spring Valley Construction Company

Dear Mr. Miller:

The Hartford, through its operating entities, has issued surety bonds to Spring Valley Construction Company since 2000, during which time we have favorably considered projects up to \$50,000,000 single/\$150,000,000 aggregate. Hartford's A.M. Best Rating is A XV. Our experience with Spring Valley has been excellent and we highly recommend them to you.

As surety for Spring Valley, The Hartford will favorably consider providing a 100% Performance Bond and a 100% Payment Bond for various projects, provided a contract is awarded to and executed by Spring Valley.

Please understand that any arrangement for any bonds is a matter between Spring Valley and The Hartford and we assume no liability to third parties or you if, for any reason, we do not issue requested bonds.

The Hartford expressly reserves the right to review the terms and conditions of the contract, contract amount and bond form, evaluate pertinent underwriting data and verify the adequacy of project financing prior to the issuance of bonds for the referenced project.

This letter will expire one hundred and eighty (180) days from the above date.

Best regards,

Darrin J. Weber, CPA, CIC, CRM  
Attorney-in-Fact, The Hartford





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

8/7/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Weber Group Advisors 13601 Preston Road, Suite E740  Dallas TX 75240		<b>CONTACT NAME:</b> Doreen Dare-Mack <b>PHONE (A/C, No, Ext):</b> (972) 961-3930 <b>FAX (A/C, No):</b> (972) 961-3931 <b>E-MAIL ADDRESS:</b> dmack@webergroupadvisors.com	
		<b>INSURER(S) AFFORDING COVERAGE</b>	<b>NAIC #</b>
		<b>INSURER A:</b> Phoenix Insurance Company (The)	25623
		<b>INSURER B:</b> Travelers Indemnity Co. of Connecticut	25682
		<b>INSURER C:</b> Markel American Insurance Company	28932
		<b>INSURER D:</b> Travelers Casualty and Surety Co of Ame	19046
		<b>INSURER E:</b> Travelers Lloyds Insurance Company	41262
		<b>INSURER F:</b>	

**COVERAGES****CERTIFICATE NUMBER:** 19/20 Master**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY			CO-7N183357	7/1/2019	7/1/2020	EACH OCCURRENCE	\$ 1,000,000
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 300,000
	<input checked="" type="checkbox"/> \$5,000 PD Deductible						MED EXP (Any one person)	\$ 10,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						PERSONAL & ADV INJURY	\$ 1,000,000
	<input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC						GENERAL AGGREGATE	\$ 2,000,000
	OTHER:						PRODUCTS - COMP/OP AGG	\$ 2,000,000
								\$
B	<b>AUTOMOBILE LIABILITY</b>			BA-7N378671	7/1/2019	7/1/2020	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
	<input checked="" type="checkbox"/> ANY AUTO						BODILY INJURY (Per person)	\$
	<input type="checkbox"/> ALL OWNED AUTOS	<input type="checkbox"/> SCHEDULED AUTOS					BODILY INJURY (Per accident)	\$
	<input checked="" type="checkbox"/> HIRED AUTOS	<input checked="" type="checkbox"/> NON-OWNED AUTOS					PROPERTY DAMAGE (Per accident)	\$
								\$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB	<input checked="" type="checkbox"/> OCCUR		MKLM4EUL100510	7/1/2019	7/1/2020	EACH OCCURRENCE	\$ 5,000,000
	<input type="checkbox"/> EXCESS LIAB	<input type="checkbox"/> CLAIMS-MADE					AGGREGATE	\$ 5,000,000
	DED <input checked="" type="checkbox"/> RETENTION \$ 10,000							\$
D	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b>			UB-7N28513A	7/1/2019	7/1/2020	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	<input type="checkbox"/> Y <input type="checkbox"/> N	N/A				E.L. EACH ACCIDENT	\$ 1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	\$ 1,000,000
E	Leased/Rented Equipment			QT 660 1L167890	7/1/2019	7/1/2020	Ded. \$1,000; Limit	\$600,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

**CERTIFICATE HOLDER****CANCELLATION**

\*\*\*\*FOR INFORMATION PURPOSES ONLY\*\*\*\*

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Darrin Weber/JBAUM

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ACORD 25 (2014/01)

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INS025 (201401)





Harbor Urban Center  
Rockwall, Texas  
*in progress*

# SIMILAR PROJECT EXPERIENCE



# HUD PROJECT EXPERIENCE

PROJECT NAME   LOCATION	COMPLETION DATE	# OF UNITS	GROSS SF
<b>Harbor Urban Center   Rockwall, TX</b> <b>HUD #113-35719</b> <i>parking garage podium and apartments</i>	December 2019	228 units	239,815 sf apts 132,798 sf garage
<b>Mira Lagos Ph II Apts   Grand Prairie, TX  </b> <b>HUD # 113-35666</b>	May 2018	112 units	162,700 sf
<b>LBJ Station Apartments   Dallas, TX</b> <b>HUD #113-35585</b>	January 2017	249 units	198,758 sf
<b>The Aspens at Twin Creeks Senior Living   Allen, TX   HUD #113-35359</b>	July 2011	180 units	157,379 sf
<b>Stoneleigh on Spring Cypress Apts   Cypress, TX   HUD #114-35509</b>	April 2005	216 units	190,380 sf
<b>Provident Personal Care Facility McKinney, TX   HUD #113-43207</b>	March 1999	36 units	23,480 sf
<b>Sherwood Wellness Center &amp; Senior Medical Clinic   Bedford, TX</b> <b>HUD #112-43067</b>	November 1997	126 units	110,851 sf
		<b><u>1,147</u></b> <b>TOTAL UNITS</b>	<b><u>1,216,161</u></b> <b>TOTAL SF</b>



# SPRING VALLEY

## CONSTRUCTION COMPANY



## HARBOR URBAN CENTER

(IN PROGRESS)

OWNER: ATTICUS REAL ESTATE DEVELOPMENT

ARCHITECT: HUMPHREYS & PARTNERS ARCHITECTS, LP

### PROJECT DESCRIPTION

228-UNIT, 167,489 SF 4-STORY APARTMENT OVER 2-STORY PODIUM DECK / PARKING GARAGE, AS WELL AS 3-ACRE SITE DEVELOPMENT (HUD PROJECT).





# SPRING VALLEY

## CONSTRUCTION COMPANY



## EMBREE HILL APARTMENTS

OWNER: LANDMARK AT LAKEWAYS WEST LLC

ARCHITECT: WOMACK+HAMPTON ARCHITECTS, LLC

### PROJECT DESCRIPTION

139-UNIT, 138,178 SF 3-STORY APARTMENT COMPLEX CONSISTING OF 6 BUILDINGS INCLUDING A CLUBHOUSE, AS WELL AS 33.8-ACRE SITE DEVELOPMENT (*IN PROGRESS*).





# SPRING VALLEY

## CONSTRUCTION COMPANY



### THE ORCHARDS AT MARKET PLAZA

OWNER: DIAL SENIOR APARTMENT DEVELOPMENT

ARCHITECT: ARCHITECTURE DEMAREST

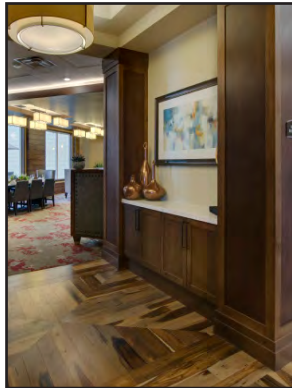
#### PROJECT DESCRIPTION

269,909 SF, 4-STORY, 180-UNIT SENIOR INDEPENDENT LIVING FACILITY, AS WELL AS 2-ACRE SITE DEVELOPMENT (*IN PROGRESS*).



# SPRING VALLEY

## CONSTRUCTION COMPANY



## SOLANA TERRACE VINTAGE PARK

OWNER: FORMATION DEVELOPMENT

ARCHITECT: PRDG, LLC

### PROJECT DESCRIPTION

4-STORY, 117-UNIT SENIOR INDEPENDENT LIVING FACILITY, AS WELL AS 3-ACRE SITE DEVELOPMENT. FOUR STORY WOOD FRAMED STRUCTURE. EXTERIOR IS PRIMARILY STUCCO WITH STONE & CAST STONE ACCENTS. EXTERIOR WALLS ADJACENT TO STATE HIGHWAY 249 HAVE UPGRADED STC WINDOWS, DOORS AND WALLS. BUILDING AMENITIES INCLUDE A WINE BAR, CAFE BAR, FULL COMMERCIAL KITCHEN, SALON, POOL WITH HOT TUB, DOG PARK, THEATER AND WOODWORKING SHOP.





# SPRING VALLEY

## CONSTRUCTION COMPANY



## THE ORCHARDS AT ARLINGTON HIGHLANDS

OWNER: DIAL RETIREMENT COMMUNITIES

ARCHITECT: KAZMAIER

### PROJECT DESCRIPTION

4-STORY, 180-UNIT SENIOR INDEPENDENT LIVING FACILITY, AS WELL AS 9-ACRE SITE DEVELOPMENT.







# AIA DOCUMENT A305 - 1986 CONTRACTOR'S QUALIFICATION STATEMENT



SPRING VALLEY

CONSTRUCTION COMPANY

*An Enjoyable Experience*



# **AIA**® Document A305™ – 1986

## **Contractor's Qualification Statement**

The Undersigned certifies under oath that the information provided herein is true and sufficiently complete so as not to be misleading.

**SUBMITTED TO:** Mr. Ken Miller, Sr Construction Director  
Volunteers of America

**ADDRESS:** 1660 Duke Street  
Alexandria, VA 22314

**SUBMITTED BY:** Spring Valley Construction Company

**NAME:** Stephen J. Bruszer, President

**ADDRESS:** 10950 Alder Circle  
Dallas, TX 75238

**PRINCIPAL OFFICE:** Same

- ☒ Corporation  
☐ Partnership  
☐ Individual  
☐ Joint Venture  
☐ Other

**NAME OF PROJECT:** *(if applicable)* Brooks Manor Redevelopment  
Dallas, Texas

**TYPE OF WORK:** *(file separate form for each Classification of Work)*

- ☒ General Construction  
☐ HVAC  
☐ Electrical  
☐ Plumbing  
☐ Other: *(Specify)*

### **§ 1 ORGANIZATION**

**§ 1.1** How many years has your organization been in business as a Contractor? 46

**§ 1.2** How many years has your organization been in business under its present business name? 46

**§ 1.2.1** Under what other or former names has your organization operated?

N/A

**§ 1.3** If your organization is a corporation, answer the following:

**§ 1.3.1** Date of incorporation: 02/05/1973

### **ADDITIONS AND DELETIONS:**

The author of this document has added information needed for its completion. The author may also have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes added information as well as revisions to the standard form text is available from the author and should be reviewed. A vertical line in the left margin of this document indicates where the author has added necessary information and where the author has added to or deleted from the original AIA text.

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

This form is approved and recommended by the American Institute of Architects (AIA) and The Associated General Contractors of America (AGC) for use in evaluating the qualifications of contractors. No endorsement of the submitting party or verification of the information is made by AIA or AGC.

§ 1.3.2 State of incorporation: Texas

§ 1.3.3 CEO's name: James W. Archer

§ 1.3.4

President's name: Stephen J. Bruszer

Executive Vice President's name: Danny E. Copeland

Vice President of Operations name: Brent D. Archer

§ 1.3.5 Secretary's name: Brent D. Archer

§ 1.3.6 Treasurer's name: Brent D. Archer

§ 1.4 If your organization is a partnership, answer the following:

§ 1.4.1 Date of organization:

§ 1.4.2 Type of partnership (if applicable):

§ 1.4.3 Name(s) of general partner(s)

N/A

§ 1.5 If your organization is individually owned, answer the following:

§ 1.5.1 Date of organization:

§ 1.5.2 Name of owner:

N/A

§ 1.6 If the form of your organization is other than those listed above, describe it and name the principals:

N/A

## § 2 LICENSING

§ 2.1 List jurisdictions and trade categories in which your organization is legally qualified to do business, and indicate registration or license numbers, if applicable.

Texas

Arkansas

Louisiana

Tennessee

§ 2.2 List jurisdictions in which your organization's partnership or trade name is filed.

Texas

Arkansas

Louisiana

Tennessee

## § 3 EXPERIENCE

§ 3.1 List the categories of work that your organization normally performs with its own forces.

§ 3.2 Claims and Suits. (If the answer to any of the questions below is yes, please attach details.)

§ 3.2.1 Has your organization ever failed to complete any work awarded to it?

No

§ 3.2.2 Are there any judgments, claims, arbitration proceedings or suits pending or outstanding against your organization or its officers?

MidSouth Bank Construction defect lawsuit filed 03/28/19 against SVCC

**§ 3.2.3** Has your organization filed any law suits or requested arbitration with regard to construction contracts within the last five years?

N/A

**§ 3.3** Within the last five years, has any officer or principal of your organization ever been an officer or principal of another organization when it failed to complete a construction contract? (If the answer is yes, please attach details.)

No

**§ 3.4** On a separate sheet, list major construction projects your organization has in progress, giving the name of project, owner, architect, contract amount, percent complete and scheduled completion date.

See attached Jobs In Progress

**§ 3.4.1** State total worth of work in progress and under contract:

\$202,450,730.00

**§ 3.5** On a separate sheet, list the major projects your organization has completed in the past five years, giving the name of project, owner, architect, contract amount, date of completion and percentage of the cost of the work performed with your own forces.

See attached Completed Projects

**§ 3.5.1** State average annual amount of construction work performed during the past five years:

\$90,009,107.00

**§ 3.6** On a separate sheet, list the construction experience and present commitments of the key individuals of your organization.

Refer to attached Key Individuals

## **§ 4 REFERENCES**

### **§ 4.1 Trade References:**

Ace Décor & Finishes, Inc.  
4402 Vaughn Drive  
Rowlett, Texas 75088  
Mr. Brett Patterson  
972-412-2333

Barrera Plumbing  
4402 Action Street  
Garland, Texas 75042  
Mr. Rudy Barrera  
972-494-4115

Tippen Steel Services  
100 Lawrence Street  
Boyd, Texas 76023  
Mr. Brady Tippen  
940-433-3132

Ennis Steel  
P.O. Box 1360  
Ennis, Texas 75119  
Mr. Rob Jones  
214-398-6931

**§ 4.2 Bank References:**

Iberia Bank  
2500 Dallas Parkway  
Plano, Texas 75093  
Ms. Holly Brown  
972-941-1106

Veritex Community Bank  
8214 Westchester Drive, Suite 400  
Dallas, Texas 75225  
Mr. Malcolm Holland  
972-349-6144

**§ 4.3 Surety:**

**§ 4.3.1 Name of bonding company:**

Hartford Fire Insurance Company  
17855 Dallas Parkway  
Dallas, Texas 75289  
Mr. Chris Sivak  
800-873-8212

**§ 4.3.2 Name and address of agent:**

Weber Group Advisors  
13601 Preston Road, Suite E740  
Dallas, Texas 75240  
Mr. Darrin Weber  
972-961-3930

**§ 5 FINANCING**

**§ 5.1 Financial Statement.**

**§ 5.1.1 Attach a financial statement, preferably audited, including your organization's latest balance sheet and income statement showing the following items:**

Current Assets (e.g., cash, joint venture accounts, accounts receivable, notes receivable, accrued income, deposits, materials inventory and prepaid expenses);

Net Fixed Assets;

Other Assets;

Current Liabilities (e.g., accounts payable, notes payable, accrued expenses, provision for income taxes, advances, accrued salaries and accrued payroll taxes);

Other Liabilities (e.g., capital, capital stock, authorized and outstanding shares par values, earned surplus and retained earnings).

**§ 5.1.2 Name and address of firm preparing attached financial statement, and date thereof:**



The most recent audited financial statement is available upon request.

§ 5.1.3 Is the attached financial statement for the identical organization named on page one?

Yes

§ 5.1.4 If not, explain the relationship and financial responsibility of the organization whose financial statement is provided (e.g., parent-subsiidiary).

N/A

§ 5.2 Will the organization whose financial statement is attached act as guarantor of the contract for construction?

## § 6 SIGNATURE

§ 6.1 Dated at this 6<sup>th</sup> day of November 2019

Name of Organization: Spring Valley Construction Company

By:

Title: President

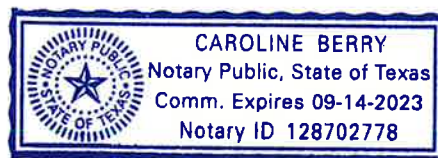
§ 6.2

Mr. Stephen J. Bruszer being duly sworn deposes and says that the information provided herein is true and sufficiently complete so as not to be misleading.

Subscribed and sworn before me this 6<sup>th</sup> day of November 2019

Notary Public: Ms. Caroline Berry

My Commission Expires: 9/14/2023





SPRING  
VALLEY  
CONSTRUCTION COMPANY

# COMPLETED PROJECTS

## Completed Projects 2019

### First Co Warehouse Expansion

Location: East Point Dr & Big Town Blvd  
Dallas, Texas  
Owner: First Co  
Architect: Alliance Architects  
Description: 60,580 SF industrial warehouse expansion

Contract Amount: \$5,485,022  
Completion Date: September, 2019



### Heritage Creekside Dalhardt & McKittrick Road

Location: Plano Parkway & Alma Drive  
Plano, Texas 75075  
Owner: Rosewood Property Company  
Engineer: Stantec  
Description: 3-Acre Site Development, including retaining wall, infrastructure and roadway improvements

Contract Amount: \$3,663,938  
Completion Date: September, 2019



### Epic Towne Crossing Site & Retail - East, West & Esplanade Blvd

Location: 3166 St Hwy 161  
Grand Prairie, TX 75052  
Owner: Weber & Company  
Architect: Hodges Architects  
Description: 70-Acre Site Development to accommodate 246,337 SF retail shopping center, including HomeGoods, Ross Dress for Less, Burlington, Conn's, Petco, Burkes, Ulta and Dollar Tree junior anchors.

Contract Amount: \$33,900,308  
Completion Date: June, 2019



### Veritex Bank - Garland Branch

Location: 1001 Main Street  
Garland, Texas 75040  
Owner: Veritex Community Bank  
Architect: GFF  
Description: 9,250 SF bank branch

Contract Amount: \$4,082,036  
Completion Date: June, 2019



### **Heritage Creekside Retail, Rodeo Goat, Flying Fish & Restaurant Shell**

Location: Plano Parkway & Alma Drive  
Plano, Texas 75075  
Owner: Rosewood Property Company  
Architect: GFF

Description: 10,884 SF new retail shell building, 9,800 SF Rodeo Goat, 5,970 SF Flying Fish and 3,270 SF shell building for future restaurant, as well as 3-Acre Site Development including the installation of pedestrian bridge

Contract Amount: \$10,706,767

Completion Date: June, 2019



### **The Orchards at Arlington Highlands Senior Living**

Location: 131 E. Bardin Road  
Arlington, Texas 76018  
Owner: Dial Senior Apartment Development  
Architect: Kazmaier

Description: 180-Unit 4-Story Senior Living Development, as well as 9-Acre Site Development

Contract Amount: \$26,185,830

Completion Date: June, 2019



### **Four Corners Infrastructure**

Location: SWC Hwy 380 & FM 423  
Frisco, Texas  
Owner: UCD  
Engineer: Spiars Engineering

Description: 71.68-Acre Site Development to accommodate future development in Frisco

Contract Amount: \$4,645,862

Completion Date: June, 2019



### **Benchmark Bank - Preston Royal Branch**

Location: 10763 Preston Road  
Dallas, Texas 75230  
Owner: Parkwood Development Holdings  
Architect: GFF

Description: 4,639 SF 2-story bank branch

Contract Amount: \$3,094,373

Completion Date: April, 2019





### **Preston Road Church of Christ**

Location: 6409 Preston Road  
University Park, Texas  
Owner: Preston Road Church of Christ  
Architect: Novus  
Description: 9,957 SF Sanctuary Renovation

Contract Amount: \$2,859,670  
Completion Date: March, 2019



### **First Co. Office Headquarters Renovation/Remodel**

Location: East Point Dr & Big Town Blvd  
Dallas, Texas  
Owner: First Co  
Architect: WKA Architects  
Description: 17,140 SF office headquarters remodel

Contract Amount: \$3,472,448  
Completion Date: February, 2019



## Completed Projects 2018

### Casa Linda Site Improvements/Renovation

Location: 9440 Garland Road  
Dallas, Texas 75218

Owner: EDENS

Engineer /  
Landscape  
Architect: Bohler Engineering/studioOutside

Description: 139,277 SF site renovation to existing Casa Linda Retail Shopping Center

Contract Amount: \$2,046,541

Completion Date: December, 2018



### SMU Perkins Chapel Renovation

Location: Southern Methodist University Campus

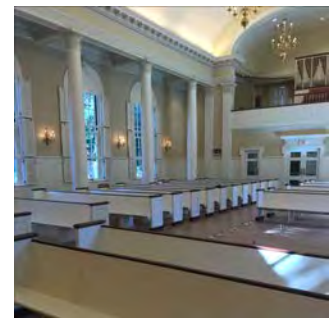
Owner: Southern Methodist University

Architect: Selzer Associates

Description: Renovation and upgrades to 4,827 SF chapel on SMU Campus

Contract Amount: \$199,475

Completion Date: December, 2018



### Heritage Creekside Retail / Rodeo Goat & Flying Fish

Location: Plano Parkway & Alma Drive  
Plano, Texas 75075

Owner: Rosewood Property Company

Architect: GFF

Description: 10,884 SF new retail shell building, 9,800 SF Rodeo Goat and 5,970 SF Flying Fish restaurants, as well as related site development

Contract Amount: \$8,375,477

Completion Date: October, 2018



### SMU Childcare Center

Location: 3000 Daniel Avenue  
University Park, Texas 75205

Owner: Southern Methodist University

Architect: Selzer Associates

Description: 8,693 SF new childcare facility on SMU campus

Contract Amount: \$4,401,491

Completion Date: August, 2018



### **Windsong Ranch Ph II**

Location: NWC Windsong Pkwy & Hwy 380  
Prosper, Texas  
Owner: UCD  
Engineer: Spiars Engineering  
Description: 20.86-Acre Site Development to accommodate a Home Depot store and surrounding shopping center

Contract Amount: \$2,930,629

Completion Date: June, 2018



### **Lake Highlands Town Center - Building 6**

Location: 7160 Skillman Street  
Dallas, Texas 75231  
Owner: Cypress Real Estate Advisors, Inc.  
Architect: O'Brien Architects  
Description: 3,944 SF Retail Building addition to existing Lake Highlands Town Center, as well as 1-Acre Site Development

Contract Amount: \$1,522,783

Completion Date: June, 2018



### **GSNETX Camp Whispering Cedars Ph II**

Location: 6075 Whispering Cedar Drive  
Dallas, Texas 75236  
Owner: Girl Scouts of Northeast Texas, Inc.  
Architect: Brandstetter Carroll Inc.  
Description: Demo of existing house and old cabins to make room for Aquatic Center, Observation Tower, STEM Center Building, Ropes Course, Archery Range & Pavilion and New Cabins totaling 22,610 SF, as well as upgrades to existing amphitheater and cabin pods.

Contract Amount: \$6,650,973

Completion Date: April, 2018



### **Midlothian Towne Crossing Site & Retail**

Location: US Hwy 287 & F.M. 663  
Midlothian, Texas 76065  
Owner: Weber & Company  
Architecture: Hodges Architecture  
Description: 52-Acre Site Development to accommodate Kroger Marketplace Food Store, 120,645 SF of junior anchors Petco, Ross Dress for Less, Burkes, Ulta and Joann's, as well as 30,000 SF surrounding retail buildings

Contract Amount: \$22,591,668

Completion Date: April, 2018



### **The Enclave at Mira Lagos Ph II Apartments**

Location: 2629 Grand Peninsula Drive  
Grand Prairie, Texas  
Owner: Mira Lagos Apartments II, LTD  
Alpha-Barnes Real Estate Services  
Architect: Architecture Demarest, LP  
Description: 162,700 SF, 112-Unit Phase II apartment complex, as well as 7-acre site development (HUD project)  
Contract Amount: \$13,511,325  
Completion Date: April, 2018



### **Market East Shopping Center Ph IIA**

Location: 1655 N Town East Blvd  
Mesquite, Texas 75150  
Owner: Fidelis Realty Partners  
Architect: Boucher Design Group  
Description: 53,566 SF new construction at existing Market East Shopping Center, to include Michael's, Ulta and HomeGoods, as well as 5.1-Acre Site Development  
Contract Amount: \$7,485,935  
Completion Date: February, 2018



### **Northlake Shopping Center**

Location: NEC US Hwy 380 & Bonnie Brae  
Denton, Texas  
Owner: Lincoln Property Company  
Architect: O'Brien Architects  
Description: 23,123 SF new retail shopping center and related site development  
Contract Amount: \$4,737,151  
Completion Date: January, 2018



### **TreeHouse - Plano**

Location: 2201 Preston Road  
Plano, Texas 75093  
Owner: TreeHouse  
Architect: Selser Schaefer Architects  
Description: 35,179 SF Tenant Improvement Demo & Shell Package for sustainable home improvement store  
Contract Amount: \$2,548,899  
Completion Date: January, 2018



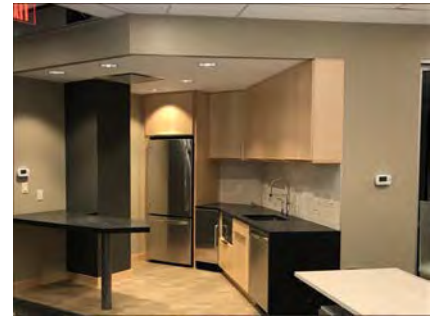


## Completed Projects 2017

### **JHP Architecture Suite 240 Office Remodel**

Location: 8340 Meadow Road, Suite 240  
Dallas, Texas 75231  
Owner: JHP Architecture / Urban Design  
Architect: JHP Architecture / Urban Design  
Description: 2,010 SF interior finish-out to architect firm's office space

Contract Amount: \$242,067  
Completion Date: November, 2017



### **Eldorado-Custer Center**

Location: 3241 Custer Road  
McKinney, Texas 75070  
Owner: Leon Capital Group  
Architect: CTA Architects  
Description: 12,672 SF shell retail and medical office building with related site development

Contract Amount: \$2,289,492  
Completion Date: September, 2017



### **UTSW Medical Center Parking Garage Access Rehabilitation**

Location: N. Exchange Park & Harry Hines Blvd  
Dallas, Texas 75390  
Owner: University of Texas Southwestern Medical Center  
Engineer: Half Engineers  
Description: 93,138 SF Parking Garage Access Rehabilitation and Parking Lot Resurface

Contract Amount: \$631,250  
Completion Date: August, 2017

### **The Aspens at Wade Park**

Location: 4140 John Hickman Parkway  
Frisco, Texas  
Owner: Aspens Senior Living, LLC  
Architect: Cross Architects  
Description: 162-Unit, 139,670 s.f. Senior Living Facility, as well as 5.77-Acre Site Development

Contract Amount: \$19,868,862  
Completion Date: August, 2017



### **Hudson Oaks Inspiration Drive Improvements**

Location: Inspiration Drive  
Hudson Oaks, Texas  
Owner: HEB Grocery Company, L.P.  
Engineer: Baird, Hampton and Brown  
Description: Public water and sanitary sewer extension along Inspiration Drive for future HEB Food Store

Contract Amount: \$771,659  
Completion Date: August, 2017

### **Frisco Family YMCA Addition & Renovation**

Location: Main Street  
Frisco, Texas  
Owner: Frisco Family YMCA  
Architect: Studio B Architecture  
Description: 12,085 SF Addition & Renovation to existing Frisco Family YMCA

Contract Amount: \$1,414,686  
Completion Date: June, 2017



### **The Shops at Lake Highlands Town Center / Sprouts Farmers Market**

Location: 1 Wildcat Way  
Dallas, Texas 75231  
Owner: Cypress Real Estate Advisors, Inc.  
Architect: O'Brien Architects  
Description: 7.94-Acre Site Development to accommodate 59,624 SF Retail Shopping Center anchored by Sprouts Farmers Market

Contract Amount: \$14,640,920  
Completion Date: May, 2017



### **First Intercontinental Bank Carrollton**

Location: 2509 Old Denton Road  
Carrollton, Texas 75006  
Owner: NewQuest Properties  
Architect: Hill Foley Rossi & Associates, LLC  
Description: 6,250 SF new bank branch and related site development

Contract Amount: \$2,248,334  
Completion Date: May, 2017



### **Bardin Road Parking Expansion**

Location: 1351 E. Bardin Road  
Arlington, Texas  
Owner: Hauck Holdings Arlington LLC  
Engineer: Cates-Clark & Associates, LLC  
Description: 63,800 SF Parking Lot Expansion

Contract Amount: \$539,527  
Completion Date: April, 2017

### **Oasis at the Cascades**

Location: SH 121 & Cascade Center  
The Colony, Texas 75056  
Owner: Jackson-Shaw  
Architect: GFF (Formerly Good Fulton & Farrell Architects)  
Description: 13,950 SF Retail to accommodate restaurants, as well as 3-Acre Site Development with extensive landscaping package

Contract Amount: \$3,705,207  
Completion Date: March, 2017



### **North Tarrant MarketPlace Ph II**

Location: SWC N. Tarrant Pkwy & Precinct Line Rd  
North Richland Hills, Texas 76182  
Owner: NewQuest Properties  
Architect: Osborn & Vane Architects  
Description: 15,050 SF Retail shell buildings and related site work development

Contract Amount: \$5,499,304  
Completion Date: March, 2017



### **LBJ Station Apartments**

Location: 9025 Vantage Point Drive  
Dallas, Texas 75243  
Owner: LBJ Station, Ltd.  
Alpha-Barnes Real Estate Services  
Architect: JHP Architecture/Urban Design  
Description: 198,758 SF 249-Unit Apartment Complex and 6.7-Acre Site Development, including resident bridge connecting commuters to DART rail (HUD project)  
Contract Amount: \$21,732,677  
Completion Date: January, 2017



## Completed Projects 2016

### **The Solana Terrace Vintage Park Independent Living**

Location: 14221 Vintage Preserve Parkway  
Houston, Texas 77070  
Owner: Formation Development  
Architect: PRDG, LLC  
Description: 117-Unit, Senior Living Facility and 3-Acre Site  
Development (in progress)

Contract Amount: \$19,438,894  
Completion Date: November, 2016



### **Sanger ISD Middle School Drainage Remediation**

Location: 105 Berry Street  
Sanger, Texas 76266  
Owner: Sanger Independent School District  
Architect: Stantec  
Description: Demolition and removal of selected site elements, as well  
as 13,180 SF of subgrade preparation

Contract Amount: \$96,544  
Completion Date: November, 2016

### **Sanger ISD High School Water Infiltration Remediation**

Location: 100 Indian Lane  
Sanger, Texas 76266  
Owner: Sanger Independent School District  
Architect: Stantec  
Description: 214 LF water infiltration remediation at high school

Contract Amount: \$153,511  
Completion Date: November, 2016

### **SMU Kappa Alpha Theta Sorority House**

Location: 3108 University Boulevard  
University Park, Texas 75205  
Owner: Beta Sigma Facility Corporation of Kappa Alpha Theta  
Architect: Fusch Architects, Inc.  
Description: 29,820 s.f. 4-Story sorority house on SMU Campus  
consisting of below-grade basement, courtyard and Laura  
W. Bush Library  
Contract Amount: \$7,677,301  
Completion Date: August, 2016





### **Glade Park South Site Clearing**

Location: 3601 Cheek Sparger Road  
Bedford, Texas  
Owner: Golde White Cloud, LLC  
Engineer: Halff Associates, Inc.  
  
Description: 17.8-Acre Site Development to accommodate future food store

Contract Amount: \$279,264  
Completion Date: June, 2016

### **Fiesta Mart Restroom Renovations**

Location: Multiple Locations throughout DFW  
  
Owner: Fiesta Mart Stores  
Architect: CDA Architects  
  
Description: Remodel of the common restrooms inside five (5) different Fiesta Mart Food Stores throughout DFW metroplex



Contract Amount: \$187,364  
Completion Date: June, 2016

### **Legacy Central Redevelopment Phase I Demo**

Location: 6600 Chase Oaks Blvd.  
Plano, Texas  
Owner: Regent Properties  
Architect: BOKA Powell  
  
Description: 414,979 SF Demo to existing Texas Instruments Campus



Contract Amount: \$1,490,175  
Completion Date: May, 2016

### **Grandscape - West 25 Retail**

Location: 3451 Plano Parkway  
The Colony, Texas  
Owner: LMG, LLC  
Architect: O'Brien Architects  
  
Description: 16,727 SF new Retail Shell Building, as well as 1.55-Acre Site Development



Contract Amount: \$3,315,727  
Completion Date: April, 2016

**DiMare Fresh DFW**

Location: 4629 Diplomacy Road, Suite 100  
Fort Worth, Texas 76165  
Owner: DiMare Fresh, Inc.  
Architect: P Shade Design, LLC  
Description: 83,526 s.f. Refrigerated Warehouse and Distribution Facility

Contract Amount: \$3,419,126  
Completion Date: April, 2016

**Legend Bank of Bowie**

Location: 308 N. Mason Street  
Bowie, Texas 76230  
Owner: Legend Bank  
Architect: Rogers-Ford Architecture  
Description: 11,970 s.f. 2-story bank headquarters and related site development

Contract Amount: \$4,287,152  
Completion Date: March, 2016

**Camp Whispering Cedars Welcome & Program Centers**

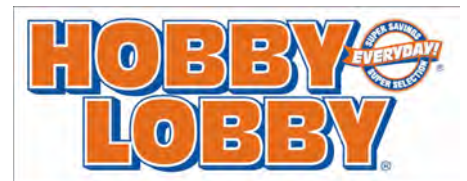
Location: 6075 Whispering Cedar Drive  
Dallas, Texas 75236  
Owner: Girl Scouts of Northeast Texas, Inc.  
Architect: SHM Architects  
Description: 7,900 SF of new Girls Scouts Welcome Center & Program Center

Contract Amount: \$1,921,886  
Completion Date: February, 2016

**Hobby Lobby Sitework - Plano**

Location: SEC W. Park Blvd & Plano Pkwy  
Plano, Texas 75093  
Owner: The Retail Connection  
Engineer: Cates-Clark & Associates, LLP  
Description: 4.26-Acre Site Improvement to accommodate Hobby Lobby

Contract Amount: \$996,032  
Completion Date: February, 2016



### **Legacy Center Office Building**

Location: 5465 Legacy Drive  
Plano, Texas  
Owner: Cawley Partners  
Architect: Morrison Dilworth + Walls  
Description: 177,746 s.f. 4- Story Office Building and 12-Acre Site Development  
Contract Amount: \$14,999,071  
Completion Date: January, 2016



## Completed Projects 2015

### First Company Phase 3

Location: 8249 Moberly Lane  
Dallas, Texas 75227  
Owner: First Company  
Architect: C.M. Architecture  
Description: 10,000 s.f. renovation of existing facility



Contract Amount: \$964,309  
Completion Date: December, 2015

### Presidio Towne Crossing - Site & Retail

Location: NWC N. Tarrant Parkway & Tehama Ridge Parkway  
Fort Worth, Texas 76177  
Owner: Weber & Company  
Architect: Hodges & Associates  
Description: 49-Acre Site Development to Accommodate a SuperTarget and 206,705 s.f. of (9) Retail Buildings



Contract Amount: \$21,412,305  
Completion Date: November, 2015

### Veritex Bank - Oak Lawn Branch

Location: 2700 Oak Lawn Avenue  
Dallas, Texas 75219  
Owner: Veritex Bank  
Architect: Good Fulton & Farrell Architects  
Description: 4,011 s.f. new bank branch and related site development  
2016 TEXO Distinguished Building Award Winner



Contract Amount: \$1,687,486  
Completion Date: July, 2015

### Lewisville Towne Crossing - Studio Movie Grill & Retail D

Location: 4800 State Hwy 121  
Lewisville, Texas 75056  
Owner: Endeavor Real Estate Group  
Architect: Hodges & Associates  
Description: 23,546 s.f. conversion from Best Buy to Studio Movie Grill, as well as new ground-up retail and related site development



Contract Amount: \$1,751,734  
Completion Date: July, 2015



### **Lantana Town Center Retail**

Location: FM 407 & McMakin Rd  
Bartonville, Texas 76226  
Owner: NewQuest Properties  
Architect: O'Brien & Associates  
Description: 28,101 SF Retail adjacent to Kroger Food Store

Contract Amount: \$2,236,946  
Completion Date: June, 2015



### **Lantana Town Center / KrogerSW 572 Sitework**

Location: FM 407 & McMakin Rd  
Bartonville, Texas 76226  
Owner: NewQuest Properties  
Engineer: Winkelmann & Associates  
Description: 21.2-Acre Site Development to accommodate a Kroger Food Store, Fuel Station and surrounding Retail Buildings

Contract Amount: \$4,324,001  
Completion Date: May, 2015



### **Kroger SW572 Lantana**

Location: FM 407 & McMakin Rd  
Bartonville, Texas 76226  
Owner: The Kroger Co. SW Division  
Architect: CR Architecture & Design  
Description: 122,919 s.f. New Kroger Food Store and Fuel Station on 21.2-Acres

Contract Amount: \$7,603,919  
Completion Date: May, 2015



### **Castle Hills Marketplace Retail**

Location: 6201 N. Josey Lane  
Lewisville, Texas 75056  
Owner: Cencor Realty Services  
Architect: Michael F. Twichell, L.P.  
Description: 32,429 s.f. New Retail Shell Buildings at Kroger Marketplace

Contract Amount: \$2,672,055  
Completion Date: April, 2015



### **Castle Hills Marketplace / Kroger SW 599 Sitework**

Location: SWC SH121 & Josey Ln  
Lewisville, Texas 75056  
Owner: Cencor Realty  
Engineer: Cates-Clark & Associates  
Description: 48-Acre Site Development to accommodate a Kroger Food Store, Fuel Station and surrounding Retail Buildings

Contract Amount: \$6,530,160

Completion Date: April, 2015



### **North Tarrant Parkway Marketplace Retail**

Location: 9160 N. Tarrant Parkway  
North Richland Hills, Texas 76182  
Owner: NewQuest Properties  
Architect: Osborn & Vane Architects  
Description: 16,800 s.f. New Retail Buildings at Kroger Marketplace

Contract Amount: \$1,381,164

Completion Date: April, 2015



### **Kids R Kids Quality Learning Center - Flower Mound Justin Rd**

Location: 2501 Justin Rd  
Flower Mound, Texas 75028  
Owner: Kids R Kids - Juan Macias  
Architect: Peter Macrae, AIA  
Description: 17,788 s.f. Child Care Facility and related site development

Contract Amount: \$3,240,882

Completion Date: March, 2015



### **Lantana Town Center Tract 7 & 8**

Location: 3000 FM 407  
Bartonville, Texas 75226  
Owner: NewQuest Properties  
Architect: O'Brien & Associates  
Description: 14,000 SF of additional Retail and related site development

Contract Amount: \$2,684,906

Completion Date: February, 2015



### **North Tarrant Parkway Kroger SW 535 Sitework**

Location: 9150 N. Tarrant Parkway  
North Richland Hills, Texas 76182  
Owner: NewQuest Properties  
Engineer: Winkelmann & Associates  
Description: 26.95-Acre Site Development to accommodate a Kroger Food Store and Fuel Station

Contract Amount: \$5,447,608  
Completion Date: January, 2015



### **Ebby Halliday Remodel - Preston / Keller**

Location: 16000 Preston Road  
Dallas, Texas 75248  
Owner: Ebby Halliday Real Estate  
Architect: Michael F. Twichell, L.P.  
Description: 20,175 s.f. Remodel to existing Ebby Haliday office

Contract Amount: \$343,231  
Completion Date: January, 2015





SPRING  
VALLEY  
CONSTRUCTION COMPANY

# KEY INDIVIDUALS



# KEY INDIVIDUALS

## SPRING VALLEY CONSTRUCTION COMPANY

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### **James W. Archer – CEO**

#### **Spring Valley Construction Company, 1974 – Present**

Formerly Project Manager at Henry C. Beck Company (1968 – 1974)

**49 years experience** in all types of commercial construction including office buildings, condominiums, banks, hotels, convention facilities, medical facilities, recreation facilities, warehouses, retail shopping centers, multi-family / student housing, senior and assisted living and industrial manufacturing facilities.

**Education:** University of Florida – Bachelor of Building Construction

### **Stephen J. Bruszer – President**

#### **Spring Valley Construction Company, 1993 – 2008 & 2012 – Present**

Formerly Vice President of Operations at Berglund Construction (2008 – 2012) and Project Manager at SpawGlass Construction (1985 – 1993)

**34 years experience** in commercial construction including office buildings, retail shopping centers, medical facilities, recreation facilities, food stores, banks, as well as multi-family, senior living and student housing.

**Education:** Bradley University – Bachelor of Science, Building Construction

### **Danny E. Copeland – Executive Vice President**

#### **Spring Valley Construction Company, 1983 – 1987 & 1991 – Present**

Formerly Director of Preconstruction at McDevitt & Street Company – Parke Division (1987 – 1991)

**42 years experience** in estimating and preconstruction for various types of commercial construction, including office buildings, banks, hotels, convention facilities, medical facilities, recreation facilities, sports facilities, parking structures, as well as warehouse / distribution, retail and industrial / manufacturing facilities, as well as multi-family / student housing and senior / assisted living apartments.

**Education:** Texas A&M University – Bachelor of Building Construction

### **Brent D. Archer – Vice President Operations**

#### **Spring Valley Construction Company, 2002 – Present**

Formerly Project Engineer at The Beck Group (2000 – 2002)

**20 years experience** in commercial construction

**Education:** Texas Tech University – Bachelor of Construction Management



# KEY INDIVIDUALS

## SPRING VALLEY CONSTRUCTION COMPANY

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### **Kennon Garms – Chief Financial Officer**

#### **Spring Valley Construction Company, 2007 – Present**

Formerly with P&H Transportation, Inc. (2005 – 2007) and EFG Companies (1993 – 2005)

**23 years experience** in accounting and financial management, a Texas CPA since 1996 and actively involved in the DFW chapter of the Construction Financial Management Association (CFMA).

**Education:** Texas Christian University – Bachelor of Business Administration in Accounting

### **Richard Cavnar – Vice President of Pre-Construction**

#### **Spring Valley Construction Company, 1998 – 2011 & 2013 – Present**

Formerly Director of Pre-Construction Services at Hill & Wilkinson Construction (2011 – 2013), Chief Estimator at MYCON General Contractors (1992 – 1998) and Chief Estimator at National Construction Services (1989 – 1992)

**41 years experience** in estimating and construction and leading estimating departments to accurately price, bid and negotiate projects of a variety of market segments including office, warehouse, retail, multi-family, senior living and healthcare.

**Education:** University of Notre Dame

### **Nick Hasty – Director of Business Development**

#### **Spring Valley Construction Company, 2015 – Present**

Formerly Director of Business Development at iConstruct, Inc. (2012-2015), Director of Business Development at ICI Construction, Inc. (2005-2011) and Tenant Representation at Mohr Partners (2003-2005)

**16 years experience** in business development, construction and real estate; actively involved in NAIOP, ICSC, ULI and Dallas Real Estate Ministries.

**Education:** Texas Tech University – Bachelor of Business Administration, Finance





The Orchards at Market Plaza  
Plano, Texas  
*in progress*



AN ENJOYABLE EXPERIENCE



### PROJECT SUCCESS CRITERIA

What makes a project successful?

- Is it on schedule?
- Within budget?
- Minimal change orders?
- Great quality?
- Functions as designed?
- Aesthetically satisfying?
- No arguments along the way?
- Architect and Contractor made a fair profit?
- Client spent less than expected?
- Everyone enjoyed the experience?

These are some of the general criteria that are often voiced when the question of project success comes up. Every project and every client have unique aspects - unique criteria - that, if done well, achieves a successful project.

One objective at SVCC is to identify those Project Success Criteria at the beginning of the job. Early on in the project, we will ask to meet with the Client, Architect and Consultants so we can all discuss and identify the short list (4 to 5 items) that are critical to the project's success. We want to come out of the meeting knowing that if we take care of these items we will be on the road to providing an enjoyable experience for our Client. And along the way, we will revisit the list. New items may have surfaced that we need to add, whereas others may have lessened in importance.

SVCC wants to know what is important to our Client, so our goal is to satisfy each of the criteria. And at the end of the project, we want to look back and know that we nailed it. The Project Success Criteria is how SVCC will measure the success of your project.





# BROOKS MANOR REDEVELOPMENT | INTRO QUAL PACKAGE

## SPRING VALLEY CONSTRUCTION COMPANY

### TESTIMONIALS

“From the beginning of our project, phasing of this job was very complex due to the multiple building types on site. One of our biggest concerns was the necessity to begin leasing/occupying units ahead of completing construction. Spring Valley Construction Company was the driving force behind ensuring that the various phases were delivered timely. Their diligence resulted in our first residents moving in four months before the end of construction, which enabled us to beat our lease-up projections.

“In addition, Spring Valley’s attention to detail and insistence on quality and workmanship resulted in the construction quality exceeding our expectations. Furthermore, Spring Valley’s efforts during post construction resulted in our maintenance staff quickly ramping their operational knowledge of the buildings, as well as resolving punch list items promptly.”

*Barry Metcalf, Aspens Senior Living*

“We have enjoyed and value the relationship we have built with Spring Valley Construction Company during the construction of our apartment project and hope that we will enjoy many years of a mutually beneficial relationship.”

*Stephen Barnes, Alpha-Barnes Real Estate Services*

“The final outcome of The Solana Preserve Vintage Park exceeded the expectations of Formation Development Group. SVCC was instrumental during the pre-construction and bidding phase to bring the project in on budget and assist to develop value added ideas for cost reduction and cost management. During the construction process, SVCC provided excellent supervision and oversight in managing issues with the sub trades, managing necessary changes and coordinating on conflicts and issues, as well as working through delays caused by two torrential storm events in the Houston area. We were pleased to have SVCC as a part of the project team in delivery of this wonderful community that will hopefully serve seniors many years to come.”

*Jay Robinson, Executive Vice President, Formation Development Group*

“PRDG thoroughly enjoyed working with Spring Valley Construction Company. The entire company has a team approach. From estimating to the field crew, everyone had a ‘let’s make this happen’ attitude, which enabled us to work through problems to achieve solutions that worked for all involved.”

*Kathryn Busch, AIA, LEED AP, PRDG Architects*

“Spring Valley Construction Company is always professional, collaborative and constantly working as a team to deliver our clients the best outcome on their projects. From bid through completion, SVCC kept their eye on the project and schedule and costs, resulting in very few surprises in the process. As a result, we had happy clients and good, quality construction.”

*Carl Malcolm, AIA, JHP Architecture & Urban Design*

“This was the first time working with Spring Valley Construction Company and it was a fantastic experience. There was great communication from the top down and senior management checked in regularly to see how things were going.

“I gage the overall performance of a company from start to finish and typically the close out piece is the most painful. This, however, was not the case with SVCC. We were able to deliver a quality product to our future tenants and these are buildings that we can all be proud of.”

*Michelle Evers, Nebraska Furniture Mart*



## Mission Statement

SPRING VALLEY CONSTRUCTION COMPANY IS A RELATIONSHIP DRIVEN GENERAL CONTRACTOR PROVIDING VALUE TO OUR STAKEHOLDERS THROUGH SUPERIOR SERVICE, OUTSTANDING CHARACTER AND A COMMITMENT TO EXCELLENCE.

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## Vision

BUILDING RELATIONSHIPS WITH LASTING VALUE

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## Core Values

Service Value Character Commitment

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### 3.3 Three Successful Developments

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**Project: Boulevard One Residences (Denver, CO)**

6756 Archer Drive

Denver, CO 80202

303-830-6230

New Construction of 72 units on the former Lowry Air Force Base. This is a joint venture between VOA and the Denver Housing Authority.

**Project: Hope Manor Joliet (Joliet, IL)**

1331 Eagle Street

Joliet, IL 60432

New Construction of 72 units of permanent supportive housing for veterans with families who are homeless or at risk of homelessness.

**Project: Las Palmas (Miami, FL)**

740 NW 25<sup>th</sup> Avenue

Miami, FL 33125

The substantial rehabilitation of 2 HUD 202 properties with a combined unit count of 196 units.

# Boulevard One Residences: New Construction

6756 Archer Drive, Denver, CO 80230



**Project Description:** A joint venture between VOA and the Denver Housing Authority, located in mixed-use redevelopment of the former Lowry Air Force Base. This is a new construction of 72-unit property providing affordable housing for families that utilized 4% LIHTCs. Site amenities include a community room, indoor play area, community garden and a rooftop deck. Subsidies include 33 units with project based vouchers with unit rents at 30% or 50% AMI. 20 units are designated for those who are homeless.



Total Development Cost	Non-Construction Cost	Construction Cost	Ground Lease or Other	Development Type	Density
\$20,141,517 (\$283,683 per unit)	\$4,146,268	\$15,995,249 (\$225,285/ unit)	Fee Simple	New Construction	Approx. 48 units/acre (site is 1.5 acres)
Pre-Construction	Construction Closing	Substantial Completion	Project was completed on time and within budget		
12 Months	July 2017	November 2018			
Community and Supportive Services Provided			Partnerships		
Full-time on-site service coordination Programs include case management, financial, health and wellness are provided by the local affiliate.			VOANS and Denver Housing Authority co-developed and co-own the property, and worked jointly on neighborhood outreach and entitlements. DHA provided 33 project-based and housing choice vouchers as well as loan funds.		
Key Participants					
Sponsor/Developer/Guarantor			VOANS and DHA		
Property Manager and Service Provider			Volunteers of America Colorado Branch		
Counsel (VOANS)			Klein Hornig		
Architect			Parikh Stephens		
Contractor			Pinkard Construction		
Lender			First Bank		
Syndicator			Enterprise		

## BOULEVARD ONE RESIDENCES SOURCES AND USES SUMMARY

USES	
Acquisition Costs	1,535,000
Construction Costs	15,995,249
Organizational Costs	20,000
Other Costs	287,308
Reserves	430,000
Development and Other Fees	1,873,960
<b>TOTAL USES</b>	<b>\$ 20,141,517</b>
SOURCES	
LP and GP Equity	8,219,048
State and Energy Tax Credits	3,208,076
Permanent Debt	4,625,000
DHA/City of Denver Grant Funds	2,520,000
VOANS (HOME and FHLB) Funds	1,220,000
Other Funding Sources	349,393
Other Funding sources include Deferred Developer Fee and Accrued Soft Debt Interest	
<b>TOTAL SOURCES</b>	<b>\$ 20,141,517</b>



# Hope Manor Joliet: New Construction

1331 Eagle Street Joliet, IL 60432



**Project Description:** New construction of 74-unit permanent supportive housing (PSH) targeted to veterans with families who are homeless or at risk of homelessness. Site is on land adjacent to the former Silver Cross Hospital, which houses the Department of Veterans Affairs Outpatient Clinic. Funding includes 9% LIHTCs, with rents at 50% - 60% AMI.



Total Development Cost	Non-Construction Cost	Construction Cost	Ground Lease or Other	Development Type	Density
\$22,763,112 (\$307,596.11 per unit)	\$2,813,140	\$19,949,972 (\$269,594 per unit)	Fee Simple	New Construction	Approx. 23 units/acre (site is 3.21 acres)
Pre-Construction	Construction Closing	Substantial Completion	Project was completed on time and within budget		
12 Months	February 2016	January 2017			
Community and Supportive Services Provided			Partnerships		
Full-time on-site social services with programs including professional counseling, case management, parenting skills workshops, youth enrichment programs, employment services, peer counseling. Comprehensive services for mental health, job training, and flexible supportive housing services to fight homelessness.			Public partnerships to completed the project included the Illinois Housing Development Authority, Federal Home Loan Bank Chicago, City of Joliet Dept. of Community and Economic Development, Silver Cross Hospital (Seller), U.S. Department of Housing & Urban Development, Housing Authority of Joliet and Statewide Referral Network		
Key Participants					
Sponsor			Volunteers of America National Services		
Co-Developers			VOANS and Volunteers of America Illinois		
Property Manager and Service Provider			Volunteers of America Illinois		
Architect			Worn Jerabek		
Counsel			Applegate & Thorne-Thomsen		
Contractor			Joseph Duffy & Co.		
Syndicator			National Equity Fund		

## HOPE MANOR JOLIET SOURCES AND USES SUMMARY

USES	
Acquisition Costs – site previously owned by VOA	0
Construction Costs	19,949,972
Organizational Costs	120,000
Other Costs	357,700
Reserves	335,440
Development and Other Fees	2,000,000
<b>TOTAL USES</b>	<b>\$ 22,763,112</b>
SOURCES	
LP Equity – NAHT	21,229,735
Deferred Fees	500,000
Other – Gap Funding	1,033,377
Gap Funding Includes Proceeds from the following organizations: FHLB AHP, LISC Grant for Veterans, Niagara Cares, Home	
<b>TOTAL SOURCES</b>	<b>\$ 22,763,112</b>

# Las Palmas: Substantial Rehab

740 N.W. 25<sup>th</sup> Avenue, Miami, FL 33125



**Project Description:** Substantial rehabilitation of two HUD 202 properties with a combined unit total of 196 units for seniors, refinanced into a single purpose entity. The property has a HAP Section 8 contract on 100% of the units, subsidized at 50% AMI.



Total Development Cost	Non-Construction Cost	Construction Cost	Ground Lease or Other	Development Type	Density
\$33,488,954 (\$170,862 per unit)	\$24,296,129	\$9,192,825 (\$46,902.17 per unit)	Fee Simple	Refinance and Substantial Rehabilitation	Approx. 115 units/acre (site is 1.69 acres)
Pre-Construction	Construction Closing	Substantial Completion	Project was completed on time and within budget		
15 Months	December 2016	June 2018			
Community and Supportive Services Provided			Property Manager		
Full-time on-site service coordinator with programs including Bible Study, Bingo, Garden activities and other resident services and amenities.			Volunteers of America of Florida St. Petersburg, FL		
Key Participants					
Sponsor and Developer			Volunteers of America National Services		
Counsel			Pepper Hamilton		
Architect			SGB Architects		
Contractor			Gomez Construction		
Lender			Citibank		
Syndicator			National Affordable Housing Trust		

## LAS PALMAS SOURCES AND USES SUMMARY

USES		
Acquisition Costs (Land, Building, Acq. Reserves)		18,858,906
Construction Hard Costs		5,339,875
Soft Costs		3,852,950
Developer Fee		4,300,120
Other Fees		1,137,103
<b>TOTAL USES</b>	<b>\$</b>	<b>33,488,954</b>
SOURCES		
Citi Bonds		13,275,000
Seller Notes		9,962,106
Acquired Replacement Reserves		658,906
GP Capital		100
Developer Fee via Cash Flow		248,202
NEF Equity		9,344,640
<b>TOTAL SOURCES</b>	<b>\$</b>	<b>33,488,954</b>

### 3.4 Three References

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**Project: Boulevard One Residences (Denver, CO)**  
Ismael Guerrero, President & CEO  
Mercy Housing  
1600 Broadway, Ste. 2000  
Denver, CO 80202  
303-830-6230  
(former Executive Director of Denver Housing Authority)

**Project: Hope Manor Joliet (Joliet, IL)**  
Deborah Burkart, National VP, Supportive Housing  
National Equity Fund  
500 South Grand Avenue, Suite 2300  
Los Angeles, CA 90071  
213-240-3133

**Project: Las Palmas (Miami, FL)**  
William F. Cobb, Multifamily Program Manager  
Florida Housing Finance Corporation  
227 North Bronough Street, Suite 5000  
Tallahassee, Florida 32301  
850-488-4197

### 3.5 Previous Litigation

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**Volunteers of America National Services**  
**5 year Litigation Summary Report**  
**August 4, 2021**

Matter Name	Matter Summary	Result
The Estate of Barbara Ann Colleary, by and through Theresa Roberts, Personal Representative; Theresa Roberts, on behalf of herself and other survivors of Barbara Ann Colleary v. Volunteers of America National Services; Volunteers of America, Inc.; Westchester Care Center; Volunteers of America Care Facilities; Thomas Ballard and Sherre Ballard, husband and wife; John Does 1-20; ABC Corporations I-X; XYZ Partnerships I-X	This was a negligence claim.	This matter was settled in May 2018.
Vanola Bernice Brazzell v. Volunteers of America National Services; Redford Township VOA Elderly Housing, Inc.; Coventry Apartments	This was a personal injury claim.	This matter was settled in December 2018.
Paulette Bakeberg, by and through her attorney in fact, Dennis Bakeberg v. Volunteers of America National Services; and The Homestead at Anoka, Inc.	This was a negligence claim.	This matter was settled in April 2019.
The Estate of Judith Suzanne Welch, by and through Richard Edward Welch, Personal Representative v. Volunteers of America National Services; Volunteers of America, Inc.; Gulf Care, Inc.; Greystone Communities, LLC; Gregory Anderson; Shavonta Demosthenes (as to Gulf Coast Village)	This was a negligence claim.	This matter was settled in December 2019.
Kim Bausick, Individually and on behalf of the estate of Joan Hubbard, and Jill McGuffin v. Volunteers of America National Services; and Volunteers of America Care Facilities d/b/a Laurel Manor Care Center	This is a negligence claim.	This matter was settled in June 2020.
Milan Simovich and Dana Fuchs, Co-personal representatives of the Estate of Mike Simovic, on behalf of the Estate of Mike Simovic, and Milan Simovich and Dana Fuchs, co-personal representatives, for and behalf of Mike Simovic's statutory beneficiaries under A.R.S. section 12-612(A) v. Volunteers of America National Services; Emeritus Properties-NGH, LLC d/b/a Brookdale Central Chandler; Emeritus Corporation; Fretus Investors Chandler, LLC; Brookdale Liming Communities, Inc.; Brookdale Senior Living, Inc.; Misty Hall; Denise Downey; Aztex Healthcare, Inc. d/b/a South Mountain Post Acute; Bandera Healthcare, Inc.; Ensign Services, Inc.; The Ensign Group, Inc.; Courtney Fischbeck; Volunteers of America Care Facilities; Volunteers of America, Inc.; Thomas Ballard; and John Does 1-600	This is a negligence claim.	This matter was settled in July 2020.
Judith Stanley, as Attorney-in-Fact of Gary Stanley v. Volunteers of National Services; and Volunteers of America Care Facilities d/b/a Laurel Manor Care Center, Inc.	This was a negligence claim.	This matter was settled in April 2021.
Tonya Haddock and Cadence Development, LLC vs. Volunteers of America, Inc.; Volunteers of America National Services; Sussex VOA Affordable Housing, LLC	This is a breach of contract claim.	This matter is currently open.
Craig Sample, Administrator of the Estate of Carolyn Sample v. Volunteers of America National Services; Volunteers of America Home Health Services; Volunteers of America of the Carolinas, Inc.; National Pace Association; VOAN Senior Community Care of North Carolina, Inc.; VOA Asheville Lif House, Inc.; VOA Butner Morning Glory, Inc.; VOA Durham Life House, Inc.; VOA Durham Maple Court, Inc.; VOA Montford Broad, Inc.; VOA National Housing Corporation; VOA North Carolina Community Housing Development Corporation; and VOA Skyland Apartments Asheville, Inc.	This is a negligence claim.	This matter is currently open.

### 3.6 Organizational Capacity

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As one of the foremost non-profit developers and operators of housing for families, the elderly and special needs individuals, VOANS has many decades of expertise from development and ownership to management and support services. The VOANS model combines the strengths of national relationships/best practices combined with the local touch of our locally affiliate, VOATX. Our current housing pipeline totals 35 projects (over 3,000 units) in various stages of development and includes housing for low-income families, seniors and disabled individuals at 30%, 40%, 50% and 60% of the area median income. Our expertise includes structuring affordable housing transactions, optimizing development potential with limited resources for either new construction or re-positioning projects. We focus on transactions that combine LIHTC, Section 8 and public housing rental units, with other affordable, market rate and mixed-use components to achieve financially feasible developments.

The point person for Tannehill Redevelopment will be **Deborah Welchel**, Senior Development Director for Texas who joined Volunteers of America in 2019. Over 25 years of public and private sector financing experience have provided Deborah with a broad knowledge of structure, development and management of a variety of residential housing transactions. Deborah began her career in affordable housing as Manager of Credit Underwriting at the Texas Department of Housing and Community Affairs, where she was responsible for determining risk and viability for transactions utilizing the housing tax credit (LIHTC), multifamily private activity bonds, HOME, CDBG and Housing Trust Funds. As a consultant Deborah restructured Project Based Section 8 properties as Participating Administrative Entity through HUD's Mark to Market Program and prepared due diligence and market study reports for lenders and investors. Transitioning to development with Edgewater Affordable Housing she was charged with all aspects of LIHTC submissions from pre-development/financial feasibility to permanent loan closing/8609's. With Edgewater Group she worked with owners and developers to access the \$5 billion in ARRA Weatherization Funds nationwide for eligible properties. Deborah also worked with the National Development Council, where she focused on identifying LIHTC transactions in client communities and investor CRA areas, evaluating yield and pricing, determining developer experience, capacity, and negotiating terms and deal points.

Prior to joining VOA, she was Vice President of Asset Management for Mayfair Management Group. Functioning as the owner representative as well as the primary contact for lenders and investors, she provided general oversight to the management of each property, directed regional managers and coordinated preparation and publication of month financial reports and annual operating budget.

Construction management will be handled by **Ken Miller**, Senior Construction Director, joined Volunteers of America in 2019. Ken is a seasoned construction professional with over 25 years of experience in the construction industry. His background encompasses operational leadership, project feasibility/constructability, trade negotiations and construction management oversight. He has managed a wide variety of commercial, residential and public agency projects consisting of: apartments, assisted living centers, single-family homes, medical offices, education, community, transportation and communications facilities. The budget range of these projects has been from \$500K to \$20M and the majority located within the Mid-Atlantic region but some nationwide

including Puerto Rico. Ken holds a B.S. in Construction from Arizona State University, Tempe, Arizona and possesses a commercial contractor license qualification through the national association of state contractor licensing agencies (NASCLA).

Responsibility for **Compliance** and **Asset Management** falls under **Peter Desjardins**, Senior Vice President of Real Estate Operations, who joined Volunteers of America in 2013. As Senior Vice President, he oversees operational activity for VOANS Housing, including Asset Management, Compliance, Resident Services, Property Management, and Training. Peter comes to Volunteers of America from the Housing Opportunities Commission of Montgomery County, Maryland (HOC), a national leader in the development of affordable housing, where he served for over nine years in the Asset Management department. During his time with HOC, Peter was responsible for a \$500 million portfolio of market rate and subsidized housing gaining significant experience in marketing as well as federal, state and local housing programs including Low Income Housing Tax Credits, Section 8 Housing Assistance Payments, Section 236 Interest Reduction Payments, Housing Choice Vouchers, and State and County grants. Prior to HOC, Peter worked for CRI, Inc. and EEA Realty as Asset Manager and Financial Analyst respectively; overseeing market rate as well as HUD subsidized housing. In addition to his extensive housing experience, Peter has also worked as a Market Analyst and News Editor for the CoStar Group, the nation's leading commercial real estate research company.

**DEVELOPER'S AND SPONSOR/OWNER'S CURRENT WORK LOAD**

Name and Address of Project	Type of Project	Type of Construction	Size of Project	Anticipated Date of Completion	Financing and Subsidies <sup>4</sup>	Team Member's Role	Total Development Cost
<b>Crestfield Apartments</b> 2765 Marshburn Road Wendell, NC. 27591	Multifamily Rental - 40 rental units of senior housing - all units are one bedroom.	Acquisition / Substantial Rehab.	All units are Section 8 subsidized with 17 units at 30% AMI and 23 units at 60% AMI.	8/1/2021	LIHTC equity at \$2,152,709; Seller note at \$2,052,354; Deferred Dev Fee at \$31,794; Acquired reserves at \$31,794; Capital Magnet Fund Loan of \$710,000. Construction Period Income will be \$150,000.	Sponsor/Developer	\$9,582,357
<b>Puerta del Sol</b> 1765 W 42nd Place Hialeah, FL. 33012	Multifamily Rental - 100 rental units of senior housing with 31 studio units and 92 one bedroom units and 1 two bedroom employee units	Acquisition / Substantial Rehab.	All 98 rental units will be income restricted LIHTC units with 100% of rental units at or below 60% AMI	11/1/2022	4% LIHTC equity at \$6,658,325 , City Bank Loan at \$11,350,000; Seller Note at \$7,016,740; Deferred Developer Fee at \$544,343; Other Owner Equity of \$544,343.	Sponsor/Developer	\$26,451,641
<b>Hialeah Residences</b> 1280 W 46th Street Hialeah, FL. 33012	Multifamily Rental - 124 rental units of senior housing with 31 studio units and 74 one bedroom units and 2 two bedroom employee units	Acquisition / Substantial Rehab.	All 128rental units will be income restricted LIHTC units with 100% of rental units at or below 60% AMI	12/1/2022	4% LIHTC equity at \$6,572,091 , City Bank Loan at \$14,500,000; Seller Note at \$7,445,142; Deferred Developer Fee at \$682,918; Other Owner Equity of \$799,236.	Sponsor/Developer	\$26,569,549
<b>Los Robles Apartments</b> 11495 West Flagler Street Miami, FL. 33174	Multifamily Rental - 100 rental units of senior housing with 24 studio units and 74 one bedroom units and 2 two bedroom employee units	Acquisition / Substantial Rehab.	All 98 rental units will be income restricted LIHTC units with 100% of rental units at or below 60% AMI	5/1/2022	4% LIHTC equity at \$12,135,000 , Citi Bank Loan at \$7,304,679; Seller Note at \$82,519; Deferred Developer Fee at \$882,519; Other Owner Equity of \$539,583.	Sponsor/Developer	\$27,878,668
<b>Sweetwater Towers</b> 10750 SW 4th Street Sweetwater, FL. 33193	Multifamily Rental - 100 rental units of senior housing with 24 studio units and 74 one bedroom units and 2 two bedroom employee units	Acquisition / Substantial Rehab.	All 98 rental units will be income restricted LIHTC units with 100% of rental units at or below 60% AMI	7/1/2022	4% LIHTC equity at \$6,816,718 , Citi Bank Loan at \$11,750,000; Seller Note at \$7,126,689; Deferred Developer Fee at \$847,315; Other Owner Equity of \$582,807.	Sponsor/Developer	\$27,123,529
<b>Edinburgh Manor</b> 120 Oak Park Drive, McPherson, KS 67460	Multifamily Rental - 35 rental units of senior housing with 8 studio units, 26 one bedroom units and 1 two bedroom employee unit.	Substantial Rehab	All units (except employee unit) are Section 8 subsidized at 30% AMI	10/1/2021	223(f) HUD-insured Loan from Red Capital at \$1,966,400; Deferred Dev Fee at \$44; Replacement Reserve Transfer at \$117,606	Developer/Owner	\$2,084,050
<b>Market Place / Saline Apartments</b> 2715 Market Place & 1227 East Kirwin Ave, Saline, KS 67401	Multifamily Rental - 77 total rental units of senior housing with 10 studio units, 66 one bedroom units and 1 two bedroom employee unit.	Substantial Rehab	All units (except employee unit) are Section 8 subsidized at 30% AMI	7/1/2021	223(f) HUD-insured Loan from Red Capital at \$3,963,100; Deferred Dev Fee at \$123,713; Replacement Reserve Transfer at \$499,706.	Developer/Owner	\$4,586,519
<b>Hope Manor Village</b> 5930 S. Peoria Street, Chicago, IL. 6062	Multifamily Rental - scattered site with two- and three-flat buildings with a total of 36 rental units (26 two bedroom and 10 three bedroom) - prioritized for veterans including some PSH units targeted to veterans with families who are homeless or at risk of homelessness	New Construction	36 affordable units: 8 units at 30% AMI, 14 units at 50% AMI, 16 units at 60% AMI	6/1/2021	Capital Magnet Fund Loan of \$250,000; LIHTC Equity at \$9,854,314; \$3,150,000 from the City of Chicago; \$570,000 in FHLB funds; \$127,300 from the IL Energy Program; \$500,000 from Home Depot Foundation; \$333,333 Deferred Dev Fee; Donated land valued at \$31,225 based on appraisal	Sponsor, Co-Developer	\$14,725,394
<b>Cadence Apartments</b> East Drake Road Fort Collins, CO	Multifamily Rental - 55 rental units of senior housing with 39 one bedroom units and 16 two bedroom units.	New Construction	55 affordable units @ 20% - 80% AMI; 8 project-based vouchers	12/1/2022	Capital Magnet Fund Loan of \$350,000; LIHTC Equity at \$12,499,870; FirstBank loan of \$2,970,000; CHFA Healthy Housing loan of 500,000; HOME CDBG funds of \$1,650,000; \$384,215 Deferred Dev Fee; 1	Sponsor/Developer	\$18,354,085
<b>Desert Oasis II</b> 4445 Diamond Head Dr. Las Vegas, NV	Multifamily Rental - 43 rental units of senior housing with 31 one bedroom units and 12 two bedroom units.	New Construction	43 affordable units: 41 units at 50% AMI, 2 units at 30% AMI	12/1/2022	LIHTC Equity at \$10,605,239; Wells Fargo Construction loan of \$8,950,000; Rocky MNT CRC Perm loan of \$1,198,718; City funds of \$1,300,000, County Funds of \$500,000;	Sponsor/Developer	\$13,604,057
<b>The Oaks</b> 630 S. Llewellyn Avenue, Dallas, TX	Multifamily Rental - 260 rental units of senior housing with 197 one bedroom units and 63 two bedroom units. Also included is a medical clinic for residents and the community	New Construction	260 units affordable units, 27 units at 30% AMI, 216 units at 60% AMI, 17 market rate units	6/1/2023	LIHTC Equity at \$20,227,285; Tax Exempt Bonds at \$25,000,000; HOI funds of \$4,500,000; Capital Magnet Funds at \$750,000; Deferred Developer Fee of \$249,1872	Co-Sponsor/Co-Developer	\$50,511,157



#### 4.1 Budget, Proforma, Home Sales Data

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## Development Budget

Acquisition	\$	-
Pre-development Budget	\$	1,170,950.00
Site Work	\$	1,496,726.00
Infrastructure	\$	-
Hard Costs	\$	18,776,456.70
Soft Costs	\$	4,548,536.73
Developer Fee	\$	3,735,826.57
Total Development Budget	\$	29,728,496.00

## 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 rental income and expenses), and principal and interest debt service. The Department uses an annual growth rate of 2% from these growth rates or for assumptions other than straight-line growth made during the proforma period should be a

Revenue	YEAR 1	YEAR 2	YEAR 3
Gross Annual Income (less vacancy loss and concessions)	\$1,797,763	\$1,833,718	\$1,870,393
<b>Revenue Subtotal</b>	<b>\$1,797,763</b>	<b>\$1,833,718</b>	<b>\$1,870,393</b>
<b>Operating Expenses &amp; Reserves</b>			
General & Administrative Expenses	\$64,526	\$66,462	\$68,456
Management Fee	\$88,964	\$91,633	\$94,382
Payroll, Payroll Tax & Employee Benefits	\$274,750	\$282,993	\$291,482
Repairs & Maintenance	\$119,658	\$123,248	\$126,945
Electric & Gas Utilities	\$0	\$0	\$0
Water, Sewer & Trash Utilities	\$242,242	\$249,509	\$256,995
Annual Property Insurance Premiums	\$86,548	\$89,144	\$91,819
Property Tax	\$0	\$0	\$0
Reserve for Replacements	\$46,200	\$47,586	\$49,014
Other Expenses	\$0	\$0	\$0
<b>Expenses Subtotal</b>	<b>\$922,888</b>	<b>\$950,575</b>	<b>\$979,092</b>
<b>Net Operating Income</b>	<b>\$874,875</b>	<b>\$883,144</b>	<b>\$891,301</b>
<b>Debt Service</b>			
First Deed of Trust Annual Loan Payment	\$729,063	\$729,063	\$729,063
Second Deed of Trust Annual Loan Payment	\$0	\$0	\$0
Third Deed of Trust Annual Loan Payment	\$0	\$0	\$0
Other Annual Required Payment	\$0	\$0	\$0
Other Annual Required Payment	\$0	\$0	\$0
<b>Annual Net Cash Flow</b>	<b>\$145,812</b>	<b>\$154,081</b>	<b>\$162,238</b>
<b>Cumulative Net Cash Flow</b>	<b>\$145,812</b>	<b>\$299,893</b>	<b>\$462,130</b>
<b>Debt Coverage Ratio</b>	<b>1.20</b>	<b>1.21</b>	<b>1.22</b>

d occupancy using today's best estimates of market rents, restricted rents, or income and 3% for expenses. Written explanation for any deviations attached to this exhibit.

YEAR 4	YEAR 5	YEAR 10	YEAR 15
\$1,907,800	\$1,945,956	\$2,140,552	\$2,354,607
\$1,907,800	\$1,945,956	\$2,140,552	\$2,354,607

\$70,509	\$72,625	\$83,518	\$96,046
\$97,213	\$100,130	\$115,149	\$132,422
\$300,227	\$309,234	\$355,619	\$408,961
\$130,754	\$134,676	\$154,878	\$178,109
\$0	\$0	\$0	\$0
\$264,704	\$272,646	\$313,542	\$360,574
\$94,573	\$97,411	\$112,022	\$128,825
\$0	\$0	\$0	\$0
\$50,484	\$51,999	\$59,798	\$68,768
\$0	\$0	\$0	\$0
\$1,008,465	\$1,038,719	\$1,194,526	\$1,373,705
\$899,336	\$907,238	\$946,026	\$980,902
\$729,063	\$729,063	\$729,063	\$729,063
\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0
\$0	\$0	\$50,000	\$50,000
\$0	\$0	\$0	\$0
\$170,273	\$178,175	\$166,963	\$201,839
\$632,403	\$810,578	\$1,673,422	\$2,595,427
1.23	1.24	1.21	1.26



## Affordable Homes Sale Data

	Unit Model 1	Unit Model 2	Unit Model 3	Unit Model 4
Number of Units	NA	NA		
Number of Bedrooms				
Square Footage				
Anticipated Sale Price	\$0	\$0	\$0	\$0
Borrower Contribution	\$0	\$0	\$0	\$0
Homebuyer Down Payment	\$0	\$0	\$0	\$0
Total Principal Amount of Mortgage	\$0	\$0	\$0	\$0
Anticipated Interest Rate	0.00%	0.00%	0.00%	0.00%
Estimated Annual Property Taxes	\$0	\$0	\$0	\$0
Estimate Annual HOA Fees	\$0	\$0	\$0	\$0
Estimated Annual Insurance	\$0	\$0	\$0	\$0
Estimated Annual PITI	\$0	\$0	\$0	\$0

Unit Model 5	Unit Model 6	Unit Model 7
\$0	\$0	\$0
\$0	\$0	\$0
\$0	\$0	\$0
\$0	\$0	\$0
0.00%	0.00%	0.00%
\$0	\$0	\$0
\$0	\$0	\$0
\$0	\$0	\$0
\$0	\$0	\$0

## 4.2 Funding Sources

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### Financing Structure

- Tax-Exempt Bonds – Bonds are assumed to be structured using the Freddie Mac Tax-Exempt Loan Program.
  - \$25,000,000 is available during the construction and permanent loan period, and is assumed to have a 4.5% interest rate and 35-year amortization period.
- 4% Housing Tax Credits – The eligible basis of the development generates an allocation of \$1,407,244 in annual housing tax credits. Preliminary equity pricing is estimated at \$0.91 which generates \$12,804,640 in total equity.
- Capital Magnet Funds – VOANS will provide gap financing in the amount of \$500,000.
- Federal Home Loan Bank Affordable Housing Program – A FHLB AHP grant request in the amount of \$750,000 will be submitted in April.
- TDHCA Multifamily Direct Loan Funds – A request to TDHCA in the amount of \$1,715,319 will be submitted with the LIHTC 4% application
- Deferred Developer Fee in the amount of \$1,120,748 (30%), which is projected to be paid off in 7 years.

The above sources are preliminary at this time, however VOANS recently closed a similar transaction in Dallas, TX using the same financing structure. The below list is the proposed financing timeline.

1. Application submitted to Bond Review Board will be submitted in March 2023
2. Bond Reservation will be received in May 2023
3. FHLB Application will be submitted in May 2023
4. 4% LIHTC/MFDL application will be submitted in June 2023
5. RFP for Lenders and Investors to secure the most favorable financing terms in June 2023
6. LIHTC/MFDL allocation and funds will be received in September 2023
7. FHLB Funding will be received in October 2023
8. Partnership Close will occur in November 2023