



# **RENTAL HOUSING DEVELOPMENT ASSISTANCE APPLICATION**

**November 4, 2022**

**Cairn Point Austin at Cameron**

**7205 Cameron Road**

**Austin, TX 78752**

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**APPLICATION TABS**

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**Tab A1 – Executive  
Summary/Project Proposal**



## **CAIRN POINT AUSTIN AT CAMERON - AUSTIN, TEXAS**

Development Name:	Cairn Point at Cameron
Construction Type:	New Construction
Target Population:	Supportive Housing
Number of Units:	150-units
Number of Buildings:	one four-story elevator-served interior corridor building
Size of Site:	2.41 acres of vacant land

The Vecino Group – a national developer of mission-driven housing – has partnered with the Austin Housing Finance Corporation to develop Cairn Point Austin at Cameron - a deeply affordable and supportive housing community. Cairn Point will offer 150 studio apartments with access to high-quality supportive services in order to provide a life-stabilizing housing solution for persons who have experienced homelessness in our community. Cairn Point will be designed to seamlessly integrate into the surrounding neighborhood fabric with first-class construction and aesthetically pleasing architecture.

Cairn Point Austin is being developed in an intentional three-pronged partnership in order to achieve the following most-pressing community goals: 1) deliver additional supportive housing units that will begin to move the needle on reducing the number of individuals experiencing homelessness in Austin; 2) build upon Austin's local nonprofit service delivery model with Caritas of Austin in the lead to expedite a pipeline of similar projects; 3) utilize the design and construction experience of the Vecino Group to bring a national perspective and best practices model to achieve local impact.

At this time, Cairn Point Austin is pursuing 4% HTC/PAB's with Austin Housing Finance Corporation as bond issuer. A bond application to the Texas Bond Review Board was submitted in the October lottery. The application is hopeful to receive a bond reservation between January-March 2023.

While we understand there may not be enough money to cover the entire RHDA request, we ask that staff prioritize the acquisition cost of \$6,400,000 and/or at least make pre-development funding of \$300,000 available in this round. We understand that funding of this amount might take several cycles to complete. We also want to make clear that other sources of funding will be pursued to fund the gap, and if successful, the RHDA amount of \$7,100,000 sought for hard/soft construction costs would be reduced.

Cairn Point is a proposed 150-unit apartment community that will include one four-story, elevator-served building that will be interior corridor. Cairn Point is being developed on a 2.41 tract of vacant land. Common area spaces include supportive service staff offices, fitness room, resident lounge and landscaped outdoor spaces. Taking advantage of the transit-connected location and as allowed by the Affordability Unlocked density bonus program, the property will provide reduced parking as the majority of residents rely on public transit.

## About the Community:

- 150 rental apartments for families with the following unit mix:

<b>Unit Type</b>	<b># of Units</b>	<b>Square Footage</b>
Studio Apartments	150	500 sq. ft.

- Resident community space and amenities including a lobby/business center, fitness room, security cameras, recycling service and storage and a leasing office. Offices will be available for both property management and supportive service staff.
- Outdoor recreation will include landscaped outdoor spaces and covered bicycle parking.
- Participation in Austin Energy Green Building Program.
- At this time, Asset Living is the third-party property management firm for Cairn Point Austin. It was critical to the team to choose a highly-regarded property management firm who has experience working in housing tax-credit and public funding financed properties. Asset Living has a solid background working with multiple local nonprofits in their affordable housing communities.
- The development and operations of Cairn Point will be bolstered by the partnership of the Austin Housing Finance Corporation in the development – a testament to the significance of this project and its impact.
- Approximately 50 units out of the total 150 units will be site-based PSH reserved for persons experiencing homelessness through Austin’s Continuum of Care who will have varying needs of affordability and social support. The remaining 50 units will be Rapid Re-Housing participating in the COC. This mixed approach offers the residents the best opportunity for community integration and allows for proper staffing and supportive service provision.
- Caritas of Austin will have on-site staff offering free, multi-disciplinary services designed to support residents and build well-being including: relationship-based case management, employment services, life skills classes, financial literacy classes, and health and well-being classes.

## About the Residents:

The following individuals will make Cairn Point home:

- 23 units for individuals making less than 30% Area Median Family Income
- 127 units for individuals making less than 50% Area Median Family Income

\*at this time, 50 project-based vouchers are committed by the City of Austin for this project.

## About the Team:

### **THE VECINO GROUP**

The Vecino Group is a company devoted to development projects that address a broader community issue, set an example, give back and inspire. They have properties across the U.S. that are similar in focus and target population. This is The Vecino Group’s third project in Texas, however the firm has vast experience entering into new markets, the HTC program and making an impact.

- 18 Supportive Housing Communities in 7 states
- 1196 units of housing to end homelessness
- Raised \$2.7 million in supportive services

### **AUSTIN HOUSING FINANCE CORPORATION**



The general partner of the tax credit limited partnership is made up of an LLC with Austin Housing Finance Corporation, as the sole member and manager. The Vecino Group will be an Administrative Limited Partner. AHFC (or affiliate) will serve as General Contractor for the project.

## **CARITAS OF AUSTIN**

Caritas of Austin has been a pillar in the Austin community since its founding in 1964. Since the outset, Caritas has worked to assist those community members who need help in rebuilding their foundation: homeless, veterans, refugees, youth, single mothers, and those with a disability and/or mental health challenges. Caritas of Austin uses a community-based approach to make social service provision calculated and efficient.

For 15 years Caritas of Austin has operated supportive housing through various leasing partnerships across the City of Austin. While these partnerships have allowed Caritas to permanently end homelessness for hundreds of Austinites each year; they can more effectively expand their work and provide additional community impact if they own housing that is affordable and specifically designed to facilitate their on-site social support.

Caritas of Austin is expanding all of its programs and is in a position to perform a role in helping to fill this gap.


**APPLICATION CHECKLIST/ INFORMATION FORM**

DEVELOPER : Vecino Bond Group, LLC	OWNER/BORROWER NAME : Cairn Point at Cameron, LP
DEVELOPMENT NAME : Cairn Point at Cameron	FUNDING CYCLE DEADLINE : November 4, 2022
FEDERAL TAX ID NO: 46-1117206 (developer)	DUNS NO: 079852650 (developer)
PROJECT ADDRESS: 7205 Cameron Rd., 78752	PROGRAM : RHDA
CONTACT NAME : Donnell McGhee	AMOUNT REQUESTED: \$13,800,000*
CONTACT ADDRESS AND PHONE : (708) 227-7006	

APPLICATION TABS		INITIALS
A 1	<a href="#">EXECUTIVE SUMMARY/PROJECT PROPOSAL</a>	DM
A 2	PROJECT SUMMARY FORM	DM
A 3	PROJECT TIMELINE	DM
A 4	DEVELOPMENT BUDGET	DM
A 5	OPERATING PRO FORMA	DM
A 6	SCORING SHEET	DM

ATTACHMENT TABS				
1	ENTITY INFORMATION	1.a.	<a href="#">Detailed listing of developer's experience</a>	DM
		1.b.	Certificate of Status	DM
		1.c.	<a href="#">Statement of Confidence</a>	DM
2	PRINCIPALS INFORMATION	2.a.	Resumes of principals	DM
		2.b.	Resumes of development team	DM
		2.c.	Resumes of property management team	DM
3	FINANCIAL INFORMATION	3.a.	Federal IRS Certification	DM
		3.b.	<a href="#">Certified Financial Audit</a>	DM
		3.c.	Board Resolution	DM
		3.d.	<a href="#">Financial Statements</a>	DM
		3.e.	<a href="#">Funding commitment letters</a>	DM
4	PROJECT INFORMATION	4.a.	<a href="#">Market Study</a>	DM
		4.b.	<a href="#">Good Neighbor Policy</a>	DM
		4.c.	<a href="#">SMART Housing Letter</a>	DM
		4.d.	<a href="#">MOU with ECHO</a>	DM
		4.e.	<a href="#">Resident Services</a>	DM
5	PROPERTY INFORMATION	5.a.	<a href="#">Appraisal</a>	DM
		5.b.	<a href="#">Property Maps</a>	DM
		5.c.	Zoning Verification Letter	DM
		5.d.	Proof of Site control	DM
		5.e.	<a href="#">Phase I ESA</a>	DM
		5.f.	<a href="#">SHPO</a>	DM

The applicant/developer certifies that the data included in this application and the exhibits attached hereto are true and correct. *Unsigned/undated submissions will not be considered.*

<p><b>SIGNATURE OF APPLICANT</b></p> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;"></div> <p><b>PRINTED NAME</b></p> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">Donnell McGhee</div> <p><b>TITLE OF APPLICANT</b></p> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">Development Director</div> <p><b>DATE OF SUBMISSION</b></p> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">11/4/2022</div>	<p><b>DATE AND TIME STAMP OF RECEIPT</b></p> <div style="border: 1px solid black; height: 100px; width: 100%;"></div>
FOR AHFC USE ONLY	

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**APPLICATION TABS**

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**Tab A2 – Project Summary  
Form**

**Project Summary Form**

1) <b>Project Name</b> Cairn Point at Cameron	2) <b>Project Type</b> 100% Affordable	3) <b>New Construction or Rehabilitation</b> New Construction
4) <b>Address(s) or Location Description</b> 7205 Cameron Rd., Austin, TX 78752		5) <b>Mobility Bond Corridor</b>
6) <b>Census Tract</b> 18.11	7) <b>Council District</b> District 4	8) <b>Elementary School</b> ANDREWS EL
9) <b>Affordability Period</b> 45 years		10) <b>Type of Structure</b> Multi-family
11) <b>Occupied?</b> No		12) <b>How will funds be used?</b> Pre-development

\*acquisition and hard/soft costs as well

13) Summary of Rental Units by MFI Level

Income Level	Efficiency	One Bedroom	Two Bedroom	Three Bedroom	Four (+) Bedroom	Total
Up to 20% MFI						0
Up to 30% MFI	23					23
Up to 40% MFI						0
Up to 50% MFI	127					127
Up to 60% MFI						0
Up to 80% MFI						0
Up to 120% MFI						0
No Restrictions						0
<b>Total Units</b>	<b>150</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>150</b>

14) Summary of Units for Sale at MFI Level

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

15) Initiatives and Priorities (of the Affordable Units)

Initiative	# of Units	Initiative	# of Units
Accessible Units for Mobility Impairments	15	Continuum of Care Units	100
Accessible Units for Sensory Impairments	3		

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

16) Is the property within 1/2 mile of an Imagine Austin Center or Corridor?  Yes

17) Is the property within 1/4 mile of a High-Frequency Transit Stop?  Yes

18) Is the property within 3/4 mile of Transit Service?  Yes

19) The property has Healthy Food Access?  Yes

\*50 units of site-based PSH  
\*50 units of Rapid Rehousing

20) Estimated Sources and Uses of funds

<u>Sources</u>	
Debt	9,847,500
Equity	12,440,870
Grant	
Other	
Deferred Developer Fee (not applicable for OHDA)	1,335,564
<b>Previous AHFC Funding</b>	
<b>Current AHFC Request</b>	<b>13,800,000</b>

<u>Uses</u>	
Acquisition	6,400,000
Off-Site	115,000
Site Work	1,730,000
Sit Amenities	370,000
Building Costs	14,727,855
Contractor Fees	2,242,100
Soft Costs	3,965,665
Financing	4,178,743
Developer Fees	3,694,571

\*acquisition and pre-development a priority this round

**Total \$ 37,423,934**

**Total \$ 37,423,934**

**CAIRN POINT AUSTIN AT CAMERON  
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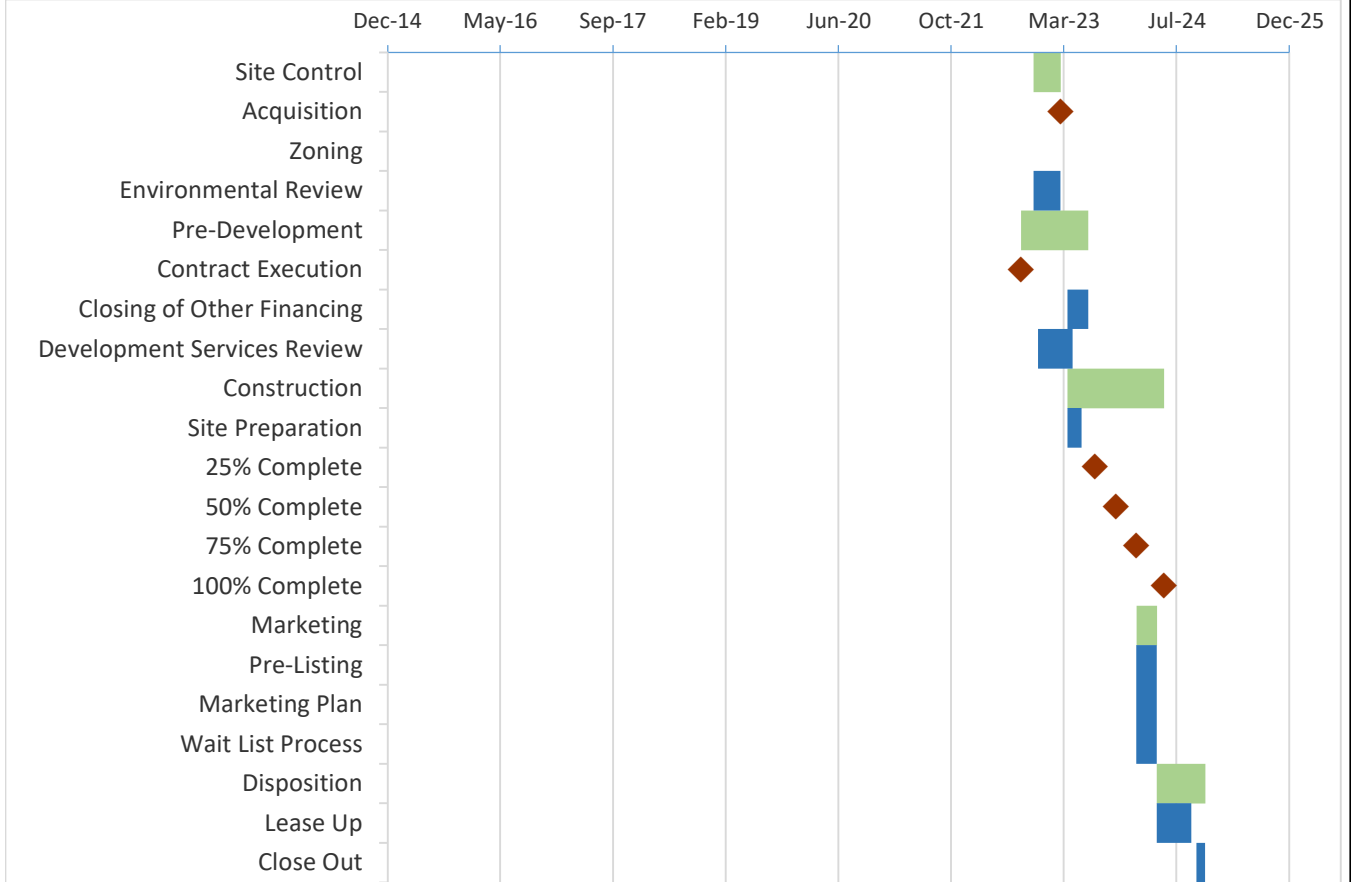
**APPLICATION TABS**

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**Tab A3 – Project Timeline**

## Development Schedule

	Start Date	End Date
<b>Site Control</b>	Nov-22	Feb-23
Acquisition	Mar-23	
Zoning	n/a	n/a
Environmental Review	Nov-22	Feb-23
<b>Pre-Development</b>	Sep-22	Jul-23
Contract Execution	Sep-22	
Closing of Other Financing	Apr-23	Jul-23
Development Services Review	Nov-22	Apr-23
<b>Construction</b>	Apr-23	Jun-24
Site Preparation	Apr-23	Jun-23
25% Complete	Aug-23	
50% Complete	Nov-23	
75% Complete	Feb-24	
100% Complete	Jun-24	
<b>Marketing</b>	Feb-24	May-24
Pre-Listing	Feb-24	May-24
Marketing Plan	Feb-24	May-24
Wait List Process	Feb-24	May-24
<b>Disposition</b>	May-24	Dec-24
Lease Up	May-24	Oct-24
Close Out	Oct-24	Dec-24



**CAIRN POINT AUSTIN AT CAMERON  
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**APPLICATION TABS**

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**Tab A4 – Development  
Budget**

## Development Budget

	Total Project Cost	Requested AHFC Funds	Description
<b>Pre-Development</b>			
Appraisal	7,500		
Environmental Review	10,000		
Engineering	362,000	100,000	
Survey	10,000		
Architectural	907,500	200,000	
<b>Subtotal Pre-Development Cost</b>	<b>\$1,297,000</b>	<b>\$300,000</b>	
<b>Acquisition</b>			
Site and/or Land	6,400,000	6,400,000	
Structures			
Other (specify)			
<b>Subtotal Acquisition Cost</b>	<b>\$6,400,000</b>	<b>\$6,400,000</b>	
<b>Construction</b>			
Infrastructure	115,000		
Site Work	2,100,000		
Demolition			
Concrete	1,045,000	505,000	
Masonry	425,500	100,000	
Rough Carpentry	51,250	25,000	
Finish Carpentry	2,650,000	1,000,000	
Waterproofing and Insulation	834,250	500,000	
Roofing and Sheet Metal	396,200	200,000	
Plumbing/Hot Water	2,985,465	500,000	HVAC/Mech/Plumbing
HVAC/Mechanical			
Electrical	1,650,000	1,000,000	
Doors/Windows/Glass	502,360	50,000	
Lath and Plaster/Drywall and Acoustical	2,275,315	1,500,000	
Tiel Work			
Soft and Hard Floor			
Paint/Decorating/Blinds/Shades	25,890	20,000	
Specialties/Special Equipment	156,850	50,000	
Cabinetry/Appliances	541,920	250,000	
Carpet			
Other (specify)	2,802,100	1,000,000	Conveying System, Contractor Fees and P&P Bonds
Construction Contingency	927,855	350,000	
<b>Subtotal Construction Cost</b>	<b>\$19,484,955</b>	<b>\$7,050,000</b>	
<b>Soft &amp; Carrying Costs</b>			
Legal	140,000	50,000	
Audit/Accounting	55,000		
Title/Recordin	160,000		
Architectural (Inspections)	24,000		
Construction Interest	3,135,417		
Construction Period Insurance	150,000		
Construction Period Taxes	0		
Relocation	0		
Marketing	52,500		
Davis-Bacon Monitoring			
Developer Fee	3,694,571		
Other (specify)	2,830,491		reserves, loan fees, equity fees, cost of issuance, soft cost cor
<b>Subtotal Soft &amp; Carrying Costs</b>	<b>\$10,241,979</b>	<b>\$50,000</b>	
<b>TOTAL PROJECT BUDGET</b>	<b>\$37,423,934</b>	<b>\$13,800,000</b>	



**CAIRN POINT AUSTIN AT CAMERON  
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**APPLICATION TABS**

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**Tab A5 – Operating  
Proforma**

## 15 Year Rental Housing Operating Pro Forma (RHDA)

The pro forma should be based on the operating income and expense information for the base year (first year of stabilized occupancy using today's best estimates of market rents, restricted rents, rental income and expenses), and principal and interest debt service. The Department uses an annual growth rate of 2% for income and 3% for expenses. Written explanation for any deviations from these growth rates or for assumptions other than straight-line growth made during the proforma period should be attached to this exhibit.

INCOME	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 10	YEAR 15
POTENTIAL GROSS ANNUAL RENTAL INCOME	\$1,911,000	\$1,949,220	\$1,988,204	\$2,027,968	\$2,068,528	\$2,283,822	\$2,521,524
Secondary Income	\$18,000	\$18,360	\$18,727	\$19,102	\$19,484	\$21,512	\$23,751
POTENTIAL GROSS ANNUAL INCOME	\$1,929,000	\$1,967,580	\$2,006,932	\$2,047,070	\$2,088,012	\$2,305,334	\$2,545,275
Provision for Vacancy & Collection Loss	-\$144,675	-\$147,569	-\$150,520	-\$153,530	-\$156,601	-\$172,900	-\$190,896
Rental Concessions	\$0	\$0	\$0	\$0	\$0	\$0	\$0
EFFECTIVE GROSS ANNUAL INCOME	\$1,784,325	\$1,820,012	\$1,856,412	\$1,893,540	\$1,931,411	\$2,132,434	\$2,354,379
<b>EXPENSES</b>							
General & Administrative Expenses	\$61,000	\$62,830	\$64,715	\$66,656	\$68,656	\$79,591	\$92,268
Management Fee	\$95,550	\$97,461	\$99,410	\$101,398	\$103,426	\$114,191	\$126,076
Payroll, Payroll Tax & Employee Benefits	\$207,436	\$213,659	\$220,069	\$226,671	\$233,471	\$270,657	\$313,766
Repairs & Maintenance	\$105,500	\$108,665	\$111,925	\$115,283	\$118,741	\$137,654	\$159,578
Electric & Gas Utilities	\$175,000	\$180,250	\$185,658	\$191,227	\$196,964	\$228,335	\$264,703
Water, Sewer & Trash Utilities	\$85,000	\$87,550	\$90,177	\$92,882	\$95,668	\$110,906	\$128,570
Annual Property Insurance Premiums	\$71,250	\$73,388	\$75,589	\$77,857	\$80,193	\$92,965	\$107,772
Property Tax	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Reserve for Replacements	\$37,500	\$38,625	\$39,784	\$40,977	\$42,207	\$48,929	\$56,722
Other Expenses	\$46,950	\$48,359	\$49,809	\$51,304	\$52,843	\$61,259	\$71,016
TOTAL ANNUAL EXPENSES	\$885,186	\$910,786	\$937,135	\$964,255	\$992,169	\$1,144,487	\$1,320,471
NET OPERATING INCOME	\$899,139	\$909,225	\$919,277	\$929,285	\$939,242	\$987,947	\$1,033,907
<b>DEBT SERVICE</b>							
First Deed of Trust Annual Loan Payment	\$734,345	\$734,345	\$734,345	\$734,345	\$734,345	\$734,345	\$734,345
Second Deed of Trust Annual Loan Payment	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Third Deed of Trust Annual Loan Payment	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Annual Required Payment	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Annual Required Payment	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>ANNUAL NET CASH FLOW</b>	\$164,794	\$174,880	\$184,932	\$194,940	\$204,897	\$253,602	\$299,562
<b>CUMULATIVE NET CASH FLOW</b>	\$164,794	\$339,674	\$524,606	\$719,546	\$924,443	\$2,070,690	\$3,453,600
<b>Debt Coverage Ratio</b>	1.22	1.24	1.25	1.27	1.28	1.35	1.41

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**APPLICATION TABS**

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**Tab A6 – Scoring Sheet**

<b>Project Name</b>	Cairn Point at Cameron	
<b>Project Type</b>	100% Affordable	
<b>Council District</b>	District 4	
<b>Census Tract</b>	18.11	
<b>Prior AHFC Funding</b>	\$0	
<b>Current AHFC Funding Request Amount</b>	\$13,800,000	
<b>Estimated Total Project Cost</b>	\$37,423,934	
<b>High Opportunity</b>	No	
<b>High Displacement Risk</b>	NO	
<b>High Frequency Transit</b>	Yes	
<b>Imagine Austin</b>	Yes	
<b>Mobility Bond Corridor</b>	0	
<b>SCORING ELEMENTS</b>		Description
<b>UNITS</b>		
< 20% MFI	0	# of rental units at < 20% MFI
< 30% MFI	23	# of rental units at < 30% MFI
District Goal	5%	% of City's affordable housing goal
High Opportunity	FALSE	% of City's affordable housing goal for high opportunity areas
Displacement Risk	0%	% of City's affordable housing goal to reduce displacement
High Frequency Transit	7%	% of City's affordable housing goal near high frequency transit
Imagine Austin	7%	% of City's affordable housing goal in imagine austin corridors
Geographic Dispersion	6%	% of City's affordable housing goal to increase geographic dispersion
Mobility Bond Corridor	0%	% of City's affordable housing goal within mobility bond corridors
<b>SCORE</b>	<b>3</b>	<b>% of annual goal * units * 50%, max of 75</b>
< 40% MFI	0	# of rental units at < 40% MFI
< 50% MFI	127	# of rental units at < 50% MFI
District Goal	5%	% of City's affordable housing goal
High Opportunity	FALSE	% of City's affordable housing goal for high opportunity areas
Displacement Risk	0%	% of City's affordable housing goal to reduce displacement
High Frequency Transit	7%	% of City's affordable housing goal near high frequency transit
Imagine Austin	7%	% of City's affordable housing goal in imagine austin corridors
Geographic Dispersion	6%	% of City's affordable housing goal to increase geographic dispersion
Mobility Bond Corridor	0%	% of City's affordable housing goal within mobility bond corridors
<b>SCORE</b>	<b>8</b>	<b>% of annual goal * units * 25%, max of 75</b>
< 60% MFI	0	# of units for purchase at < 60% MFI
District Goal	5%	% of City's affordable housing goal
High Opportunity	FALSE	% of City's affordable housing goal for high opportunity areas
Displacement Risk	0%	% of City's affordable housing goal to reduce displacement
High Frequency Transit	7%	% of City's affordable housing goal near high frequency transit
Imagine Austin	7%	% of City's affordable housing goal in imagine austin corridors
Geographic Dispersion	6%	% of City's affordable housing goal to increase geographic dispersion
Mobility Bond Corridor	0%	% of City's affordable housing goal within mobility bond corridors
<b>SCORE</b>	<b>0</b>	<b>% of annual goal * units * 50%, max of 75</b>
< 80% MFI	0	# of units for purchase at < 80% MFI
District Goal	5%	% of City's affordable housing goal
High Opportunity	FALSE	% of City's affordable housing goal for high opportunity areas
Displacement Risk	0%	% of City's affordable housing goal to reduce displacement
High Frequency Transit	7%	% of City's affordable housing goal near high frequency transit
Imagine Austin	7%	% of City's affordable housing goal in imagine austin corridors
Geographic Dispersion	6%	% of City's affordable housing goal to increase geographic dispersion
Mobility Bond Corridor	0%	% of City's affordable housing goal within mobility bond corridors
<b>SCORE</b>	<b>0</b>	<b>% of annual goal * units * 25%, max of 75</b>
<b>Unit Score</b>	<b>11</b>	<b>MAXIMUM SCORE = 300</b>
<b>INITIATIVES AND PRIORITIES</b>		
Continuum of Care	100	Total # of units provided up to 100 per year
Continuum of Care Score	13	(total CoC Units/100 + HF Units/50)*20
Access to Healthy Food	Yes	Within 1 Mile of Healthy Food (City GIS)
Continuum of Care Weighted Score	6	Mobility, Access to Jobs, Community Institutions, Social Cohesion
2 Bedroom Units	0	Total Affordable 2 Bedroom units
3 Bedroom Units	0	Total Affordable 3 Bedroom units
4 Bedroom Units	0	Total Affordable 4+ Bedroom units
Multi-Generational Housing Score	0	Multi-bedroom Unit/Total Units * 20
TEA Grade	72	Elementary School Rating from TEA
Multi-Generational Housing Weighted Score	0	Educational Attainment, Environment, Community Institutions, Social Cohesion, E
Accessible Units	18	mobility and sensory units
Non-PSH, Non-Voucher Under 20% MFI	0	Total units under 20% MFI
Accessibility Score	2	Accessible Unit/Total Units * 20
Metro Access Service	Yes	Within 3/4 mile of fixed route transit
Accessibility Weighted Score	0	Housing Stability, Health, Mobility, Community Institutions
Initiatives and Priorities Score	<b>22</b>	<b>MAXIMUM SCORE = 200</b>
<b>UNDERWRITING</b>		
AHFC Leverage	37%	% of total project cost funded through AHFC request
Leverage Score	9	3 points per 5% reduction in leverage below 50% (max 30)
AHFC Per Unit Subsidy (including prior amounts)	\$92,000	Amount of assistance per unit
Subsidy per unit score	14	(\$200,000 - per unit subsidy)*25/\$200,000
AHFC Per Bedroom Subsidy	\$92,000	Amount of assistance per bedroom
Subsidy per Bedroom Score	14	(\$200,000 - per bedroom subsidy)*25/\$200,000
Debt Coverage Ratio (Year 5)	1.28	Measured at the 5 Year mark
Debt Coverage Ratio Score	22.09797897	Minimum = 1.0; Maximum = 1.5; 1.25 = best score
Underwriting Score	<b>58</b>	<b>MAXIMUM SCORE = 100</b>
<b>APPLICANT</b>		
<b>FINAL QUANTITATIVE SCORE</b>	<b>91</b>	<b>THRESHOLD SCORE = 50</b>
Previous Developments		
Compliance Score		
Proposal		
Supportive Services		
Development Team		
Management Team		
Notes		

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 1 – Entity Information**

**1a. Detailed listing of developer's  
experience**

# About Vecino Group



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

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

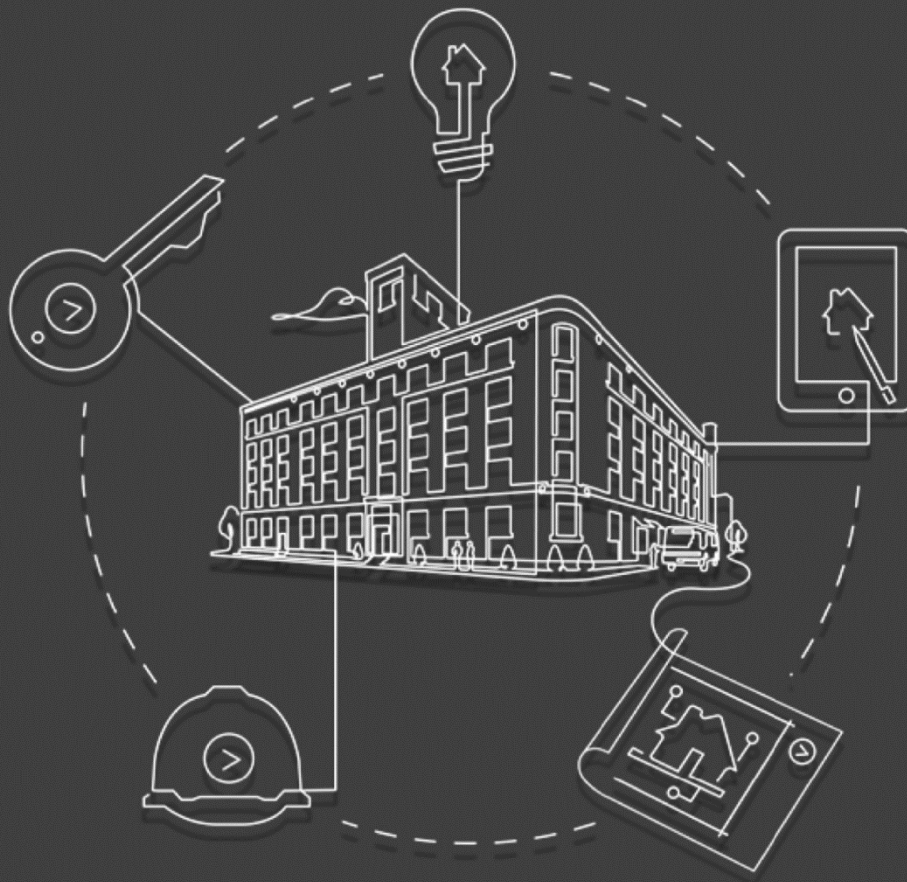






Our focus is purpose-driven development

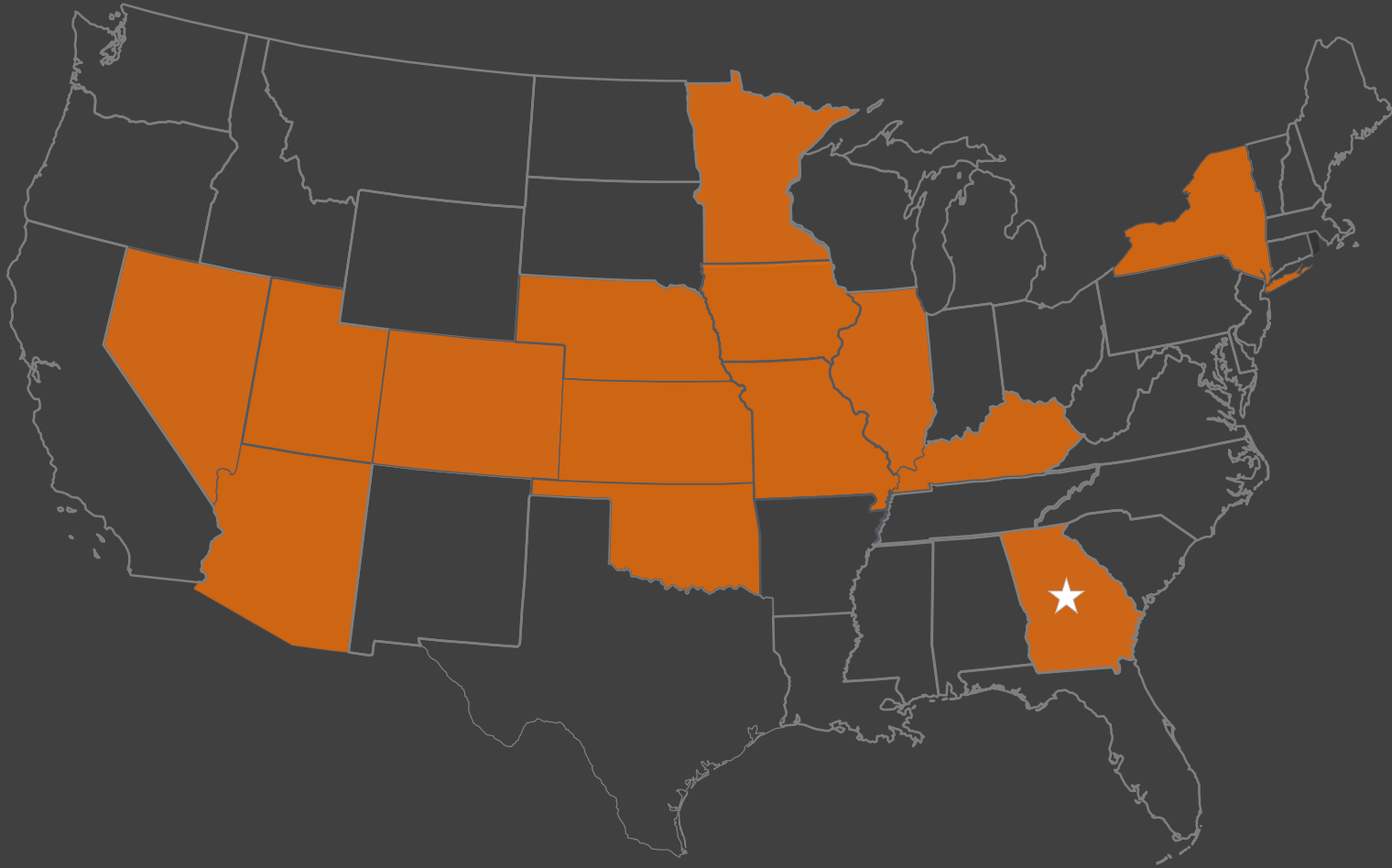
*"...every project we touch has to address a broader community issue, set an example, give back, and inspire the people working on it with a greater sense of purpose."*



through an  
integrated approach

- Development
- Branding
- Construction
- Property Management





spanning more  
than a dozen states

across three distinct areas



Affordable/Supportive



Student Housing



Public Private Partnerships

# Vecino Group's project list

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





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

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

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

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

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





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

## EXPERIENCE

2011–  
PRESENT

### Chief Executive Officer

VECINO GROUP

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

2008–  
PRESENT

### Developer/Owner

MATT MILLER COMPANY

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

## SKILLS

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

## ACCOMPLISHMENTS

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

## EDUCATION

### Bachelors in Political Science & Russia Area Studies

UNIVERSITY OF MISSOURI

### Minor in Photography

UNIVERSITY OF MISSOURI



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

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

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2012

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PRIVATE INVESTMENT FIRM

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

## SKILLS

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

## ACCOMPLISHMENTS

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

## EDUCATION

### Business Administration & Economics

DRURY UNIVERSITY

### Master of Business Administration in Finance

MISSOURI STATE UNIVERSITY





**SHARON GUEST** - *Vecino Group; President, Affordable Housing* As a 20+ year veteran in the affordable housing arena Sharon has been involved in the financing and development of more than 45 affordable housing projects with total development costs exceeding \$550,000,000. In her role, she oversees the strategic direction and operation of all Vecino Group Affordable Housing on a national level. She also provides advisory services for non-profits seeking to do development.a dozen states.

## EXPERIENCE

- 2019–PRESENT**     **President Affordable Housing**  
 THE VECINO GROUP

Leads and oversees strategic development of affordable housing in the southeast region of the US, as well as uses industry experience to guide our team. Works with syndicators, lenders, federal & state agencies and internal team on developments, from inception to completion.
- 2016–2019**     **Senior Vice President**  
 THE BENOIT GROUP, LLC

Oversaw the real estate development operations in the southeast division. Closed four 4% LIHTC/Tax-exempt bond/FHA transactions in under 3 years, totaling more than \$120MM in total development costs.
- 2011–2016**     **President/Vice President**  
 HOUSING DEVELOPMENT CORPORATION OF DE KALB/HOUSING AUTHORITY OF DE KALB

Served dual roles, Vice-President of the Housing Authority of DeKalb County and President of the Housing Development Corporation of DeKalb County, the non-profit arm of the Authority. Provided strategic direction for all real estate transactions for the Housing Authority, including the repositioning of assets and converting the Authority’s portfolio of public housing units to RAD. The Authority’s conversion was the 2nd RAD closing in the country and the first of its size, to convert all its

## SKILLS

- > Strategic/Master Planning
- > Development Project Management
- > Real estate financing to include public & private funding
- > Public & Private Partnerships
- > Operations and Personnel Management
- > Community Engagement/Development

## EDUCATION

- Bachelor of Arts in Speech Communications**  
 THE UNIVERSITY OF GEORGIA
- ULI Center for Leadership**  
 CLASS OF 2020



**HEATHER BRADLEY-GEARY, MSW - Vecino Group; Director / Supportive Housing** Heather’s ultimate goal in life? End homelessness, period. Prior to the Vecino Group, Heather established the Community Initiatives Department at Missouri Housing Development Commission (MHDC). During her time at MHDC, Missouri was one of only five states to decrease homelessness by 15% statewide. Since then, Heather has taken her goal nationwide. Heather serves on the National Board of Social Workers, Greater Kansas City Coalition to End Homelessness, and SAVE, Inc. Boards. In addition, she teaches Social Policy at The University of Kansas.

## EXPERIENCE

- 2014–PRESENT**     **Director of Supportive Housing**  
 THE VECINO GROUP

Collaborate with non-profits, private funders, and government officials to secure funding to develop permanent supportive housing for persons who are homeless. Responsible for lead community meetings in relation to supportive housing initiatives, complete housing applications to secure funding and provide presentations and education on homelessness.
- 2017–PRESENT**     **Adjunct Professor,  
 School of Social Welfare**  
 THE UNIVERSITY OF KANSAS

Provide instruction to social work candidates, with special concentration on social policy.
- 2006–2014**     **Community Initiatives Manager**  
 MISSOURI HOUSING DEVELOPMENT COMMISSION

Oversee homeless assistance programs for the state of Missouri (\$20 million annually), including Housing Trust Fund, Continuum of Care, Homeless Management Information System, Housing First and Emergency Solutions Grant. As well as oversee supportive housing initiative in relation to low-income housing tax credits (\$13.5 million annually).

## SKILLS

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

## PUBLIC SERVICE

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

## EDUCATION

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





DONNELL H. MCGHEE *Vecino Group: Senior Development Project Manager* With 10 years experience in real estate and development, Donnell excels at design/development, financing, underwriting, master planning, management/operations, construction, acquisitions and more. He is widely recognized by peers and superiors as a self-starter and thought leader for proficiency in business development, timely execution of development projects, organization, innovation, and building stakeholder relationships.

## EXPERIENCE

2021–PRESENT

### Senior Development Project Manager

THE VECINO GROUP

Executed and closed \$34.5M real estate development inclusive of 171 units targeting the chronically homeless population in Austin, TX within first four months of employment. Responsible for development of conventionally and publicly financed multi-million real estate developments from deal sourcing through stabilization. Assist leadership with business development efforts by curating public/private relationships throughout the Texas and Georgia markets for mixed use and multifamily real estate developments.

2017–2021

### Development Manager

THE INTEGRAL GROUP, LLC

Developed and executed business plan for \$145M of real estate development by collaborating with architects, engineers, lawyers, property managers, and finance professionals from conception through completion. Cultivated public/private relationships by partnering and collaborating with government entities, community groups, and non-profit organizations to develop 650+ units of mixed use and mixed income housing. Managed and developed pre-development, closing, and construction project budgets for conventionally and publicly financed multi-million developments throughout the Southeast.

## SKILLS

- > Business Development
- > Development Project Management
- > Public/Private Real Estate Financing
- > Budget Analysis
- > Strategic Planning
- > Community Engagement

### ACCOMPLISHMENTS:

- Urban Land Institute: Young Leaders Group
- Project Destined: Team Fellow
- Trained in Argus Enterprise
- Villages at Carver Family YMCA: Volunteer Basketball Coach
- Junior Achievement Volunteer: Classroom instructor for Economics for Success course
- Hospira Associate Hospital Sales Alumni Association Mentor
- NAIOP Case Competition Team Member

## EDUCATION

### Master of Business Administration in Real Estate/Finance Concentration

EMORY UNIVERSITY – GOIZUETA BUSINESS SCHOOL

### Bachelor of Arts in Business Administration and Economics

ILLINOIS WESLEYAN UNIVERSITY



**THE VECINO GROUP**  
Housing for the greater good.

# Mike Willemsen, PMP

## PRESIDENT OF CONSTRUCTION

### ABOUT

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

### EXPERIENCE

2018–PRESENT

#### President of Construction

THE VECINO GROUP

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

2009–2018

#### Senior Project Manager

U.W. MARX CONSTRUCTION

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

### SKILLS

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

### CERTIFICATIONS

30-Hour OSHA Outreach  
CONSTRUCTION SAFETY & HEALTH

ASHE  
HEALTHCARE CONSTRUCTION CERTIFICATE (HCC)

Project Management Professional  
PMP

Project Management Institute  
PMI

### EDUCATION

Bachelor of Science in Global Supply  
Management/Project Management

CLARKSON UNIVERSITY



**THE VECINO GROUP**  
Housing for the greater good.

# Baxter Reecer, AIA, NCARB

## PRESIDENT OF ARCHITECTURE AND DESIGN

### ABOUT

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

### EXPERIENCE

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

THE VECINO GROUP

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

2013–2018 **Project Architect**

FENNELL PURIFOY ARCHITECTS

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

### SKILLS

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

### AFFILIATIONS

American Institute of Architects (AIA)

National Council of Architectural Registration Boards (NCARB)

Arkansas AIA Central Section Representative

Licensed in Arkansas

### EDUCATION

#### Bachelor of Architecture

DRURY UNIVERSITY - SPRINGFIELD, MO

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 1 – Entity Information**

**1b. Certificate of Status**



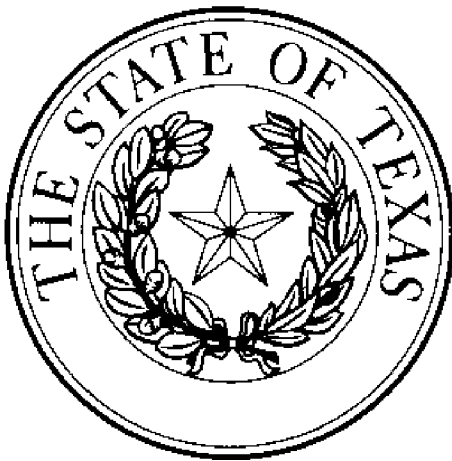
## Office of the Secretary of State

### Certificate of Fact

The undersigned, as Secretary of State of Texas, does hereby certify that the document, Application for Registration for Vecino Bond Group, LLC (file number 802130054), a MISSOURI, USA, Foreign Limited Liability Company (LLC), was filed in this office on December 29, 2014.

It is further certified that the entity status in Texas is in existence.

In testimony whereof, I have hereunto signed my name officially and caused to be impressed hereon the Seal of State at my office in Austin, Texas on November 02, 2022.



A handwritten signature in black ink, appearing to read "John B. Scott".

John B. Scott  
Secretary of State

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 1 – Entity Information**

**1c. Statement of Confidence**

**All Ownership and  
Development Entities  
have housing experience  
in the City of Austin.**

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 2 – Principals Info**

**2a. Resumes of principals**



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### Developer/Owner

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- > Analytical Thinking
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- 10 non-profit board positions

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## EXPERIENCE

2012–  
PRESENT

### President

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### Trader/Owner

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## SKILLS

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

## ACCOMPLISHMENTS

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

## EDUCATION

### Business Administration & Economics

DRURY UNIVERSITY

### Master of Business Administration in Finance

MISSOURI STATE UNIVERSITY

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 2 – Principals Info**

**2b. Resumes of Development Team**



**THE VECINO GROUP**  
Housing for the greater good.

## DEVELOPMENT TEAM

The Vecino Group – in partnership with the Austin Housing Finance Corporation - has engaged the following high-quality development team to oversee the development of Cairn Point Austin at Cameron:

<b>Development Team for Cairn Point Austin at Cameron</b>	
<b>Lead Developer</b>	The Vecino Group Donnell McGhee 305 W. Commercial St. Springfield, MO 65803 (708) 227-7006 dmcghee@vecinogroup.com
<b>Co-Developer</b>	Austin Housing Finance Corporation Patrick Russell 1000 East 11 <sup>th</sup> Street, Suite 200 Austin, TX 78702
<b>Development and Financing Consultant</b>	True Casa Consulting, LLC Jennifer Hicks (512) 203-4417 jennifer@truecasa.net Texas HUB and WBE
<b>Architect</b>	Vecino Design, LLC Baxter Reecer (385) 273-3093 baxter@vecinogroup.com
<b>Engineer</b>	TBD
<b>General Contractor</b>	Vecino Construction, LLC Mike Willemsen (518) 514-8119 Mike@vecinogroup.com
<b>Attorney</b>	Antoinette M. "Toni" Jackson The Banks Law Firm (832) 954-2534 tjackson@bankslawfirm.com
<b>Accountant</b>	Novogradac & Company LLP George F. Littlejohn (512) 349-3211 George.littlejohn@novoco.com
<b>Property Manager</b>	Asset Living Hugh A. Cobb



**THE VECINO GROUP**  
Housing for the greater good.

	(972) 581-0854 hugh.cobb@assetliving.com
<b>ESA Provider</b>	Phase Engineering, Inc. Diana Hendrick (713) 476-9844 Diana@phaseengineering.com
<b>Supportive Service Provider</b>	Caritas of Austin Jo Kathryn Quinn (512) 646-1252 jkquinn@caritasofaustin.org

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



**THE VECINO GROUP**  
Housing for the greater good.

## DEVELOPMENT TEAM

The Vecino Group – in partnership with the Austin Housing Finance Corporation - has engaged the following high-quality development team to oversee the development of Cairn Point Austin at Springdale:

<b>Development Team for Cairn Point Austin at Springdale</b>	
<b>Lead Developer</b>	The Vecino Group Richard Manzardo 305 W. Commercial St. Springfield, MO 65803 (417) 720-1577 Rick@vecinogroup.com
<b>Co-Developer</b>	Austin Housing Finance Corporation Patrick Russell 1000 East 11 <sup>th</sup> Street, Suite 200 Austin, TX 78702
<b>Development and Financing Consultant</b>	True Casa Consulting, LLC Jennifer Hicks (512) 203-4417 jennifer@truecasa.net Texas HUB and WBE
<b>Architect</b>	Vecino Design, LLC Baxter Reecer (385) 273-3093 baxter@vecinogroup.com
<b>Engineer</b>	Civiltude LLC Fayez Kazi (512) 761-6161 fayez@civiltude.com
<b>General Contractor</b>	Vecino Construction, LLC Mike Willemsen (518) 514-8119 Mike@vecinogroup.com
<b>Attorney</b>	Spencer Fane LLP Shawn Whitney (417) 840-6550 swhitney@spencerfane.com
<b>Accountant</b>	Novogradac & Company LLP George F. Littlejohn (512) 349-3211 George.littlejohn@novoco.com



**THE VECINO GROUP**  
Housing for the greater good.

<b>Property Manager</b>	Alpha Barnes Hugh A. Cobb (972) 581-0854 hcobb@abres.com
<b>ESA Provider</b>	Phase Engineering, Inc. Diana Hendrick (713) 476-9844 Diana@phaseengineering.com
<b>Supportive Service Provider</b>	Family Eldercare Kent Herring (512) 628-0421 KHerring@familyeldercare.org

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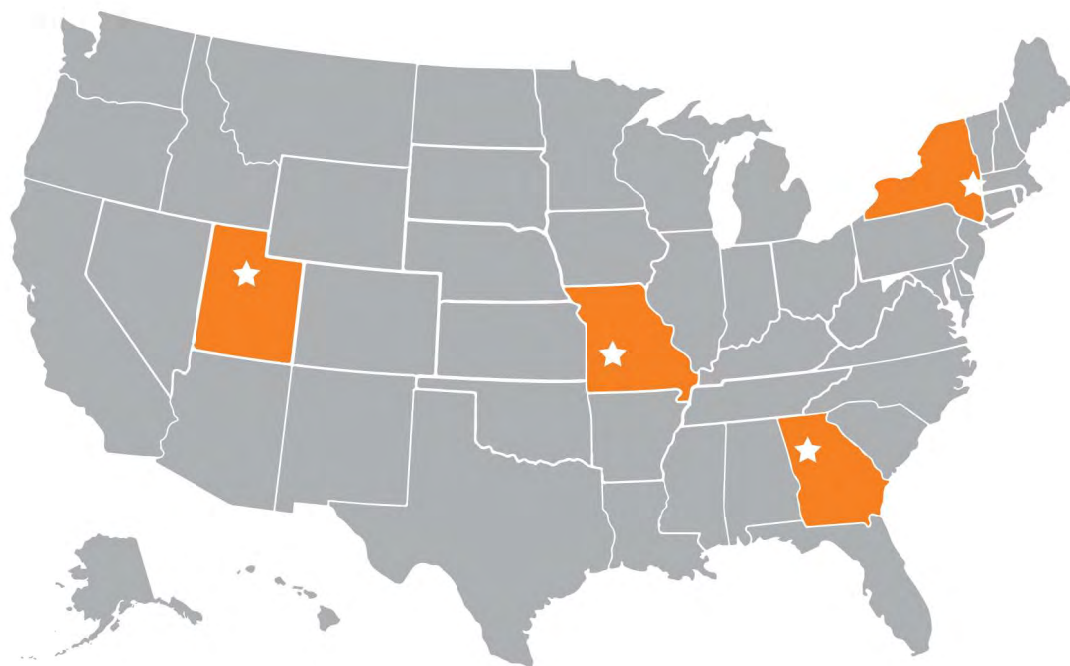
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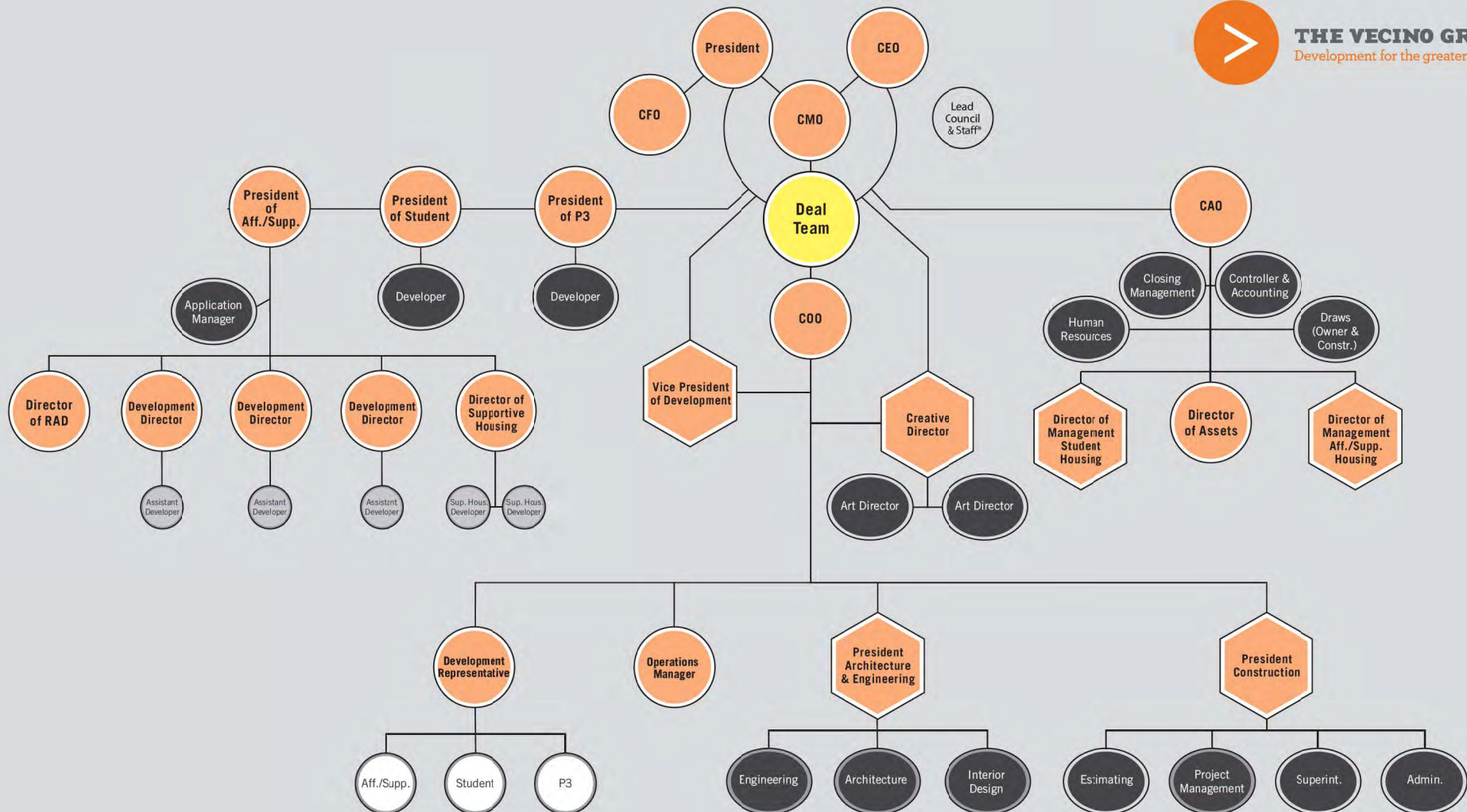


**Formed in 2011** in Springfield, Missouri, the Vecino Group currently manages all of its development and operations through four main hubs:

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

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





## Vertically integrated, seamlessly connected.

With development, design, construction, property management and marketing all working together under one collective roof—and through a central “deal team” the Vecino Group can deliver a higher quality product. Plus, we can better maintain each development’s vision from conception to completion.



**THE VECINO GROUP**  
Development for the greater good.



The Vecino Group is a team of  
**71 talented individuals**  
working throughout the United States.







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- 2016–2019**     **Senior Vice President**  
 THE BENOIT GROUP, LLC  
 Oversaw the real estate development operations in the southeast division. Closed four 4% LIHTC/Tax-exempt bond/FHA transactions in under 3 years, totaling more than \$120MM in total development costs.
- 2011–2016**     **President/Vice President**  
 HOUSING DEVELOPMENT CORPORATION OF DE KALB/HOUSING AUTHORITY OF DE KALB  
 Served dual roles, Vice-President of the Housing Authority of DeKalb County and President of the Housing Development Corporation of DeKalb County, the non-profit arm of the Authority. Provided strategic direction for all real estate transactions for the Housing Authority, including the repositioning of assets and converting the Authority’s portfolio of public housing units to RAD. The Authority’s conversion was the 2nd RAD closing in the country and the first of its size, to convert all its

**SKILLS**

- > Strategic/Master Planning
- > Development Project Management
- > Real estate financing to include public & private funding
- > Public & Private Partnerships
- > Operations and Personnel Management
- > Community Engagement/Development

**EDUCATION**

- Bachelor of Arts in Speech Communications**  
 THE UNIVERSITY OF GEORGIA
- ULI Center for Leadership**  
 CLASS OF 2020



**HEATHER BRADLEY-GEARY, MSW** - *Vecino Group; Director / Supportive Housing* Heather’s ultimate goal in life? End homelessness, period. Prior to the Vecino Group, Heather established the Community Initiatives Department at Missouri Housing Development Commission (MHDC). During her time at MHDC, Missouri was one of only five states to decrease homelessness by 15% statewide. Since then, Heather has taken her goal nationwide. Heather serves on the National Board of Social Workers, Greater Kansas City Coalition to End Homelessness, and SAVE, Inc. Boards. In addition, she teaches Social Policy at The University of Kansas.

## EXPERIENCE

- 2014–PRESENT**     **Director of Supportive Housing**  
 THE VECINO GROUP

Collaborate with non-profits, private funders, and government officials to secure funding to develop permanent supportive housing for persons who are homeless. Responsible for lead community meetings in relation to supportive housing initiatives, complete housing applications to secure funding and provide presentations and education on homelessness.
- 2017–PRESENT**     **Adjunct Professor,  
 School of Social Welfare**  
 THE UNIVERSITY OF KANSAS

Provide instruction to social work candidates, with special concentration on social policy.
- 2006–2014**     **Community Initiatives Manager**  
 MISSOURI HOUSING DEVELOPMENT COMMISSION

Oversee homeless assistance programs for the state of Missouri (\$20 million annually), including Housing Trust Fund, Continuum of Care, Homeless Management Information System, Housing First and Emergency Solutions Grant. As well as oversee supportive housing initiative in relation to low-income housing tax credits (\$13.5 million annually).

## SKILLS

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

## PUBLIC SERVICE

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

## EDUCATION

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





DONNELL H. MCGHEE *Vecino Group: Senior Development Project Manager* With 10 years experience in real estate and development, Donnell excels at design/development, financing, underwriting, master planning, management/operations, construction, acquisitions and more. He is widely recognized by peers and superiors as a self-starter and thought leader for proficiency in business development, timely execution of development projects, organization, innovation, and building stakeholder relationships.

## EXPERIENCE

2021–PRESENT

### Senior Development Project Manager

THE VECINO GROUP

Executed and closed \$34.5M real estate development inclusive of 171 units targeting the chronically homeless population in Austin, TX within first four months of employment. Responsible for development of conventionally and publicly financed multi-million real estate developments from deal sourcing through stabilization. Assist leadership with business development efforts by curating public/private relationships throughout the Texas and Georgia markets for mixed use and multifamily real estate developments.

2017–2021

### Development Manager

THE INTEGRAL GROUP, LLC

Developed and executed business plan for \$145M of real estate development by collaborating with architects, engineers, lawyers, property managers, and finance professionals from conception through completion. Cultivated public/private relationships by partnering and collaborating with government entities, community groups, and non-profit organizations to develop 650+ units of mixed use and mixed income housing. Managed and developed pre-development, closing, and construction project budgets for conventionally and publicly financed multi-million developments throughout the Southeast.

## SKILLS

- > Business Development
- > Development Project Management
- > Public/Private Real Estate Financing
- > Budget Analysis
- > Strategic Planning
- > Community Engagement

### ACCOMPLISHMENTS:

- Urban Land Institute: Young Leaders Group
- Project Destined: Team Fellow
- Trained in Argus Enterprise
- Villages at Carver Family YMCA: Volunteer Basketball Coach
- Junior Achievement Volunteer: Classroom instructor for Economics for Success course
- Hospira Associate Hospital Sales Alumni Association Mentor
- NAIOP Case Competition Team Member

## EDUCATION

### Master of Business Administration in Real Estate/Finance Concentration

EMORY UNIVERSITY – GOIZUETA BUSINESS SCHOOL

### Bachelor of Arts in Business Administration and Economics

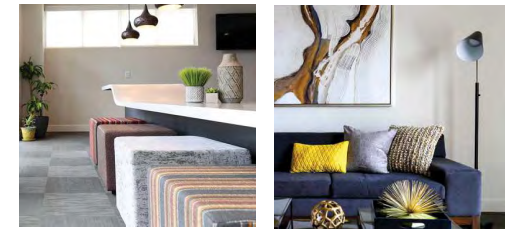
ILLINOIS WESLEYAN UNIVERSITY

# Design/ Architecture

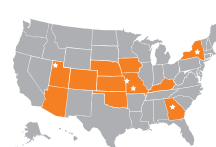
**OUR BACKGROUND** *Vecino Design* is a design collective of thought, talent, passion and action. We are a group with vast experience in investigation, collaboration and the creation of lasting solutions. *Vecino Design* has National expertise in both commercial and residential projects—specializing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

**WHY WE SUCCEED** Architecture and design is our medium; our goal: to spark profound lasting positive change within a community. This is the deciding factor in how we design and manage our work—and can determine whether or not we choose to pursue a project in the first place.

*Vecino Design* approaches each project as a unique experience. We dig deep to discover the core needs and desires of the residents/occupants. We access the influences, character and concerns of the surrounding neighborhood—as well as the greater municipality. By having more conversations with a broader scope of stakeholders, our projects are more successful and fulfilling for all involved. We keep dialogue open throughout the process, allowing the design to grow and flourish. Every line we draw and each space created is informed by individuals, and the work is better for it.



## BY THE NUMBERS



Projects in  
**12**  
States

Licensed in  
**13**  
States\*

## CAPABILITIES

- Historic Rehab & New-Build
- Concept/Schematic Design
- Construction Documents
- Site Programming
- Mechanical/Electrical/Plumbing
- Interior Design
- FF&E Selection and Procurement
- Budgeting/Cost Control
- LEED / Sustainability-focused



**BAXTER REECER** - *Vecino Group; President of Architecture* Overseeing a team of architects, engineers and designers, Baxter is responsible for developments nationwide. Multifamily. P3. Student. Commercial. Residential. With extensive knowledge in all phases of project completion, Baxter paves the way to make Vecino goals a reality.

## EXPERIENCE

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

THE VECINO GROUP

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

### 2013–2018 **Project Architect**

FENNELL PURIFOY ARCHITECTS

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

## SKILLS

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

## AFFILIATIONS

American Institute of Architects (AIA)  
National Council of Architectural Registration Boards (NCARB)  
Arkansas AIA Central Section Representative  
Licensed in Arkansas, Utah, Texas and Colorado

## EDUCATION

### **Master of Architecture**

DRURY UNIVERSITY - SPRINGFIELD, MO





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

## EXPERIENCE

### 2018–PRESENT Director of Design

#### THE VECINO GROUP

Responsible for the overall quality of design for the company's built works. The Director of Design assures that each new project has a strong and meaningful design concept which can be traced through to completion.

### 2015–2017 Senior Design Architect

#### BATES ARCHITECTS

Responsible to lead teams designing hospitality, food and beverage, clinics, commercial mixed use, and civic projects.

### 2008–2015 Architect

#### MIKE HUGHES ARCHITECTS

Responsible for design of hospitality, food and beverage, commercial mixed use, and civic projects.

### 1997–2008 Director of Architecture

#### BASS PRO SHOPS

Led team of in-house designers, artists, drafters, and model makers in expansion of Bass Pro Shops from 4 stores to 50 in ten years. Designed the Wilderness Club at Big Cedar, a Joint Venture resort by Bluegreen Corporation and Bass Pro Shops.

## SKILLS

- > Mark is able to quickly come to an understanding of what will give a project energy and purpose. He is then able to express that in sketches and illustrations. He shares his enthusiasm with stakeholders and the rest of the design team. Mark is committed to the team approach to design and development.

## AFFILIATIONS

American Institute of Architects

AIA

National Council of Architects Registrations Board

NCARB

Volunteer

BOY SCOUTS OF AMERICA

## EDUCATION

### Masters of Architecture

UNIVERSITY OF UTAH

### Bachelor of Science in Social & Behavioral Science—emphasis in Interior Design & Housing

UNIVERSITY OF UTAH

**OUR BACKGROUND**

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

**WHY WE SUCCEED**

From every angle planned to nail driven, we're passionate about details. Why? Because we know that every decision has a direct impact not just on the integrity and character of the structure we create, but also on stakeholder success and—most of all—each resident's experience. Toward this, Vecino Construction possesses a diverse, robust skillset that allows us to establish goals, set the course and motivate teams directly, efficiently and successfully:

We're a truly collaborative team whose skill increases exponentially; our integrated project approach optimizes project results, increases value in the development, reduces waste and maximizes efficiency through all phases of construction.

We believe in informed dialogue among the developer/owner team, the design team and the construction team, commencing at predevelopment and continuing through to project handover.

- **Historic Rehab & New-Build**
- **Concept/Schematic Design**
- **Critical Path Management**
- **Cost Estimating**
- **Structural/Civil Engineering**
- **Mechanical/Electrical/Plumbing**
- **Capital Needs Assessments**
- **Budgeting/Cost Control**
- **Bidding / Proposals**
- **Subcontractor/Crew Supervision**

**WHAT WE CAN DO**

'Park East' (2015) - Three individual, historically-significant buildings located on a single block in Springfield, Missouri were completely rehabilitated into 174,000 combined sq. ft. of mixed use (student housing and commercial).



# General Contractor



**MIKE WILLEMSSEN** - *Vecino Construction; President* With 10+ years of construction experience, Mike has served as project manager on numerous high-profile developments. He has significant experience on projects in multi-family housing, higher education, historic renovation, corporate operations and water/wastewater treatment. His responsibilities include overseeing all Vecino Construction teams.

## EXPERIENCE

### 2018–PRESENT **President**

VECINO CONSTRUCTION

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

### 2009–2017 **Senior Project Manager**

U.W. MARX CONSTRUCTION

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

## SKILLS

- > Strategic Planning
- > Leadership
- > Contract review
- > Coordination & Subcontracting
- > Team building

## EDUCATION

### **Bachelor of Science in Global Supply Management/Project Management**

CLARKSON UNIVERSITY, POTSDAM, NY

#### CERTIFICATIONS/TRAINING

30-Hour OSHA Outreach  
CONSTRUCTION SAFETY & HEALTH

ASHE  
HEALTHCARE CONSTRUCTION CERTIFICATE (HCC)

Project Management Professional  
PMP

Project Management Institute  
PMI



## **TRUE CASA CONSULTING, LLC**

### **Affordable Housing + Supportive Services = *Community Impact***

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

True Casa Founder Jennifer Hicks has over 20 years of affordable housing development and finance experience working for Foundation Communities - the State's premier nonprofit, affordable housing developer. As Director of Housing Finance, Hicks led the development of 14 innovative and high-impact communities that provided 1,559 units of affordable housing. While at Foundation Communities, Hicks also helped create and implement the first supportive housing model in Austin and grew the model to 783 units before her departure. In her current consulting capacity, Hicks has continued working with nonprofits to help structure and access capital for permanent supportive housing projects in Texas. Hicks' passion and expertise is centered around high-impact housing and enjoys the complexity and challenge these projects provide.





## TRUE CASA CONSULTING, LLC

### Jennifer Hicks - Founder, True Casa Consulting, LLC.

#### Experience:

2017 - Present

#### Founder

*True Casa Consulting, LLC. — Austin, TX*

- Founded boutique consulting firm focused on mission-driven and impactful affordable housing development and supportive service programming.

2002 - 2017

#### Director of Housing Finance

*Foundation Communities, Inc. — Austin, TX*

- Identified subsidy and conventional financing options for projects – secured grants and loans from public and private sources (\$218 million) for the acquisition and rehabilitation of 14 communities (1,559 units) and two learning centers.
- Led the development of Foundation Communities’ supportive housing model for extremely low income and homeless single adults and families. Since 2001, developed 783 units of supportive housing.
- Identified, secured and structured funding for each affordable housing community. Since 2001, secured over \$218 million of grants and loans from public and private sources for pipeline development.
- Coordinated application and closing of funds from the following sources: conventional banks, tax credit equity investors, Low Income Housing Tax Credit program, City of Austin Rental Housing Development Assistance Program, HOME, Community Development Block Grant Program, Federal Home Loan Bank, NeighborWorks America, HUD 221(d)(4) and Capital Magnet Fund.
- Facilitated the refinancing of eligible properties in the FC portfolio. Since 2001, have facilitated six refinances.
- Led the Real Estate Development Committee of the Foundation Communities Board of Directors responsible for guiding the growth of the organization.
- Planned development criteria and assisted with evaluation and negotiation of potential development projects.
- Helped manage funder compliance and reporting.
- Maintained compliance with tax exemption requirements for 22 property portfolio.

#### Education:

**Master of Public Affairs** ..... May 2002

LBJ School of Public Affairs, Austin, Texas

- Master’s Report: “Reinventing S.R.O.’s: Homes for the Single, Working Poor”

**B.A. in Journalism** ..... May 1999

Texas Tech University, Lubbock, Texas

- Texas Valedictorian Scholarship
- Hutcheson Endowed Journalism Scholarship

# TRUE CASA CONSULTING

Project	New/Rehab	Units	Project Type	Financing	Yr Complete	Income Mix
Arbor Terrace, Austin, TX	Rehab	120	Supportive Housing	NSP, City of Austin, FHLB Atlanta	2012	90 units – 30% MFI 30 units – 50% MFI
Bluebonnet Studios, Austin, TX	New	107	Supportive Housing	9% LIHTC, City of Austin RHDA Program, FHLB San Francisco, TCAP, Enterprise Green Communities	2016	22 units – 30% MFI 21 units – 40% MFI 64 units – 50% MFI
Burnet Place Apartments, Austin, TX	New	61	Supportive Housing for Persons Living with HIV/AIDS	City of Austin RHDA, TDHCA MFDL, FHLB San Francisco, Private Fundraising	Under Development	13 units – 30% MFI 13 units – 40% MFI 35 units – 50% MFI
Capital Studios, Austin, TX	New	135	Supportive Housing	9% LIHTC, City of Austin RHDA Program, FHLB San Francisco, Enterprise Green Communities,	2014	27 units – 30% MFI 27 units – 40% MFI 81 units – 50% MFI
Cardinal Point, Austin, TX	New	120	Family	9% LIHTC, City of Austin RHDA Program, FHLB AHP	2017	12 units – 30% MFI 60 units – 50% MFI 48 units – 60% MFI
The Commons at St. Anthony's, Amarillo, TX	Adaptive Reuse	124	Senior	9% LIHTC, State and Federal Historic Tax Credits	Under Development	13 units – 30% MFI 25 units – 50% MFI 86 units – 60% MFI
Eastern Oaks Apartments, Austin, TX	Rehab	30	Family	TDHCA MFDL and RHDA Program	2021	All units below 30% MFI
Espero Austin at Rutland, Austin, TX	New	171	Supportive Housing	4% HTC/PAB, City of Austin RHDA, TDHCA MFDL, FHLB Dallas	Under Construction	48 units – 30% MFI 38 units – 50% MFI 85 units – 60% MFI
Garden Terrace, Austin, TX	Rehab/New	123	Supportive Housing	City of Austin RHDA funding, FHLB AHP, TDHCA HOME, Section 8	2003, 2008, 2017	45 units – 30% MFI 75 units – 50% MFI 3 units – UR
Homestead Oaks, Austin, TX	New	140	Family	9% LIHTC, City of Austin RHDA Program, HUD 221(d)(4) loan, FHLB AHP	2015	14 units – 30% MFI 70 units – 50% MFI 42 units – 60% MFI 14 units – MKT
Manor Town II, Manor, TX	New	20	Seniors	TDHCA MFDL, FHLB AHP	Under Development	20 units at 30% MFI
Oaklawn Place, Dallas, TX	New	87	Seniors	9% LIHTC, City of Dallas, TIF, FHLB Dallas	Under Development	21 units – 30% MFI 34 units – 50% MFI 29 units – 60% MFI
The Jordan at Mueller, Austin, TX	New	132	Family	9% LIHTC, City of Austin RHDA Program, FHLB San Francisco	2019	14 units – 30% MFI 66 units – 50% MFI 52 units – 60% MFI
Lakeline Station, Austin, TX	New	128	Family	9% LIHTC, City of Austin RHDA Program, Department of Justice Funds	2017	13 units – 30% MFI 64 units – 50% MFI 51 units – 60% MFI
Libertad Austin at Gardner, Austin, TX	New	198	Family	4% HTC/PAB, City of Austin RHDA, PBRA	In Development	30 units – 30% MFI 168 units – 60% MFI
Live Oak Trails, Austin, TX	New	58	Family Supportive Housing	9% LIHTC, City of Austin RHDA	2017	12 units – 30% MFI 12 units – 40% MFI 34 units – 50% MFI

# TRUE CASA CONSULTING

M Station, Austin, TX	New	150	Family	9% LIHTC, City of Austin RHDA Program, FHLB San Francisco	2011	15 units – 30% MFI 75 units – 50% MFI 45 units – 60% MFI 15 units – MKT
Roosevelt Gardens, Austin, TX	New	40	Supportive Housing for Persons Living with HIV/AIDS	City of Austin RHDA, TDHCA MFDL, FHLB San Francisco	Under Construction	14 units – 30% MFI 26 units – 50% MFI
Sierra Vista, Austin, TX	Rehab	238	Family	9% LIHTC, City of Austin RHDA Program, FHLB San Francisco	2012	24 units – 30% MFI 166 units – 50% MFI 48 units – 60% MFI
Spring Terrace, Austin, TX	Rehab	142	Supportive Housing	City of Austin RHDA, TDHCA HOME and HTF, FHLB Dallas	2006	14 units – 30% MFI 126 units – 50% MFI 2 units – UR
Skyline Terrace Austin, TX	Rehab	100	Supportive Housing	9% LIHTC, City of Austin RHDA, TDHCA HOME, FHLB San Francisco	2008	72 units – 30% MFI 28 units – 40% MFI
Talia Homes at Lamppost	New	16	Family	City of Austin RHDA	2021	
Thomas Square Apartments	Rehab	40	Seniors	9% LIHTC, HUD RAD for PRAC	Under Development	4 units – 30% MFI 16 units – 50% MFI 19 units – 60% MFI 1 staff unit
Waterloo Studios, Austin, TX	New	132	Supportive Housing	9% LIHTC and City of Austin RHDA Program	2020	26 units – 30% MFI 26 units – 40% MFI 80 units – 50% MFI
William Booth (Bell Crest), Houston, TX	Rehab	64	Elderly	9% LIHTC	Under Development	7 units – 30% MFI 26 units – 50% MFI 30 units – 60% MFI
<b>TOTALS</b>		<b>2,646</b>				
<b>Supportive Housing</b>		<b>1,189</b>				

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 2 – Principals Info**

**2c. Resumes of Property  
Management Team**





**Connie Quillen is Vice President** in Austin, Texas. Connie oversees the operations and activities of six regional supervisors and managers, a total of 6,000 apartment units. The portfolio contains affordable housing, conventional and senior housing assets. As Vice President, Ms. Quillen is responsible for the operational, contractual and regulatory performance of the assets. In her role as investment manager, she maintains regular and informative contact with asset investors and clients.

Ms. Quillen holds a degree in Business Administration from Central Texas College. Connie began her career in property management in 1991 as a property manager. She worked for the Travis County Housing Authority with responsibility for Public Housing and then as its Director of Assisted Housing. Connie joined Asset Living in 2001 and was promoted to Regional Supervisor in 2003. After rising to the role of Senior Regional Supervisor, Connie was promoted to Vice President in December 2018. Connie's experience with Public Housing and Section 8 makes her invaluable to clients with difficult to manage properties with high levels of rental assistance. She has been responsible for the operations of literally dozens of Low-Income Housing Tax Credit (LIHTC) and Project Based Section 8 properties across Texas over the past 15 years.

Ms. Quillen is a licensed Texas real estate broker. She is a Housing Credit Certified Professional (HCCP), a Certified Apartment Portfolio Supervisor (CAPS), a Public Housing Manager (PHM) and a Section 8 Housing Manager (SHM).



**Koren Actouka** serves as a Regional Supervisor for Asset Living. In her role, she manages, directs and implements strategies to ensure the successful achievement of operational efficiencies and profitability for clients and their assets. Koren offers her clients expertise in a diverse collection of management activities including resident relations, vendor management, lease compliance, and contract negotiation. She directly supervises the activities of all property managers and regional office staff for a portfolio of properties targeting positive financial results. Ms. Actouka supervises 10 assets, totaling almost 1,000 units comprised of Low-Income Housing Tax (LIHTC) housing, Senior and conventional properties.

Koren began her property management experience in 1998 on the facilities maintenance staff where she was promoted to leasing agent and then manager of a Tax Credit rehab property with site-based housing all within 1 year. Koren was later recruited by a Syndicator as an asset manager with a multi-state portfolio of 13 properties working closing with the underwriters and the state financing agency to ensure the success of the all the developments. She oversaw the management of 5 LIHTC, HOME and BOND Communities with over 700 combined units until joining Asset Living as a property manager in 2007. After assisting with several initial lease ups of (LIHTC) projects, she became an executive Assistant and was promoted to Regional Supervisor in 2018

Koren is a Certified Credit Compliance Professional (C3P), a Certified Occupancy Specialist (COS) and a Housing Credit Certified Professional (HCCP)



**Trista is Controller** at Asset Living. As a Corporate Department Head, Trista provides critical support to the daily site and regional property operation. At Asset Living, our clients meet their financial goals when we support the needs of our customers at the point of service. Administrative productivity and efficiency are essential. Trista manages corporate accounting for all Asset Living offices, including internal employee reimbursements and cost allocations where appropriate. Ms. Browning maximizes technology to accomplish and meet deadlines in a timely and accurate manner.

Ms. Browning received her Associates degree and attended both the University of North Texas and the University of Texas at Dallas, studying business and accounting. After several year managing commercial and medical offices, Trista joined Asset Living in 1997. Initially responsible for the property accounting for all assets, she also managed software migrations and new property integrations. As the client services division grew, in 2009 Ms. Browning focused her efforts in the role of Controller. She continues to inform and provide support to company auditors, ensuring accuracy and timeliness of corporate reporting and works collaboratively with client accounting services.

Trista is an active member of the Institute of Finance and Management.



**Terri Turner is Director of Accounts Payable.** As a Corporate Department Head, Terri provides critical support to the daily site and regional property operation. At Asset Living, our clients meet their financial goals when we support the needs of our customers at the point of service. Administrative productivity and efficiency are essential. Terri ensures property and regional payables and receivables are posted accurately and timely. Terri directs a team of four accounts payable specialists who each support a portfolio of properties based on client needs. Her team is trained to interact positively with supplier partners, residents and clients regarding payables at their assets.

Terri studied at Southern Arkansas University Tech. The first five years of Terri's work history were in bookkeeping and office administration in a retail business. Her real estate management career started in 1993 in the role as Manager at both conventional and tax credit properties. Her experience in the property offices taught her the value of the payable's relationship with the owner. She joined Asset Living in 1999 as an Assistant Manager and was responsible for receivables and payables processing on site. Upon her arrival, she instituted system checks and balances and portfolio assignments to heighten efficiencies.

In 2007, the Terri was promoted to the corporate office in the Accounts Payable Department. She quickly assumed a leadership role and now serves at the Director of Accounts Payable.



**Lori Erbst is Director of Compliance.** As a Corporate Department Head, Lori provides critical support to the daily site and regional property operation. At Asset Living, our clients meet their financial goals when we support the needs of our customers at the point of service. Administrative productivity and efficiency are essential. Lori specifically directs the administration of the Asset Living compliance department, overseeing 18 specialists who ensure the regulatory and contractual obligations are met at all levels with local and state housing and support agencies. Ongoing training and support of site personnel is a key performance indicator. First year files, tenant income certifications and renewals and audit preparation and findings corrections are managed by Ms. Erbst.

Lori attended Dallas County Community College and began her career in property management in Dallas in 1996 with an owner/developer of Low-Income Housing Tax Credit (LIHTC) properties. In 2001, she joined Asset Living as a compliance specialist and was promoted to Director of Compliance in 2007. Over time, the department grew to a manager and six specialists. Lori's extensive knowledge and experience with Housing Tax Credit, HOME, BOND, Housing Trust Fund and the Affordable Housing Disposition program make her invaluable to our clients and staff members. Additionally, through strong business relationships, Lori is able to work closely with all state agencies and maintain a respected partnership.

Lori participates regularly in training offered by the Texas Department of Housing and Community Affairs. Ms. Erbst is a Certified Credit Compliance Professional (C3P), a Housing Credit Certified Professional (HCCP) and a National Compliance Professional (NCP).



**Rebecca Rodriguez Alonzo is the Director of Business Development for Asset Living.** In this role, Ms. Alonzo is responsible for the strategic support of Asset Living clients and investors, offering extensive asset analysis and reporting, strategic recommendations for value growth and new and additional business model development. She serves as an essential liaison between clients, suppliers and the Asset Living' Executive, Business Development and Accounting teams. The firm continues to grow both its statistical footprint and status as a leading operator of affordable housing and a proven asset value-enhancer.

Ms. Alonzo holds a Bachelor of Arts degree in Sociology from The University of Texas, Arlington. She began her career in property management in 1998. Her Property Management involvement includes on-site operations, project management, business development, and multi-family housing marketplace. With a specialty in contract administration, Rebecca is able to oversee the smooth transition of property acquisitions, due diligences and take over management, including working closely with HUD, TDHCA, and the local Housing Authorities. Ms. Alonzo joined Asset Living in mid-2017 and has intentionally grown her knowledge and experience with HUD and Low-Income Housing Tax Credit (LIHTC) requirements, making her invaluable to clients and staff members.

Ms. Alonzo is a Certified Apartment Portfolio Supervisor (CAPS) and a Housing Credit Certified Professional (HCCP).

Property	City	State	Zip	Units	Region	Description	AFFORDABLE UNITS	SENIOR UNITS	LIHTC UNITS	AHDP	538 USDA Loans	CDBG funded units	HOME funded units	HOPE VI funded units	HAP units	(202) PRAC	Section 811 funded units	HUD Loan 207, 221d4, 223f, 223a
Allegre Point	Austin	TX	78728	184	Central Texas	Family	Yes	0	180	0	N	0	0	0	0	0	10	Y
Forest Park Apartments	Austin	TX	78753	228	Central Texas	Family	Yes	0	228	0	N	0	0	0	0	0	0	Y
Heritage Estates at Owen Tech	Austin	TX	78728	174	Central Texas	Seniors	Yes	174	174	0	N	0	0	0	0	0	0	N
Lyons Gardens	Austin	TX	78702	54	Central Texas	Seniors	No	54	0	0	N	0	0	0	0	54	0	N
Reserves at Springdale	Austin	TX	78723	292	Central Texas	Family	Yes	0	292	0	N	0	0	0	0	0	0	N
Silver Springs Apartments	Austin	TX	78753	360	Central Texas	Family	Yes	0	360	0	N	0	0	0	0	0	0	Y
St. George's Court	Austin	TX	78752	60	Central Texas	Seniors	No	60	0	0	N	0	0	0	0	60	0	N
Urban Oaks	Austin	TX	78745	194	Central Texas	Family	Yes	0	194	0	N	0	0	0	0	0	0	N
Urban Villas	Austin	TX	78722	90	Central Texas	Family	No	0	0	0	N	0	0	0	0	0	0	N
Val Dor II	Austin	TX	78752	178	Central Texas	Family	No	0	0	0	N	0	0	0	0	0	0	N
Works at Pleasant Valley II, The	Austin	TX	78702	29	Central Texas	Family	Yes	0	29	0	N	0	0	0	0	0	0	N
Works at Pleasant Valley, The	Austin	TX	78702	45	Central Texas	Family	Yes	0	42	0	N	0	0	0	0	0	10	N

HUD Program/Financing	TOTAL UNITS	44,730	HAP UNITS	1,104
	TOTAL PROPERTIES	329	HAP PROPERTIES	13
	SENIOR UNITS	8,137	811 UNITS	192
	SENIOR PROPERTIES	76	811 PROPERTIES	20
New Construction/Lease Up	LIHTC UNITS	23,488	PRAC UNITS	351
	LIHTC PROPERTIES	206	PRAC PROPERTY	9
	AFFORDABLE UNITS	24,549	HUD FINANCED UNITS	9,391
	AFFORDABLE PROPERTIES	216	HUD FINANCED PROPERTIES	62
Dallas East				

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

---

**Attachment 3 – Financial Info**

**3a. Federal IRS Certification**

**NOT  
APPLICABLE**

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

---

**Attachment 3 – Financial Info**

**3b. Certified Financial Audit**

**NOT  
APPLICABLE**

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

---

**Attachment 3 – Financial Info**

**3c. Board Resolution**

**NOT  
APPLICABLE**



**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

---

**Attachment 3 – Financial Info**

**3d. Financial Statements**

**FINANCIAL  
STATEMENTS  
TO BE  
PROVIDED  
UNDER  
SEPARATE  
COVER**

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

---

**Attachment 3 – Financial Info**

**3e. Funding Commitment Letters**

## **Financing Narrative**

### **CAIRN POINT AUSTIN AT CAMERON - AUSTIN, TEXAS**

#### **Construction Sources and Uses**

The construction funding sources include a tax-exempt construction bridge loan from Amegy Bank in the amount of \$11,562,500, a construction-to-perm loan in the amount of \$9,847,500, a City of Austin loan in the amount of \$13,800,000 (\$300,000 in pre-development funds requested in this application cycle and \$6,400,000 in acquisition and \$7,100,000 in hard/soft costs for consideration in a future application cycle due to lack of funding available), and investor equity from Red Stone Equity Partners, LLC in the amount of \$4,354,305.

The construction bridge loan will carry an interest rate of 6.50% and will require interest-only payments during the construction period. The construction-to-perm loan will carry an interest rate of 7% with interest only payments during construction.

Equity will be advanced from Red Stone Equity Partners, LLC in the estimated amount of \$4,354,305 disbursed during the construction phase. The exact amount may be adjusted based on adjusters to be defined in the partnership agreement. The syndication proceeds are to be based on \$0.86 per dollar of tax credits and a projected tax credit allocation of \$1,456,902.

The developer is applying for \$13,800,000 in funding from the Austin Housing Finance Corporation (City of Austin). \$6,400,000 is requested in this application cycle for acquisition of the site and \$300,000 in pre-development funding to cover application third party reports and fees. The balance of the funding - \$7,100,000 – is currently needed to fund the construction hard and soft costs, but can be deferred to a future application cycle. The source of the funds is general obligation bond funding administered through the City's Rental Housing Developer Assistance program/and or Capital Metro funding that is not Federal. The loan will be used for acquisition costs. Terms of the loan will be for a minimum of 40 years at zero percent interest. Soft repayment of the loan will be based on cash flow.

#### **Permanent Sources and Uses**

The total equity available from Red Stone Equity Partners, LLC as a permanent source of funding will be \$12,440,870.

The permanent loan from Amegy Bank will be in the amount of \$9,847,500 with a 7.00% rate, a 17 year term and 40 year amortization.

The developer is applying for \$13,800,000 in funding from the Austin Housing Finance Corporation (City of Austin). \$300,000 in pre-development funding to cover application third party reports and fees is being requested in this round. The balance of the funding - \$6,400,000 to be used for acquisition and \$7,100,000 to fund the construction hard and soft costs can be deferred to a future application cycle if funds are not available. The source of the funds is general obligation bond funding administered through the City's Rental Housing Developer Assistance program/and or Capital Metro funding that is not Federal. The loan will be used for acquisition costs. Terms of the loan will be for a minimum of 40 years at zero percent interest. Soft repayment of the loan will be based on cash flow.

Finally, the developer is prepared to make up any gap in sources and uses by deferring the developer fee. Currently, the permanently deferred developer fee is projected at \$1,335,564 and can be paid back from cash flow prior to year fifteen of operations.



Devin Hancock  
Senior Vice President  
4576 Research Forest Drive  
The Woodlands, TX 77381

**Via: E-Mail**

**November 2, 2022 (updated from April 14, 2022)**

Donnell McGhee  
Vecino Group

RE: Carin Point

Dear Donnell,

Zions Bancorporation, N.A dba Amegy Bank ("Lender") is interested in providing financing for the Property, as described below. Based on our discussions and the information you have presented to us, I am pleased to present the following "Term Sheet" as a preliminary outline of financing for your consideration. In this regard, I present the following proposed loan terms for your consideration:

### **General Information**

- Borrower:** A to be formed single asset entity (the "Borrower").
- Structure:** Construction financing through a loan ("Mortgage Loan") made by the bond issuer ("Issuer") with the proceeds from the sale to Lender of the Issuer's tax-exempt bonds ("Bonds"). The Bonds will be serviced by ZBNA Corporate Trust as "Trustee" and purchased by Lender. The proceeds of the Bonds will be deposited at closing with the Trustee and invested in certain agreed upon investments until disbursed by Trustee based on requisitions made by Borrower and approved by Lender under the terms of the Mortgage Loan.
- Property:** A 150- unit affordable multifamily rental housing project targeted for seniors to be constructed at 7205 Cameron Rd Austin, Texas 78752 (the "Property").
- Purpose:** To provide a "Mortgage Loan" for acquisition, construction and permanent financing of a multifamily rental housing property and related facilities and improvements.
- Security:** A valid, first lien encumbering the Property along with an assignment of the plans, specs, equity contributions, leases, rents, architect/engineering contracts, construction contracts, licenses, permits, and other agreements.
- Recourse:** Full recourse to the Borrower. Vecino Group (the "Guarantor" collectively the "Guarantors") must sign a full unconditional guaranty at closing and a construction completion guaranty.

Upon satisfying the requirements for Amortization Commencement, as outlined in this Term Sheet, the Mortgage Loan will convert to a non-recourse loan and the guaranty shall become limited to certain circumstances occurring, such as fraud, misrepresentation, environmental issues, bankruptcy, etc.

### **Loan Terms**

**Loan Amount:** The tax exempt Mortgage Loan will be in an amount equal to the lesser of (a) \$11,562,500 or (b) 75% of the Property's appraised value, as completed (including the value of the tax credits), based upon Lender's review of an approved third-party appraisal. The Mortgage Loan amount is based upon a total project cost of \$39,654,305.

**Permanent Loan Term Amount:** The "Permanent Loan Term Amount" is estimated to be \$9,847,500. The Permanent Loan Term Amount may not exceed 75% of the Property's appraised value "as stabilized" assuming restricted rents based upon Lender's review of a third-party appraisal, with a minimum underwritten debt service coverage ratio of 1.15 to 1 at project completion and stabilization based upon an underwritten interest rate of 7.00% with a 40-year amortization.

**Equity Investment:** \$12,440,870 or such other amount acceptable by Lender, by tax credit investor who is acceptable to Lender. If at any time during the Loan Term Lender determines that the portion of the Loan Amount not yet advanced is insufficient to complete the remaining construction work due to an increase in the total project cost, Borrower will be required to contribute additional equity equal to the shortage prior to Lender advancing additional loan proceeds.

Equity installments will be used to fund development costs and/or pay down the Mortgage Loan to the Permanent Loan Term Amount.

**Other Sources:** It is anticipated that the project will be receiving a subordinate loan of \$13,800,000 from a to be determined source

**Interest Rate:** The Interest Rate during construction on the Mortgage Loan is calculated by adding a base spread of 2.50% to the 30-day SOFR rate adjusted monthly. Using a 0.5% floor on SOFR. (Currently, underwritten at a 6.50% rate)

The permanent loan will be underwritten at 7.0% and locked at the time of closing.

**Loan Term:** The term for the Mortgage Loan will be 17.5 years. (30 months construction period and 15 years permanent period).

At Borrower's option, subject to the terms of the Loan Agreement, the construction period may be extended for (6) six months upon the payment of a .25% extension fee based upon the outstanding principal balance of the Mortgage Loan on that date, and the full and complete satisfaction of certain other conditions as will be specified in the Loan Agreement.

<b>Loan Payments:</b>	Monthly payments for the Mortgage Loan will be interest only for the first 30 months, thereafter converting to principal and interest payments based upon a 35-year amortization period.
<b>Amortization Commencement:</b>	"Amortization Commencement" is the date that the Mortgage Loan begins amortization which occurs after (1) completion of the Project, (2) principal balance of the Mortgage Loan reduced to the Permanent Loan Term Amount, (3) Project occupancy of 90% for 90 days, (4) operating performance at a debt coverage ratio of no less than a 1.15 to 1 for 90 days and (5) satisfaction of the limited partnership requirements. Amortization Commencement is not to occur later than 30 months from loan closing. The debt coverage ratio calculation will include principal, interest, operating expenses, any and all taxes payable, insurance and replacement reserves, and use the actual rate locked at closing and a 40-year amortization.
<b>Construction Completion:</b>	Project construction must be completed within 18 months of loan closing.
<b>Construction Contract:</b>	Borrower must provide one or more, fixed cost construction contract(s) for an aggregate cost consistent with the budget approved by Lender. Lender must approve the financial condition of the Contractor(s) to determine if any bonding will be required. Any lien rights of the Contractor(s) shall be subordinate to liens of the Lender.
<b>Advances:</b>	<p>Project costs will first be funded from the equity deposited with Lender (as it is funded) and second from the proceeds of the Secondary Loan (as it is funded according to its terms) and thirdly from the Mortgage Loan. None of the proceeds of the Mortgage Loan will be made available to Borrower unless and until the entire amount of the first equity payment has been deposited with Lender and disbursed to Borrower in accordance with the terms of the Loan Agreement</p> <p>Construction draws can be submitted for consideration by Lender on monthly basis. All advances are subject to the terms of the Loan Agreement and other loan documents which use percentage of completion with a 10% retainage (except for materials) for determining each advance. When the stage of construction is determined to be 90% complete, the retainage held will be reduced to 5%.</p> <p>When the stage of construction is determined to be 50% complete, Borrower may request a release of retainage for the initial subcontractors whose work is complete. Borrower must provide to Lender a list detailing each subcontractor, the original contract amount and the retainage amount to be released. At the draw following the release of retainage, the Borrower must supply a final lien waiver from each of the released subcontractors.</p>
<b>Developer Fees &amp; Overhead:</b>	Developer fees and overhead may be paid based on a mutually agreed upon schedule between the Lender and the tax credit investors.
<b>Inspections:</b>	An independent inspection firm will verify draw requests involving hard construction costs. The cost of the inspections will be paid for by the Borrower. Any testing reports that the Borrower receives during

construction should be forwarded to Lender so these reports can be provided to Lender's inspecting engineer.

**Prepayment:** No Loan prepayment penalty, but swap breakage costs will apply.

### **Funds and Accounts**

**Tax and Insurance Escrow:** An escrow account will be required for real estate taxes, assessments and insurance premiums commencing the month following conversion.

**Capital Improvement Reserve:** The Lender will establish a designated escrow account for the Capital Improvements Reserve. Borrower shall make monthly deposits to said account in the amount of \$3,000 per month for replacement items commencing the month following conversion.

**Reserves:** A Rent Up Reserve must be included in the development budget equal to \$80,000. These funds may be drawn during the lease-up phase up until Amortization Commencement.

An Operating Reserve must be included in the development budget equal to \$791,015 for future operating deficits after Amortization Commencement.

### **Deposits and Fees**

**Expense Deposit:** An Expense Deposit is not required. However, Borrower agrees to pay for any Lender ordered third party reports, such as the appraisal.

**Origination Fee:** Borrower agrees to pay to Lender non-refundable "Origination Fees" in an amount equal to 1% of the Mortgage Loan amount and 1% of the Permanent Loan Amount at closing.

**Legal Fees:** Borrower agrees to pay Lender's legal fees incurred in connection with the preparation and negotiation of the loan documents.

**Broker Fees:** It is Lender's understanding that no mortgage broker is involved in this transaction. No broker's fees will be paid by Lender or from any fees due Lender.

THIS TERM SHEET REFLECTS LENDER'S PRELIMINARY INTEREST IN EXPLORING THE POSSIBILITY OF A CREDIT ARRANGEMENT AND WILL NOT BE BINDING ON THE LENDER OR THE ADDRESSEE. The terms proposed herein are subject to revision at Lender's discretion. Should Lender enter into a credit relationship with the borrower, documents may contain additional or different terms, covenants, and conditions. This term sheet may not be contradicted by evidence or any alleged oral agreement, may not be disclosed, and may not be relied upon for any purpose without Lender's prior written consent.

This term sheet is provided as an outline of terms only and is not to be considered a commitment by Lender to lend at a contract rate of interest. Any commitment by Lender is subject to further due diligence, including but not limited, to the following:

- The receipt, review and acceptance of an appraisal to be commissioned by Lender,



- The receipt, review and acceptance of an environmental report for the project,
- Verification of the source of the Equity Investment,
- Evidence of permissive zoning, adequacy of parking, and flood zone determination,
- a review of the apartment market in Longview, Gregg County, Texas,
- Acceptability of the financial condition, credit worthiness and references of the Borrower and each Guarantor with no material change in the information prior to closing, and
- Review and final approval by the loan committee of Lender.

Ray Miller

November 2, 2022

Donnell McGhee  
Vecino Group

*Re: Cairn Point Austin*

Dear Donnell,

Red Stone Equity Partners, LLC (“RSEP”) is pleased to provide this letter of interest for Cairn Point Austin (the “Project”). It is our understanding that your proposal consists of the new construction of 150 senior and PSH apartments located in Austin, TX. Syndication of federal Low Income Housing Tax Credits (“LIHTCs”) would provide part of the necessary financing to develop the Project. We anticipate that the excepted \$1,446,902 in annual LIHTCs would generate \$12,440,870 in tax credit equity to the Partnership which equates to \$0.86 per dollar of LIHTCs. Additional underwriting terms are as follows:

Equity Pay In Schedule:	15% closing, 20% at completion, 60% at conversion, 5% at 8609
Syndication Fees:	\$50,000

This letter of interest is neither an expressed nor implied commitment by RSEP or any of its affiliates to provide equity financing to the Project. Any such commitment shall only be as set forth in a to-be-negotiated letter of intent and agreement of limited partnership and will be subject to, among other things, (i) satisfactory transaction structure and documentation, (ii) satisfactory due diligence, including third party reports, and (iii) approval of RSEP investment committee. RSEP acknowledges and approves the \$21,500,000 construction loan as well as the \$9,847,500 permanent loan at 7.00% interest rate and a 40 year amortization as well as a soft AHFC Loan of \$13,800,000 at a 0.00% interest rate and a no amortization.

RSEP is pleased to have the opportunity to work with Vecino and AHFC in pursuing the tax credit equity investment for Cairn Point Austin.

Sincerely,



Andy Markenson  
Senior Vice President



**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

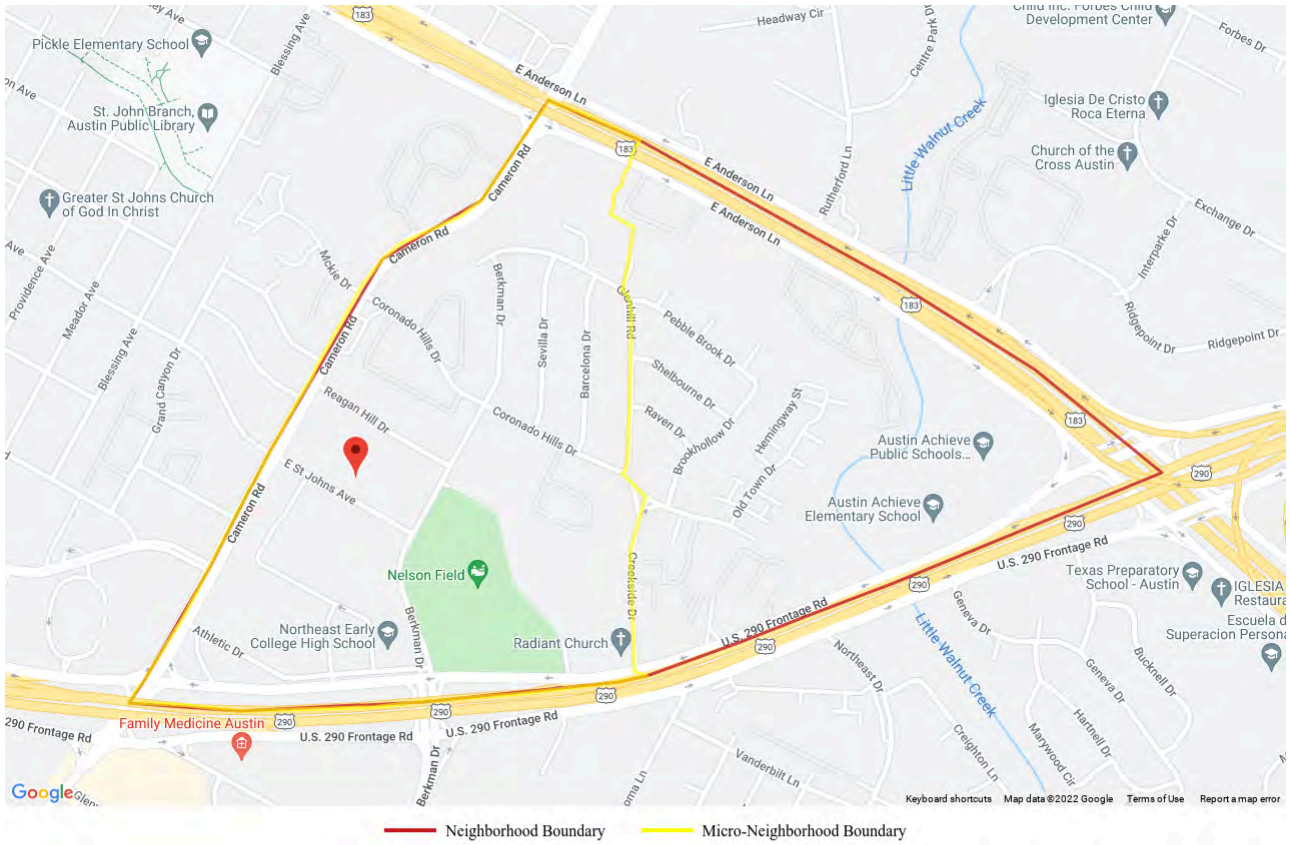
**ATTACHMENT TABS**

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**Attachment 4 – Project Info**

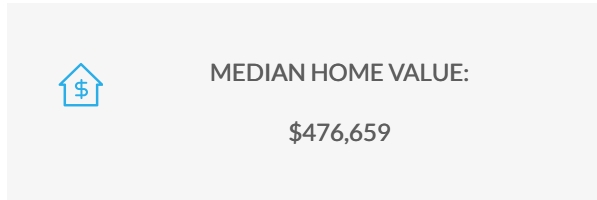
**4a. Market Analysis**

**Vecino Group will engage  
a market analyst as part  
of TDHCA application and  
will forward to AHFC upon  
receipt**

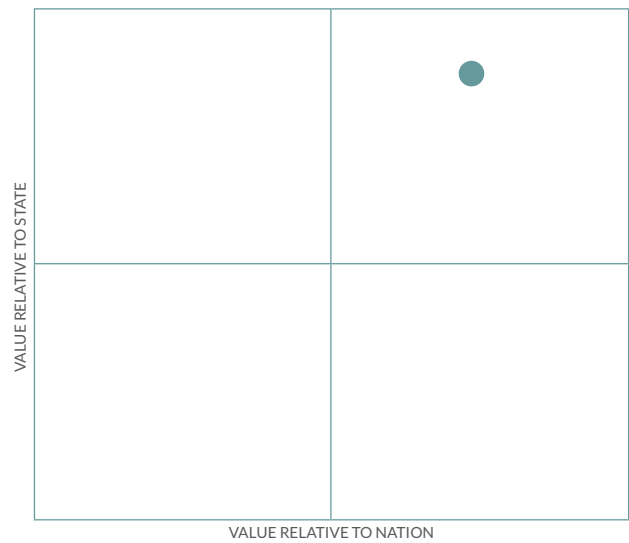
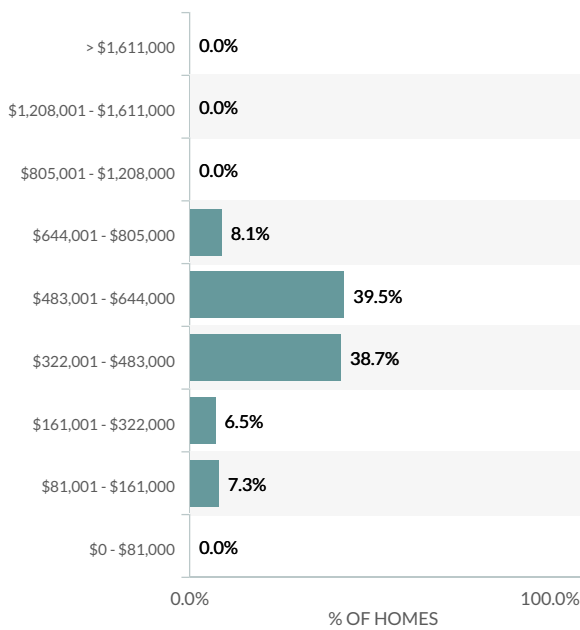


## THE 7205 CAMERON RD NEIGHBORHOOD REAL ESTATE

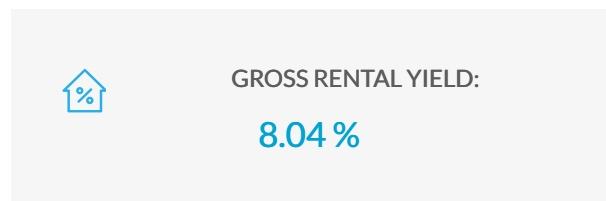
### AVERAGE HOME VALUES



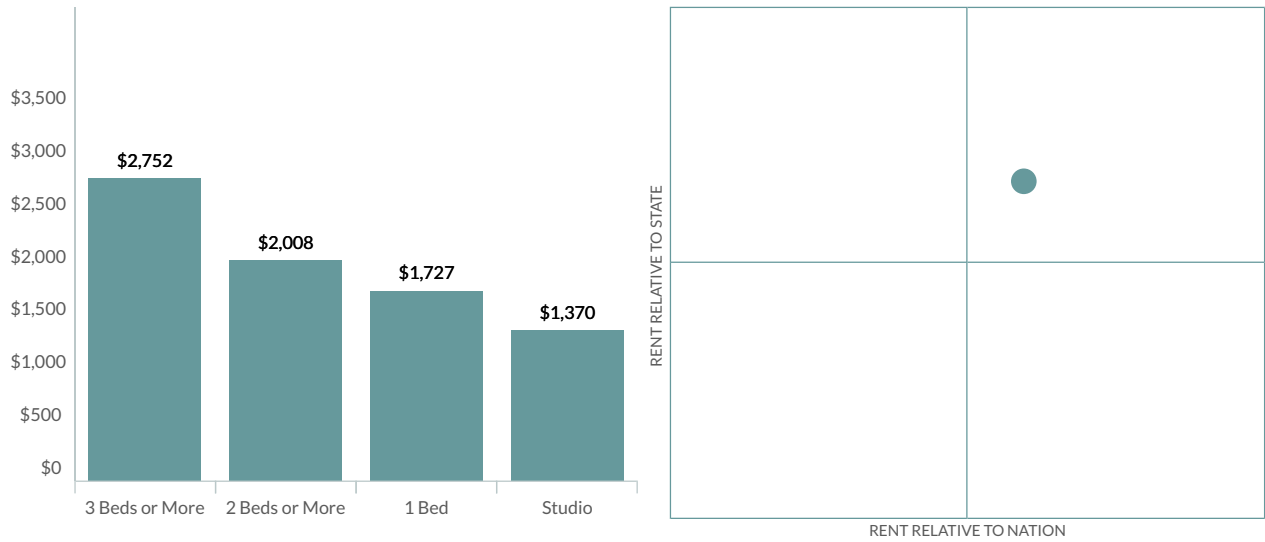
### NEIGHBORHOOD HOME PRICES



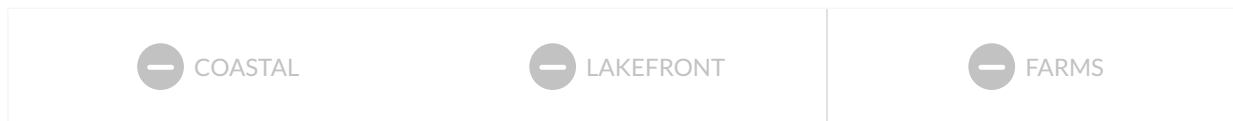
### AVERAGE MARKET RENT



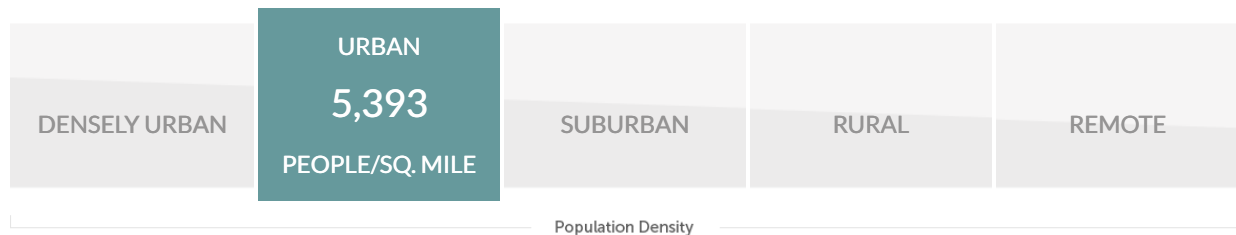
### MEDIAN MONTHLY RENT BY NUMBER OF BEDROOMS



### SETTING

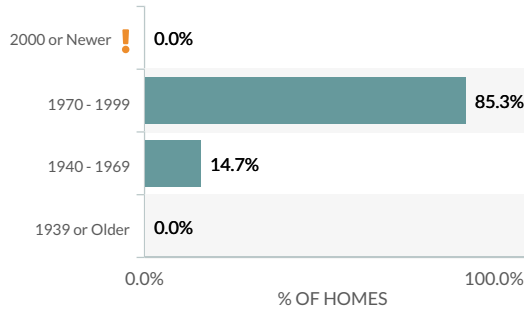


### NEIGHBORHOOD LOOK AND FEEL

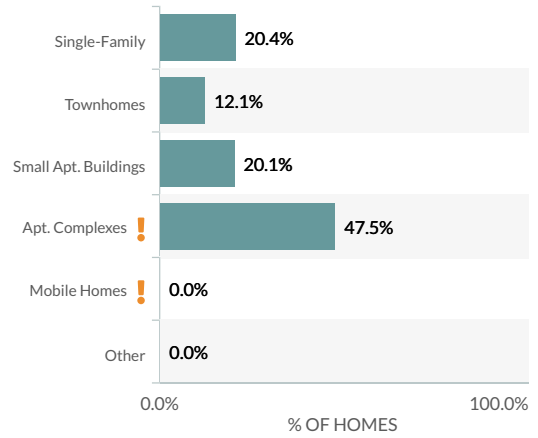


## HOUSING MARKET DETAILS

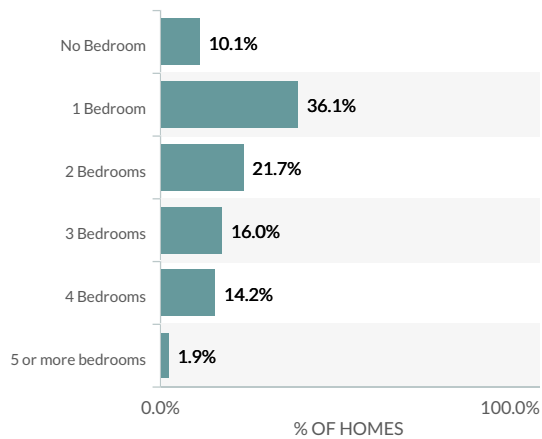
### AGE OF HOMES ⚠️



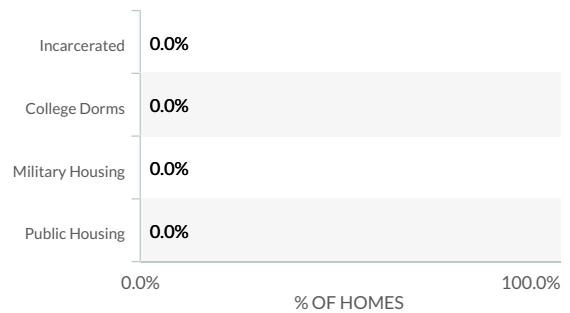
### TYPES OF HOMES ⚠️



### HOME SIZE

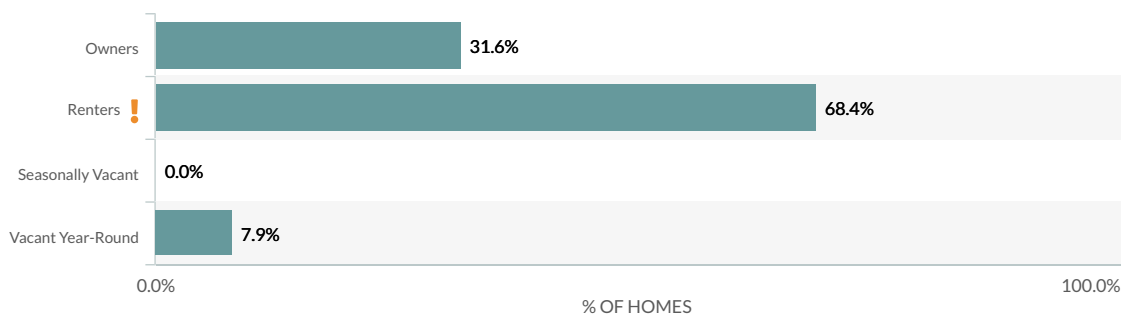


### SPECIAL PURPOSE HOUSING



## HOMEOWNERSHIP

### HOMEOWNERSHIP RATE ⚠️












## THE 7205 CAMERON RD NEIGHBORHOOD DEMOGRAPHICS






136 Vital Statistics found.

0 Condition Alerts found. 

### LIFESTYLE

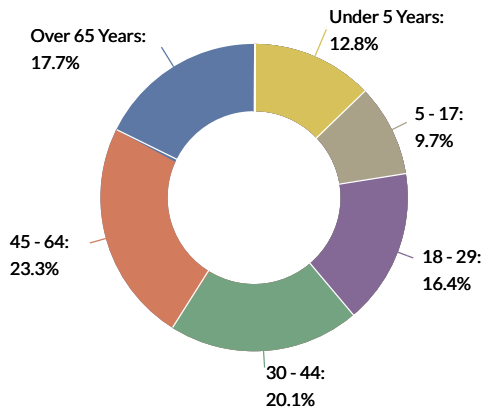
 Young Single Professionals	73.1%	Good
 First Time Homebuyers	71.2%	Good
 Luxury Communities	25.7%	Poor
 Retirement Dream Areas	23.0%	Poor
 College Student Friendly	13.5%	Poor
 Family Friendly	4.8%	Poor
 Vacation Home Locations	0.0%	Poor

### SPECIAL CHARACTER

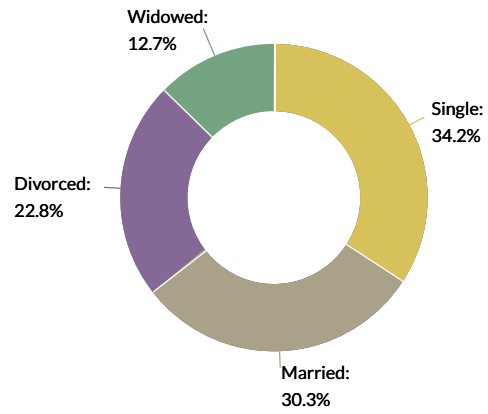
 Hip Trendy	72.2%	Good
 Walkable	56.4%	Poor
 Quiet	21.9%	Poor
 Urban Sophisticates	14.2%	Poor
 Nautical	0.0%	Poor

## AGE / MARITAL STATUS

### AGE



### MARITAL STATUS



## GENDER RATIO

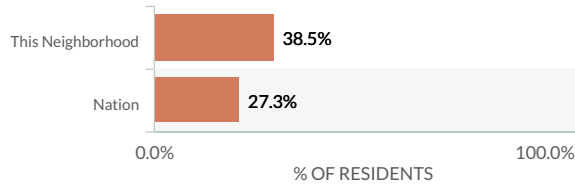


## MILITARY & COLLEGE STATUS

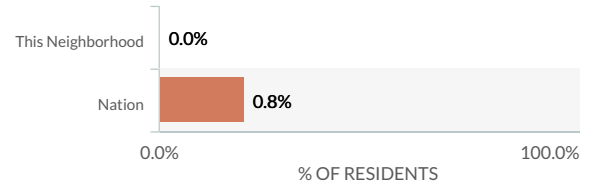


## HOUSEHOLD TYPES

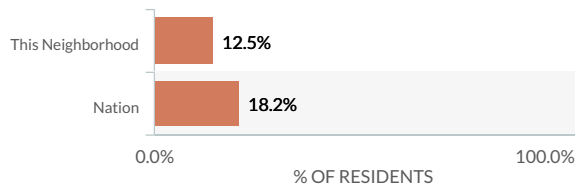
### ONE PERSON HOUSEHOLDS



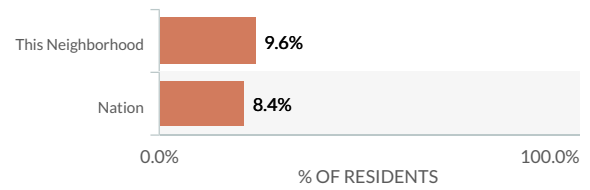
### SAME SEX PARTNERS



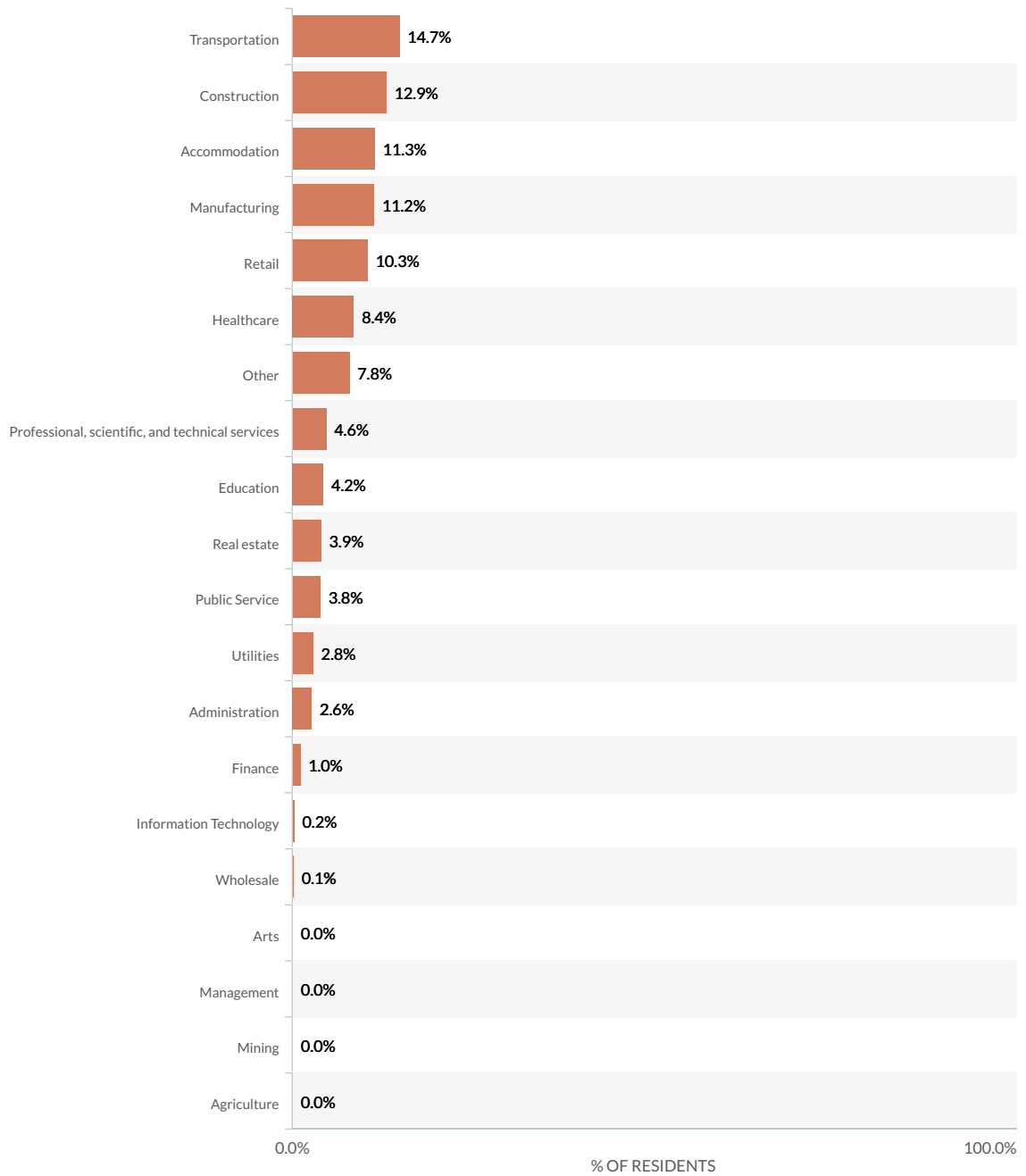
### MARRIED COUPLE WITH CHILD



### SINGLE PARENT WITH CHILD

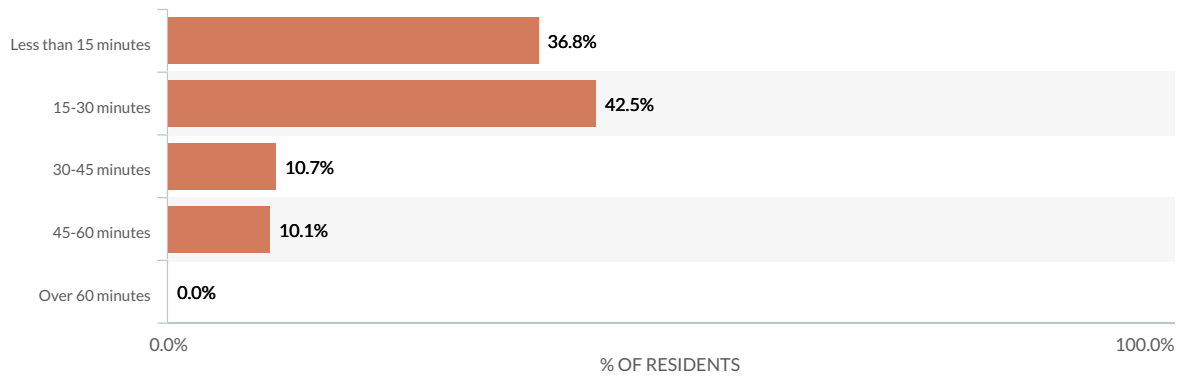


## EMPLOYMENT INDUSTRIES

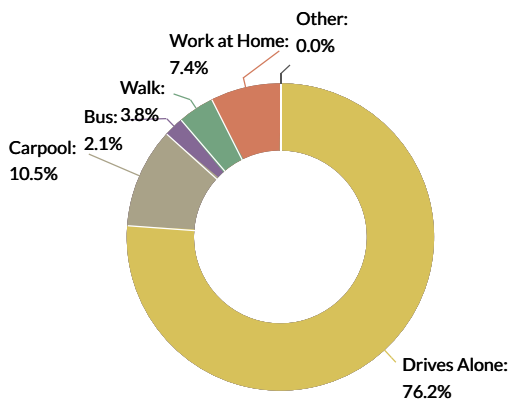


## COMMUTE TO WORK

### AVERAGE ONE-WAY COMMUTE TIME



### MEANS OF TRANSPORT



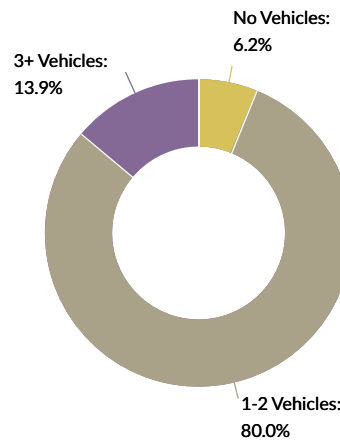
Other Categories:

Subway/Bus: 0.0%

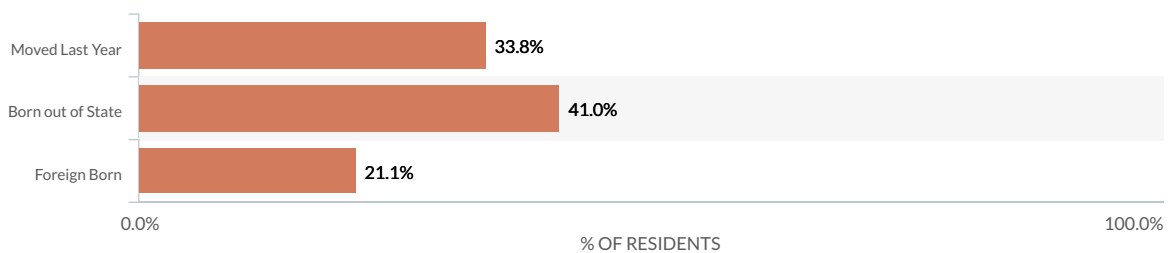
Ferry: 0.0%

Bike: 0.0%

### VEHICLES PER HOUSEHOLD



## MIGRATION & MOBILITY



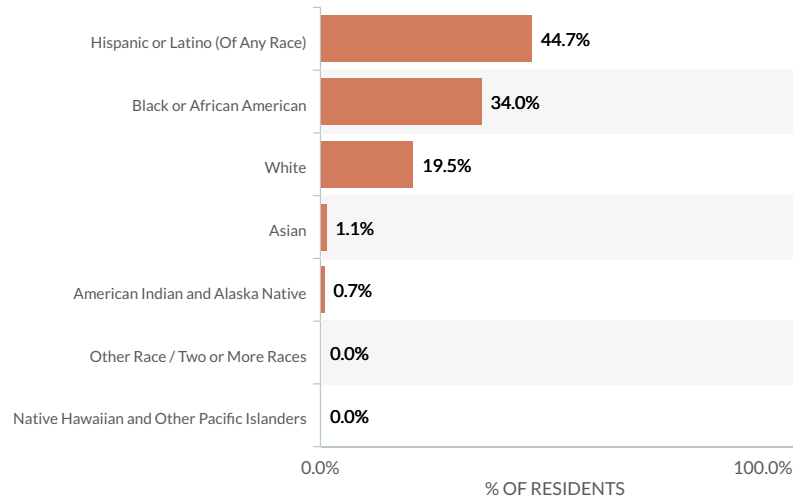
## RACE & ETHNIC DIVERSITY

### DIVERSITY INDEX

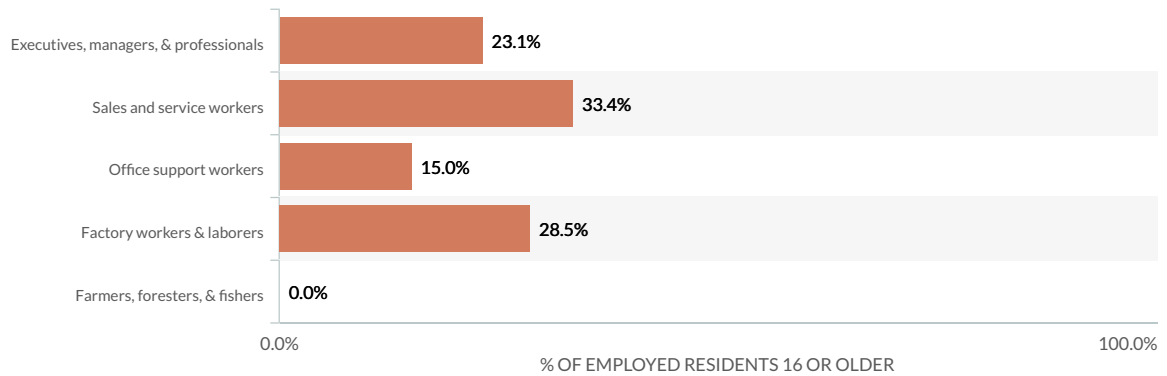
83

(100 is the most diverse)

More diverse than 83% of U.S. neighborhoods.

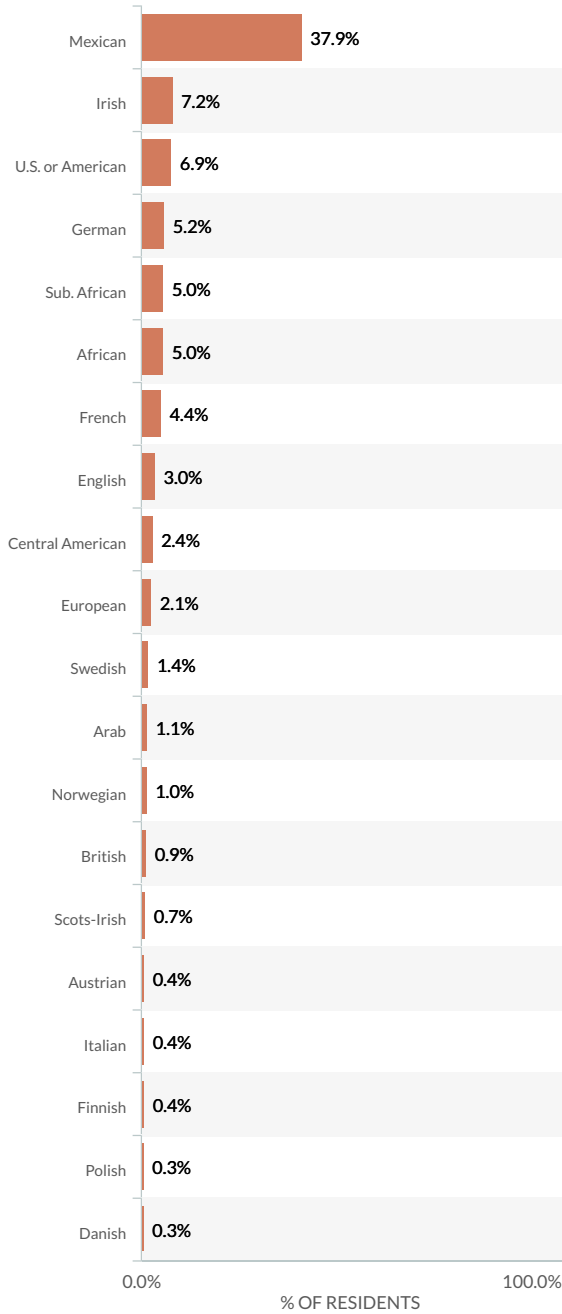


## OCCUPATIONS

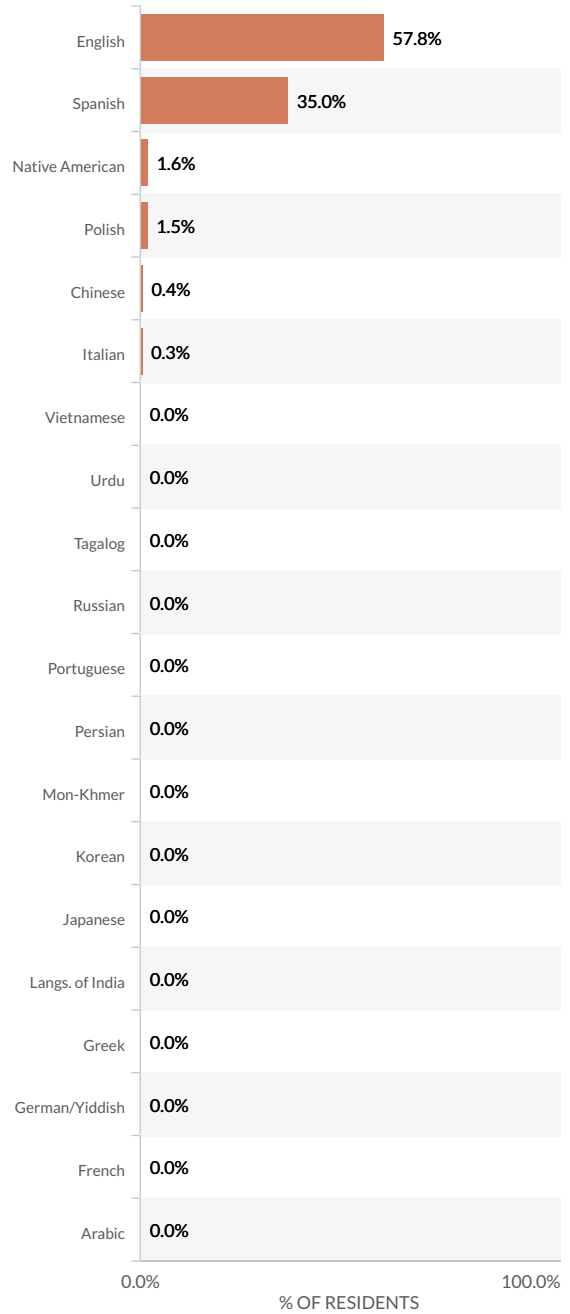


## ANCESTRIES & LANGUAGES SPOKEN

### ANCESTRY (TOP 20)



### LANGUAGES SPOKEN (TOP 20)



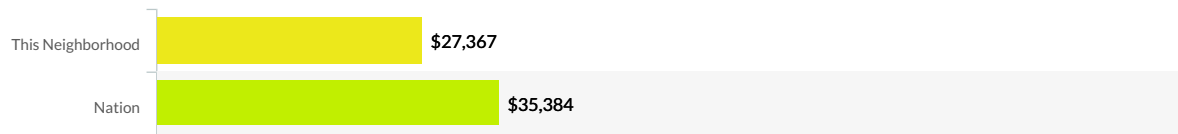
## UNEMPLOYMENT RATE



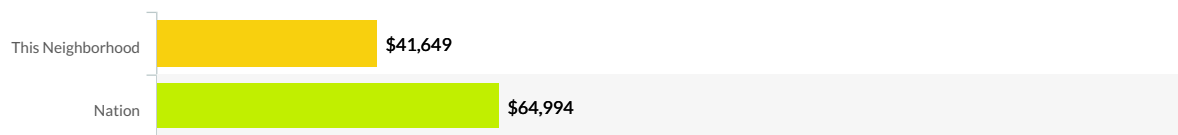


## AVERAGE INCOME

### PER CAPITA INCOME

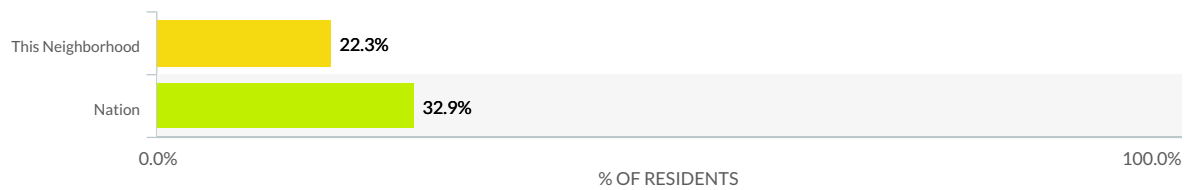


### MEDIAN HOUSEHOLD INCOME



## EDUCATION

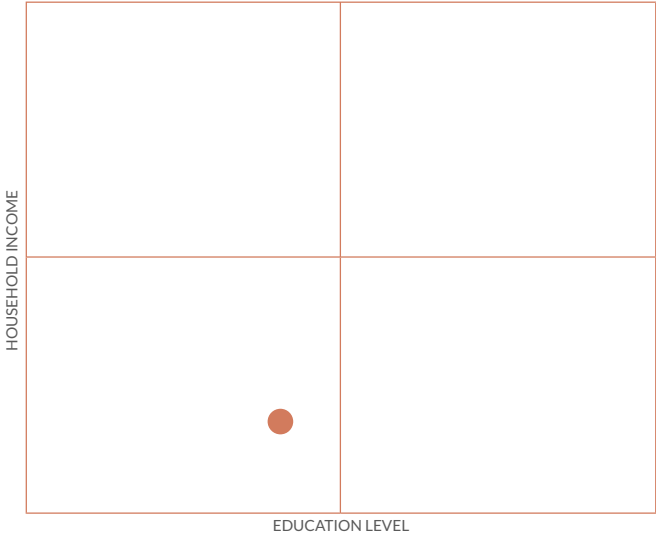
### PERCENT WITH COLLEGE DEGREE



### PERCENT WITH ADVANCED DEGREE



### INCOME AND EDUCATION



## THE 7205 CAMERON RD NEIGHBORHOOD CRIME

67 Vital Statistics found.

6 Condition Alerts found. 

### NEIGHBORHOOD CRIME DATA

**TOTAL CRIME INDEX**

**4**

(100 is safest)



Safer than 4% of U.S. neighborhoods.

NEIGHBORHOOD ANNUAL CRIMES			
	VIOLENT	PROPERTY	TOTAL
Number of Crimes	25	246	271
Crime Rate (per 1,000 residents)	7.05	69.37	76.42

### NEIGHBORHOOD VIOLENT CRIME

**VIOLENT CRIME INDEX**

**19**

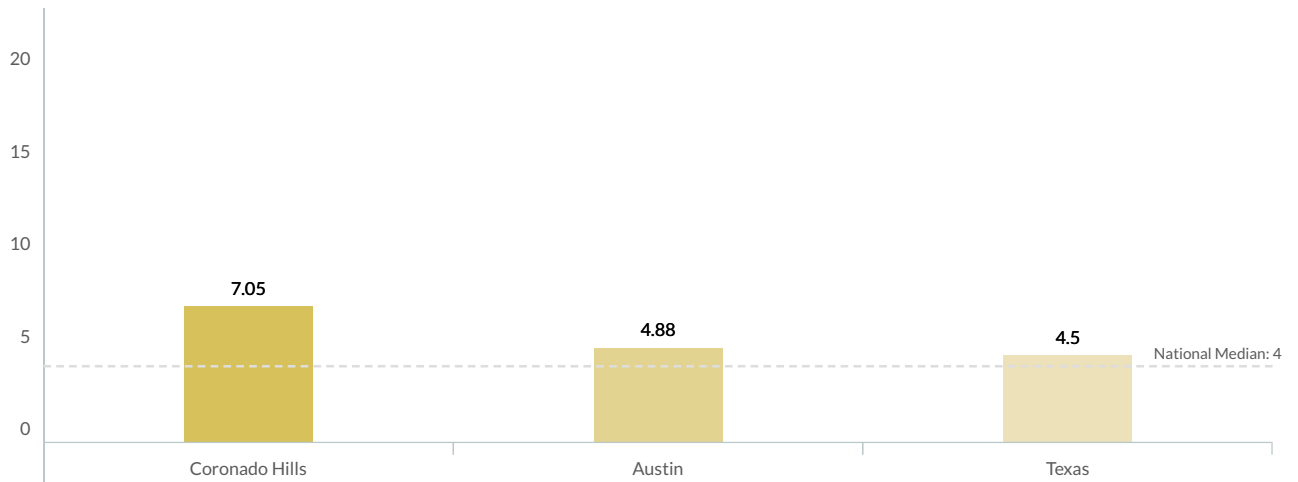
(100 is safest)



Safer than 19% of U.S. neighborhoods.

VIOLENT CRIME INDEX BY TYPE			
MURDER INDEX	RAPE INDEX	ROBBERY INDEX	ASSAULT INDEX
<b>32</b> <small>100 is safest</small>	<b>29</b> <small>100 is safest</small>	<b>17</b> <small>100 is safest</small>	<b>19</b> <small>100 is safest</small>

## VIOLENT CRIME COMPARISON (PER 1,000 RESIDENTS)



### MY CHANCES OF BECOMING A VICTIM OF A VIOLENT CRIME

<b>1 IN 142</b> in this Neighborhood	<b>1 IN 205</b> in Austin	<b>1 IN 222</b> in Texas
---	------------------------------	-----------------------------

### AUSTIN VIOLENT CRIMES

POPULATION: [961,855](#)

	MURDER	RAPE	ROBBERY	ASSAULT
Report Total	44	491	1,101	3,056
Rate per 1,000	0.05	0.51	1.14	3.18

### UNITED STATES VIOLENT CRIMES

POPULATION: [331,449,281](#)

	MURDER	RAPE	ROBBERY	ASSAULT
Report Total	21,570	126,430	243,600	921,505
Rate per 1,000	0.07	0.38	0.73	2.78

## NEIGHBORHOOD PROPERTY CRIME

**PROPERTY CRIME INDEX**

2

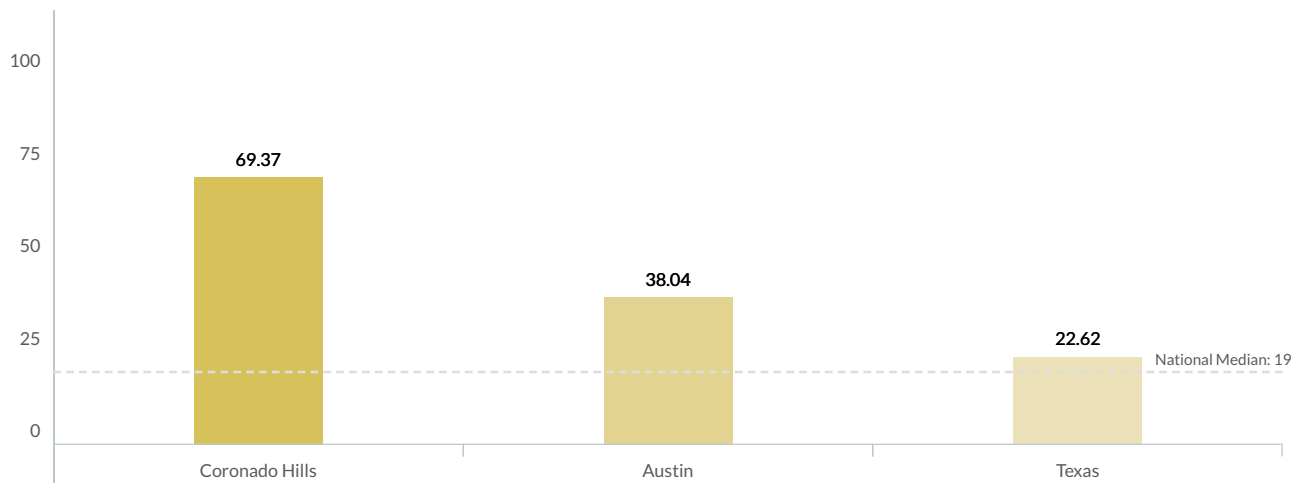
(100 is safest)

⚠️

Safer than 2% of U.S. neighborhoods.

PROPERTY CRIME INDEX BY TYPE		
BURGLARY INDEX	THEFT INDEX	MOTOR VEHICLE THEFT
9	2	0
100 is safest	100 is safest	100 is safest ⚠️

## PROPERTY CRIME COMPARISON (PER 1,000 RESIDENTS)



MY CHANCES OF BECOMING A VICTIM OF A PROPERTY CRIME		
<p style="font-size: 1.2em; color: orange;">1 IN 14 ⚠️</p> <p>in this Neighborhood</p>	<p style="font-size: 1.2em;">1 IN 26</p> <p>in Austin</p>	<p style="font-size: 1.2em;">1 IN 44</p> <p>in Texas</p>

## AUSTIN PROPERTY CRIMES

POPULATION: **961,855**

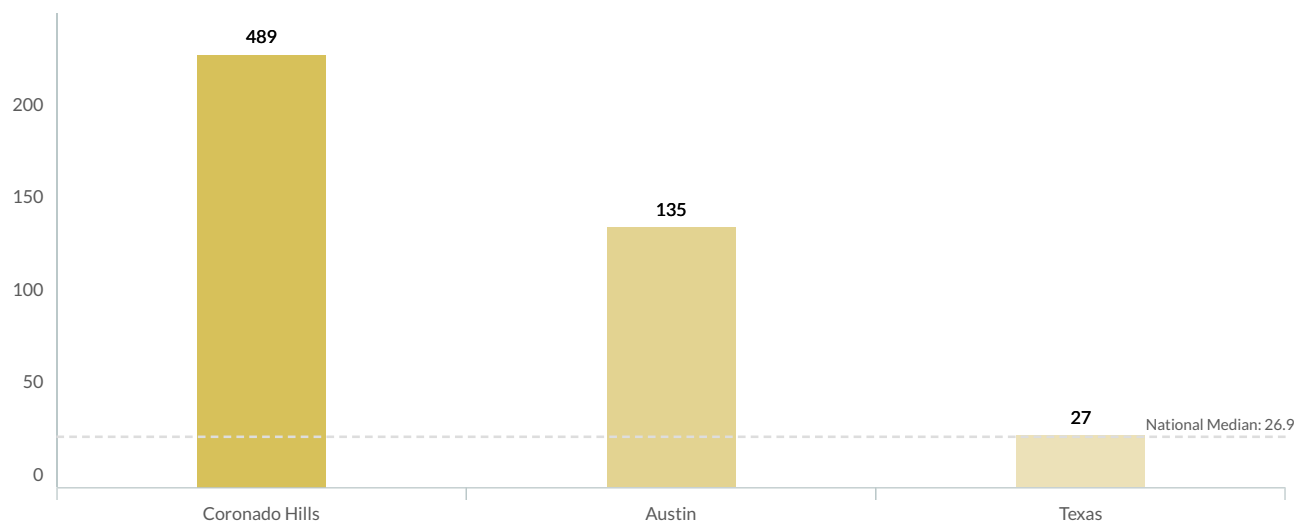
	BURGLARY	THEFT	MOTOR VEHICLE THEFT
Report Total	4,827	27,679	4,080
Rate per 1,000	5.02	28.78	4.24

## UNITED STATES PROPERTY CRIMES

POPULATION: **331,449,281**

	BURGLARY	THEFT	MOTOR VEHICLE THEFT
Report Total	1,035,314	4,606,324	810,400
Rate per 1,000	3.12	13.90	2.45

## CRIME PER SQUARE MILE



## THE 7205 CAMERON RD NEIGHBORHOOD SCHOOLS

### SCHOOL RATING INFORMATION

**SCHOOL QUALITY**

19

(100 is best)

---

Better than 19% of U.S. schools.

## ADDRESS SCHOOL QUALITY RATING

Address-Specific School Quality Rating. Rates the quality of the K-12 public schools that serve this address.

### SCHOOLS IN THIS ADDRESS

SCHOOL DETAILS	GRADES	QUALITY RATING COMPARED TO TX*	QUALITY RATING COMPARED TO NATION*
<a href="#">Andrews Elementary School</a> 6801 Northeast Dr Austin, TX 78723	PK-05		
<a href="#">Northeast Early College HS School</a> 7104 Berkman Dr Austin, TX 78752	09-12		
<a href="#">Webb M S School</a> 601 E St Johns Ave Austin, TX 78752	06-08		

\* 10 is highest

### NEIGHBORHOOD EDUCATIONAL ENVIRONMENT

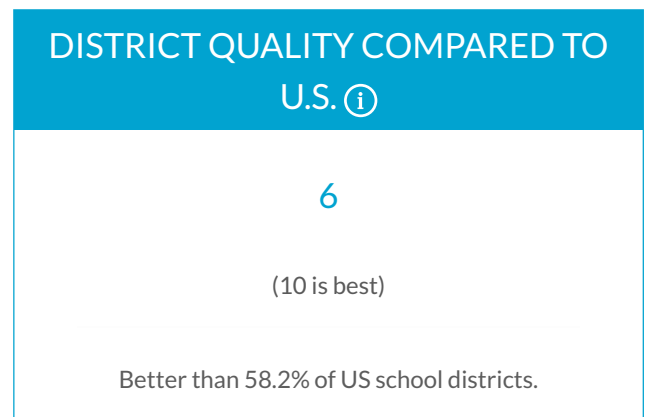
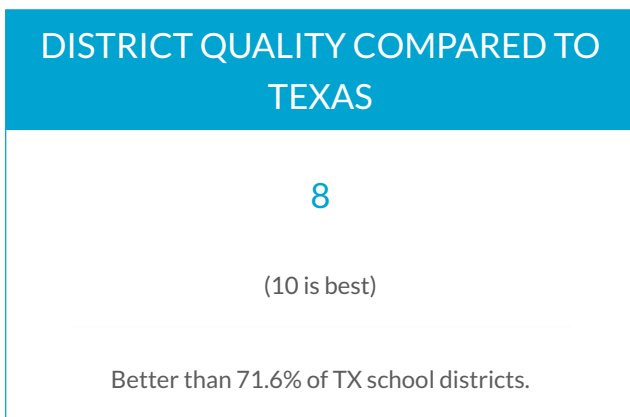
Adults In Neighborhood With College Degree Or Higher	22.3%
Children In The Neighborhood Living In Poverty	26.3%



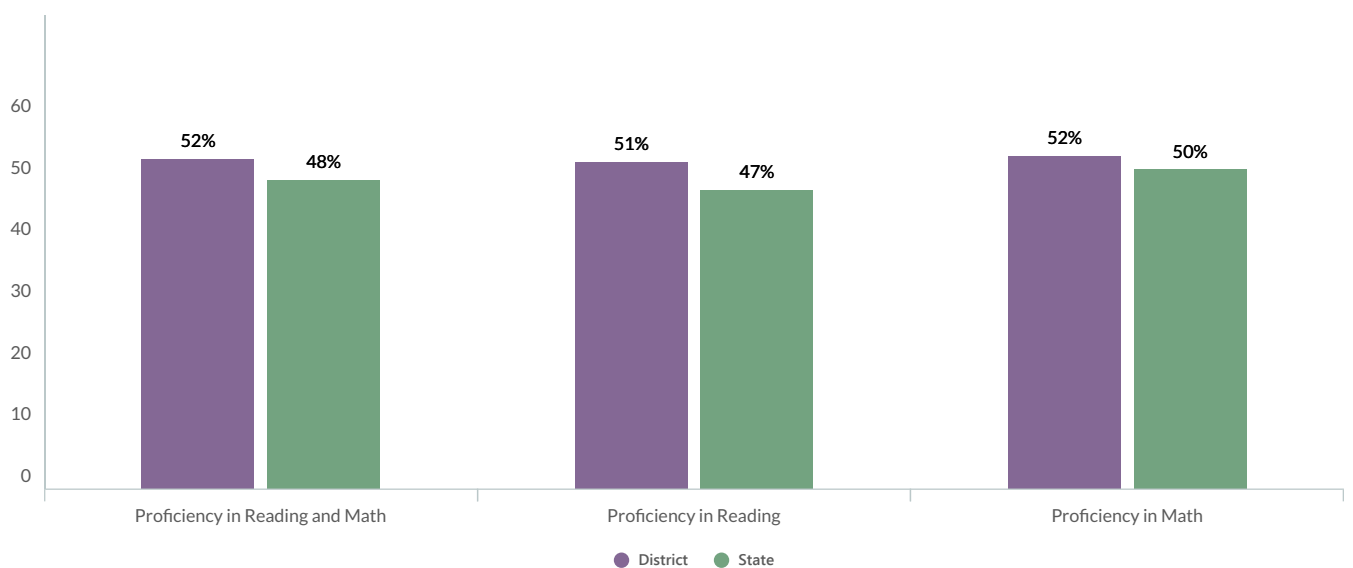
THIS NEIGHBORHOOD IS SERVED BY 1 DISTRICT:

AUSTIN ISD

<b>80,911</b> Students Enrolled in This District	<b>128</b> Schools in District	<b>15</b> Students Per Classroom
---	-----------------------------------	-------------------------------------



Public School Test Scores (No Child Left Behind)







## School District Enrollment By Group

ETHNIC/RACIAL GROUPS	THIS DISTRICT	THIS STATE
White (non-hispanic)	30.9%	27.9%
Black	7.2%	13.0%
Hispanic	57.2%	53.8%
Asian Or Pacific Islander	4.5%	4.7%
American Indian Or Native Of Alaska	0.2%	0.5%

ECONOMIC GROUPS	THIS DISTRICT	THIS STATE
ECONOMICALLY DISADVANTAGED	52.9%	60.2%
FREE LUNCH ELIGIBLE	50.4%	55.6%
REDUCED LUNCH ELIGIBLE	2.5%	4.6%

## Educational Expenditures

FOR THIS DISTRICT	PER STUDENT	TOTAL	% OF TOTAL
Instructional Expenditures	\$5,792	\$472,938,000	29.8%
Support Expenditures			
Student	\$559	\$45,629,000	2.9%
Staff	\$637	\$51,979,000	3.3%
General Administration 	\$116	\$9,443,000	0.6%
School Administration	\$669	\$54,647,000	3.4%
Operation	\$1,139	\$93,025,000	5.9%
Transportation 	\$412	\$33,644,000	2.1%
Other	\$536	\$43,800,000	2.8%
Total Support	\$4,068	\$332,167,000	20.9%
Non-instructional Expenditures 	\$9,608	\$784,524,000	49.4%
Total Expenditures 	\$19,469	\$1,589,629,000	100.0%

## THE 7205 CAMERON RD TRENDS AND FORECAST

### SCOUT VISION® SUMMARY

#### RISING STAR INDEX ⓘ

Very Low



Appreciation Potential (3 years)

RATINGS: 1=Very Low 2=Low 3=Moderate 4=High

5=Rising Star

#### BLUE CHIP INDEX ⓘ

Blue Chip

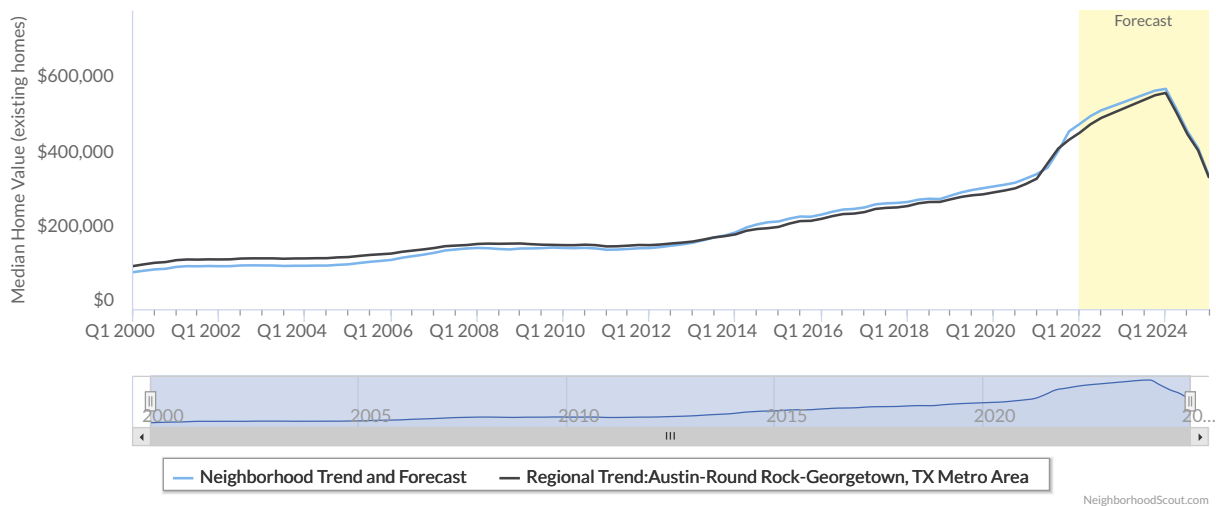


Past Appreciation and existing fundamentals

RATINGS: 1=Very Low 2=Low 3=Moderate 4=High

5=Blue Chip

#### SCOUT VISION Neighborhood Home Value Trend and Forecast ⓘ



## SCOUT VISION<sup>®</sup> HOME VALUE TRENDS AND FORECAST

TIME PERIOD	TOTAL APPRECIATION	AVG. ANNUAL RATE	COMPARED TO METRO*	COMPARED TO AMERICA*
3 Year Forecast: 2022 Q1 - 2025 Q1	-24.80% ↓	-9.07% ↓	4	1
Latest Quarter: 2021 Q3 - 2021 Q4	12.42% ↑	59.73% ↑	5	10
Last 12 Months: 2020 Q4 - 2021 Q4	36.05% ↑	36.05% ↑	5	10
Last 2 Years: 2019 Q4 - 2021 Q4	46.98% ↑	21.23% ↑	5	10
Last 5 Years: 2016 Q4 - 2021 Q4	77.39% ↑	12.15% ↑	6	10
Last 10 Years: 2011 Q4 - 2021 Q4	192.00% ↑	11.31% ↑	9	10
Since 2000: 2000 Q1 - 2021 Q4	340.46% ↑	7.23% ↑	10	10

\* 10 is highest

## KEY PRICE DRIVERS AT THIS LOCATION

### Pros

Factors likely to drive home values upward over the next few years or indicators of upward trends already underway.

+ Access to High Paying Jobs

+ Income Trend

+ Real Estate Values Nearby

### Cons

Impediments to home value appreciation over the next few years or indicators of negative trends already underway.

- Regional Housing Market Outlook

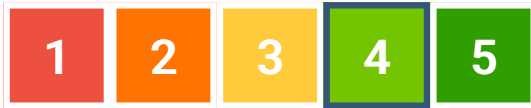
- Crime

- Vacancies

## SCOUT VISION® PROXIMITY INDEX

### PRICE ADVANTAGE OVER SURROUNDING NEIGHBORHOODS ⓘ

Advantage



Price advantage score

RATINGS: 1=Strong Disadvantage 2=Disadvantage  
3=Similar Price 4=Advantage 5=Strong Advantage

**\$185**  
Neighborhood price per sqft

**\$216**  
Average Nearby Home Price per sqft

### ACCESS TO HIGH PAYING JOBS ⓘ

Excellent



Jobs score

RATINGS: 1=Limited 2=Below Average 3=Average 4=Very Good 5=Excellent

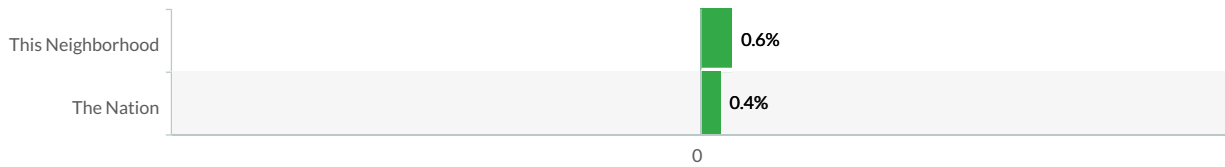
## JOBS WITHIN AN HOUR

WITHIN	HIGH-PAYING* JOBS
5 minutes	2568
10 minutes	48132
15 minutes	264883
20 minutes	387886
30 minutes	496581
45 minutes	545385
60 minutes	566615

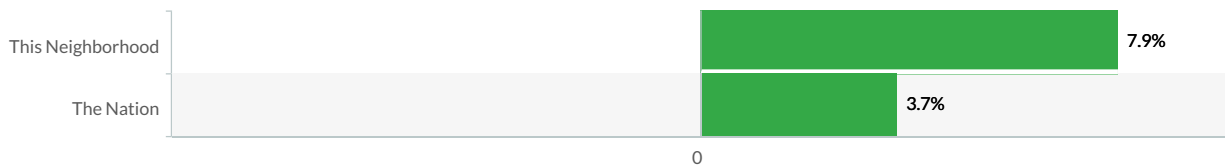
\*Annual salary of \$75,000 or more

## SCOUT VISION® REAL ESTATE TRENDS AND FORECAST

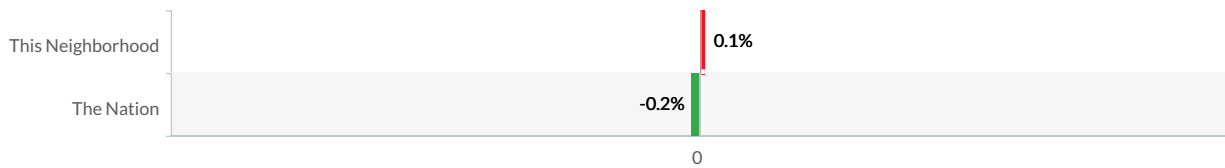
### AVG. ANNUAL HOMEOWNERSHIP TREND Over last 5 years



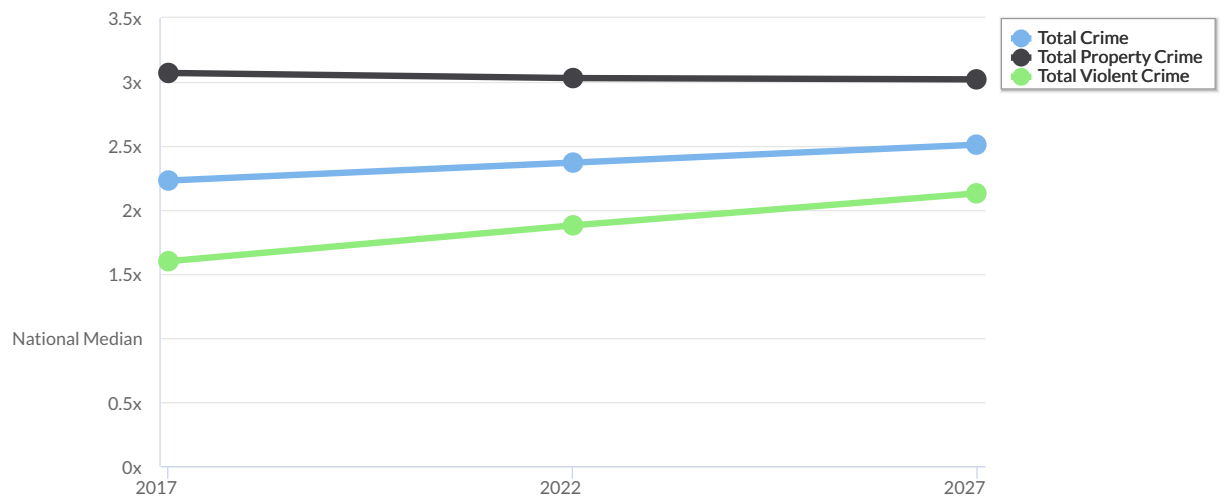
### AVG. ANNUAL RENT PRICE TREND Over last 5 years ⚠️



### AVG. ANNUAL VACANCY TRENDS Over last 5 years



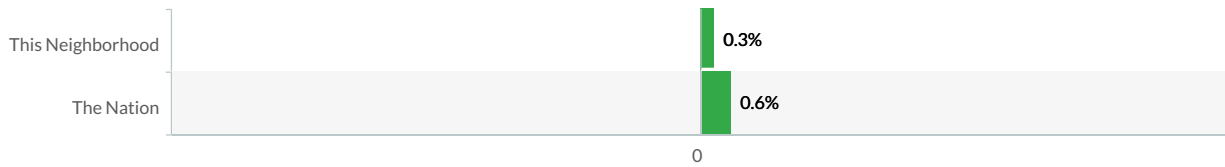
## SCOUT VISION® CRIME TRENDS AND FORECAST



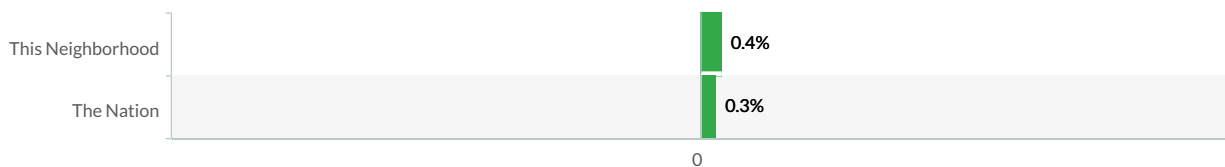
NeighborhoodScout.com

## SCOUT VISION® EDUCATION TRENDS AND FORECAST

### AVG. ANNUAL CHANGE IN COLLEGE GRADUATES Over last 5 years

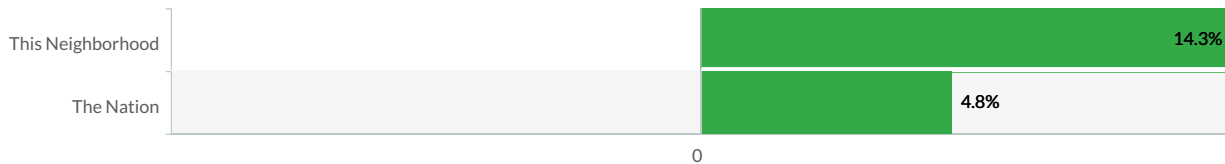


### AVG. ANNUAL CHANGE IN K-12 SCHOOL PERFORMANCE Over last 5 years

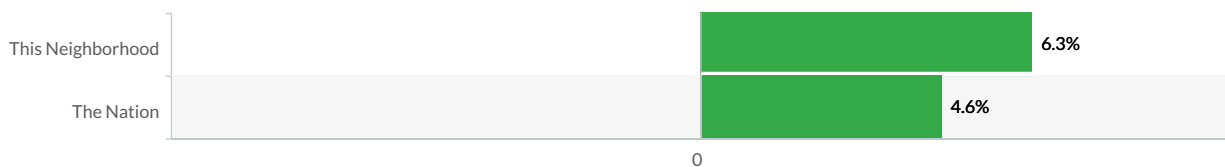


## SCOUT VISION® ECONOMIC TRENDS AND FORECAST

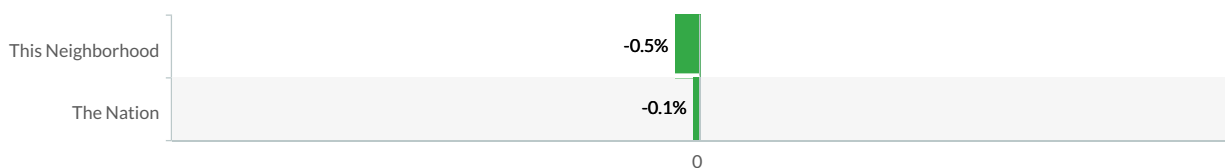
### AVG ANNUAL CHANGE IN PER CAPITA INCOME Over last 5 years ⚠️



### AVG ANNUAL CHANGE IN HOUSEHOLD INCOME Over last 5 years



### AVG ANNUAL CHANGE IN UNEMPLOYMENT RATE Over last 5 years



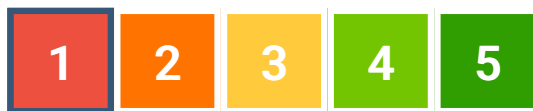
## SCOUT VISION® DEMOGRAPHIC TRENDS

DISTANCE FROM LOCATION	POPULATION 5 YEARS AGO	CURRENT POPULATION	PERCENT CHANGE
Half Mile	7,631	5,057	-33.73% ↓
1 Mile	18,813	16,132	-14.25% ↓
3 Miles	108,662	99,278	-8.64% ↓
5 Miles	293,334	262,236	-10.60% ↓
10 Miles	653,681	669,339	2.40% ↑
15 Miles	1,089,938	1,170,447	7.39% ↑
25 Miles	1,637,516	1,833,953	12.00% ↑
50 Miles	2,055,699	2,344,199	14.03% ↑

## SCOUT VISION® REGIONAL HOUSING MARKET ANALYSIS

### AUSTIN-ROUND ROCK-GEORGETOWN, TX METRO AREA REGIONAL INVESTMENT POTENTIAL ⓘ

Very Low



Regional Appreciation Potential (3yr)

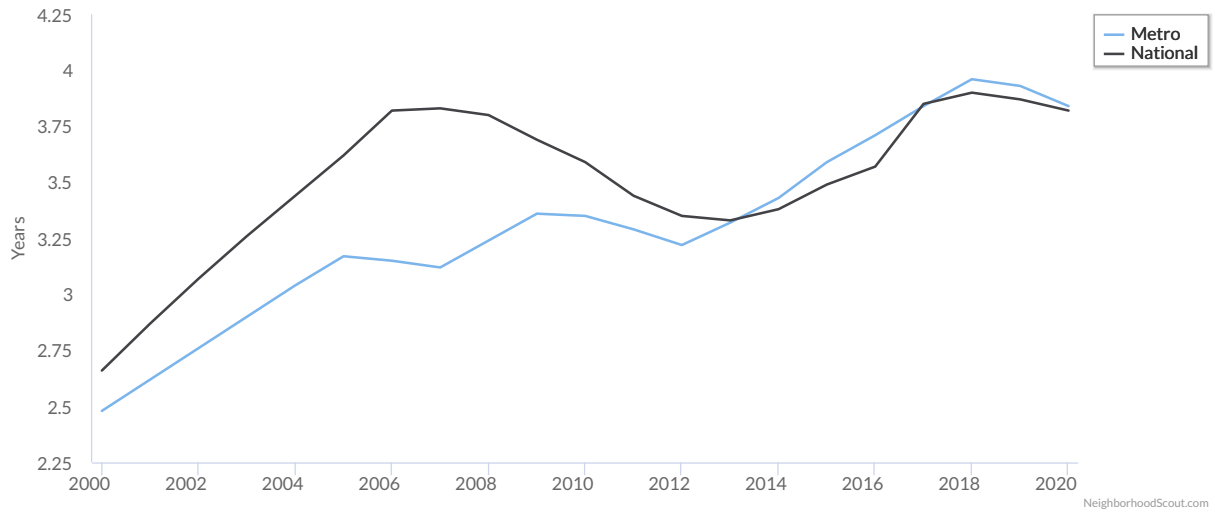
RATINGS: 1=Very Low 2=Low 3=Moderate 4=High

5=Very High



## HOUSING AFFORDABILITY TRENDS: AUSTIN-ROUND ROCK-GEORGETOWN, TX METRO AREA ⓘ

Years of average household income needed to buy average home



<p><b>2.48</b></p> <p>Region's Historical Low</p>	<p><b>3.96</b></p> <p>Region's Historical High</p>	<p><b>3.84</b></p> <p>Current ⚠️</p>
---	--	--------------------------------------

## REGIONAL 1 AND 2 YEAR GROWTH TRENDS

REGIONAL TREND	LAST 2 YEARS	COMPARED TO NATION*	LAST 1 YEAR	COMPARED TO NATION*
Population Growth	5.91%	10	3.01%	10
Job Growth	7.27%	9	7.27%	9
Income Trend (Wages)	18.55%	10	10.13%	10
Unemployment Trend	0.36%	6	-2.22%	3
Stock Performance of Region's Industries	35.21%	9	3.31%	5
Housing Added	7.12%	10	3.52%	10
Vacancy Trend	-0.48%	8	0.00%	1

\* 10 is highest

### Disclaimer

Forecasts of potential occurrences or non-occurrences of future conditions and events are inherently uncertain. Actual results may differ materially from what is predicted in any information provided by location inc. Nothing contained in or generated by a Location Inc. Product or services is, or should be relied upon as, a promise or representation as to the future performance or prediction of real estate values. No representation is made as to the accuracy of any forecast, estimate, or projection. Location Inc. Makes no express or implied warranty and all information and content is provided "As is" without any warranties of any kind. Location inc. Expressly disclaims any warranty of accuracy or predictability, and any warranty of merchantability and fitness for a particular purpose. Location Inc. Further disclaims any liability for damages, loss, or injury arising out of the use this site and the data. All risks associated with using the site and the data are borne by the user at user's sole cost and expense. By using the site you agree to our [Terms of Use](#).

## ABOUT THE 7205 CAMERON RD NEIGHBORHOOD

### Real Estate Prices and Overview

This neighborhood's median real estate price is \$476,659, which is more expensive than 87.2% of the neighborhoods in Texas and 73.5% of the neighborhoods in the U.S.

The average rental price in this neighborhood is currently \$1,741, based on NeighborhoodScout's exclusive analysis.

The average rental cost in this neighborhood is higher than 65.9% of the neighborhoods in Texas.

This is an urban neighborhood (based on population density) located in Austin, Texas.

This neighborhood's real estate is primarily made up of small (studio to two bedroom) to medium sized (three or four bedroom) apartment complexes/high-rise apartments and single-family homes. Most of the residential real estate is renter occupied. Many of the residences in this neighborhood are established but not old, having been built between 1970 and 1999. A number of residences were also built between 1940 and 1969.

Home and apartment vacancy rates are 7.9% in this neighborhood. NeighborhoodScout analysis shows that this rate is lower than 51.4% of the neighborhoods in the nation, approximately near the middle range for vacancies.

### Notable & Unique Neighborhood Characteristics

When you see a neighborhood for the first time, the most important thing is often the way it looks, like its homes and its setting. Some places look the same, but they only reveal their true character after living in them for a while because they contain a unique mix of occupational or cultural groups. This neighborhood is very unique in some important ways, according to NeighborhoodScout's exclusive exploration and analysis.

#### Notable & Unique: People

Divorcees may find friendship and understanding in this neighborhood, as 20.8% of its residents are divorced. NeighborhoodScout's exclusive analysis found that this divorce rate is higher than in 96.4% of the neighborhoods in America.

#### Notable & Unique: Real Estate

Most neighborhoods are composed of a mixture of ages of homes, but the Coronado Hills stands out as rather unique in having nearly all of its residential real estate built in one time period, namely between 1970 and 1999, generally considered to be established, but not old housing. What you'll sense when you look around or drive the streets of this neighborhood is that many of the residences look the same because of this similarity of age. In fact, 85.3% of the residential real estate here was built in this one time period.

### **Notable & Unique: Diversity**

Significantly, 1.6% of its residents five years old and above primarily speak Native American languages at home. While this may seem like a small percentage, it is higher than 98.7% of the neighborhoods in America.

### **Notable & Unique: Migration / Stability**

Some neighborhoods have more internal cohesiveness than others. While other neighborhoods feel like a collection of strangers who just happen to live near each other. Sometimes this comes down to not only the personalities of the people in a place, but how long people have been together in that neighborhood. NeighborhoodScout's research has revealed some interesting things about the rootedness of people in the Coronado Hills neighborhood. In the Coronado Hills neighborhood, a greater proportion of the residents living here today did not live here five years ago than is found in 96.3% of U.S. Neighborhoods. This neighborhood, more than almost any other in America, has new residents from other areas.

## The Neighbors

### The Neighbors: Income

There are two complementary measures for understanding the income of a neighborhood's residents: the average and the extremes. While a neighborhood may be relatively wealthy overall, it is equally important to understand the rate of people - particularly children - who are living at or below the federal poverty line, which is extremely low income. Some neighborhoods with a lower average income may actually have a lower childhood poverty rate than another with a higher average income, and this helps us understand the conditions and character of a neighborhood.

The neighbors in the Coronado Hills neighborhood in Austin are lower-middle income, making it a below average income neighborhood. NeighborhoodScout's research shows that this neighborhood has an income lower than 82.0% of U.S. neighborhoods. With 26.3% of the children here below the federal poverty line, this neighborhood has a higher rate of childhood poverty than 75.7% of U.S. neighborhoods.

### The Neighbors: Occupations

The old saying "you are what you eat" is true. But it is also true that you are what you do for a living. The types of occupations your neighbors have shape their character, and together as a group, their collective occupations shape the culture of a place.

In the Coronado Hills neighborhood, 33.4% of the working population is employed in sales and service jobs, from major sales accounts, to working in fast food restaurants. The second most important occupational group in this neighborhood is manufacturing and laborer occupations, with 28.5% of the residents employed. Other residents here are employed in executive, management, and professional occupations (23.1%), and 15.0% in clerical, assistant, and tech support occupations.

### The Neighbors: Languages

The most common language spoken in the Coronado Hills neighborhood is English, spoken by 57.8% of households. Some people also speak Spanish (35.0%).

## The Neighbors: Ethnicity / Ancestry

Culture is shared learned behavior. We learn it from our parents, their parents, our houses of worship, and much of our culture – our learned behavior – comes from our ancestors. That is why ancestry and ethnicity can be so interesting and important to understand: places with concentrations of people of one or more ancestries often express those shared learned behaviors and this gives each neighborhood its own culture. Even different neighborhoods in the same city can have drastically different cultures.

In the Coronado Hills neighborhood in Austin, TX, residents most commonly identify their ethnicity or ancestry as Mexican (37.9%). There are also a number of people of Irish ancestry (7.2%), and residents who report German roots (5.2%), and some of the residents are also of Sub-Saharan African ancestry (5.0%), along with some African ancestry residents (5.0%), among others. In addition, 21.1% of the residents of this neighborhood were born in another country.

## Getting to Work

Even if your neighborhood is walkable, you may still have to drive to your place of work. Some neighborhoods are located where many can get to work in just a few minutes, while others are located such that most residents have a long and arduous commute. The greatest number of commuters in Coronado Hills neighborhood spend between 15 and 30 minutes commuting one-way to work (42.5% of working residents), which is shorter than the time spent commuting to work for most Americans.

Here most residents (78.2%) drive alone in a private automobile to get to work. In addition, quite a number also carpool with coworkers, friends, or neighbors to get to work (10.8%) . In a neighborhood like this, as in most of the nation, many residents find owning a car useful for getting to work.

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 4 – Project Info**

**4b. Good Neighbor Policy**

## City of Austin Good Neighbor Checklist

The Neighborhood Housing and Community Development Office (NHCD) offers a Good Neighbor Policy to standardize process and identify expectations for all projects funded through the City of Austin's Rental Housing Development Assistance (RHDA) and Acquisition and Development (A&D) programs. Applicants of these programs are required to prepare and begin implementing a community engagement plan, including neighborhood notification activities. The community engagement plan is required whether the application is for funding for new construction or renovation of an existing building, regardless of whether there is a change in ownership.

A successful community engagement plan leads to open, ongoing two-way communication between developers and neighbors. This requires good-faith efforts and cooperation by developers, City officials and residents. A positive, open dialogue between housing developers and neighbors can prevent misunderstandings, facilitate prompt resolution of any inadvertent misunderstandings, and provide a fair, thoughtful, dependable means of resolving differences.

The following checklist of items is required of all applicants for funding:

### (1) Preliminary Research

- Review the Neighborhood Plan (if applicable)

### (2) Neighborhood Notification

- Notify property owners within at least 500 feet of the site and registered neighborhood organizations with boundaries included in the proposed development site, using a written notice, letter or flyer. *\*NOTE: These notices will be send out with the HTC application. No zoning change necessary.*

### (3) Pre-Application Engagement

- Contact neighborhood organizations to provide current information about the project, including any neighborhood association whose boundaries are included in the proposed development site and Neighborhood Planning Contact Team (if applicable). *(see full City of Austin Good Neighbor Guidelines for more detailed information on what kind of information may be appropriate to share)* *\*NOTE: Neighborhood Orgs to be contacted prior to HTC application process.*
- Appoint a Single-Point-of-Contact (SPOC) to serve as the liaison for exchanging information.

### (4) Application requirements

- Provide communications plan
- Provide documentation showing the content of the notice, and proof of delivery
- Provide signed copy of this checklist.

I have reviewed and completed all of the above checklist items required by the City of Austin's Good Neighbor Guidelines.



Signed

Donnell McGhee  
printed name

11/3/2022  
date





## GOOD NEIGHBOR POLICY

### **CAIRN POINT AUSTIN AT CAMERON**

7205 Cameron Rd.  
Austin, TX 78752

### **CONTACT**

Donnell McGhee  
Vecino Group  
305 W. Commercial St.  
Springfield, MO 65803  
(417) 200-2983  
[DMcGhee@vecinogroup.com](mailto:DMcGhee@vecinogroup.com)

### **COMMUNICATIONS PLAN FOR NEIGHBORHOOD ENGAGEMENT**

Before any other facets of a development are pursued, Vecino Group will approach the neighborhood and talk to key stakeholders about the project, target population and share examples of the future development.

The following steps have already or will soon be taken to communicate with the neighborhood surrounding the proposed development located at 7205 Cameron Rd., Austin, TX, 78752.

**Preliminary Research:** Using the City of Austin's Community Registry site and general Internet searches, True Casa Consulting researched the neighborhood organizations that contain the proposed site and identified the following active organizations.

Coronado Hills Neighborhood Plan Contact Team  
Coronado Hills/Creekside Neighborhood Assn.  
Harris Branch Master Association, Inc.

**Neighborhood Plan:** The development is located in the St. John/Coronado Hills Combined Neighborhood Plan located at the link below:

[https://www.austintexas.gov/sites/default/files/files/Housing\\_%26\\_Planning/Adopted%20Neighborhood%20Planning%20Areas/28\\_StJohn-CoronadoHillsCombined/sich-np.pdf](https://www.austintexas.gov/sites/default/files/files/Housing_%26_Planning/Adopted%20Neighborhood%20Planning%20Areas/28_StJohn-CoronadoHillsCombined/sich-np.pdf)

- 1) **Neighborhood Contact:** Vecino Group will reach out to the priority neighborhood organization(s) to share info on plans for the development of Cairn Point Austin at Cameron. HPD will be updated once those meetings have occurred.



- 2) **Neighborhood Notification** – The organizations above will be notified as part of the TDHCA notification process. At this time, we do not anticipate a zoning change being necessary. The team will also reach out to neighborhood and publicly engage, as a neighbor, on the plans for development of the site.
- 3) **Neighborhood Engagement** – At the any upcoming neighborhood meetings, Vecino Group will present information about their firm, plans for design of the building and talk about who will live at the property and what services will be offered.
  - After initial phone contact, meetings will be scheduled with any organization that should request such.
  - Vecino Group will invite neighborhood members to volunteer events to get more involved with the project.
- 4) **Implementation/Ongoing Relations** – Vecino Group will implement the following processes to encourage ongoing relations with neighborhood members:
  - Neighborhood members will be invited to the Ground Breaking and Ribbon Cutting events that will be held for the property. Neighborhoods will be given recognition for their support.
  - The property will invite neighborhood members to participate in service programs being offered at our community.
  - The property will invite and educate neighborhood members on the many ways to volunteer with the property.
  - Vecino Group will establish an open-door policy so that neighborhood members will feel comfortable communicating any concerns with either the on-site property management or the single point of contact.

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 4 – Project Info**

**4c. SMART Housing Letter**

**Vecino Group has applied  
for SMART Housing  
Certification and will  
forward upon approval**

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 4 – Project Info**

**4d. MOU with ECHO**

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 4 – Project Info**

**4e. Resident Services**

## **CAIRN POINT AT CAMERON**

### **Supportive Service Provision**

Caritas of Austin will be the Supportive Service Coordinator and the main provider of Supportive Services at Cairn Point at Cameron.

#### **CARITAS OF AUSTIN'S SUPPORTIVE SERVICE PHILOSOPHY**

Caritas of Austin believes that when every person has a stable place to call home, we can reach our full potential and contribute to the community. Each person we serve shares the devastating experience of homelessness. Some have lived on the streets for years, while the crisis has been more short-lived for others. Rebuilding one's life is complex and looks different for every individual. We employ customized, evidence-based solutions to end a family's homelessness and build stability for future generations. Caritas of Austin employs a "Housing First," "Housing Everywhere" and "Housing ASAP" approach to ending homelessness. It is nearly impossible to address well-being without a home, so connection to a permanent home is always the first priority. By fully reintegrating people into the Austin community after the shattering experience of homelessness, we not only increase their probability of success but also enrich the entire community.

The following list of supportive service programming will be offered and available to residents living at the Cairn Point property.

#### **RELATIONSHIP-BASED CASE MANAGEMENT**

Our professional case managers, with the utmost respect and dignity, work as partners with clients to develop and achieve a personalized plan that's unique to each person's situation and goals. The plan can include goals of employment, building self-confidence, budgeting, health care and more. When needed, case managers help clients obtain treatment for mental health or substance use issues.

#### **MENTAL AND BEHAVIORAL HEALTH SERVICES**

Caritas of Austin has immediate access to mental and behavioral health services through a funding partnership with Austin Public Health including:

##### **PSYCHIATRIC NURSING SUPPORT AND MEDICATION MAINTENANCE**

A psychiatric registered nurse will provide the following services to eligible clients:

- Evaluate psychiatric medication compliance
- Evaluate overall client mental and physical health, i.e. taking vital signs, monitoring for medication side-effects, etc.
- Assess mental health needs
- Assess client's progress in meeting care plan goals
- Communicate regularly with the client's psychiatrist or primary care physician (as appropriate)

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## INDIVIDUAL SUBSTANCE ABUSE/MENTAL HEALTH COUNSELING

A Professional mental health counselor(s) and/or professional Licensed Chemical Dependency Counselor(s) will provide mental health counseling, substance abuse counseling, or both to eligible clients. Clients will have hour-long counseling sessions for a period determined by the professional counselor.

### SUBSTANCE ABUSE TREATMENT

Substance abuse treatment services include:

- Assessment of substance abuse, mental health, and related problems
- Treatment plan development
- Professional counseling (cognitive-behavioral therapy, motivational interviewing, contingency management, etc.)
- Education regarding addiction and what to expect from treatment/recovery
- Information/referral to assist with post-treatment sobriety

### PEER MENTORING PROGRAM

Caritas will provide access to a Peer Mentor(s) who has experienced success in mental health treatment, recovery, and housing stability. The Peer Mentor(s) would be prepared to share experience/knowledge with others at an earlier stage of mental health treatment or recovery from alcohol and/or drug dependency.

Peer mentoring will provide the following services to clients:

- One-on-one coaching in which a peer mentor encourages, motivates, and supports a peer with mental health/substance abuse issues who is new to housing or at-risk of losing housing stability; Peer mentors may also assist clients with tasks such as setting housing goals and solving problems directly related to housing stability
  - Connecting the client with services and resources available in the community
  - Helping clients make new friends and begin building alternative social networks;
- Peer mentors may organize activities that range from opportunities to participate in team sports to family-centered holiday celebrations to payday get-togethers that are alcohol- and drug-free. These activities provide a sense of acceptance and belonging to a group, as well as the opportunity to practice new social skills.

### CLIENT TRANSPORTATION

Bus passes and/or taxi vouchers will be provided so that clients can attend psychiatric appointments, counseling appointments, substance abuse treatment, and/or other mental health/substance abuse recovery appointments.

### EMPLOYMENT

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



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## EMPLOYMENT SERVICES

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

## EDUCATION

We all reach our full potential when we have access to more than just physical resources. They need the knowledge, skills and opportunities to reach their goals. Caritas of Austin's Education program is aimed at giving people the tools necessary to succeed. Whether it's personal finance matters, developing vocational skills, or setting life goals, our Education program adds an additional layer of support to our comprehensive services.

### Education Classes

**Life Skills:** A series of classes that help clients develop life skills such as: Goal Setting, Establishing Boundaries, Strategies to Raise Self Esteem, and many more.

**Financial Literacy:** An assortment of classes to help clients manage their finances including Financial Planning, Savings, Building Credit, and others.

**Health and Well-Being:** A compilation of classes including topics such as; Eating Healthy, Choosing a Hobby that Works for You, and others.

**Employment Workforce Training:** A series of classes that builds job skills in the Hospitality Industry and the Food Industry.

**Speaker Series:** Classes provided by community partner agencies as a resource to our clients by YWCA, Asian Family Support Services of Austin (AFSSA), and Austin Police Department (APD).

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

## FOOD

Caritas of Austin's Food programs build physical well-being as people are transitioning out of homelessness. Hunger is an important issue in our community. In Travis County, nearly 20% of households are food insecure, meaning they lack consistent and reliable access to adequate, nutritious food. Together with our other services, food assistance builds a strong foundation as people work toward their life goals.

### Food Programs

#### Community Kitchen

Caritas of Austin provides a free, nutritious lunch to individuals Monday through Friday from 11:00 a.m. – 12:30 p.m. Lunch in Caritas' Community Kitchen may be the only meal someone eats on a given day.

The Community Kitchen is managed by our chef and primarily volunteer-operated. A similar model of nutrition supplementation will be provided at the Cairn Point property.

### **Pantry**

An on-site food pantry will provide take-home groceries to residents. When you are struggling to make ends meet and must choose between putting food on the table and paying the bills, weekly groceries bring great relief.

### **SUPPORTIVE SERVICES AND FUNDING**

Funding for the supportive services for Cairn Point will come from a combination of grants and fundraising from private foundations, corporations and individuals. This is the same method used to fund the current supportive services for the 500+ individuals Caritas of Austin served last year. Caritas of Austin has been in the community for 56 years, and has a long standing and healthy relationships with the donor community. .

While raising \$3 million in private dollars annually, Caritas of Austin has embarked on a \$6 million campaign to expand its services and increase its capacity, known as “Vision 2025,” in 2018. This will include Cairn Point, as well as the services to support the 150 residents that will reside there.

In addition to a successful record of private fundraising, Caritas of Austin also raises an impressive amount of funding from private foundations and governmental agencies.

Cairn Point Austin at Cameron Services Budget

<u>Grant Sources</u>	<u>Estimated Amount</u>	<u>Confirmed</u>
Outside Foundation Grants	\$ 175,625.00	
Cairn Point Cash Flow (Operations)		\$ 30,000.00
<b>Total for Grant Sources:</b>	<b>\$ 205,625.00</b>	

<u>Funds Excluding Grants</u>	
<b>FY22 Projections for Philanthropic Fundraising: Excluding Grants</b>	<b>\$2,499,594.00</b>
Bequest Amount (in reserves)	\$ 450,000.00
Pledged Life Insurance Funds (in reserves)	\$ 300,000.00
Pledged Sources for Capacity Campaign (Funds raised so far)	\$ 1,200,000.00

<u>Uses</u>	<u>Amount</u>
Case Managers (2 FTE)	\$ 80,000.00
Benefits Specialist (.25 FTE)	\$ 10,000.00
Education Specialist (1 FTE)	\$ 40,000.00
Supported Employment Specialist (1 FTE)	\$ 40,000.00
Program Supplies	\$ 1,300.00
Equipment, Computers & Software	\$ 2,000.00
Cell Phones	\$ 650.00
HMIS Costs	\$ 7,800.00
Move-In Kits	\$ 5,100.00
Mileage Reimbursement	\$ 5,000.00
Bus Passes, Lyft, Cab Vouchers	\$ 5,000.00
Travel Food	\$ 675.00
Travel and Lodging	\$ 3,750.00
Training and Registration Fees	\$ 1,950.00
Food and Beverages (for residents)	\$ 2,400.00
<b>Total:</b>	<b>\$ 205,625.00</b>

*\*It should be noted that Caritas of Austin is committed to raising \$6 million by the year 2025 to increase capacity and reach our Vision 2025 goal, ultimately serving 2,000 people experiencing homelessness.*

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 5 – Property Info**

**5a. Appraisal**

**Vecino Group will engage  
an appraiser as part of  
TDHCA application and  
will forward to AHFC upon  
receipt**

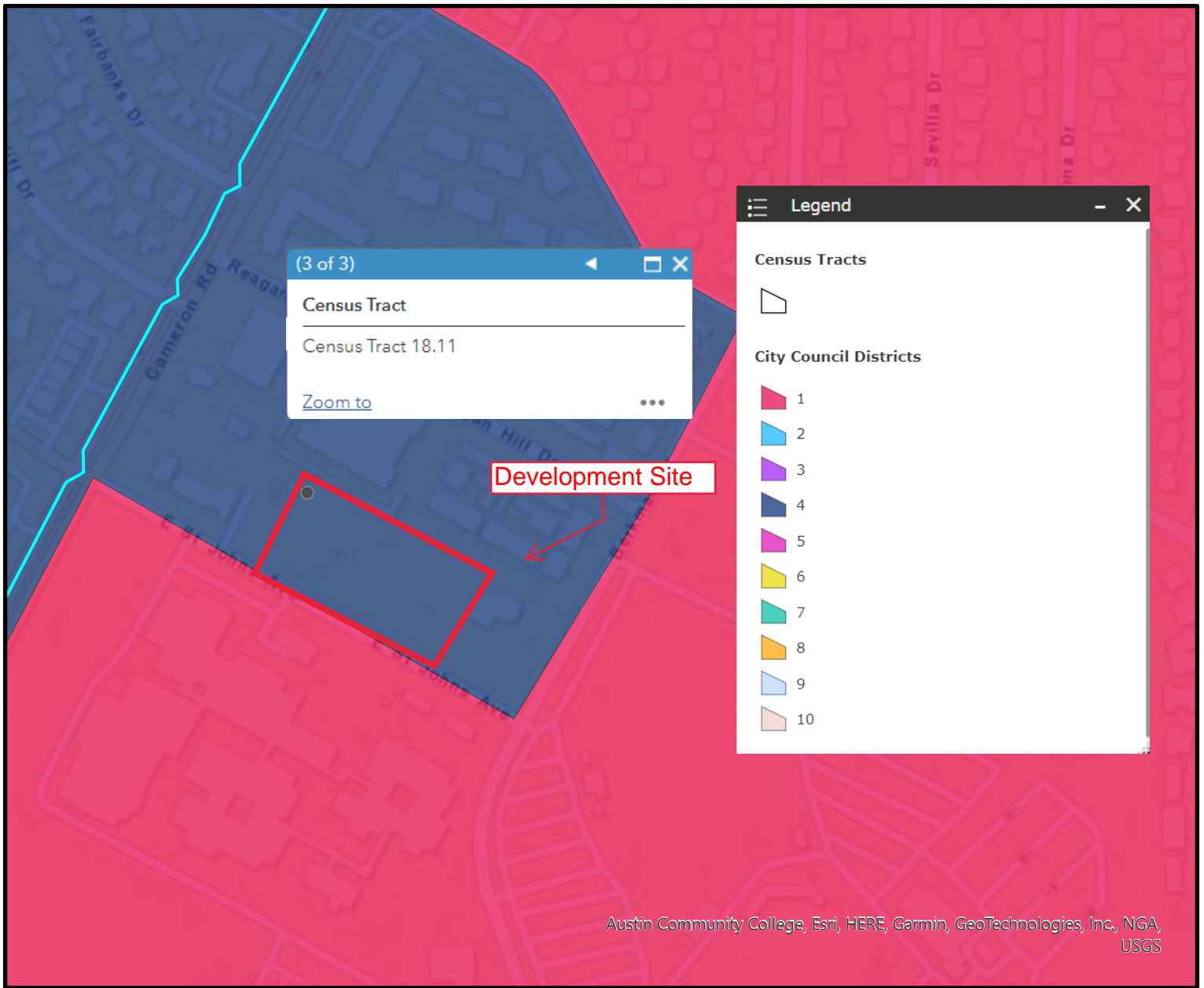
**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 5 – Property Info**

**5b. Property Maps**



**Property Label**

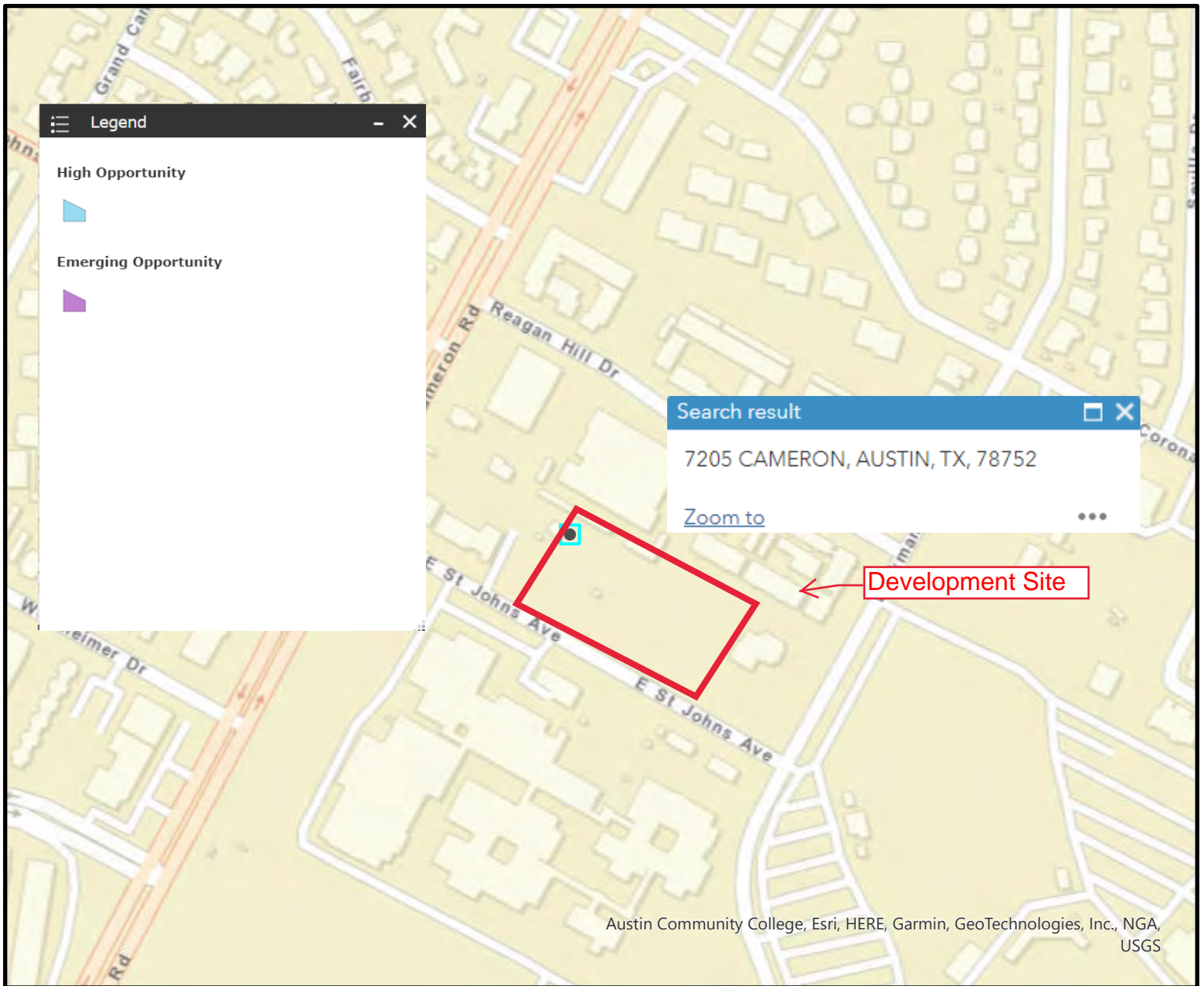
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- ORES File Number: ORES File Label
- Restrictions: Restrictions Label
- Restrictions & Protection Comments: Comments Label

- Land Classification: Classification Label
- Land Category: Land Category Label
- Approximate Acreage: Acreage Label
- Appraisal District: Appraisal Label
- Appraisal District Property ID: Property ID Label
- Maximo Asset Tracking Number: Maximo Label



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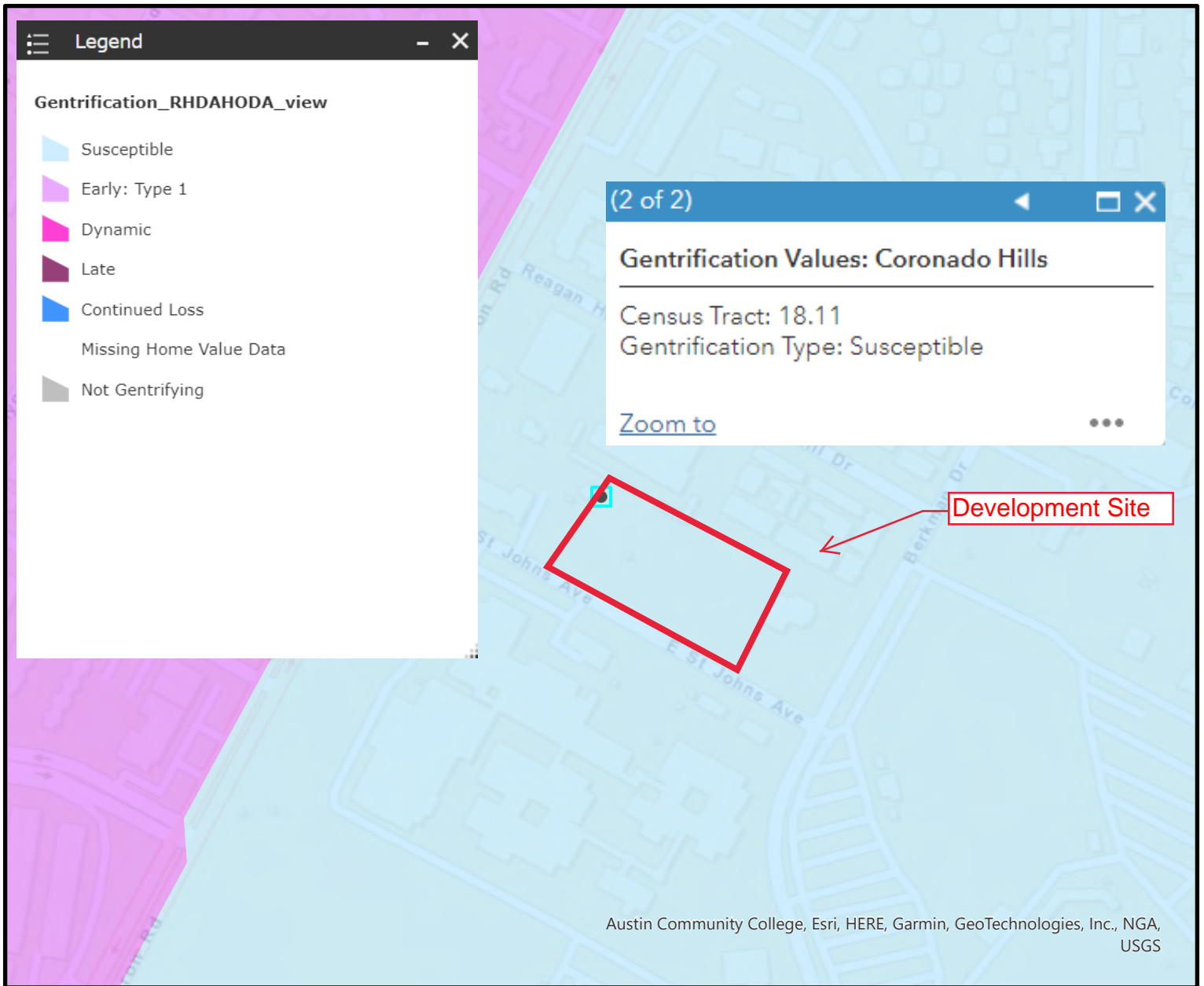
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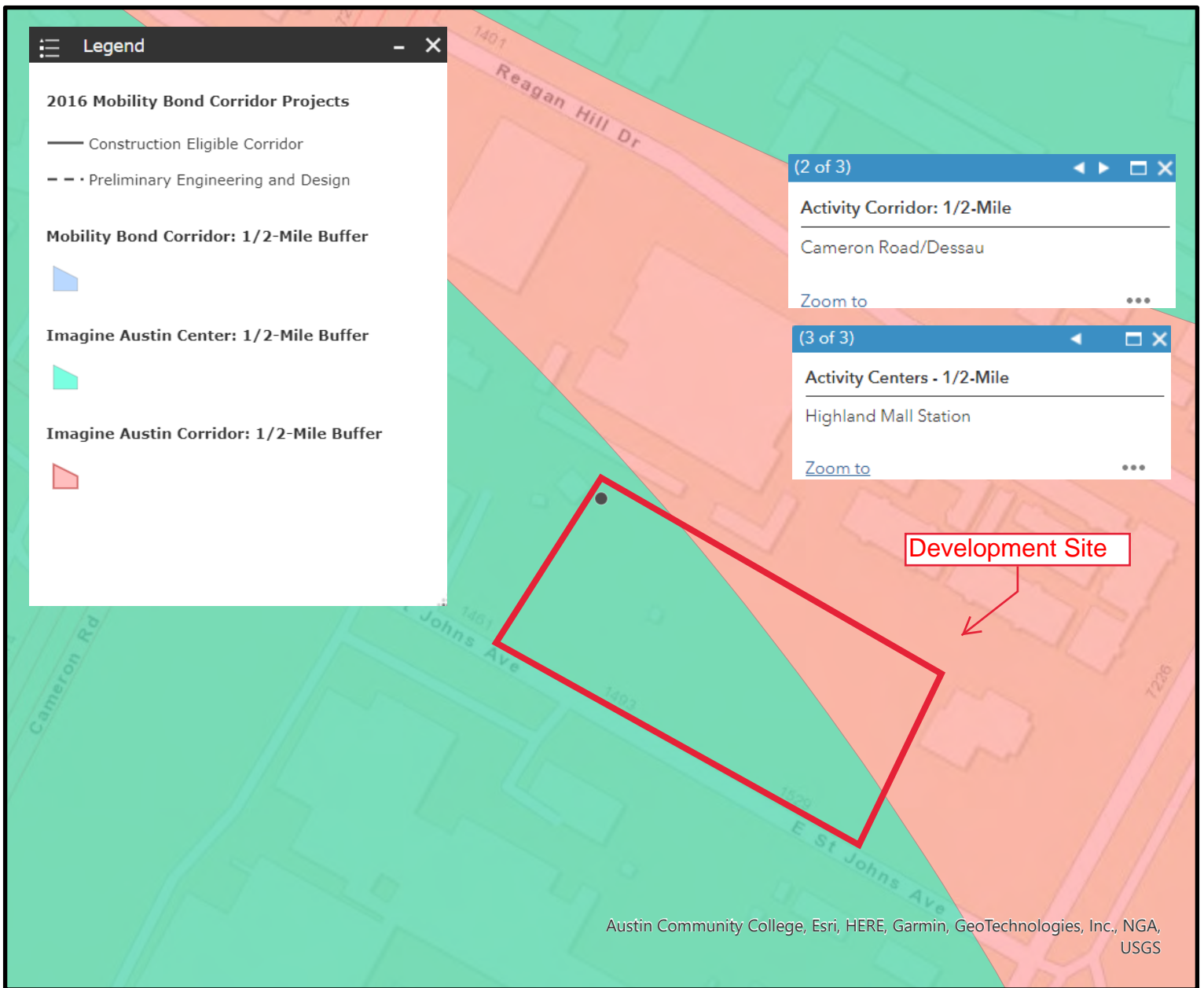
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Austin Community College, Esri, HERE, Garmin, GeoTechnologies, Inc., NGA, USGS

**Property Label**

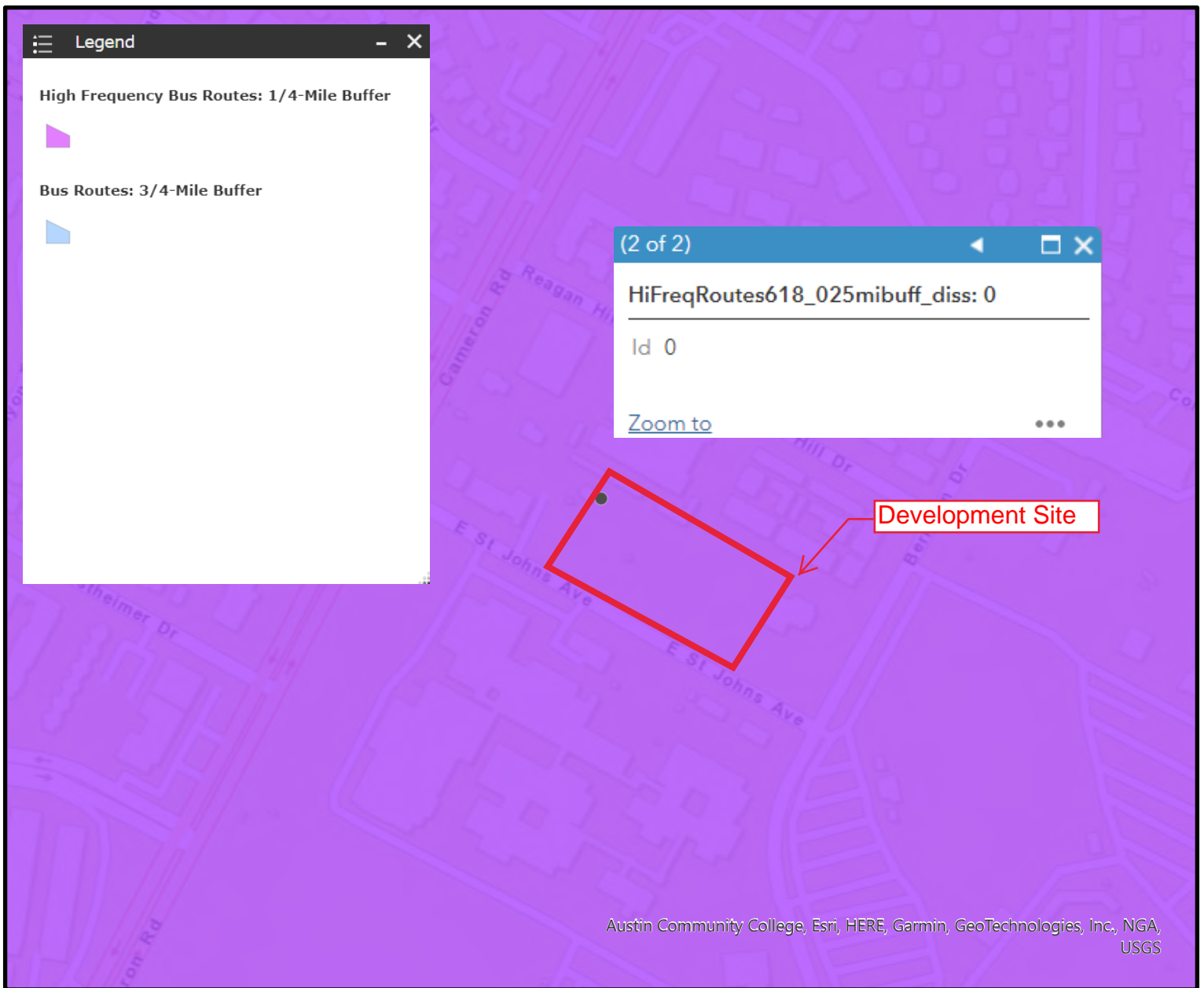
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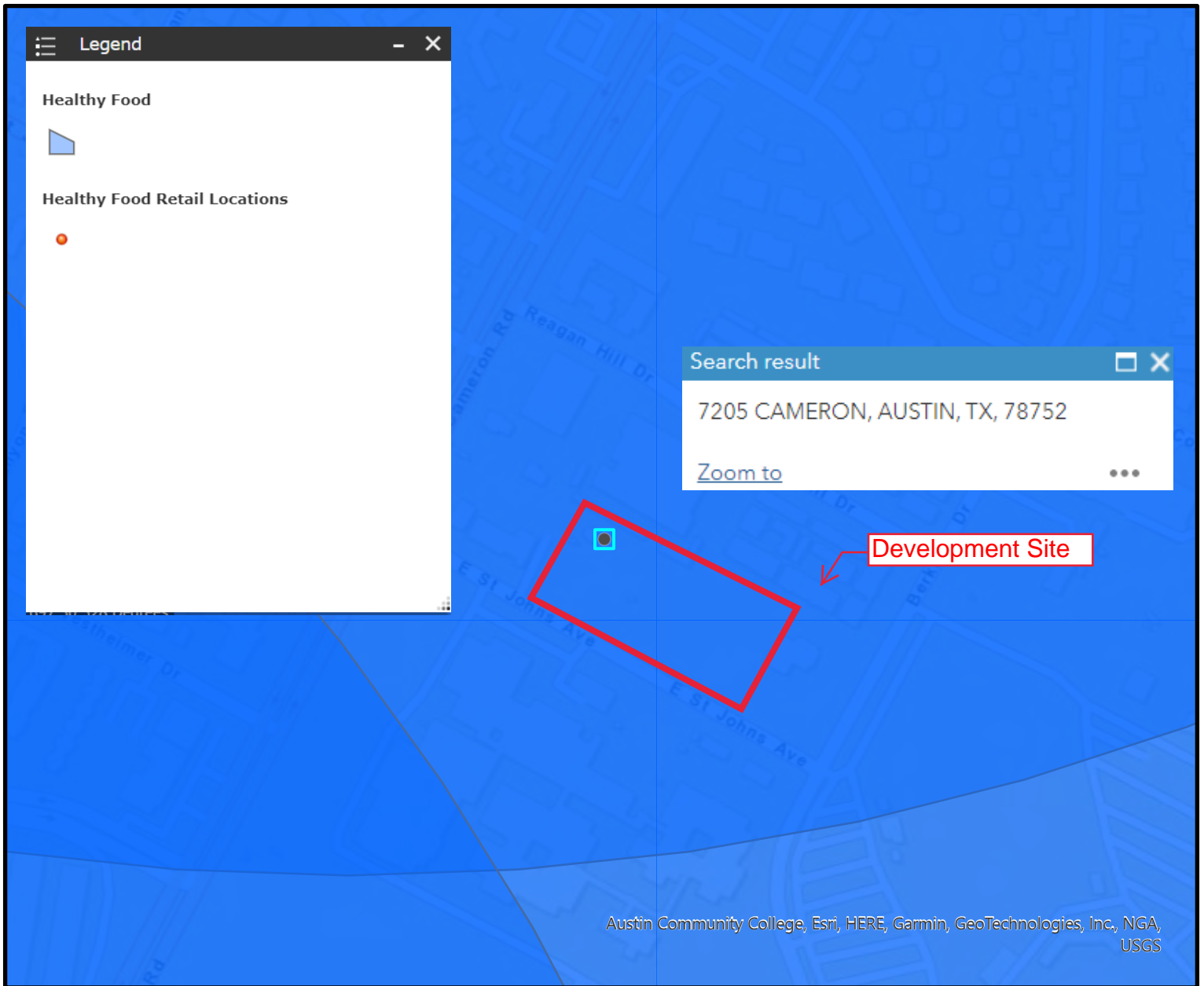
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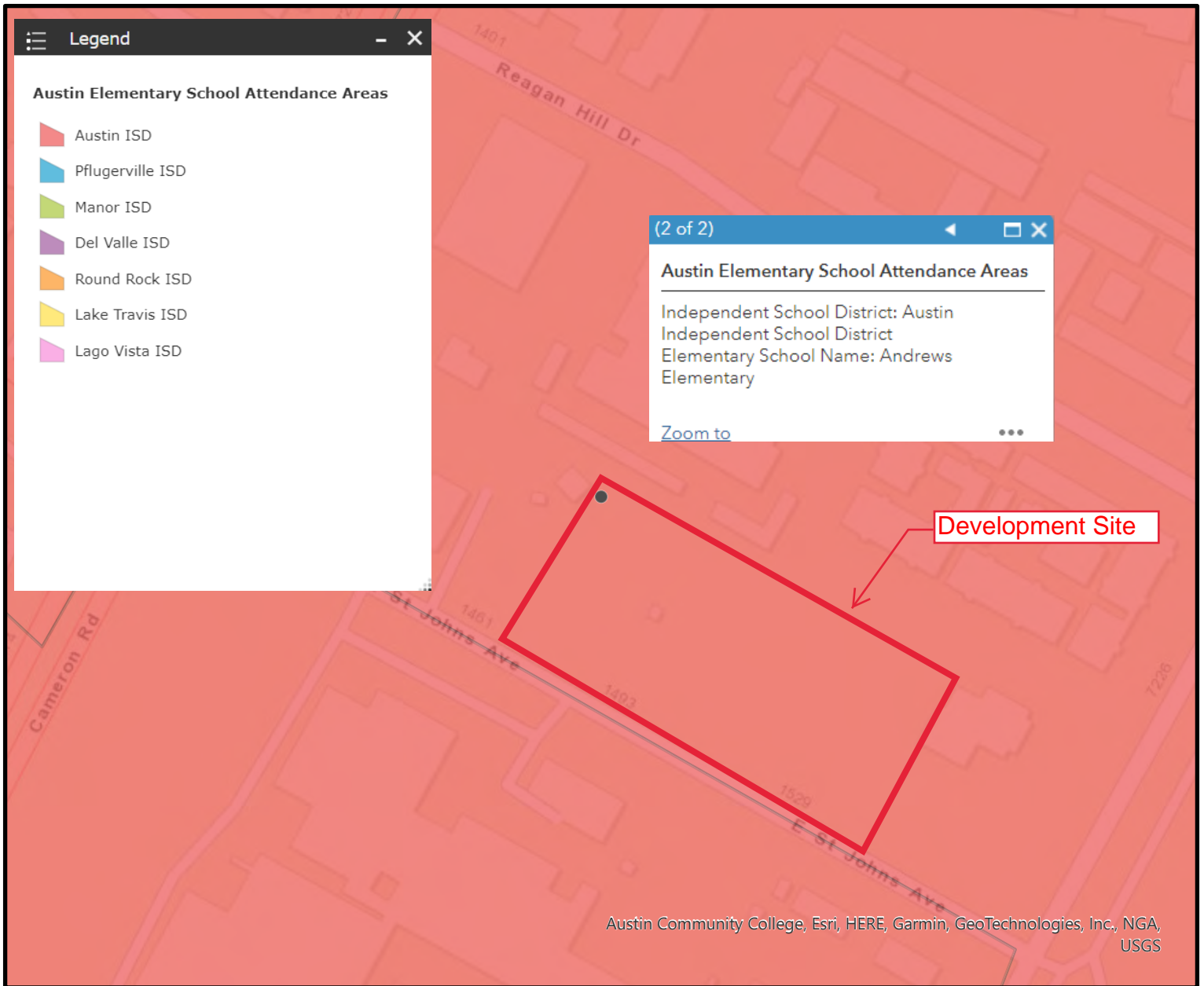
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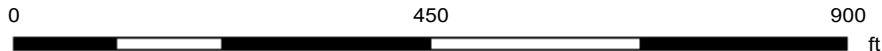


# FEMA Floodplains

## Legend

Aerial

- Red: Band\_1
- Green: Band\_2
- Blue: Band\_3



Friday, October 21,  
2022



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

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 5 – Property Info**

**5c. Zoning Verification Letter**

**Vecino Group has applied  
for Affordability Unlocked  
Certification and will  
forward upon approval**



# City of Austin

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P.O. Box 1088, Austin, TX 78767

<https://www.austintexas.gov/department/housing-and-planning>

Housing and Planning Department

**November 4, 2022**

**Vecino Group, LLC**

**Re: Affordability Unlocked Application Verification for the Property located at  
7205 Cameron Road, Austin, TX 78752**

Dear Vecino Group, LLC:

This letter is to confirm that the property located at 7205 Cameron Rd. Austin, TX 78752 is the subject of an application for the City's Affordability Unlocked Program (AU Program).

The AU program is a residential affordable housing development bonus program, *see* Division 4 (*Affordability Unlocked Bonus Program*) in Article 15 of City Code Chapter 25-1. The AU program makes a qualifying development a permitted use in certain eligible base zoning districts and permits certain increases to density and entitlements as established by ordinance. See the [City of Austin's AU program webpage](#) for additional information.

If the current application meets all program requirements, the proposed development will be eligible to be certified as a qualifying development. If certified under the AU Program, the project will be eligible to take advantage of the waivers and modifications of development regulations as established by ordinance.

Sincerely,

*Brendan Kennedy*

Brendan Kennedy, Project Coordinator  
Housing and Planning Department



**From:** NHCDReview@austintexas.gov <noreply+c63a0ed324ce6d3c@formstack.com>  
**Sent:** Wednesday, November 2, 2022 4:06 PM  
**To:** jennifer@truecasa.net  
**Subject:** Affordability Unlocked Application



**Formstack Submission For: [Affordability Unlocked Application](#)**

Submitted at 11/02/22 4:06 PM

<b>Provide the address(es) of the proposed development or a general description of the location if no address is available.:</b>	7205 Cameron Rd. Austin, MO 78752
<b>Central Appraisal District Property ID(s):</b>	228228
:	
:	
<b>Full Name:</b>	Donnell McGhee
<b>Mailing Address:</b>	305 W. Commercial St. Springfield, MO 65803
<b>Email :</b>	jennifer@truecasa.net
<b>Phone 1:</b>	(708) 227-7006
<b>Phone 2:</b>	(512) 203-4417
<b>Select your form of organization:</b>	Limited Partnership
<b>Please identify officers and indicate their titles.:</b>	



The General Partner will be a to-be-formed nonprofit affiliate of Austin Housing Finance Corporation.

J. Rodney Gonzales, President  
512-974-2200  
rodney.gonzales@austintexas.gov

Rosie Truelove, Vice-President  
512-974-3100  
rosie.truelove@austintexas.gov

Mandy DeMayo, Secretary and Treasurer  
512-974-3100  
mandy.demayo@austintexas.gov

The Administrative Limited Partner will be a to-be-formed LLC of which Vecino Bond Group, LLC is the managing member.

J. Matthew Miller, Member  
417-720-1577  
matt@vecinogroup.com

Richard Manzardo, Member  
417-720-1577  
rick@vecinogroup.com

**Please identify the general partner(s) and contact information for all principals.:**

**Please list type of Nonprofit : eg. 501(c) 3:**

**Full Name:** Donnell McGhee

**Mailing Address:** 305 W. Commercial St.  
Springfield, MO 65803

**Email:** DMcGhee@vecinogroup.com

**Phone 1:** (708) 227-7006

**Phone 2:**

**Name:** Lisa Combs

<b>Mailing Address:</b>	305 W. Commercial St. Springfield, MO 65803
<b>Email:</b>	lisa@vecinogroup.com
<b>Phone 1:</b>	(417) 720-1577
<b>Phone 2:</b>	
<b>Project Name:</b>	Cairn Point at Cameron
<b>Project Site Plan No. (if applicable):</b>	
<b>Subdivision Case No. (if applicable):</b>	
<b>Is this development participating in or receiving subsidy from any of the following sources? (Select all that apply):</b>	<ul style="list-style-type: none"> <li>Low Income Housing Tax Credits from the Texas Department of Housing &amp; Urban Development</li> <li>City of Austin Rental Housing Development Assistance</li> <li>or Ownership Housing Development Assistance</li> <li>City of Austin S.M.A.R.T. Housing</li> <li>Private Activity Bonds issued by the Austin Housing Finance Corporation</li> </ul>
<b>S.M.A.R.T Housing project ID Number:</b>	application submitted
<b>Is this development participating in any of the following density bonus programs? (select all that apply):</b>	None
<b>Current zoning of the site:</b>	GR-MU-NP
<b>Level of Affordability Unlocked bonus being requested.:</b>	Type 2 Bonus
<b>Development regulation waivers or modifications being requested (select all that apply):</b>	<ul style="list-style-type: none"> <li>Waiver of compatibility height and setback requirements in Article 10 (Compatibility Standards)</li> <li>Waiver of compatibility requirements in Subchapter F (Residential Design and Compatibilty Standards)</li> <li>Waiver of floor-to-area ratio (FAR) limits</li> <li>Waiver of mimimum site area requirements</li> <li>Waiver of occupancy limits in Section 25-2-511 (Dwelling Unit Occupancy Limit)</li> <li>Modification of minimum lot size requirement (lot size</li> </ul>

must be 2,500 square feet or greater)  
Modification of minimum lot width requirement (lot width must be 25 feet or greater)  
Modification of height limit  
Modification of dwelling unit per lot limit  
Modification of front yard setback requirement  
Modification of rear yard setback requirement  
Modification of minimum parking requirement

Is this site located within a quarter-mile of an Imagine Austin Corridor that is served by transit?:

Yes

Proposed projects located within a quarter-mile WALKING DISTANCE of an Imagine Austin Activity Corridor served by transit are eligible for Type 2 bonuses. Input the Imagine Austin corridors and transit routes below::

Cameron Road/Dessau and Routes: 492 (Delwood), 10 (South 1st/Red River) and 485 (Night Owl Cameron)

Does this development contain any commercial or office uses?:

No

Is the amount of commercial/office space no more than 25% of the gross floor area? Developments with commercial/office uses comprising over 25% of the development's gross floor area are not eligible for Affordability Unlocked.:

Is this an ownership development or a rental development?:

Rental

Unit Type:

How many efficiency units?:

How many one-bedroom units?:

How many two-bedroom units?:

How many three bedroom units?:

<b>How many four bedroom units? :</b>	
<b>Unit Type:</b>	Efficiency
<b>How many efficiency units?:</b>	150
<b>How many one-bedroom units?:</b>	
<b>How many two-bedroom units?:</b>	
<b>How many three bedroom units?:</b>	
<b>How many four bedroom units? :</b>	
<b>Unit Type:</b>	
<b>Number and affordability level of efficiency units (as % of MFI) :</b>	
<b>Number and affordability level of one-bedroom units (as % of MFI):</b>	
<b>Number and affordability level of two-bedroom units (as % of MFI):</b>	
<b>Number and affordability level of three-bedroom units (as % of MFI):</b>	
<b>Number and affordability level of four-bedroom units (as % of MFI):</b>	
<b>Unit Type:</b>	Efficiency
<b>Number and affordability level of efficiency units (as % of MFI) :</b>	23 @ 30% MFI, 127 @ 50% MFI
<b>Number and affordability level of one-bedroom units (as % of MFI):</b>	
<b>Number and affordability level of two-bedroom units (as % of MFI):</b>	

<b>Number and affordability level of three-bedroom units (as % of MFI):</b>	
<b>Number and affordability level of four-bedroom units (as % of MFI):</b>	
<b>Describe how the Affordability Unlocked bonuses you are seeking will help your project. For example, how many additional units will be included in the project as a result of the Affordability Unlocked bonuses?:</b>	The parking waived will allow the project to be built and avoid paying for expensive, underutilized parking for the supportive housing/senior population. This allows for the development of the site to its fullest potential and not wasting urban infill space.
<b>Will any of the proposed affordable units serve Older Persons or function as Supportive Housing?:</b>	Supportive Housing
<b>Number of Affordable Units proposed to serve Older Persons or function as Supportive Housing.:</b>	150
<b>Does the affordability period for the affordable units meet the following minimum thresholds?:</b>	Rental: at least 40 years = Yes
<b>Is this project new construction or redevelopment of a site with existing multifamily units?:</b>	New construction
<b>Attachment 2: Rehab Valuation. The Affordability Unlocked Program is only available for redevelopment of existing multifamily units if the existing units require extensive repairs and rehab costs will exceed 50% of the development's market value. Attach an appraised value of the property and a contractor's job evaluation, which the Building Official will review against the most recent ICC building valuations to determine whether the existing multifamily units meet the criteria for being in extensive need of repair [LDC 25-1-722(D)].:</b>	

:

**By submitting this application, the applicant certifies that they will enter into :**

A contractual agreement with the City of Austin committing the development to preserving the minimum affordability requirements, tenant protections, and redevelopment requirements (if applicable) imposed by the Affordability Unlocked Program [ LDC 25-1-724 ]. This contract must be executed before the Neighborhood Housing & Community Development Department certifies that the proposed project meets the Affordability Unlocked requirements.

A restrictive covenant with the City of Austin to preserve minimum affordability requirements imposed by the Affordability Unlocked Program.

**Applicant Signature: By checking this box, you are providing an electronic signature.:**

As the applicant, I submit this completed Affordability Unlocked application with the required attachments to the City of Austin for consideration.

**Name:**

Donnell McGhee

**Date:**

Nov 02, 2022

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Formstack, 11671 Lantern Road, Suite 300, Fishers, IN 46038

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 5 – Property Info**

**5d. Proof of Site Control**

Austin, Travis County, Texas

## Earnest Money Contract and Purchase and Sale Agreement for Real Estate (Unimproved)

The Vecino Group, LLC, a Missouri limited liability company, and/or its assigns (collectively the "Purchaser"), offers to purchase from Sierra Cameron Acres LLC, a Delaware limited liability company (the "Seller"), certain real estate being all that certain tract or parcel of land located at 7205 Cameron Road, Austin, Travis County, Texas, the same being out of Abstract 789, Survey 57, of the J. P. WALLACE Survey, and being 2.41 acres, more or less, more particularly described by meets and bounds on Exhibit A attached hereto, together with all improvements thereon and appurtenances and hereditaments thereunto belonging (all of which is hereinafter referred to as the "Real Estate"), for the total sum of SIX MILLION AND FOUR HUNDRED THOUSAND DOLLARS AND 00/100 (\$6,400,000.00) (the "Purchase Price"), subject to the following, and only the following, written terms and conditions of this Earnest Money Contract and Purchase and Sale Agreement for Real Estate (this "Contract").

1. Earnest Money Deposits. Purchaser shall deposit with Stewart Title Guaranty Company, 1360 Post Oak Blvd., 10<sup>TH</sup> Floor, MC #10-1, Houston, Texas 77056, Attention: Carol Wright-Richardson (the "Escrow Agent") the sum of One Hundred Thousand Dollars and No/00 (\$100,000.00) as earnest money for this transaction (the "Earnest Money"). Purchaser shall deliver Earnest Money to the Escrow Agent in one or more deposits, aggregating the above Earnest Money amount, within five (5) business days of the date of the Contract.

At the Closing, the Earnest Money shall be credited to the Purchase Price.

The Earnest Money is fully refundable throughout the Application Period (as defined below) and non-refundable thereafter.

1.1. Payment on Closing. At Closing, Purchaser shall pay to Seller the entire Purchase Price; provided, that Purchaser shall receive a credit against the Purchase Price at Closing in the amount of the Earnest Money and any other credits to which Purchaser is entitled under this Contract.

2. The Real Estate.

2.1 It is hereby acknowledged and understood by Seller that Purchaser intends to develop the Real Estate as a multi-family residential apartment complex (hereinafter sometimes referred to as "Purchaser's Use"), and it is therefore a condition of this Contract that Purchaser must be able to determine to its satisfaction, in its reasonable discretion, each of the following matters:

2.1.1 that all utilities, specifically water, electric, telephone, cable and gas, as well as sanitary and drainage sewers, are available to the Real Estate at a reasonable cost and in sufficient size and capacity to adequately serve Purchaser's Use;



2.1.2 that the environmental conditions of the Real Estate as they relate to the Purchaser's Use, including without limitation, topography, soil consistency, geotechnical analysis, floodway designation, wetlands and animal preservation issues, are satisfactory to Purchaser; and

2.1.3 that the development of Purchaser's Use upon the Real Estate is economically feasible in all respects.

2.2 It is hereby understood and acknowledged by Seller that, if Purchaser is unable to obtain satisfactory results with respect to the matters specified in Paragraph 2.1 on or before the Closing date, then Purchaser may, at its election, notify Seller in writing, at the place herein provided for notices, that it is dissatisfied with one or more of the matters specified in Paragraph 2.1, and that it thereby cancels and terminates this Contract, in which case neither party shall have further liability to the other arising out of this Contract, and the Title Company shall immediately return the Earnest Money to Purchaser. In the event Purchaser fails to so notify Seller of its election to cancel and terminate this Contract, then such conditions shall be deemed satisfactory to Purchaser.

3. Reports; Phase I Assessment. On or before five (5) days after Seller's acceptance hereof, Seller shall furnish to Purchaser copies of any existing environmental assessment reports, surveys, inspections, soil/geotechnical reports or other reports relating to the Real Estate in Seller's possession. Purchaser shall have the right, at its expense, to obtain an environmental Phase I assessment (as well as a Phase II assessment and additional testing, if applicable) for the Real Estate from an environmental consulting firm reasonably acceptable to Purchaser (the "Consultant"), the results of which shall be set forth in a report certified by the Consultant to Purchaser, which results shall be satisfactory in all respects to Purchaser. In the event any such report reveals defective conditions, Purchaser shall have ninety (90) days from receipt of such report to notify Seller of the defective conditions, and Seller shall either (a) correct such conditions within thirty (30) days of receipt of such notice (or such longer period as Purchaser may approve in writing) or (b) grant Purchaser a credit against the Purchase Price at Closing in an amount equal to the cost of correcting such conditions as determined by the Consultant.

4. Financing. It is a condition precedent to Purchaser's obligations hereunder that Purchaser shall receive a bond reservation from the Texas Bond Review Board ("TBRB") and an allocation of 4% tax credits from the Texas Department of Housing and Community Affairs ("TDHCA") and/or other forms of financing for the development of the Real Estate, all in an amount and upon terms and conditions acceptable to Purchaser in its reasonable discretion (the "Allocation"). It is hereby understood and acknowledged by Seller that if Purchaser does not receive the Allocation, then Purchaser may cancel and terminate this Contract by notification thereof to Seller, and the Title Company shall immediately return the Earnest Money to Purchaser in accordance to this Contract, and thereafter both parties shall be relieved of all further obligations under this Contract.

5. Due Diligence. Purchaser shall have until one hundred eighty (180) calendar days from the date of this Contract (the "Application Period") to perform all due diligence and to compile all documents deemed necessary by Purchaser, in its reasonable discretion, for submittal of an application and supporting documents including third party reports, letters, and resolutions (collectively, the

"Application") to the TBRB for a bond reservation and TDHCA for an allocation of housing tax credits. Seller shall permit Purchaser and its representatives to enter onto the Real Estate including all structures for purposes of conducting investigations and inspections limited to geo-technical evaluation and environmental studies in accordance with requirements for third-party reports to be specified by TDHCA for the Application. Seller shall reasonably assist Purchaser in making inspections and investigations.

If Purchaser, in its reasonable discretion, determines prior to the conclusion of the Application Period not to proceed with the submittal of the Application, then Purchaser may terminate the Contract by notifying the Seller and Escrow Agent in writing. Purchaser shall receive a refund of the Earnest Money subject to the following:

(a) If this Contract is terminated prior to end of the Application Period, the Earnest Money shall be returned to Purchaser.

(b) If this Contract is terminated after the Application Period and prior to the Funding Commitment, the Earnest Money shall be non-refundable.

(c) All materials furnished by Seller during the Application Period shall be returned to Seller upon Purchaser's receipt of the Earnest Money.

(d) All due diligence materials including surveys, environmental studies, geotechnical reports, and feasibility reports prepared on behalf of the Purchaser during the Application Period shall be provided to the Seller upon receipt of the Earnest Money.

6. Purchaser's Conditions to Sale

Finance Contingency. Purchaser's obligation to purchase the Real Estate is conditioned upon the Purchaser's ability to secure financing through a bond reservation from the TBRB and an allocation of 4% Housing Tax Credits from TDHCA (an "Award"). Purchaser anticipates an Award on or before December 31, 2022.

As per Paragraph 9. of that certain Letter of Intent between Purchaser and Seller dated August 4, 2022, Purchaser's acquisition of the Property is contingent upon successful reservation of bonds and an allocation of 4% percent low-income housing tax credits and completion of necessary elements thereof, each and every in Purchaser's reasonable discretion, which Purchaser agrees to use good faith efforts to obtain, including, without limitation, (a) the receipt by Purchaser of all approvals, acknowledgements and consents required by any governmental authorities or other regulatory entities in connection with the acquisition and development of the Property by Purchaser, (b) the receipt by Purchaser of financing terms reasonably acceptable to Purchaser from lender(s) acceptable to Purchaser, and (c) municipal support of all requirements under Austin's Affordability Unlocked Development Bonus Program.

In the event Purchaser does not receive a 2023 bond reservation from TBRB and an award of tax credits from TDHCA for any portion of the Real Estate, the Purchaser may terminate this Contract.

7. Survey/Title. Seller shall provide evidence of survey and title, and Purchaser shall review the same, as follows:

7.1 On or before five (5) days after Seller's acceptance of this Contract, Seller shall deliver to Purchaser copies of any and all surveys of the Real Estate in the possession of Seller. Purchaser shall obtain a new staked survey of the Real Estate prepared and certified by a Registered Professional Land Surveyor (the "Survey"). The Survey shall set forth the net acreage of the Real Estate, which shall be approximately equal to the gross acreage excluding any portion of the Real Estate lying within a flood zone, wetlands, easement, or existing or proposed highway or public right-of-way. The net acreage shall be used to calculate the Purchase Price. The survey description (as well as any historic deed description) shall be used in Seller's deed conveying the Real Estate to Purchaser. In any event, the Survey shall be sufficient to cause the Title Company to delete the standard survey exceptions from the Title Policy described in Paragraph 7.3 below.

7.2 Within ten (10) days following the date of the Contract, Seller shall provide to Purchaser a title insurance commitment, issued by the Title Company, showing the condition of Seller's title to the Real Estate and any easements, restrictions, agreements or other matters burdening and/or benefiting the Real Estate (the "Title Commitment").

7.3 Within ninety (90) days after receipt of the later of (a) the Title Commitment (together with legible copies of all instruments noted in the Title Commitment as special exceptions, and any endorsements to the Title Commitment that Purchaser wishes to receive) and (b) the Survey, Purchaser shall notify Seller of any unacceptable physical or other defects therein disclosed. Seller shall have thirty (30) days (or such longer period as Purchaser may in writing approve) to cure or remove any such unacceptable defects, at Seller's sole cost and expense. If Seller is unable or unwilling to cure or remove such defects within said period, Purchaser may either (i) cancel and terminate this Contract upon written notice to Seller, in which event the Title Company shall immediately return the Earnest Money to Purchaser, or (ii) waive such defects and proceed to Closing; provided, however, that Seller shall be obligated to pay any amounts necessary to cause the removal at or before Closing of any and all valid monetary liens, mortgages, security instruments and UCC financing statements affecting the Real Estate. If Purchaser fails to notify Seller of an objection to an exception to title as reflected on the Title Commitment within the time provided herein, then Purchaser shall be deemed to have accepted the status of title as reflected therein. Any exceptions to title reflected on the said commitment to which Purchaser fails to timely object (except valid monetary liens, mortgages, security instruments and UCC financing statements to be released at or before Closing) shall be deemed a "Permitted Exception". Upon Closing, Seller shall provide to Purchaser, at Seller's sole cost and expense, an owner's policy of title insurance (the "Title Policy") issued by the Title Company, in the amount of the Purchase Price, showing good and marketable title in the Real Estate in Purchaser, subject only to current taxes and assessments not then due and payable and Permitted Exceptions.

8. Taxes and Assessments. Purchaser assumes and agrees to pay all assessments for municipal improvements made after Closing and so much of the real estate taxes assessed for and becoming a lien on the Real Estate during the calendar year in which Closing occurs as shall be allocable to Purchaser after

Closing (i.e., prorated to date of Closing). Any taxes not assumed by Purchaser and which are not due and payable at the time of Closing shall be allowed to Purchaser as a credit on the cash payment required at Closing, and Seller shall not be further liable for such taxes. If the actual tax rate is not known on the date of Closing, the taxes shall be prorated based upon the prior year's tax rate.

9. Closing. If this offer is accepted as herein provided (subject to Purchaser's rights to terminate this Contract as provided in this Contract), the transaction contemplated hereby shall be closed (the "Closing") in the offices of the Title Company, or such location as agreed upon by the parties, on or before a date thirty (30) calendar days after the expiration of the Application Period (the "Closing Date"). The Closing Date shall not be extended beyond 210 days from the date the last party executes this Contract unless both parties agree in writing to an extension.

At Closing, Seller agrees to deliver to Purchaser, in accordance with the terms of this Contract, the following:

(a) a duly authorized and executed special warranty deed in recordable form, conveying good and marketable title to the Real Estate, subject only to current taxes not yet due and payable and the Permitted Exceptions, unless otherwise agreed in writing by Purchaser;

(b) all other documentation which may be required by the Title Company in order to insure Purchaser with good and marketable title to the Real Estate;

(c) the Title Policy;

(d) a closing statement; and

(e) all other documents necessary to complete the transaction contemplated by this Contract.

10. Possession. Seller shall deliver exclusive possession of the Real Estate to Purchaser at Closing. The Real Estate shall not be subject to any leases or tenancies as of the date possession is delivered to Purchaser, and Seller hereby agrees to indemnify and hold Purchaser harmless from and against any damages, costs or expenses, including reasonable attorneys' fees, incurred by Purchaser as a result of the existence of any such leases or tenancies.

11. Right of Inspection and Tests. After Seller's acceptance hereof and throughout the term of this Contract, Purchaser and its agents and representatives shall have the right to enter upon the Real Estate to make tests as to the adaptability of the Real Estate for Purchaser's Use, such tests to include without limitation soil borings, surveys, drilling and all tests normally performed for the determination of the suitability of real estate for Purchaser's Use and for the collecting of all information necessary thereto. All such tests made by the Purchaser are to be made at Purchaser's expense, and Purchaser shall be liable for any damage caused to the Real Estate or to any persons thereon during said tests, and hereby agrees to indemnify and hold harmless Seller from and against any such damage or injury or claims and causes of action resulting therefrom.



12. Representations and Warranties. As a material inducement to Purchaser for entering into this Contract, Seller hereby represents, warrants and covenants to Purchaser as follows:

a. Seller owns good, marketable and indefeasible fee simple title to the Real Estate, subject only to the lien of current, non-delinquent real estate taxes and subject to no easements or other encumbrances which would interfere, prevent or frustrate the use of the Real Estate for Purchaser's Use.

b. There are no violations of any laws, regulations, codes, ordinances, orders or requirements affecting the Real Estate, including, but not limited to applicable laws, regulations, ordinances or requirements relating to ecology, the environment, pollution, health or safety.

c. There is no litigation or proceeding pending or, to the best knowledge of Seller, threatened against or relating to the Real Estate, including, without limitation, any proceedings for condemnation or other exercise of eminent domain.

d. There are no liens or claims which may ripen into liens against the Real Estate other than non-delinquent real estate taxes and those to be released at or before Closing.

e. (i) The Real Estate is not currently, and has never been used as a hazardous waste disposal facility as defined in 40 C.F.R. § 260.10; (ii) the Real Estate is free of any lien or encumbrance which may be created by any applicable state or federal law, statute or regulation pertaining to hazardous waste; (iii) no hazardous waste has been placed onto or into the Real Estate; (iv) the Real Estate has never been used as a landfill or trash dump; and (v) there are no aboveground or underground storage tanks on the Real Estate and any underground storage tanks that were previously located on the Real Estate were removed in accordance with all applicable laws and regulations. For purposes of this provision, the term "hazardous waste" includes those substances listed in 40 C.F.R. § 261.30, or previously determined to be hazardous by any applicable state or federal law, statute or regulation.

f. All utilities presently servicing the Real Estate are operated through valid public or private easements or rights-of-way and all installation and connection charges with respect thereto have been paid in full.

g. No assessments for any improvements to the Real Estate have been made against the Real Estate which remain unpaid, including, without limitation, those for construction of sewer and water lines and mains, streets, sidewalks and curbs. There are no improvements which have been ordered to be made for which such assessments will be made or which have not heretofore been completed, assessed and paid for.

h. There are no contracts for sale, options to purchase, rights of first refusal or any other agreements existing and in force with respect to or in any manner affecting the Real Estate (or any interests therein), with the exception of this Contract.

i. The Real Estate is not subject to any condition or obligation to any governmental entity or other person requiring Seller or any transferee to donate land, money, or other property or to make off-site public improvements.

j. There are no parties in possession of any portion of the Real Estate except Seller.

k. Seller has the legal right, power, and authority to enter into this Contract and to perform all of its obligations hereunder. Seller acknowledges and agrees that it is a condition precedent to Purchaser's obligations under this Contract that these representations and warranties shall be true and correct in all material respects on the date hereof as well as on the Closing date.

13. Condemnation. If prior to Closing the Real Estate shall be subjected to a taking, either total or partial, by eminent domain, condemnation, or for any public or quasi-public use, Purchaser shall have the right to either (i) terminate this Contract by providing written notice thereof to Seller at the place designated herein for such notices, or (ii) proceed to close the transaction contemplated by this Contract, in which event Seller shall assign to Purchaser at Closing all of the condemnation awards from such condemnation action.

14. Notices. All notices, requests, demands, consents and other communications required or permitted under this Contract shall be in writing and shall be deemed to have been duly and properly given on the date of service if delivered personally, or sent by facsimile with electronic confirmation of receipt by the recipients, or, if mailed, on the day such notice is received, registered or certified mail, first class postage prepaid, return receipt requested, or on the first day after deposit with a nationally-recognized overnight delivery service (e.g., FedEx), in all events addressed appropriately as follows:

If to Seller: Sierra Cameron Acres LLC  
500 N Capital of TX HWY, Building 4-100  
Austin, TX 78746  
Email: \_\_\_\_\_

With a copy to:

If to Purchaser: The Vecino Group, LLC  
305 W. Commercial Street  
Springfield, MO 65803  
Attn: Development Team (Erin McCord)  
Email: [emccord@vecinogroup.com](mailto:emccord@vecinogroup.com)

With a copy to: The Banks Law Firm  
2929 Allen Parkway, Suite 200  
Houston, TX 77019  
Attn: Antoinette M. Jackson  
Email: [tjackson@banksawfirm.com](mailto:tjackson@banksawfirm.com)

Either party may change its address for purposes of this Paragraph by giving the other party written notice of the new address in the manner set forth above.

16. Assignment; Entirety of Agreement; Amendments. This Contract shall be assignable by Purchaser to any of its affiliates and shall be binding upon and inure to the benefit of the respective heirs, representatives, successors and assigns of the parties hereto. If assigned to unrelated party, must obtain written consent from Seller. This Contract embodies the entire agreement between the parties hereto and there are no representations, promises, understandings or agreements, oral or written, between the parties which are not set forth herein. This Contract may be amended only by a written instrument signed by Purchaser and Seller.

17. Survival. All of the representations, warranties and covenants of Seller stated herein shall survive the Closing and the conveyance of the Real Estate to Purchaser and shall be binding upon and inure to the parties hereto and their respective heirs, successors, and assigns.

18. Governing Law. This Contract shall be construed and enforced in accordance with the laws of the State of Texas. Venue for any litigation arising out of this Contract shall be in courts of Travis county, Texas.

19. Attorneys' Fees. In the event of any controversy, claim, or dispute between Purchaser and Seller arising out of or related to this Contract or the breach thereof, the prevailing party shall be entitled to recover from the other party reasonable attorneys' fees, legal assistant fees, costs and expenses.

20. Costs.

20.1. As per Paragraph 8. of that certain Letter of Intent between Purchaser and Seller dated August 4, 2022, Seller shall pay for: (i) any recording fees necessary to remove of record any monetary liens or encumbrances; (ii) one-half of any closing or escrow fees charged by the Title Company; (iii) the fees of Seller's attorneys; (iv) the premium for Purchaser's title insurance policy, and (v) any other closing costs customarily paid by a seller in the county in Travis county.

20.2. Purchaser shall pay for: (i) except as provided in Paragraph 4. of the Letter of Intent between Purchaser and Seller dated August 4, 2022, all costs of conducting its investigation of the Property; (ii) one-half of any closing or escrow fees charged by the Title Company; (iii) the fees of Purchaser's attorneys; and (iv) any other closing costs customarily paid by a purchaser in Travis county.

Any other fees or real estate commissions occasioned by the execution and/or consummation of this Contract shall be the sole responsibility of the party contracting therefore, and such party agrees to indemnify and hold harmless the other party from any and all claims for such commission(s), and costs or expenses related thereto.

20.3. Seller and Purchaser each represent and Seller warrants to Purchaser that Seller shall be responsible for any and all real estate commission fees associated with the Contract to be paid by Seller to brokers, if any.

21. Counterparts. This Contract may be executed in any number of counterparts with the same effect as if all such parties executed the same document. All such counterparts shall constitute one agreement.


*[Remainder of page intentionally left blank]*



Dated: effective as of the 2nd day of September, 2022

"PURCHASER"

**The Vecino Group, LLC,**  
a Missouri limited liability company

By:   
Name: rick manzardo  
Title: President

ACCEPTANCE OF OFFER

9/6/2022

The undersigned hereby accepts the foregoing offer effective the \_\_\_\_ day of \_\_\_\_\_, 2022.

**"SELLER"**

**Sierra Cameron Acres LLC,**  
a Delaware limited liability company

DocuSigned by:  
*Matthew Shaw*  
By: \_\_\_\_\_  
Name: Matthew shaw  
Title: Manager

"TITLE COMPANY"

Stewart Title Guaranty Company

By: Gregory R. Hocker  
Name: Gregory Hocker  
Title: Escrow Officer Assistant

Dated: effective as of the 6th day of September, 2022

Exhibit A  
(Legal Description)

A certain 2.41 acres, more or less, out of the Abstract 789, Survey 57, of the J. P. WALLACE Survey






# EMC and PSA for land in Austin Vecino Group v 4 final

Final Audit Report

2022-09-02

Created:	2022-09-02
By:	Donnell McGhee (dmcghee@vecinogroup.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAARiUM4TrN7JML4_0JxG9vFyxzV_ehpYek

## "EMC and PSA for land in Austin Vecino Group v 4 final" History

-  Document created by Donnell McGhee (dmcghee@vecinogroup.com)  
2022-09-02 - 9:52:19 PM GMT
-  Document emailed to rick manzardo (rick@vecinogroup.com) for signature  
2022-09-02 - 9:54:00 PM GMT
-  Email viewed by rick manzardo (rick@vecinogroup.com)  
2022-09-02 - 9:54:43 PM GMT
-  Document e-signed by rick manzardo (rick@vecinogroup.com)  
Signature Date: 2022-09-02 - 9:55:07 PM GMT - Time Source: server
-  Agreement completed.  
2022-09-02 - 9:55:07 PM GMT

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 5 – Property Info**

**5e. Phase I ESA**

**Vecino Group will engage  
a Phase I ESA to be  
completed as part of  
TDHCA application and  
will forward to AHFC upon  
receipt**

**CAIRN POINT AUSTIN AT CAMERON  
AUSTIN, TEXAS**

**ATTACHMENT TABS**

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**Attachment 5 – Property Info**

**5f. SHPO**

**NOT  
APPLICABLE**