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Drowsy Willow Trail RFQ
September 22, 2023 2:11 pm
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Description Area

Drowsy Willow Affordable
Ownership Housing Development Opportunity Re
quest For Qualifications Submissions Due: September 22,
2023 by 11:59 p.m. CST Please fill out this form to submit a
response to the RFQ for 5901 Drowsy Willow Trail.You can find the RFQ
here.Note: This application has a "save and resume later" option that saves
all information you have entered - except for document uploads -
until you are ready to submit a completed form. Be sure to click the "Save
and Resume Later" button at the bottom to use this feature, and to upload
all attachments prior to submitting. If you have any questions about
this application, please contact Sarah Ramos or Travis Perlman.

Exhibit A: RFQ Response Form, Affidavits, and Certifications

Description Area

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

Developer Name

Eyad Kasemi

Developer Company

Capital A Housing

Developer Email

Eyad@capitalahousing.com

Architect Name

Jason Haskins

Architect Company

hatch + ulland owen architects

Architect Email

jasonhaskins@huoarchitects.com

Engineer Name

Nhat Ho

Engineer Company

Civiltude

Engineer Email

nhat@civiltudegroup.com

2. Please describe why you as developer are best suited to develop the proposed development.

Capital A Housing, an Austin development company founded in 2020, specializes in projects that integrate income-restricted affordable housing, including attached and detached condos. Our vision centers on housing as a human right and creating great places for everyone. Capital A integrates engineering, urban design and planning, and construction through partnerships with Civiltude, Constructinople and Urbinden which allow us to innovate in affordable and market-rate housing development from soup to nuts.

Capital A focuses on self-developed townhome/condo projects under 60 units in addition to 100+ unit multifamily projects with strategic development partners- both of which utilize programs like Affordability Unlocked and Housing Development Assistance funding and Low-Income Housing Tax Credit programs. Capital A also specializes in aligning its projects with the City's housing, transportation, and planning strategies, while ensuring that projects add value to their surrounding neighborhoods and support the visions and needs of the City's diverse communities.

Similar to the Drowsy Willow development, Capital A and their integrated partners, successfully acquired land, designed, permitted, constructed, marketed, and sold a 17-townhouse development in north-central Austin, "A at Lamppost" that was completed in Spring 2022, using \$1.3 million in development assistance funding to keep 100% of the units at below 80% MFI. Additionally, "A at E St Johns", a 6-townhouse development in central-east Austin, is on track to be completed in December 2023, bringing more affordable ownership housing to the city. Other Capital A projects include Seabrook Square, a 262-unit mixed-income development integrating a public plaza and a resident artist community, and Menchaca, a 10-townhouse affordable community in South Austin.

Our success is driven by our exceptional team, including Fayez Kazi, a seasoned leader with two decades of engineering/housing expertise, Conor Kenny, a principal with a wealth of experience in government and policy, Eyad Kasemi, a construction and site development manager specializing in affordable housing, David Dinoff, the Director of Real Estate committed to innovative financial strategies for community improvement, and Kevin Howard, the Director of Urban Design and co-founder of Urbinden, dedicated to promoting equitable and sustainable housing through thoughtful urban planning and design.

3. Please describe why your proposed architect and engineer for this project are best suited to design and permit the proposed development, including their experience with the Austin permitting process.

Civiltude, a minority-owned engineering and planning firm founded in 2010 by Fayez Kazi, PE, has become known for delivering cutting-edge design solutions and project management. In 2020, Nhat Ho, PE, assumed the role of President, having been with the firm since its inception.

Civiltude specializes in affordable housing projects by leveraging technical expertise, permitting knowledge, and strong relationships with City staff. They have extensive experience in designing and permitting affordable housing developments, using innovative approaches like SMART housing and Affordability Unlocked to maximize affordability for City of Austin projects.

Civiltude's proficiency extends to SMART housing projects, public schools, and downtown high-rise developments with accelerated permitting timelines. They have established positive working relationships with regulatory bodies, including the City of Austin.

What sets Civiltude apart is their active involvement in key city commissions, nonprofit boards, and neighborhood associations, fostering community goodwill and consensus. They prioritize deepening client trust over mere expansion and consistently address the needs of underserved segments, particularly in public school and affordable housing projects.

h+uo are passionate about affordable housing projects, with a track record including communities for Foundation Communities, affordable housing in Charleston, South Carolina, and renovations for Guadalupe Neighborhood Development Corporation.

As a dynamic design studio, h+uo excel in multifamily residential, hospitality, retail, office, community/civic, education, and single-family residential projects. They are known for interpreting their clients' visions and delivering contextually responsive designs. The firm has a strong reputation in Austin, Texas, and nationally, with a growing list of satisfied clients.

H+uo places a premium on creating spaces that foster human interaction and respect the environment. Team members actively participate in civic organizations, demonstrating their dedication to civic responsibility.

h+uo believe in making architecture and sound planning accessible to all. They have completed several affordable housing projects, including the LEED Platinum-certified M Station. Their ongoing and past projects with the City of Austin highlight their commitment to civic responsibility.

4. How many units in multi-unit attached and detached housing similar to the one in this RFQ's Development Concept has the developer constructed and received a Certificate of Occupancy for within the last five years? Please list all developments included in your total number including month/year CO received, name, location, number of units, and whether it was attached or detached housing (i.e. 1. CO June 2022: Sunshine Cove, Austin, TX, 50 detached units; 2. CO April 2023: Congress Flats, Austin, TX, 47 condo units).

1. First Unit CO February 2022; Final Unit CO May 2022: A at Lamppost, 12500 Lamppost Lane, Austin TX, 17 attached units;
 2. CO January 2024 (expected): A at E St Johns, 1021 E St Johns Avenue, 6 attached units;
 3. CO December 2024 (expected): A at Menchaca, 7331 Menchaca Road, 10 attached units.
-

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

As developers focusing on affordable housing development in the City of Austin, our vision is “Great Places. For Everyone”. For us, it does not end with developing affordable housing, but it extends to the entire process of creating the projects that Austinites can call home. To further our mission, we have an integrated holistic construction management process that enables us to complete projects efficiently, effectively, and in a time-bound manner. These principles act as a guardrail to ensure that all our stakeholders benefit from our development process, including our neighbors. For them, we specifically include processes that include a comprehensive approach:

1. Engagement – We work with the surrounding community to gain insights and identify concerns. Our design process, in addition to construction management practices, is customized to address concerns and build upon local expertise. (See question 6 for more information).

2. Neighborly communication: During the construction phase, we will actively reach out to neighbors to keep them abreast of the development activities to prevent any disruptions to their schedules.

3. Mitigation: We routinely take steps for dust, noise, and traffic control. Periodically, we spray water over construction areas to prevent the spread of dust and debris. We time deliveries to ensure they do not obstruct school/commute traffic. We limit working hours to 7 AM - 4 PM and ensure that the noise is limited to that time only. A contact number for our site supervisor will be clearly posted on the entrance in case of any emergencies.

4. Project updates: We will create a monthly construction progress report that is shared with project owners and regular updates are posted on our social media channels. For this project, our point of contact will be fluent in English and Spanish, in order to support communications with neighbors and the development team.

5. Legal compliance: All our developments are 100% legally compliant. We ensure that all permits are received, and statutory inspections are scheduled by third-party and city inspectors to meet code compliance. We believe that by adhering to these construction management practices, we will ensure that we are not only building affordable housing but also contributing positively to the overall well-being of the neighbors and continue our dedicated work to making Austin a better place for all.

6. Please describe how your proposed development team will approach community engagement during the design and construction process with a focus on advancing racial equity within the community.

We are dedicated to fostering an inclusive community engagement approach that caters to the diverse needs of our residents. Recognizing that the Drowsy Willow community and its surrounding areas are predominantly Spanish-speaking, we have formed a partnership with the Bingham Group to facilitate bilingual outreach. We commit to all our outreach and application materials being available in Spanish. Furthermore, our community engagement events will feature both English and Spanish speakers to ensure accessibility at all times, and our email correspondence will also be available in Spanish. Finally, we will seek Spanish-speaking lenders to work with the community prior to the purchase of units to ensure that everyone is equally served.

In our interactions with the community, we intend to actively solicit their input regarding the optimal utilization of the green space located within the water quality zone—a space intended to be accessible to all. Our primary objective is to transform this area into a high-quality green space that warmly embraces individuals of all ages and offers various avenues for programming and recreational activities.

During our dialogues with community members, we will engage in discussions pertaining to potential amenities such as nature-oriented play areas, the establishment of a dog park, the creation of a community garden complete with raised beds, and the potential organization of a weekly farmers market. Furthermore, we are keen to explore additional needs and creative ideas put forth by the community members, with the aim of tailoring this green space to meet their preferences and requirements.

Following the submission of this response, we will collaborate with local neighborhood organizations to conduct presentations and engage with the community. Once the construction is finished, our commitment extends to providing technical assistance for resident applications, offered in both English and Spanish. Subject to compliance review with the City and Fair Housing Act, we will give priority to residents with longstanding ties to the community and those at risk of displacement.

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

At Capital A Housing, we believe in building a strong community and working together with everyone, not just during construction but even after. We want to create a good relationship with both the people who will live here and those who already do. We have plans for a quality green area in the south part of the site open to everyone. While we plan this area, we will talk a lot with the community to make sure it has what they want and need. It won't just be for our residents; it will be for everyone in the neighborhood. Ideas we will discuss with the community include a place for kids and youth to play in nature, a place for dogs, and a weekly farmers market. This green space will be one to facilitate community events and regular use for everyone to enjoy. We will coordinate with community members, neighborhood groups, and city departments, such as Austin Parks and Recreation, to design and operate the open space in the ways that best benefit the community.

In our past projects, we have engaged with contact teams, neighborhood associations, and advocacy groups. We will engage with the Southeast Combined Neighborhood Plan Contact Team, and the George Morales Dove Springs Advisory Board, and make sure that we have extensive outreach to make sure that everyone's opinions are heard. In collaboration with Bingham Group, we will ensure that all the engagement material is in both English and Spanish to bring equitable collaboration.

8. Provide a copy of the most recent certified financial audit or disclosures completed within the last two years from the developer.

[REDACTED]

9. Discuss any litigation (within the last five years) for which the developer or co-developer were party to, either as plaintiff or defendant. What were the circumstances and what was the outcome?

NA. There has been no litigation.

10. Please describe any non-AHFC financing you have used in Texas to finance previous attached and detached owner-occupied housing developments within the last seven years, including award amount and date.

The following projects received non-AHFC financing:

A at Lamppost:

Equity: Parmer Housing LLC

Public: AHFC

Lender Contacted: R Bank, Simmons Bank

Lender(s) closed with: Prosperity Bank, Oak Hill

Amount Closed: \$2,500,000

Date: June 2020

A at E St Johns

Equity: Talia at St Johns

Public: AHFC

Lender Contacted: Chase, Jefferson Bank, Simmons Bank

Lender(s) closed with: Prosperity Bank, Oak Hill

Amount Closed: \$1,400,000

Date: September 2022

A at Menchaca

Equity: Capital A Housing

Public: AHFC

Lender Contacted: Prosperity Bank, Oak Hill

Lender(s) closed with: Prosperity Bank, Oak Hill

Amount Closed: \$550,000

Date: October 2023 (anticipated)

11. Please describe any additional non-AHFC funds you propose applying for or using to finance this development.

We have a conceptual design and massing study, development budget, sources and uses, and cash flow proforma that have informed how we could utilize a combination AHFC subsidy, net income from sales, and a small repayable construction loan from AHFC or other lender to finance this development. We would propose to build approximately 40 townhomes consisting of 2 and 3 story 2-bedrooms, 3 story 3-bedrooms, and 3 story 4-bedrooms, totalling 50,000-55,000 net square feet.

The total development budget would be around \$16,000,000, but we will not need \$16 million in sources as we plan to construct this development in three phases over the course of 32-36 months. We suggest a 3 phased approach to account for absorption rates in the Dove Springs market, efficiently utilize public subsidy, and limit the amount spent on construction interest and fees. Each phase would consist of the construction and sales of 12 to 14 homes. Assuming a \$9,000,000 OHDA award, our cash flow analysis shows that approximately \$8,000,000 in OHDA subsidy can fund the 1st phase. The 2nd phase would be funded by remaining OHDA subsidy and the reinvestment of the net proceeds of the sales of Phase 1 units. The 3rd phase would be funded by the reinvestment of remaining net proceeds from Phases 1 and 2, and by drawing on a small construction loan of \$750,000 to \$1,500,000. Net proceeds from Phase 3 sales would be utilized to repay the construction loan and make final developer fee installments. It's possible that the subsidy amount can be reduced with further fine-tuning of the financial model.

The Phase 3 construction loan could come from a number of sources, including from AHFC to be repaid upon sales of Phase 3 along with interest revenue and would not be used to further subsidize the project. If repayable AHFC construction financing is not an option, we have relationships with and experience borrowing from CDFIs and banks including TSAHC, Texas Mezzanine Fund, Capital Impact Partners, Prosperity Bank, Simmons Bank, and Jefferson Bank for projects such as this. For homebuyers, we have experience internally and relationships externally to connect homebuyers with down payment assistance programs, first-time homebuyer education, and mortgage lenders.

12. Example Development

Description Area

Provide a detailed summary of your most innovative and successful owner-occupied development similar to the Development Concept of this RFQ that has received a Certificate of Occupancy in the last seven years; please be sure to include the following 10 points overall

Project Description

“A at Lamppost”, at 12500 Lamppost Lane is the first development utilizing the “Affordably Unlocked” ordinance to break ground in Austin. It contains 17 multi-bedroom, family-friendly, townhouse-style homes for purchase by families making 60-80% of Austin’s Median Family Income. The development qualified for the “Tier 1” ordinance provisions, which waive or relax city requirements for parking, setbacks, and density levels for projects with at least half of their units being income-restricted. A at Lamppost was financed in part with \$1.3 million from the City of Austin’s Ownership Housing Development Assistance program, and was completed in Spring 2021. The development team included Capital A Housing as Developer, Civiltude as Civil Engineer, Constructinople as General Contractor, and Guadalupe Neighborhood Development Company handling buyer qualification screening and general affordability compliance.

Funders and Owner

Public - AHFC,
Equity Investor - Parmer Housing LLC,
Lender - Prosperity Bank Oak Hill,
Owner - Parmer Housing LLC

Architect, Engineer, and General Contractor

Architects - Tracy Chen and Austin Design Studio
Engineer - Civiltude
General Contractor - Constructinople

Certificate of Occupancy Year

2021

City, State

Austin, TX

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

Total Number of Units

17

Number of Units by Bedroom Count - Number of Efficiencies

0

Number of Units by Bedroom Count - Number of 1 Bedrooms

0

Number of Units by Bedroom Count - Number of 2 Bedrooms

3

Number of Units by Bedroom Count - Number of 3 Bedrooms

14

Number of Units by Bedroom Count - Number of 4+ Bedroom

0

Average Floor Plan Size

1329.00

Average Development Cost per Unit 229756.76

Final total development cost, relative to that reflected in the budget at the time of financing of construction 3905864.90

Describe your community engagement efforts during pre-development and construction.

Before the development phase commenced, community outreach initiatives were undertaken, beginning with personal notifications to the immediate neighbors residing near the cul-de-sac. Throughout the construction and pre-sales phases, we continued to disseminate updates via targeted Facebook advertisements in the geographic vicinity, as well as to nearby places of worship such as churches and mosques, community centers, and various professional groups, including teachers and nurses.

Affidavit of Negotiation

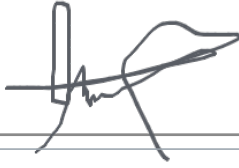
Description Area

THIS FORM MUST BE FULLY COMPLETED AND SIGNED BY THE RESPONDENT TO BE CONSIDERED FOR THE AWARD OF THE DEVELOPMENT OPPORTUNITY. I, _____, an authorized representative of _____ (developer entity) a legally formed entity, submit this application in response to the RFQ released by the Austin Housing Finance Corporation (AHFC) on August 23, 2023 requesting qualifications for potential developers to partner with AHFC to develop attached and detached housing that AHFC will sell to income-eligible homebuyers upon completion of the homes on a property AHFC owns at 5901 Drowsy Willow Trail in Austin, Texas. If selected for the award of the development opportunity, I do hereby agree to enter into an Exclusive Negotiation Period (ENP) with AHFC the term of which will begin on the date of selection by the AHFC Board of Directors and end 90 days from selection. I have read the Memorandum of Understanding included as a Reference Material to the Drowsy Willow RFQ and understand that AHFC considers that document in the form presented mostly final. I understand the Memorandum of Understanding shall be the primary document executed within the ENP that will govern the selected developers and AHFC's obligations vis-à-vis each other, and this development. During the ENP, I agree to negotiate in good faith any modifications necessary and jointly agreed upon by the Selected Developer and AHFC to the Memorandum of Understanding included as a Reference Material to the Drowsy Willow RFQ and finalize and execute that document prior to the end of the ENP. If after a reasonable time of negotiation AHFC concludes that little progress has been made toward negotiating the necessary agreements, AHFC reserves the right to terminate negotiations with the Selected Developer, and request authorization from the Board to begin negotiations with the next highest scoring respondent. I understand and agree that if the agreements necessary for the development of the property are not executed within the ENP, the ENP may be extended as needed by the mutual agreement of both parties. I understand and agree that AHFC reserves the right to select the next highest scoring respondent or resolicit for new qualifications if, at the conclusion of the ENP, the necessary agreements have not been executed. I understand that I am not liable for any costs associated with this development prior to the execution of the MOU, with the exception of any and all costs associated with the preparation of my submission to this RFQ. I understand that if selected, I will be required to comply with the Mandatory Requirements described in this RFQ as a condition of the award of the development opportunity.

Developer Entity Name Capital A Housing

Authorized Representative Eyad Kasemi

Authorized Representative Signature



Date Signed Sep 22, 2023

Authorized Representative Email eyad@capitalahousing.com

Certificate of Non-Suspension and Debarment

Description Area THIS FORM MUST BE FULLY COMPLETED AND SIGNED BY THE RESPONDENT TO BE CONSIDERED FOR THE AWARD OF THE DEVELOPMENT OPPORTUNITY. I affirm my organization is not currently suspended or debarred from bidding or contracting with the United States Federal Government, State of Texas, or City of Austin.

Developer Entity Name Capital A Housing

Authorized Representative Name Tetyana Samiliv

Authorized Representative Signature



Date Signed Sep 22, 2023

Affidavit of Non-Collusion, Non-Conflict of Interest, and Anti-Lobbying

Description Area

THIS FORM MUST BE FULLY COMPLETED AND SIGNED BY THE RESPONDENT TO BE CONSIDERED FOR THE AWARD OF THE DEVELOPMENT OPPORTUNITY. I certify and agree that I have not and will not influence the AHFC RFQ evaluation and award process in any way either directly or indirectly including but not limited to offering or providing any good or service of value to AHFC staff or officers in exchange for more favorable consideration. I certify I have no present knowledge of a potential or existing conflict of interest with AHFC that may give my proposal an unfair advantage over other proposers or unduly benefit my organization in any way. I agree to notify an AHFC Authorized Contact or Project Manager in writing as soon as I become aware of any potential or existing conflict of interest in the future. I understand and agree to comply with the City of Austin's Anti-Lobbying Ordinance (Ordinance No. 20180614-056) while this RFQ is open. <https://www.austintexas.gov/edims/document.cfm?id=301199>

Developer Entity Name

Capital A Housing

Authorized Representative Name

Eyad Kasemi

Authorized Representative Signature



Date Signed

Sep 22, 2023
