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Drowsy Willow Trail RFQ
September 22, 2023 7:38 pm
Chrome 116.0.0.0 / OS X
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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

Sunil Lavani

Developer Company

Spark Root Development and Construction

Developer Email

daniel@sparkrootconstruction.com

Co-Developer Name (if applicable)

Monica Medina

Co-Developer Company (if applicable)

Equitable Living Spaces (ELS) Development

Co-Developer Email (if applicable)

monicamedina@gmail.com

Architect Name

Jon Salinas

Architect Company

Spring Architecure

Architect Email

jsalinas@springarchitects.com

Engineer Name

Aimee Chavez

Engineer Company

Pape Dawson

Engineer Email

AChavez@pape-dawson.com

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

Our story is beautiful and unique. We guarantee no other have the ties or drive to develop this specific parcel like we do. We are a boutique development group in Austin, Tx with experience in building seven different classes of products and over \$100MM of assets under management that were developed and constructed in house. With the support of our co-developer, our combined expertise is postured to satiate even the smallest of desires by the local community and City of Austin alike.

We are Spark Root Development and Equitable Living Spaces (ELS) Development. Both entities are represented in the City of Austin's inaugural cohort for The Small Developer Training in conjunction with Momentous Capital/ Capital Impact Partners. We are presenting this site as our capstone project and pursuing this in real time.

What's even more special is that one of our teammates was raised in South Austin, attending Widen Elementary, Mendez Middle School (across the street from this parcel), and Travis High School. Being afforded the opportunity to develop and construct this project, that resides in the very neighborhood that raised him, is a full circle and what life is about. After years of success and growth in the real estate industry, he's eager and grateful for the opportunity to give back to his community.

The City of Austin and Momentous Capital/ Capital Impact Partners can demonstrate the effectiveness of the seed stage program in Austin and tell a beautiful story that honors so much of what and who Austin is. Together, we are more than qualified for this development and would be honored to bring together a rockstar team to create an affordable living space with a soul for so many in our community.

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.

Spring Architecture has decades of experience. They specialize in the planning and design of commercial, multi-family residential/ high-density vertical mixed use, adaptive reuse and custom residential building. Some of their project include Merritt Heritage Apartments in Georgetown, TX and Merritt Hill Country Apartments in Dripping Springs, Tx. Additionally, they are currently involved in the site plan development and design of this project as an advisor to ELS in their capstone for the City of Austin Small Developer Training Program.

Pape Dawson Engineering have been consultants on projects we've begun. They are a renowned firm with five decades of experience serving numerous cities around Texas. They are technical experts in their field that will leave no page unturned. We have a working and trusted relationship with this team and are confident in their delivery. Some of their notable Austin based projects (separate from Spark Root and ELS) are Dittmar Condominiums in Austin, TX, Live Oak Condominiums in Austin, TX, and Kissing Tree SFR in San Marcos, TX.

Ron Thrower's team will also be part of our team dependent on the City's rezoning status.

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).

The closest one we've developed and constructed is below; however, we have been the developer and GC for numerous other projects. You can see part of our portfolio at: <https://www.sparkrootdevelopment.com/portfolio>.

Fieldhouse Condos- Austin, Tx
CO- December 2019
24 Units
12 attached/ 12 detached
5 of 24 townhomes were priced at 80% MFI

Legend Point
47 Single Family Homes
CO- March 2022-December 2022

Under Construction
Hacienda Townhomes- Austin, Tx
CO- fall 2024
19 detached townhomes
2 of 19 townhomes will be priced at 80% MFI

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.

Before any construction begins, every adjacent property (owner or otherwise) will be notified and informed of our project in writing. Per our internal policy, we will include contact information for our project managers, superintendents, main office, and community engagement representative. If ever there are issues, concerns, or needs, we encourage them to call us to rectify anything. Additional good neighbor practices to be implemented are as follows:

Quarterly updates to the adjacent stakeholders is also included in our project timeline produced by our community engagement representative.

OSHA safety meeting with all vendors prior to construction beginning/
Safety posters on fencing.

8am-6pm working hours Mon-Sat (occasional adjustment of hours to include early morning concrete pours anticipated for approximately 12 days). Neighbors will be notified of upcoming abnormalities.

SWPP enforcement- silt fencing/ gutter logs/ binder/ posters/ concrete washout pits/ dumpsters/ PM responsible for sweeping streets every Friday.

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've diligently reviewed the previous community engagement completed by the City of Austin. Our additional and complimentary engagement will be as follows:

ELS will schedule 3 separate discussion opportunities with representatives from the Fire Station, EMS Station, schools, and recreation center to understand our plan and work with them on managing general and specific safety concerns in the area during construction.

ELS will host three BBQs and game events labeled "Local Voices Series" in an effort to discuss their previous feedback and offer any new insights to this development planning. ELS will support local businesses during this process.

ELS will conduct six "Door Knocking" events to establish communication and receive feedback from those that could not attend the BBQs.

Of note, during a site visit by ELS, conversation with the neighboring HOA manager took place to understand prospective area needs. This yielded the understanding of a fence separating the properties and a street light needed at their entrance due to extreme darkness along the street.

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.

First, Spark Root and ELS will be diligent in its effort to consistently and systematically understand and respond to challenges the community faces. For example, we are adding community friendly amenities to the site in the spirit of what is desired to include an amphitheater, open space for local farmers markets and mobile grocery pantry, as well as a playground and dog park. The purpose is to provide a space that fosters community and relationship building.

Second, ELS and Spark Root will actively engage with the local EMS and Fire Station for holiday gift drives while passing on this relationship to the HOA to maintain continuity.

Third, we will be garnering interest from future entrepreneurs, young and professionally aged people, followed by conducting general site tours during non-work hours to educate them on our process and how they may get involved in future projects. Think of "bring your kid to work day" but for any interested community member.

Ultimately, ELS and Spark Root will drive home the fact we must be nimble and adapt to change as this project moves forward. Implementing these strategies is the first step in developing the culture and relationships we wish to have come to fruition.

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?

N/A

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.

Personal financing

Lubbock National Bank (\$10MM- June 2019)

Susser Bank (\$10MM- December 2022)

First United Bank (\$20MM- January 2023)

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

Capital Impact Partners

Austin Foundation Communities

S.M.A.R.T. Housing (Fee Waiver)

City of Austin Forgivable Loan

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 Fieldhouse Townhomes is an urban infill condominium project in the heart of Austin. Close to Linder Elementary, it boasts a high walk score for families attending the school, close to the I-35 and 71 corridor, and only minutes away from HEB and numerous amenities. They are modern, elegant, and spacious townhomes in a gated community with beautiful design and attached garages. A public park was constructed to serve the community and these residences. There are plans currently in the works to extend this type of project to additional lots nearby which will be three times the size and offer more housing at great prices for those in this area.

Funders and Owner Fieldhouse Townhomes:
Funder- Personal financing/ Lubbock National Bank (construction loan)
Owner- Various home owners (Spark Root prior to HOA turnover)

Architect, Engineer, and General Contractor Fieldhouse:
Architect- Davies Collaborative Architects
Landscape Architect: Blair Landscape Architecture
Civil Engineer- 360 Professional Services

Certificate of Occupancy Year 2019

City, State Austin, TX

Type of development (e.g., single family, detached condo, attached condo, multifamily condo) Attached and detached condominiums

Total Number of Units 24

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** 21

**Number of Units by Bedroom Count -
Number of 4+ Bedroom** 0

Average Floor Plan Size 2041.00

Average Development Cost per Unit 249873.10

**Final total development cost, relative to
that reflected in the budget at the time
of financing of construction** 5996954.00

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

Communication with local neighborhood HOAs and individual homeowners were scattered throughout the pre-development and construction process. We conducted public hearings about the project to gain insight and came to consensus about mutually beneficial improvement like a public park that was built as part of our commitment to the community.

Affidavit of Negotiation

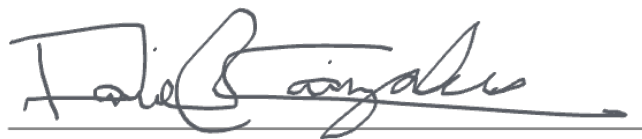
Description Area

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 Spark Root Development and Construction

Authorized Representative Daniel Canizales

Authorized Representative Signature



Date Signed Sep 22, 2023

Authorized Representative Email daniel@sparkrootconstruction.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 Spark Root Development and Construction

Authorized Representative Name Daniel Canizales

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

Spark Root Development and Construction

Authorized Representative Name

Daniel Canizales

Authorized Representative Signature



Date Signed

Sep 22, 2023
