

**APPLICATION CHECKLIST/ INFORMATION FORM**

DEVELOPER : Austin Habitat for Humanity, Inc.	OWNER/BORROWER NAME : Austin Habitat for Humanity
DEVELOPMENT NAME : Persimmon at Meadow Lake	FUNDING CYCLE DEADLINE : August 6, 2021
FEDERAL TAX ID NO: 74-2373217	DUNS NO: 603218900
PROJECT ADDRESS: 7051 Meadow Lake Drive, 78744	PROGRAM : RHDA / OHDA / BOTH OHDA Only
CONTACT NAME : Kate Reznick, Grants Manager	AMOUNT REQUESTED: \$9,343,173
CONTACT ADDRESS AND PHONE : 500 W. Ben White Blvd., 78704 512-472-8788 x117	

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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.*

SIGNATURE OF APPLICANT



PRINTED NAME

Phyllis Snodgrass

DATE AND TIME STAMP OF RECEIPT



TITLE OF APPLICANT

Chief Executive Officer

DATE OF SUBMISSION

5-Aug-21

FOR AHFC USE ONLY

**AUSTIN HABITAT FOR HUMANITY**  
**APPLICATION FOR OWNERSHIP HOUSING DEVELOPMENT ASSISTANCE**  
**(OHDA) - 2021**

**EXECUTIVE SUMMARY**

Austin Habitat for Humanity is requesting continued support from the City of Austin to create 126 units of affordable housing at Persimmon at Meadow Lake, 7051 Meadow Lake Drive, Austin TX 78744 (Council District 2). Austin Habitat is the current owner of the land, and we plan to develop it into two-bedroom and three-bedroom flats and townhomes that will be sold at affordable rates to hardworking, low-to-moderate income community members. We are grateful for the City's previous support for the pre-development costs associated with this home build, and are now ready to move to the next phase: horizontal construction.

As detailed in the attached spreadsheets and support documentation, Austin Habitat for Humanity is requesting funding support in the amount of \$9,343,173 through the City's Ownership Housing Development Assistance Program (OHDA) to support a combination of the cost to reach completion these homes including site work, infrastructure, vertical construction and other costs. As mentioned above, the City has supported the acquisition of this land and the first phase of this development as well as numerous other Austin Habitat affordable home developments throughout the years.

Our leadership recognizes that this funding may be provided in phases to support the ongoing costs of constructing these 126 homes. We are requesting the full amount of future City support for the creation of these homes at this time to provide a complete picture of the need for City funds to complete this development and allow the teams to engage in ongoing planning.

The Persimmon property is located in Southeast Austin, east of I-35 and south of William Cannon Drive. This area is currently considered susceptible to gentrification, according to maps provided by the City. The 78744 zip code ranks 28<sup>th</sup> of 42 zip codes in Austin, indicating a strong presence of low-to-moderate income individuals in the area, and Austin Habitat has previously worked in this area to assist families in obtaining and maintaining stable, affordable homes. We have owned the land since 2013 and have worked to ensure that we are maximizing the space for homeownership development. Please see attached maps and deed.

The current development encompasses the creation of eight two-bedroom townhome condominiums and four three-bedroom townhome condominiums, maximizing the number of high-quality affordable homes that can be built for partner families on a relatively small homesite. At present, we anticipate that the unit and pricing mix will be as follows:

- 42 two-bedroom flats of 952 square feet, priced at \$155,000
- 30 two-bedroom flats of 1,120 square feet, priced at \$160,000
- 12 two-bedroom townhomes of 1,152 square feet, priced at \$160,000
- 12 three-bedroom flats of 1,322 square feet, priced at \$195,000
- 30 three-bedroom townhomes of 1,320 square feet, priced at \$205,000

All units will be sold to partner families whose annual household income is at or below 80% of the Median Family Income (MFI) for the Austin-Round Rock Metropolitan Statistical Area (MSA). Although we accept families earning up to 80% MFI, our average homeowner family has three members and an annual income of approximately \$39,500. We will structure the home sales to

ensure that families are not cost-burdened by housing and work with each family to create a personalized plan for successful purchase and homeownership.

The families who purchase homes at the Persimmon at Meadow Lake development, like all of Austin Habitat's partner families in the Affordable Homeownership Program, will be required to make a strong and ongoing investment in successful homeownership. All project participants receive financial education and one-on-one counseling through our in-house HUD-certified Housing Counseling Program and complete sweat equity hours building their own home or other Habitat homes and/or providing additional volunteer services. Currently, we expect to build approximately one-third of the units with volunteer labor.

Austin Habitat's affordable home-building model is based on the inclusion of corporate sponsors, foundation grantors, faith-based groups and others interested in investing in our communities through financial support and volunteer time. Our team has consistently raised funds to support each home (at \$100,000 per home) through the recruitment of sponsors that provide donations from \$5,000 to \$100,000 and receive volunteer opportunities and positive recognition, as well as a unique and meaningful teambuilding experience. In a non-pandemic year, we welcome more than 10,000 volunteers including those from corporate groups, congregations, college service organizations, as well as individuals who want to help us fulfill our mission work with us each year in building homes for families in need.

For a project like Persimmon which is on a much larger scale than any of our previous developments, we are working to build a capital stack that will incorporate diverse sources of funding to ensure an ongoing pipeline of support throughout the build. We are working with several local financial institutions to develop capital needed through financing, expecting to borrow approximately \$7 million over the course of the project. We have also recently begun exploring Habitat for Humanity International's Habitat Mortgage Solutions, the Habitat CDFI that provides construction and other financing with favorable terms to Habitat affiliates.

Because the homes will be built and sold in phases, we expect that the proceeds from home sales (captured as equity below) will provide ongoing support for the ongoing builds. Because we will be selling 126 units, this will be a significant source of support. We are also expecting sponsorship support and in-kind volunteer labor for the 42 units we expect to be built through our volunteer sponsorship model.

With respect to supportive services, the Affordable Homeownership Program includes intensive financial and housing counseling and education, and refers as-needed to other organizations that can assist families in increasing readiness to attain their homeownership goals. Each family receives a wide-ranging, personalized assessment of their financial situation and a detailed action plan to eliminate financial barriers to successful homeownership. In addition, the Austin Habitat team works with Central Texas Food Bank provides food to stock the home when the family moves in as a demonstration of the Food Bank's commitment to our communities. Please see attached Tab 4e for a more detailed description of the resident services provided.

**Compliance with City Ordinances:** All homes constructed by Austin Habitat for Humanity comply with the City of Austin Visitability Ordinance, City Code 25-12-243 R320, as amended. Austin Habitat also complies with all accessibility requirements for S.M.A.R.T. housing. Austin Habitat builds to the specification of the client, and an accessibility upgrade package, including widened doors, a roll-in shower and grab bars, is available at the homeowner's request. Finally, Austin Habitat complies with all City ordinances and plans and obtains all required inspections from City inspectors for all homes built within the City.

<b>Sources</b>		<b>Uses</b>	
Debt	7,000,000	Acquisition	642,896
Equity	21,720,000	Off-Site	
Grant	2,796,080	Site Work	9,573,750
Other		Sit Amenities	
Deferred		Building Costs	22,799,732
Developer Fee	1,695,440	Contractor Fees	
<b>Previous AHFC</b>		Soft Costs	1,864,702
<b>Funding</b>	1,996,827	Financing	7,975,000
<b>Current AHFC</b>		Developer Fees	1,695,440
<b>Request</b>	<b>9,343,173</b>		
<b>Total</b>	<b>44,551,520</b>	<b>Total</b>	<b>44,551,520</b>

Please note that this budget has increased since the last submission of a proposal for Persimmon at Meadow Lake, as we continue to focus on building high-quality homes for families in need and adding to the affordable housing stock in Austin. To build 126 homes that are fully affordable to families at or below 80% of the Median Family Income for the region, particularly when not all of the homes can be built with our usual volunteer/sponsorship model, requires a significant investment and we want to ensure that we are accurately capturing our needs to make this project a success. Most of the difference is the inclusion of the debt financing, and the rest is based on significant and continuing cost increases across the construction arena including materials and labor costs.

**Project Summary Form**

1) <b>Project Name</b> Persimmon at Meadow Lake		2) <b>Project Type</b> 100% Affordable		3) <b>New Construction or Rehabilitation</b> New Construction	
4) <b>Address(s) or Location Description</b> 7051 Meadow Lake Drive, 14.65 acres in Southeast Austin				5) <b>Mobility Bond Corridor</b> William Cannon Dr	
6) <b>Census Tract</b> 24.27	7) <b>Council District</b> District 2	8) <b>Elementary School</b> LANGFORD EL	9) <b>Affordability Period</b> 99 Years		
10) <b>Type of Structure</b> Multi-family		11) <b>Occupied</b> <input type="checkbox"/> No	12) <b>How will funds be used</b> <input type="checkbox"/> Construction		

13) Summary of Rental Units by MFI Level

Income Level	Efficiency	One Bedroom	Two Bedroom	Three Bedroom	Four ( ) Bedroom	Total
Up to 20 <input type="checkbox"/> MFI						0
Up to 30 <input type="checkbox"/> MFI						0
Up to 40 <input type="checkbox"/> MFI						0
Up to 50 <input type="checkbox"/> MFI						0
Up to 60 <input type="checkbox"/> MFI						0
Up to 80 <input type="checkbox"/> MFI						0
Up to 120 <input type="checkbox"/> 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>

14) Summary of Units for Sale at MFI Level

Income Level	Efficiency	One	Two	Three	Four ( )	Total
Up to 60 <input type="checkbox"/> MFI						0
Up to 80 <input type="checkbox"/> MFI			84	42		12 <input type="checkbox"/>
Up to 120 <input type="checkbox"/> MFI						0
No Restrictions						0
<b>Total Units</b>	<b>0</b>	<b>0</b>	<b>84</b>	<b>42</b>	<b>0</b>	<b>12 <input type="checkbox"/></b>

15) Initiatives and Priorities (of the Affordable Units)

Initiative	# of Units	Initiative	# of Units
Accessible Units for Mobility Impairments	13	Continuum of Care Units	
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  No

20) Estimated Sources and Uses of funds

<u>Sources</u>		<u>Uses</u>	
Debt	7,000,000	Acquisition	642,896
Equity	21,720,000	Off-Site	
Grant	2,796,080	Site Work	9,573,750
Other		Sit Amenities	
Deferred Developer Fee	1,695,440	Building Costs	22,799,732
<b>Previous AHFC Funding</b>	<b>1,996,827</b>	Contractor Fees	
<b>Current AHFC Request</b>	<b>9,343,173</b>	Soft Costs	1,864,702
		Financing	7,975,000
		Developer Fees	1,695,440
<b>Total</b> <input type="checkbox"/>	<b>44,551,520</b>	<b>Total</b> <input type="checkbox"/>	<b>44,551,520</b>

## Development Budget

	Total Project Cost	Requested AHFC Funds	Description
<b>Pre-Development</b>			
Appraisal	1,200		
Environmental Review	800		
Engineering	475,450	475,450	Previously received from City of Austin
Survey			
Architectural	678,294	678,294	Previously received from City of Austin
<b>Subtotal Pre-Development Cost</b>	<b>\$1,155,744</b>	<b>\$1,153,744</b>	
<b>Acquisition</b>			
Site and/or Land	642,896	642,896	Previously received from City of Austin
Structures			
Other (specify)			
<b>Subtotal Acquisition Cost</b>	<b>\$642,896</b>	<b>\$642,896</b>	
<b>Construction</b>			
Infrastructure	903,757	903,757	
Site Work	7,516,249	7,516,249	
Demolition			
Concrete	1,096,231	39,811	
Masonry	400,766	14,554	
Rough Carpentry	6,682,036	242,669	
Finish Carpentry		0	
Waterproofing and Insulation	655,337	23,800	
Roofing and Sheet Metal	736,788	26,758	
Plumbing/Hot Water	1,541,079	55,967	
HVAC/Mechanical	1,417,858	51,492	
Electrical	2,374,158	86,221	
Doors/Windows/Glass	862,097	31,308	
Lath and Plaster/Drywall and Acoustical	929,152	33,744	
Tiel Work	235,775	8,563	
Soft and Hard Floor	373,615	13,568	
Paint/Decorating/Blinds/Shades	745,142	27,061	
Specialties/Special Equipment	1,166,792	42,374	Accessories, Fire Suppression, Fire Alarm
Cabinetry/Appliances	1,252,644	45,492	
Carpet		0	
Other (specify)	415,385	15,085	Cleaning and Trash
Construction Contingency	1,912,876	69,469	
<b>Subtotal Construction Cost</b>	<b>\$31,217,738</b>	<b>\$9,247,941</b>	
<b>Soft &amp; Carrying Costs</b>			
Legal	600,000	150,000	\$150,000 previously received
Audit/Accounting	200,000	7,263	
Title/Recordin	35,000	1,271	
Architectural (Inspections)	679,702	24,684	
Construction Interest	975,000	35,409	
Construction Period Insurance	150,000	5,447	
Construction Period Taxes	100,000	3,632	
Relocation		0	
Marketing	100,000	3,632	
Davis-Bacon Monitoring		0	
Developer Fee	1,695,440	64,080	\$50,178 previously received
Other (specify)	7,000,000		Debt Repayment (\$7,000,000)
<b>Subtotal Soft &amp; Carrying Costs</b>	<b>\$11,535,142</b>	<b>\$295,418</b>	
<b>TOTAL PROJECT BUDGET</b>	<b>\$44,551,521</b>	<b>\$11,340,000</b>	

### Projected Affordability Data for Home Sales (OHDA)

	Unit Model 1	Unit Model 2	Unit Model 3	Unit Model 4	Unit Model 5	Unit Model 6	Unit Model 7
Number of Units	12	30	42	30	12	0	0
Number of Bedrooms	2	3	2	2	3	0	0
Square Footage	1152	1320	952	1120	1322	0	0
Anticipated Sale Price	\$ 160,000.00	\$ 205,000.00	\$ 155,000.00	\$ 160,000.00	\$ 195,000.00	\$0	\$0
Borrower Contribution	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$0	\$0
Homebuyer Subsidy	\$ -	\$ -	\$ -	\$ -	\$ -	\$0	\$0
Total Principal Amount of Mortgage	\$ 160,000.00	\$ 205,000.00	\$ 155,000.00	\$ 160,000.00	\$ 195,000.00	\$0	\$0
Anticipated Interest Rate	3.25%	3.25%	3.25%	3.25%	3.25%	0.00%	0.00%
Monthly Principal Amount	\$ 444.44	\$ 569.44	\$ 430.56	\$ 444.44	\$ 541.67	\$0	\$0
Monthly Interest	\$ 251.89	\$ 322.73	\$ 244.01	\$ 251.89	\$ 306.99	\$0	\$0
Estimated Monthly Taxes	\$ 306.67	\$ 392.92	\$ 297.08	\$ 306.67	\$ 373.75	\$0.00	\$0.00
Estimated Monthly Insurance	\$ 53.33	\$ 68.33	\$ 51.67	\$ 53.33	\$ 65.00	\$0.00	\$0.00
HOA/Other	\$ 207.36	\$ 237.60	\$ 171.36	\$ 201.60	\$ 237.96		
<b>TOTAL Estimated PITI</b>	<b>\$1,264</b>	<b>\$1,591</b>	<b>\$1,195</b>	<b>\$1,258</b>	<b>\$1,525</b>	<b>\$0</b>	<b>\$0</b>



<b>Project Name</b>	simmon at Meadow Lake	
<b>Project Type</b>	100% Affordable	
<b>Council District</b>	District 2	
<b>Census Tract</b>	24.27	
<b>Prior AHFC Funding</b>	\$1,996,827	
<b>Current AHFC Funding Request Amount</b>	\$9,343,173	
<b>Estimated Total Project Cost</b>	\$44,551,520	
<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>	William Cannon Dr	
<b>SCORING ELEMENTS</b>		Description
<b>UNITS</b>		
<b>&lt; 20% MFI</b>	0	# of rental units at < 20% MFI
<b>&lt; 30% MFI</b>	0	# of rental units at < 30% MFI
<i>District Goal</i>	7%	% of City's affordable housing goal
<i>High Opportunity</i>	FALSE	% of City's affordable housing goal for high opportunity areas
<i>Displacement Risk</i>	0%	% of City's affordable housing goal to reduce displacement
<i>High Frequency Transit</i>	14%	% of City's affordable housing goal near high frequency transit
<i>Imagine Austin</i>	14%	% of City's affordable housing goal in imagine austin corridors
<i>Geographic Dispersion</i>	0%	% of City's affordable housing goal to increase geographic dispersion
<i>Mobility Bond Corridor</i>	11%	% 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>
<b>&lt; 40% MFI</b>	0	# of rental units at < 40% MFI
<b>&lt; 50% MFI</b>	0	# of rental units at < 50% MFI
<i>District Goal</i>	7%	% of City's affordable housing goal
<i>High Opportunity</i>	FALSE	% of City's affordable housing goal for high opportunity areas
<i>Displacement Risk</i>	0%	% of City's affordable housing goal to reduce displacement
<i>High Frequency Transit</i>	14%	% of City's affordable housing goal near high frequency transit
<i>Imagine Austin</i>	14%	% of City's affordable housing goal in imagine austin corridors
<i>Geographic Dispersion</i>	0%	% of City's affordable housing goal to increase geographic dispersion
<i>Mobility Bond Corridor</i>	11%	% 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>&lt; 60% MFI</b>	0	# of units for purchase at < 60% MFI
<i>District Goal</i>	7%	% of City's affordable housing goal
<i>High Opportunity</i>	FALSE	% of City's affordable housing goal for high opportunity areas
<i>Displacement Risk</i>	0%	% of City's affordable housing goal to reduce displacement
<i>High Frequency Transit</i>	14%	% of City's affordable housing goal near high frequency transit
<i>Imagine Austin</i>	14%	% of City's affordable housing goal in imagine austin corridors
<i>Geographic Dispersion</i>	0%	% of City's affordable housing goal to increase geographic dispersion
<i>Mobility Bond Corridor</i>	11%	% 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>
<b>&lt; 80% MFI</b>	126	# of units for purchase at < 80% MFI
<i>District Goal</i>	7%	% of City's affordable housing goal
<i>High Opportunity</i>	FALSE	% of City's affordable housing goal for high opportunity areas
<i>Displacement Risk</i>	0%	% of City's affordable housing goal to reduce displacement
<i>High Frequency Transit</i>	14%	% of City's affordable housing goal near high frequency transit
<i>Imagine Austin</i>	14%	% of City's affordable housing goal in imagine austin corridors
<i>Geographic Dispersion</i>	0%	% of City's affordable housing goal to increase geographic dispersion
<i>Mobility Bond Corridor</i>	11%	% of City's affordable housing goal within mobility bond corridors
<b>SCORE</b>	<b>15</b>	<b>% of annual goal * units * 25%, max of 75</b>
<b>Unit Score</b>	<b>15</b>	<b>MAXIMUM SCORE = 300</b>
<b>INITIATIVES AND PRIORITIES</b>		
<i>Continuum of Care</i>	0	Total # of units provided up to 100 per year
<b>Continuum of Care Score</b>	0	(total CoC Units/100 + HF Units/50)*20
<b>Access to Healthy Food</b>	No	Within 1 Mile of Healthy Food (City GIS)
<b>Continuum of Care Weighted Score</b>	0	Mobility, Access to Jobs, Community Institutions, Social Cohesion
<i>2 Bedroom Units</i>	84	Total Affordable 2 Bedroom units
<i>3 Bedroom Units</i>	42	Total Affordable 3 Bedroom units
<i>4 Bedroom Units</i>	0	Total Affordable 4+ Bedroom units
<b>Multi-Generational Housing Score</b>	20	Multi-bedroom Unit/Total Units * 20
<b>TEA Grade</b>	80	Elementary School Rating from TEA
<b>Multi-Generational Housing Weighted Score</b>	6	Educational Attainment, Environment, Community Institutions, Social Cohesion,
<i>Accessible Units</i>	16	mobility and sensory units
<i>Non-PSH, Non-Voucher Under 20% MFI</i>	0	Total units under 20% MFI
<b>Accessibility Score</b>	3	Accessible Unit/Total Units * 20
<b>Metro Access Service</b>	Yes	Within 3/4 mile of fixed route transit
<b>Accessibility Weighted Score</b>	1	Housing Stability, Health, Mobility, Community Institutions
<b>Initiatives and Priorities Score</b>	<b>29</b>	<b>MAXIMUM SCORE = 200</b>
<b>UNDERWRITING</b>		
<i>AHFC Leverage</i>	25%	% of total project cost funded through AHFC request
<b>Leverage Score</b>	<b>15</b>	<b>3 points per 5% reduction in leverage below 50% (max 30)</b>
<i>AHFC Per Unit Subsidy (including prior amounts)</i>	\$90,000	Amount of assistance per unit
<b>Subsidy per unit score</b>	<b>14</b>	<b>(\$200,000 - per unit subsidy)*25/\$200,000</b>
<i>AHFC Per Bedroom Subsidy</i>	\$38,571	Amount of assistance per bedroom
<b>Subsidy per Bedroom Score</b>	<b>20</b>	<b>(\$200,000 - per bedroom subsidy)*25/\$200,000</b>
<i>Debt Coverage Ratio (Year 5)</i>	0.00	Measured at the 5 Year mark
<b>Debt Coverage Ratio Score</b>	<b>0</b>	<b>Minimum = 1.0; Maximum = 1.5; 1.25 = best score</b>
<b>Underwriting Score</b>	<b>49</b>	<b>MAXIMUM SCORE = 100</b>
<b>APPLICANT</b>		
<b>FINAL QUANTITATIVE SCORE</b>	<b>92</b>	<b>THRESHOLD SCORE = 50</b>
<i>Previous Developments</i>		
<i>Compliance Score</i>		
<i>Proposal</i>		
<i>Supportive Services</i>		
<i>Development Team</i>		
<i>Management Team</i>		
<i>Notes</i>		



Application for OHDA Funding 2021

## Tab 1 Entity Information

**AUSTIN HABITAT FOR HUMANITY**  
**APPLICATION FOR OWNERSHIP HOUSING DEVELOPMENT ASSISTANCE**  
**(OHDA) - 2021**

**DEVELOPER EXPERIENCE**

Austin Habitat for Humanity has been developing and constructing affordable homes in Austin and Central Texas for 36 years. We recently completed our 500<sup>th</sup> affordable home as a nonprofit builder, and we have developed more than 20 properties into affordable housing communities. We have also provided access to more than 360 affordable homes through our work with private developers in Central Texas who wish to offer affordable housing but do not have the infrastructure to deliver qualification services, financial counseling and education, and connections to lending providers.

In addition to developing high-quality, energy-efficient affordable homes for purchase by our families, we operate as a real estate corporation focused on acquiring land and maximizing the affordable housing potential as local land gets more expensive. We also operate a retail operation through our two ReStores in South Austin and San Marcos, with a third opening in North Austin in late 2021. The ReStore program generates more than \$1 million in unrestricted income every year to support our operations and allows us to apply 100% of our donated funds to direct service.

We also handle qualification and lending for the families we serve. All families who become Habitat homeowners first complete an extensive series of prequalification activities, including financial education and ongoing one-on-one homeownership counseling. In addition, each family helps build on their neighbors homes and then their own home, and they also contribute financially to ensure strong buy-in and commitment. When these activities are complete and the home has received its Certificate of Occupancy, each family receives an affordable mortgage that helps them succeed as homeowners and build assets for education, health care, and ongoing success.

Our primary model for producing quality homes for low-to-moderate income local residents is through sponsorships connected to volunteer opportunities. Our sponsors □ community-minded local corporations, church congregations and other faith groups, service clubs, and many more □ provide a double benefit by contributing financially and providing volunteers to our build sites. Austin Habitat must raise \$100,000 per home, and we build our homes through donations of \$5,000 for one build day all the way up to \$100,000 for a full home, providing a unique and meaningful way for the community to support our families. It is also vital to our continued program success as the cost of materials, land and labor continue to increase in the Austin area; without this significant contribution of labor from the community, we would not be able to offer the homes for sale at prices that are manageable for our partner families. For a project the size of Persimmon, we are also building a capital stack including financing, City of Austin support and other sources of funding, described in our Executive Summary.

As Austin Habitat continues to grow, the team looks to expand the number and type of homes that we can develop and provide to the community, through the acquisition of larger land areas and the development of ambitious new projects including multifamily housing. Austin Habitat's strong team including real estate, architecture, construction, planning, development, client service and community engagement professionals ensures that each project is undertaken with compassion, a strong focus on quality, and an ongoing commitment to

compliance with all requirements. We have worked extensively with the City of Austin and numerous other public and private stakeholders to support our home builds and other programs, including Housing Counseling and Home Repair, and we continue growing our supporter base.

Please see below for a description of our expertise managing all aspects of an affordable housing development project. In addition, we have provided all required attachments: IRS tax-exempt statement; certified audit including opinion and management letters; and a Board approval for the project and the request for continued funding from the City.

- i. Project Management: With 500 affordable homes constructed, Austin Habitat for Humanity provides 36 years of project management experience and institutional knowledge about the most efficient and effective ways of creating affordable housing for hardworking families in Central Texas. Collectively, our staff brings experience that includes all phases of housing development including site acquisition, land development, design, and construction as well as marketing/outreach, finance, and other required areas.
- ii. Market Analysis: With a focus toward affordable housing, our staff has experience in identifying housing demand and capacity for low-income working families (those earning up to 80% of the Median Family Income for the area). The team reviews information researched and published by the City as well as information from other nonprofits and organizations dedicated to affordable housing. Austin Habitat has an established, detailed intake process for prospective families to enter our program. Many have been qualified through our housing counseling and have gone through underwriting to determine their ability to pay a mortgage, and remain on a waiting list. Please see attached market assessment.
- iii. Site Selection and Control: Over the years, Austin Habitat has acquired finished lots and raw land that were developed for housing, including in South Austin. Our organization owns the property described as follows. Please also see attached maps and warranty deed.

TRACT ONE: Lots 16, 17, 18 22, and 23, Block E, MEADOW LAKE SUBDIVISION, PHASE 3 & 4m according to the map or plat thereof recorded in Document No. 200500160, Official Public Records, Travis County, Texas.

TRACT TWO: Lots 19A, 20A and 21A, Block E, AMENDED PLAT OF PORTIONS OF MEADOWLAKE SUBDIVISION, PHASE 3 & 4, according to the map or plat thereof recorded in Document No. 200800014, Official Public Records, Travis County, Texas.

- iv. Planning and Construction: Austin Habitat has experience with the City's Land Development Code, and has the capacity to navigate a housing development project through the entitlement and permitting process, having successfully completed many affordable home development projects within the City of Austin over our history. We are a leading advocate for modernization of the code and have worked in partnership with the City's team to ensure that any code changes support the loosening of restrictions that have kept the affordable housing stock low in Austin. Our advocacy has already led to a partial zoning modernization through a density bonus program called Affordability Unlocked. Our organization also employs an in-house architect and a construction team of full-time experienced construction personnel to oversee and complete home construction and coordinate contractors and tradespeople.

- v. Design, Architecture and Engineering: Austin Habitat for Humanity's approach to housing development begins with acquisition of finished vacant residential ready-to-build lots; we have experience developing subdivisions and we retain the services of a civil engineer to assist us with design. Austin Habitat and partners are experienced at designing home types including single-family detached homes, connected townhomes/condominiums, larger condominium buildings and other property structures to support a variety of family units, and is developing additional multifamily housing models to provide affordable housing more efficiently to families in need.

Our team has managed numerous projects in partnership with architectural and engineering teams over the past 36 years, and we continue to work with the highest-quality teams, including those who have built innovative structures around the world, and recipients of numerous design awards. We employ an in-house architect who works directly with families to design our single-family homes.

- vi. Legal and Accounting: Austin Habitat employs the services of legal counsel as needed and has an experienced attorney who serves as Legal Officer on the Board of Directors. Attorneys provide assistance in areas of land acquisition and coordinate title closings for our house selling transactions. Our accountants provide the necessary services essential to our operation and perform an annual audit that reflects the overall financial position of the organization. We also employ on staff a Chief Financial and Operating Officer who is a CPA, and our CEO is an accountant. We also have accounting/bookkeeping staff that monitor our operating transactions and construction spending activities, including submitting regular draws to the City of Austin for ongoing home construction work.

- vii. Federal Funding Rules and Other Funding Rules: On staff we have several personnel that have experience in federal funding programs including CDB, HOME, SHOP and NSP. Multiple staff members have significant federal program and contract administration experience, and all Austin Habitat projects are performed in accordance with the *Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards*, 2 C.F.R. 200 et seq. as well as any state and local statutes and regulations. Austin Habitat receives funding from state, federal and local governments as well as from private individuals, foundations, corporations and other sources, and is experienced at leveraging funds from multiple sources for housing development and construction.

- viii. Awards and Competitive Funding: Austin Habitat for Humanity has a 35-year history of attracting competitive funds to support our projects, including federal, state, local, private and individual supporters. Our organization has been fortunate to receive continued, significant support from the City of Austin for a number of our projects, including current support for our Mueller, Scenic Point, and Montopolis developments, as well as significant previous support for the Persimmon development that is the subject of this proposal. Our organization and its multiple direct service programs are also supported by other government entities for several projects, including the U.S. Department of Housing and Urban Development (HUD), the U.S. Department of Agriculture (USDA), the State of Texas, the City of Bastrop, and the City of San Marcos. Corporate supporters include Bank of America, Wells Fargo, SailPoint, The Home Depot Foundation, Austin Realty, Cisco and State Farm. Among private foundations, we receive support from the Moody Foundation, the Lola Wright Foundation, the Donald D. Hammill Foundation and a number of other private supporters. We also raise more than \$1 million annually through special events and

individual contributions, evidencing our strong community recognition and reputation for excellent service. We have won several awards in recent years including Green Builder of the Year and Best Nonprofit CEO.

Recent and ongoing projects include the following:

Address	Number of Units	New or Rehab	Type of Property	Year Completed
Devonshire Village	43	New	Single Fam.	2013
Meadow Lake	25	New	Single Fam.	2011
Sendero Hills	49	New	Single Fam.	2013
Gilbert Lane	31	New	Single Fam.	2015
Lee Meadows	11	New	Single Fam.	2016
Magin Meadow	16	New	Single Fam.	2017
Guadalupe-Saldana	4	New	Single Fam.	2018
Mueller	11	New	Multifamily	2021
Scenic Point	67	New	Single Fam.	Ongoing
Montopolis/Circulo de Amistad	12	New	Multifamily	Ongoing
Persimmon	126	New	Multifamily	Ongoing

## **DEVELOPMENT TEAM**

	Development Team Name(s) and Contact Information	MBE <input type="checkbox"/> (Mark X if Yes)	<input type="checkbox"/> BE <input type="checkbox"/> (Mark X if Yes)	Non-profit <input type="checkbox"/> (Mark X if yes)
Owner	Austin Habitat for Humanity, Inc.			X
Developer	Austin Habitat for Humanity, Inc.			X
Architect	Hatch + Ulland Owen Architects			
Engineer	Dunaway			
Other Lenders	TBD			
Attorney				
Accountant	Cherry Bekaert			
General Contractor	Austin Habitat for Humanity, Inc.			X
Consultant (if Applicable)	N/A			



Application for OHDA Funding 2021

**Tab 1b Certificate of Status**

Franchise Search Results

Public Information Report



As of : 07/09/2021 13:02:39

This page is valid for most business transactions but is not sufficient for filings with the Secretary of State

[Obtain a certification](#) for filings with the Secretary of State.

**AUSTIN HABITAT FOR HUMANITY, INC.**

<b>Texas Taxpayer Number</b>	17423732175
<b>Mailing Address</b>	500 W BEN WHITE BLVD AUSTIN, TX 78704-7030
<b>? Right to Transact Business in Texas</b>	ACTIVE
<b>State of Formation</b>	TX
<b>Effective SOS Registration Date</b>	01/23/1985
<b>Texas SOS File Number</b>	0073651401
<b>Registered Agent Name</b>	PHYLLIS A SNODGRASS
<b>Registered Office Street Address</b>	500 W BEN WHITE BLVD AUSTIN, TX 78704





**Application for OHDA Funding 2021**

## **Tab 1c Statement of Confidence**

Please note that because Austin Habitat for Humanity has worked with the City of Austin on affordable housing development projects for more than 20 years, a Statement of Confidence is not required.



Application for OHDA Funding 2021

## Tab 2 Principals Information



Application for OHDA Funding 2021

**Tab 2a Resumes of Principals**

# Phyllis Snodgrass

3816 S Lamar Blvd. Apt. 1203 • Austin, TX 78704 • (512) 757-5715 • [psnodgrass@ahfh.org](mailto:psnodgrass@ahfh.org)

## SUMMARY

Innovative executive with 20+ years in non-profit management. Strong strategic thinker and team builder with a history of building winning programs with strong community support.

## AREAS OF EXPERTISE

- Community Collaborations • New Product Development • Fundraising • Strategic Planning
- Event Management • Market Analysis • Board Governance • Leadership Development
- Budgeting • Affordable Housing • Public Speaking • Goal Alignment

## EXPERIENCE

### **Austin Habitat for Humanity - CEO, Austin, TX November 2015 – Present**

Direct all aspects of Austin Habitat for Humanity's affordable homeownership programs, including new construction, home repair, housing counseling, and community development, neighborhood revitalization initiatives, affordable housing advocacy and income qualification services and ReStore retail operations.

Support and report to the Board of Directors, investors, donors, public entities, and community stakeholders.

Ensure adequate funding, staffing, and program planning for all divisions.

Manage staff of 80+ FTEs with an \$10 million annual budget.

### **Austin Chamber of Commerce - COO, Austin, TX January 2013 – October 2015**

#### **SVP - Member Relations September 2011 - January 2013**

Led Membership, Small Business, Special Events & Partnerships and Marketing Communications Departments

Reorganized Membership Sales Program, exceeding organizational sales goals 2012- 2014

Introduced new affinity programs to Chambers members providing non dues revenue for organization plus cost savings to member businesses

Organized 3 volunteer membership campaigns in 3 years, Spring 2015 Campaign brought in \$180,457 and 283 new members with 285 volunteers in 2 1/2 days (one of the top membership campaigns in the U.S.)

Implemented internal messaging strategy for staff and volunteers in 2014

Grew Austin Chamber LinkedIn Group from 300 members in 2011 to over 5000 members (followers) in 2015

Created new programs and strategies to meet member needs

### **Texas Association of Business - VP - Chamber Relations; Austin, TX September 2010 - September 2011**

Managed the operations of the Texas Chamber of Commerce Executives (TCCE) and serving as a primary contact with Texas Chambers of Commerce for TAB

Increased income for TCCE by 36% in one year

Enhanced social media presence of TCCE and connections to its member chambers throughout the state

Facilitated Chamber Board retreats across the state of Texas

Developed affinity program review and approval policies for TCCE

Successfully managed first association audit for TCCE in its history

Planned and executed first 5 year strategic planning effort for TCCE

**San Marcos Area Chamber of Commerce - *President*; San Marcos, TX January 2007 - September 2010**

Managed San Marcos Chamber operations as well as contractor with City of San Marcos for Economic Development and Convention and Visitor Bureau Programs

Suggested new programs and strategies for increasing income by 30% in first two years

Completely revamped economic development program, creating the Greater San Marcos Partnership (GSMP)- a regional economic development public-private organization in Hays and Caldwell Counties. Grew GSMP budget from \$300,000 to over \$2MM with a campaign focused on economic diversification, workforce excellence and quality of place. In its first year, GSMP received the International Business Retention and Expansion Award and was recognized Economic Development Program of the Year by the Texas Chamber of Commerce Executives

Founded SOAR (Seeking Opportunities, Achieving Results), a P-16 collaborative effort of the San Marcos Chamber, Texas State University, San Marcos Independent School District and the City of San Marcos. Established the Chamber as a leader in economic development, tourism, educational attainment and community development

**Victoria Chamber of Commerce - *President/CEO*; Victoria, TX May 2001 - December 2007**

Managed Chamber Operations and contracted with the City of Victoria for Convention and Visitor Bureau Program

Increased membership from 850-1100 sustained members

Merged Victoria Chamber of Commerce with the Victoria Hispanic Chamber of Commerce

Grew size and stature of Leadership Victoria Program in the community, making it the go-to source for leadership training for area executives

Founded Keep Victoria Beautiful Program as a program of the Victoria Chamber in partnership with the City of Victoria

Suggested additional programs and strategies, increasing income by 50% in 4 years

Successfully established the Victoria Chamber as a leader in innovation, growth strategies, leadership development, community development, business representation and educational accountability

**Athens Chamber of Commerce - *Executive Director*; Athens, TX 1998 - 2001**

Managed Chamber Operations and contracted with the City of Athens for Visitor Services Support

Increased membership from 350 to 800 sustained members

Suggested new programs and strategies, increasing income by 40% in 3 years

Worked with volunteers to enhance existing programs and infrastructure, increasing professionalism and financial success of each program

**Small Business Development Center - *Counselor*; Athens, TX 1997 - 1998**

Counseled numerous small and start-up businesses

Assisted with SBA loan proposals and business plans for small businesses

Successfully assisted target Welfare to Work client, filmed as a national success story for PBS on SBA's Welfare to Work Program in 1998.

**Phyllis A. Hunt, CPA - *Accountant*; Athens, TX 1997 - 1998**

Provided tax and business advice for start-up, small and mid-sized businesses

**Federal Deposit Insurance Corporation - Accounting Specialist; Dallas, TX 1989 - 1997**

Managed contract firms hired to review Southwest Plan quarterly payment requests and approved payment request for six Southwest Plan Institutions  
Named to FDIC National Performance Standards Task Force in 1994

**Redwood Property Company - Controller; Dallas, TX 1987 - 1989**

Provide accounting services and management advice for start-up real estate development company  
Assisted in successful negotiations and subsequent sale to Koll Company

**Kenneth Leventhal & Company (Later merged with Ernst & Young) - Senior Accountant; Dallas, TX 1984 - 1987**

Auditor for international real estate accounting firm headquartered in Los Angeles  
Performed management consulting services including loan workouts in 1986 and 1987  
Obtained CPA certification, May 1987

**EDUCATION**

The University of Texas at Arlington Bachelor of Business Administration May 1984  
Major: Accounting, Minor: Management  
Institute for Organization Management Certificate in Non Profit Management July 2004  
Georgetown University McDonough School of Business, New Strategies Program, September 2016

**PROFESSIONAL AFFILIATIONS**

Enactus Advisory Board, Texas State University  
US Council, Habitat for Humanity International  
Member, Austin Area Research Council  
Member, Women's Housing Leadership Group  
Certified Chamber Executive, Association of Chamber of Commerce Executives

# RICARDO ANDRÉS (ANDY) ALARCÓN, AICP

5200 HARTSON . KYLE, TEXAS 78640 . 512-406-1535 . andyalarcon@hotmail.com

## SUMMARY OF QUALIFICATIONS

- Land Development: Entitlements, Project Management
- Land Studies: Due Diligence, Site Evaluation, Concept Plans, Surveys
- Land Acquisition: Real Estate Contracts, Title Reports, Appraisals, ESAs, Closing Coordination
- Entitlements: Land Use, Zoning, Annexations, Site Plan Review, Subdivision Plats
- Permitting: Applications, Coordination, Map Exhibits, Support Documents, Building Plan Review
- Project Coordination: Government, Consultants, Contractors
- Urban Planning: Community Plans, Downtown Master Plan, Citywide Rezoning, Vision Plans
- Design: Architectural Design, Construction Plans, Urban Design, Land/Site Planning
- Administration: Project Budget Oversight, Land Inventory, Appraisal District Exemptions
- Interface with Boards/Commissions, Government Staff, Consultants, General Public

## EDUCATION

- **Master of Architecture**, The University of Texas at San Antonio, May 2011  
UTSA Architecture Study Abroad, Barcelona, Spain, Spring 2010
- **Master of Urban Planning**, University of Illinois at Urbana-Champaign, May 1995
- **Bachelor of Business Administration- Finance**, The University of Texas-Pan American, Dec 1991

## PROFESSIONAL EXPERIENCE

- **Director of Real Estate Development**, Austin Habitat for Humanity, Feb 21, 2012-Present
- **Chief Planner**, City of San Marcos, Planning and Development Department, Dec 13, 2004-May 2008
- **Program Officer**, Local Initiatives Support Corporation, Houston, Texas, Feb 19, 2002-Nov 17, 2004
- **Principal Planner**, City of Houston Planning & Development, Aug 31, 1998-Feb 8, 2002
- **Planner IV**, City of Austin Planning & Environmental Services, Jun 1997-Aug 1998
- **Regional Coordinator/Planner**, Texas Dept of Housing & Com Affairs, Austin, Texas, Aug 1995-May 1997
- **Program Coordinator**, County of Hidalgo Urban County Program, Edinburg, Texas, Jul 1992-Aug 1993
- **Civil Engineering Technician**, S. A. Garza Engineers, Inc., Edinburg, Texas Jan 1988-Jul 1992
- **Civil Engineering Technician**, Espey, Huston & Associates, Inc., Austin, Texas, Aug 1984-Jun 1987

## CERTIFICATIONS AND LICENSES

- American Institute of Certified Planners (AICP)
- Texas Real Estate Broker
- Housing Development Finance Professional (HDFP) Certification, National Development Council
- OSHA 10-Hour Construction Training 2017

## MEMBERSHIPS AND AFFILIATIONS

- American Planning Association (APA)
- National Council of Architectural Registration Boards-Intern Development Program (NCARB IDP)
- National Association of Realtors (NAR)
- Texas Association of Realtors (TAR)
- Austin Board of Realtors (ABOR)

# Jessica Benitez

3007 Tilmon Lane Austin, Tx 78725

Phone: 512-658-9098

E-mail: [j\\_b.mms@yahoo.com](mailto:j_b.mms@yahoo.com)

## Education:

- Austin Community College- Working on Business admin degree
- Texas department of Housing and Community Affairs- Eligibility training for Affordable Housing Programs
- Neighborworks Training- Intro to housing counseling, credit counseling for maximum results, post-purchase education methods, foreclosure methods, and homeowner counseling certification- principles, practices, and techniques.
- NMLS
- High school- Austin Can Academy 2010

## Experience:

- **Austin Habitat for Humanity/ Homebase Oct 2015- Present**  
Program Coordinator/ Housing Counselor
  - Conduct one on one counseling with clients for 1st time homebuyer education
  - Create action plan for client that need guidance for mortgage pre-qualification
  - Pre- purchase homebuyer education classes
  - Manage homebuyer qualifications, home sales and closing process
  - Execute real estate sales contracts
  - Coordinate between developer, construction team and clients
  - Handle inquiries from realtors and potential clients
- **Austin Staffing- Feb 2015- Oct 2015**  
Austin Habitat for Humanity – April 2015- Oct 2015
  - Income certifications
  - Filing legal documents
  - Assisted filling out loan applications  
Kensington electronics- Feb 2015- March 2015
  - Assembled large orders
  - Shipped out orders
- **Call Center- Maximus- November 2015- February 2015**  
Customer services associate
  - Handle 50-70 calls a day
  - Enroll callers with the proper medical and dental insurance plan



- **Westbank Dry Cleaning- May 2012- February 2014**  
Manager
  - Handled all daily operations from open to close
  - Handled cash register and all transactions
  - Trained new managers
  - Completed inventory every week
  
- **Melrose- May 2010-2012**  
Shoe sales manager
  - Handled cash register
  - Market sales
  - Reached daily, weekly and monthly sales goals
  - Ordered new merchandise
  - Assist customer with sales

# **MARY CAMPANA**

1909 Cranborne Court, Virginia Beach, VA 23453

512-705-9006

mary.campana@yahoo.com

## **CAREER SUMMARY**

Accomplished nonprofit executive with 28 years experience in organizational development, management and fundraising in both the nonprofit and corporate arenas. Proven ability to build and sustain strong philanthropic cultures focusing on creating lasting partnerships with public and private organizations, local philanthropists, board members and tactical stakeholders.

### **Areas of Expertise:**

- Collaborative Leadership
- Fundraising & Financial Management
- Strategic Planning
- Program Development & Evaluation
- Community Relations / Marketing
- Board Recruitment and Engagement

## **PROFESSIONAL EXPERIENCE**

### **AUSTIN HABITAT FOR HUMANITY**

**Jan. 2018 - Present**

*Vice President of Development*

### **EQUI-KIDS Therapeutic Riding Program**

**Sept. 2015 – Dec. 2017**

*Executive Director*

#### **Responsibilities:**

- Mission-focused and outcomes-oriented leader implementing a long-term vision, strategic goals, fund development, and annual operations for a premier accredited therapeutic riding center serving special needs children, adults and veterans;
- Directing internal and external fundraising campaigns to increase awareness and fundraising success;
- Oversees the maintenance and operations of the 92-acre equestrian facility with 19 horses serving 135 weekly riders;
- Supports and maintains an organizational culture and environment in which staff and volunteers are inspired and motivated; maintaining a passion for the program to further the organization's short and long-term goals;

#### **Achievements:**

- Expanded program services and recognized a 19% growth in program services in less than two years;
- Developed a comprehensive annual fund development growth plan which resulted in an increase from \$750,000 to \$842,000;
- Developed Community Impact and Military Advisory Committees to enhance the agency's strategic community partnerships;
- Achieved national accreditation of premier status from Professional Association of Therapeutic Horseback Riding;

### **COMMUNITIES IN SCHOOLS OF CENTRAL TEXAS**

**Aug. 2008 – Sept. 2015**

*Chief Development Officer*

#### **Responsibilities:**

- Directed all development efforts for a large national nonprofit agency securing over \$4.3 million annually through special events, giving circles, corporate giving, foundation grants, major gifts and competitive public contracts;
- As member of the senior leadership team, developed and managed the agency's four year strategic growth plan in a process which engaged all stakeholders involved in this complex organization;
- Supervised the development and communication departments strengthening community awareness and stakeholder engagement;

#### **Achievements:**

- Developed a comprehensive fund development growth plan which resulted in increasing the annual fund from \$6.4 million to \$9 million over 7 years;
- Cultivated a strong partnership with the program team to secure major gifts and multi-year program grants to enhance programming;
- Appointed to prestigious CIS Fund Development Task Force and participate in intra-affiliate technical cooperation on best practice and collaboration;

### **HELPING HAND HOME FOR CHILDREN**

**Aug. 2003 – Aug. 2008**

*Director of Development*

#### **Responsibilities:**

- Member of executive leadership team managing all strategic planning, budgeting, staffing and resource allocation for the agency's \$3.4 million budget;
- Directed all fundraising activities including foundation grants, individual donations, events, corporate giving, and major gifts securing \$600,000 of private revenue annually;
- Coordinated all marketing, communications and community relations efforts;

#### **Achievements:**

- Created and instituted agency's publicity and donor cultivation strategies raising more than \$3 million over five years;

- Increased private revenue secured annually by 63% through foundation grants and individual donations;
- Designed and implemented new management systems including program evaluation and communication protocols;
- Developed and implemented the agency's three-year strategic plan for an on-site charter school;

## **SUICIDE & CRISIS CENTER**

**Feb. 1998 - Aug. 2003**

### *Development Director*

#### **Responsibilities:**

- Managed all development and stakeholder efforts including strategic planning, budgetary development, fund raising and financial oversight;

#### **Achievements:**

- Initiated 3 new strategic partnerships with community and city organizations to enhance programmatic objectives;
- Strengthened agency's fundraising strategies, raising funds to cover annual budget of \$429,000;
- Developed the agency's first long-range plan;

## **BECKETT PUBLICATIONS**

**Oct. 1989 - Feb. 1998**

### *Manager - Corporate Communications Department*

#### **Responsibilities:**

- Managed internal & external public relations;
- Managed the Communications Department;
- Member of the strategic planning committee;
- Negotiated trade-outs / contracts with promoters;
- Designed and managed corporate giving program;
- Managed 17 annual events and 13 trade shows

## **EDUCATION AND CONTINUING EDUCATION:**

### **Stephen F. Austin University, Nacogdoches, Texas**

*Bachelor's degree in Psychology with minor in Business Management*

- Dale Carnegie Leadership Training for Managers, 12-week course
- Stephen R. Covey – The 7 Habits of Highly Effective People, 8-week course
- RGK Center Executive Education – Strategic Management Program for Nonprofit Leaders, 3-day course
- Central Texas Education Funders' Association – Communication and Strategic planning, 3-day training

## **CITATIONS AND PUBLICATIONS:**

- Campana, M., Gibson, J., Bailey, B., & Lackey, J. (November). Suicidal Risk Among College Students. Paper presented at the annual meeting of the Texas Psychological Association, Austin, Texas. A summary of the paper is published in the Texas Psychologist, winter 1985 issue, vol. 37, number 1, page 4. The paper was published in its entirety by ERIC / CAPS, ED 252779.
- Campana, M., Suicide and Mental Health Population. Presented as part of the symposia Suicidal Ideation Across Populations at Southwestern Psychological Association New Orleans, Louisiana.
- Bailey, B., Schmidt, W., Lackey, J., Campana, M., Stulberg, T., Baumgartner, A., Bohn, K., & Fortson, M. (1985). Suicidal Ideation Across Populations. (ERIC Documentation reproduction Service No. ED
- Certificate of Recognition from Texas Psychological Association for Research, Suicidal Risk Among College Students;

## **HONORS AND COMMUNITY LEADERSHIP:**

- CENTER FOR NONPROFIT STUDIES, Austin Community College - Leadership Council;
- IMPACT AUSTIN – Board Member;
- IMPACT AUSTIN - Task Force to develop the strategy / secure funding to hire an Executive Director;
- AUSTIN JUNIOR FORUM MEMBER;
- ASSOCIATION OF FUNDRAISING PROFESSIONALS (AFP) - Board Member;
- AFP - Vice-President for Outreach & Access;
- AFP - Chair of Education Program Committee;
- AFP - Philanthropy Day Co-Chair;
- AFP - Philanthropy Day Planning Committee;
- EQUEST - Therapeutic Riding Program – Volunteer with therapeutic riding classes for 14 years;
- EQUEST - Dressage at Dusk Silent Auction Chair;
- EQUEST - Ridefest Chair of annual fundraiser;

# Wayne Gerami

7003 Frontera Trail • Austin, TX 78741

NMLS #1436154

512.436.3690 • wayne.gerami@gmail.com

## Education

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### Masters of Public Affairs (2011)

**LBJ School of Public Affairs at UT Austin (TX)**  
Nonprofit Management specialization

### B.A. Psychology (2007)

**Framingham State University (Framingham, MA)**  
Human Service specialization

## Professional Experience

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### Austin Habitat for Humanity | HomeBase Texas

August 2013 – Present

#### VP of Client Services

Nov 2015 – Present

**Austin, TX** - Supervise 6 FTE in the Client Services department in three separate programs: New Construction, HomeBase, and Housing Counseling. Function as the primary advocate within the agency for issues specific to family partners. Develop and implement policies and processes for all programs, including implementing resale restrictions to ensure permanent affordability of all homes sold. Oversee the departmental budget and ensure that all programs meet important deadlines and performance metrics. Licensed MLO #1436154.

#### Government Grants Manager

May 2015 – Nov 2015

Manage the identification of and application for all governmental funding sources. Responsible for post-award reporting and compliance at the federal, state, and local levels. Oversaw a grants portfolio in excess of \$2,000,000, including over \$750,000 in new money generated in less than 6 months. Reviewed contracts for partnerships with various funders and partner organizations. Prepared and adhered to budgets. Built and maintained outstanding relationships with funders.

#### Community Engagement Manager

January 2015 – May 2015

Helped to create Austin Habitat's Neighborhood Revitalization program to inspire change in communities from the ground up. Worked successfully with families, volunteers, and partners of various backgrounds to engage existing neighborhoods with service providers in the community.

#### Lending Coordinator

August 2013 – January 2015

Led the complete overhaul and modernization of all aspects of program delivery including loan servicing (moved to a 3rd-party servicer) and client database (transferred from MS Access to Salesforce). Changed agency policies surrounding family selection, resales, shared equity, and underwriting. Integral part of a team that educated hundreds of families, underwrote their loan applications, and set up all funding sources on a per-loan basis.

### Board Director – Austin Christian Church

August 2014 - Present

**Austin, TX** - Helped oversee the expansion to a second location. Responsible for setting staffing compensation policies and levels, managing a \$750k+ budget, and serving as an integral part of the establishment of our successful second location at the Zach Scott Theatre.

### Board Director – Evolve Austin

April 2017 - Present

**Austin, TX** – Advocate for the implementation of the Imagine Austin comprehensive plan through the CodeNEXT Land Development Code rewrite process. Serve on the 501(c)(3) board.

### Project Coordinator – Diana McIver & Associates

January 2012 - August 2013

**Austin, TX** - Worked on affordable rental developments across Texas, utilizing Low Income Housing Tax Credits, HUD 202/811 grants, HOME funds, and conventional funding. Completed complex grant packages, extensive work with HUD, TDHCA, and HACA.

# Wayne Gerami

7003 Frontera Trail • Austin, TX 78741

508.341.0383 • wayne.gerami@gmail.com

## Policy Researcher – Greater Austin Chamber of Commerce

September 2010 - May 2011

**Austin, TX** - (Internship) Research position focusing on policy impacts at the local, state and federal levels.

## Site Supervisor – HOPE *worldwide* Gulf Coast

June 2010 - August 2010

**New Orleans, LA** - (Contract job) Hired, trained, and managed 8 full-time AmeriCorps employees. Responsible for 26 additional short-term AmeriCorps and all day-to-day operations at a summer day camp for children of low-income families in New Orleans.

## Home Repair Assistant – Austin Habitat for Humanity

August 2007 - July 2009

**Austin, TX** - Completed 30 home repair projects for low-income families in Austin. Managed over 1,500 volunteers on construction sites with an excellent safety record. Created policy for the then-new Home Repair program created in 2005-06. Participated in Austin Habitat-specific public speaking training, was an active participant on Family Selection Committee and was part of the founding of the Austin Housing Repair Coalition.

## Manager – First American Mortgage

August 2002 - June 2007

**Milford, MA** - Rose to a position of leadership in the sales department of a multi-million dollar mortgage company while I was a teenager and college student. Excellent sales, customer service, management and interpersonal skills. Ability to achieve results in a difficult environment.

## Additional Experience & Training

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### Community Leadership Institute – NeighborWorks

2015

Training on community engagement, grassroots organizing, and project management with a project-specific emphasis.

### Emerging Leader Training – Austin Habitat for Humanity

2014-2015

Long-term training program with Up-A-Notch consulting about various issues related to management and leadership with specific emphasis on topics relevant to Austin Habitat.

### ED Lab – RGK Center for Philanthropy and Community Service

June 2015

Intensive course led by local executive directors with an emphasis on learning real world, on-the-ground nonprofit management techniques including budgeting, fundraising, board recruitment, and marketing/branding.

# Kelly Outlaw, CPA

Round Rock, TX | (512) 281-6295 | [koutlaw@texasenterprises.com](mailto:koutlaw@texasenterprises.com)

## Chief Financial Officer

### Financial Management | Project Execution | Strategic Vision & Planning

Exceptional leader and licensed CPA with expertise in all facets of financial management, financial analysis, business development, and strategy execution within the highly visible and ever-changing oil and fuel industry. Skilled in collaborating with all members of an organization to achieve business and financial objectives. Accomplished in structuring and negotiating acquisitions, commercial loans, and investment strategies. Instrumental in streamlining and improving processes, enhancing productivity, and implementing creative technology solutions throughout the sales, marketing, operations, and finance functions of the company. Possesses current CPA certification in the state of Texas; technical proficiency in MS Office Suite, QuickBooks, Sales Force, Sage DM2, Maptitude, and Prophet21.

- Corporate Finance
- Contracts and Procurement
- Business Development
- Mergers & Acquisitions
- Internal Audits
- Risk Management
- Competitive Intelligence
- Business Continuity Planning
- Organizational/Executive Leadership
- Resource Management
- Operations Management
- High-Level Sales Proficiency
- Financial Analysis & Reporting
- Continuous Process Improvement
- Troubleshooting/Problem-Solving
- Project Management
- Recruiting & Talent Management
- Brand Development

## PROFESSIONAL EXPERIENCE

**TEXAS ENTERPRISES, INC.**, Austin, TX

2011 – Present

### **Chief Financial Officer, 2020 – Present**

- Manage financial planning and budget (with focus on growth and diversification) for company with annual revenue of \$350M+
- Member of our Executive Leadership Team that sets the vision, budget, and operational strategy of the company.
- Working with the Executive Team, developed the company's Core Values, Mission Statement, and produced a company culture and brand video.
- Provided company with liquidity to run business at market leading rates by renegotiating a \$12mil line of credit, doubling our main supplier credit terms, and executing a strategy to pay off 2 largest debt notes.
- Played a key role in diversifying business and positioning the company for a post-COVID environment through multiple strategic investments, and large-scale acquisitions.
- Established competitive compensation and bonus structure to promote growth for the sales department, resulting in YoY revenue increase of 10%
- Developed a comprehensive IT department restructuring, promoting a new Vice President, and driving focus and execution of efficiency projects across all departments of the organization.
- Spearheaded growth initiatives for suppliers through successful supplier contract negotiations of over \$250,000 and enhanced pricing strategies for 50+ suppliers across 6,000 SKU's; significantly increased business development by diversification of new lines, exceeding merger & acquisition (M&A) goals, and executing tactical marketing campaigns.

### **Vice President, Business Development, 2018 – 2020**

- Develops, executes, and measures overall success of company's strategic 1, 3, 5, and 10-year plans;
- Drives strategic objectives including increased efficiency, sales/growth, and team development; partnered with IT team to deliver innovative technology solutions for Transportation Department including Uber Freight, Sales Force, wireless warehousing, accurate delivery/logistical reporting, and a revamped B2B company website, ultimately increasing company profit by over \$500,000 year-over-year.
- Provided direct sales coaching to our 34 outside sales reps through field rides, training programs, and assistance in their coaching and development with HR and their direct supervisor.
- Achieved the Marketing Excellence award from ExxonMobil for enhancing their Mobil 1 brand, executing a comprehensive marketing strategy for their distributors, and increasing volume growth by 15%.
- Rolled out upgraded B2B website that provides ordering capabilities, payments on account, technical documentation, and full brand marketing for our employees and customers.

# Kelly Outlaw

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Page Two of Two

## ***General Manager, Transportation, 2016-2018***

- Provided direct operational oversight for more than 30 Team Members and 2 Directors (Marketing and Business Analysis); performed all HR-related tasks including recruiting, hiring, onboarding, training, and developing and maintaining individual development plans (IDP's) for all assigned employees.
- Transformed dilapidated Transportation department into integral component of company's fuel and logistic strategy through successful execution of driver recruitment, operational efficiency, equipment and resource management, new customer acquisition, and safety protocol/policy initiatives.
- Through Revenue and Expense management, increased net income by \$500,000 annually and decreased overall safety incidents by 40%.

## ***Business Analyst, 2014-2016***

- Created, implemented, and cultivated full-cycle marketing programs for all lines of business including ExxonMobil Lubricants, Mighty Filters, Diesel Exhaust Fluid, and multiple ancillary product lines; oversaw sourcing, pricing, and costing for over 6,000 products.
- Led major organizational change initiatives including sales territory realignment, delivery and logistical analysis of all 6 divisions, and integration of 4 key acquisitions into Accounting ERP and Company SOPs.

## ***Manager, Accounting, 2011 – 2014***

- Oversaw Accounting team responsible for preparation of financial reporting, review and analysis of financial statements, sales reconciliation, revenue recognition, and payroll/401k audits; reported to CFO and Owner.

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## **EDUCATION & CREDENTIALS**

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**Bachelor of Science Degree in Petroleum Engineering**, University of Texas, 2010

**Leadership Program**, Harvard Business School Online, 2019

Certified Public Accountant (Texas), American Institute of Certified Public Accountants | Member, Texas Society of CPA's

Driven to a life of supporting "those who didn't choose."

Prospective Board Member of Red Cross – YMCA Donor and Volunteer – Jail to Jobs Donor and Volunteer

# CLAIRE M. U. WALPOLE

704 West Oltorf Street ◦ Austin, TX 78704 ◦ 512-638-3601 ◦ cmuwalpole@gmail.com ◦ cmuwalpole.com

## WORK EXPERIENCE

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October 2013 – present Austin Habitat for Humanity, Austin, TX  
*Staff Architect, Design for Special Projects, Permit Procurement, Construction Management, Converting office to Revit*

April 2007 – May 2008, November 2012 – Present Claire Marie U. Walpole, RA, Austin, TX  
*Self-Employed: Commercial Finish-out, Residential New Construction, Residential Renovation*

May 2008 – Feb 2012 BLGY, Inc., Austin, TX  
*Project Management, Project Architect, Design, Production: City of Austin Public Safety Training Facility, Round Rock Elementary Schools, Teague Jr/Sr. High Auditorium and Black Box*

June 2005 – January 2007 CG&S Design-Build, Austin, TX  
*Project Architect, Project Designer, Specifications Writer, Office Process Organization*

April 2003 – April 2005 Hanbury Evans Wright Vlattas + Co., Norfolk, VA  
*Design; Historic Preservation; Project Development; In-house Education Programs*

January 2002 – March 2003 MMM Design Group, Norfolk, VA  
*Discipline Coordination, Cost Estimating, Field Work, Construction Documents*

## EDUCATION

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1997 – 2001 Louisiana State University Baton Rouge, LA  
*Bachelor of Architecture, May 2001*

1995 - 1997 University of Southern Mississippi Hattiesburg, MS  
*Honors College*

## CERTIFICATIONS, SKILLS, HONORS AND ACTIVITIES

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Licensed Architect, Texas License Number 19903, Dec 2006

LEED Accredited Professional, May 2005

AutoDesk AutoCad and Revit, Adobe Creative Suite (Photoshop and Illustrator), Sketchup

BLGY 2010 Robert P. Landes Architecture Award

LSU Chancellor's Design Competition, First Place

AIA Austin, 2011 Honor Awards Committee

AIA Austin, Architecture in Elementary Schools program: 2007, 2008, 2011, 2012, 2013, 2014

AIA Hampton Roads, Director of Communication, Newsletter Editor

American Institute of Architecture Students, LSU Chapter President

All Saints Presbyterian Church, Building Executive Committee, Architect Search Committee

Lighting and Sound Director, *Birth: a Play* by Karen Brody, 2008

Austin Civic Chorus, 2006-2014

Conspirare Symphonic Chorus, 2010-2013



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# BILLY WHIPPLE

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9614 Chukar Cir. Austin, TX 78758 – Whipple3@gmail.com – (603) 866-0899

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## SKILLS SUMMARY

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- |                                    |                             |
|------------------------------------|-----------------------------|
| ❖ Construction Management          | ❖ Budgeting & Cost Controls |
| ❖ High Attention to Detail         | ❖ Microsoft Office Suite    |
| ❖ Contract Negotiation             | ❖ Material Management       |
| ❖ Bidding, Estimating, & Proposals | ❖ Energy Star               |
| ❖ Site Safety/ OSHA Compliance     |                             |

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## PROFESSIONAL EXPERIENCE

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### AUSTIN HABITAT FOR HUMANITY – AUSTIN, TX **Vice President of Construction, 2016 to Present**

- ◆ Provide leadership to Home Repair, New Construction, & the Warehouse.
- ◆ Collaborate with Senior Leadership to develop cohesive strategies to achieve Habitat's mission.
- ◆ Generate build schedules from an annual overview down to day-to-day actions.
- ◆ Operational management of construction warehouse facility and truck fleet.
- ◆ Oversee all aspects of post-land development construction process.

### HABITAT FOR HUMANITY WILLIAMSON-MAURY – FRANKLIN, TN **Director of Construction, 2014 to 2015**

- ◆ Manage staff, contractors, and volunteers to the completion 12 homes annually.
  - ◆ Generate build schedules from an annual overview down to day-to-day actions.
  - ◆ Maintain high quality building standards and hold contractors to the same standards.
  - ◆ Finish projects on time while meeting municipal codes and Energy Star standards.
  - ◆ Manage a \$1.1 million departmental budget.
  - ◆ Develop accurate budgets for all projects.
  - ◆ Work closely with clients to ensure they are happy and well informed during projects.
  - ◆ Solicit, review, and award project bids.
  - ◆ Consistently update vendor and sub-contractor data base
  - ◆ Research and negotiate prices on building materials.
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# BILLY WHIPPLE

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9614 Chukar Cir. Austin, TX 78758 – Whipple3@gmail.com – (603) 866-0899

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## PROFESSIONAL EXPERIENCE CONTINUED

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HABITAT FOR HUMANITY WILLIAMSON-MAURY – FRANKLIN, TN

**Community Outreach Manager & Volunteer Coordinator, 2013 to 2014**

- ◆ Build, maintain, & strengthen relationships with community groups & local businesses.
- ◆ Procure & manage gift-in-kind donations for programs and home builds.
- ◆ Communicate with stakeholders about the organization through social media, video, and e-mail marketing tools.
- ◆ Research & implement community focused fundraising campaigns.
- ◆ Schedule and track 3,000 volunteers per year.
- ◆ Collaborate with all departments to help the team meet and exceed their goals.
- ◆ Coordinate volunteers, meals, and building logistics for each volunteer build day.

AUSTIN HABITAT FOR HUMANITY– Austin, TX

**Project Manager, 2010 to 2013**

- ◆ Manage logistics of 23 new single-family residential homes per year.
- ◆ Hire and train staff to become functional home builders and leaders.
- ◆ Delegated day-to-day build site responsibilities.
- ◆ Responsible for meeting all city, green building and third-party inspections.
- ◆ Created a new build schedule that increased efficiency by 25%.

AMERICORPS, AHFH – Austin, TX

**Construction Crew Leader, 2009 to 2010**

- ◆ Served over 1700 volunteer hours.
- ◆ Strengthened my construction skills and construction communication
- ◆ Lead and trained groups of volunteers on the construction site.
- ◆ Performed daily job site quality and safety inspections.
- ◆ Kept inventory and delivered building materials.
- ◆ Attended leadership and professional development seminars.

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## EDUCATION & TRAINING

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GRANITE STATE COLLEGE- CONCORD, NH

**Bachelor of Science in Business Management, 2012**

**UL OSHA 10-HOUR CERTIFICATION**

AMERICAN HEART ASSOCIATION

**Heartsaver CPR & AED Certified**

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Application for OHDA Funding 2021

**Tab 2b Resumes of Development Team**



## AUSTIN HABITAT FOR HUMANITY

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Statement of Qualifications for providing Professional Services:  
PERSIMMON TOWNHOUSES

RFQ / RFP  
Issue Date: 01 July 2019  
Submittal Date: 19 July 2019

## STATEMENT OF INTEREST LETTER

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Dear Mr. Andy Alarcon:

hatch + ulland owen architects appreciates this opportunity to present our response to your RFQ for consideration. Given our many years working with our community in the creation and restoration of affordable housing stock, we are honored to be asked to submit our qualifications regarding your Persimmon project.

Our extensive experience with multi-family designs and our tireless efforts in the affordable housing world grants us a unique understanding of the needs and challenges of funding, permitting, and timely construction of buildings that the residents are always proud to call home. Many of our staff have worked with Habitat in a variety of roles over the years. We have been honored to assist in the master planning efforts for this development in addition to contributing to the master plan for the Net Zero development for the Guadalupe Neighborhood Development and working as volunteers and donors.

Our attached Firm Profile is included and speaks to both the breadth of our work and the 41 years of socially responsible practice in Austin and around the country. We are very proud of our work and, most importantly, our long-term relationship with our clients and our community. Regarding the City of Austin's S.M.A.R.T. Housing program, every one of our affordable housing projects in Austin has participated in this program since its inception. The goals of S.M.A.R.T. Housing align perfectly with our firm's approach, and we are intimately familiar with the requirements and benefits it brings. Our designs excel in the areas of accessibility and green building. Our projects routinely receive green building certifications from Austin Energy Green Building, Energy Star, LEED, and Living Building Challenge, and we have produced some of the top-performing green buildings including Net-Zero certified and LEED Platinum rated affordable housing.

Should h+uo architects be selected, we very much look forward to the opportunity to meet with you and your team to further discuss your aspirations and objectives for the new Habitat project. We commit to working with you to determine the optimal phasing strategy and schedule to realize your goals for the project. I will take the lead as Principal-in-Charge working closely with your team and David Carroll, our Project Architect, during the Design Phase. While overseeing the entire process, I am most active during the Design Phase and Construction.

What we are all proudest of is our many years of working with neighborhoods and non-profits is the development of fine homes for families with limited incomes. From single family rehabilitation to new single-family homes to large multi-family communities, our projects are always loved by the residents and welcomed into the surrounding neighborhoods. In the last few years we have completed a number of townhouse projects, both for rental and sale, so we are familiar with what it takes to make attached residences work well. The attached documents speak clearly to the range of our architectural experience, the unique experiences of many in our office when working with Habitat, our commitment to high-quality mixed-income developments, green S.M.A.R.T. Housing, and creating welcoming homes for those in need.

Respectfully,

Tom Hatch, FAIA  
hatch + ulland owen architects, LLP  
1010 East 11th Street  
Austin, Texas 78702  
512.474.8548  
tomhatch@huoarchitects.com

# COMPANY HISTORY + EXECUTIVE BACKGROUND

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## ABOUT US

hatch + ulland owen architects (h+uo) is an Austin, Texas based architectural firm focused on creating visionary, sustainable and socially-responsible design.

The firm was founded in 1978 by Tom Hatch, FAIA, with a commitment to help build strong, vibrant communities. It has evolved over several decades from its sole-proprietorship beginnings to its current partnership structure when, in 2006, Erik Ulland and Randall Owen joined him as partners. Our keen sense of community values has inspired a wide range of distinctive projects including, numerous multi-family communities for neighborhood non-profits, Foundation Communities, and market rate developers. Some noteworthy projects include: 65 Whole Foods Markets across the country, including the original WFM Corporate Headquarters at 6th and Lamar; The Crossings (now Travaasa Experiential Resort and Spa); Threadgill's; Thundercloud Subs; Twin Oaks Library; Windsor Park Library; renovations at Hampton Library; Oak Point Park in Plano; McKinney Roughs Nature Park; a variety of Mueller Homes; numerous single-family residences; as well as farm worker housing in the valley and in the panhandle.

A dynamic design studio featuring a wealth of architectural expertise, h+uo prides itself on interpreting our clients' visions and delivering high quality, contextually responsive design in the Multi-family residential, Hospitality, Retail, Office, Community / Civic, Education, and Single-family residential markets. The culture of the firm, our reputation in Austin, throughout Texas and around the country, as well as the growing list of satisfied and repeat clients continues to thrive.

## COMMITMENT TO OUR COMMUNITY

Going back to the inception of the firm in 1978, we have been committed to community-based design, as evidenced by the following:

- **People Places** - No matter what the project (whether park projects, public institutions, affordable housing or retail establishments), we believe that one of architecture's greatest contributions is to create places where people feel comfortable both alone and together, and where people can be enriched by interaction with each other. To that end, a common thread running through all of our work is the creation of "people places" that nurture the human spirit and respect the environment.
- **Civic Involvement** - Members of our firm currently serve or have in the past served on numerous boards and commissions, including the City of Austin Building and Standards Commission, City of Austin Design Commission, City of Austin Joint Sustainability Committee, Downtown Austin Alliance, Austin Energy Green Building Program, House the Homeless Task Force, Meals on Wheels, Texas Low Income Housing Information Service, Housing Texas, Housing Works, Sharir Dance Company, Austin Woman's Club Advisory, and the Board of Planned Parenthood.



## COMPANY HISTORY + EXECUTIVE BACKGROUND

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- **Crossing Social and Economic Boundaries** - We believe that architecture and sound planning should be available to all people, so we have intentionally reached across social, cultural, and economic boundaries to seek out opportunities where our talents may be of use to all parts of our community. As part of that effort, as we have noted, we have completed numerous successful affordable housing projects in Austin and beyond, as well as many civic projects including libraries, schools, and parks.

Our ongoing and past projects with the City of Austin substantiate our commitment to civic responsibility. Further, we received a perfect score on the Consultant Performance Evaluation Form for a number of our recently completed projects.

### **SUSTAINABLE DESIGN AND CONSTRUCTION**

h+uo architects has long engaged in sustainable building, even before that practice became mainstream. It has always been part of the firm's philosophy that the act of building should be undertaken responsibly. We bring to every project our commitment and expertise in sustainable design. We were the architects for Austin's first large scale, commercial "green" building (Whole Foods Market's previous store and headquarters at 6th and Lamar) and we have subsequently designed 64 other Whole Foods Markets and numerous other commercial green projects:

- The new Foundation Communities' Michael and Susan Dell Foundation Learning Center at Lakeline Station was designed to meet the stringent criteria of The Living Building Challenge petal certification. The Learning Center is the first non-industrial "net zero" commercial building in Austin and was the Austin Green Awards Project of the Year (2017).
- Foundation Communities' M Station in East Austin, an affordable housing community and learning center achieved the highest scoring LEED Platinum rating in the country which was the first such accreditation for multifamily housing in the U.S. at that time. It also achieved Austin Energy 5 Star Certification, won the 2012 Austin Business Journal Social Impact Award, and won the 2012 Envision Central Texas Community Stewardship Award for New Development.
- Franklin Gardens, a Chestnut Neighborhood Revitalization Corporation, affordable housing development for seniors received the ECT Community Stewardship Award for New Development, an Austin Energy Green Building, 4-Star Rating and the Livable Vision Award.
- The Crossings, now Miraval, a holistic learning and conference center, including a conference building, dining hall, spa, and multiple lodges.
- LCRA's McKinney Roughs Environmental Learning Center, including an administrative building, a classroom building, a dining hall, and three dormitories.
- American YouthWorks former downtown facility as well as their LEED certified Green Collar Training Facility in southeast Austin.

## ORGANIZATIONAL STRUCTURE + PROPOSED STAFFING

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Project leadership and success will be the responsibility of h+uo architects, which will work closely with Habitat for Humanity. With our numerous, successful Affordable Housing projects has come invaluable knowledge and understanding of our Clients' goals of objectives in planning, designing, and building these developments. We propose to bring that wisdom and expertise to your project. The dedicated team below's workload is such that they can swiftly meet deadlines.

### PROPOSED STAFFING

The combination of project scale and schedule is well suited for an office of our size. We are a flexible group and would devote the necessary time this project. This is a commitment we make to Habitat for Humanity.

As Registered architects in the State of Texas, Founding Principal Tom Hatch and Project Manager David Carroll will manage the project and design team.

As **Project Principal**, Tom Hatch will guide the planning and design, initiate project schedules and budgets, make major presentations, and be the chief liaison between Habitat for Humanity and h+uo architects. Resume to follow.

As **Project Manager**, David Carroll will be the day-to-day point of contact between h+uo architects and Habitat for Humanity. He will oversee and coordinate the consultant team, set standards, define vocabulary to be shared by the team and, with the leadership of the Project Principal, be responsible for maintaining the project schedule and budget. Resume to follow.

In addition to the project leads, we will draw on our skilled staff of 14, which includes 8 Registered Architects, to support the project with the designers who bring additional affordable housing experience to the table.

### PROPOSED CONSULTANTS

We are firm believers in following an "integrated" design approach, where the various members of the design team and the client work parallel with each other in a coordinated fashion from the very beginning, rather than sequentially in an autonomous fashion.

- **Civil and Landscape** - h+uo will continue to coordinate with AHFH's current civil engineer-of-record and landscape architect-of-record to support the site plan review and ensure the building development and permitting does not require undue modifications to the site plan permit.

The following sub-consultant team, under the coordination of h+uo architects, will respond to the needs of the project on a timely basis. h+uo has worked successfully with all of the following consultants, in particular on similar affordable housing projects and have a strong and lasting relationship with them.

- **Structural Engineering** - Structures PE, LLP: structural design
- **MEP Engineering** - APTUS Engineering: full-service mechanical, electrical, and plumbing engineering
- **Accessibility Consultant** - Altura Solutions, LP: RAS services for TAS and review of additional accessibility requirements required by S.M.A.R.T. Housing and any other applicable programs

In addition to the core team of consultants, h+uo will identify any additional consultants and third-party professionals required to fulfill the project requirements and selected compliance paths. Common additional consultants include: building energy modeling (Simple Payback), residential building systems commissioning (Texas Energy Systems), acoustics (BAI), and permit expediting (Austin Permit Service).



# RESUME: PROJECT PRINCIPAL

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## Thomas H. Hatch, FAIA

### EDUCATION

Bachelor of Architecture (with Honors)  
Texas Tech University, 1969

### REGISTRATION

Texas #5485 (1975)

### EXPERIENCE

hatch + ulland owen architects (formerly Hatch Partnership)  
Austin, Texas (Jan. 1997 - Present)

Tom Hatch Architects  
Austin, Texas (March 1978 - December 1996)

3-D International  
Austin, Texas (1977 - 1978)

Independent Architects  
Austin, Texas (1973 - 1977)

U.S. Coast Guard  
Yorktown, Virginia, (1969 - 1971)



### SAMPLE PROJECTS



#### **Lakeline Station • Austin, Texas**

A new affordable housing development for Foundation Communities with an onsite Learning Center. The Michael and Susan Dell Foundation Learning Center is pending Petal Certification for the Living Building Challenge.



#### **Cardinal Point • Austin, Texas**

A new affordable housing community for Foundation Communities with an onsite Learning Center. Like Lakeline Station, Cardinal Point is located in Northwest Austin where heretofore, there have been no affordable housing developments. Currently under construction.



#### **Homestead Oaks • Austin, Texas**

A Foundation Communities 140-unit affordable housing community with an onsite Learning Center. This is the first multi-family rental apartments in the City of Austin to pursue 134.16kW solar tied directly to residential units. The apartments also feature 18 - 10,000 gallon rainwater collection cisterns used for irrigation. *Recipient of the Austin Energy Green Building Award Four-Star Rating.*



#### **M Station • Austin, Texas**

A 150-unit eco-friendly affordable housing development for Foundation Communities with an on-site learning center. M Station is the first LEED for Homes multi-family project in Austin and the first multi-family LEED for Homes Platinum community in Texas. *Recipient of the Austin Business Journal's Social Impact Award.*

#### **Jeremiah Program Moody Campus • Austin, Texas**

New 49,865 sf building that includes 35 two-bedroom apartments, an on-site accredited five-classroom child development center, two covered playground areas, empowerment and life skills classrooms, gathering spaces, and staff offices.

#### **La Vista de Guadalupe • Austin, Texas**

A 22-unit downtown affordable housing project for the Guadalupe Neighborhood serving our very low income working community.

#### **Lyons Gardens • Austin, Texas**

54-unit elder housing community of Family Eldercare in East Austin.

#### **The Chicon • Austin, Texas**

A three-building multi-family mixed-use development in East Austin under construction. It was commissioned by neighborhood members as a revitalization effort for the Chicon Street corridor, and will include affordable housing units, market-rate condominiums, and ground floor retail space.

#### **Pease Mansion • Austin, Texas**

Complete restoration of the Abner Cook Governor's Mansion in Pemberton Heights.

#### **Various New and Rehabilitated Homes • East Austin, Texas**

Numerous new construction and revitalization of homes for AHFC and the Guadalupe Neighborhood Housing Corporation.

# RESUME: PROJECT MANAGER

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## DAVID CARROLL, AIA, LEED AP BD+C, CDT

### EDUCATION

Bachelor of Architecture  
Magna cum Laude  
University of Houston

Master's of Science in Building Design:  
Energy Performance + Climate Responsive Architecture  
Summa cum Laude  
Arizona State University

### REGISTRATION

Texas #23055  
LEED #68499  
NCARB #74801

### EXPERIENCE

hatch + ulland owen architects, LLP  
Austin, Texas (July 2013 - Present)

LZT Architects  
Austin, Texas (July 2007 - June 2013)

LEA Architects  
Phoenix, Arizona (June 2006- June 2007)

StudioMa Architects  
Phoenix, Arizona (December 2005 - May 2006)



### RELEVANT PROJECTS

#### HOUSING AUTHORITY OF THE CITY OF AUSTIN (HACA) PROJECTS

##### **HACA Salina • Austin, Texas**

32-unit Rental Assistance Demonstration renovation

##### **HACA Lakeside • Austin, Texas**

Lobby and community spaces renovation and Rental Assistance Demonstration renovation

##### **HACA Rosewood Courts • Austin, Texas**

Rental Assistance Demonstration renovation

##### **HACA Thurmond • Austin, Texas**

Renovation of a multi-use community building

##### **HACA Santa Rita • Austin, Texas**

Common area and 100-unit Rental Assistance Demonstration renovation



#### AFFORDABLE HOUSING PROJECTS

##### **The Jordan at Mueller • Savannah, Georgia (h+uo architects)**

132-unit affordable housing project (under construction)

##### **The Waters at Gateway West • Savannah, Georgia (h+uo architects)**

276-unit affordable housing project (under construction)

##### **The Waters at Magnolia Bay • Charleston, South Carolina (h+uo architects)**

300-unit affordable housing project

##### **The Waters at St. James • Charleston, South Carolina (h+uo architects)**

336-unit affordable housing project

##### **Notre Dame Court • Dallas, Texas (LZT Architects)**

69-unit multifamily affordable housing project



*continued*

## RESUME: PROJECT MANAGER (continued)

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# DAVID CARROLL, AIA, LEED AP BD+C, CDT ARCHITECT

### RELEVANT PROJECTS



### AFFORDABLE HOUSING PROJECTS cont.

#### **Lakeline Station Apartments • Austin, Texas**

The recently completed Lakeline Station Apartments is a community of 128 units of sustainable, affordable housing located in northwest Austin within walking distance of CapMetro's Lakeline Bus and Rail Station. The community will have an on-site learning center designed to the stringent requirements of the Living Building Challenge, which will provide after-school programs for children and evening classes for adults. New 29,000 square foot Family Life Center consisting of offices, classrooms, commercial kitchen, meeting spaces, multi-purpose gymnasium, weight room, & cardio fitness area.

#### **Homestead Oaks Apartments • Austin, Texas**

Homestead Oaks is a single, four-story residential building nestled among more than 600 trees on 29 acres and provides 140 units of affordable, eco-friendly housing in south Austin. The community features an on-site learning center with after-school programs for children and evening classes for adults. This project seeks to obtain LEED Gold designation and a 4 or 5-star Austin Energy Green Building Rating.

#### **Independence Place • Montgomery, Texas (LZT Architects)**

15-unit multifamily affordable housing project

#### **Acres Homes Garden • Houston, Texas (LZT Architects)**

15-unit multifamily affordable housing project

#### **William Booth Garden • Houston, Texas (LZT Architects)**

Green renovation study for HUD for a 64-unit multifamily affordable housing project

## PHASING + METHODOLOGY

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### **PHASING + TIMEFRAME**

We will work with you to determine the optimal construction phasing and produce the design documents to support that decision. Defining phases by building type and grouping similar unit types together brings benefits of economy of scale and efficiency for the general contractor and subs. The location of the building types on the site and the excellent access provided by three widely spaced curb cuts would allow for three phases—Buildings 1-6, Buildings 7-11, and Buildings 12-18—with two driveways open for the occupied units at each phase and the third used for construction access. This sequence would concentrate construction activities at each phase with minimal impact to the occupied phases while also maintaining sufficient parking for each completed phase. This also means that the timing of the phases could be independent and occur as funding, demand, or other criteria dictate. A holistic phasing strategy should also examine the locations of common amenities and any external criteria for unit types (sizes or accessibility) before making a final decision.

The building permit drawings for each phase can be prepared concurrently but as separate packages to coordinate with the phased construction. Even with the head start on the subdivision and site permit, the process for the design and contract document phases can be scheduled to allow AHFH to pull the site and building permits concurrently. We recommend taking advantage of the City of Austin's Expedited Permit Review for this project, in which case we would schedule the design phase that ensures building permit submission occurs 4-6 weeks before the anticipated site plan completion.

We will bring a proposed detailed schedule to the project initiation meeting. Regular meetings and timely decisions will be required until the end of the project to maintain the schedule.

### **FAMILIARITY WITH THE PROJECT SITE**

Our work has taken us to all parts of Austin, and in each case we strive to understand the specific needs of the neighborhood we participate in building. Our past projects in south and east Austin include the Concord Apartments south of William Cannon, Foundation Community's Homestead Oaks on Slaughter Lane, the facilities at McKinney Roughs. We are also currently working on townhouses in the Goodnight Ranch development, Montopolis Condos, and a combined affordable housing and school project on Montopolis called Escuela Nueva.

We have watched as development interest in this area of southeast Austin has increased in recent years driven by a combination of the classic laid-back South Austin atmosphere and natural greenbelt settings with relatively close access to downtown and improved connectivity. McKinney Falls State Park and the Onion Creek Greenbelt provide incredible recreation opportunities. Of course the neighborhood has a long history with flooding from Onion Creek starting with the 1981 Memorial Day floods to the more recent Halloween Flood that led to governmental purchase of hundreds of homes. Fortunately the project site is outside even the revised Atlas 14 floodplain, but storm water and sensitivity to the local environment and microclimate are paramount. Current major projects are underway in the surrounding area including Goodnight Ranch, Easton Park, and the new TxDOT campus. Additional smaller projects are likely to arise around these major activity centers. Fortunately for the residents, some of these projects include more town-center mixed-use components that will hopefully provide additional benefits beyond housing-only subdivisions.

## **DUNAWAY ASSOCIATES Partners on Persimmon Development**

### **Laura Toups, PE, LEED AP ENGAGEMENT MANAGER**

Laura Toups has over three decades of experience in the civil engineering and urban design field. During her career, Laura has combined her understanding of engineering and development issues with an interest in city policies and regulations. This has facilitated the development of a collaborative vision of master planning and urban design. Her approach to master planning and urban design projects is to collaborate with architects and landscape architects to explore creative solutions to site civil improvements and to incorporate the elements and policies required to ultimately permit and construct sustainable projects. She has been active in City of Austin planning efforts serving on the Water and Wastewater Commission and Downtown Commission and various neighborhood planning efforts. Having served as project manager for numerous large-scale phased projects, Laura brings the experience to successfully work with multidiscipline design teams including project artists and stakeholder groups.

### **Michael Mullone, PE, CFM, CESSWI, CPESC PROJECT ENGINEER | ASSOCIATE**

Michael Mullone has over a decade of experience in the analysis, design and construction of Civil Engineering projects. This experience includes hydrologic and hydraulic analysis of floodplains and design of site drainage and permitting. Michael has experience in designing projects within challenging urban environments and is adept at processing projects through City and State regulatory review. Michael prepared CLOMRs and LOMRS, and conducted flood analysis along various creeks, streams, tributaries, rivers, and lakes for over 100 projects throughout Texas, including a 120-mile reconstruction of US Highway 77 and the City of Killeen's Master Drainage Plan.



**Application for OHDA Funding 2021**

## **Tab 2c Resumes of Property Management Team**

Please note that because Austin Habitat for Humanity does not propose to provide any rental housing that would require a property management team, no property management resumes are included with this application.



Application for OHDA Funding 2021

### Tab 3 Financial Information



Application for OHDA Funding 2021

**Tab 3a Federal IRS Certification**



ATLANTA GA 39901-0001

In reply refer to: 0752761038  
Feb. 02, 2021 LTR 4168C 0  
74-2373217 000000 00

00026284  
BODC: TE

AUSTIN HABITAT FOR HUMANITY INC  
% PHYLLIS SNODGRASS  
500 W BEN WHITE BLVD  
AUSTIN TX 78704-7030

022081

Employer ID number: 74-2373217  
Form 990 required: Y

Dear Taxpayer:

We're responding to your request dated Jan. 22, 2021, about your tax-exempt status.

We issued you a determination letter in 1985 08, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(3).

We also show you're not a private foundation as defined under IRC Section 509(a) because you're described in IRC Sections 509(a)(1) and 170(b)(1)(A)(vi).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If you're required to file a return, you must file one of the following by the 15th day of the 5th month after the end of your annual accounting period:

- Form 990, Return of Organization Exempt From Income Tax
- Form 990EZ, Short Form Return of Organization Exempt From Income Tax
- Form 990-N, Electronic Notice (e-Postcard) for Tax-Exempt Organizations Not Required to File Form 990 or Form 990-EZ
- Form 990-PF, Return of Private Foundation or Section 4947(a)(1) Trust Treated as Private Foundation

According to IRC Section 6033(j), if you don't file a required annual information return or notice for 3 consecutive years, we'll revoke your tax-exempt status on the due date of the 3rd required return or notice.

You can get IRS forms or publications you need from our website at [www.irs.gov/forms-pubs](http://www.irs.gov/forms-pubs) or by calling 800-TAX-FORM (800-829-3676).

If you have questions, call 877-829-5500 between 8 a.m. and 5 p.m.,

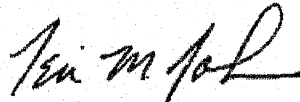
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Feb. 02, 2021 LTR 4168C 0  
74-2373217 000000 00  
00026285

AUSTIN HABITAT FOR HUMANITY INC  
% PHYLLIS SNODGRASS  
500 W BEN WHITE BLVD  
AUSTIN TX 78704-7030

local time, Monday through Friday (Alaska and Hawaii follow Pacific time).

Thank you for your cooperation.

Sincerely yours,



Teri M. Johnson  
Operations Manager, AM Ops. 3





Application for OHDA Funding 2021

**Tab 3b Certified Financial Audit**

# **Austin Habitat for Humanity, Inc.**

(A Nonprofit Corporation)

Report of Independent Auditor and  
Consolidated Financial Statements with  
Supplemental Information

December 31, 2019 and 2018



**AUSTIN HABITAT FOR HUMANITY, INC.**

Index to Consolidated Financial Statements

December 31, 2019 and 2018

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Report of Independent Auditor	1
Consolidated Statements of Financial Position	3
Consolidated Statements of Activities	4
Consolidated Statements of Functional Expenses	6
Consolidated Statements of Cash Flows	8
Notes to the Consolidated Financial Statements	9
<b><u>Supplemental Information</u></b>	
Consolidating Schedule of Financial Position Information	25
Consolidating Schedule of Activities Information	26



## **Report of Independent Auditor**

To the Board of Directors of  
Austin Habitat for Humanity, Inc.:

We have audited the accompanying consolidated financial statements of Austin Habitat for Humanity and its subsidiaries (the “Organization”), which comprise the consolidated statements of financial position as of December 31, 2019 and 2018, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### **Management’s Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor’s Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization’s preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization’s internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Austin Habitat for Humanity, Inc. and its subsidiaries as of December 31, 2019 and 2018, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.



### **Emphasis of Matter**

As discussed in Note 19 to the consolidated financial statements, the Organization's operations have been negatively impacted by the COVID-19 pandemic in 2020. The financial impact to the consolidated financial statements cannot be reasonably estimated at this time. Our opinion is not modified with respect to this matter.

### **Report on Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplemental consolidating schedules of financial position information and consolidating schedule of activities information on pages 25 and 26, respectively, are presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

**PMB HELIN DONOVAN, LLP**

*PMB Helin Donovan, LLP*

July 29, 2020  
Austin, Texas

**AUSTIN HABITAT FOR HUMANITY, INC.**

## Consolidated Statements of Financial Position

As of December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
<b>ASSETS:</b>		
Current assets		
Cash and cash equivalents	\$ 2,042,762	\$ 2,198,363
Investments, at fair value	16,204	15,454
Accounts receivable	615,099	379,407
Pledges receivable, net	234,387	141,554
Mortgages receivable, current portion, net	887,959	846,812
ReStore inventory	842,554	808,029
Home construction in progress	671,834	949,103
Prepaid expenses and other current assets	300,205	372,423
Total current assets	<u>5,611,004</u>	<u>5,711,145</u>
Land held for development	5,073,385	4,680,252
Restricted cash	-	17,670
Pledges receivable, long-term portion, net	243,498	489,951
Other long-term assets	240,790	192,637
Mortgages receivable, long-term portion, net	9,658,437	8,870,330
Notes receivable - 2nd liens, net	968,843	882,205
Investments, at cost - NMTC	-	1,520,548
Property and equipment, net	9,811,870	9,505,694
<b>TOTAL ASSETS</b>	<u><u>\$ 31,607,827</u></u>	<u><u>\$ 31,870,432</u></u>
<b>LIABILITIES AND NET ASSETS:</b>		
Current liabilities		
Accounts payable	\$ 274,295	\$ 370,556
Accrued expense	767,640	807,931
Deferred revenue	3,130,982	2,703,768
Capital lease obligation, current portion	35,304	34,262
Notes payable - TDHCA, current portion	108,816	98,316
Long-term debt, current portion	2,272	162,998
Total current liabilities	<u>4,319,309</u>	<u>4,177,831</u>
Capital lease obligation, long-term portion	186,943	225,171
Notes payable - TDHCA, long-term portion	1,373,638	1,243,580
Long-term debt, net of debt issuance costs	5,310,967	6,528,714
Total liabilities	<u>11,190,857</u>	<u>12,175,296</u>
Net assets		
Without donor restrictions	18,772,496	18,028,116
With donor restrictions	1,644,474	1,667,020
Total net assets	<u>20,416,970</u>	<u>19,695,136</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u><u>\$ 31,607,827</u></u>	<u><u>\$ 31,870,432</u></u>

See accompanying notes and report of independent auditor.



**AUSTIN HABITAT FOR HUMANITY, INC.**

Consolidated Statement of Activities

Year Ended December 31, 2019

	<u>Without donor restrictions</u>	<u>With donor restrictions</u>	<u>Total</u>
<b>REVENUES:</b>			
Contributions and other income:			
Contributions	\$ 1,139,777	\$ 771,141	\$ 1,910,918
In-kind contributions	332,955	-	332,955
Home building sponsorship revenues	1,719,732	-	1,719,732
Investment income	25,514	-	25,514
Other income	649,999	-	649,999
Net assets released from restrictions	<u>793,687</u>	<u>(793,687)</u>	<u>-</u>
Total contributions and other	<u>4,661,664</u>	<u>(22,546)</u>	<u>4,639,118</u>
ReStore revenues:			
ReStore sales	5,327,118	-	5,327,118
In-kind donation of inventory	3,250,770	-	3,250,770
Cost of goods sold	(4,343,061)	-	(4,343,061)
Sales discounts and refunds	<u>(295,930)</u>	<u>-</u>	<u>(295,930)</u>
Total ReStore revenues, net	<u>3,938,897</u>	<u>-</u>	<u>3,938,897</u>
Low-cost housing revenues:			
Home sales	2,579,019	-	2,579,019
In-kind contributions of labor and construction materials	821,603	-	821,603
Mortgage discount and amortization	(347,212)	-	(347,212)
Other housing revenues	2,590	-	2,590
Cost of homes sold	<u>(3,490,413)</u>	<u>-</u>	<u>(3,490,413)</u>
Total Low-cost housing revenues	<u>(434,413)</u>	<u>-</u>	<u>(434,413)</u>
Total revenues	<u>8,166,148</u>	<u>(22,546)</u>	<u>8,143,602</u>
<b>EXPENSES:</b>			
Low-cost housing program	2,326,496	-	2,326,496
ReStore program	3,312,279	-	3,312,279
Fundraising	746,780	-	746,780
Management and general	<u>1,036,213</u>	<u>-</u>	<u>1,036,213</u>
Total expenses	<u>7,421,768</u>	<u>-</u>	<u>7,421,768</u>
<b>CHANGE IN NET ASSETS</b>	744,380	(22,546)	721,834
<b>NET ASSETS, BEGINNING OF YEAR</b>	18,028,116	1,667,020	19,695,136
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 18,772,496</u>	<u>\$ 1,644,474</u>	<u>\$ 20,416,970</u>

See accompanying notes and report of independent auditor.

**AUSTIN HABITAT FOR HUMANITY, INC.**

Consolidated Statement of Activities

Year Ended December 31, 2018

	<u>Without donor restrictions</u>	<u>With donor restrictions</u>	<u>Total</u>
<b>REVENUES:</b>			
Contributions and other income:			
Contributions	\$ 1,187,410	\$ 1,055,942	\$ 2,243,352
In-kind contributions	134,025	-	134,025
Home building sponsorship revenues	1,000,151	-	1,000,151
Investment income	43,095	-	43,095
Other income	956,130	-	956,130
Net assets released from restrictions	<u>504,288</u>	<u>(504,288)</u>	<u>-</u>
Total contributions and other	<u>3,825,099</u>	<u>551,654</u>	<u>4,376,753</u>
ReStore revenues:			
ReStore sales	4,428,805	-	4,428,805
In-kind donation of inventory	2,389,472	-	2,389,472
Cost of goods sold	(3,380,503)	-	(3,380,503)
Sales discounts and refunds	<u>(150,498)</u>	<u>-</u>	<u>(150,498)</u>
Total ReStore revenues, net	<u>3,287,276</u>	<u>-</u>	<u>3,287,276</u>
Low-cost housing revenues:			
Home sales	1,794,011	-	1,794,011
In-kind contributions of labor and construction materials	812,442	-	812,442
Mortgage discount and amortization	(12,707)	-	(12,707)
Other housing revenues	6,085	-	6,085
Cost of homes sold	<u>(1,969,012)</u>	<u>-</u>	<u>(1,969,012)</u>
Total Low-cost housing revenues	<u>630,819</u>	<u>-</u>	<u>630,819</u>
Total revenues	<u>7,743,194</u>	<u>551,654</u>	<u>8,294,848</u>
<b>EXPENSES:</b>			
Low-cost housing program	2,130,872	-	2,130,872
ReStore program	2,613,455	-	2,613,455
Fundraising	923,092	-	923,092
Management and general	<u>898,753</u>	<u>-</u>	<u>898,753</u>
Total expenses	<u>6,566,172</u>	<u>-</u>	<u>6,566,172</u>
<b>CHANGE IN NET ASSETS</b>	1,177,022	551,654	1,728,676
<b>NET ASSETS, BEGINNING OF YEAR</b>	16,851,094	1,115,366	17,966,460
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 18,028,116</u>	<u>\$ 1,667,020</u>	<u>\$ 19,695,136</u>

See accompanying notes and report of independent auditor.

**AUSTIN HABITAT FOR HUMANITY, INC.**  
Consolidated Statement of Functional Expenses  
Year Ended December 31, 2019

	<u>Low-cost housing</u>	<u>ReStore</u>	<u>Fundraising</u>	<u>Management and general</u>	<u>Total</u>
Salaries and related	\$ 1,401,812	\$ 2,129,199	\$ 451,632	\$ 732,174	\$ 4,714,817
Advertisements	10,589	112,265	161,531	892	285,277
Office expenses	53,354	157,175	12,470	54,912	277,911
Information technology	23,230	20,723	10,855	4,358	59,166
Occupancy	121,399	309,645	5,247	7,217	443,508
Travel	13,170	36,176	4,010	17,979	71,335
Conference, conventions, and meetings	6,048	8,529	2,799	13,790	31,166
Interest and amortization	32,581	181,916	14,701	59,872	289,070
Tithe to HFHI	77,008	-	-	-	77,008
Depreciation	24,283	205,021	11,430	15,259	255,993
Insurance	56,220	76,060	2,529	2,266	137,075
Warranty work	32,902	-	-	-	32,902
Tools and equipment	10,460	1,660	-	-	12,120
Professional services	65,554	41,824	21,143	91,852	220,373
NMTC transaction fees	12,180	-	-	-	12,180
Dues and subscriptions	13,355	12,505	4,932	27,398	58,190
Home repair program	369,709	-	1,991	1,044	372,744
Other expense	2,642	19,581	41,510	7,200	70,933
Total functional expenses	<u>\$ 2,326,496</u>	<u>\$ 3,312,279</u>	<u>\$ 746,780</u>	<u>\$ 1,036,213</u>	<u>\$ 7,421,768</u>

See accompanying notes and report of independent auditor.

**AUSTIN HABITAT FOR HUMANITY, INC.**  
Consolidated Statement of Functional Expenses  
Year Ended December 31, 2018

	<u>Low-cost housing</u>	<u>ReStore</u>	<u>Fundraising</u>	<u>Management and general</u>	<u>Total</u>
Salaries and related	\$ 1,337,910	\$ 1,683,034	\$ 507,551	\$ 601,846	\$ 4,130,341
Advertisements	12,127	104,120	209,545	1,517	327,309
Office expenses	50,522	176,621	19,030	28,280	274,453
Information technology	14,798	17,550	8,974	8,707	50,029
Occupancy	104,319	117,565	5,816	7,516	235,216
Travel	11,421	22,547	4,052	11,014	49,034
Conference, conventions, and meetings	4,598	6,891	4,190	5,578	21,257
Interest and amortization	19,605	176,993	9,626	68,401	274,625
Tithe to HFHI	68,996	-	-	-	68,996
Depreciation	-	189,347	12,038	50,230	251,615
Insurance	49,262	67,580	4,378	4,220	125,440
Warranty work	3,006	-	-	-	3,006
Tools and equipment	17,222	4,032	-	-	21,254
Professional services	62,969	24,972	16,732	65,880	170,553
NMTC transaction fees	27,558	-	-	-	27,558
Dues and subscriptions	12,384	7,858	9,793	24,558	54,593
Home repair program	332,791	-	6,058	3,359	342,208
Other expense	1,384	14,345	105,309	17,647	138,685
Total functional expenses	<u>\$ 2,130,872</u>	<u>\$ 2,613,455</u>	<u>\$ 923,092</u>	<u>\$ 898,753</u>	<u>\$ 6,566,172</u>

See accompanying notes and report of independent auditor.

**AUSTIN HABITAT FOR HUMANITY, INC.**

Consolidated Statements of Cash Flows  
Years Ended December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
<b>Cash flows from operating activities:</b>		
Change in net assets	\$ 721,834	\$ 1,728,676
Adjustments to reconcile change in net assets to net cash provided by operations:		
Noncash interest expense	105,714	9,610
Depreciation	255,993	251,615
Gain on extinguishment of debt	(383,120)	(322,727)
(Increase) decrease in operating assets:		
Accounts receivable	(235,692)	(206,407)
Pledges receivable	153,620	(133,970)
Mortgages receivable	(829,254)	(446,478)
ReStore Inventory	(34,525)	(188,576)
Home construction in Progress	277,269	(464,804)
Prepaid expenses and other	72,218	(124,233)
Land held for development	(393,133)	(1,179,631)
Notes receivable, 2nd liens	(86,638)	(66,928)
Other long-term assets	(48,153)	991
Increase (decrease) in operating liabilities:		
Accounts Payable	(96,261)	(86,182)
Accrued expenses	(40,291)	268,578
Deferred revenue	427,214	1,676,667
Notes payable - TDHCA	140,558	79,249
Net cash provided by operating activities	<u>7,353</u>	<u>795,450</u>
<b>Cash flows from investing activities:</b>		
Sales of investments	1,519,798	384,626
Purchases of property and equipment	<u>(562,169)</u>	<u>(192,395)</u>
Net cash provided by investing activities	<u>957,629</u>	<u>192,231</u>
<b>Cash flows from financing activities:</b>		
Draws on long-term debt	5,312,919	-
Payments on long-term debt	(6,413,986)	(168,676)
Payments on capital lease obligation	<u>(37,186)</u>	<u>(30,488)</u>
Net cash used in financing activities	<u>(1,138,253)</u>	<u>(199,164)</u>
Net change in cash and cash equivalents	(173,271)	788,517
Cash and cash equivalents at beginning of year	2,216,033	1,427,516
Cash and cash equivalents at end of year	<u>\$ 2,042,762</u>	<u>\$ 2,216,033</u>
Supplemental disclosure of cash flow information:		
Interest paid	\$ 212,545	\$ 228,663
Income taxes paid	<u>\$ -</u>	<u>\$ -</u>

See accompanying notes and report of independent auditor.

## AUSTIN HABITAT FOR HUMANITY, INC.

Notes to the Consolidated Financial Statements  
Years ended December 31, 2019 and 2018

### NOTE 1 - ORGANIZATION

Austin Habitat for Humanity, Inc. (“AHFH”) is a nonprofit, affordable housing developer dedicated to the elimination of substandard housing in and around Austin, Texas. It is affiliated with Habitat for Humanity International, Inc. (“HFHI”) based in Americus, Georgia. AHFH was incorporated in 1985 under the laws of the State of Texas. While adhering to the policies and procedures prescribed by HFHI, AHFH exists as a separate corporation with its own Board of Directors. Local policies, strategies, operations, and fundraising are the responsibility of each affiliate.

Austin Neighborhood Alliance for Habitat, Inc., (the “Alliance”) is a wholly owned non-profit corporation formed to support AHFH. The Alliance receives federal financial assistance to acquire land and develop infrastructure for homes.

HomeBase Texas (“HomeBase”) is a wholly owned non-profit corporation that provides affordable homeownership opportunities to homeowners by partnering with outside developers, builders, and agencies.

The Alliance and HomeBase financial statements are consolidated into the financial statements of AHFH because AHFH has control over and an economic interest in the Alliance and HomeBase. AHFH and its affiliates, the Alliance and HomeBase, are collectively referred to as the Organization.

#### ***Low-Cost Housing Program***

To be considered for home ownership, families must be low-income families who demonstrate a need for better housing, an ability to make mortgage payments, and a willingness to work in partnership with AHFH. The partnership consists, in part, of each family completing 300 hours of “sweat equity” and meeting monthly mortgage payments. AHFH acquires the land, finds and qualifies the families, raises the funding, finds and supervises construction volunteers, builds the houses, and funds the mortgages. Houses are sold resulting in either a no interest or zero profit on the mortgage. By policy of HFHI, AHFH may accept government support for land, infrastructure improvements and construction.

#### ***ReStore Program***

AHFH also operates two ReStores in Austin and San Marcos as well as an online store, ShopAustinRestore.com. The ReStore program provides access to quality building materials, new and used, household goods, clothing, etc., to the general public to help them create a better human habitat in which to live and work. The ReStore receives donated materials, purchases items, and sells them.

### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of Presentation**

The consolidated financial statements are presented in accordance with generally accepted accounting principles in the United States of America (“U.S. GAAP”) as defined by the Financial Accounting Standards Board (“FASB”) Accounting Standards Codification (“ASC”).

#### **Classification of Net Assets**

In accordance with the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 958, *Not-for-Profit Entities*, the Organization is required to report information regarding its financial position and activities according to the existence or absence of donor-imposed restrictions.

*Net assets without donor restrictions* - Net assets that are not subject to donor-imposed stipulations. Net assets without donor restrictions may be used for any purpose or designated for specific purposes by the Organization.

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*Net assets with donor restrictions* - Net assets that are subject to donor-imposed stipulations, which limit their use by the Organization to a specific purpose and/or the passage of time.

**Use of Estimates**

The preparation of consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates. Significant estimates include the fair value of investments, allowances for uncollectable receivables, useful lives of property and equipment, functional expense allocation, and the valuation of in-kind services and materials.

**Advertising Costs**

Advertising costs are expensed when incurred. Advertising expense for the years ended December 31, 2019 and 2018 were \$285,277 and \$327,309, respectively.

**Fair Value Measurements**

The Organization measures and discloses fair value measurements in accordance with the authoritative literature. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Fair value accounting requires characterization of the inputs used to measure fair value into a three-level fair value hierarchy as follows:

Level 1 - Inputs based on quoted market prices in active markets for identical assets or liabilities. An active market is a market in which transactions occur with sufficient frequency and volume to provide pricing information on an ongoing basis.

Level 2 - Observable inputs that reflect the assumptions market participants would use in pricing the asset or liability developed based on market data obtained from sources independent from the entity.

Level 3 - Unobservable inputs that reflect the Organization's own assumptions about the assumptions market participants would use in pricing the asset or liability developed based on the best information available.

**Cash and Cash Equivalents**

The Organization considers all highly liquid investments with an original maturity of three months or less to be cash equivalents.

**Restricted Cash**

As a condition of the loan agreements with HFHI-SA NMTC VI, LLC and CCM Community Development XXVII, LLC and through its investment in two New Market Tax Credit ("NMTC") programs (Note 5), AHFH established separate bank accounts for receiving and disbursing certain amounts related to the NMTC transactions. Total restricted cash was \$0 and \$17,670 as of December 31, 2019 and 2018, respectively. In accordance with *Statement of Cash Flows (Topic 230)*, as amended by ASU 2016-08, restricted cash is included in cash equivalents shown on the statement of cash flows.

**Investments, at fair value**

Investments in mutual funds are carried at fair market value based on quoted market prices. Any changes in market value are reported in the consolidated statements of activities as increases or decreases to investment income.

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**Investments, at cost - NMTC**

In November 2011, AHFH invested, along with eleven other Habitat affiliates, in a joint venture named HFHI-SA Leverage IX, LLC with 4.82% ownership to take advantage of NMTC financing. In July 2012, AHFH participated in a second NMTC transaction along with eleven other Habitat affiliates. As a result of this transaction, AHFH acquired a 9.09% ownership in a joint venture named CCML Leverage II, LLC. Since AHFH has no ability to influence the operating or financial policies of HFHI-SA Leverage IX, LLC and CCML Leverage II, LLC, the cost method is used to account for these investments. Under that method, AHFH records income only to the extent of distributions received.

The Organization has capitalized, as, certain structuring and guarantee fees and closing costs for the loans to finance these investments and construction costs. These fees are being amortized to interest expense over seven to sixteen years and are reflected as costs of the investments.

**Accounts Receivable**

Accounts receivable is recorded at the amount the Organization expects to collect on outstanding balances. The Organization has not recorded an allowance for uncollectible accounts receivables at December 31, 2019 or 2018 as management believes all balances to be collectible.

**Pledges Receivable**

Pledges receivable is recorded at the amount the Organization expects to receive from donors. Promises to give are recorded at fair value if expected to be collected in one year and at net present value if expected to be collected in more than one year. Although the Organization has not experienced material uncollectible amounts in the past, an allowance for uncollectible pledges receivable has been established. The allowance at December 31, 2019 and 2018, was \$78,337 and \$70,167, respectively. The Organization did not apply a net present value discount on the pledges receivable balance as of December 31, 2019 and 2018 as management considered the amount to be insignificant.

**Notes Receivable, 2<sup>nd</sup> Liens**

Notes receivable is a deferred repayable second lien with the first payment due after 30 years, amortizing over five years thereafter. The second lien is attached to a home sale to qualified applicants under the HomeBase Texas program. The first lien is provided for by a traditional third-party lender. The second lien is due and payable between 20-30 years to allow for the first lien to have been paid off and provides a subsidy that allows the home sale to meet the affordability requirements of the HomeBase Texas program. These notes are discounted based upon prevailing market interest rates for low-income housing at the inception of the mortgages. The Organization has not recorded an allowance for uncollectible notes receivable at December 31, 2019 or 2018 as management believes all balances to be collectible.

**Home Sales and Mortgages Receivable**

Home sales represent the sale to qualified families of houses built in Austin, Texas, or the Greater Austin Area, by the Organization. Homes are sold at affordable prices and the sales are financed by the Organization utilizing non-interest bearing 15 to 35-year mortgages due in monthly installments from the families. The mortgages are secured by the underlying real estate and are carried at the unpaid principal balances. On certain older loans, a "soft" (0% interest, deferred, forgivable after 30 years) second mortgage was used to secure the difference between the affordable mortgage amount and the market value. This practice ended in 2016 with the addition of a deed restriction that effectively locked this equity into the property, making it inaccessible to the homeowner at resale.

Mortgages receivable is discounted based upon prevailing market interest rates for low-income housing at the inception of the mortgages. The financing discounts are amortized and reflected as mortgage discount and amortization in the accompanying consolidated statements of activities when mortgage payments are collected.



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The Organization monitors the mortgages on a monthly basis and considers all mortgages to be collectible, thus no allowance for loan losses has been recorded. The Organization maintains a partner relationship with the mortgagees (“partner families”). However, the Organization will consider foreclosure proceedings on any delinquent accounts if the partner family ceases to have the ability to pay and make payments on the mortgage or no longer has a willingness to partner with the Organization. At December 31, 2019 and 2018, the Organization had no investment in foreclosed loans.

**ReStore Inventory**

ReStore inventory consists of donated building materials, household items and clothing as well as purchased building materials available for sale. Donated inventory is recorded as in-kind contributions at fair value when received based on estimated sales value. Purchased inventory is stated at the lower of cost or market determined by the first-in first-out method.

**Home Construction in Progress**

Home construction in progress represents home construction and land costs incurred on incomplete homes in progress and completed homes not yet conveyed to the recipient family. Once sold and conveyed, the home costs are expensed to cost of homes sold in the accompanying consolidated statements of activities.

**Land Held for Development**

Land held for development includes the costs of purchasing and developing land. These costs are capitalized to this account until the lot is build ready. Once construction of a home on a lot is completed, the cost of the associated lot is expensed in cost of homes sold on the accompanying consolidated statement of activities.

**Property and Equipment**

Property and equipment consists of land, buildings, and equipment. Property and equipment additions are recorded at cost if purchased or estimated fair value if donated less accumulated depreciation. The Organization capitalizes all additions over \$1,000 and expenses maintenance and repairs that do not improve or extend the useful lives of the respective assets. Depreciation is calculated on a straight-line basis over the estimated useful lives of the respective assets. Estimated useful lives are three to five years for computer equipment; five years for building improvements, software and vehicles; three to seven years for tools and construction equipment; and twenty to forty years for completed houses and buildings. Property and equipment under capital lease is amortized over the shorter of the lease term or the expected useful life of the asset.

Long-lived assets subject to amortization are reviewed for impairment whenever events or circumstances indicate that the amount recorded may not be recoverable. An impairment loss is recognized by the amount in which the carrying amount of the asset exceeds fair value, if the carrying amount of the asset is not recoverable. Management believes there has been no impairment of such assets as of December 31, 2019 and 2018.

**Debt Issuance Costs**

Debt issuance costs associated with long-term debt are recorded as a reduction of the related debt balance and amortized to interest expense over the term of the related arrangement.

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**Notes Payable - TDHCA**

The Texas Department of Housing and Community Affairs Department (“TDHCA”) administers the Owner-Builder Loan Program, also known as the Texas Bootstrap Loan Program (“Bootstrap Program”). The Bootstrap Program is a self-help housing construction program that provides the owners and builders of very low-income families an opportunity to purchase or refinance real property on which to build new housing or repair their existing homes through “sweat equity.” Owner builder’s household income may not exceed 60% of Area Median Family Income. The Bootstrap Program notes payable are discounted based upon prevailing market interest rates at the inception of the mortgage. The financing discounts are amortized and reflected as mortgage discount and amortization in the accompanying consolidated statements of activities as the mortgage payments are made.

**ReStore Sales Revenue**

The Organization operates two thrift retail stores and has an on line presence with its ShopAustinReStore.com website and various online shopping websites such as eBay, Etsy, etc. The stores provide access to quality building materials, new and used household goods, clothing, furnishings, and other construction materials and is open to the general public. The stores receive donated materials and purchase items for resale. Sales are recognized on a daily basis as they occur.

**Contribution Revenue**

All contributions, including home building sponsorship revenues and non-cash contributions, are recorded at their fair value and are considered to be available for operations of the Organization unless specifically restricted by the donor. Unconditional promises to give cash and other assets are reported as net assets with donor restrictions if they are received with donor stipulations that limit the use of donated assets. When donor restrictions expire, that is, when a stipulated time restriction ends or restricted purpose is accomplished, the related net assets are reclassified to net assets without donor restrictions. This is reported in the accompanying consolidated statements of activities as net assets released from restrictions. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire within the fiscal year in which the contributions are received. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

**Government Grant Revenue**

The Organization receives funding from governmental financial assistance programs that supplement its traditional funding sources. The awards provide for reimbursement of qualifying costs incurred, as defined in the underlying award agreements. The Organization recognizes revenue from these awards as services are rendered and expenses are incurred.

The Organization also receives funding in the form of forgivable loans from the City of Austin through the Austin Housing Finance Corporation for the purpose of constructing, rehabilitating, and preserving affordable housing. The Organization recognizes revenue at the time the loan is forgiven which is when a home is sold to an income qualified buyer.

**Home Building Sponsorship Revenues**

The Organization sells sponsorship opportunities to local businesses and organizations to underwrite the costs of constructing a house. In addition to recognition as an Austin Habitat for Humanity partner, typically the sponsorship includes the option for the entity to volunteer on the build site. Sponsorship revenues are recognized in the year that the house is constructed.

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**In-Kind Contributions of Labor**

A substantial number of volunteers have made significant contributions of their time to the Organization's program and supporting services. Donated services are recognized as contributions if the services (1) create or enhance non-financial assets, or (2) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Organization. Under those criteria, volunteer time and professional services donated to construct homes is recognized as contribution revenue and capitalized as home construction in progress. When homes are transferred to recipient families, home construction in progress is recorded as a component of cost of homes sold within the accompanying consolidated statements of activities.

**Functional Expense Allocation**

The costs of providing various programs and other activities have been summarized on a functional basis in the consolidated statements of activities. Accordingly, certain expenses are allocated between functional categories based on management's estimates. Expenses relating to more than one function are allocated to low-cost housing program, ReStore program, fundraising, and management and general based on employee time and effort estimates. Allocations to low-cost housing and ReStore programs are for activities that result in services being distributed to beneficiaries, donors, or others that fulfill the mission of the Organization. Allocations to management and general expenses include accounting, general management and oversight, audit, budgeting, human resources, legal and admin support of the board of directors. Allocations for fundraising are primarily for fundraising activities for operations. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide overall support and direction of the Foundation.

**Federal Income Taxes** - AHFH, the Alliance, and HomeBase are all non-profit organizations exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code, except with respect to any unrelated business income. AHFH, the Alliance and HomeBase did not incur any tax liabilities for unrelated business income during the years ended December 31, 2019 or 2018. The Board assesses uncertainties in income taxes in its consolidated financial statements and uses a threshold of more-likely-than-not for recognition and derecognition of tax positions taken. Management determined no uncertain tax positions have been taken. There is no provision or liability for federal income taxes in the accompanying consolidated financial statements related to the Organization. AHFH, the Alliance, and HomeBase file Form 990 tax returns in the U.S. federal jurisdiction and are subject to routine examinations of its returns. However, there are no examinations currently in progress. The Board's management believes it is no longer subject to income tax examinations for years prior to 2016.

**Recent Accounting Pronouncements**

In May 2014, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update (ASU) 2014-09, *Revenue Recognition* (Topic 606). This ASU provides a single, comprehensive revenue recognition model for all contracts with customers to improve comparability within industries, across industries, and across capital markets. The core principle of this ASU is that an entity recognizes revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. This ASU is effective for annual periods beginning after December 15, 2018. The Organization adopted this ASU on January 1, 2019 using the full retrospective method and the implementation of this ASU did not have a significant impact on the Organizations consolidated financial statements or disclosures.

In February 2016, the FASB issued ASU 2016-02, *Leases* (Topic 842). This ASU requires a lessee to recognize on its balance sheet a right-of-use asset and a lease liability under most operating leases. For private companies, the ASU is effective for annual periods beginning after December 15, 2020. Early adoption is permitted. The Organization is currently evaluating the effects that the adoption of ASU 2016-02 will have on its consolidated financial statements.

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In April 2016, the FASB issued ASU 2016-18, *Statement of Cash Flows (Topic 230), Restricted Cash*. This update requires that a statement of cash flows explain the change during the period in the total of cash, cash equivalents, and amounts generally described as restricted cash or restricted cash equivalents. Therefore, amounts generally described as restricted cash and restricted cash equivalents would be included with cash and cash equivalents when reconciling the beginning-of-period and end-of-period total amounts shown on the statement of cash flows. Further, when cash, cash equivalents, restricted cash, and restricted cash equivalents are presented in more than one-line item on the balance sheet, an entity must reconcile these amounts to the total shown on the statement of cash flows, either in narrative or tabular format. For private companies, the ASU is effective for years beginning after December 15, 2018. The Organization adopted this ASU as of January 1, 2018. As a result of adopting this amendment, the Organization modified the beginning and ending period total cash and cash equivalent amounts shown on the statement of cash flows to include restricted cash. Further, the Organization updated the restricted cash accounting policy in Note 2.

In August 2016, the FASB issued ASU 2016-14, *Presentation of financial statements of Not-for-Profit Entities*, as an update to ASC 958, *Not-for-Profit Entities*. This update makes several improvements to reporting requirements that address complexities in the use of the three classes of net assets and enhance required disclosures related to donor restrictions of net assets. The updated guidance is effective for annual periods beginning after December 15, 2017. The Organization adopted this ASU as of January 1, 2018.

In June 2018, the FASB issued ASU 2018-08, *Not-for-Profit Entities (Topic 958)*. This ASU is intended to clarify and improve the scope and the accounting guidance for contributions received and made, primarily by not-for-profit organizations. The amendments in this ASU provide a more robust framework for determining whether a transaction should be accounted for as a contribution or as an exchange transaction. ASU 2018-18 is effective for all entities for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2019. The Organization elected to early adopt this ASU in 2019. The adoption of this standard did not have a significant impact on the Organizations consolidated financial statements or disclosures.

**Management’s Review** - The Organization evaluates events that occur subsequent to the statement of financial position date of periodic reports, but before financial statements are issued for periods ending on such dates, for possible adjustment to such financial statements or other disclosure. This evaluation generally occurs through the date at which the Organization’s consolidated financial statements are available for issuance. For the consolidated financial statements as of and for the year ending December 31, 2019, this date was July 29, 2020.

**NOTE 3 - LIQUIDITY**

The Organization’s financial assets available within one year of the balance sheet date for general expenditure are as follows:

Cash and cash equivalents	\$	2,042,762
Investments, at fair value		16,204
Accounts receivable, net		615,099
	\$	2,674,065

**AUSTIN HABITAT FOR HUMANITY, INC.**  
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Receivable balances are expected to be collected within one year. The Organization has a goal to maintain financial assets, which consist of cash, money markets, mutual funds, and accounts receivable, on hand to meet five months of normal operating expenses, which are, on average, approximately \$2.5 million. Total net assets without donor restrictions as of December 31, 2019 were approximately \$18.8 million. The Organization also maintains an available line of credit of \$2 million with Frost Bank. This is sufficient capital to fund the anticipated growth of the Organization over the next twelve months as well as any unanticipated contingencies or losses.

During the novel coronavirus pandemic in 2020, the Organization's construction projects, housing counseling, affordable home sales, and retail thrift stores were deemed "essential". After having implemented safety precautions for employees and customers, the Organization conducted the business of fulfilling its mission with minor disruption. The Organization continued to maintain a strong cash position through a sale of a small percentage of the mortgage receivable portfolio and through the execution of a low interest line of credit with a local community foundation. Further, AHFH secured \$768,200 from the PPP Forgivable Loan Program. The Organization expects the entire PPP loan amount to be forgiven.

**NOTE 4 - CONCENTRATIONS OF CREDIT RISK**

Financial instruments which potentially subject the Organization to concentrations of credit risk consist principally of cash and cash equivalents, investments and its receivables. The Organization places its cash and cash equivalents with a limited number of high-quality financial institutions and may exceed the amount of insurance provided on such deposits. Management believes no significant risk exists with respect to cash and cash equivalents.

Investments do not represent a significant concentration of credit risk due to the diversification of the Organization's portfolio among instruments and issues. However, investment securities, including money market funds, are exposed to various risks, such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the near-term could materially affect the amounts reported in the statement of financial position.

The Organization does not maintain collateral for its receivables except for mortgages and notes receivable and does not believe significant risk exists at December 31, 2019 or 2018. Credit risk for mortgages and notes receivable is concentrated because substantially all of the balances are due from individuals located in the same geographic region. Management considered the collateral pledged from mortgages and notes receivable to be adequate at December 31, 2019 and 2018.

**NOTE 5 - INVESTMENTS**

***Investments at fair value***

Marketable investments are stated at fair value using quoted prices in active markets and consisted of mutual funds at December 31, 2019 and 2018. The inputs used to determine the fair value of mutual funds were considered Level 1.

***Investments at cost***

AHFH participated in NMTC programs in November 2011 and in July 2012. The programs, administered by the U.S. Department of the Treasury, provide funds from outside investors to eligible organizations for investment in qualified low-income community investments. Outside investors receive new markets tax credits to be applied against their federal tax liability. Program compliance requirements included creation of promissory notes and investments in qualified community development entities ("CDE or sub-CDE"). Tax credit recapture is required if compliance requirements are not met over a seven-year period after each transaction settlement date.

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In November 2011, AHFH invested \$1,000,044 in HFHI-SA Leverage IX, LLC and secured a 16-year loan in the amount of \$1,320,965 payable to the sub-CDE named HFHI-SA NMTC VI, LLC (see Note 11). The loan proceeds are to be used solely for the purpose of constructing and selling qualified housing properties to low income residents. The loan requires semi-annual interest only payments until November 15, 2018 at 0.75%. Commencing November 15, 2018, semi-annual principal payments are due through maturity date of July 13, 2026. The loan is secured by substantially all the assets acquired by AHFH from the project loan proceeds. As part of the NMTC program, 99.98% of the interest payments will be refunded to the Organization on a semi-annual basis.

In November 2018, HFHI-SA Investment Fund VI, LLC (“Fund I”), the effective owner of HFHI-SA NMTC VI, LLC (holder of the promissory note due from AHFH), exercised a put option. Under the terms of the put option agreement, HFHI-SA Leverage IX, LLC purchased the ownership interest of Fund I. Exercise of the option effectively allowed AHFH to extinguish its outstanding debt owed to Fund I. The result of the extinguishment of the debt offset by the sale of AHFH’s investment in Fund I was a gain of \$322,727 in 2018 and is included in other income in the consolidated statement of activities and changes in net assets.

In July 2012, AHFH invested \$1,431,009 in CCML Leverage II, LLC and secured a 16-year loan in the amount of \$1,880,000 payable to the sub-CDE named CCM Community Development XXVII, LLC (see Note 11). The loan proceeds are to be used solely for the purpose of constructing and selling qualified housing properties to low income residents. The loan requires semi-annual interest only payments until November 10, 2019 at 0.76%. Commencing November 10, 2019, semi-annual principal payments are due through maturity date of July 26, 2027. The loan is secured by substantially all the assets acquired by AHFH from the project loan proceeds. As part of the NMTC program, 99.99% of the interest payments will be refunded to the Organization on a semi-annual basis.

In August 2019, CCM CD 27 Investment Fund, LLC (“Fund II”), the effective owner of CCM Community Development XXVII, LLC (holder of the promissory note due from AHFH), exercised a put option. Under the terms of the put option agreement, CCML Leverage II, LLC purchased the ownership interest of Fund II. Exercise of the option effectively allowed AHFH to extinguish its outstanding debt owed to Fund II. The result of the extinguishment of the debt offset by the sale of AHFH’s investment in Fund II was a gain of \$383,120 in 2019 and is included in other income in the consolidated statement of activities and changes in net assets.

The investments in these joint ventures are reported at cost using the cost method. For the years ended December 31, 2019 and 2018, AHFH received \$7,155 and \$14,310 in distributions, respectively. These distributions are reported as investment income in the consolidated statements of activities. During the years ended December 31, 2019 and 2018, the total interest expense associated with the amortization of the related debt issuance costs were \$23,668 and \$36,351, respectively. At December 31, 2019 and 2018, the balance in these joint ventures was \$0 and \$1,520,548, respectively.

#### **NOTE 6 - RELATED PARTY TRANSACTIONS AND AFFILIATIONS**

Contributions from members of the Board of Directors for the years ended December 31, 2019 and 2018 were \$166,558 and \$218,626, respectively. Pledges receivable from Board of Directors and employees of AHFH for the years ended December 31, 2019 and 2018 were \$425,222 and \$606,368, respectively. Expenses paid by the Organization for services provided by board of director related businesses for the years ended December 31, 2019 and 2018 were \$480,028 and \$1,503,028, respectively.

The Organization operates within a covenant agreement with HFHI. The Organization tithes to support HFHI’s international homebuilding work. Tithes to HFHI totaled \$77,008 and \$68,996 for the years ended December 31, 2019 and 2018, respectively.

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The United States Department of Housing and Urban Development (“HUD”) has awarded grants to HFHI under the Self-Help Home Ownership Program (“SHOP”) for land acquisition and infrastructure improvements for houses. Grant funds are passed through by HFHI directly to participating U.S. affiliates in the form of a 75% grant and 25% loan. Notes payable to HFHI under SHOP arrangements totaled \$2,272 and \$6,748 at December 31, 2019 and 2018, respectively, and are included in notes payable in the consolidated statements of financial position.

**NOTE 7 - MORTGAGES AND NOTES RECEIVABLE**

Mortgages receivable consisted of the following at December 31:

	2019	2018
Gross mortgages receivable	\$ 16,579,207	\$ 15,290,444
Financing discount based on imputed interest at rates ranging from 4% to 8%	(6,032,811)	(5,573,302)
Mortgages receivable, net of unamortized discount	10,546,396	9,717,142
Current portion of mortgages receivable	(887,959)	(846,812)
	\$ 9,658,437	\$ 8,870,330

Mortgages receivable were valued using the income approach and inputs were considered Level 2 under the fair value hierarchy. Gross undiscounted future mortgage payments scheduled to be collected at December 31, 2019 are as follows:

2020	\$ 887,959
2021	877,371
2022	866,119
2023	849,110
2024	837,663
Thereafter	12,260,985
Total	\$ 16,579,207

Notes receivable on 2<sup>nd</sup> liens consisted of the following at December 31:

	2019	2018
Gross notes receivable for 2 <sup>nd</sup> lien	\$ 3,110,446	\$ 3,115,257
Financing discount based on imputed interest at rates ranging from 4% to 8%	(2,141,603)	(2,233,052)
Notes receivable on 2 <sup>nd</sup> liens, net of unamortized discount	\$ 968,843	\$ 882,205

**NOTE 8 - RESTORE INVENTORY**

ReStore inventory consisted of the following at December 31:

	2019	2018
Donated Goods	\$ 248,911	\$ 248,911
Purchased Materials	593,643	559,118
	\$ 842,554	\$ 808,029

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**NOTE 9 - PROPERTY AND EQUIPMENT**

Property and equipment consisted of the following at December 31:

	2019	2018
Land	\$ 3,678,393	\$ 3,090,000
Building and improvements	6,778,684	6,843,975
Equipment	510,547	499,042
Trucks	295,491	267,929
Total	11,263,115	10,700,946
Accumulated depreciation	(1,451,245)	(1,195,252)
Property and equipment, net	\$ <u>9,811,870</u>	\$ <u>9,505,694</u>

Property and equipment financed under capital lease obligations totaled \$222,247 and \$259,433, net of accumulated amortization of \$137,450 and \$100,264, as of December 31, 2019 and 2018, respectively. Total depreciation and amortization expense associated with property and equipment was \$255,993 and \$251,615 for the years ended December 31, 2019 and 2018, respectively.

**NOTE 10 - PLEDGES RECEIVABLE**

The Organization received pledges to cover the costs of a capital campaign. Pledges are stated at their realizable value, net of an allowance for uncollectible pledges. The Organization did not record a discount on long term pledges given the nominal impact on the consolidated financial statements.

Net pledges receivable consists of the following at December 31, 2019 and 2018:

	2019	2018
Capital campaign pledges	\$ 556,222	\$ 701,672
Less: allowance for doubtful collections	(78,337)	(70,167)
Pledges receivable, net	\$ <u>477,885</u>	\$ <u>631,505</u>

Pledges receivable maturity dates at December 31, 2019 and 2018 were:

	2019	2018
Less than one year	\$ 234,387	\$ 141,554
One to five years	321,835	560,118
Total	\$ <u>556,222</u>	\$ <u>701,672</u>



**AUSTIN HABITAT FOR HUMANITY, INC.**  
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**NOTE 11 - LONG-TERM DEBT**

Long-term debt consisted of the following at December 31:

	2019	2018
Notes payable to HFHI under SHOP grants	\$ 2,272	\$ 6,748
Promissory note to CCM (Note 5)	-	1,880,000
Promissory note to banking institution	5,457,871	4,859,773
Total debt	5,460,143	6,746,521
Unamortized debt issuance costs	(146,904)	(54,809)
Total debt, net of unamortized debt issuance costs	5,313,239	6,691,712
Current portion of debt, net	(2,272)	(162,998)
Long-term debt, net	\$ 5,310,967	\$ 6,528,714

The notes payable to Habitat for Humanity International (“HFHI”) is a non-interest bearing and unsecured loan under the Self-Help Home Ownership Program (“SHOP”) for land acquisition and infrastructure improvements for houses.

The promissory note to CCM Community Development XXVII, LLC (“CCM”), is a semi-annual interest note with payments until November 10, 2019 at 0.76% followed by semi-annual principal payments due through the maturity date of July 26, 2027. This note is secured by substantially all of the assets acquired by AHFH from the NMTC project loan proceeds. During 2019, this note was extinguished along with the Organization’s investment in the NMTC (Note 5).

On May 1, 2014, the Organization entered into a loan agreement for \$5,500,000 with Wells Fargo Bank for the purpose of financing the acquisition of the land and building which was used to start the Austin ReStore. The promissory note was a fixed interest rate note (3.82% at December 31, 2019 and 2018) with escalating monthly payments due through the maturity date of June 1, 2039. This note was secured by the Austin ReStore’s land and building. On December 30, 2019, the Organization refinanced this loan with Frost Bank. The new loan has a fixed interest rate of 3.03% and matures on December 30, 2029. Interest only shall be due and payable monthly on the last day of the month beginning on January 30, 2020 until December 30, 2021 at which time monthly installments of both principal and interest will be due and payable until the maturity date. This note is secured by the Austin ReStore’s land and building in addition to the construction of a new warehouse in south Austin. The principal amount of this note is \$7,500,000 and the Organization was advanced \$5,457,871 as of December 31, 2019.

Future maturities of long-term debt at December 31, 2019 are as follows:

2020	\$ 2,272
2021	-
2022	254,050
2023	261,855
2024	269,900
Thereafter	4,672,066
Total	\$ 5,460,143

**AUSTIN HABITAT FOR HUMANITY, INC.**  
Notes to the Consolidated Financial Statements (continued)  
Years ended December 31, 2019 and 2018

The credit facility (Note 12), notes payable and other long-term debt agreements contain certain financial covenants, including requirements for liquidity, earnings, and fixed charge coverage. The agreements also contain additional conditions limiting indebtedness, capital expenditures, and various other covenants as defined in the agreements. Failure to comply with the covenants could result in the debt being called by the lenders. As of December 31, 2019, and through the date of this report, the Organization was in compliance with such covenants.

In 2018, the Organization also had a promissory note to HFHI-SA NMTC VI, LLC (“HSHI-SA”). This note was a semi-annual interest note with payments due until November 15, 2018 at 0.75% followed by semi-annual principal payments due through the maturity date of July 13, 2026. This note was secured by substantially all of the assets acquired by AHFH from the NMTC project loan proceeds. During 2018, this note was extinguished along with the Organization’s investment in the NMTC (Note 5).

**NOTE 12 - CREDIT FACILITY AND LETTERS OF CREDIT**

The Organization maintains a twelve-month revolving credit facility with a bank, renewable annually, that charges interest at a variable rate. During the year ended December 31, 2017, the Organization amended the facility to extend the maturity date to April 2019. As amended, the maximum principal amount available under the line of credit is \$2,000,000. The credit facility was further amended on March 18, 2019 to extend the maturity date to April 15, 2021. On December 30, 2019 this credit facility was extinguished concurrently with the refinancing of the Organization’s promissory note (Note 11).

On December 30, 2019, the Organization entered into a new credit facility with Frost Bank. The new credit facility has a maximum principal amount available of \$2,000,000 with a maturity date of December 30, 2020. The annual interest rate for the new credit facility is a variable rate based on LIBOR plus 1.5% (3.32% at December 31, 2019). No amounts have been drawn against this facility at December 31, 2019.

During the normal course of business, the Organization entered into letters of credit with financial institutions totaling \$462,730 at December 31, 2019 and 2018, pursuant to subdivision construction agreements with the City of Austin. The letters of credit expired in April 15, 2019 and the amount of \$462,730 was renewed through April 15, 2020. The letters specify that drafts may be drawn by the City of Austin Watershed Protection and Development Review Department. There have been no amounts drawn under these letters of credit.

**NOTE 13 - NOTES PAYABLE - TDHCA**

Notes payable to TDHCA consisted of the following at December 31:

	2019	2018
Gross notes payable - TDHCA	\$ 2,332,236	\$ 2,121,018
Financing discount based on imputed interest at rates ranging from 4% to 8%	(849,782)	(779,122)
Mortgages receivable, net of unamortized discount	1,482,454	1,341,896
Current portion of mortgages receivable	(108,816)	(98,316)
	\$ 1,373,638	\$ 1,243,580

**AUSTIN HABITAT FOR HUMANITY, INC.**  
Notes to the Consolidated Financial Statements (continued)  
Years ended December 31, 2019 and 2018

Notes payable to TDHCA were valued using the income approach and inputs were considered Level 2 under the fair value hierarchy. Gross undiscounted future mortgage payments scheduled to be collected from mortgagees and remitted to TDHCA at December 31, 2019 are as follows:

2020	\$	108,816
2021		108,816
2022		108,816
2023		108,816
2024		108,816
Thereafter		1,788,156
<b>Total</b>	<b>\$</b>	<b><u>2,332,236</u></b>

**NOTE 14 - NET ASSETS WITH DONOR RESTRICTIONS**

Net assets with donor restrictions were available for the following purposes at December 31:

		2019		2018
Capital campaign	\$	1,182,844	\$	1,236,479
Special events		400,202		323,701
UT Campus Chapter		9,790		3,706
OWANA		51,638		103,134
	<b>\$</b>	<b><u>1,644,474</u></b>	<b>\$</b>	<b><u>1,667,020</u></b>

Net assets released from restrictions consisted of the following at December 31:

		2019		2018
Capital campaign	\$	(410,661)	\$	(460,719)
Special events		(323,701)		(30,350)
UT Campus Chapter		(6,276)		(13,219)
OWANA		(53,049)		-
Net assets released from restrictions	<b>\$</b>	<b><u>(793,687)</u></b>	<b>\$</b>	<b><u>(504,288)</u></b>

**NOTE 15 - RETIREMENT PLAN**

The Organization sponsors a 401(k) plan that covers substantially all employees. The Organization's contributions to the plan for the years ended December 31, 2019 and 2018 were \$136,607 and \$115,196, respectively.

**NOTE 16 - LEASE COMMITMENTS**

The Organization leases retail space, a construction warehouse, telephone equipment, and a copier under various non-cancellable operating leases. Rent expense under these leases totaled \$275,712 and \$130,928, respectively, for the years ended December 31, 2019 and 2018, which are reflected as occupancy and office expenses in the accompanying statements of functional expenses. In October 2018, AHFH entered into a new operating lease for the San Marcos ReStore location which opened to the public on December 13, 2018.

**AUSTIN HABITAT FOR HUMANITY, INC.**  
Notes to the Consolidated Financial Statements (continued)  
Years ended December 31, 2019 and 2018

Future minimum payments under operating leases consisted of the following as of December 31, 2019:

2020	\$	240,303
2021		198,120
2022		203,880
2023		203,880
2024		205,110
Thereafter		783,000
Total	\$	<u><u>1,834,293</u></u>

The Organization also has a non-cancelable capital lease agreement for solar panels. Future minimum payments under the capital lease consisted of the following as of December 31, 2019:

2020	\$	41,575
2021		41,575
2022		41,575
2023		41,575
2024		41,575
Thereafter		38,111
Total minimum lease payments		<u>245,986</u>
Less: amount representing interest (3% annually)		<u>(23,739)</u>
Total capital lease obligations		222,247
Less: current portion of capital lease obligations		<u>(35,304)</u>
Long term portion of capital lease obligation	\$	<u><u>186,943</u></u>

**NOTE 17 - CONTINGENCIES**

The Organization receives government grants for specific purposes that are subject to review and audit by government agencies. The Organization is also funded by grants and contracts that are subject to review and audit by the grantor agencies. These contracts have certain compliance requirements and, should audits by the government or grantor agencies disclose any areas of substantial noncompliance, the Organization may be required to refund any disallowed costs.

**NOTE 18 - FEDERAL INCOME TAXES**

The Organization is subject to federal income taxes on unrelated business income, which consists of ReStore sales of purchased materials. As of December 31, 2019, and 2018, the Organization has incurred cumulative net operating losses of approximately \$2,586,600 and \$2,478,000, respectively, for federal income tax purposes. These net operating losses may be used to offset future taxable unrelated business income. If not utilized, approximately \$2,182,000 of these losses will expire in the years 2027 through 2036. The remaining \$404,600 will be carried forward indefinitely. A full valuation allowance has been recorded as utilization is uncertain. The net change in the total valuation allowance for the years ended December 31, 2019 and 2018 was approximately \$108,600 and \$115,000, respectively.

**AUSTIN HABITAT FOR HUMANITY, INC.**  
Notes to the Consolidated Financial Statements (continued)  
Years ended December 31, 2019 and 2018

**NOTE 19 - SUBSEQUENT EVENTS**

In March 2020, the World Health Organization declared the outbreak of a novel coronavirus (COVID-19) as a pandemic, which continues to spread throughout the United States. As a result of the declared outbreak, an economic downturn has had a significant negative impact on local and global economies. While the Organization expects this matter to negatively impact operations, the related financial impact did not affect the Organization's performance in 2019 and its impact on 2020 financial performance cannot be reasonably estimated at this time.

The Organization's construction program and thrift stores were considered essential during the pandemic. AHFH was eligible for, and received, a PPP Forgivable Loan in the amount of \$768,200 and has remained in compliance with SBA regulations for the program. In addition, the Organization sold \$1,024,000 of its mortgage receivable portfolio and executed a low interest line of credit with a community foundation to complete construction of its Philomena row homes in the Mueller subdivision. As a response to the pandemic, the Mortgage Disaster Policy was implemented whereas mortgage holders could apply for, and receive, a 60-day deferment of mortgage payments. The Organization had only 6% of homeowners apply for, and receive, the deferment.

**AUSTIN HABITAT FOR HUMANITY, INC.**  
Supplemental Consolidating Schedule of Financial Position Information  
As of December 31, 2019

	Austin Habitat for Humanity	Austin Neighborhood Alliance for Habitat, Inc.	HomeBase Texas	Eliminations	Total
<b>ASSETS:</b>					
Current assets					
Cash and cash equivalents	\$ 1,993,023	\$ -	\$ 49,739	\$ -	\$ 2,042,762
Investments, at fair value	16,204	-	-	-	16,204
Accounts receivable	433,681	-	181,418	-	615,099
Pledges receivable, net	234,387	-	-	-	234,387
Mortgages receivable, current portion, net	887,959	-	-	-	887,959
Intercompany receivable	-	5,131,316	136,362	(5,267,678)	-
ReStore inventory	842,554	-	-	-	842,554
Home construction in progress	671,834	-	-	-	671,834
Prepaid expenses and other current assets	300,205	-	-	-	300,205
Total current assets	<u>5,379,847</u>	<u>5,131,316</u>	<u>367,519</u>	<u>(5,267,678)</u>	<u>5,611,004</u>
Land held for development	5,073,385	-	-	-	5,073,385
Restricted cash	-	-	-	-	-
Pledges receivable, long-term portion, net	243,498	-	-	-	243,498
Other long-term assets	-	-	240,790	-	240,790
Mortgages receivable, long-term portion, net	9,658,437	-	-	-	9,658,437
Notes receivable - 2nd liens, net	-	-	968,843	-	968,843
Property and equipment, net	9,811,870	-	-	-	9,811,870
<b>TOTAL ASSETS</b>	<u>\$ 30,167,037</u>	<u>\$ 5,131,316</u>	<u>\$ 1,577,152</u>	<u>\$ (5,267,678)</u>	<u>\$ 31,607,827</u>
<b>LIABILITIES AND NET ASSETS:</b>					
Current liabilities					
Accounts payable	\$ 247,942	\$ -	\$ 26,353	\$ -	\$ 274,295
Accrued expense	475,213	-	292,427	-	767,640
Intercompany payable	5,267,678	-	-	(5,267,678)	-
Deferred revenue	3,130,982	-	-	-	3,130,982
Capital lease obligation, current portion	35,304	-	-	-	35,304
Notes payable - TDHCA, current portion	108,816	-	-	-	108,816
Long-term debt, current portion	2,272	-	-	-	2,272
Total current liabilities	<u>9,268,207</u>	<u>-</u>	<u>318,780</u>	<u>(5,267,678)</u>	<u>4,319,309</u>
Capital lease obligation, long-term portion	186,943	-	-	-	186,943
Notes payable - TDHCA, long-term portion	1,373,638	-	-	-	1,373,638
Long-term debt, net of debt issuance costs	5,310,967	-	-	-	5,310,967
Total liabilities	<u>16,139,755</u>	<u>-</u>	<u>318,780</u>	<u>(5,267,678)</u>	<u>11,190,857</u>
Net assets					
Without donor restrictions	12,382,808	5,131,316	1,258,372	-	18,772,496
With donor restrictions	1,644,474	-	-	-	1,644,474
Total net assets	<u>14,027,282</u>	<u>5,131,316</u>	<u>1,258,372</u>	<u>-</u>	<u>20,416,970</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u>\$ 30,167,037</u>	<u>\$ 5,131,316</u>	<u>\$ 1,577,152</u>	<u>\$ (5,267,678)</u>	<u>\$ 31,607,827</u>

See accompanying notes and report of independent auditor.

**AUSTIN HABITAT FOR HUMANITY, INC.**  
Supplemental Consolidating Schedule of Activities Information  
Year Ended December 31, 2019

	Austin Habitat for Humanity	Austin Neighborhood Alliance for Habitat, Inc.	HomeBase Texas	Eliminations	Total
<b>REVENUES:</b>					
Contributions and other income:					
Contributions	\$ 1,895,918	\$ -	\$ 15,000	\$ -	\$ 1,910,918
In-kind contributions	332,955	-	-	-	332,955
Home building sponsorship revenues	1,719,732	-	-	-	1,719,732
Investment income	22,027	-	3,487	-	25,514
Other income	842,618	-	77,969	(270,588)	649,999
Total contributions and other income	<u>4,813,250</u>	<u>-</u>	<u>96,456</u>	<u>(270,588)</u>	<u>4,639,118</u>
ReStore revenues:					
ReStore sales	5,327,118	-	-	-	5,327,118
In-kind donation of inventory	3,250,770	-	-	-	3,250,770
Cost of goods sold	(4,343,061)	-	-	-	(4,343,061)
Sales discounts and refunds	(295,930)	-	-	-	(295,930)
Total ReStore revenues, net	<u>3,938,897</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>3,938,897</u>
Low-cost housing revenues:					
Home sales	2,579,019	-	-	-	2,579,019
In-kind contributions of labor and construction materials	821,603	-	-	-	821,603
Mortgage discount and amortization	(433,850)	-	86,638	-	(347,212)
Other housing revenues	-	-	2,590	-	2,590
Cost of homes sold	(3,490,413)	-	-	-	(3,490,413)
Total Low-cost housing revenues	<u>(523,641)</u>	<u>-</u>	<u>89,228</u>	<u>-</u>	<u>(434,413)</u>
Total revenues	<u>8,228,506</u>	<u>-</u>	<u>185,684</u>	<u>(270,588)</u>	<u>8,143,602</u>
<b>EXPENSES:</b>					
Low-cost housing program	2,326,496	-	-	-	2,326,496
ReStore program	3,312,279	-	-	-	3,312,279
Fundraising	746,780	-	-	-	746,780
Management and general	1,036,213	-	270,588	(270,588)	1,036,213
Total expenses	<u>7,421,768</u>	<u>-</u>	<u>270,588</u>	<u>(270,588)</u>	<u>7,421,768</u>
<b>CHANGE IN NET ASSETS</b>	806,738	-	(84,904)	-	721,834
<b>NET ASSETS, BEGINNING OF YEAR</b>	13,220,544	5,131,316	1,343,276	-	19,695,136
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 14,027,282</u>	<u>\$ 5,131,316</u>	<u>\$ 1,258,372</u>	<u>\$ -</u>	<u>\$ 20,416,970</u>

See accompanying notes and report of independent auditor.



Application for OHDA Funding 2021

**Tab 3c Board Resolution**



## CERTIFICATE OF CORPORATE RESOLUTION

We, Joe Tracy, Chair, and Yvette Boatwright, Secretary, of Austin Habitat for Humanity, a Texas corporation, hereby certify that:

1. Austin Habitat for Humanity is a corporation organized and existing under the laws of the State of Texas;
2. All franchise and other taxes required to maintain the corporate existence of Austin Habitat for Humanity have been paid and no taxes are delinquent;
3. No proceedings are pending for the forfeiture of its certificate of incorporation or for its dissolution, voluntarily or involuntarily;
4. It is in good standing with the State of Texas;
5. There are no provisions in the articles of incorporation or bylaws of this corporation limiting the power of its Board of Directors to pass the resolution set forth below;
6. The Secretary is the keeper of the records and minutes of the corporation and on April 28, 2021, a regular meeting of the Board of Directors was held, which was properly called and held in accordance with the law and with the corporation's bylaws;
7. A quorum of the Board of Directors have consented to the action proposed; and
8. As a result of this affirmative vote, the following resolution was adopted:

BE IT RESOLVED that the Board of Directors of Austin Habitat for Humanity authorizes the Chief Executive Officer or whomever that person deems appropriate at their sole discretion to have the authority to apply for funding from the City of Austin, Housing and Planning Department, for projects to include Persimmon at Meadow Lake, Montopolis Town Homes, and other such projects as support affordable homeownership in the City of Austin.

We certify that the above resolution has not been altered, amended, rescinded or repealed and is now in full force and effect. We also certify that Joe Tracy is the Chair of the corporation and Yvette Boatwright is the Secretary.

Signed on April 30<sup>th</sup>, 2021 by the Chair ~~and Secretary~~ of the Corporation.

  
\_\_\_\_\_  
Chair

\_\_\_\_\_  
Secretary

State of Texas  
County of Travis

This instrument was acknowledged before me on April 30<sup>th</sup>, 2021 by Joe Tracy,  
Chair of Austin Habitat for Humanity, a corporation, on behalf of said corporation ~~and by Yvette~~  
~~Boatwright, Secretary, on behalf of said corporation.~~

Amy Painter Hur



Notary Public State of Texas

## CERTIFICATE OF CORPORATE RESOLUTION

We, Joe Tracy, Chair, and Yvette Boatwright, Secretary, of Austin Habitat for Humanity, a Texas corporation, hereby certify that:


1. Austin Habitat for Humanity is a corporation organized and existing under the laws of the State of Texas;
2. All franchise and other taxes required to maintain the corporate existence of Austin Habitat for Humanity have been paid and no taxes are delinquent;
3. No proceedings are pending for the forfeiture of its certificate of incorporation or for its dissolution, voluntarily or involuntarily;
4. It is in good standing with the State of Texas;
5. There are no provisions in the articles of incorporation or bylaws of this corporation limiting the power of its Board of Directors to pass the resolution set forth below;
6. The Secretary is the keeper of the records and minutes of the corporation and on April 28, 2021, a regular meeting of the Board of Directors was held, which was properly called and held in accordance with the law and with the corporation's bylaws;
7. A quorum of the Board of Directors have consented to the action proposed; and
8. As a result of this affirmative vote, the following resolution was adopted:

BE IT RESOLVED that the Board of Directors of Austin Habitat for Humanity authorizes the Chief Executive Officer or whomever that person deems appropriate at their sole discretion to have the authority to apply for funding from the City of Austin, Housing and Planning Department, for projects to include Persimmon at Meadow Lake, Montopolis Town Homes, and other such projects as support affordable homeownership in the City of Austin.

We certify that the above resolution has not been altered, amended, rescinded or repealed and is now in full force and effect. We also certify that Joe Tracy is the Chair of the corporation and Yvette Boatwright is the Secretary.

Signed on 4/30/21, 2021 by the Chair and Secretary of the Corporation.

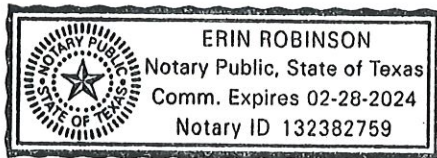
\_\_\_\_\_  
Chair

  
Secretary

State of Texas  
County of Travis

This instrument was acknowledged before me on 4/30/2021, 2021 by Joe Tracy,  
Chair of Austin Habitat for Humanity, a corporation, on behalf of said corporation and by Yvette  
Boatwright, Secretary, on behalf of said corporation.

*Erin Robinson*



Notary Public State of Texas



**Application for OHDA Funding 2021**

## **Tab 3d Financial Statements**

Please note that because Austin Habitat for Humanity is not a for-profit corporation, we have not attached for-profit financial statements. Our Audited Financial Statements are located at Tab 3b.



Application for OHDA Funding 2021

**Tab 3e Funding Commitment Letters**



Now Serving Bastrop, Blanco, Caldwell, Hays and Travis counties.

July 28, 2021

Mr. James B. May  
Community Development Manager  
City of Austin, Housing & Planning Department  
1000 East 11th Street  
Austin, TX 78702

Dear Mr. May,

On behalf of Austin Habitat for Humanity and the families we serve, thank you for the opportunity to apply for continued support of our Persimmon project located at 7051 Meadow Lake Boulevard. We are requesting continued support for the next phase in the creation of these 126 homes, all of which will be sold at affordable prices to families earning up to 80% of the Median Family Income for the area.

With respect to the commitment letters to be attached to this proposal, Austin Habitat has received previous funding from the City of Austin (\$1,996,827), and we are in the process of building a capital stack for the project. We are in talks with several financial institutions as well as Habitat for Humanity International's CDFI, Habitat Mortgage Solutions, for financing at favorable terms, and expect to repay all obligations in phases as the 126 units are built and sold.

We also may include the traditional Habitat model of supporting homes into the Persimmon development. As also discussed in our Developer Experience narrative, most Habitat home builds are dependent on sponsorship opportunities linked to volunteering. These funds range from \$5,000 to support one volunteer build day to \$100,000 to support the building of a full home for a Habitat partner family. Funds are sought by our Development team, which currently has relationships with more than 50 existing sponsors and many more in the relationship-building phases. The team works continuously to create opportunities for sponsors to have a unique and meaningful experience building alongside the family who will be purchasing the home.

The timing of this support is unique to Habitat, as these funds are sought only when the development is nearing the commencement of vertical construction. Our sponsors generally do not make funding commitments more than a few months before they are planning to volunteer onsite, so we do not request funds for sites that are not already underway. Currently, we are continuing to seek sponsorships for our Scenic Point development, including leveraging support from the City, and will begin to make requests for Persimmon when this development begins vertical construction.

We welcome any questions on the Habitat model and its relationship to the work supported by this proposal, and thank you and the City for the continued support.

In Partnership,

Phyllis Snodgrass  
Chief Executive Officer

#### Board Members

Joe Tracy, *Chair* | Mason Ayer | Bob Barnes | Joe Bland | Yvette Boatwright | Gaylon Boyd | Kevin Cunningham | John Doucet | Chris Engen | Hugh Forrest | Melinda Garvey | Michael Golden | Larry Graham | Jay Hartzell | Rev. Daryl Horton | Phil Hutchinson | Heather Ladage | Dana Leaman | Robert Lee | Nikelle Meade | Terry Mitchell | John Neff | Jessica Nelson | David O'Neil | Curtis Page | Mia Parton | Cynthea Rhodes-Patterson | Ross Sabolcik | Larry Smith | Anand Srinivasan | Shelli Taylor | Sherine Thomas | Jeff Serra, *Emeritus* | Mark Choi, *ex-officio member*

500 W Ben White Blvd, Austin, TX 78704  
512-472-8788 | [austinhabitat.org](http://austinhabitat.org)

**We build homes,  
communities and hope.**



Application for OHDA Funding 2021

## Tab 4 Project Information





Application for OHDA Funding 2021

## Tab 4a Market Study



## Internal Market Assessment for Persimmon at Meadow Lake: 2021

### Pricing and Absorption

All Habitat homes, including those at Persimmon/Meadow Lake, are priced to be affordable to homeowners who are low-income, with incomes at or below 80% of the Median Family Income (MFI) for the Austin-Round Rock Metropolitan Statistical Area (MSA). Based on current estimates, the sale prices for our partner families will be as follows:

- 42 two-bedroom flats of 952 square feet, priced at \$155,000
- 30 two-bedroom flats of 1,120 square feet, priced at \$160,000
- 12 two-bedroom townhomes of 1,152 square feet, priced at \$160,000
- 12 three-bedroom flats of 1,322 square feet, priced at \$195,000
- 30 three-bedroom townhomes of 1,320 square feet, priced at \$205,000

Although these prices are estimated and may be updated to reflect changes in the Median Family Income in the area and/or continued changes in the cost of homebuilding materials, Austin Habitat plans to keep all units affordable. We will continue to structure each mortgage to avoid cost burden so families are empowered to use their earnings to reach additional successes including wellness and education.

Austin Habitat plans to break ground in 2021 to begin the construction of this 126-unit development. Austin Habitat maintains an extensive interest/waiting list of potential homebuyers, and makes property available to each potential homeowner as they complete their qualification requirements and as the homes are built.

Although we have not yet begun qualifying homebuyers for the Persimmon development, in a non-pandemic year we receive more than 1,000 inquiries from individuals and families interested in homeownership. We will begin offering this neighborhood as an option to interested families in 2021, timing this offering to align the qualification process with the construction timeline for the property.

### Community Conditions

**Target Population:** Although each development attracts a different mix of partner families, we still expect that our clients will fit the Habitat profile in several important ways:

- Income eligibility, with a household income at or below 80% of the Median Family Income (MFI) for the Austin-Round Rock Metropolitan Statistical Area (MSA).
- Ability to make a \$3,000 up-front contribution and continue to pay the mortgage on an ongoing basis. Austin Habitat's HUD-certified housing counselors work extensively with each potential homebuyer to eliminate debt, credit issues, and other barriers to successful homeownership before qualifying them to purchase a Habitat home.
- Willingness to partner in Habitat activities. All potential Habitat homeowners must complete sweat equity which includes undergoing financial counseling as well as volunteering to support Habitat. Willingness to partner also includes an agreement to participate in ongoing Habitat activities, including appearing at the home dedication with sponsors and Habitat leadership, consenting to the use of their photo and story in

Habitat's outreach materials, and remaining in contact with Habitat for future partnership activities and impact evaluation.

Other than these requirements, Austin Habitat does not seek a specific target population or set any additional eligibility requirements for the Affordable Homeownership Program. All program guidelines follow applicable laws, such as the Fair Housing Act.

### **Area Demographics**

Census Tract 24.27, which encompasses the Persimmon/Meadow Lake project, has a total population of 8,046, a decrease of more than 500 since the last time we accessed this information in 2019. Please note that this information does not reflect any changes brought on by the Covid-19 pandemic, as census tract level information has not yet been released for 2020.

- **Age:** 30.8% young people age 19 or younger (8.3% are young children under age 5); 8.4% are age 60 and older; the remaining 60.8% are adults age 20-59.
- **Gender:** 53.2% female; 46.8% male.
- **Race/Ethnicity:** 80.9% Hispanic/Latino; 11.7% White (not Hispanic); 6.2% African-American; 1.2% Asian, Native American, Multiracial/Other.
- **Disability Status:** Approximately 9.8% of the population of this Census tract (717 individuals) has a disability.
- **Poverty:** The poverty rate in Census Tract 24.27 is 15.6% compared with 10.8% county-wide. For female-headed households with children, which make up a significant portion of our client population, the poverty rate is 37.9%.
- **Income:** The MFI in this census tract is \$45,818, less than 50% of the newly-released MFI for the Austin-Round Rock Metropolitan Statistical area. More than one-half of households in this Census tract have incomes less than \$50,000, and almost 80 have incomes less than \$75,000.
- **Employment:** 74.5% of individuals age 16 and older in this census tract are in the labor force. The unemployment rate for the Census tract was 3.3% in the last pre-pandemic Census tract level study, but is likely higher after the ongoing effects of Covid-19; the Austin-Round Rock Metropolitan Area overall has an unemployment rate of 4.2% as of May 2021.
- **Healthcare:** Approximately 25.2% of residents of this Census tract are uninsured, including approximately 29% of the residents who are employed. These rates improved substantially since the last time we accessed this data, but, again, the impacts of the ongoing pandemic are not yet captured by this Census report.
- **Educational Attainment:** The area shows significant educational disparities: more than 22% of the residents of this Census tract (age 25 or older) have an associate's degree or higher; but 39% did not graduate from high school.

All data is sourced from the United States Census, 2019 5-Year American Community Estimates, other than the unemployment rate (Federal Reserve Bank of St. Louis/U.S. Department of Labor).

### **Overall Local Housing Conditions and Trends**

Census Tract 24.27 contains 2,744 total housing units, of which 4.6% are vacant.

- Approximately 51.3% of the homes in this census tract are detached one-story properties.

- Much of the housing stock in this Census tract is older, with 70% built before 1999, suggesting a need for newer properties in the area.
- Approximately 48.4% of the housing units in this Census tract are owner-occupied, approximately 3% lower than the last time we examined this data in 2019.
- More than 35% of the homeowners with mortgages in this Census tract, and 65% of the renters, are cost-burdened, paying 30 or more of their monthly incomes for housing.
- The median home value in this Census tract is \$156,500.

All data is sourced from the United States Census, 2019 5-Year American Community Survey Estimates.

In addition, a recent HousingWorks report shows troubling trends in Council District 2, which encompasses the Persimmon development:

- The median price of homes sold in District 2 had the largest annual increase among all Council Districts, with a price increase of over \$50,000 or 19.3% between 2019 and 2020.
- Out of all 10 City Council Districts, District 2 contains the highest share of homeowners that pay 30% more of their income toward housing costs.

### **General Community Housing Conditions**

For more than a decade, Austin has been the place where everyone wants to move. The area has been one of the fastest-growing in the nation, bringing skilled jobs, substantial intellectual and social capital, and enhanced innovation and creativity. Families in Austin and the surrounding area have every reason to want to stay, except one: the skyrocketing housing market. Hardworking families all over the region have been taking second jobs, creating side businesses, and otherwise overextending themselves just to pay rent, let alone purchase a home, and this was before the pandemic.

The median cost of a new home has more than doubled in the past 10 years, according to the Austin Board of Realtors, with a new home now costing \$465,000 in the Austin Area; in the City of Austin, it is \$575,000. Home prices increased more than 15% in 2020 despite the pandemic, according to ABOR, and the market shows no sign of slowing down. The influx of technology professionals and other highly-skilled workers has driven the market to continuous growth, making it very difficult for low-to-moderate income families to ever afford a safe and stable home of their own, no matter how hard they work. In Austin, the median family income for all families is about \$80,000 according to the U.S. Census, not enough to buy most homes on the market; families of color are even more likely to be unable to purchase a home, with a median family income of slightly over \$50,000 for Black and Latinx families. This market takes the American Dream even farther out of reach for populations that have been systematically oppressed and excluded from homeownership due to racist policies.

Most lower-income families must rely on rental housing, but this comes with its own set of concerns. Rent has nearly doubled in the past 10 years and nearly half of local renters are cost-burdened by housing, spending at least 30% of their monthly income on housing costs. As discussed above, approximately two-thirds of renters in the Census tract encompassing the Persimmon development are cost-burdened.

Families who rent are also unable to build wealth through their home equity; they may be subject to frequent rent increases, leading to moves that disrupt education and employment; and they are dependent on landlords to provide repairs and mitigate any issues that arise in the

home. Hundreds of families reach out to us every year who are stuck in unsafe, unstable, health-harming, or otherwise difficult housing situations because they cannot afford a home of their own.

Austin Habitat's team recognizes that more families than ever are falling behind on their dreams □ not just homeownership, but education, wealth-building, health and more. We are working through multiple channels to increase opportunity for families in need, but we recognize that the need is only going to continue to grow because of a perfect storm of conditions creating unaffordability in the area:

- According to the Harvard Joint Center for Housing Studies (JCHS), the cost of land rose 80% in Austin-Round Rock MSA from 2012-18, from \$72,300 per 1/4 acre (\$289,200 per acre) to \$130,500 per 1/4 acre (\$522,000 per acre). Land cost makes up a 36.4% share of the value of the property.
- Home price to median income ratio for Austin-Round Rock MSA rose from 2.38 in 1990 to 4.15 in 2019.
- The region's population has grown by 10% while housing has only grown by 3% according to research provided by the Austin Community Foundation
- Austin's Land Development Code (LDC) had its last significant revision in the 1980s. Current zoning and other rules are designed for a smaller and less rapidly growing city, with requirements for large amounts of square footage per unit; requirements for large numbers of parking spaces; and building height restrictions.
- The City of Austin released its Affordable Housing Blueprint in 2017 with a goal of building 60,000 units of affordable housing, both rental and ownership, for a variety of income levels, in ten years. After more than three years, fewer than 300 homes have been built for people in the 60-80% MFI range.

### **Geographic Area for Potential Homeowners**

Please note that while Austin Habitat is happy to welcome individuals and families already living in the area to apply for homeownership in the Persimmon development, particularly given the rapid gentrification of this area, we do not require potential homebuyers to live near the development in which they wind up purchasing. Austin Habitat works with potential homebuyers from throughout the Austin area, and all potential buyers are informed that they may need to move from their current neighborhood to Persimmon one of our other developments if they are approved to purchase a home. We have reached out to local neighborhood associations and will continue to do so, and we will work with our partner affordable housing organizations to ensure that eligible neighborhood residents are informed about the availability of these units.

### **Eligible Homeowner Pool Demographics**

The potential homeowners qualified to purchase in Habitat developments have the following demographic profile:

- 100% low-income (80% or less of local MFI)
- 73% people of color
- 50% female-headed households
- 4% identified as having a disability

## **Competitive Properties**

In the June 2021 Austin Housing report from the Texas Realtors and Texas A&M, only 1% of homes in Austin were sold for under \$200,000; an additional 4.7 were sold for prices between \$200,000 and \$300,000. Although the area that encompasses the Persimmon neighborhood is one of the more reasonably-priced parts of Austin, most of the homes in the immediate area would still be out of reach for our client population. There are 25 homes (other than manufactured/mobile homes) for sale in this zip code as of July 2021, ranging from slightly under \$300,000 to more than \$800,000. In the zip codes surrounding the Persimmon development (78719, 78747, 78745, and 78741) the total number of homes available is 109, with only four homes available at under \$300,000. Please note that the 78744 zip code had 135 listings in 2019, showing how much the housing market has contracted as homes have sold quickly and housing stock has decreased.

## **Market Demand**

As discussed above, Austin Habitat maintains an interest/waiting list of eligible potential purchasers for all properties sold through the Affordable Homeownership Program, including ongoing builds at Scenic Point and Mueller, and the 126 units to be built and sold at the Persimmon development. Currently, this interest list contains 24 qualified homebuyers and 30 who have begun the process of education and counseling. In addition, in a non-pandemic year, we will receive calls from 1,000+ community members who have contacted us to sign up for workshops or receive more information about affordable homeownership and more than 400 on a list for more information about affordable homes as they become available. For Habitat and its partner families, homeownership is preferable when compared to rental.

## **Demand and Capture**

One hundred twenty-six units will be built to complete the Persimmon development, and the Austin Habitat Affordable Homeownership Program currently has approximately 50 potential homebuyers in the process of qualifying to purchase a home. Although some may not qualify, as discussed above, we are answering more than 1,000 contacts in a normal year from interested community members and we expect that the demand for affordable homeownership will continue to rise as the costs of housing increase in the Austin area. As mentioned above, not all of the potential homebuyers for Persimmon/Meadow Lake, or for any of our developments, are currently living in close geographic proximity to the area, but all are committed to purchasing a Habitat home, including moving from their current neighborhood if necessary.

Austin Habitat is not yet able to calculate a capture rate for the Persimmon development because we have not yet begun to qualify clients for this property. We expect that through the extensive interest in affordable homeownership in Austin, our strong reputation as a compassionate nonprofit and as a builder of high-quality affordable homes, and our ongoing community outreach, we will generate sufficient demand for the units. Austin Habitat also continues to offer qualified individuals/families the opportunity to purchase a home at several other developments that are currently being built or are in pre-development in Austin. Therefore, we are able to offer housing to individuals and families on the waiting list who do not wind up living in this development.

### **Absorption Period**

Austin Habitat is developing a detailed plan to build and sell the 126 units at Meadow Lake over approximately five years, likely in multiple phases. As our Affordable Homeownership Program is designed to produce completed properties and purchase-ready families concurrently, we expect to match families with these units by the time they are ready for occupancy. Our Client Services, Communications, and other teams are working together to identify the people and families who would be qualified to purchase and would benefit from the strong access to jobs and transit and develop strong outreach plans designed to attract these populations.



Application for OHDA Funding 2021

**Tab 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.

**(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)*
- Appoint a Single-Point-of-Contact (SPOC) to serve as the liaison for exchanging information. See application cover sheet and name below.

**(4) Application requirements**

- Provide communications plan Example of Communications Plan attached.
- 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

  
Printed Name



Public Information Meeting  
Tuesday, June 12, 2018, 6:30-7:30 p.m.  
Perez Elementary School, 7500 S Pleasant Valley Rd.

The City of Austin Public Works Department is currently in the process of designing the Meadow Lake Boulevard street extension project and is hosting a community meeting for residents to learn more about the project and next steps.

The project will create a safe route to schools in the area and will reduce traffic congestion along S. Pleasant Valley Road. The project will feature protected two-way bike lanes, sidewalks, two one-way travel lanes, and a list of other features.

Learn more at [austintexas.gov/department/public-works/projects](http://austintexas.gov/department/public-works/projects)

To RSVP or be added to the project email distribution list, please contact:

Matt Hart, Public Information

(512) 974-7268

[matthew.hart@austintexas.gov](mailto:matthew.hart@austintexas.gov)



Reunión de Información Pública  
Martes, 12 de junio, 6:30-7:30 p.m.  
Perez Elementary School, 7500 S Pleasant Valley Rd.

El Departamento de Obras Públicas de la Ciudad de Austin está en el proceso de diseño del proyecto de extensión de Meadow Lake Boulevard. El equipo del proyecto está organizando una reunión comunitaria para informar a los residentes sobre el proyecto y los próximos pasos.

Este proyecto creará una ruta más segura a las escuelas de la zona y reducirá la congestión del tráfico a lo largo de S. Pleasant Valley Road. El proyecto contará con ciclovías protegidas de dos vías, aceras, dos carriles de viaje unidireccional y una lista de otras características.

Aprende más en [austintexas.gov/department/public-works/projects](https://austintexas.gov/department/public-works/projects)

Para confirmar su asistencia o ser agregado a la lista de distribución del proyecto, favor de contactar:

Matt Hart, Información Pública  
(512) 974-7268  
[matthew.hart@austintexas.gov](mailto:matthew.hart@austintexas.gov)



## MEADOW LAKE BOULEVARD STREET EXTENSION PROJECT PUBLIC INFORMATION MEETING

Tuesday, June 12, 2018 from 6:30 p.m. - 7:30 p.m.

PEREZ ELEMENTARY SCHOOL  
7500 S Pleasant Valley Rd

### WELCOME/INTRODUCTIONS

Introduce PM and staff. Potentially use the beginning time for public to meet with staff and show the renderings.

### BRIEF OVERVIEW OF PROJECT

The City of Austin Public Works Department...

Run public through the history of the project and discuss the below items.

### EXPECTED CONSTRUCTION START

In design phase until December 2018.

Bid phase will begin in January and Construction will start Winter 2019.

### CONSTRUCTION BUDGET

\$3 million – Operating Budget funded

### PROJECT HIGHLIGHTS

- Protected two-way bike lanes
- Installation of sidewalks
- Two one-way travel lanes
- Street lighting
- Parallel parking
- Water and wastewater lines
- Storm drain
- Detention pond

### RESIDENTIAL IMPACTS

- The extension of Meadow Lake Boulevard from Misty Slope Lane to Quicksilver Boulevard as well as sidewalks and other traffic improvements necessary to support safe pedestrian and bicycle routes to Perez Elementary School.
- Improved access and connectivity between the northern and southern portions of Meadow Lake Boulevard.
- Xxx

### COMMUNICATIONS DURING PROJECT

- Project team will communicate with residents who sign up for updates as milestones are reached.

CITY OF AUSTIN  
**PUBLIC WORKS**

One Texas Center, 505 Barton Springs Road, Austin, TX 78704



**PROJECT CONTACTS**

Dario Octaviano, Project Manager, (512) 974-7607

June Routh, Project Consultant, (512) 347-0040

Matt Hart, Public Information, (512) 974-7268

**QUESTIONS**

**WE CONNECT YOU ALL AROUND AUSTIN**

[www.austintexas.gov/publicworks](http://www.austintexas.gov/publicworks)

512.974.7065

Public Works Department

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# Meadow Lake Boulevard Street Extension Project

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June 2018





# AGENDA

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- I. Welcome & Introductions
- II. Overview of Project
- III. Timeline, Sequence, Next Steps
- IV. Project Highlights
- V. Residential Impacts
- VI. Questions and Answers

# PROJECT OVERVIEW

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- **Project Scope:** Add connectivity for residents in the neighborhood by extending Meadow Lake Boulevard from Misty Slope Lane to Quicksilver Boulevard. The project will include sidewalks, protected bicycle lanes and other traffic improvements
- **Project Goal:** Provide safer and more accessible route to schools in the area, including Perez elementary. Facilitate an affordable housing development proposed by Austin Habitat for Humanity (AHFH)



# PROJECT HISTORY

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- **April 2016:** City Council passes a resolution asking City staff to explore feasibility of extending Meadow Lake Blvd., including adding related mobility improvements as part of the 2016 Bond Development
- **August 2016:** Council directs City staff not to include the project in 2016 Bond, but to move forward project
- **October 2016 to February 2017:** PER (Preliminary Engineering Report) is developed, providing clearer picture of project scope and baseline schedule and budget
- **July 2017:** Design phase begins
- **Sept. 2017:** City Council approves appropriation to fund the complete project in FY2018 Capital Budget

# NEXT STEPS

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- **Now – Winter 2018:** Complete project design phase  
*Public Meeting Prior to Bid Phase*
- **Late Winter 2018 – Early Spring 2019:** Bid phase will begin  
*Public Meeting #3 Prior to Construction*
- **Summer 2019:** Construction anticipated to begin
- **Winter 2020:** Anticipated construction completion

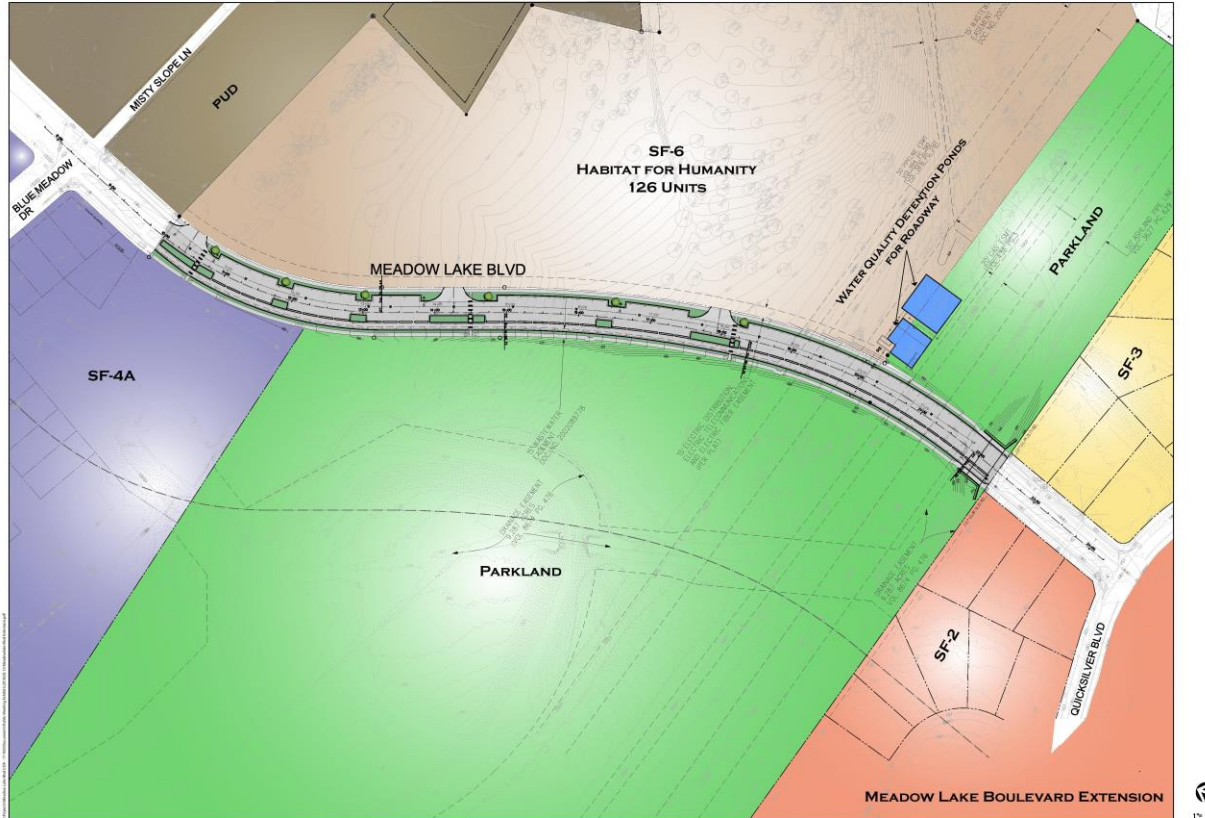
# PROJECT HIGHLIGHTS

- **Protected two-way bike lanes**
- **Installation of sidewalks**
- **Two one-way travel lanes**
- **Street lighting**
- **Parallel parking**
- **Storm drain**
- **Detention and water quality ponds**

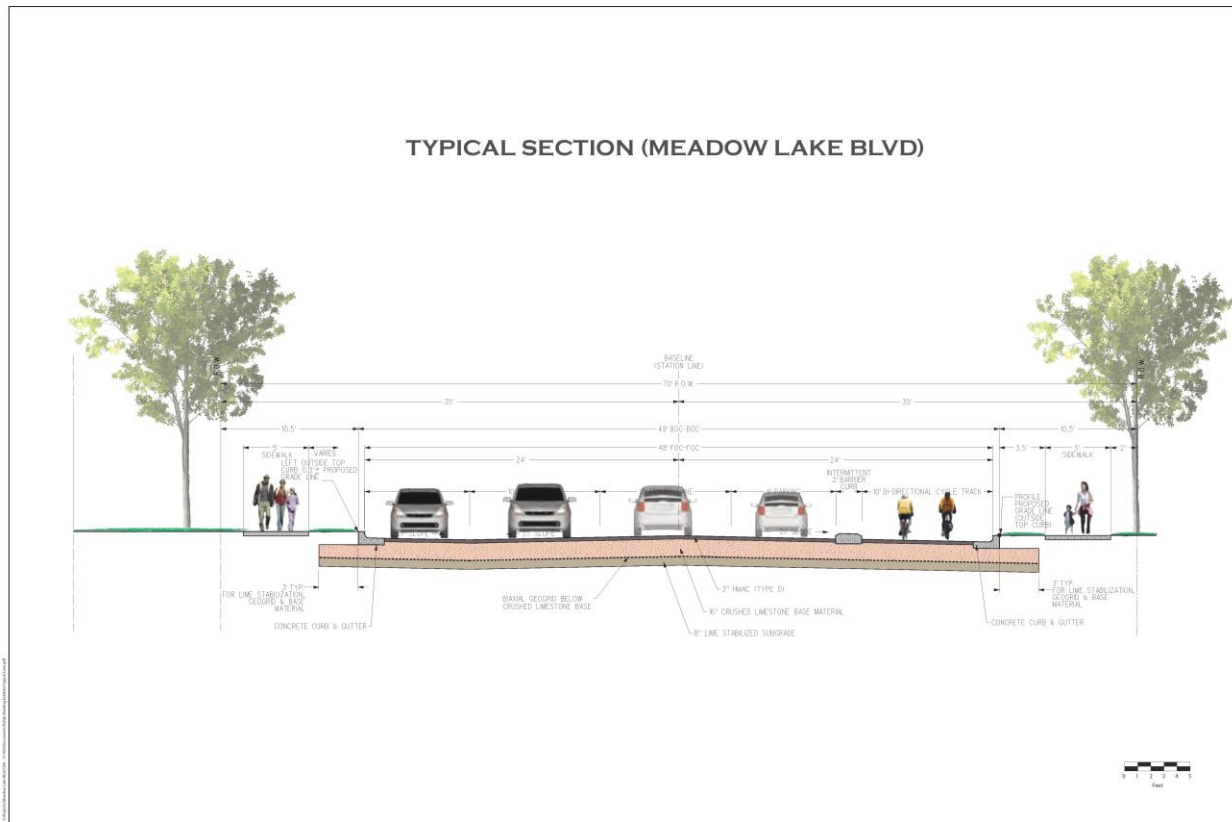
# RESIDENTIAL IMPACTS

- **Extends Meadow Lake Boulevard**
- **Provides better access to parkland**
- **Sidewalks and other traffic improvements**
- **Safety**
- **Improved fire and public safety access**
- **Improved access and connectivity**

# RENDERINGS

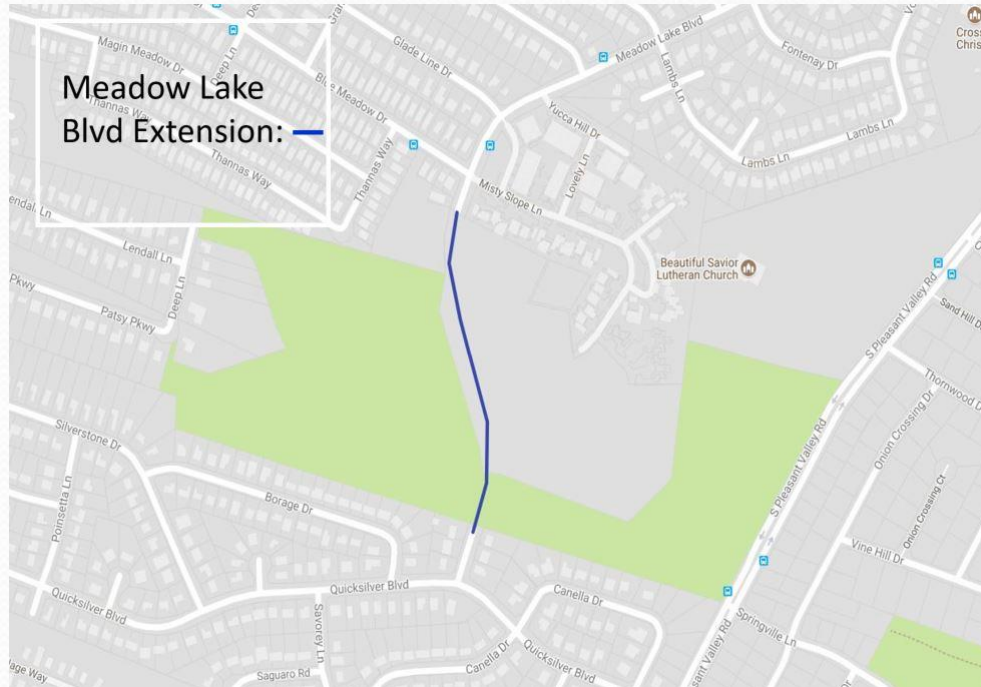


# RENDERINGS



# INTERACTIVE MAP

An interactive map of proposed improvements for the project is available at [austintexas.gov/department/meadow-lake-boulevard-extension-project](https://austintexas.gov/department/meadow-lake-boulevard-extension-project)



# COMMUNITY ENGAGEMENT

The website will be updated regularly with the most up-to-date information we have available. We will also send out updates via email to interested stakeholders.

To sign up for updates, visit the website or contact [Dario.Octaviano@austintexas.gov](mailto:Dario.Octaviano@austintexas.gov)

Website: [www.austintexas.gov/department/meadow-lake-boulevard-extension-project](http://www.austintexas.gov/department/meadow-lake-boulevard-extension-project)

For specific questions regarding upcoming meetings or outreach, contact [matthew.hart@austintexas.gov](mailto:matthew.hart@austintexas.gov) or call 512-974-7268.



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# QUESTIONS & ANSWERS

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**RESOLUTION NO. 20160421-036**

**WHEREAS**, Imagine Austin's Comprehensive Plan includes as one of the Housing and Neighborhoods Building Blocks to "Increase the availability of affordable housing, including housing for very low-income persons, through new and innovative funding mechanisms, such as public/private partnerships;" and

**WHEREAS**, Imagine Austin identifies "improving student stability by preserving existing affordable housing and increasing access to new affordable housing" as a key challenge for the future; and

**WHEREAS**, Austin Habitat for Humanity (Habitat) is a local non-profit partner that serves people of all backgrounds through leveraging community engagement to build affordable communities; and

**WHEREAS**, Habitat owns a 14.65 acre property at 7051 Meadow Lake, and is planning a project that would include 125 units that target homeownership at income brackets from 60% MFI to 120% MFI; and

**WHEREAS**, Perez Elementary School, located on South Pleasant Valley Road, is losing students which impacts their funding level, and this reduction in attendance could be offset by promoting new housing for families in the area on properties outside of a floodplain; and

**WHEREAS**, a road completion is needed, from Misty Slope Lane to Quicksilver Boulevard, for this project to move forward due to current limited access to the property; and

**WHEREAS**, the cost of transportation infrastructure improvements necessary to access the property would reduce the number of affordable units available on the Meadow Lake property if funded by Habitat; and

**WHEREAS,** The City of Austin could partner with Habitat to conceptualize a complete street that improves safety by providing dedicated facilities for cars, pedestrians and bicyclists and benefits this area and City residents overall by creating north-south connectivity; and

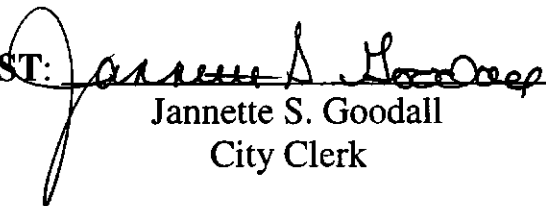
**WHEREAS,** Council could consider extending the road as part of the next budget process; **NOW, THEREFORE,**

**BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF AUSTIN:**

The City Manager is directed to explore the feasibility of the City building and maintaining the extension of Meadow Lake Boulevard, a public road, from Misty Slope Lane to Quicksilver Boulevard, as well as sidewalks and other traffic improvements necessary to support safe pedestrian and bicycle routes to Perez Elementary School, and prepare an item for Council consideration during the Fiscal Year 2016-2017 budget process.

**ADOPTED:** April 21, 2016

**ATTEST:**

  
Jannette S. Goodall  
City Clerk



Application for OHDA Funding 2021

## **Tab 4c SMART Housing Letter**

Please note that Austin Habitat requested an updated S.M.A.R.T. housing letter from the City in July 2021, and this letter is pending. We will provide it as soon as it is received.



**Application for OHDA Funding 2021**

## **Tab 4d MOU with ECHO**

Please note that because Austin Habitat for Humanity does not propose to provide any Continuum of Care, Permanent Supportive Housing or other units reserved for homeless individuals, we have not provided an MOU with ECHO.



Application for OHDA Funding 2021

## Tab 4e Resident Services

**AUSTIN HABITAT FOR HUMANITY**  
**APPLICATION FOR OWNERSHIP HOUSING DEVELOPMENT ASSISTANCE**  
**(OHDA) - 2021**

**RESIDENT SERVICES**

Habitat for Humanity provides supportive services to all potential homebuyers in the Affordable Homeownership Program and the general public through our Housing Counseling Program. All buyers for the Persimmon homes will take part in this program to ensure they are ready to purchase and successfully maintain a home.

Austin Habitat offers group workshops and one-on-one financial counseling through an in-house program. We have been certified as a Comprehensive Housing Counseling agency by the U.S. Department of Housing and Urban Development (HUD) since 2010 and we employ two HUD-trained, bilingual financial counselors.

Austin Habitats Housing Counseling Program is designed to assist participants in obtaining and maintaining stable housing, including through Habitats homebuying program. In addition, the program supports low-to-moderate income community members who have other goals like improved credit and savings. All services are provided with no cost or with a nominal cost for credit reports, to Habitat clients and the public, in English and Spanish. Approximately 800-100 households receive these supportive services annually in a normal year; in 2020, we assisted nearly 400 households by pivoting to virtual classes and counseling services during the pandemic. More than 90% of respondents to our pre- and post-session surveys say they have increased financial knowledge and confidence making financial decisions.

For families who do wish to buy a home from Austin Habitat, they are required to attend both workshops and counseling sessions, which are counted toward their sweat equity requirement. Each family who joins our program receives a personalized assessment of their financial situation with specific steps outlined to meet their goal of successful purchase of a Habitat home and ongoing homeownership success.

Austin Habitat's benefit to Habitat homeowners does not end when the family purchases their home. We hold the mortgages for approximately 280 of our homeowners and are able to assist if they face unexpected difficulties and fall behind on their mortgages. For example, during the ongoing Covid-19 pandemic in 2020 we worked with Habitat for Humanity International to create a forbearance program for families that had become delinquent on their Habitat mortgages due to the health and/or economic impacts of the pandemic. Our delinquency rates are lower than the Habitat average and lower than national rates for low-to-moderate income purchasers.

The total cost of providing the Housing Counseling Program to all participants, including potential Austin Habitat partner families and other members of the community, is approximately \$145,000 annually. Austin Habitat continues to build the funding base for Housing Counseling services, receiving its first Housing Counseling grant from HUD in 2018. We have continued to receive funding from HUD, and the program is also supported by Wells Fargo, the City of San Marcos, and State Farm. We continue to diversify our support through foundation, government and corporate sources including pending applications to the Texas Financial Education Endowment and the Shield-Ayres Foundation. In addition, the program is supported by unrestricted organizational revenues generated by our ReStores, allowing us to cover operational costs for Housing Counseling and our other community programs.



Application for OHDA Funding 2021

## Tab 5 Property Information





Application for OHDA Funding 2021

## Tab 5a Appraisal

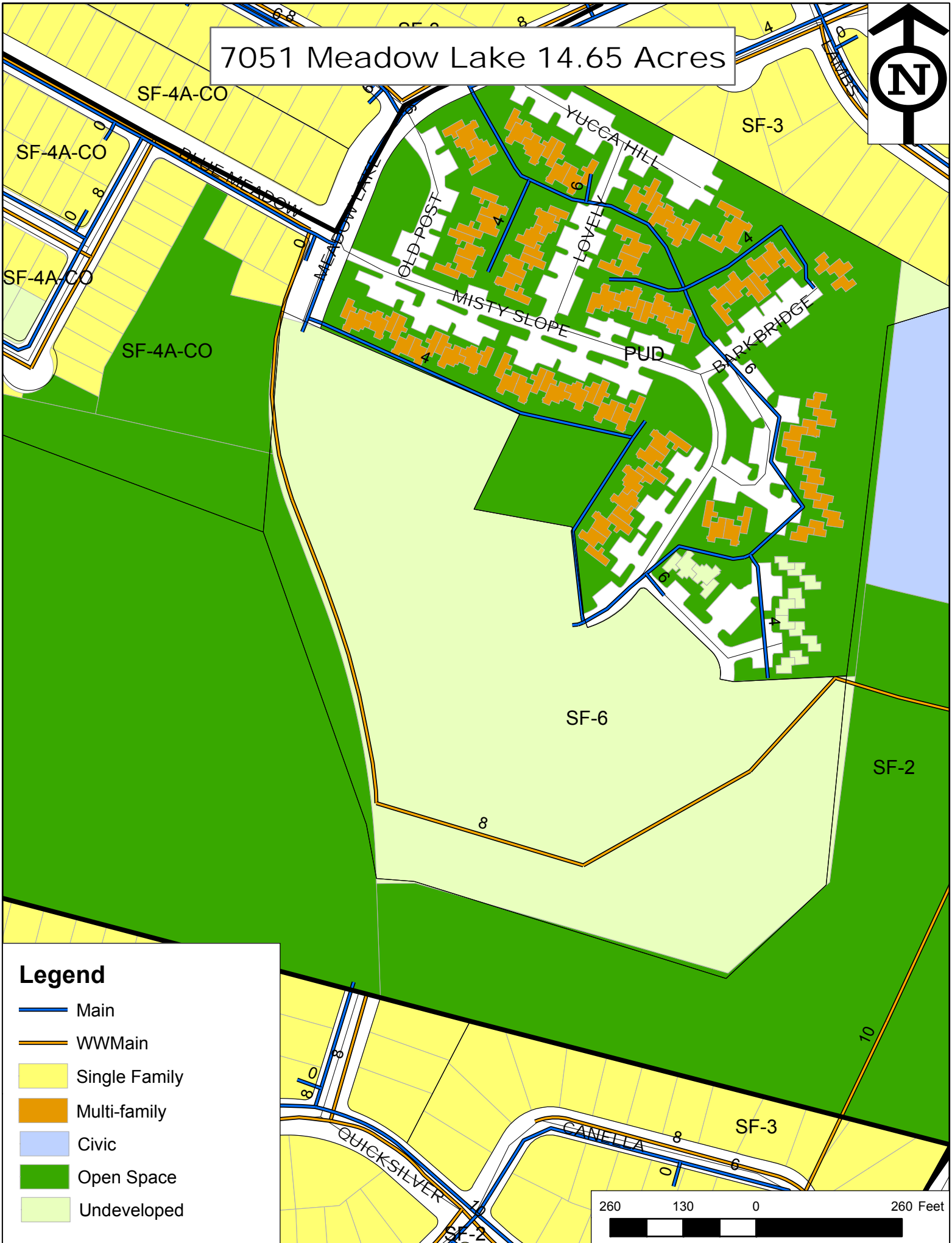
Please note that the appraisal documentation has been removed from the website copy of this proposal due to its large size.



Application for OHDA Funding 2021

## Tab 5b Property Maps

# 7051 Meadow Lake 14.65 Acres



## Legend

- Main
- WWMain
- Single Family
- Multi-family
- Civic
- Open Space
- Undeveloped

260 130 0 260 Feet



# Opportunity Values


7051 Meadow Lake Blvd, Austin, TX X 🔍

Show search results for 7051 Me...




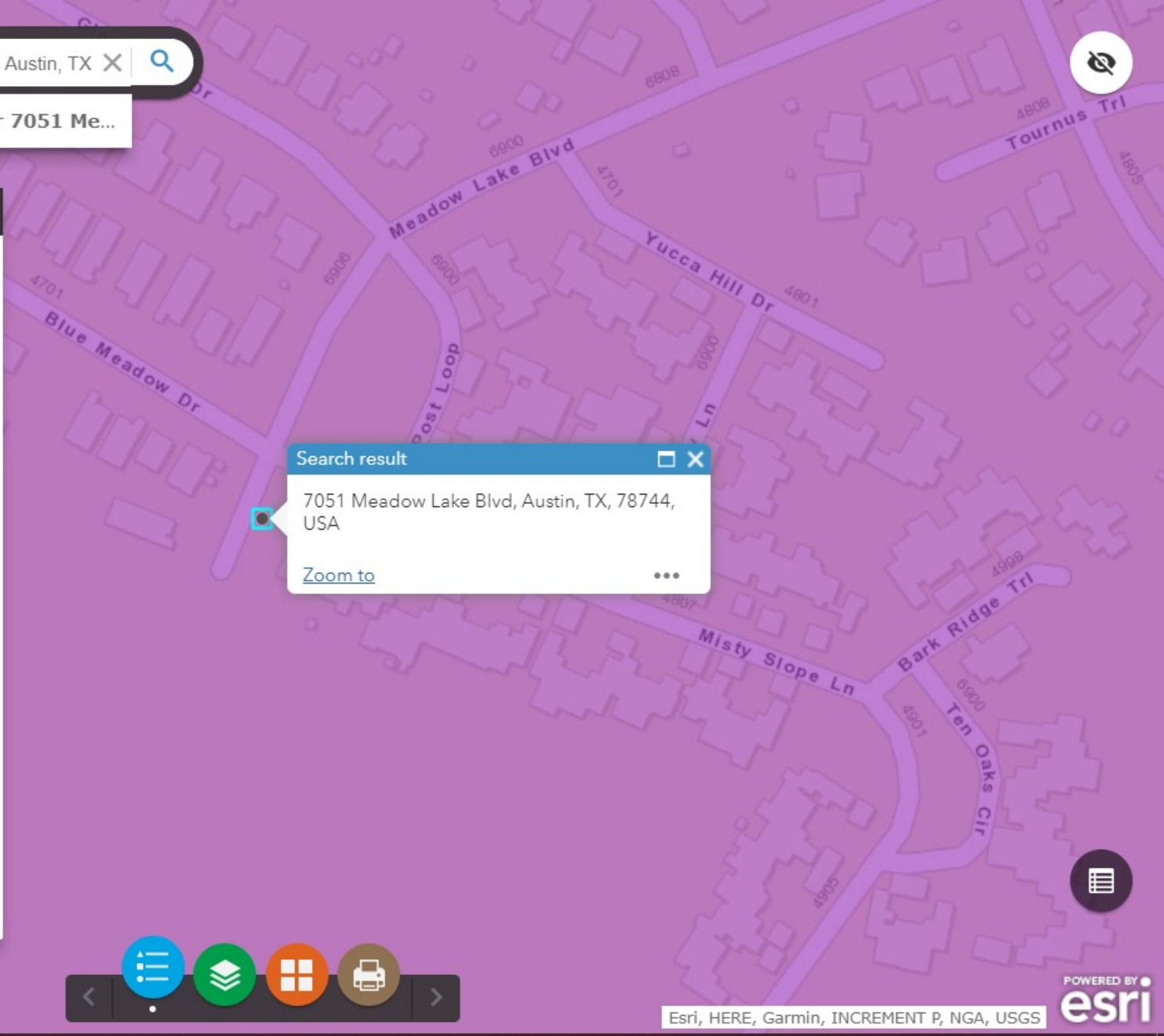
**Legend** - X

**High Opportunity**



**Emerging Opportunity**





200ft





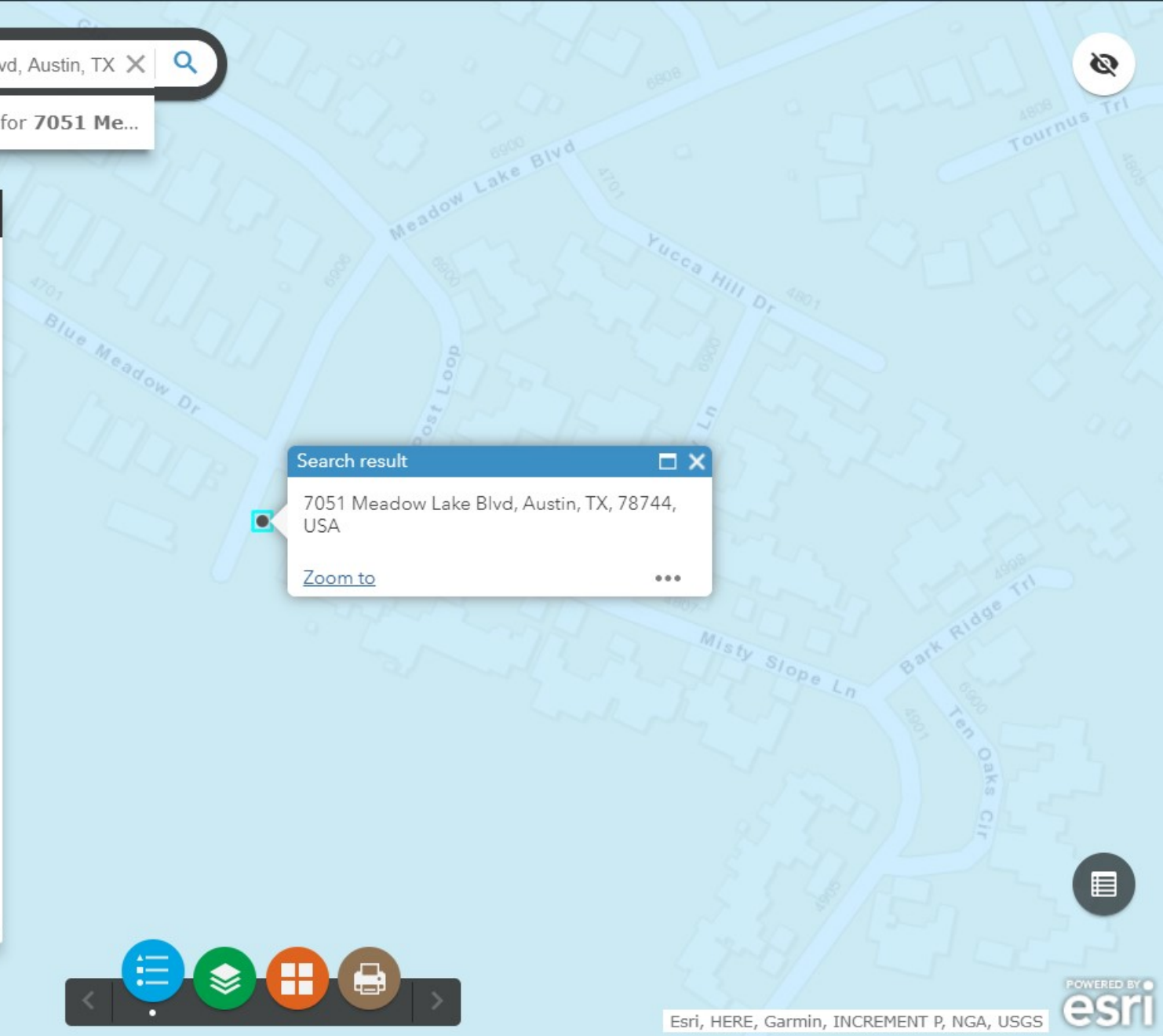
Show search results for **7051 Me...**



## Legend

### Gentrification\_RHDAHODA\_view

- Susceptible
- Early: Type 1
- Dynamic
- Late
- Continued Loss
- Missing Home Value Data
- Not Gentrifying



**Search result** [Close]

7051 Meadow Lake Blvd, Austin, TX, 78744, USA

[Zoom to](#) [More]





# Imagine Austin & Mobility Corridors

7051 Meadow Lake Blvd, Austin, TX X 🔍

Show search results for 7051 Me...



**Legend** [Close]

**2016 Mobility Bond Corridor Projects**

- Construction Eligible Corridor
- - - Preliminary Engineering and Design

**Mobility Bond Corridor: 1/2-Mile Buffer**

**Imagine Austin Center: 1/2-Mile Buffer**

**Imagine Austin Corridor: 1/2-Mile Buffer**

**Search result** [Close]

7051 Meadow Lake Blvd, Austin, TX, 78744, USA

[Zoom to](#) [More]

-97

0.3mi





7051 Meadow Lake Blvd, Austin, TX X



Show search results for 7051 Me...



Legend

High Frequency Bus Routes: 1/4-Mile Buffer



Bus Routes: 3/4-Mile Buffer



Search result

7051 Meadow Lake Blvd, Austin, TX, 78744, USA

[Zoom to](#)

-97

200ft





# Healthy Food

7051 Meadow Lake Blvd, Austin, TX X




Show search results for 7051 Me...




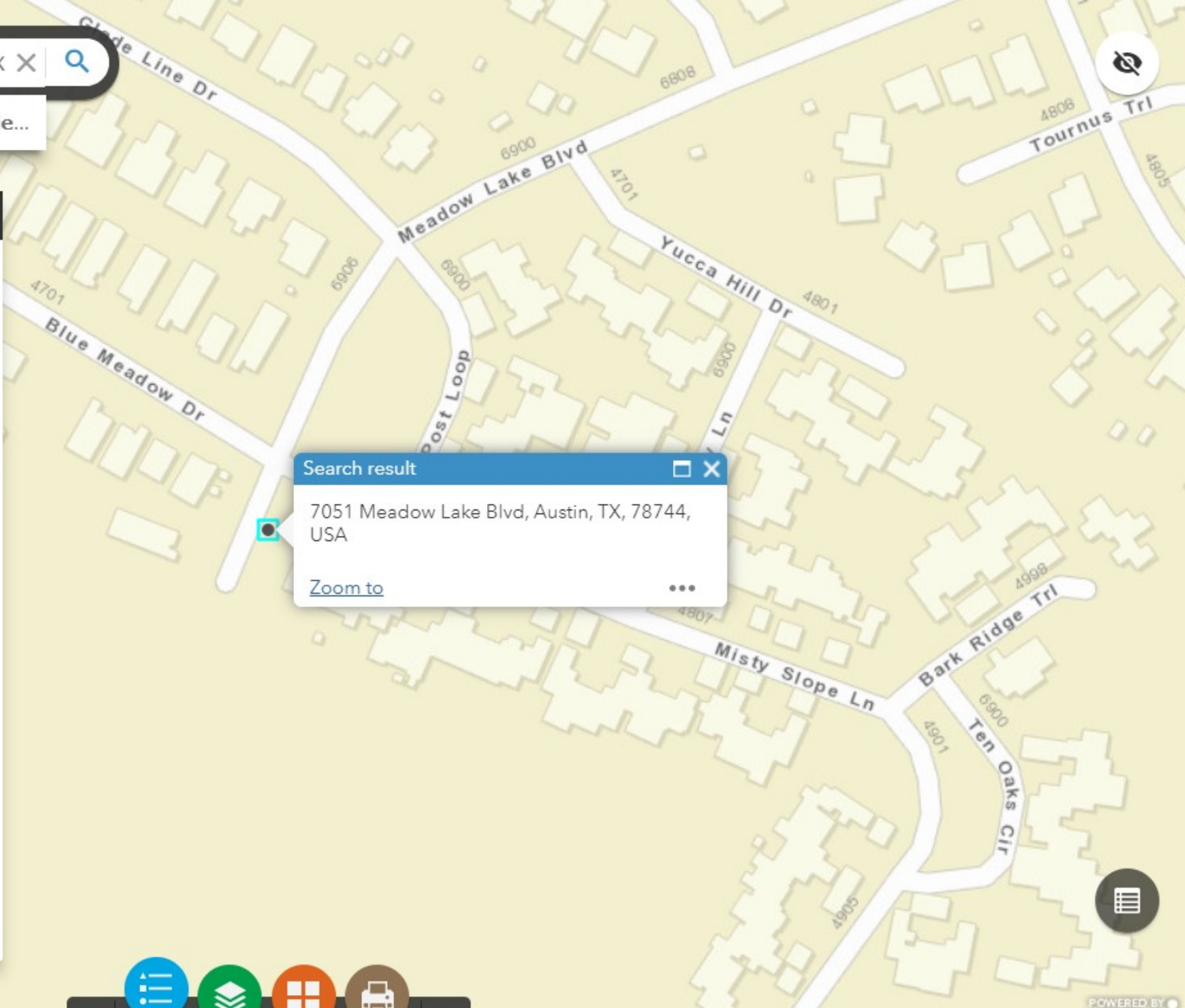
**Legend** - X

**Healthy Food**



**Healthy Food Retail Locations**





**Search result** X

7051 Meadow Lake Blvd, Austin, TX, 78744, USA

[Zoom to](#) ...







# Elementary School Attendance Zones

7051 Meadow Lake Blvd, Austin, TX X



Show search results for 7051 Me...



## Legend

### Austin Elementary School Attendance Areas

- Austin ISD
- Pflugerville ISD
- Manor ISD
- Del Valle ISD
- Round Rock ISD
- Lake Travis ISD
- Lago Vista ISD

### Search result

7051 Meadow Lake Blvd, Austin, TX, 78744, USA

[Zoom to](#)



200ft





Find Floodplain Information

I want to...



Tools

FloodPro is unable to automatically return a result. Please enter your contact information below so that staff can review the information and provide you with a report. You should expect a response within five business days. If you have any further questions, please call the City of Austin's Floodplain Office at 512-974-2843.

### Your Location

Address:

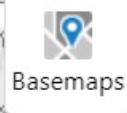
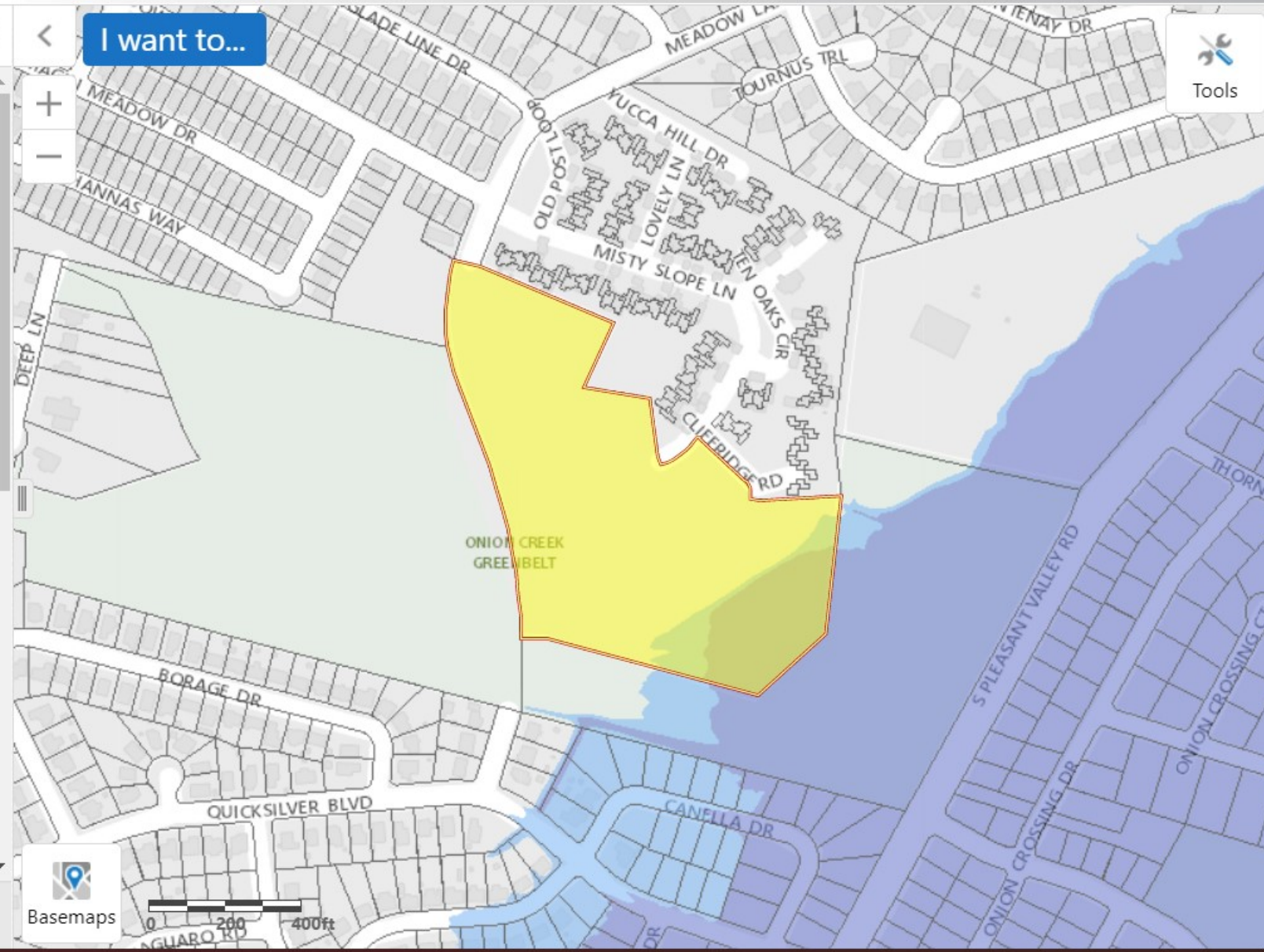
7051 Meadow Lake

Parcel ID:

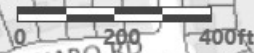
0428010115

Comment:

Parcel area exceeds threshold specified for maximum area.



Basemaps





Application for OHDA Funding 2021

**Tab 5c Zoning Verification Letter**



## CITY OF AUSTIN

# ZONING VERIFICATION LETTER

### 1. Party Requesting Verification

Name: Andy Alarcon  
Austin Habitat for Humanity

Address: 310 Comal Street, Suite 100  
Austin, TX 78702

### 2. Property Address

7051 Meadow Lake  
Austin, TX 78744

### 3. Tax Parcel Identification Number

555730

\*Also known as GEO Number (ten digit) or Property ID (six digit) by TCAD

### 4. City of Austin Grid Name

H14

### 5. Current Zoning

SF-6: Townhouse & Condominium Residence

### 6. Zoning Case Number and Ordinance \*

Zoned in accordance with City of Austin Land Development Code re-adoption Ordinance Number: 99-0225-70(b)

### 7. Zoning Neighborhood Plans \*

N/A

\*To access zoning ordinance documentation visit:  
<http://www.austintexas.gov/edims/search.cfm>

\*To access zoning overlay documentation (Land Development Code Chapter 25-2 Division 6) visit:  
<http://www.austintexas.gov/department/austin-city-code-land-development-code>

For questions concerning Zoning Compliance or any Development Criteria, Parking, Permitted Use, Zoning Violations, Conditional Uses, Variances, Destruction and Rebuilding, et cetera, Contact the Development Assistance Center of the City of Austin at (512) 974-6370 for a Land Use Planner Correspondence Session.

I, Richard Sigmon, Communications and Technology Management Department, City of Austin, Texas, do hereby certify that the information above is true and correct to the best of my ability, according to the documents filed with this office.

  
Richard Sigmon

Tuesday, March 26, 2013

Date



Application for OHDA Funding 2021

**Tab 5d Proof of Site Control**

# SPECIAL WARRANTY DEED

## NOTICE OF CONFIDENTIALITY RIGHTS

**IF YOU ARE A NATURAL PERSON, YOU MAY REMOVE OR STRIKE ANY OF THE FOLLOWING INFORMATION FROM ANY INSTRUMENT THAT TRANSFERS AN INTEREST IN REAL PROPERTY BEFORE IT IS FILED FOR RECORD IN THE PUBLIC RECORDS: YOUR SOCIAL SECURITY NUMBER OR YOUR DRIVER'S LICENSE NUMBER.**

15 | ITC | CLC | 13049161 - HMG

**Date:** May 24, 2013

**Grantor:** BW Meadow Lake LP, a Texas limited partnership

**Grantor's Mailing Address:** 6811 Mesa Drive, Austin, TX 78731

**Grantee:** Austin Habitat for Humanity, Inc.

**Grantee's Mailing Address:** 310 Comal St., Ste. 100, Austin, TX 78702

### **Consideration:**

(1) Cash and other good and valuable consideration.

(2) The execution and delivery of a note by AUSTIN HABITAT FOR HUMANITY, INC., A TEXAS CORPORATION, dated May 24, 2013, in the original principal amount of \$642,896.00, payable to the order of AUSTIN HOUSING FINANCE CORPORATION, secured by vendor's lien in the amount of \$642,896.00 as well as superior title retained herein and by the lien of a deed of trust given by Grantee to Elizabeth A. Spencer as Trustee.

The \$642,896.00 note executed by Grantee payable to AUSTIN HOUSING FINANCE CORPORATION and described above is secured by vendor's lien retained by Grantor. Superior title to the real property conveyed to Grantee is retained until the note has been fully paid at which time this deed shall become absolute.

The vendor's lien retained in this deed to secure payment of the \$642,896.00 note payable to AUSTIN HOUSING FINANCE CORPORATION and superior title to the real property described in this deed are transferred, without recourse, to AUSTIN HOUSING FINANCE CORPORATION for value received.

### **Property (including any improvements):**

14.6548 acres of land, more or less, out of the SANTIAGO DEL VALLE GRANT A-24, in Travis County, Texas, being the same tract of land described in Deed recorded in Document No. 2007226861, Official Public Records, Travis County, Texas, and being more particularly described by metes and bounds in Exhibit "A" attached hereto and made a part hereof.

**Exceptions To Conveyance:**

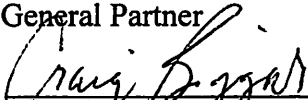
Easements, rights-of-way, and prescriptive rights, whether of record or not; all presently recorded restrictions, reservations, covenants, conditions, oil and gas leases, mineral severances, and other instruments, other than liens and conveyances, that affect the property; all zoning laws, regulations and ordinances of municipal and other governmental authorities affecting the property; rights of adjoining owners in any walls and fences situated on a common boundary; any discrepancies, conflicts, or shortages in area or boundary lines; any encroachments or overlapping of improvements; and taxes for the current year, the payment of which Grantee assumes.

**Warranty Of Title:**

Grantor, for the consideration and subject to the reservations from and exceptions to conveyance and warranty, grants, sells, and conveys to Grantee the property, together with all and singular the rights and appurtenances thereto in any wise belonging, to have and hold it to Grantee, Grantee's heirs, executors, administrators, successors or assigns forever. Grantor binds Grantor and Grantor's heirs, executors, administrators, successors and assigns to warrant and forever defend all and singular the property to Grantee, Grantee's heirs, executors, administrators, successors and assigns against every person lawfully claiming or who may lawfully claim the property or any part of or interest in the property, except as to the reservations from and exceptions to conveyance and warranty, when the claim is by, through or under Grantor but not otherwise.

BW MEADOW LAKE LP

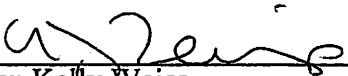
By: \_\_\_\_\_  
Austin BW Investements LLC,  
General Partner

By:   
Craig Biggar, Member

**Grantee's Acceptance of Deed**

Grantee accepts the foregoing deed and consents to its form and substance. Grantee acknowledges that the terms of the deed conform with Grantee's intent and that such terms will control in the event of any conflict between the terms of the deed and the terms of any contract Grantee and Grantor signed regarding the Property described in the foregoing deed.

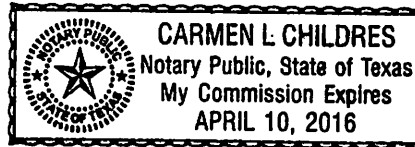
Austin Habitat for Humanity, Inc.

  
By: Kelly Weiss  
Its: President & CEO

State of Texas  
County of Travis

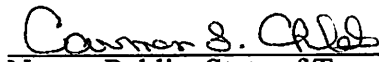
This instrument was acknowledged before me on the 24th day of May, 2013, by Craig Biggar, Member of Austin BW Investments LLC, General Partner of BW Meadow Lake, a Texas limited partnership, on behalf of the limited partnership.

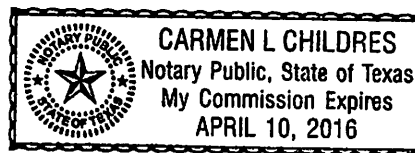
  
\_\_\_\_\_  
Notary Public, State of Texas



State of Texas  
County of Travis

This instrument was acknowledged before me on the 24th day of May, 2013, by Kelly Weiss, CEO & President on behalf of Austin Habitat for Humanity, Inc., a Texas corporation, on behalf of the corporation.

  
\_\_\_\_\_  
Notary Public, State of Texas



Prepared By:  
Hancock & McGill, L.L.P.  
Attorneys at Law  
File No: 13-83387.14

AFTER RECORDING RETURN TO:



"Exhibit A "

FIELD NOTES

FIELD NOTES FOR 14.6548 ACRES OUT OF THE SANTIAGO DEL VALLE GRANT A-24 IN TRAVIS COUNTY, TEXAS BEING THE SAME TRACT CONVEYED TO ARMAND LUCAS IN DOC. NO. 2002252993 OF THE OFFICIAL PUBLIC RECORDS OF TRAVIS COUNTY, TEXAS. SAID TRACT BEING MORE PARTICULARLY DESCRIBED BY METES AND BOUNDS AS FOLLOWS:

BEGINNING at a ½" iron pin found at the Southwest corner of Greenslopes Phase 1, a subdivision recorded in Book 70 Pg. 27 of the Travis County, Texas Plat Records also being on the East line of Meadow Lake Subdivision Phase 1 & 2, a subdivision recorded in Doc. No. 200200081 of the Official Public Records of Travis County, Texas for the Northwest corner of this tract and the POINT OF BEGINNING.

THENCE with the South line of Greenslopes Phase 1 and the North line of this tract the following twelve (12) courses:

- 1) S 71° 27' 40" E, 70.49 feet to a ½" iron pin found.
- 2) S 64° 14' 30" E, 386.64 feet to a ½" iron pin found.
- 3) S 28° 12' 26" W, 188.35 feet to a ½" iron pin found.
- 4) S 77° 15' 26" E, 177.43 feet to a ½" iron pin found.
- 5) S 04° 45' 16" E, 156.19 feet to a ½" iron pin found.
- 6) S 15° 23' 21" E, 24.93 feet to a ½" iron pin found.
- 7) Along a curve to the left whose elements are R= 182.50, L= 114.94 whose chord bears N 56° 09' 29" E, 113.05 feet to a spindle found at a point of reverse curve.
- 8) Along said curve to the right whose elements are R= 10.00, L= 17.23 whose chord bears N 87° 01' 33" E, 15.18 feet to a ½" iron pin found
- 9) S 43° 46' 11" E, 158.30 feet to a ½" iron pin found at a point of curve to the right.
- 10) Along said curve to the right whose elements are R= 55.00, L= 55.25 whose chord bears S 14° 59' 08" E, 52.96 feet to a ½" iron pin found.
- 11) S 76° 24' 22" E, 24.82 feet to a ½" iron pin found.
- 12) S 89° 46' 00" E, 217.11 feet to a ½" iron pin found at the Southeast corner of Greenslopes Phase 1, also being on the West line of a 11.178 acre tract conveyed to the City of Austin in Vol. 10759 Pg. 488 of the Official Public Records of Travis County, Texas for the Northeast corner of this tract.

THENCE with the common line of this tract and said 11.178 acre tract the following two (2) courses:

- 1) S 09° 39' 31" W, 368.89 feet to a ½" iron pin found.

- 2) S 50° 45' 49" W, 242.77 feet to a ½" iron pin found being the North common corner of said 11.178 acre tract and a 24.694 acre tract conveyed to the City of Austin in Vol. 10759 Pg. 488 of the Official Public Records of Travis County, Texas

THENCE with the common line of this tract and said 24.694 acre tract the following five (5) courses:

- 1) N 71° 26' 00" W, 579.63 feet to a ½" iron pin found.
- 2) N 88° 03' 27" W, 69.70 feet to a ½" iron pin found for the Southwest corner of this tract.
- 3) Along a curve to the left whose elements are R= 1478.77, L= 524.27 whose chord bears N 08° 25' 14" W, 521.53 feet to a ½" iron pin found.
- 4) N 18° 15' 53" W, 174.98 feet to a ½" iron pin set at a point of curve to the right.
- 5) With said curve to the right passing the Northeast corner of said 24.694 acre tract also being the Southeast corner of said Meadow Lake Subdivision Phase 1 & 2, in all whose elements are R= 523.30, L= 337.85 whose chord bears N 01° 24' 10 E, 332.01 feet to the POINT OF BEGINNING and containing 14.6548 acres more or less.

**GENERAL WARRANTY DEED**

15/ETC/CAS/1211748-HMG

**NOTICE OF CONFIDENTIALITY RIGHTS**

**IF YOU ARE A NATURAL PERSON, YOU MAY REMOVE OR STRIKE ANY OF THE FOLLOWING INFORMATION FROM ANY INSTRUMENT THAT TRANSFERS AN INTEREST IN REAL PROPERTY BEFORE IT IS FILED FOR RECORD IN THE PUBLIC RECORDS: YOUR SOCIAL SECURITY NUMBER OR YOUR DRIVER'S LICENSE NUMBER.**

**Date:** October 31, 2012

**Grantor:** Pacesetter Homes, LLC, a Texas limited liability company, successor by merger to Reytex Homes, LLC

**Grantor's Mailing Address:** 7940 Shoal Creek Blvd. #200, Austin, Texas 78757

**Grantee:** Austin Habitat for Humanity, Inc., a Texas non-profit corporation

**Grantee's Mailing Address:** 310 Comal Street #100, Austin, Texas 78702

**Consideration:**

(1) Cash and other good and valuable consideration.

**Property (including any improvements):**

TRACT ONE: Lots 16, 17, 18, 22 and 23, Block E, MEADOW LAKE SUBDIVISION, PHASE 3 & 4, according to the map or plat thereof recorded in Document No. 200500160, Official Public Records, Travis County, Texas.

TRACT TWO: Lots 19A, 20A and 21A, Block E, AMENDED PLAT OF PORTIONS OF MEADOWLAKE SUBDIVISION, PHASE 3 & 4, according to the map or plat thereof recorded in Document No. 200800014, Official Public Records, Travis County, Texas.

**Exceptions To Conveyance:**

Easements, rights-of-way, and prescriptive rights, whether of record or not; all presently recorded restrictions, reservations, covenants, conditions, oil and gas leases, mineral severances, and other instruments, other than liens and conveyances, that affect the property; all zoning laws, regulations and ordinances of municipal and other governmental authorities affecting the property; rights of adjoining owners in any walls and fences situated on a common boundary; any discrepancies, conflicts, or shortages in area or boundary lines; any encroachments or overlapping of improvements; and taxes for the current year, the payment of which Grantee assumes.

**Warranty Of Title:**

Grantor, for the consideration and subject to the reservations from and exceptions to conveyance and warranty, grants, sells, and conveys to Grantee the property, together with all and singular the rights

and appurtenances thereto in any wise belonging, to have and hold it to Grantee, Grantee's heirs, executors, administrators, successors or assigns forever. Grantor binds Grantor and Grantor's heirs, executors, administrators, successors and assigns to warrant and forever defend all and singular the property to Grantee, Grantee's heirs, executors, administrators, successors and assigns against every person lawfully claiming or who may lawfully claim the property or any part of or interest in the property, except as to the reservations from and exceptions to conveyance and warranty.

PACESETTER HOMES, LLC, SUCCESSOR BY  
MERGER TO REYTEX HOMES, LLC

By: \_\_\_\_\_  
Tom Lynch, President

By: \_\_\_\_\_  
Brian Higgins, Vice-President

By: \_\_\_\_\_  
Ron McElroy, Secretary

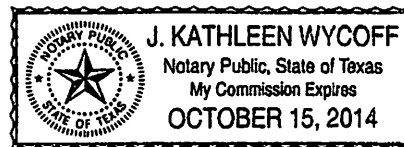
(TWO OF THREE SIGNATURES REQUIRED)

State of Texas

County of Travis

This instrument was acknowledged before me on the 31st day of October, 2012, by Tom Lynch, President and or Brian Higgins, Vice-President and/or Ron McElroy, Secretary of Pacesetter Homes, LLC, a Texas limited liability company, successor by merger to Reytex Homes, LLC, a limited liability company, on behalf of the limited liability company.

*J. Kathleen Wycoff*  
Notary Public, State of Texas



Prepared By:  
Hancock & McGill, L.L.P.  
Attorneys at Law  
File No: 12-83299akh

AFTER RECORDING RETURN TO:



Application for OHDA Funding 2021

## Tab 5e Phase I ESA

Please note that the Phase I ESA has been removed from the website version of the proposal due to its large size.



Application for OHDA Funding 2021

Tab 5f SHPO



# Austin Housing Finance Corporation

P.O. Box 1088, Austin, TX 78767  
(512) 974-3100 ♦ Fax (512) 974-3161 ♦ www.cityofaustin.org/ahfc

RECEIVED

MAR 20 2013

History Programs Division

March 20, 2012

Charles Peveto  
Texas Historical Commission  
108 West 16th Street  
Austin, Texas 78701

**RE:** Acquisition and New Construction  
14.65 Acres located at:  
**7051 Meadow Lake Drive**  
Austin, Travis County, Texas 78744

**NOT ELIGIBLE**  
for listing in the  
National Register of Historic Places  
**PROJECT MAY PROCEED**  
by Charles Peveto  
for Mark Wolfe  
State Historic Preservation Officer  
Date 3.21.13 *CP*

Dear Mr. Peveto:

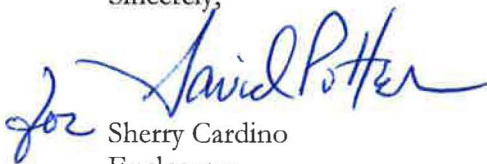
The City of Austin's Austin Housing Finance Corporation proposes to assist Austin Habitat for Humanity, Inc., a non-profit housing development organization, to utilize federal funds for the acquisition of 14.65 acres upon which no fewer than 60 single-family homes will be constructed. The homes will be sold to low- and moderate-income buyers as defined by HUD.

It is the City's determination that this activity would not be an undertaking that would affect structures on or eligible for listing on the National Register of Historic Places. We request your review and concurrence with our finding.

Enclosed are the Request for SHPO Consultation form, maps, and photographs.

Should you need additional information, please call me at 974-3153.

Sincerely,

*for*   
Sherry Cardino  
Enclosures

Board of Directors: Lee Leffingwell, President ♦ Sheryl Cole, Vice President ♦ Mike Martinez, Director  
♦ Chris Riley, Director ♦ Kathie Tovo, Director ♦ Laura Morrison, Director ♦ Bill Spelman, Director  
Marc A. Ott, General Manager ♦ Elizabeth A. Spencer, Treasurer ♦ Shirley Gentry, Secretary  
♦ Karen Kennard, General Counsel ♦

*The Austin Housing Finance Corporation is committed to compliance with the American with Disabilities Act and will provide reasonable modifications and equal access to communications upon request.*