Saigebrook Development

January 14, 2016

David Potter
Neighborhood Development Program Manager
Austin Housing Finance Corporation
1000 E. 11th Street, 2nd Floor
Austin, TX 78702

Re: RDHA Response for Elysium Park
3300 Oak Creek Dr, Austin, Texas

Dear Mr. Potter,

We are most pleased on behalf of our development team and Saigebrook Development, LLC ("Saigebrook") to submit this Rental Housing Development Assistance (RHDA) Program funding application response for the proposed 2016 TDHCA application, Elysium Park. We are excited about the possibility of working with the City of Austin on the proposed development.

Saigebrook Development and its Principal, Lisa Stephens, has specialized in providing first-class affordable and workforce housing communities in urban core and suburban areas since 1996. Ms. Stephens has secured 13 allocations of Housing Tax Credits in the last 6 application cycles in Texas and has financed and closed approximately 5,000 units in the southeastern United States. Elysium Park would be Saigebrook Development's third community in the Austin community. Art at Bratton's Edge is currently under construction. This community is a garden style, mixed income, family oriented development located off I-35 and Grand Avenue Parkway. Anticipated to open in the spring of 2016, this amenity rich development will offer one, two, and three bedroom units totaling 78 units. The community will consist of two and three-story buildings and a two story clubhouse/ amenities center with units above. LaMadrid Apartments was funded in 2015 and will be located off south Manchaca and Ravenscroft Drive. Anticipated to start construction in the summer of 2016, this amenity rich development will offer one, two, and three bedroom units totaling 95 units.

Saigebrook specializes in providing affordable housing for the workforce, including mixed income and mixed use concepts in several communities. The Saigebrook team is proficient in creating outdoor amenities that encourage connectivity and walkability throughout the development site and surrounding community as well as creating recreational and community living spaces in both garden style and mid-rise developments. Through strategic design of the proposed development project, the goal is to create urban style housing that is affordable to the local workforce while also providing options for market rate rental units within the community.

The proposed mixed income development, Elysium Park, would be located at 3300 Oak Creek Boulevard in Austin, Texas. This 7.1 acre multi-family development will consist

of approximately 98 units of which 83 are targeted as affordable housing and 15 for market rate housing. The property will have a mix of one, two and three bedroom units in a community comprised of two and three-story buildings and clubhouse/amenities center.

The proposed project is located within a First Quartile as defined by TDHCA. Under the provisions of the 2016 QAP, the site should receive maximum points for both Opportunity Index and Educational Excellence scoring criteria making it highly competitive based on the rules of the QAP. The community surrounding Elysium Park offers accessibility to education, transportation, employment opportunities, and recreational and commercial services, which perfectly align with The City of Austin's goals for new affordable housing projects. Elysium Park helps to achieve the City's goals by connecting affordable housing to transportation, education, jobs and healthcare.

In March, Saigebrook will apply for $1.5 million in annual 9% Housing Tax Credits from TDHCA to finance the development and construction of the property. Tax credit equity would provide approximately $14.25M in financing. A conventional loan in the amount of approximately $4.1M is anticipated as the first mortgage. In addition, Saigebrook is requesting with this RHDA response a $500,000 second mortgage loan from the City of Austin. This second mortgage will not only make the project financially feasible, put also provide the points for the local government contribution as required by the TDHCA application. The loan terms requested herein are 0% interest with a 40 year permanent term and 40 year amortization subject to cash flow availability.

The 2016 TDHCA Qualified Allocation Plan also provides points for sites located in a municipality to obtain a resolution of support from said municipality. **Therefore, Saigebrook is also requesting placement on the City of Austin's February City Council agenda and request that the resolution, attached as Exhibit 12, be considered for support at the council meeting.** The resolution of support includes a $10 minimum grant, waived fee, or contribution for the benefit of the development.

As an experienced developer in the affordable housing industry, Saigebrook and its principals understand that certain requirements and obligations will be required in conjunction with any source of federal funding. The development team has experience with Davis Bacon Wage Requirements, National Environmental Policy Act, Section 3, Affirmative Action plans, and MBE/WBE/OBE outreach requirements. Should Saigebrook be selected for funding by the City of Austin under this RHDA, the development will comply in all aspects with these federal funding regulations. Furthermore, Saigebrook is committed to furthering housing options for individuals with physical disabilities in Austin by providing 37% of the units at Elysium Park as accessible or adaptable units.

Elysium Park will provide an expansion of high quality, affordable, sustainable housing in the City of Austin, in a location that is currently underserved by affordable housing for families and households. We believe this development should be selected for support by the City of Austin as it is consistent with the City's goal to provide access to livable neighborhoods and increase opportunities for self-sufficiency.

Saigebrook Development

Thank you for the opportunity to submit this RHDA Response. We look forward to answering any questions you may have. Please contact Megan Lasch at megan@pinnaclehousing.com or at (830) 330-0762 concerning this Response.

Sincerely,

Lisa Stephens
Saigebrook Development, LLC
421 West 3rd Street Ste. 1504
Austin, TX 78701

EXHIBIT #2: PROJECT DESCRIPTION

Elysium Park is a proposed new construction, mixed income community to be located at 3300 Oak Creek Drive in Austin. This 7.1 acre multi-family development will consist of 98 units of which, 83 are targeted as affordable housing at 30-60% AMI and 15 for market rate housing.

The proposed development plan includes two and three-story buildings and clubhouse and amenities center building. The property will have a mix of one, two and three bedroom units.

UNIT MIX:
24 - 1bed/1bath units at 725 square feet
46 - 2bed/2bath units at 950 square feet
28 - 3bed/2bath units at 1175 square feet

30% AMI	50% AMI	60% AMI	Market Rate
9 units	34 units	40 units	15 units

The rent and income limits for housing tax credit units are based on the household income level and the number of bedrooms in the unit. These limits are generated by the U.S. Department of Housing and Urban Development each year and generally released in the first quarter of the year. The 2015 program rent limits for each area median income are shown in the table below. These are gross rents before deduction of any allowance for tenant paid utilities. Estimates of utility costs (known as utility allowances) will be deducted from these gross rents to determine net tenant paid rents. Utility allowances are either provided by an engineer in accordance with a HUD approved model or by the local housing authority and they are also updated annually.

	1 Bedroom	2 Bedroom	3 Bedroom
30% AMI	$432	$519	$599
50% AMI	$720	$865	$998
60% AMI	$864	$1038	$1198

Saigebrook Development will apply for $1.5 million in annual 9% housing tax credits from Texas Department of Housing and Community Affairs (TDHCA) in the 2016 application cycle to finance Elysium Park. Therefore, Elysium Park will meet the Multi-Family Rules and Guidelines of the Qualified Allocation Plan (QAP) and the Tax Credit Program, including the Equal Opportunity Housing regulations, Fair Housing, ADA and UFAS standards, as well as all City of Austin RHDA program guidelines. Tax credit equity would provide approximately $14.25 million in financing. A conventional loan in the amount of approximately $4.1 million is anticipated as the first mortgage and the applicant is hereby requesting a second mortgage loan of $500,000 from the City of Austin HFC.

Securing Housing Tax Credits (HTCs) has been and continues to be the linchpin to financing

development opportunities in affordable rental housing. Saigebrook Development is unparalleled in preparing and executing this type of funding mechanism. Our reputation is based upon our ability to positively implement a development initiative with the lowest possible financial exposure. Such efforts have been a hallmark of our ventures and have led to a consistent positive working relationship with financial institutions and public entities.

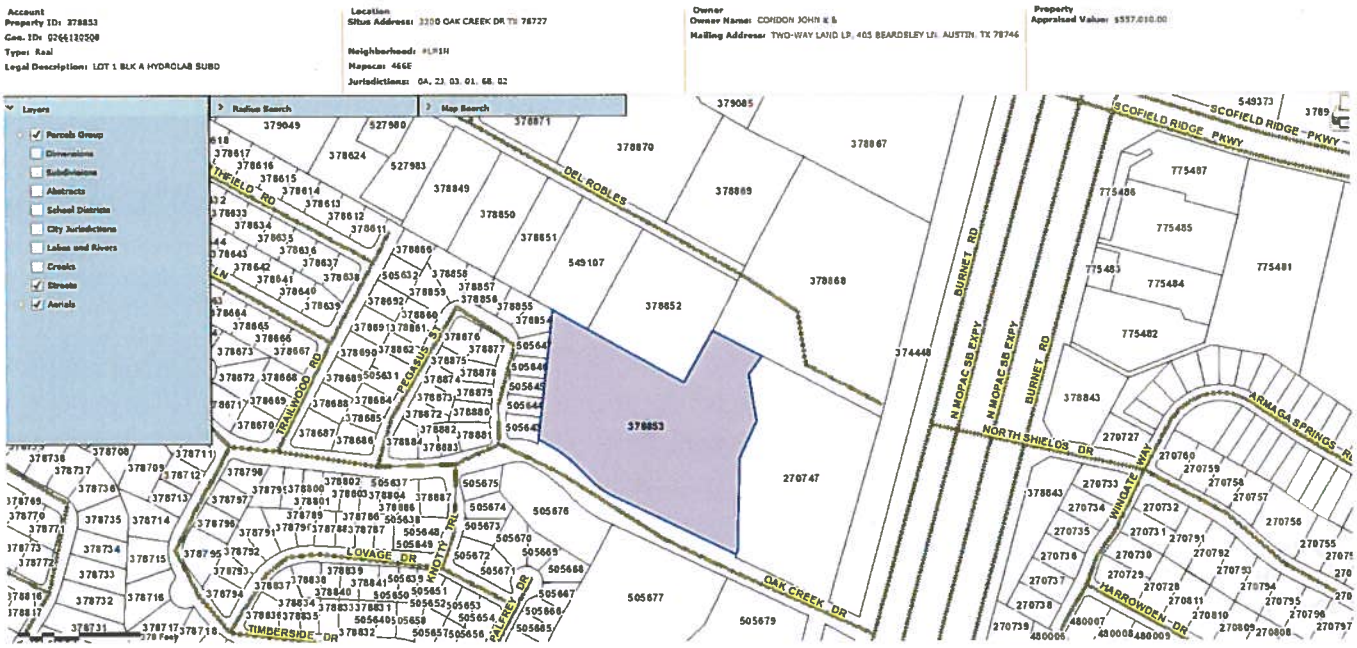
Site Location

The 7.1 acre site proposed for Elysium Park is located at 3300 Oak Creek Drive in the City of Austin, Travis County, Texas. **The site is located within Census Tract Number: 48453001846 and the tax parcel identification number is: 378853.** The Average Household Income for this census tract is $91,172 with a poverty rate of 12.5%.

Legal Description (as listed on Travis County Property Appraiser Website):

LOT 1 BLK A HYDROLAB SUBD

The map below shows the precise lot location and boundaries for the Elysium Park development site as depicted on the Travis County Property Appraiser's website:



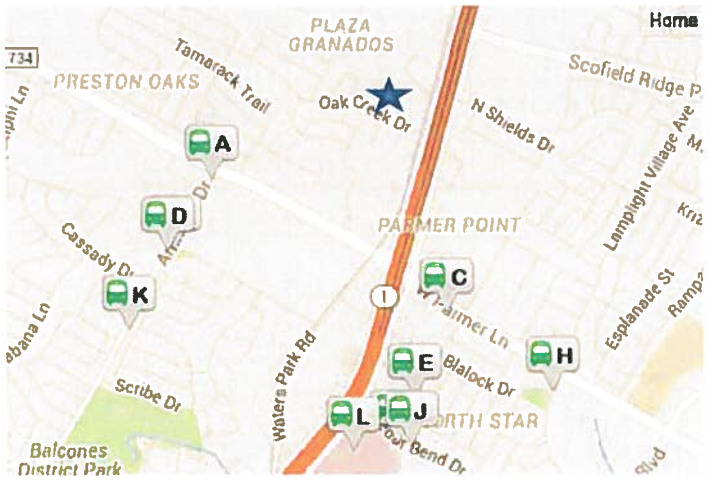
The maps below identify the 7.1 acre site for the propose location of Elysium Park.

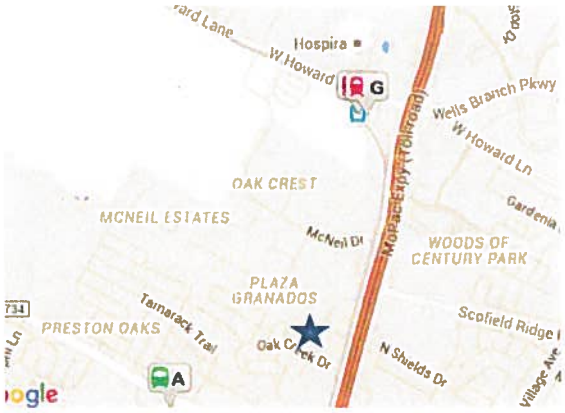
The property is within the Austin ISD, a MET Standard rated district. Every campus in Austin ISD has met or exceeded the State's new Accountability Standards. The residents of Elysium Park will have the opportunity to attend the excellent schools of Summit Elementary, Murchison Middle School and Anderson High School. Students who attend highly rated schools of this caliber often see greater opportunity for continued education yielding additional employment possibilities.

The community surrounding Elysium Park offers accessibility to, recreation, commercial services and many employment opportunities. Elysium Park is located in close proximity to St. David's North Austin Medical Center which provides a significant employment base as well as health care services. The proposed site is also within 1.6 miles from The Domain and within close proximity to the Howard Station & Parmer Crossing Shopping Center. The nearest HEB grocery store and pharmacy are less than ¾ of a mile from the proposed site.

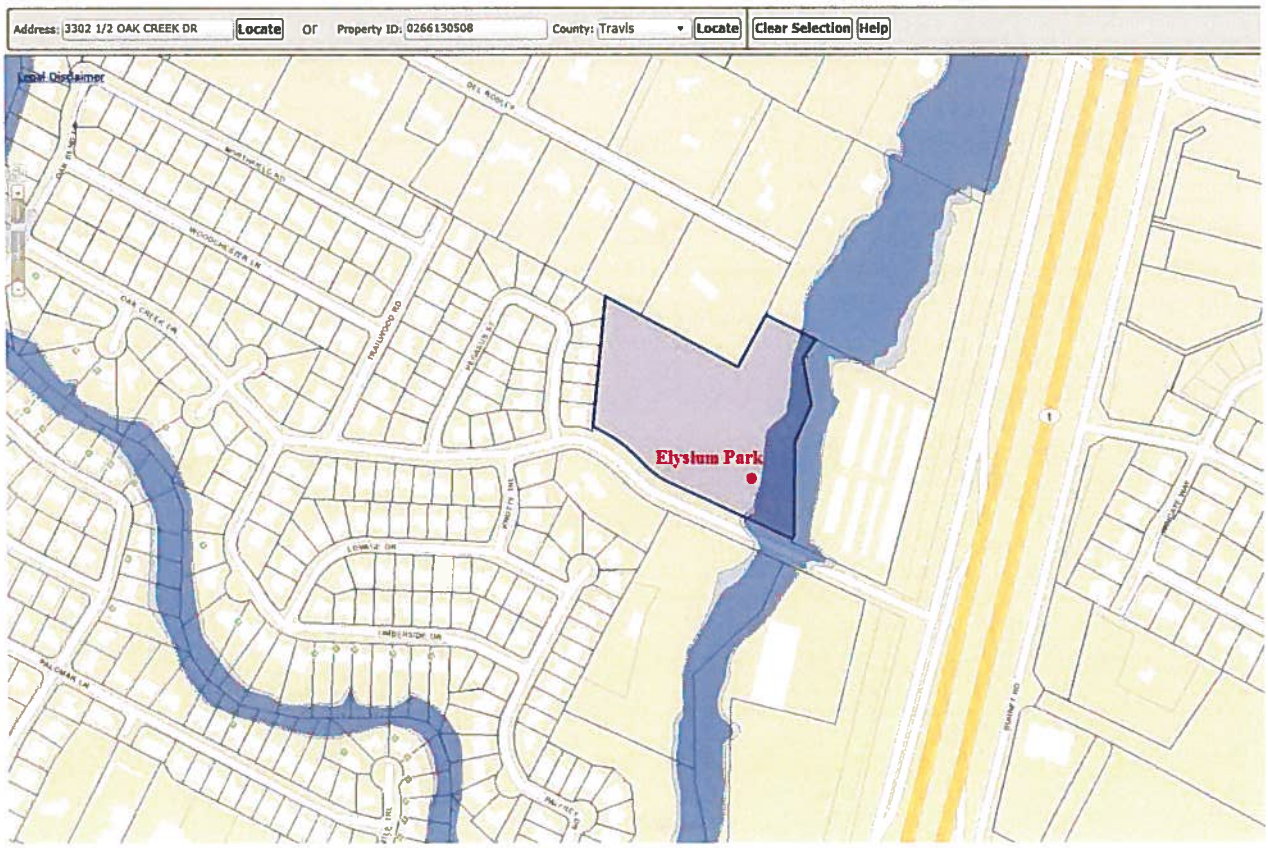
Proximity to Public Transit

Elysium Park will be located within close proximity (approximately 3/4th of a mile on average) to numerous Cap Metro bus stops which are clustered along or adjacent to W. Parmer Lane on either side of its intersection with the North Mopac Expressway. This access to the bus and vehicular transportation network will be a major advantage to residents of Elysium Park, allowing them relatively easy commute to work and for essential services. The transportation advantage for this development is also enhanced by the proximity to the Howard Station Metro Rail service, which lies 0.92 miles to the north of the development.





A portion of the 7.1 acre site is located within the Greater Austin Fully Developed Floodplain as indicated on the map below.



Amenities will likely include a fully furnished clubhouse with a media room, fitness center, cyber lounge, children's play area, community room, covered BBQ area, and an outdoor fitness trail. Unit amenities will include a dishwasher, solid surface countertops in kitchen and bathrooms, high efficiency appliances and lighting, hard surface flooring, walk-in closets and tile tub surrounds.

To the best of our knowledge and ability, all of Saigebrook's developments comply with the Equal Opportunity Housing regulations as well as Fair Housing, ADA and UFAS standards. This Development will be designed to meet or exceed the accessibility requirements of the Federal Fair Housing Act as implemented by HUD. **All common spaces will be designed to allow for accessibility to persons with limited mobility**. Additionally, at least 10 units will be reserved for persons with disabilities as defined by the Section 811 Project Rental Assistance Program. In accordance with RHDA Guidelines a minimum of 5% of all units and all of the community amenity space will be designed and constructed to allow for accessibility to persons with limited mobility. An additional 2% of the units will be also designed for hearing and visual disabilities.

ADA features for the units will include but are not limited to:

- ☐All passage doors to be 36" wide
- ☐Knee space in both bathrooms (if applicable) for wheelchair access
- ☐Under counter knee space in kitchen for wheelchair access
- ☐34" height countertop in bathroom and kitchen work area
- ☐All individual rooms are made fully accessible by providing adequate turn radius
- ☐Fully accessible bathtub/shower combination
- ☐Strobe light alarms and doorbells for HV units
- ☐Temperature controlled water valves
- ☐Accessible light switches and outlets

Furthermore, all ground floor units will be fully adaptable, as required by the Fair Housing Act, to accommodate those with disabilities and will be modified as needed by resident request.

An accessible route will connect the accessible parking spaces to the accessible and adaptable first floor units, as well as, the common areas of the development. As a further measure to ensure compliance, Saigebrook Development retains an Accessibility and Compliance Consultant to provide plan review and inspection services for compliance with the Texas Accessibility Standards (TAS), the Uniform Federal Accessibility Standards (UFAS), Fair Housing Act (FHA), and the International Building Code (IBC) Chapter 11. The scope of work for the review will include project registration with TDLR, technical assistance during the design phase, preliminary plan reviews, final plan review of the 100% CD Submittal, preliminary inspections, and a final construction inspection.

Green Building

Even before the current emphasis on Green methods and their employment in affordable housing,

the Saigebrook team strived to promote energy and natural resource conservation in its communities. These efforts have had a significant positive impact in the cost of operations, and the out of pocket costs of our residents. **Saigebrook will commit to a minimum of a 1-star Austin Energy Green Building rating for Elysium Park, as required by Austin's S.M.A.R.T. Housing program.** However, based on the Multifamily Rating Scorecard Planner, Elysium Park may be eligible for up to a 3 star rating based on a preliminary assessment. As stated in the S.M.A.R.T. Housing Certification letter, attached as **Exhibit 5,** prior to filing of building permit applications and starting construction, the developer must obtain a signed Conditional Approval from the Austin Energy Green Building Program stating that the plans and specifications for the proposed development meet the criteria for a Green Building Rating. **We will also pursue the National Green Building Standards bronze level certification.** Such efforts might include, but are not limited to:

- Low or no VOC paint
- Use of Xeriscape landscape plantings to reduce use of water resources;
- Attic insulation of R-30 or greater;
- Windows with a shading coefficient of .67 or greater;
- Energy conserving lighting;
- Low-flow fixtures and water conserving faucets, shower heads, etc;
- High efficiency (1.28 gpf) toilets
- Energy efficient appliances such as dishwashers and refrigerators
- Use of fluorescent interior lighting and ceiling fans;
- Installation of formaldehyde free insulation;
- Healthy flooring materials.

Art in Public Places

The principals of Saigebrook recognize the importance of art education. In each one of our communities we commission a local artist to create an original sculpture, mosaic, or other form of art work. Our continued commitment to Art in Public Places aims to provide a sense of community to each property and, quite often, local children are provided the opportunity to participate in the artist's creation, thereby creating a sense of pride and achievement within their neighborhood.

Resident Services

Resident services at the property will be determined as dictated by resident needs and desires. Saigebrook will work in concert with Accolade Property Management and local provider agencies to tailor onsite services that best fit Elysium Park's residential needs. During the TDHCA Application process, Saigebrook will obtain several letters of support from local non-profits and potential service providers to help jump-start the identification process. Wolfpack has partnered with Skillpoint Alliance, a local non-profit organizations, to provide resident services to the development. Skillpoint Alliance will provide job training and computer efficiency classes to adults that live at Elysium Park so that they can

continue their path to self-sufficiency. They will also provide summer camp programs for children while their parents are at work during the summer months. Additional resident services might include: monthly on-site social activities, financial counseling services, language classes, homebuyer education, credit counseling, financial planning courses, health screening services, computer classes, and health and nutritional seminars.

EXHIBIT #6: DEVELOPMENT TEAM AND CAPACITY

Saigebrook Development and its Principal, Lisa Stephens, have specialized in providing first-class affordable and workforce housing communities in urban core and suburban areas since 1996. Ms. Stephens has secured 13 allocations of Housing Tax Credits in the last 6 application cycles in Texas and has financed and closed approximately 5,000 units in the southeastern United States.

Elysium Park would be Saigebrook Development's third development in the Austin community. Art at Bratton's Edge is currently under construction. This community is a garden style, mixed income, family oriented development located off I-35 and Grand Avenue Parkway. Anticipated to open in the summer of 2016, this amenity rich development will offer one, two, and three bedroom units totaling 78 units. The community will consist of two and three-story buildings and a two story clubhouse/ amenities center with units above. LaMadrid Apartments was funded in 2015 and will be located off south Manchaca and Ravenscroft Drive. Anticipated to start construction in the summer of 2016, this development will offer one, two, and three bedroom garden apartments and townhomes totaling 95 units.

This development team has also collaborated with other municipalities for the purpose of building and rehabilitating housing. Most notably, in 2011, Saigebrook was selected to spearhead the redevelopment of the former Parkside Village Apartments in Waco, Texas. The City envisioned the revitalization of the surrounding neighborhood through the reconstruction of a previously failed HUD apartment community. The property, now known as Barron's Branch, consists of two phases totaling 168 units that serves residents making between 30% and 120% of Area Median Income along with 12 unrestricted market rate units. The Saigebrook team worked hand in hand with the City of Waco ensure a successful development was created that will be a true asset to the surrounding neighborhood.

Saigebrook's dedicated team includes Lisa Stephens, Principal and Team Leader and Megan Lasch, Project Manager and Primary Contact for the Elysium Park development venture. The development team has built its reputation not as the biggest or the busiest in the field, but as a premier affordable housing developer based on consistent quality, innovation in design and long-term viability of each development. Saigebrook will specifically oversee the Development Plan including but not limited to planning, environmental testing, design oversight, financing, permitting, construction, lease-up, and stabilization of the property. Collectively, the Saigebrook team has extensive experience in all aspects of housing development including market analysis, site selection and control, planning, design, construction, financing, management and compliance. Saigebrook Development has not had any changes in its company name nor has it undergone reorganization since incorporating in 2000. More information on each individual is included below.

Profile of Principals and Staff

The key team members for Saigebrook Development, LLC are Lisa Stephens (Principal and Team Leader), and Megan Lasch (Project Manager).

The Principal and Team Leader for Elysium Park, **LISA STEPHENS**, has more than 15 years of experience in developing, financing and operating affordable housing. She has secured thirteen allocations of 9% Housing Tax Credits in the last six application cycles in Texas and has financed and closed approximately 5,000 units in the southeastern United States. Ms. Stephens is the Owner and President of Saigebrook Development, LLC, a WBE/Texas HUB certified real estate development firm. Ms. Stephens was named by Affordable Housing Finance magazine as one of twelve 2009 "Young Leaders," a prestigious award honoring individuals under the age of 40 who have been nominated by their peers and colleagues as the next generation of affordable housing and community development leaders. Ms. Stephens received her BA in Accounting and Finance from the University of Florida and is certified by the U.S. Green Building Council as a LEED Green Associate. She currently serves on the National Green Building Standards' Green Advisory Council.

MEGAN LASCH- Originally from Grove, Oklahoma, Ms. Lasch has ten years of experience in the project management/consulting industry. Having received her Bachelor's degree in Biosystems Engineering from Oklahoma State University, Ms. Lasch began her career as an engineering consultant where she helped design a variety of public and private development projects. Ms. Lasch is the Owner and President of O-SDA Industries, LLC, a City of Austin MBE/WBE/Texas HUB certified real estate development firm. Ms. Lasch is based in Austin, Texas and serves as the project manager/developer for all Saigebrook Developments. Ms. Lasch helps to manage all aspects of the project life cycle from site identification, TDHCA application, to managing third party consultants throughout the design process and ultimately to project completion. Ms. Lasch serves on the Board of Directors for Skillpoint Alliance, a non-profit providing technology based workforce training, and is a member of the Real Estate Council of Austin.

Contact Information for Principals

Lisa M. Stephens (Principal & Team Leader)
421 West 3rd Street, Ste. 1504
Austin, TX 78701
352.213.8700
Lisa@saigebrook.com

Megan Lasch (Project Manager & Primary Contact)
421 West 3rd Street, Ste. 1504
Austin, TX 78701
830.330.0762
Megan@pinnaclehousing.com

Saigebrook Development

LISA M. STEPHENS - Ms. Stephens is a 1996 graduate of the University of Florida, Fisher School of Accounting, and Owner/President of Saigebrook Development, LLC a WBE and HUB certified real estate development consulting firm focused on affordable housing development. Ms. Stephens is a certified LEED Green Associate and has participated on various affordable housing boards and committees in both Texas and Florida.

During Ms. Stephens' tenure in the affordable housing industry, she has secured and closed in excess of $600 million of federal, state and local competitive funds across the southeastern United States. She has structured creative financing strategies and negotiated transactions involving more than 4,600 units in multiple states.

In 2011 Ms. Stephens formed Saigebrook Development, LLC to provide real estate development consulting services to clients in the affordable housing industry in Texas. Saigebrook Development is a certified Women Owned Business by the Women's Business Enterprise National Council as well as a State of Texas certified Historically Underutilized Business.

As a consultant and developer in the affordable housing industry, Ms. Stephens is responsible for the day-to-day operations and management of all programmatic and development functions, as well as coordination of project team members. She has more than 15 years of experience in affordable, workforce and market rate housing including mixed finance and mixed income properties as well as partnerships with local municipalities, housing finance agencies and housing authorities. Having developed and financed a considerable portfolio, Ms. Stephens has significant knowledge of layered financing and utilization of 9% and 4% housing tax credits, local and state issued tax exempt bonds, credit enhancement programs, NSP, CDBG, HOME and many other soft financing opportunities.

Recent development experience includes the following:

Name	Location	Units	Affordable	Market Rate
The Villages at Tarpon (rehab)	Tarpon Springs, FL	95	95	0
Tupelo Vue	Winter Haven, FL	70	70	0
Liberty Pass	Selma, TX	104	96	8
Barron's Branch II	Waco, TX	76	76	0
Art at Bratton's Edge	Austin, TX	76	68	8
Barron's Branch I	Waco, TX	92	77	15
Saige Meadows	Tyler, TX	92	82	10
Summit Parque	Dallas, TX	100	75	25
Amberwood	Longview, TX	78	68	10
La Ventana	Abilene, TX	84	72	12
Tylor Grand	Abilene, TX	120	120	0
Singing Oaks (Rehab)	Denton, TX	126	122	4
Pinnacle at North Chase	Tyler, TX	120	120	0

EXHIBIT #7: DEVELOPER CAPACITY

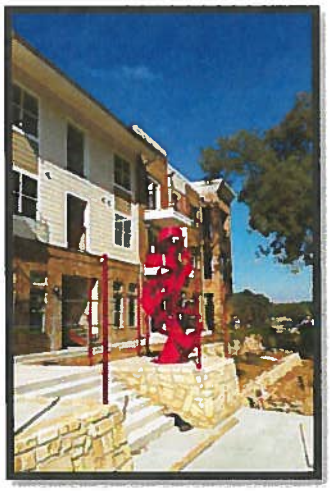
Collectively the principals of Saigebrook and its development team have financed, constructed and completed more than 5,000 affordable housing units. The development experience of this team includes utilization of highly leveraged resources and complicated multi-layered financing programs. Saigebrook has experience with many funding sources and their various program requirements including HOME, CDBG, Bonds, and TIF as well as many other financing vehicles. This proficiency was attained through prior experience and similar ventures working with dozens of municipalities to provide permanent affordable housing throughout the southeast. Saigebrook knows from prior experience and similar ventures that such a program will require unique skills and the capacity to ensure the long-term goals of the project are effectively served, adequately financed, and delivered on time and within budget. To this end, Saigebrook has strategically constructed a team with proven, talented members, each of whom will be required for specific tasks and expertise.

Recent Development Experience

The three most recent developments are summarized as follows. Additional project information and a complete list of development experience including project dates, types and locations follow this section.

Barron's Branch – Waco, Texas

Barron's Branch is a two-phase community redevelopment partnership with the City of Waco. Barron's Branch is a luxury styled, mixed income community located at Colcord Avenue and 9th Street. The amenity rich development offers one, two, three and four bedroom apartments with a total of 168 units. The units include spacious floor plans, covered entries, patios and balconies, energy star rated appliances, granite countertops and spacious closets. The first phase will complete construction in January 2016 and is currently 95% leased. The second phase will begin leasing in the summer of 2016. The rent for these high quality units will be held to affordable levels with the intent of alleviating some of the resident's financial burdens and allowing them a more comfortable life style.

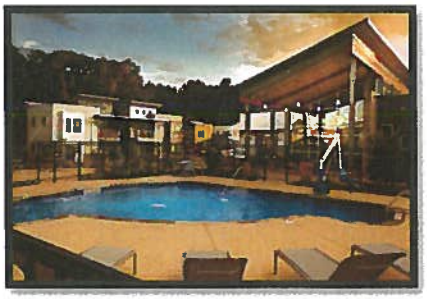


This family community encourages an active lifestyle and connects to an improved city park via a bridge across Brazos Creek. Barron's Branch will offer a First Time Homebuyer Down Payment Assistance Program to its residents. Other community amenities include: a fully furnished clubhouse with fitness center and cyber lounge, a pool, a children's playground, a pavilion with BBQ grill and picnic tables and monthly social activities. The complex also includes a retail space that will house Skillpoint Alliance, a non-profit organization whose mission is to build partnerships that lead to college and career success for Central Texans while meeting employers' workforce needs. Skillpoint will provide resident education programs, as well as, skills and job training to the community free of cost. Skillpoint Alliance connects industry & education for workforce

development through 4 programs. "Empower" is a computer proficiency course that will increase the number of computer proficient adults through a 10-week proficiency series. "Gateway" is a Rapid Employment Training course that will increase the number of career-ready individuals by providing technical and professional skill training in Electrical, Plumbing, HV/AC, Machine Operator and Nurse Aide. The third program is "Velocity Prep," a Youth Internship Program. This program will introduce high school students to the day-to-day realities of working in STEM careers, including training to run a business, presentation skills, and more. The last program is called "STEM Summer Camps." This program provides a minimum of two week long summer camps for area resident children aged 5-12 years old with a focus on primary science, technology, engineering and math.

Saige Meadows – Tyler, Texas

Created with the City of Tyler's working families in mind, **Saige Meadows,** offers a number of spacious 1, 2, and 3 bedroom apartments/townhomes and encourages active community engagement with a multitude of outdoor amenities. Consisting 92 mixed-income units, there are ten residential buildings, a clubhouse with amenity and leasing office space and a separate fitness center. Saige Meadows serves families at 30%, 50% and 60% of AMI, as well as market rate households. This community is the second of its kind in Tyler by this development team. The first project, Pinnacle at North Chase, opened its doors to residents in August of 2012. Given the tremendous success and outstanding quality of the North Chase property, the City of Tyler invited Saigebrook Development to explore a second development opportunity in their city. Located within Tyler's North End Revitalization plan, Saige Meadows was the result of that invitation to explore growth in North Tyler and the community will be a catalyst for future investment in the area.



The property began pre-leasing in late 2014 while still under construction with marketing based only on the designed floor plans. The property opened its doors in March of 2015 with over 50% of the units already pre-leased. Just three months later, the property was 100% leased and remains so today with a significant waiting list. On-site amenities include: a fully-furnished clubhouse with entertainment room and Wi-Fi throughout, swimming pool, playground, fitness center, cyber lounge, picnic area with BBQ grills, and is located within Lindale ISD, a MET Standard rated district. There are multiple supportive services offered to the residents of Saige Meadows, such as: monthly on-site social activities, financial counseling services, language classes, homebuyer education, credit counseling, financial planning courses, health screening services, computer classes, and health and nutritional seminars. Unit features

include: spacious floor plans, Energy-Star appliances and fixtures, granite countertops, resilient hard-surface flooring, plentiful storage, covered entries and patios/balconies. Saige Meadows commissioned the work of Texas sculptor George Tobolowsky out of Dallas, Texas. The sculpture called "Reaching Up" is made of painted steel and stainless steel recycled elements.

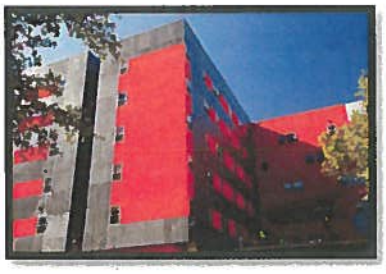
Creating an energy-efficient community was an important goal for the development of Saige Meadows, and the property received a NGBS Green Certified Bronze status. Another important objective in the development of Saige Meadows was to help create jobs within the community, allow opportunities for apprenticeships and building experience, and ultimately support economic development in the City of Tyler. In order to do so, Saige Meadows hosted a Job Fair/Outreach Event for DBE/WBE/HUB's, local firms and prime contractors to learn about the Saige Meadows project, understand the schedule and time-frame, and network with other firms to seek out partnership opportunities. The goal was to choose subcontractors from the area to support Tyler and reinvest in the community. Additionally, job opportunities were created indirectly through the subcontractor base. TDHCA anticipated that Saige Meadows would create $6.4 million in local income and over 100 jobs through construction and management.

Summit Parque – Dallas, Texas

Summit Parque, located in North Dallas is a mid-rise, family oriented community consisting of 100 units. With 25% market rate units, Summit Parque is a true mixed-income community. This seven-story residential development was designed with energy efficiency in mind and offers its residents unparalleled living with all the conveniences of an urban location. Summit Parque is located near the Medical City Hospital, which provides a significant employment base as well as health care services. Medical City's facilities consist of several hospitals including Medical City Children's Hospital, Green Oaks Hospital, and Texas Institute for Robotic Surgery. Additionally, the residents of Summit Parque will have the opportunity to attend Richardson ISD, a MET Standard rated district. Residents live between one and three miles from the assigned schools: Hamilton Park Pacecenter Elementary, Westwood Junior High and Richardson High School.

The clubhouse and leasing facilities are located at ground level, with a two story parking garage and residential units above. Amenity centers are located on multiple levels including an outdoor terrace space for residential use, gatherings and other community functions. Specific amenities at Summit Parque include a fully furnished clubhouse with a media room, fitness center, cyber lounge, children's play area, community room, covered BBQ, and roof top terrace. Unit amenities will include a dishwasher, microwave, solid surface countertops, high efficiency appliances and lighting, hard surface flooring, walk-in closets and tile tub surrounds. Creating an energy-efficient community was an

important goal for the development of Summit Parque. The community has several arrays of solar panels mounted on the roof of the building. The clean renewable energy produced will help to offset the amount of energy used by the common areas. This property has achieved an NGBS Silver Level Certification.



SOURCES AND USES

JANUARY 5, 2016

ELYSIUM PARK

Financing Participants	Funding Description	Construction Period		Lien Position	Permanent Period					Lien Position
		Loan/Equity Amount	Interest Rate (%)		Loan/Equity Amount	Interest Rate (%)	Amort - ization	Term (Yrs)	Syndication Rate	
Debt										
TDHCA	Multifamily Direct Loan									
TDHCA	Mortgage Revenue Bond									
Wells Fargo	Conventional Loan	$9,800,000	7.50%	1st	$ 4,100,000	7.50%	30	18		1st
Austin HFC	Local Government Loan	$500,000	0.00%	2nd	$ 500,000	0.00%	40	40		2nd
Third Party Equity										
Wells Fargo	HTC	$ 11,398,860			$ 14,248,575				0.95	
Grant										
Deferred Developer Fee										
Saigebrook Development, LLC		$ -			$ 555,254					
Other										
		$ -			$ -					
Total Sources of Funds		$ 21,698,860			$ 19,403,829					
Total Uses of Funds					$ 19,403,829					

ELYSIUM PARK 98 units
15 YEAR OPERATING PROFORMA

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
GROSS RENTAL INCOME	2.00%	1,013,436	1,033,705	1,054,379	1,075,466	1,096,976	1,118,915	1,141,294	1,164,119	1,187,402	1,211,150	1,235,373	1,260,080	1,285,282	1,310,988	1,337,207
PLUS: OTHER INCOME		17,640	17,993	18,353	18,720	19,094	19,476	19,866	20,263	20,668	21,081	21,503	21,933	22,372	22,819	23,276
LESS: VACANCY	7.50%	(77,331)	(78,877)	(80,455)	(82,064)	(83,705)	(85,379)	(87,087)	(88,829)	(90,605)	(92,417)	(94,266)	(96,151)	(98,074)	(100,036)	(102,036)
EFFECTIVE GROSS INCOME		953,745	972,820	992,277	1,012,122	1,032,365	1,053,012	1,074,072	1,095,554	1,117,465	1,139,814	1,162,610	1,185,862	1,209,580	1,233,771	1,258,447
EXPENSE ASSUMPTIONS:	3.00%															
	PER UNIT															
MANAGEMENT FEE (5%)	487	47,687	48,641	49,614	50,606	51,618	52,651	53,704	54,778	55,873	56,991	58,131	59,293	60,479	61,689	62,922
MARKETING/ADMINISTRATION	300	29,400	30,282	31,190	32,126	33,090	34,083	35,105	36,158	37,243	38,360	39,511	40,696	41,917	43,175	44,470
ELECTRIC	125	12,250	12,618	12,996	13,386	13,787	14,201	14,627	15,066	15,518	15,983	16,463	16,957	17,466	17,990	18,529
WATER/SEWER (Master Meters)	400	39,200	40,376	41,587	42,835	44,120	45,444	46,807	48,211	49,657	51,147	52,682	54,262	55,890	57,567	59,294
WASTE REMOVAL	90	8,820	9,085	9,357	9,638	9,927	10,225	10,532	10,847	11,173	11,508	11,853	12,209	12,575	12,952	13,341
PAYROLL	958	93,901	96,718	99,619	102,608	105,686	108,857	112,122	115,486	118,951	122,519	126,195	129,981	133,880	137,896	142,033
MAINTENANCE/REPAIR	350	34,300	35,329	36,389	37,481	38,605	39,763	40,956	42,185	43,450	44,754	46,096	47,479	48,904	50,371	51,882
CONTRACT SERVICES	360	35,320	36,380	37,471	38,595	39,753	40,946	42,174	43,439	44,742	46,085	47,467	48,891	50,358	51,869	53,425
INSURANCE	350	34,300	35,329	36,389	37,481	38,605	39,763	40,956	42,185	43,450	44,754	46,096	47,479	48,904	50,371	51,882
TAXES	1,224	120,000	123,600	127,308	131,127	135,061	139,113	143,286	147,585	152,012	156,573	161,270	166,108	171,091	176,224	181,511
RHDA SUPPORTIVE SERVICES	245	24,000	24,720	25,462	26,225	27,012	27,823	28,657	29,517	30,402	31,315	32,254	33,222	34,218	35,245	36,302
RESERVES	300	29,400	30,282	31,190	32,126	33,090	34,083	35,105	36,158	37,243	38,360	39,511	40,696	41,917	43,175	44,470
	5,190	508,578	523,359	538,573	554,234	570,355	586,949	604,031	621,615	639,716	658,349	677,529	697,274	717,599	738,522	760,061
NET OPERATING INCOME	4,543	445,167	449,462	453,704	457,888	462,010	466,063	470,041	473,938	477,749	481,465	485,081	488,589	491,981	495,249	498,386
DEBT SERVICE		(344,014)	(344,014)	(344,014)	(344,014)	(344,014)	(344,014)	(344,014)	(344,014)	(344,014)	(344,014)	(344,014)	(344,014)	(344,014)	(344,014)	(344,014)
CASH FLOW		101,154	105,448	109,690	113,875	117,996	122,049	126,027	129,925	133,735	137,452	141,067	144,575	147,967	151,235	154,372
CUMULATIVE CASH FLOW		101,154	206,602	316,292	430,167	548,163	670,212	796,239	926,164	1,059,899	1,197,351	1,338,418	1,482,993	1,630,960	1,782,196	1,936,568
DEBT SEVICE COVERAGE		1.29	1.31	1.32	1.33	1.34	1.35	1.37	1.38	1.39	1.40	1.41	1.42	1.43	1.44	1.45

RENT SCHEDULE

JANUARY 5, 2016 ELYSIUM PARK

HTC Units	HOME Units (Rent/Inc)	HTF Units	MRB Units	Other/Subsidy	# of Units	# of Bedrooms	# of Baths	Unit Size (Net Rentable Sq. Ft.)	Total Net Rentable Sq. Ft.	Program Rent Limit	Tenant Paid Utility Allow.	Rent Collected/Unit	Total Monthly Rent
					(A)			(B)	(A) x (B)			(E)	(A) x (E)
TC30%					2	1	1.0	725	1,450	$ 432	$ (63)	$ 369	738
TC50%					8	1	1.0	725	5,800	$ 720	$ (63)	$ 657	5,256
TC60%					10	1	1.0	725	7,250	$ 864	$ (63)	$ 801	8,010
MR					4	1	1.0	725	2,900	$ -	$ -	$ 864	3,456
TC30%					4	2	2.0	950	3,800	$ 519	$ (83)	$ 436	1,744
TC50%					17	2	2.0	950	16,150	$ 865	$ (83)	$ 782	13,294
TC60%					18	2	2.0	950	17,100	$ 1,038	$ (83)	$ 955	17,190
MR					7	2	2.0	950	6,650	$ -	$ -	$ 1,038	7,266
TC30%					3	3	2.0	1175	3,525	$ 599	$ (102)	$ 497	1,491
TC50%					9	3	2.0	1175	10,575	$ 998	$ (102)	$ 896	8,064
TC60%					12	3	2.0	1175	14,100	$ 1,198	$ (102)	$ 1,096	13,152
MR					4	3	2.0	1175	4,700	$ -	$ -	$ 1,198	4,792
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		Total			98				94,000				84,453

Additionally, Skillpoint Alliance, an Austin based non-profit organization, has entered into a Memorandum of Understanding to provide resident services at the proposed Elysium Park. Skillpoint Alliance programs play a major role in driving the Central Texas economy by offering opportunities for the underserved population to fill much-needed jobs, preparing the workforce for today's technology-focused world and using project-based learning to ensure the high-tech workforce exists for the growing technology sector. Skillpoint Alliance will provide job training and computer efficiency classes to adults that live at Elysium Park so that they can continue their path to self-sufficiency. They will also provide summer camp programs for children while their parents are at work during the summer months.

Two programs that Skillpoint is proposing to offer residents of Elysium Park are:

Empower: Computer Proficiency

1. Skillpoint will increase the number of computer proficient adults by prioritizing recruitment and marketing to the complex for Skillpoint's (Empower) 10-week Proficiency Series. The digital inclusion of low income Austin residents will mean an increase of employment opportunities and community engagement. More than computer literacy, Skillpoint's Empower program will develop proficiency skills with computers. The program is designed to offer day and/or evening classes two times a year, serving approximately 40 people.

STEM Summer Camps

2. Skillpoint will provide a minimum of 2 one week long summer camps for area resident children aged 5-12 years old. Each camp will have a primary science, technology, engineering, and math focus. Possible camps are Nano Tech, Future City, Solar Racers, Mine Craft, Robotics, and First Lego League. Recruitment for camps will prioritize LaMadrid residents, but also allow youth from surrounding areas. Summer camps will partner with area funders to provide scholarships for the summer camps provided. Skillpoint will offer two STEM Camps over the course of the summer; serving as many as 40 youth.

Please see the attached executed MOU between Elysium Park and Skillpoint Alliance as well as resumes of key personnel who will be actively involved in the delivery of services.

An annual budget for supportive services has been included in the twenty year pro forma attached at **Exhibit 10**. Additionally, per the terms of the MOU Skillpoint and Saigebrook will work jointly to identify and secure other potential sources of funding for on-site supportive services.

In year 1, $24,000 has been budged for supportive services.
In year 2, $24,720 has been budged for supportive services.
In year 3, $25,462 has been budged for supportive services.

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (MOU) by and between **Skillpoint Alliance (SKILLPOINT)** a 501(c)3 social enterprise located at 201 E. 2nd Street, Suite B, Austin TX 78701 and **Elysium Park, LLC (ELYSIUM)** located at 421 West 3rd Street, Suite 1504, Austin TX 78701, outlines the responsibilities and expectation for both parties in support of achieving the following mutually beneficial outcomes:

Elysium will provide onsite computer laboratory/ training space include:

- One STEM Education and Adult Workforce Training Lab spaces each able to seat up to 20 people.
- Wireless internet capabilities

Skillpoint will provide:

- Trained instructors and staff to facilitate all the programs.
- Equipment and supplies as needed to facilitate the trainings.

Skillpoint will provide the following in Year 1

Empower: Computer Proficiency

- Skillpoint will increase the number of computer proficient adults by prioritizing recruitment and marketing to Elysium Park residents for Skillpoint's (Empower) 10-week Proficiency Series. The digital inclusion of low income Austin residents will mean an increase of employment opportunities and community engagement. More than computer literacy, Skillpoint's Empower program will develop proficiency skills with computers. We will offer day and/or evening classes two times a year; serving approximately 40 people.

STEM Summer Camps

- Skillpoint will provide a minimum of two week long summer camps for area resident children aged 5-12 years old. Each camp will have a primary science, technology, engineering, and math focus. Available camps are Nano Tech, Future City, Solar Racers, Mine Craft, Robotics, and First Lego League. Recruitment for camps will prioritize Elysium Park residents, but also allow youth from surrounding areas. Summer camps will partner with area funders to provide scholarships for the summer camps provided. Skillpoint will offer two STEM Camps over the course of the summer; serving as many as 40 youth.

Skillpoint will provide an evaluation at the end of Year 1 in order to determine viability of the programs delivered and the possibility of adding additional trainings for Elysium Park residents starting in Year 2.

Skillpoint and Elysium agree to work collaboratively relationships with partners and stakeholders for the Austin project that has worked successfully for 20 years in Central Texas to make Skillpoint a respected and requested leader for STEM Education programs and Adult Workforce Training.

Skillpoint and Elysium agree to work collaboratively on all funding requirements to make this project a success.

1-12-16

Lisa Stephens — Date
Authorized Agent, Elysium Park, LLC

Margo Dover — 1/8/2016 — Date
Executive Director, Skillpoint Alliance