Application Form

RENTAL HOUSING DEVELOPMENT ASSISTANCE (RHDA)

Application for Rental Development Financing

PLEASE NOTE: AHFC Reserves the right to fund projects at a lower amount than requested, and the right to deny applications that do not coincide with the City's FY 2016-17 Action Plan goals and policy direction from the Austin City Council.

Project Name: **Saltillo Apartments**

Project Address: **SE corner of East 5th Street and Navasota St** Zip Code: **78702**

Total # units in project/property: **90** Census Tract Number: **48453000902**

Total # units to be assisted with RHDA Funding: **90** City Council District Number: 3

Project type (check all that apply with an '**X**'):

[ ] Acquisition [ ] Rehabilitation [X] New construction [ ] Refinance [ ] Rent Buy-Down

Amount of funds requested: **$2,000,000** Terms Requested: **40 year, 0% interest, forgivable**

Role of applicant in Project (check all that apply): ____ Owner **X** Developer ____ Sponsor

1. Applicant Information (If applicant is not acting as the developer, please provide all of the information below for the developer as well as for the applicant. If the developer involves multiple entities, is a partnership or joint venture, please provide duplicative information for each, and identify the entity that will serve as the "lead" organization).

DMA Development Company, LLC [X] **Developer** [ ] **Consultant/Other**
Name Applicant is (please check appropriate box):

4101 Parkstone Heights Dr. Suite 310
Street Address

Austin	**TX, 78746**	**512-328-3232**
City	State, Zip	Telephone
Janine Sisak	**512-328-332 ext 4505**	**JanineS@dmacompanies.com**
Contact Person	Contact Telephone	E-mail address
[redacted]	[redacted]	
Federal Tax ID Number	D-U-N-S Number (REQUIRED - Visit www.dnb.com for free DUNS#)	

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.*

DMA Development Company, LLC
Legal Name of Developer/Entity

Signature of Authorized Officer

Senior Vice President/General Counsel
Title

February 22, 2017
Date

CONSIDER SMOKE-FREE HOUSING

The City of Austin encourages the development of smoke-free rental housing. Smoke-free housing protects the health of residents by decreasing exposure to harmful secondhand smoke. Also, apartment owners and managers reap the benefits of more efficient and less expensive unit turnovers, potentially lower insurance premiums, and reduced risk of fires.

Smoke-free policies are legally permissible and can be a marketing advantage for attracting and retaining residents. More than 80 percent of people living in the Austin area do not use tobacco, and a 2011 survey conducted by the Austin/Travis County Health and Human Services Department found that 77 percent of renters in Travis County would prefer to live in tobacco-free housing.

Find out how you can protect the health of residents, make your property safer, and save money by downloading a copy of "A Manager's Guide to Smoke-Free Housing Policies" at: http://www.livetobaccofreeaustin.org/owners.php.

Please answer the following questions.

Is this development intended to have restrictions on smoking? _X_ Yes ___ No

If "Yes," what level of restriction is intended?

_X_ No smoking anywhere on the property, inside or outside

___ No smoking Inside residents' units

___ No smoking in outdoor exclusive use areas such as individual balconies or patios

___ No smoking in outdoor common areas such as pool, parking lot, green spaces, etc.

___ No smoking outdoors within a reasonable distance from building entrances (such as 15 – 25 feet) to prevent smoke from entering another resident's open windows or doors.

2. A. Non-profit applicants/developers, attached copies of the following:

1. A "certificate of status" issued by the Texas Secretary of State.
2. Federal IRS certification granting non-profit tax-exempt status.
3. Certified financial audit for most recent year which include the auditor's opinion and management letters.
4. Board resolution approving the proposed project and authorizing the request for funding

B. For-profit applicants/developers, attach copies of the following:

1. For Corporations, Limited Partnerships, and Limited Liability Companies, a copy of a "certificate of status" issued by the Texas Secretary of State.
2. A current financial statement
3. Proof of sufficient reserves or a line of credit available, if necessary, in order to complete the proposed project.

3. Project Type (Please check any that apply.) This project is considered:

X **Traditional Rental Housing** (serving low-income households, and resident services may or may not be provided)

_____ **Transitional Housing** (case management services provided and residency limited to a certain length of time, usually no more than 24 months)

X **Permanent Supportive Housing** (Considered long-term rental housing for very low-income families and individuals who are among the hardest to serve and who are most vulnerable to homelessness. This type of housing provides case management services to residents as needed).

If you checked Permanent Supportive Housing, please complete the information below.

A. Numbers of proposed PSH Units:

90 Total Number of Units in project
3 Total Number of Permanent Supportive Housing (PSH) Units Proposed

B. Check the population or sub-population(s) proposed to be served and indicate the number of units dedicated to that population or sub-population.

1._____ Persons needing **"Housing First,"** a Permanent Supportive Housing model typically designed for individuals or families who have complex service needs, who are often turned away from other affordable housing settings, and/or who are least likely to be able to proactively seek and obtain housing on their own. Housing First approaches also include rapid re-housing which provides quick access to permanent housing through interim rental assistance and supportive services on a time-limited basis.

NUMBER OF UNITS _____

Individuals or families headed by individuals that are:

2._____ **Chronically homeless** as established in the HEARTH Act (Homeless Emergency and Rapid Transition to Housing Act of 2009) found at 24 CFR Part 577.

NUMBER OF UNITS _____

3._____ Households that would otherwise meet the HUD definition of chronically homeless per the HEARTH Act, but **have been in an institution for over 90 days**, including a jail, prison, substance abuse facility, mental health treatment facility, hospital or other similar facility.

NUMBER OF UNITS _____

4._____ Unaccompanied youth or families with children **defined as homeless under other federal statutes** who:

a. have experienced a long-term period without living independently in permanent housing;

b. have experienced persistent instability as measured by frequent moves over such period; and
c. can be expected to continue in such status for an extended period of time because of chronic disabilities, chronic physical health or mental health conditions, substance addiction, histories of domestic violence or childhood abuse, the presence of a child or youth with a disability, or multiple barriers to employment.

NUMBER OF UNITS _____

5._____ A single adult or household led by an adult **'aging out' of state custody of the foster care or juvenile probation system**, where the head of household is homeless or at-risk of homelessness.

NUMBER OF UNITS _____

6.___X___ Any other population **not defined above** but who would otherwise be eligible for or need permanent supportive housing services.

NUMBER OF UNITS _____3_____

NOTE: APPLICANTS CHECKING B.1, B.2, B.3, or B.4 ABOVE MUST COLLECT AND REPORT INFORMATION INTO THE HOMELESS MANAGEMENT INFORMATION SERVICE (HMIS)

4. Project Description. Provide a brief project description that addresses items "A" through "L" below.

a. Describe the tenant population, income levels, and services, if any, to be provided to or made available to residents.

The proposed development will serve families. One-hundred percent of the 90 units will be income restricted for those who earn less than 60% of the area's median income. Specifically, 24% of the total units will be for tenants with approximate incomes at or below 60% of the area's median income, 63% of the total units will be for tenants with approximate incomes at or below 50% of the area's median income, and 12% of the total units will be for tenants with approximate incomes at or below 30% of the area's median income. For a family of 2, those approximate income levels are $37,350, $31,150, and $18,700 respectively. For a family of 4, those approximate income levels are $46,680, $38,900, and $24,300 respectively.

For this development, DMA will offer a full slate of supportive services, which may include continuing education classes, financial planning courses, health and wellness activities, and on-site social events.

b. Include the type of structure (multi-family or single-family), number and size of units in square feet.

Saltillo Apartments will be a 90 unit family development that consists of one 5-story, elevator served building, with parking and a retail/amenity space on the ground floor. There will be a mix of studio (560 sq. ft.), 1 bedroom (685 sq. ft.), 2 bedroom (990 – 1,038 sq. ft.), and 3 bedroom (1,195 - 1,250 sq. ft.) units.

c. Indicate whether the property is occupied at the time this application is being submitted.

There are no existing structures on this site, therefore no residents will be displaced or relocated.

d. Indicate whether the project meets the requirements of the City's Vertical Mixed-Use (VMU) Ordinance, or is in a Planned-Unit Development (PUD) or Transit Oriented Development (TOD), or is located less than .25 miles from a transit stop (not just a transit route).

The project site is located in the Plaza Saltillo Transit Oriented Development.

e. Indicate whether the project will preserve existing affordable rental units.

There is no existing housing currently on the site. The project will bring new affordable rental units online and maintain their affordability for a 40-year compliance period.

f. If there are existing structures, provide documentation from the taxing authority or another third-party source indicating the year the structure was built.

N/A

g. Indicate the number of units reserved for Housing Choice Voucher holders (Section 8).

There are no units reserved for Section 8 households, although the community will accept Section 8 voucher holders.

h. Indicate the number of units that are or will be made accessible and adaptable for persons with mobility, sight or hearing disabilities.

All units will be designed as adaptable. Additionally, five percent of the units will be designed as fully accessible for people with mobility impairments, while another two percent will be designed as accessible for those with vision and hearing impairments.

i. Demonstrate the Project's compatibility with current Neighborhood Plan (if applicable).

This site is within the boundaries of the East César Chávez Neighborhood Plan. We have been in contact with all neighborhood groups whose boundaries include our site, and have worked continuously with neighborhood residents to ensure that this project meets many of the Neighborhood Plan goals, namely the following:

- *Provide an array of housing options that are safe, accessible, and affordable;*
- *Encourage pedestrian activity and promote public transit;*
- *Maximize the use of the Fifth Street rail corridor;*
- *Preserve and reinforce the area's cultural identity and history.*

j. Summarize the key financials of the project, clearly indicating the total project cost, the amount and intended use of AHFC funds being requested, and the amount(s) and provider(s) of other funding and the stage of those funding commitments.

The total construction cost will be approximately $15,101,627. The construction funding sources include a construction loan from JPMorgan Chase Bank in the amount of $8,000,000 with an interest rate of 4% that will require interest-only payments during the term of the loan; investor equity in the amount of $4,444,963; and this requested loan in the amount of $2,000,000.

The permanent loan underwritten by JPMorgan Chase will be in the amount of $1,800,000. The current underwriting rate is 6%. The total equity available will be $11,112,409. The requested loan in the amount of $2,000,000 will also be available as a permanent source of funding, non-amortizing over 40 years with payments forgiven. The final source of permanent financing is the developer fee note in the amount of $189,218.

Please attach the following to the description of the above items:

k. A map (8 ½" x 11") indicating the property location and the distance to the nearest Capital Metro Transit Stop to which residents will have access.

l. A flood plain map generated by www.ATXFloodPro.com with the property parcel identified and the legend displayed showing the various types of FEMA Flood Plain zones.

5. **Site Control and Demonstration of Value.** Include evidence of site control such as a warranty deed or a current earnest money contract, and provide a real estate appraisal or current tax documentation that substantiates the value of the property.

6. **Zoning.** Include a letter from the City of Austin's Planning and Development Review Department (PDRD) verifying that the current zoning of the site for the proposed project is compatible with the anticipated use, or include documentation verifying that a request to change current zoning has been submitted to PDRD. Should the project be approved for funding, the appropriate zoning must be in place prior to execution of loan documents.

7. **S.M.A.R.T. Housing™.** Include a copy of the letter that indicates the project has been reviewed and meets S.M.A.R.T. Housing™ requirements.

8. **Development Team and Capacity.** Identify below the persons or entities anticipated to be involved in the project, such as lenders, attorneys, accountants, architects, engineers, general contractor, sub-contractors, property managers and consultants. Also, indicate if any person or entity involved is certified by the City of Austin as a minority or women-owned business enterprise **(MBE/WBE),** or if any of the entities are also **non-profit** organizations.

   Please also provide narrative information about the skills you or your development team members have in the following areas:
   a. project management,
   b. market analysis,
   c. site selection and control,
   d. planning and construction,
   e. design, architecture and engineering,
   f. legal and accounting,
   g. federal funding rules and
   h. other funding source rules (e.g. Low Income Housing Tax Credits).

	Name and Contact Information	MBE? (Mark X if Yes)	WBE? (Mark X if Yes)
Owner	**Saltillo DMA Housing, LLC**		
Developer	**DMA Development Company, LLC**		
Architect	**Nelsen Partners**		
Engineer	**Big Red Dog**		
Construction Lender	**JP Morgan Chase Bank**		
Other Lenders			
Attorney	**Coats Rose**		
Accountant	**Novogradac & Company, LLP**		
General Contractor	**Carlton Construction LTD**		
Consultant (if Applicable)	**N/A**		
Property Management Provider	**DMA Properties**		
Other:			

9. **Environmental Assessments**. The City of Austin Brownfields Redevelopment Office has Environmental Protection Agency funding available until September 1, 2017 to provide free Phase I Environmental Site Assessments, Asbestos Inspections and Lead-based Paint Surveys to assist with property transactions, developments and redevelopments. The Office can also complete Phase II ESAs at no cost for eligible entities. Please contact the office to see if you are eligible to receive these free services to assist with your project at http://austintexas.gov/brownfields or brownfields@austintexas.gov.

10. Development Schedule. Complete the grid below. You may re-order the steps according to the appropriate sequence for your project and to add in any other significant steps integral to your project's development. If the multiple properties are involved, provide a development schedule for each property.

	DATE(S)
Acquisition and/or holding	**April 2018**
Environmental and/or historic review (AHFC)	**January 2018**
Securing and packaging project financing	**November 2017**
Construction Specifications and Cost estimates	**November 2017**
Construction Bids	**November 2017**
Construction Start	**June 2018**
Anticipated Draws (list all)	**July 2018 – December 2019, one per month**
End Construction	**December 2019**
Start of Rent-up	**December 2019**
Completion & Operation	**December 2019**

11. Accessible and Adaptable Units. Indicate the number of units proposed to be **accessible and adaptable** for persons with mobility, sight and hearing disabilities as required by RHDA Program Guidelines.

__90__ Units adaptable for persons with mobility disabilities

__5___ Units accessible for persons with mobility disabilities

__90__ Units adaptable for persons with sight and hearing disabilities

__2___ Units accessible for persons with sight and hearing disabilities

12. Developer Capacity. Provide narrative information on recent, similar, and successful experience in affordable housing development. Include experience using multiple fund sources, managing affordable rental developments, and previous working history with the Austin Housing Finance Corporation.

Attached, DMA Corporate Profile

13. Detailed Project Budget. Use the following table, or comparable format, to provide a complete project budget. Add line-items as necessary. If this project has already received funding from AHFC, indicate by line item the amounts from the prior award. *Attached, Development Cost Schedule*

DETAILED PROJECT BUDGET				
	Cost	**Prior award of RHDA Funds (if any)**	**RHDA Funds Requested**	**Description or Comments**
PREDEVELOPMENT				
Appraisal				
Environmental Review				
Engineering				
Survey				
Architectural				
TOTAL PREDEVELOPMENT				
ACQUISITION				
Site and/or Land				
Structures				
Other (specify)				
TOTAL ACQUISITION				
HARD COSTS				
Infrastructure				
Site work				
Demolition				
Concrete				
Masonry				
Rough carpentry				
Finish carpentry				
Waterproofing & Insulation				
Roofing & Sheet Metal				
Plumbing/Hot Water				
HVAC				
Electrical				
Doors/Windows/Glass				
Lath & Plaster/ Drywall & Acoustical				
Tile work				
Soft & Hard Floor				
Paint/Decorating/Blinds/Shades				
Specialties/Special Equipment				
Cabinetry/Appliances				
Carpet				
Other (Please specify)				
Construction Contingency				
TOTAL CONSTRUCTION				
SOFT & CARRYING COSTS				
Legal				
Audit/Accounting				
Title/Recording				
Architectural (Inspections)				
Construction Interest				
Construction Period Insurance				
Construction Period Taxes				
Relocation				
Marketing				
Davis-Bacon Monitoring				
Other: (Specify)				
TOTAL PROJECT BUDGET				

14. Funds Proposal. Provide the following information to facilitate financial review of the proposed project:

a. **Sources and Uses of Funds** – Complete **Tables A & B (below)**, identifying all sources and uses of funds to implement project and include evidence of funds anticipated (financial statements, commitment letters, etc.). *Attached, Sources and Uses*

TABLE A: SOURCES OF FUNDS SUMMARY					**Intended Use of Funds (Predevelopment, Acquisition, Construction, Soft Costs)**
	Term	Interest Rate	Amount	Evidence (Deed, Sales Contract)	
Owner Equity					
Private Financing (List Lenders)					
Other Sources (List Below)					
Proposed RHDA Funds					
TOTAL					

TABLE B: USES OF FUNDS SUMMARY		
	Total Cost	Cost/Unit
Predevelopment	**$0**	**$0**
Acquisition	**$0**	**$0**
Hard Costs	**$10,728,399**	**$119,204**
Soft & Carrying Costs	**$4,373,228**	**$48,591**
TOTAL	**$15,101,627**	**$167,795**

b. **Leveraging** – Complete **Table C (below)**.

TABLE C: PERCENTAGE OF RHDA FUNDS	
RHDA Funds	**$2,000,000**
Other Funds	**$13,101,627**
Total Project Cost	**$15,101,627**
RHDA Funds ÷ Total Project Cost=	**13%**

c. **Operating Proforma** – In a format comparable to Table D below, prepare a minimum twenty (20) year financial Operating Proforma which realistically reflects the operation of the project relative to current and anticipated revenues, expenses and debt. The Proforma must indicate the anticipated debt coverage ratio (DCR) calculated as follows: net operating income (NOI)/debt service (DS) = DCR. For projects that will not carry debt, use the number "1" as the denominator in the equation.

TABLE D: OPERATING PROFORMA			
Unit Size (BR/BA)	**Number of Units**	**Monthly Rental Income**	**Annual Rental Income**
See attached Proforma			
FULL OCCUPANCY ANNUAL INCOME			
Less Vacancy Loss (Indicate % and Amount of Loss			
GROSS ANNUAL INCOME			

Inflation Factor - Income	
Inflation Factor - Expense	

	Year 1	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Gross Annual Income					
EXPENSES					
Utilities					
Insurance					
Maintenance/Repair					
Property Taxes					
Management					
Marketing					
Maintenance Reserve					
Other (specify)					
Other (specify)					
TOTAL EXPENSES					
NET OPERATING INCOME (NOI)					
Sources of Funds & Debt Service					
TOTAL ANNUAL Debt Service (DS)					
Cash-flow after Debt Serv (CF = NOI – DS)					
Debt Coverage Ratio (DCR = NOI/DS)					

15. Good Neighbor Policy. Please refer to the City's Good Neighbor Guidelines and demonstrate compliance with the Good Neighbor Policy by completing the Good Neighbor Checklist and providing the documentation requested.

N/A

16. Description of Supportive Services. If supportive services are NOT to be provided, **please stop here**. For all other projects, if supportive services are to be provided to residents, provide a description of the services that includes the following information:

a. A description of the supportive services to be provided to residents and/or clients.
b. The number and types of residents/clients expected to be served annually.
c. Describe the developer's experience and qualifications in providing the services to be offered.
d. If services are not provided by the developer of the project, include a description of the organization(s) providing the services and a memorandum of understanding or some other type of agreement that indicates the relationship between the developer and service provider.
d. Provide resumes of key personnel who will be actively involved in the delivery of services. Resumes should include information about certifications, licenses, years of experience, and education.
f. Demonstrate financial capacity to provide support services and/or operate a supportive services program by providing the following information:

    1. Sources of Funds: Identify sources and amounts of funds that will be or are expected to be utilized to provide supportive services.
    2. Budget: Include a supportive services budget which reflects current and anticipated funding and expenses associated with the provision of services for three (3) years.

ATTENTION:

Please submit with the Application a completed "self-evaluation" using the following Scoring Criteria.

RHDA PROGRAM
SCORING CRITERIA

REQUIRED INFORMATION:

1. Applicant Information	X	10. Accessible/Adaptable Units	X
2a. Non-profit Required Items		11. Experience/Qualifications	X
OR		12. Project Budget	X
2b. For-profit Required Items	X	13. Funds Proposal:	
3. Project Description	X	a. Sources	X
4. Site Control/Value	X	b. Uses	X
5. Zoning	X	c. Leveraging	X
6. S.M.A.R.T. Housing	X	d. Operating Proforma	X
7. Development Team	X	14. Good Neighbor Checklist	X
8. Development Schedule	X	15. Flood Plain Map	X
9. Developer Capacity	X		

EVALUATION CRITERIA:

Applications for proposed projects will be reviewed and scored on a competitive basis per the evaluation criteria below. Applications must receive a minimum score of **150** points out of a maximum score of **240** points. PLEASE NOTE: A score above the minimum score does not guarantee funding.

CORE VALUES POINTS

(Affordable Housing Core Values: Deeper levels of affordability, long-term affordability, and geographic dispersion of affordable units throughout the City.)

Score

1. AFFORDABLE UNITS (maximum 25 points) **25**

If development has a mix of 30%, 40%, and/or 50% MFI units, add the results for the percentage of units in each income category up to the maximum of 25 points. If the percentage of units at a given MFI level is not a multiple of 10, round up to the next closest multiple of 10 to get the score for that particular MFI level

	% of Affordable Units in Project (only count units reserved for 50% MFI and below)					
% MFI	10% of units	20% of units	30% of units	40% of units	50% of units	60% of units
50%	3	5	10	15	20	25
40%	5	10	15	20	25	
30%	10	15	20	25		

Score

2. AFFORDABILITY PERIOD (25 points) **25**

25 points: Affordability period is:

_____ 99 years;

OR

X 40 years, and project is applying for Low Income Housing Tax Credits. Note: AHFC funding is contingent upon the award of Low Income Housing Tax Credits.

Score

3. GEOGRAPHIC DISPERSION (maximum 25 points) **5**

Project is located in an area identified according to the Kirwan Institute's Comprehensive Opportunity Map of Austin as having greater opportunity for low-income households. To use the online mapping tool, go to http://www.opportunitymatterscentex.org/ and click on "go to online map."

25 points: Very High priority area
20 points: High priority area
15 points: Moderate priority area
10 points: Low priority area
5 points: Very Low priority area

INITIATIVES AND PRIORITIES POINTS

(Permanent Supportive Housing, Sustainability, Priority Locations, Accessible and Integrated, and Preservation of Affordable Housing)

Score

4. PERMANENT SUPPORTIVE HOUSING (PSH) (maximum 25 points) **10**

25 points: "Housing First" model.

15 points: Project will reserve units for PSH for the following populations:

-- Chronically Homeless as established in the HEARTH Act (24 CFR Part 577)
-- Have been in an institution for over 90 days
-- Unaccompanied youth or families with children defined as homeless under other federal statutes
-- Youth "aging out" of state custody or the foster care or the juvenile probation system

10 points: Project will reserve units for PSH for populations other than those listed above.

Score

5. SINGLE-FAMILY RENTAL HOUSING, INCLUDING SECONDARY UNITS ("GREEN ALLEY INITIATIVE") (20 points) **0**

20 points: Project consists of either new construction or rehabilitation of one or more single-family rental units, secondary units, or units compatible with the City's "Green Alley Initiative."

Score

6. ACCESSIBILITY AND HOUSING FOR PERSONS WITH DISABILITIES (maximum 20 points) **0**

_____**10 points:** In multi-family developments, (i.e. 5 or more units) or for single-family rental housing (i.e., 1 to 4 units), 50% or more of the total number of units will be made accessible per the Uniform Federal Accessibility Standards (UFAS).

_____**10 points:** Units to be designated for persons with disabilities as defined in the Fair Housing Act: for Multi-family developments, (i.e. 5 or more units), at least 25% of all units; for single-family rental housing (i.e., 1 to 4 units) 1 or more units.

Score

7. PRIORITY LOCATION (10 points) **10**

10 points: Project is:

_____located in a Vertical Mixed-Use (VMU) Corridor; or
_____a Planned-Unit Development (PUD); or
_X____located within a Transit-Oriented Development (TOD) area, or
_____is located 0.25 miles (1,320 feet) or less from a transit stop.

Score

8. PRESERVATION OF AFFORDABLE UNITS (10 points) **0**

10 points: Project is the rehabilitation and preservation of existing affordable housing units, or new units are being constructed to replace existing affordable units at the same location on a one-to-one replacement basis or a greater than one-to-one replacement basis.

Score

9. TRANSITIONAL HOUSING (10 points) **0**
10 points: Project will be developed and operated exclusively as transitional housing.

UNDERWRITING POINTS

(EXPERIENCE, CAPACITY, DEVELOPMENT FEASIBILITY, OPERATIONAL FEASIBILITY, COMPATIBILITY WITH OTHER PROGRAM REQUIREMENTS)

Score

10. DEVELOPER EXPERIENCE AND QUALIFICATIONS (maximum 15 points) **15**

15 points: Developer has recent, similar, and successful completion of a development similar in size and scope with income-restricted units.
10 points: Developer has recent, similar, and successful completion of a development **smaller** in size and scope with income-restricted units.
8 points: Consultant directly involved who has successfully completed a development similar in size and scope with income-restricted units.
5 points: Developer has recent, similar, and successful completion of a development similar in size and scope **without** income-restricted units

Score

11. SOURCES & USES OF FUNDS (maximum 10 points) **5**

10 points: All sources and uses of funds are clearly indicated and sufficient evidence of funding availability and/or commitments are included.

5 points: All sources and uses of fund are clearly indicated, but evidence of funding availability or commitments are incomplete.

Score

12. DEBT COVERAGE RATIO (maximum 10 points) **10**

10 points: DCR of 1.25 or greater or will be a debt-free development
6 points: DCR between 1.21 - 1.24
4 points: DCR between 1.15 - 1.20

Score

13. LEVERAGE (maximum 10 points) **10**

RHDA Program funding (including prior awards and the current request) divided by Total Project Costs equals:

10 points: 25% or less
8 points: 26% - 30%
6 points: 31% - 35%
4 points: 36% - 50%
2 points: 51% - 54%
0 points: 55% or greater

Score

14. RHDA COST PER UNIT (maximum 10 points) **10**

	Multi-Unit Structures	Single-Unit Structures	**Housing First** PSH Units
10 points	<$40,000/unit	<$50,000/unit	<$80,000/unit
8 points	<$45,000/unit	<$60,000/unit	<$85,000/unit
6 points	<$50,000/unit	<$70,000/unit	<$90,000/unit
4 points	<$55,000/unit	<$80,000/unit	<$95,000/unit
2 points	<$60,000/unit	<$90,000/unit	<$100,000/unit
0 points	>$60,000/unit	>$90,000/unit	>$100,000/unit

Score

15. PROJECT READINESS (maximum 10 points) **4**

New construction
2 points each; maximum 10 points
__X__ The project meets the normal eligibility requirements under the existing program guidelines.
_____ The property is already owned by the developer.
_____ The project has completed all necessary design work and received site plan approval.
__X__ All environmental reviews have been completed.
_____ The project has firm commitments from all financing sources.

Acquisition and Rehab
2 points each; maximum 10 points
_____ The project meets the normal eligibility requirements under the existing program guidelines
_____ All environmental reviews have been completed.
_____ The project has firm commitments from all financing sources.
_____ A General Contractor has been selected.
_____ Closing on the acquisition of the property can be achieved in less than 30 days.

Acquisition of Completed Units
2.5 points each; maximum 10 points (A total score of 2.5 points will be rounded to 3; a total score of 7.5 points will be rounded to 8.)
_____ The project meets the normal eligibility requirements under the existing program guidelines
_____ All environmental reviews have been completed.
_____ The project has firm commitments from all financing sources.
_____ Closing on the acquisition of the property can be achieved in less than 30 days.

Score

16. PROPERTY MANAGEMENT (maximum 10 points) **10**

10 points: Designated Property Management Entity has documented track record of success managing income-restricted properties of similar size and/or similar unit counts, and has the capacity to take on management of the proposed project.

8 points: Designated Property Management Entity has a documented track record of success managing income- restricted properties of smaller size and/or fewer units, and has the capacity to take on management of the proposed project.

4 points: Designated Property Management Entity has a documented track record of successful property management experience and has the capacity to take on management of the proposed project, but has not managed an income-restricted property.

Score

17. SUPPORTIVE SERVICES (maximum 15 points) **15**

15 points:

a. The developer has secured written agreements with organizations that will provide resident services, or has experienced and qualified staff (7 or more years of experience) able to provide the same services.
b. Funds have been identified for the operation of resident services programs.
c. A 3-year estimated operating budget for the operation of the resident services programs is provided.

10 points:

a. The developer has secured letters of intent from organizations that intend to provide resident services, or has experienced and qualified staff (3 to 6 years of experience) able to provide the same services.
b. Funds have been identified for the operation of the resident services programs.
c. A 3-year estimated operating budget for the operation of the resident services programs is provided.

5 points:

a. The developer has experienced and qualified staff (1 to 2 years of experience) able to provide the same resident services.
b. Funds have been identified for the operation of the resident services programs.
c. A 3-year estimated operating budget for the operation of the resident services programs is provided.

Score

18. MBE/WBE PROJECT PARTICIPATION (5 points) **0**

5 points: Development Team includes one or more certified City of Austin minority- or woman-owned business enterprises (M/WBE).

TOTAL SCORE 154

Tab 1 – For-Profit Documentation

Included in this Exhibit are the following:

1. Certificate of Status
2. Current Financial Statement

Corporations Section
P.O.Box 13697
Austin, Texas 78711-3697

Carlos H. Cascos
Secretary of State

Office of the Secretary of State

Certificate of Fact

The undersigned, as Secretary of State of Texas, does hereby certify that the document, Articles Of Organization for DMA DEVELOPMENT COMPANY, LLC (file number [redacted], a Domestic Limited Liability Company (LLC), was filed in this office on February 18, 1999.

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

In testimony whereof, I have hereunto signed my name officially and caused to be impressed hereon the Seal of State at my office in Austin, Texas on September 23, 2016.

Carlos H. Cascos
Secretary of State

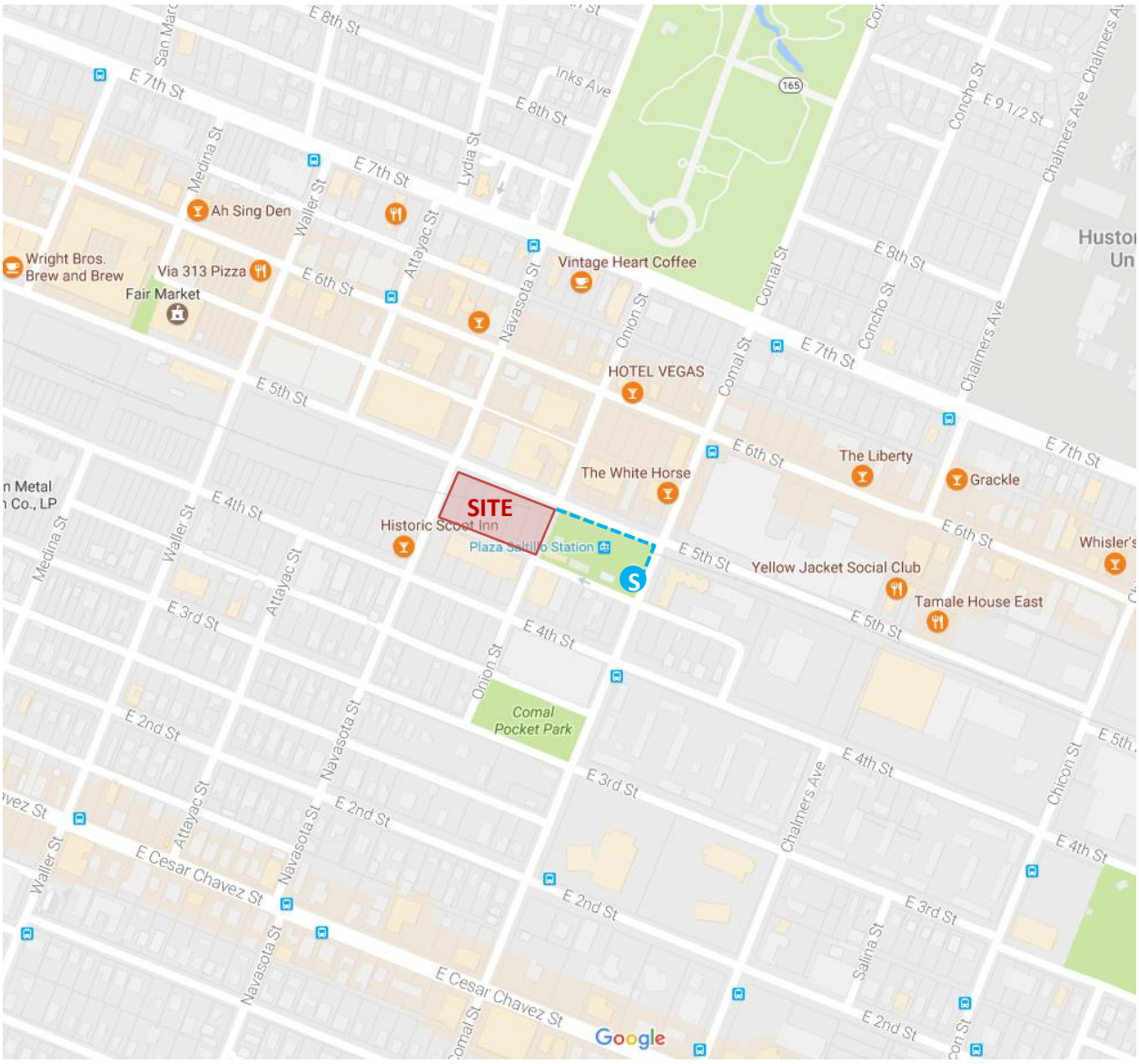
Tab 2 – Maps

Included in this Exhibit are the following:

1. Map showing the property location and the distance to the nearest Capital Metro Transit Stop.
2. Flood plain map with the property parcel identified and legend showing FEMA flood plain zones.

Walking Directions to Nearest Bus Stops

South of East 5th Street at Onion Street



S South Bound Stop (Stop ID – 5440): walk 450 ft

FEMA Floodplains

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

0 100 200 Feet

Prepared: 12/12/2016

- Address
- Parcel

FEMA Floodplain

- 100 Year (Detailed-AE)
- 100 year (Shallow-AO)
- 100 Year (Approx-A)
- X Protected by Levee
- 500 Year

Tab 3 – Site Control

Contract Pending

Tab 4 – Zoning

Attached is documentation verifying submitted request for zoning change

City of Austin
Founded by Congress, Republic of Texas, 1839
Planning and Zoning Department
One Texas Center, 505 Barton Springs Road
P.O. Box 1088, Austin, Texas 78767

February 27, 2017

Ms. Janine Sisak
Vice President/ General Counsel
DMA Development Company
4101 Parkstone Heights Drive, Suite 310
Austin, Texas 78746

Re: Plaza Saltillo Tract 6 Zoning Change (City File No. C14-2016-0051)

Dear Ms. Sisak,

This letter is to confirm that we have received the above referenced request for rezoning of property located at 413 Navasota Street in Austin, Travis County, Texas (City File No. C14-2016-0051). We have also received from Saltillo DMA Housing, LLC the release to hold the City of Austin harmless in the event that the rezoning application is denied.

The requested zoning change is currently scheduled to be considered by City Council on March 2, 2017. If you have any questions feel free to contact me at heather.chaffin@austintexas.gov or (512) 974-2122.

Sincerely,

Heather Chaffin, Senior Planner
Planning and Zoning Department

xc: File

Tab 5 – S.M.A.R.T. Housing

The application for the S.M.A.R.T. Housing Program has been submitted. Once we receive the letter stating that this project meets the program requirements, we will submit it under separate cover.

Tab 6 – Developer Capacity

DMA Development Company, LLC has extensive experience in affordable multifamily development. See corporate profile attached.

HOUSING DEVELOPMENT **MANAGEMENT** **CONSULTING**

DMA COMPANIES

The DMA Companies

DMA Development Company, LLC
DMA Properties, LLC
DMA Property Advisors, LLC

4101 PARKSTONE HEIGHTS DRIVE
SUITE 310
AUSTIN, TX 78746

www.dmacompanies.com

PHONE: 512-328-3232
FAX: 512-328-4584

THE DMA COMPANIES

HOUSING DEVELOPMENT: **DMA Development Company, LLC (DMA)** was originally created in recognition of the need for affordable housing in small cities and rural communities. DMA Development enjoys an excellent reputation in the industry as a "for profit" developer with a "nonprofit" heart. Building upon the success of Diana McIver & Associates as development consultants for nonprofits, Diana McIver embarked upon the development of small to mid-size apartment communities in rural areas and smaller cities utilizing the Housing Tax Credit program. Over time DMA Development Company has expanded its reach to include developments in major metropolitan areas as well, allowing DMA Development Company to assist communities of all sizes with their housing needs.

CONSULTING: **DMA** provides a full range of development and financial services to individuals, organizations, and public agencies involved in the development, acquisition, and management of multifamily housing, with special emphasis on affordable and special needs housing. Services typically provided include demographic and feasibility analysis, site selection and negotiation, applications for financing, identification and selection of development team members, development oversight and coordination, financing, construction monitoring, and review of administrative and management functions.

MANAGEMENT: **DMA Properties, LLC (DP)** was formed for the purpose of providing property management services to multifamily rental communities developed by DMA Development Company. DMA Properties oversees more than 1,600 units of affordable and market rate housing and provides services for residents of DMA communities. **DMA Property Advisors, LLC (DPA)** was formed in October 2010 for the purpose of providing third party property management services to multifamily rental communities. DPA currently manages 421 units of affordable and market rate housing.

DMA DEVELOPMENT COMPANY, LLC

DMA DEVELOPMENT COMPANY, LLC (DDC) was formed in 1999 by Diana McIver for the purpose of developing and owning affordable and market-rate properties. It was an outgrowth of Diana McIver & Associates, Inc., which had a successful history of providing development consulting services to nonprofit organizations since 1979. DMA Development Company, LLC is 100% owned by Diana McIver and certified as a Historically Underutilized Business.

DMA DEVELOPMENT COMPANY, LLC—DEVELOPMENT EXPERIENCE SUMMARY

Property Name	City	# Of Units	Population	PIS Year	Financing Structure
Completed Developments					
Sandia Crossing	Luling, TX	40	WF	2000	Housing Tax Credits
The Oaks at Winding Way	Gonzales, TX	40	WF	2000	Housing Tax Credits
Mariposa Gardens	Mathis, TX	66	WF	2001	Housing Tax Credits
Legend Oaks	Llano, TX	48	SR	2002	Housing Tax Credits/Housing Trust Funds
Eden Place	Seguin, TX	60	SR	2002	Housing Tax Credits/Housing Trust Funds
Mission Oaks	Refugio, TX	32	WF	2003	Housing Tax Credits/Housing Trust Funds
The Pines at Willowbrook	Hinesville, GA	80	WF	2003	Housing Tax Credits
Prairie Commons	Dallas, TX	72	WF	2004	Housing Tax Credits
Grove Park Terrace	Waxahachie, TX	60	WF	2004	Housing Tax Credits
Westview Ranch	Pearsall, TX	72	WF	2005	Housing Tax Credits
The Village at Morningstar	Texas City, TX	100	SR	2006	Housing Tax Credits/Housing Trust Funds/Federal Home Loan Bank
Seton Home Center for Teen Moms	San Antonio, TX	24	SH	2006	Housing Tax Credits/City of San Antonio HOME Funds
The Arbors at Rose Park	Abilene, TX	80	SR	2007	Housing Tax Credits/Housing Trust Funds/City of Abilene HOME Funds
Prospect Point	Jasper, TX	72	WF	2009	Housing Tax Credits
Morningstar Villas	Texas City, TX	36	SR	2009	Housing Tax Credits
The Bluestone	Mabank, TX	76	WF	2009	Housing Tax Credits
The Grove at Brushy Creek	Bowie, TX	48	WF	2009	Housing Tax Credits/TCAP
Shady Oaks	Georgetown, TX	60	WF	2009	Housing Tax Credits
Sunchase Square	Lockhart, TX	96	WF	2009	HUD 221(d)(4) Mortgage Insurance Program
Cambridge Crossing	Corsicana, TX	60	SR	2010	TDHCA Exchange/TDHCA HOME Funds
Heritage Crossing	Santa Fe, TX	72	SR	2011	TDHCA Exchange/TDHCA HOME Funds
Wildflower Terrace	Austin, TX	201	SR	2012	Housing Tax Credits/City of Austin GO Bonds
Samuel J. Simmons NCBA Estates	Washington, DC	174	SR	2012	Multifamily Housing Revenue Bonds/4% Tax Credits
The Terrace at MidTowne	Midlothian, TX	92	SR	2013	Housing Tax Credits/TDHCA HOME Funds
The Overlook at Plum Creek	Kyle, TX	94	SR	2013	Housing Tax Credits/TDHCA HOME Funds
Bailey Square	Cuero, TX	56	WF	2015	Housing Tax Credits/TDHCA HOME Funds
The Trails at Carmel Creek	Hutto, TX	61	SR	2015	Housing Tax Credits/TDHCA HOME Funds
Prairie Gardens	Abilene, TX	48	SR	2016	Housing Tax Credits
Developments Completed: 28	*Units Completed:*	*2020*			
Developments Under Construction					
Aldrich 51	Austin, TX	240	WF	2017	Multifamily Housing Revenue Bonds/4% Tax Credits
Altura Heights	Houston, TX	124	WF	2018	Housing Tax Credits/TDHCA Loan Funds
Developments Under Construction: 2	*Units:*	*364*			

Workforce Properties (WF): 15 ***Senior Properties (SR): 14*** ***Supportive Housing Properties (SH): 1***

DMA DEVELOPMENT COMPANY PORTFOLIO — MIXED USE/HIGH RISE DEVELOPMENTS

DMA Development Company recently completed two high density, mid- to high-rise developments. Wildflower Terrace in Austin is a LEED certified building consisting of 201 units, ground floor commercial space, and a four story parking garage on 2.4 acres. Samuel J. Simmons NCBA Estates is a 174-unit senior development in Washington, DC originally constructed in 1981 under the HUD Section 202 Supportive Housing for the Elderly Program. DMA Development Company partnered with the National Caucus and Center on Black Aged to refinance and renovate the development.

Wildflower Terrace, 3801 Berkman Drive, Austin, TX

Samuel J. Simmons NCBA Estates, 2801 14th Street, Washington, DC

DMA DEVELOPMENT COMPANY PORTFOLIO — SENIOR COMMUNITIES

DMA Development Company has perfected its senior independent living design in recent years. The typical DMA senior community consists of one two- or three-story elevator structure surrounded by single story cottages. The elevator structure is attractive to seniors who want the security of proximity to the onsite staff and amenities, while the single story cottages, which often have integrated carports, are attractive to independent residents who are perhaps downsizing from single family homes.

The Terrace at MidTowne, 991 Abigail Way, Midlothian, TX

The Overlook at Plum Creek, 4850 Cromwell Drive, Kyle, T

DMA DEVELOPMENT COMPANY PORTFOLIO — SENIOR COMMUNITIES

Arbors at Rose Park, 2702 S. 7th Street, Abilene, TX

Cambridge Crossing, 1900 Cambridge Street, Corsicana, TX

Heritage Crossing, 12402 11th Street, Santa Fe, TX

Eden Place, 1220 Jefferson Avenue, Seguin, TX

DMA DEVELOPMENT COMPANY PORTFOLIO — WORKFORCE HOUSING

DMA Development Company has developed and now manages 14 communities for families in Texas. These communities are designed with the resident population in mind, so all include recreational amenities for the residents, such as children's activity rooms, computer centers, playscapes and in some cases swimming pools. Our management company also provides a full slate of supportive services at all of our properties, including youth mentoring, budget counseling and financial fitness, and resume and job interview skills training.

Sunchase Square, 1001 S. Guadalupe Street, Lockhart, TX

The Grove at Brushy Creek, 1101 El Dorado Street, Bowie, TX

DMA DEVELOPMENT COMPANY PORTFOLIO — WORKFORCE HOUSING CLUBHOUSES

Sunchase Square, 1001 S. Guadalupe Street, Lockhart, TX

Ranch, 225 Westview Avenue, Pearsall, TX

Prospect Point, 215 Premier Drive, Jasper, TX

Prairie Commons, 9850 Military Parkway, Dallas, TX

DMA PROPERTIES — CREATING COMMUNITIES

DMA's apartment communities are all managed by DMA Properties, LLC, which is 100% owned by Diana McIver. DMA Properties provides a different menu of services at every property, depending on the resident needs in that particular community, but intended to foster a sense of community and resident responsibility. At our workforce housing communities, for example, DMA may offer services such as an aftercare program for school age children to include tutoring, computer classes, art and music classes, recreational activities, and character building curriculum. Adult classes are also offered in the areas of financial counseling/literacy, first time homebuyer education, English as a second language, and computer classes. At our senior communities, services are offered that encourage health and wellness, such as exercise classes and health screenings; facilitate social interaction such as potluck suppers, coffee gatherings, and movie nights; foster creativity, such as art and writing classes; and stimulate the mind, such as book clubs, literary salons, and computer classes. DMA encourages and supports volunteerism at all properties, both from the standpoint of encouraging our residents to volunteer in the community, as well as encouraging community volunteers to be active with our resident programs.

DMA DEVELOPMENT COMPANY, LLC.

Company History

DMA Development Company, LLC., is the outgrowth of Diana McIver & Associates, Inc. incorporated in January 1987, as the successor company to Conroy & McIver, a Texas general partnership founded by Pat Conroy and Diana McIver in 1979. DMA is wholly owned by Diana McIver and is certified by the State of Texas as a Historically Underutilized Business (HUB). Since inception, the company has expanded its focus from one of assisting nonprofit housing organizations with the development of housing for the elderly under a specialized federal program to one of providing a comprehensive package of services to address the needs of housing providers who must compete in an increasingly more complex environment. Today, DMA provides both development and financial services to a wide-ranging clientele including for profit companies, nonprofit organizations, and governmental agencies.

Major Accomplishments

Major accomplishments of **DMA** include:

- **Affordable Special Needs Housing.** Since 1980, the firm has provided development services to nonprofit organizations resulting in the successful development of nearly 300 projects of affordable special needs housing in 41 states. Many of these are financed under HUD's 202 Housing for the Elderly, HUD's 811 Housing for Persons with Disabilities, or the Housing Tax Credit Program (Section 42 of the Internal Revenue Code).

- **Affordable Multifamily Housing Development.** Since 1998, Diana McIver & Associates and its development affiliate, DMA Development Company, LLC, have been actively involved in the development of affordable multifamily housing through the utilization of the Housing Tax Credit Program. To date, DMA and DMA Development Company have successfully obtained funding for more than 48 tax credit developments in Texas, Colorado, Utah, Louisiana, Georgia, Kansas, and Washington, DC. Diana McIver is General Partner in a majority of these.

- **Affordable Housing Acquisition and Preservation.** DMA provided consulting services to nonprofit purchasers of existing federally assisted housing under the Low Income Housing Preservation & Resident Homeownership Act of 1990 (LIHPRHA) from 1994 until the program was terminated by the Congress in 1997. DMA served as consultants for the first sale to a community-based nonprofit in the country under the LIHPRHA program and successfully assisted nonprofit purchasers in obtaining more than $76 million in financing to acquire and rehabilitate 17 LIHPRHA projects, totaling 1,660 units in 9 states.

- **Public Policy.** Ms. McIver's previous work for the U.S. Senate Committee on Aging has kept her involved in public policy issues affecting the elderly and persons with disabilities. In Texas, she is past president of the Texas Affiliation of Affordable Housing Providers, and has served on its Board of Directors since 2002. Since 2010, she has served on the Board of Directors of the Texas Association of Local Housing Finance Agencies (TALHFA). In January 2001, Diana received a congressional appointment to the fourteen-member Commission on Affordable Housing and Health Care Facility Needs of Seniors in the 21st Century. It was created as a bipartisan Commission, which released its report to the Congress in June 2002. In March 1995, Ms. McIver led the Special Housing Needs component of the White House Conference on Aging Mini-Conference on Elderly Housing. Executive Vice President, JoEllen Smith, has served on the Housing Committee of the Texas Association of Homes and Services for the Aging (TAHSA).

- **Affordable Housing Research.** In 2006, the City of Austin contracted with DMA to develop an Affordable Housing Element in conjunction with each of the City's planned Transit Oriented Districts (TODs), which accompany a planned commuter rail system for the Austin area. This study was completed in January 2009. Additionally, DMA provided consulting services for the City of Austin Affordable Housing Incentives Task Force, which recommended affordable housing incentives to the City Council in February 2007. DMA was also a consultant to ROMA Design Group in the development of Austin's Downtown Plan.

DIANA MCIVER & ASSOCIATES, INC. — HUD SECTION 202 AND 811 DEVELOPMENT MAP

DMA has been involved in the award and development of more than 11,840 units of affordable housing under the HUD Section 202 and 811 programs.

DMA DEVELPOMENT COMPANY, LLC — HOUSING TAX CREDIT PROJECTS FUNDED AS CONSULTANT

Project	Developer	Location	Awarded	Units
Pavilion Gardens	Volunteers of America National Services	Montrose, CO	1998	30
San Antonio Seniors Apartments	National Church Residences	San Antonio, TX	1998	50
Holiday Village Apartments	Mountainlands Community Housing Trust	Park City, UT	1999	80
Babcock North Expansion	Alamo Area Mutual Housing Association	San Antonio, TX	2001	72
Woodland Ridge	Alamo Area Mutual Housing Association	San Antonio, TX	2001	150
Bentley Place	Alamo Area Mutual Housing Association	San Antonio, TX	2003	208
Spring Garden V	Affordable Housing of Parker County, Inc.	Springtown, TX	2005	40
La Vista de Guadalupe	Guadalupe Neighborhood Development Corp	Austin, TX	2006	22
Oak Creek Apartments	Apartment Advisors	Conroe, TX	2006	176
Skyline Terrace	Foundation Communities	Austin, TX	2006	100
Good Samaritan Towers	Evangelical Lutheran Good Samaritan Society	Olathe, KS	2006	172
San Gabriel Crossing	Texas Housing Foundation	Liberty Hill, TX	2009	76
Skytop Apartments	Apartment Advisors	Conroe, TX	2009	192
The Canyons Retirement Community	Sears Methodist Retirement Systems, Inc.	Amarillo, TX	2009	111
Magnolia Acres	National Church Residences	Angleton, TX	2011	67
Bluebonnet Villa/Primrose Park	National Church Residences	Bedford, TX	2011	104
Parkview Place	National Church Residences	Huntsville, TX	2012	41
Prairie Village	National Church Residences	El Campo, TX	2013	38
Gateway Northwest	Texas Housing Foundation	Georgetown, TX	2013	180
Reserve at Springdale	Ryan Companies/Austin Affordable Housing Corp.	Austin, TX	2015	292
			TOTAL UNITS	2201

FEATURED CLIENT PROJECTS: LA VISTA DE GUADALUPE — AUSTIN, TEXAS

Completed in October of 2008, La Vista de Guadalupe is a 22 unit affordable rental community with breathtaking views of downtown Austin developed by the Guadalupe Neighborhood Development Corporation (GNDC.) DMA provided consultant services to GNDC for La Vista de Guadalupe's funding through the Housing Tax Credit Program. In addition to $3,127,000 in tax credit equity, La Vista received $2,138,000 from the City of Austin, $93,000 from the Meadows Foundation, $350,000 in land contribution from GNDC, and permanent financing of $280,000 from Wells Fargo, ensuring the ability to serve residents at 30%, 40% and 50% Area Median Incomes.

FEATURED CLIENT PROJECTS: LYONS GARDENS — AUSTIN, TEXAS

Lyons Gardens is a premiere example of affordable senior housing developed through the HUD Section 202 program. This 54 unit, senior housing community is sponsored by Family Eldercare, a local nonprofit dedicated to meeting the daily needs of Austin's seniors, and combines a $3.3 million HUD Section 202 fund reservation with seven other city, federal, and private foundation funding sources. Lyons Gardens features a computer lab, community room, ice cream shop, beauty parlor, and an extensively landscaped outdoor area equipped with a gazebo, fountain and walking paths. Seniors residing at Lyons Gardens also benefit from nearby public transportation stops and proximity to a senior center. Diana McIver and Associates served as Family Eldercare's consultant throughout the development/construction process and assisted in securing the additional funding sources needed to meet the $5.8 million in total development costs. Lyons Gardens received the Terrance Duverney Excellence award.

PROFILE OF OFFICERS

DIANA L. MCIVER, PRESIDENT

Diana is the President and sole owner of Diana McIver & Associates, Inc., DMA Development Company, LLC, and DMA Properties, LLC. Diana also co-founded Conroy & McIver, the predecessor firm to DMA, in late 1979.

Diana has more than thirty years experience in the development of nonprofit-sponsored affordable housing. Since 1979, Diana has assisted nonprofit housing developers in obtaining more than $600,000,000 in funding commitments for affordable housing for low income families, the elderly and persons with disabilities, primarily through federal grants, loans, and mortgage insurance programs. Formerly with the U.S. Senate Special Committee on Aging, Diana was instrumental in getting appropriations for the Section 202 Program upon its reinstatement in 1974 as well as staffing the first congressional hearings on congregate housing for the elderly. As Director of Elderly Programs for the National Center for Housing Management, Diana developed a Model Management System for Nonprofit Sponsors of Housing for the Elderly under a grant from the Administration on Aging. She also designed, developed, and delivered training programs across the country on such topics as Congregate Housing for the Elderly, Developing Section 202 Housing, Developing FmHA 515 housing, HUD's Section 8 Program, and Management of Housing for the Elderly.

In January 2001, Diana received a Congressional appointment to the fourteen-member Commission on Affordable Housing and Health Care Facility Needs for Seniors in the 21st Century, a bipartisan Commission charged with developing comprehensive aging-in-place strategies, which released its findings to the Congress in June 2002. In July 2002, she was elected to the Board of Directors for the Texas Affiliation of Affordable Housing Providers and served as its President during 2005/2006. She was elected to the Board of the Texas Association of Local Housing Finance Agencies in October 2010. In 2012, Diana received the Community Vision Award from the Austin Chapter of the AIA. She is a frequent speaker and lecturer and has authored several publications and articles on senior housing. Diana has a Bachelor of Arts in Sociology, College of Idaho, Caldwell, Idaho, and has completed graduate courses at George Washington University, Washington, DC.

JOELLEN SMITH, EXECUTIVE VICE PRESIDENT

JoEllen has more than sixteen years of experience in senior and special needs housing. Since joining DMA in March 1998 to assist in DMA's activities under the Section 202 and Section 811 Programs, JoEllen has worked with nonprofit organizations on the development of more than 75 communities for seniors and persons with disabilities located throughout the U.S. Following a successful career path of serving as DMA's 202/811 Program Manager and then Program Director, JoEllen was promoted to Vice President in July 2002 and to Executive Vice President in 2008. In this role she is responsible for client relations, business development activities, oversight of DMA's consulting services and providing leadership for DMA's development staff. Additionally, she manages several tax credit projects for DMA and its clients, specializing in those that involve HUD financing in addition to tax credits.

JoEllen received a Bachelor of Arts in Political Science from California State University, Long Beach, California, in May 1997 and a Certificate of Gerontology in 1996.

PROFILE OF OFFICERS

JANINE SISAK, SENIOR VICE PRESIDENT/GENERAL COUNSEL

Janine has fourteen years of experience in the development of affordable housing. She joined DMA in December 2001 as a Development Associate, was promoted to Vice President in October 2005, named General Counsel in 2006, and promoted to Senior Vice President in September 2009. Janine manages projects funded through the Section 202 and Section 811 programs, along with the Housing Tax Credit Program. As General Counsel, she handles all legal matters for the firm and is involved in closings and land acquisitions. Additionally, she handles all asset management responsibilities for DMA Development, working very closely with DMA Properties. Janine currently serves on the board of directors for two Austin-based non-profits: Generous Art, Inc. and Rosewood Senior Housing I, Inc. In July 2014, she was elected to the Board of Directors for the Texas Affiliation of Affordable Housing Providers.

Prior to joining DMA, Janine was an Employment Law Associate for Paul, Hastings, Janofsky & Walker LLP, New York, September 1998 through October 2000. She received her Bachelor of Arts in Economics from Tufts University, Medford, Massachusetts, where she graduated *cum laude* in May 1993. In May 1998, she received her Juris Doctorate from Fordham University School of Law, New York, New York, where she was Notes and Articles Editor for the Fordham Law Review. Janine is a member of the State Bar of Texas and a Member of the New York Bar Association. She was a visiting lecturer at the Law School, College of Management, Rishon Lezion, Israel.

SERGIO AMAYA, EXECUTIVE VICE PRESIDENT, DMA PROPERTIES, LLC

Sergio has over thirty years of experience in property and asset management and joined DMA Properties, LLC as Vice President in February 2005. In September 2009, Sergio was named Executive Vice President. In this role, Sergio oversees tax properties managed by DMA Properties, LLC, and develops policies and procedures for the firm's management activities. This includes activities related to budgeting, operations, personnel, maintenance, compliance, investor relations, and the supervision of more than 50 employees.

Sergio began his property management career as a part-time employee while a student at the University of Texas and evolved from onsite management responsibilities to the oversight of a national portfolio of multifamily and commercial properties. Prior to joining DMA Properties, Sergio served in key positions in several property management firms and most recently was the Managing Director for Kennedy Wilson where he supervised 2,600 units of residential properties in Austin, Dallas, College Station, San Marcos, and San Antonio.

KAREN SPARKS, VICE PRESIDENT/CONTROLLER

Karen has more than 25 years accounting experience and joined DMA in July 2007 as Controller for the DMA Companies. In May 2012, she was promoted to Vice President, where she oversees all of the financial operations and directs accounting and office staff. Prior to joining DMA, she was Vice President of Accounting for Wyndham Worldwide in Dallas and prior to that was Vice President of Accounting for Wyndham International and Senior Manager/Controller for the Trammel Crow Company. She has a BS in Business and Public Administration with a concentration in Accounting, University of Texas at Dallas, and is licensed as a Certified Public Accountant in the State of Texas.

PROFILE OF ASSOCIATES

Development/Consulting Staff

Valentin DeLeon, Project Manager. Valentin joined DMA in September 2013 as a Development Coordinator for affordable housing. In September 2015 Val was promoted to Associate Project Manager and then to Project Manager in September 2016. As Project Manager, Valentin provides daily project leadership and manages all phases of the development process. Valentin received a Masters of Public Administration from Texas State University in 2011, and a BA in Political Science from Texas State University in 2007. Valentin has five years of experience with the Texas Department of Housing and Community Affairs (TDHCA), where he was a Multifamily Housing Specialist in the Multifamily Finance Division.

Nicole Mwei, Development Coordinator. Nicole joined DMA Development in September of 2015 as a Development Coordinator. In this role, Nicole assists project managers in all aspects of affordable multifamily development for DMA owned and client projects. Nicole comes to DMA with 2 years of experience working for a non-profit, affordable housing developer in Albuquerque, NM. Nicole graduated from the University of New Mexico in 2013 with a BA in Architecture.

Property Management Staff

Lisa Zaiontz, Director of Marketing and Communications. Lisa joined DMA in May 2011. Lisa Zaiontz joined DMA in May 2011. In her role, she oversees marketing, communication and leasing strategies for DMA Companies. This includes onsite training, branding, digital and print design, advertising campaigns, lease-up and retention solutions, corporate culture development, market analysis, financial reporting, social media awareness and public engagement. She has over 10 years of experience in the multifamily industry.

Elizabeth Good, Operations and Compliance Support Specialist. Elizabeth joined DMA in 2012 as a Leasing Professional with more than 12 years of customer service and sales experience. In 2014 she began work at the corporate office as Operations Support Specialist. In this role, Elizabeth assists in developing policies and procedures for the firm's management activities along with supporting all property management staff while helping to monitor compliance efforts. Prior to joining DMA, Elizabeth spent seven years at Avis Budget Group coordinating special services for business members.

Accounting Staff

Crystal Switzer, Accounting Manager. Crystal joined DMA in March 2015 after relocating from Dallas. In her role as Accounting Manager, and under the supervision of the Controller, she oversees and directs the efforts of the accounting staff. Prior to joining DMA, Crystal was the Accounting Manager for a privately held residential construction and land development company in Dallas. She holds her Master of Science in Accounting and Information Management from the University of Texas at Dallas and her Bachelor of Arts in Economics from the University of Texas at Austin. She is a CPA candidate and working towards her license.

Nasrin Jozani, Accounting Manager. Nasrin has 25 years of accounting and bookkeeping experience and joined DMA in August 2007 where she provides accounting support for DMA's Vice-President/Controller and for DMA Properties, LLC. Nasrin has a BS in Business Management from Woodbury University, Los Angeles, California.

Accounting Staff (continued)

Christine McAdams, Staff Accountant. Christine joined DMA in July 2013 as an Accounting Support staff and was promoted to Staff Accountant in 2016. As a staff accountant, she prepares and reviews financial statements for eight different properties. Christine graduated from the University of Texas in 2005 with a BS in Applied Learning & Development. She worked previously as a research assistant.

Mike McManus, Accounting Specialist. Mike joined DMA in June 2016 as an Accounting Specialist. In his role, he supports the cash activities of the accounting team. He also provides general ledger accounting support to the Staff Accountants. He received his B.B.A. from the University of Texas at San Antonio in 2003, where he graduated *cum laude*. Mike brings over 10 years of accounting experience to the group working in various industries over the years.

Debi Ames, CPA, Senior Staff Accountant. Debi joined DMA in April 2016 as a Senior Staff Accountant. As a CPA with over 20 years of accounting experience, she brings an extensive amount of knowledge to the Accounting Team. In her role with DMA, she prepares and reviews property financial statements and serves as an information resource for other team members. Prior to joining DMA, Debi worked as a virtual Controller for various entrepreneurial companies around the Austin area. Debi graduated from the University of Texas at Austin with a B.B.A. in Accounting and Finance and is a Certified Public Accountant.

Dawn Pennington, Accounts Payable Specialist. Dawn joined the DMA team in February 2016 as an Accounts Payable Specialist. In her role, she supports the accounts payable activities of the department. Prior to joining DMA, Dawn worked as a long term contractor for several staffing agencies around the Austin area. Dawn has a degree in Business from Galveston College.

Human Resources/Office Support

Kaye Agee, Human Resources/Office Manager. Kaye joined DMA in April 2015 to serve as the Human Resources/Office Manager. In her role, Kaye interacts with the DMA and DMA Properties employees in various aspects, as well as oversees the daily office operational needs for the various DMA companies. Kaye has over twenty years of staffing and human resources experience working for three of the largest staffing corporations nationwide and served as HR manager most recently at KGI Wireless, Inc., Austin, TX. Kaye attended Henderson State University, Arkadelphia, Arkansas.

Nancy Hardin, Administrative Support. Nancy joined DMA in January 2014 and provides part-time support to DMA and the development/consulting/property staff. She is retired from 32 years in State Government with the Texas Water Development Board legal staff and spent three years with the Texas Affiliation of Affordable Housing Providers. She is a graduate of Texas State University.

Tab 7 – Detailed Project Budget

Development Cost Schedule

DEVELOPMENT COST SCHEDULE

	TOTAL DEVELOPMENT SUMMARY			Notes
	Total Cost	Eligible Basis (If Applicable)		
		Acquisition	New/Rehab.	
ACQUISITION				
Site acquisition cost				
Existing building acquisition cost				
Closing costs & acq. legal fees				
Other (specify) - see footnote 2				
Other (specify) - see footnote 2				
Subtotal Acquisition Cost	$0	$0	$0	
OFF-SITES[3]				
Off-site concrete				
Storm drains & devices				
Water & fire hydrants				
Off-site utilities				
Sewer lateral(s)				
Off-site paving				
Off-site electrical				
Other (specify) - see footnote 2				
Other (specify) - see footnote 2				
Subtotal Off-Sites Cost	$0	$0	$0	
SITE WORK[4]				
Demolition				
Asbestos Abatement (Demolition Only)				
Rough grading	900,000		900,000	
Fine grading			0	
On-site concrete			0	
On-site electrical			0	
On-site paving			0	
On-site utilities			0	
Decorative masonry			0	
Bumper stops, striping & signs			0	
Other (specify) - see footnote 2			0	
Subtotal Site Work Cost	$900,000	$0	$900,000	
SITE AMENITIES				
Landscaping	100,000		100,000	
Pool and decking			0	
Athletic court(s), playground(s)			0	
Fencing			0	
Other (specify) - see footnote 2			0	
Subtotal Site Amenities Cost	$100,000	$0	$100,000	
BUILDING COSTS*:				
Concrete	6,500,000		6,500,000	
Masonry			0	
Metals			0	
Woods and Plastics			0	
Thermal and Moisture Protection			0	
Roof Covering			0	
Doors and Windows			0	

DEVELOPMENT NAME:	Saltillo Apartments		City:	Austin
BUILDING COSTS (Continued):				
Finishes			0	
Specialties			0	
Equipment			0	
Furnishings			0	
Special Construction			0	
Conveying Systems (Elevators)			0	
Mechanical (HVAC; Plumbing)			0	
Electrical			0	
Individually itemize costs below:				
Detached Community Facilities/Building			0	
Carports and/or Garages			0	
Lead-Based Paint Abatement			0	
Asbestos Abatement (Rehabilitation Only)			0	
Structured Parking	1,400,000			
Commercial Space Costs			0	
Other (specify) - see footnote 2			0	
Subtotal Building Costs	$7,900,000	$0	$6,500,000	
TOTAL BUILDING COSTS & SITE WORK (including site amenities)	*$8,900,000*	*$0*	*$7,500,000*	
Contingency 5.74%	510,876		545,317	8.39%
TOTAL HARD COSTS	*$9,410,876*	*$0*	*$8,045,317*	
OTHER CONSTRUCTION COSTS				
General requirements (<6%) 6.00%	564,653		482,719	6.00%
Field supervision (within GR limit)			0	
Contractor overhead (<2%) 2.00%	188,218		160,906	2.00%
G & A Field (within overhead limit)			0	
Contractor profit (<6%) 6.00%	564,653		482,719	6.00%
TOTAL CONTRACTOR FEES 14.00%	$1,317,523	$0	$1,126,344	14.00%
TOTAL CONSTRUCTION CONTRACT	$10,728,399	$0	$9,171,661	
SOFT COSTS				
Architectural - Design fees	700,000		700,000	
Architectural - Supervision fees			0	
Engineering fees	300,000		300,000	
Real estate attorney/other legal fees	150,000		150,000	
Accounting fees	50,000		50,000	
Impact Fees	0		0	
Building permits & related costs	50,000		50,000	
Appraisal	10,000		10,000	
Market analysis	10,000		10,000	
Environmental assessment	10,000		10,000	
Soils report	10,000		10,000	
Survey	50,000		50,000	
Marketing	25,000		25000	
Hazard & liability insurance	75,000		75,000	
Real property taxes			0	
Personal property taxes			0	

Tenant relocation expenses			0	
FFE	100,000		100,000	
Other (specify) - see footnote 2			0	
Subtotal Soft Cost	$1,540,000	$0	$1,540,000	

DEVELOPMENT NAME: **Saltillo Apartments** **City:** **Austin**

FINANCING:

CONSTRUCTION LOAN(S)[4]				
Interest	320,000		320,000	
Loan origination fees	80,000		80,000	
Title & recording fees	75,000		75,000	
Closing costs & legal fees	75,000		75,000	
Inspection fees	15,000		15,000	
Credit Report			0	
Discount Points			0	
Other (specify) - see footnote 2			0	
Other (specify) - see footnote 2			0	
PERMANENT LOAN(S)				
Loan origination fees	18,000			
Title & recording fees	7,500			
Closing costs & legal	15,000			
Bond premium				
Credit report				
Discount points				
Credit enhancement fees				
Prepaid MIP				
Other (specify) - see footnote 2				
Other (specify) - see footnote 2				
BRIDGE LOAN(S)				
Interest				
Loan origination fees				
Title & recording fees				
Closing costs & legal fees				
Other (specify) - see footnote 2				
Other (specify) - see footnote 2				
OTHER FINANCING COSTS[4]				
Tax credit fees	53,966			
Tax and/or bond counsel				
Payment bonds	100,000			
Performance bonds				
Credit enhancement fees				
Mortgage insurance premiums				
Cost of underwriting & issuance	35,000			
Syndication organizational cost				
Tax opinion				
Contractor Guarantee Fee				
Developer Guarantee Fee			0	
Other (specify) - see footnote 2				
Other (specify) - see footnote 2				
Subtotal Financing Cost	$794,466	$0	$565,000	

DEVELOPMENT NAME:	Saltillo Apartments		City:	Austin
DEVELOPER FEES[4]				
Housing consultant fees[5]			0	
General & administrative			0	
Profit or fee	1,668,118		1,668,118	
Subtotal Developer Fees 14.79%	$1,668,118	$0	$1,668,118	
RESERVES				
Rent-up				
Operating	370,644			
Replacement				
Escrows				
Subtotal Reserves	$370,644	$0	$0	
TOTAL HOUSING DEVELOPMENT COSTS[6]	$15,101,627	$0	$12,944,779	
- Commercial Space Costs[7]				
TOTAL RESIDENTIAL DEVELOPMENT COSTS	$15,101,627			

The following calculations are for HTC Applications only.

Deduct From Basis:			
Fed. grant proceeds used to finance costs in eligible basis			
Non-qualified non-recourse financing			
Non-qualified portion of higher quality units (42.(d)(5))			
Historic Credits (residential portion only)			
Total Eligible Basis		$0	$12,944,779
**High Cost Area Adjustment (100% or 130%)			130%
Total Adjusted Basis		$0	$16,828,213
Applicable Fraction		#REF!	#REF!
Total Qualified Basis	#REF!	#REF!	$16,625,575
Applicable Percentage[8]		3.39%	9.00%
Calculated Credits	#REF!	#REF!	$1,496,302

Credits Supported by Eligible Basis	**#REF!**

Actual Credits Requested	**$1,262,900**

Tab 8 – Sources and Uses

Sources and Uses

SUMMARY OF SOURCES AND USES OF FUNDS

Financing Participants	Funding Description	Construction Period			Permanent Period						
		Loan/Equity Amount	Interest Rate (%)	Lien Position	Loan/Equity Amount	Interest Rate (%)	Amort	Term	Syndication Rate ($)	Debt Service	Lien Position
Debt											
TBD	Conventional Loan	$8,000,000	4.00%		$1,800,000	6.00%	30	18		$129,503	
COA	Local Government Loan	$0	0.00%		$2,000,000	0.00%	0	99		#NUM!	
0		$0	0.00%		$0	0.00%	0	0		#NUM!	
0		$0	0.00%		$0	0.00%	0	0		#NUM!	
										#NUM!	
										#NUM!	
	Other (Please Describe)									#NUM!	
	Other (Please Describe)									#NUM!	
Third Party Equity											
	HTC Allocation $1,262,900	$4,444,963			$11,112,409				0.88		
	Other (Please Describe)										
Grant											
	Other (Please Describe)										
Deferred Developer Fee											
	Deferred Developer Fee				$189,218						
	Other (Please Describe)										
Other											
	TOTAL SOURCES OF FUNDS	$ 12,444,963			$ 15,101,627						
	TOTAL USES OF FUNDS				**$ 15,101,627**						

Tab 9 – Operating Proforma

A Rent Schedule and Operating Expense sheet are attached

RENT SCHEDULE

HTC Units	HOME Units (Rent/Inc)	HTF Units	MRB Units	Other/ Subsidy	# of Units (A)	# of Bed-rooms	# of Baths	Unit Size (Net Rentable Sq. Ft.) (B)	Total Net Rentable Sq. Ft. (A) x (B)	Program Rent Limit	Tenant Paid Utility Allow.	Rent Collected /Unit (E)	Total Monthly Rent (A) x (E)
TC 30%				E1	4	0	1.0	560	2,240	408	46	362	1,448
TC 30%				E1-HC	2	0	1.0	560	1,120	408	46	362	724
TC 50%				E1	31	0	1.0	560	17,360	681	46	635	19,685
TC 60%				E1	12	0	1.0	560	6,720	817	46	771	9,252
TC 30%				A1	1	1	1.0	685	685	438	54	384	384
TC 30%				A1-HC	1	1	1.0	685	685	438	54	384	384
TC 50%				A1	13	1	1.0	685	8,905	730	54	676	8,788
TC 60%				A1	4	1	1.0	685	2,740	876	54	822	3,288
TC 60%				B3	4	2	2.0	990	3,960	1,051	74	977	3,908
TC 30%				B3-HC	1	2	2.0	990	990	525	74	451	451
TC 50%				B3	3	2	2.0	990	2,970	876	74	802	2,406
TC 30%				B2-HC	1	2	2.0	1,038	1,038	525	74	451	451
TC 50%				B2	3	2	2.0	1,038	3,114	876	74	802	2,406
TC 30%				C1-HC	1	3	2.0	1,195	1,195	607	95	512	512
TC 50%				C1	3	3	2.0	1,195	3,585	1,011	95	916	2,748
TC 50%				C2	4	3	2.0	1,250	5,000	1,011	95	916	3,664
TC60%				C2	2	3	2	1,250	2,500	1,214	95	1,119	2,238
									0		46	(46)	-
									0		46	(46)	-
									0		46	(46)	-
									0		46	(46)	-
			TOTAL		90				64,807				62,737
			Non Rental Income			$5.00	per unit/month for:			***Laundry***			450
			Non Rental Income			0.00	per unit/month for:						-
			Non Rental Income			0.00	per unit/month for:						-
			+ TOTAL NONRENTAL INCOME			**$5.00**	per unit/month						450
			= POTENTIAL GROSS MONTHLY INCOME										63,187
			- Provision for Vacancy & Collection Loss							% of Potential Gross Income:	7.50%		4,739
			- Rental Concessions										-
			= EFFECTIVE GROSS MONTHLY INCOME										58,448
			x 12 = EFFECTIVE GROSS ANNUAL INCOME										701,376

RENT SCHEDULE (Continued)

		% of LI	% of Total	
	TC30%	12%	12%	11
	TC40%			0
HOUSING	**TC50%**	63%	63%	57
	TC60%	24%	24%	22
TAX	**HTC LI Total**			90
	TCEO			0
CREDITS	**MR**			0
	MR Total			0
	TC Total			90
	MRB30%			0
	MRB40%			0
MORTGAGE	**MRB50%**			0
	MRB60%			0
	MRB LI Total			0
REVENUE	**MRBMR**			0
	MRBMR Total			0
BOND	**MRB Total**			0

		% of LI	% of Total	
	HTF30%			0
HOUSING	**HTF40%**			0
	HTF50%			0
	HTF60%			0
TRUST	**HTF80%**			0
	HTF LI Total			0
	MR			0
FUND	**MR Total**			0
	HTF Total			0
	30%			0
	LH/50%			0
	HH/60%			0
HOME	**HH/80%**			0
	HOME LI Total			0
	EO			0
	MR			0
	MR Total			0
	HOME Total			0
OTHER	**Total OT Units**			90

ANNUAL OPERATING EXPENSES

General & Administrative Expenses					
Accounting			$	10,000.00	
Advertising			$		
Legal fees			$	500.00	
Leased equipment			$		
Postage & office supplies			$	7,500.00	
Telephone			$	7,500.00	
Other	*Porfesional fees, courier, travel*		$	7,500.00	
Other	*Describe*		$		
Total General & Administrative Expenses:					$ 33,000.00
Management Fee:		Percent of Effective Gross Income:		5.00%	$ 35,068.79
Payroll, Payroll Tax & Employee Benefits					
Management			$	60,000.00	
Maintenance			$	50,000.00	
Other	*Describe*		$		
Other	*Describe*				
Total Payroll, Payroll Tax & Employee Benefits:					$ 110,000.00
Repairs & Maintenance					
Elevator			$	5,000.00	
Exterminating			$	4,000.00	
Grounds			$	8,000.00	
Make-ready			$	15,000.00	
Repairs			$	15,000.00	
Pool			$		
Other	*Describe*		$		
Other	*Describe*		$		
Total Repairs & Maintenance:					$ 47,000.00
Utilities (Enter development owner expense)					
Electric			$	17,500.00	
Natural gas			$	0.00	
Trash			$	4,000.00	
Water & sewer			$	49,000.00	
Other	*Describe*		$		
Other	*Describe*		$		
Total Utilities:					$ 70,500.00
Annual Property Insurance:		Rate per net rentable square foot:	$	0.54	$ 35,000.00
Property Taxes:					
Published Capitalization Rate:		Source:			
Annual Property Taxes:			$	81,000.00	
Payments in Lieu of Taxes:			$		
Total Property Taxes:					$ 81,000.00
Reserve for Replacements:		Annual reserves per unit:	$	250.00	$ 22,500.00
Other Expenses					
Cable TV			$		
Supportive service contract fees			$		
TDHCA Compliance fees			$	3,600.00	
TDHCA Bond Administration Fees (TDHCA as Bond Issuer Only)					
Security			$		
Other	*Describe*		$		
Other	*Annual Lease Payment*		$	100,000.00	
Total Other Expenses:					$ 103,600.00
TOTAL ANNUAL EXPENSES		Expense per unit:	$	5974.10	$ 537,668.79
		Expense to Income Ratio:		**76.66%**	
NET OPERATING INCOME (before debt service)					$ 163,706.92
Annual Debt Service					
TBD			$	129,502.91	
Describe Source			$		
Describe Source			$		
Describe Source			$		
TOTAL ANNUAL DEBT SERVICE		Debt Coverage Ratio:		1.26	$ 129,502.91
NET CASH FLOW					$ 34,204.00

30 YEAR RENTAL HOUSING OPERATING PROFORMA

		2%	Income Growth	2%															
INCOME	**LEASE-UP**	**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**	**YEAR 20**	**YEAR 25**	**YEAR 30**
POTENTIAL GROSS ANNUAL RENTAL INCOME		$752,844	$767,901	$783,259	$798,924	$814,903	$831,201	$847,825	$864,781	$882,077	$899,718	$917,713	$936,067	$954,788	$973,884	$993,362	$1,096,752	$1,210,902	$1,336,934
Secondary Income		5,400	$5,508	$5,618	$5,731	$5,845	$5,962	$6,081	$6,203	$6,327	$6,453	$6,583	$6,714	$6,849	$6,985	$7,125	$7,867	$8,686	$9,590
POTENTIAL GROSS ANNUAL INCOME	$0	$758,244	$773,409	$788,877	$804,655	$820,748	$837,163	$853,906	$870,984	$888,404	$906,172	$924,295	$942,781	$961,637	$980,869	$1,000,487	$1,104,618	$1,219,588	$1,346,524
Provision for Vacancy & Collection Loss		(56,868)	(58,006)	(59,166)	(60,349)	(61,556)	(62,787)	(64,043)	(65,324)	(66,630)	(67,963)	(69,322)	(70,709)	(72,123)	(73,565)	(75,037)	(82,846)	(91,469)	(100,989)
Rental Conessions		0																	
EFFECTIVE GROSS ANNUAL INCOME	$0	$701,376	$715,403	$729,711	$744,306	$759,192	$774,375	$789,863	$805,660	$821,773	$838,209	$854,973	$872,073	$889,514	$907,304	$925,450	$1,021,772	$1,128,119	$1,245,534
EXPENSES		3%	Expense Growth	3%															
General & Administrative Expenses		$ 33,000.00	$33,990	$35,010	$36,060	$37,142	$38,256	$39,404	$40,586	$41,803	$43,058	$44,349	$45,680	$47,050	$48,462	$49,915	$57,866	$67,082	$77,767
Management Fee		35,069	$36,121	$37,204	$38,321	$39,470	$40,654	$41,874	$43,130	$44,424	$45,757	$47,130	$48,543	$50,000	$51,500	$53,045	$61,493	$56,406	$62,277
Payroll, Payroll Tax & Employee Benefits		110,000	$113,300	$116,699	$120,200	$123,806	$127,520	$131,346	$135,286	$139,345	$143,525	$147,831	$152,266	$156,834	$161,539	$166,385	$192,886	$223,607	$259,222
Repairs & Maintenance		47,000	$48,410	$49,862	$51,358	$52,899	$54,486	$56,120	$57,804	$59,538	$61,324	$63,164	$65,059	$67,011	$69,021	$71,092	$82,415	$95,541	$110,759
Electric & Gas Utilities		17,500	$18,025	$18,566	$19,123	$19,696	$20,287	$20,896	$21,523	$22,168	$22,834	$23,519	$24,224	$24,951	$25,699	$26,470	$30,686	$35,574	$41,240
Water, Sewer & Trash Utilities		53,000	$54,590	$56,228	$57,915	$59,652	$61,442	$63,285	$65,183	$67,139	$69,153	$71,228	$73,364	$75,565	$77,832	$80,167	$92,936	$107,738	$124,898
Annual Property Insurance Premiums		35,000	$36,050	$37,132	$38,245	$39,393	$40,575	$41,792	$43,046	$44,337	$45,667	$47,037	$48,448	$49,902	$51,399	$52,941	$61,373	$71,148	$82,480
Property Tax		81,000	$83,430	$85,933	$88,511	$91,166	$93,901	$96,718	$99,620	$102,608	$105,687	$108,857	$112,123	$115,487	$118,951	$122,520	$142,034	$164,656	$190,882
Reserve for Replacements		22,500	$23,175	$23,870	$24,586	$25,324	$26,084	$26,866	$27,672	$28,502	$29,357	$30,238	$31,145	$32,080	$33,042	$34,033	$39,454	$45,738	$53,023
Other Expenses:		103,600	$106,708	$109,909	$113,207	$116,603	$120,101	$123,704	$127,415	$131,237	$135,175	$139,230	$143,407	$147,709	$152,140	$156,704	$181,663	$210,597	$244,140
TOTAL ANNUAL EXPENSES	$0	$537,669	$553,799	$570,413	$587,525	$605,151	$623,305	$642,005	$661,265	$681,103	$701,536	$722,582	$744,259	$766,587	$789,585	$813,272	$942,805	$1,078,088	$1,246,687
NET OPERATING INCOME	$0	$163,707	$161,604	$159,298	$156,780	$154,041	$151,070	$147,858	$144,395	$140,671	$136,673	$132,391	$127,813	$122,927	$117,720	$112,178	$78,966	$50,031	($1,152)
DEBT SERVICE																			
		$129,503	$129,503	$129,503	$129,503	$129,503	$129,503	$129,503	$129,503	$129,503	$129,503	$129,503	$129,503	$129,503	$129,503	$129,503	$129,503	$129,503	$129,503
Second Deed of Trust Annual Loan Payment		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Third Deed of Trust Annual Loan Payment		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Annual Required Payment:		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Annual Required Payment:			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Debt Service	0	129,503	129,503	129,503	129,503	129,503	129,503	129,503	129,503	129,503	129,503	129,503	129,503	129,503	129,503	129,503	129,503	129,503	129,503
NET CASH FLOW	$0	$34,204	$32,101	$29,796	$27,277	$24,538	$21,567	$18,355	$14,893	$11,168	$7,170	$2,888	($1,690)	($6,576)	($11,783)	($17,325)	($50,536)	($79,472)	($130,655)
Debt Coverage Ratio - 1st Lien	#DIV/0!	1.26	1.25	1.23	1.21	1.19	1.17	1.14	1.11	1.09	1.06	1.02	0.99	0.95	0.91	0.87	0.61	0.39	(0.01)
Debt Coverage Ratio	#DIV/0!	1.26	1.25	1.23	1.21	1.19	1.17	1.14	1.11	1.09	1.06	1.02	0.99	0.95	0.91	0.87	0.61	0.39	(0.01)
Other (Describe)																			
Other (Describe)																			

Tab 10 – Supportive Service Contracts

See attached DRAFT contract

Agreement for Services
Saltillo Apartments
Austin, Texas

This agreement is entered into on the 1st day of December 20__, between Saltillo DMA Housing, LLC (Owner), a Texas limited liability company, and DMA Properties, LLC (Service Provider), a Texas limited liability company which provides supportive services for residents of Austin and Travis County.

Whereas, Saltillo DMA Housing, LLC, is the proposed owner of a development called Saltillo Apartments, a 90-unit apartment complex to be developed at the SE corner of East 5th Street and Navasota Street.

Whereas, Saltillo DMA Housing, LLC, intends to develop this housing as affordable housing with supportive services, utilizing the Low Income Housing Tax Credit program, and

Whereas, the residents of Saltillo Apartments will benefit greatly from access to supportive services not currently available and which will enhance their lives, and

Whereas, DMA Properties, LLC, is a limited liability company which provides supportive services to families in the state of Texas, and

Whereas, DMA Properties, LLC seeks to improve the quality of life for families residing in the proposed Saltillo Apartments community,

Therefore, Saltillo DMA Housing, LLC (Owner), and DMA Properties, LLC (Service Provider), hereby agree that DMA Properties, LLC, will provide supportive services to the residents of Saltillo Apartments as follows:

I. Services to Be Provided

Saltillo DMA Housing, LLC will incorporate resident services as part of its housing mission at the Saltillo Apartments community. All service programs will be coordinated and facilitated by the Manager of Saltillo Apartments, in conjunction with the on-site Service Coordinator, Regional Manager, and Vice President of DMA Properties, LLC. The basic on-site services to be offered by DMA Properties, LLC, will include, but not be limited to, the following:

1. DMA Properties, LLC will provide Social and Recreational Activities: These activities may include potluck suppers, birthday parties, dances, sightseeing tours, trips to special events, card games, exercise classes, etc.
2. DMA Properties, LLC will assist residents in locating resources in the community, such as case management, homemaker services, attendant care, legal services, health screening, and volunteer programs.
3. DMA Properties, LLC will provide Nutrition/Meal Service: Although meals will not be provided at the onset, the proposed development includes a community room with the capability to double as dining room with a warming kitchen.
4. DMA Properties, LLC will provide Health Services: Space will be made available for periodic health screening programs available through local community organizations. Residents who would benefit from home health services will be referred to affordable alternatives.

II. Term of Agreement

This agreement will commence upon the completion of construction and occupancy of the apartments by eligible residents and will remain in effect for a minimum of five years. It may be renewed in five-year increments, at the option of both parties to the agreement.

III. Fees for Services

There will be no charge to the residents for the proposed services. Space for the activities will be provided rent-free by Saltillo Apartments in its community spaces. The costs related to the Service Coordinator as identified in Paragraph 3 will be paid to DMA Properties, LLC directly by Saltillo DMA Housing, LLC, the owner of Saltillo Apartments, from the property operating budget.

IV. Parties to Agreement

The parties to the agreement are:

Owner: Saltillo DMA Housing, LLC
4101 Parkstone Heights Drive, Suite 310
Austin, TX 78746

Service Provider: DMA Properties, LLC
4101 Parkstone Heights Drive, Suite 310
Austin, TX 78746

Saltillo DMA Housing, LLC

By: _____

Diana McIver, Sole Member

DMA Properties, LLC

By: _____

Sergio Amaya, Executive Vice-President

Submitted by:

Janine Sisak
DMA Development Company, LLC
4101 Parkstone Heights Drive, Suite 310
Austin, TX 78746
512-328-3232 ext. 4505
JanineS@dmacompanies.com