



Work Session Agenda
BOARD OF ALDERMEN
CITY OF PARKVILLE, MISSOURI
December 6, 2016; 5:30 p.m.
City Hall Boardroom

1. GENERAL AGENDA

- A. Update from Parkville Economic Development Council on I-435/Route 45 Development
- B. Parkville Economic Development Council 3rd Quarter 2016 Report

CITY OF PARKVILLE

Policy Report

Date: November 21, 2016

Prepared By:
Stephen Lachky
Community Development Director

Reviewed By:
Kirk Davis
Interim City Administrator

ISSUE:

Receive a recommendation from the 45 Park Place Development RFP Selection Committee regarding a development proposal from Entrepreneurs Enterprises, LLC.

BACKGROUND:

In 2014, permanent financing was obtained for the expenses incurred for the Brush Creek Drainage and Brink Meyer Road Neighborhood Improvement Districts (NIDs), with the first payments due for each on March 1, 2015. The NIDs involve ten tracts containing a total of 337.77 acres located at the intersection of 45 Highway and Interstate 435 (see Attachment 1). Parcels within each tract are subject to annual NID assessments. All parcels are subject to the Brush Creek NID assessments and one (Tract 9) is also subject to the Brink Meyer Road NID assessments. NID debt represents a limited general obligation of the City. The City is obligated to pay any bond debt service which is not paid through the assessments. However, the City may not raise taxes (without voter consent) for that purpose, thus the limited nature of the obligation.

After two years, the city has collected approximately 64% of assessments for the Brush Creek NID, and has received only one small assessment for the Brink Meyer NID. As of December 2015, two properties were delinquent on all NID assessments: Tract 1 and Tract 9. The city subsequently took ownership of large portions of both tracts through a judicial foreclosure process. On September 15, 2015, the Board approved Resolution No. 09-04-15 to express its intent to use economic development incentives to promote development in the NIDs (see Attachment 2). On June 21, 2016, the Board of Aldermen authorized releasing two development requests for proposals (RFPs) to seek development partners for each property.

Tract 9 on the southeast corner of the intersection (known as 45 Park Place) is arguably the most developable piece of property. It is zoned for multi-family residential and has the best terrain and access to utilities to service the property. However, this tract also carried the highest assessment burden (approximately \$5,000 per acre per year) because it is within both the Brush Creek and Brink Meyer NIDs. As part of the foreclosure petition, the city accelerated the remaining assessments. All past and future assessments were cleared by the court order, so the City will not have to make future assessment payments. However, the City still carries the limited general obligation debt and must find alternative means to satisfy its annual payments. The total amount of the accelerated assessments is \$5,750,284 (\$1,356,169 for the Brush Creek NID and \$4,394,115 for the Brink Meyer NID). This amount is based on the assumption that the City will exercise the seven-year call provision on the bonds, thereby eliminating future interest costs.

As part of releasing the development RFPs, the Board of Aldermen authorized appointing selection committees (see Attachment 3) to review proposals, interview short-listed finalists, and make a recommendation to the Board of Aldermen whether or not to begin development negotiations regarding the developer, development concept, and whether or not to enter into contract negotiations. If recommended, a development agreement would be negotiated and presented to the Board of Aldermen after the first of the 2017 year. The development agreement

would outline the project schedule and tie any incentives to performance milestones. Following a 90-day response period for the RFPs, pre-proposal conferences with prospective developers, and marketing efforts by Parkville staff, the Parkville Economic Development Council (EDC) and Platte County EDC, the City received one response for the 45 Park Place RFP from Entrepreneurs Enterprises, LLC (see Attachment 4. Note: The development team's business financial statements and development pro formas have been removed to protect their confidentiality).

PROPOSAL SUMMARY:

In general, the proposal suggests a 451-unit mixed residential development that consists of four housing options:

1. (19) two-story 16-plex = 304 units
2. (7) 10-plex rowhouses = 70 units
3. (28) duplexes = 56 units
4. (21) single family detached = 21 units

The project calls for supporting amenities including a community building, a quarter-acre fenced dog park, a fenced playground, a 1.5 mile walking trail, an outdoor fitness trail, and a swimming pool. An updated site plan showing the flood plain boundaries is included in Attachment 5b. The project is dependent upon three economic development incentives:

1. **Low-Income Housing Tax Credits (LIHTC)** – The project hinges on the award of LIHTCs through the Missouri Housing Development Commission (MHDC). LIHTCs are dollar-for-dollar tax credits from the Department of Housing and Urban Development (HUD) that are administered at the state level via MHDC. Staff contacted MHDC to obtain additional information about the program and the track record of the development team in administering tax credit projects (see Attachment 6). Although the program is highly competitive, the proposal cites prior success with similar projects, specifically the Rock Ridge, Phase II development in Branson, MO. The first phase of Rock Ridge Villas (38 units) was completed in 2009 and phase two (38 units) was completed in 2014. Staff contacted Joel Hornickel, Director of Planning and Development for the City of Branson, to learn more about the project. Mr. Hornickel confirmed that the developer met all performance expectations and that the property is well-maintained with no issues. The owner is more responsive than most about screening tenants and addressing property maintenance issues.

Additionally, Entrepreneur Enterprises was successfully awarded LIHTCs for the Sycamore Springs development in Hollister, MO, which involved construction of 60 new multi-family units. A reference call was made to the Hollister City Administrator, Rick Zeignefuss, and he was very complimentary to the development team, which included Entrepreneurs Enterprises. It was noted that Entrepreneurs Enterprises was not the lead developer on this project, but rather MRE Capital was, which is presented as a partner in the RFP response. The Hollister project included 60 multi-family units, to which 46 are LIHTC qualifying and the remaining 14 are market rate apartments. Mr. Zeignefuss was complimentary of the developer's responsiveness and follow through with a well-constructed development. No other incentives outside of the tax credits were applied in the Hollister project. Additionally, MHDC staff said they've successfully worked with Entrepreneur Enterprises on LIHTC projects in the past. MHDC staff stated they [MDHC] prefer LIHTC project proposals no greater than 50 units at a time, and up to 60-70 units if market rate housing is integrated with mixed-income housing.

2. **Down Payment Assistance Program** – The proposal requests that the City of Parkville administer a down payment assistance program for the single family housing
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component. This program is typically utilized in larger communities with Community Development Block Grant (CDBG) funds through the U.S. Department of Housing and Urban Development. The city does not have a local housing authority nor the capacity to administer the down payment assistance program as envisioned. Parkville is not a CDBG entitlement community and therefore does not have funds to dedicate to this program. It is possible that Parkville could apply for a statewide pool of CDBG funding for smaller communities, but these dollars are highly competitive and also income restricted.

- 3. Chapter 100 Industrial Development Bonds (IDBs)** – The proposal requests Chapter 100 IDBs. IDBs are revenue bonds that do not use the general credit of the city as a guarantee. Instead, the city acts as a conduit to allow a developer to access tax-exempt financing for the purchase, construction, and improvement of various industrial buildings, plants, and projects. Other communities have successfully used Chapter 100 bonds for multi-family residential projects that meet the classification as industrial. The city is on record as supporting this incentive tool for multi-family residential development in the NIDs project area. Chapter 100 bonds allow for a sales tax exemption on construction purchases and eligible personal property. It is also possible to exempt/abate most of the real and/or personal property tax of improvements financed with Chapter 100 bonds, but the developer has stated that this project can be successful without tax abatement.

The incentives make no mention of the city's sunk investment of \$5.7 million in the NID assessments for this property. The proposal offers to offset this cost with a \$1 million land purchase payment that will be paid in increments as phases are completed. An April 2014 appraisal of the site determined a value of \$1.6 million.

SELECTION COMMITTEE REVIEW:

On October 19, 2016, the 45 Park Place Development RFP Selection Committee convened to review and evaluate the proposal criteria (see Attachment 7) and make a recommendation to the Board of Aldermen. In summary, the Selection Committee discussed the following:

- 1. Developer qualifications, experience, and creative vision** – With the project proposing 451 units of mixed residential development, the Selection Committee was concerned that both the lead developer's (Entrepreneurs Enterprises) and partner/financer's (MRE Capital) portfolio only included projects totaling 60 units, 48 units, 4 units and 1 unit; and the development team has not undertaken a project to the scale of the 45 Park Place Development proposal. Additionally, the lead developer is fairly new to the development world according to the MDHC.
 - 2. Quality of development plan and compatibility with development objectives** – The Selection Committee discussed how the NID location is valuable land around the I-435 corridor and want to ensure the expectations of an entrance into the City of Parkville isn't compromised or diminished by the project proposal. The Selection Committee had concerns regarding the type of layout of the development in proximity to nearby residential development to the east in the Thousand Oaks subdivisions. The majority of single-family homes nearby are valued at \$350,000 or greater and the type of layout may draw strong criticism from residents who have greater expectations for development near western Parkville's entrance off I-435 into the City based on what previous plans have envisioned. Additionally, the Selection Committee had concerns regarding the type of construction materials proposed to be used, including vinyl, compared to brick and stucco materials which were included in the previously-approved development plan in 2006 for 485 units of market-rate apartments, row houses, condominiums and single-
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family lots. The Selection Committee felt the proposal wouldn't enhance development opportunities for other parcels in the Brush Creek NID and Brink Meyer Road NID.

3. **Developer financial capabilities and the ability to successfully execute a project from concept to completion and ongoing operation** – The proposal requests tax abatement, which is included on the list of economic development incentives the Board of Aldermen has approved in order to promote development in the NIDs, including tax abatement (see Attachment 2). The Selection Committee had concerns about the use of tax abatement due to the number of potential students that would be added to the Park Hill School District as part of the development proposal. The Selection Committee also had concerns regarding the scheduling of the LIHTC application and phasing of the project. Round I of rental production applications to MHDC for the LIHTC program were due September 6, 2016. New applications wouldn't be considered until late 2017. Additionally, the developer prefers to enter into an agreement with the City prior to the application, which requires the City to garner unanimous support for MHDC's public hearing processes. The Selection Committee also prefers for the project to be implemented in whole and not piecemeal (i.e., in phases) over time. Because LIHTCs are highly competitive and the MDHC prefers to award tax credits to projects no greater than 50 units at a time, the Selection Committee had concerns regarding the viability of the project, even if tax credits are awarded.

Based on the discussion and questions raised during the October 19th meeting, the Selection Committee directed staff to schedule a meeting for members of the committee to interview the developer and gather more information.

MEETING WITH DEVELOPER:

On October 27, 2016, staff met with Entrepreneurs Enterprises and MRE Capital to share questions and concerns raised by the Selection Committee, and to determine if the development team is still interested in moving forward with negotiations for a development agreement. In summary, the following items were discussed:

- **LIHTCs** – Staff discussed the viability of the project using LIHTCs. The development team explained how the project is heavily-dependent on LIHTCs in order to be financially viable and successful. MRE Capital explained the tax credits would be used to develop the infrastructure for the site in order to reduce the development costs on the market-rate component of the development. The proposal pro forma is also dependent upon a “down payment assistance program” administered by the City using CDBG Program funds. Staff explained how the City of Parkville does not qualify for CDBG due to its low to moderate income (LMI) number. When asked what the realistic chances of being awarded LIHTCs are, MRE Capital estimated less than a 50% chance. After contacting MHDC staff and doing more research, staff believes the chance of being awarded is less than 10% due to the highly-competitive process, MHDC criteria, and track history of the MHDC rarely awarding tax credits to large development projects.
 - **Scheduling** – Staff discussed concerns regarding the scheduling and phasing of the project over time, and explained how the City prefers a master-planned development implemented as concurrently as possible in order to avoid the risk of phases being incomplete due to changes in market conditions. MRE Capital said there's a tremendous financial risk for them to try and implement a master-planned development all at once, rather than gradually phasing in components of the development over time. Furthermore, developing the property piece meal would also provide flexibility to react to market conditions/trends and new information. The plan would be for the development team to apply for LIHTCs for 60-70 units in September 2017 as part of the first phase, and then
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add the market-rate component of the development later in time. Additionally, the development team would be open to the transfer of ownership from the City occurring as phases are ready to be developed.

- **Tax Abatement** – Staff was curious why the development team requested tax abatement, even though the project could be successful without it. The development team responded they were seeing how open the City was to tax abatement incentives.
- **Sale Price** – Staff asked how the \$1 million sale price figure was determined by the development team. Entrepreneur Enterprises, LLC responded how the development RFP listed revenues from the sale of the land being a primary objective for the City, assumed the amount of \$1 million would be desirable for the City; therefore, calculated the amount of \$1 million in their pro forma costs based on current market conditions and tax credit pricing.
- **Construction Materials** – Staff discussed concerns regarding the type of construction materials proposed for the project. Entrepreneur Enterprises said they could use high-quality concrete, brick and stucco on their development instead of vinyl. The developer also said they're open to flexibility modifying the development to achieve a more desired, ideal plan from the community.

Following the meeting, staff debriefed and ultimately concluded there are too many issues and challenges with the development proposal from Entrepreneurs Enterprises and MRE Capital. The five biggest issues staff sees is 1) there's a very low chance the developer will be awarded LIHTCs from the MDHC; 2) if awarded LIHTCs, it wouldn't be until 2018 until the tax credits could be used; in the meantime, the City and Parkville EDC would be taking a risk by taking the property off the market from other prospective developers for at least a year until word is received from the MDHC; 3) the developer's timeframe and implementation of the development in phases is not ideal and does not work for the City's timeline; 4) Piecemeal development poses risks to the development opportunities in 45 Park Place and other parcels in the Brush Creek NID and Brink Meyer Road NID; and 5) the incentives requested by Entrepreneurs Enterprises (e.g., down payment assistance, Chapter 100 IDBs, tax abatement) mitigate the \$1 million land purchase payment proposed as part of the project.

It should be noted that before debriefing, staff shared these concerns and challenges with the development team. Both Entrepreneurs Enterprises and MRE Capital acknowledged the challenges and said they would understand if the City pursues other proposals and developers for the 45 Park Place location.

BUDGET IMPACT:

There is no direct budget impact associated with this action. However, if the Board of Aldermen decides to proceed in negotiations with the developer, staff recommends engaging the City's financial advisor (Springsted, Inc.) to perform a financial due diligence and return on investment analysis of the proposal and developer to determine if (a) the costs of the waived assessments and other incentives outweigh the financial benefit to the city and other taxing jurisdictions; and (b) if the developer has the financial capacity to execute the project as outlined.

ALTERNATIVES:

1. Recommend that the Board of Aldermen reject the proposal and continue to market the property through other methods.
 2. Recommend that the Board of Aldermen direct staff to begin development agreement negotiations with the developer for the general concept as proposed.
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3. Recommend that the Board of Aldermen direct staff to begin development agreement negotiations with the developer subject to conditions outlined by the selection committee.
4. Postpone a recommendation contingent upon one or more of the following:
 - a. Direct staff to solicit a proposal from the city's financial advisor to perform a return-on-investment and financial due diligence analysis of the developer and proposal.
 - b. Direct staff to arrange a tour of successful LIHTC projects and/or Entrepreneurs Enterprises projects in the region.
5. Table the discussion

POLICY:

The role of the 45 Park Place Development RFP Selection Committee is to vet the submitted proposal and make a recommendation to the Board of Aldermen about whether or not to enter into development agreement negotiations with the development team.

STAFF RECOMMENDATION:

Staff does not recommend the Board of Aldermen enter into development agreement negotiations with Entrepreneur Enterprises for the general concept as submitted. Based on review of the proposal with the 45 Park Place Development RFP Selection Committee, and a follow-up meeting with the development team, staff noted its concerns and ultimately concluded there are too many issues and challenges with the proposal. The five biggest issues staff identified are:

1. **Low Probability of LIHTCs** – There's a very low chance the developer will be awarded LIHTCs from the MDHC. After staff research, discussions with the development team and discussions with the MHDC, staff believes the chance of being awarded is less than 10%; this is due to the highly-competitive process, MHDC criteria, and track history of the MHDC rarely awarding tax credits to large development projects.
2. **Scheduling** – If awarded LIHTCs, it wouldn't be until 2018 until the tax credits could be used. In the meantime, the City and Parkville EDC would be taking a risk by taking the property off the market from other prospective developers for at least a year until word is received from the MDHC.
3. **Timeframe** – The developer's timeframe and implementation of the development in phases is not ideal and does not work for the City's timeline. At the quickest, it would be two years (2018) until the first phase is completed; and subsequent phases would occur thereafter with full implementation likely not until the 2020s.
4. **Piecemeal Risks** – Piecemeal development poses risks to the development opportunities in 45 Park Place and other parcels in the Brush Creek NID and Brink Meyer Road NID. If the first phase of the proposal is implemented and market conditions halt the viability of the remaining phases, then the uses and marketability of the remainder of land within 45 Park Place is limited. This applies to the adjacent Tract 8.
5. **Debt Payments** – The City's primary objective of the development RFP is to promote development that ensures adequate revenues to support future debt payments for the Series 2014A and Series 2014B limited general obligation bonds. The incentives requested by Entrepreneurs Enterprises (e.g., down payment assistance, Chapter 100 IDBs, tax abatement) mitigate the \$1 million land purchase payment proposed as part of the project and does little impact to the City's sunk investment of \$5.7 million in the NID assessments for the property.

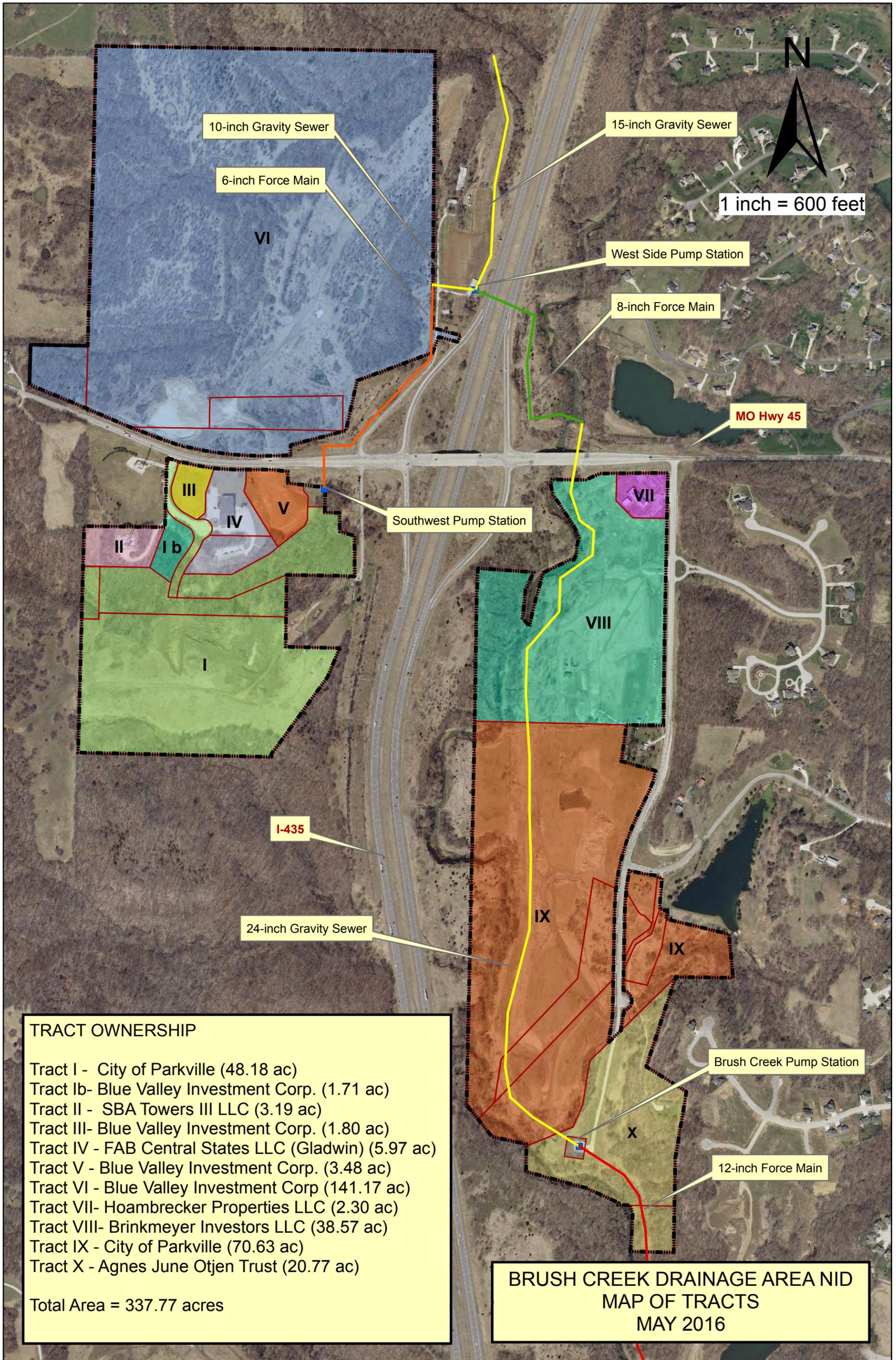
Staff is aware of the realistic financial challenges of this property, and how opting not to pursue the proposal means continuing to carry the NID bond costs for an indefinite period. However, staff believes doing so is in the best long-term interest of the City and recommends the Board of Aldermen continue to work with the Parkville EDC and Platte County EDC in marketing the property, evaluating alternatives and pursuing other lead development teams.

SUGGESTED MOTION:

As this is a work session, no motion is necessary.

ATTACHMENTS:

1. NID Development Area Map
 2. Resolution No. 09-04-15
 3. 45 Park Place Selection Committee
 4. Entrepreneurs Enterprises Proposal
 5. Staff Supplemental Questions to Developer
 - a. Responses
 - b. Site Plan Updated with Floodplain
 6. MHDC Phone Interview regarding LIHTC Program and References
 7. Selection Committee Evaluation Criteria
 8. Parkville EDC 3rd Quarter 2016 Update Report
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TRACT OWNERSHIP

- Tract I - City of Parkville (48.18 ac)
- Tract Ib- Blue Valley Investment Corp. (1.71 ac)
- Tract II - SBA Towers III LLC (3.19 ac)
- Tract III- Blue Valley Investment Corp. (1.80 ac)
- Tract IV - FAB Central States LLC (Gladwin) (5.97 ac)
- Tract V - Blue Valley Investment Corp. (3.48 ac)
- Tract VI - Blue Valley Investment Corp (141.17 ac)
- Tract VII- Hoambrecker Properties LLC (2.30 ac)
- Tract VIII- Brinkmeyer Investors LLC (38.57 ac)
- Tract IX - City of Parkville (70.63 ac)
- Tract X - Agnes June Otjen Trust (20.77 ac)

Total Area = 337.77 acres

**BRUSH CREEK DRAINAGE AREA NID
MAP OF TRACTS
MAY 2016**



**CITY OF PARKVILLE, MO
RESOLUTION NO. 09-04-15**

**A RESOLUTION OF INTENT TO USE ECONOMIC DEVELOPMENT INCENTIVES
TO PROMOTE APPROPRIATE DEVELOPMENT IN THE BRUSH CREEK
DRAINAGE AND BRINK MEYER ROAD NEIGHBORHOOD IMPROVEMENT
DISTRICTS**

WHEREAS, on October 4, 2011, by Resolution No. 10-01-11, the City of Parkville Board of Aldermen adopted the Parkville Economic Development Incentive Policy; and

WHEREAS, the Parkville Economic Development Incentive Policy establishes general guidelines for the efficient and effective use of public incentive programs to facilitate responsible economic development; and

WHEREAS, on May 20, 2014, by Ordinance Nos. 2747 and 2748, the Board of Aldermen authorized the issuance of limited general obligations bonds to finance various road and sewer public improvements in the Brush Creek Drainage and Brink Meyer Road Neighborhood Improvement Districts (the "NIDs"); and

WHEREAS, the limited general obligation bonds are to be repaid through assessments collected from properties within the NIDs that benefit from the public improvements; and

WHEREAS, the first installment of assessments was due on December 31, 2014; and due to limited development, approximately sixty-three percent (63%) of the assessments are delinquent; and

WHEREAS, the City of Parkville has a special public interest to accelerate development of properties within the NIDs to ensure adequate economic activity is generated to support the payment of annual NIDs assessments and, in turn, the City's limited general obligation debt; and

WHEREAS, the City desires to supplement the Parkville Economic Development Incentive Policy with policy directives specific to the NIDs; and

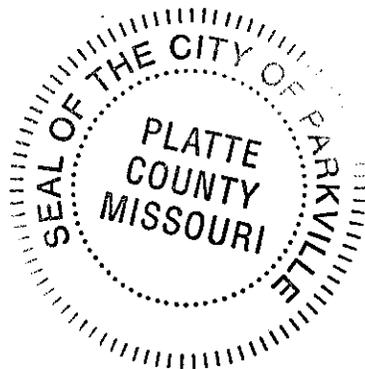
WHEREAS, on September 2, 2015, the Board of Directors of the Parkville Economic Development Council (PEDC) recommended that the Board of Aldermen approve a resolution in support of the use of economic incentives in the NIDs.

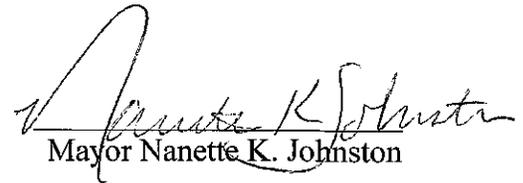
NOW, THEREFORE, BE IT RESOLVED that the Board of Aldermen of the City of Parkville hereby affirms the following policy statements related to economic development in the NIDs:

1. The NIDs assessments create an additional financial hurdle for the development of tracts within the NIDs. To accelerate development in this area, the City will support public incentives to offset the impact of the NIDs assessments on development.
2. In accordance with the Parkville Economic Development Incentive Policy, the City finds that incentives are necessary for tracts within the NIDs to attract private and/or other public investment that would not otherwise occur in a timely manner.

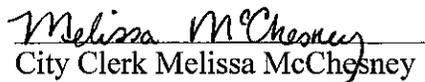
3. NID assessments must be paid current in order for a property owner to be eligible to apply for incentives.
4. Applications for incentives will be evaluated in accordance with the Parkville Economic Development Incentive Policy. Applications for public financing will be further evaluated in accordance with the City's Debt Management Policy, adopted by Resolution No. 09-01-14 on September 16, 2014.
5. All local incentives that are authorized by state law will be considered.
6. If a project is eligible for state and/or federal incentives, the City of Parkville, through its service contract with the Parkville Economic Development Council, will assist the owner and/or developer with the application process to acquire those incentives.
7. Based on the findings in the report entitled, "Market Feasibility & Economic Impact Analysis for a Sports Complex and/or Commercial Development," dated August 11, 2014, the City acknowledges that multi-family housing and year-round retail (such as food, beverage, and services) is a potentially feasible development option for tracts 8 – 10. Multi-family housing is consistent with the Parkville Master Plan and would meet an existing need that is not currently being met in the community for housing.
8. The City affirmatively states its willingness to consider public incentives for multi-family residential projects in the NIDs, including but not limited to the issuance of Chapter 100 industrial development bonds and tax abatement.
9. Due to the unique debt burden of tract 9 because it is co-located within both NIDs, projects that involve tract 9 (45 Park Place, LLC) will be given the highest priority for public incentives.

THIS RESOLUTION is hereby passed and approved by the Board of Aldermen of the City of Parkville, Missouri, this fifteenth day of September 2015.




Mayor Nanette K. Johnston

ATTEST:


City Clerk Melissa McChesney

45 Park Place (Southeast Corner of I-435/Route 45) Project Selection Committee

1. Mayor (Nan Johnston)
2. Ward 3 Alderman (Bob Lock)
3. Ward 3 Alderman (Doug Wylie)
4. City Administrator (Lauren Palmer)
5. Community Development Director (Stephen Lachky)
6. Parkville Economic Development Council Executive Director (Mike Kellam)
7. Platte County Economic Development Council Executive Director (Alicia Stephens)
8. Park Hill School District Superintendent or designee (Jeanette Cowherd or Paul Kelly)



September 16th, 2016

Lauren Palmer
City Administrator
City of Parkville
8880 Clark Ave.
Parkville, MO 64152

RE: Request for Proposals: Development of 45 Park Place in Parkville, Missouri

Dear Lauren Palmer,

Enclosed is our official response to the recent RFQ/P for Development of 45 Park Place in Parkville, Missouri. This proposal is a response from Entrepreneurs Enterprises, LLC & MRE Capital.

- a) The principal of this entity is Maximillian Howell.
- b) Entrepreneurs Enterprises, LLC
 - a. 4550 Main St. Suite 220
 - b. Kansas City, MO 64111
 - c. Phone:816-945-2599, Fax: 913-345-0345
 - d. max@ee-devco.com
 - e. Cell: 913-485-8906
- c) Developer is not in arrears in the payment of any obligation due and owing to the State of Missouri, the City of Parkville, or Platte County, including tax payments and employee benefits, and that it shall not become so during the
- d) The proposal is valid for a minimum of 120 days from the date of submission.
- e) This project will conform to all applicable federal, state and local laws and ordinances, and that the Developer accepts responsibility to ensure compliance with applicable federal, state, and local laws and regulations.

Enclosed are one (7) hard copies and 1 electronic file and copies of the proposal, totaling seven (8).

We approve submittals requested herein this proposal. We appreciate the opportunity to submit this proposal and look forward to continuing our work with you and the great City Parkville, Missouri.

Sincerely,

Maximillian Howell

Chief Executive Officer

Entrepreneurs Enterprises, LLC

Building a Better Community

Phone: 913-485-8906

Fax: 9 13-345-0345



Proposal Table of Contents

2. Statement of Qualifications:

The City seeks a Developer with solid experience and capability, proven through a record of delivering projects that reflect many, if not all of the development objectives outlined in the RFP. Developers should include in their submissions a summary that demonstrates the Developer understands the requirements of this RFP as well as a description of how the Developer proposes to integrate the physical, managerial and financial components required to ensure the success of its proposed development project.

3. Description of the Project Team

It is essential that the City fully understand the experience and capabilities of the Developer's Project Team. The Project Team is defined as the lead developer plus any other development partners and key team members such as architects, engineers, contractors, brokers, etc. who are critical for a complete and reliable response to this RFP (collectively, the "Project Team"). Provide complete information that explains the relationship among all team members and their respective roles and contributions. Provide a description of the Development Team organizational structure, identification of principals, and length of time in business. An organization chart would be an appropriate attachment. Proposal shall include a statement on the availability and commitment of the Developer and assigned professional who will undertake the project.

4. Qualifications and Experience

Provide a summary of the Project Team's experience with projects similar to the project being proposed for this Site. Highlight projects where members of the Project Team have previously collaborated. Projects included for reference should be described only once, and the description should include: project size - by total land and building area; project scope; location; development value; project length from inception to completion; roles of Project Team member(s) during project execution, and client references, including authorization to contact those references provided. For each reference, indicate the contact person's role in the completed project and the time period of his or her involvement. In addition, photos, site plans, and renderings of these projects would be helpful. While completed projects are preferred, relevant "in process" projects which are in the construction phase or later, may be included.

Resumes of all key Project Team members to be involved in the project are required and should include: relevant experience, details regarding the specific role proposed for the project, education, and professional licensing.



5. Project Plan

Developers are to submit a conceptual description of the proposed project that includes the intended uses for the proposed development for the Project Area and size of the uses. It is very important that the Developer describes how this project will meet the development objectives outlined herein. The narrative must include information regarding an approach to predevelopment activities, phasing, construction, marketing, lease-up, and operations. A general estimated time line for project implementation is to be included. This description of the proposed project should include a conceptual site plan. The City anticipates negotiating a development agreement with the preferred Developer that will require the Developer to submit additional materials and successfully complete the City's development application process.

6. Sale Price Proposal will express an amount the Developer is willing to pay for the Project Area.

7. Incentives

Proposal will include a statement indicating whether the proposed development would be contingent upon any local or state government support or action other than review and approval of the development application (i.e. regulation changes, public infrastructure improvements, public funding-grants, loans, tax increment financing, special benefit/taxing districts, etc.).

If incentives are requested, the proposal must include a basic pro forma financial statement to outline the financial assumptions and projections of the development concept, including the funding gap to be bridged with public incentives.

8. Financial Capability

Developer must indicate that it has the financial capability for the proposed project to be developed. Proposals should describe the Developer's experience in obtaining private equity and debt for developments similar in scale to the project described in the proposal. Indicate the source(s) of both debt and equity financing for each referenced project the Developer listed to under Section 6.B.4. – Qualifications and Experience. Describe the Developer's commitment on a long-term basis and capability to provide capital for this project.

Although not required in response to this RFP, any Developer selected for an interview should be prepared to provide supporting financial documentation. The Developer and/or any development partner having an equity stake of 20% or greater in the business entity to be formed for this project, should be prepared to provide, upon request, current interim financial statements and audited annual financial statements for their respective firm's last three fiscal years. An appropriately authorized officer/managing member of each firm providing financial information should certify that their respective statements present an accurate representation of that firm's financial condition as of the date of the statements.



9. Disclosure

Proposal will disclose any professional or personal financial interest which could be a possible conflict of interest in contracting with the City. The Developer must describe the nature of any litigation, arbitrations, mediations, or controversy in which it is currently or recently involved.

2. Statement of Qualifications.

Entrepreneurs Enterprises understands the very detailed requirements of this RFP. They have the experience and intellectual acumen to integrate physical managerial and financial components that are required to make a successful multifamily development. We have completed a thorough analysis of the local and regional market characteristics around the 435 and Route 45 interstates. Additionally we have taken a very deep dive into the project area background and history. Our experience overtime gives us a very vast understanding of limited general obligation bonds and how they will affect the overall project. Additionally we have an understanding of how the project is backed by special assessments collected on properties within the NIDs. The delinquent assets that the City has will essentially be the assets and collateral for the development moving forward. We also have a very good understanding of the project area, it's current zoning and the cities community unit plan and how it integrates with the overall city plan of Parkville Missouri.

MRR Capital and Entrepreneurs Enterprises possess the physical managerial and financial components required to ensure the success of the proposed development project. From a physical perspective we have the manpower and tacit knowledge from numerous years of tax credit development and multifamily housing which afford us the capabilities to ensure that this project is a success. The other very critical pieces of this project are the managerial and financial components. From a financial perspective we have detailed experience with a plethora of financing tools such as historic tax credits, low-income housing tax credits, new market tax credit and other forms of syndication which has allowed us to be successful on developments across the Midwest.

The other very important part of this development that we have a great amount of experience with is making sure a development is in line with The City's and community's vision and expectations. The projects will fully comply with the City's adopted Parkville Master Plan, including but not limited to the following guiding principles: a. Incorporates **sustainable** practices that balance stewardship of human, financial, and environmental resources for present and future generations.

b. Preserve and enhance Parkville's small town **community character** through quality public spaces, building form, scale, placement, architectural design, and distinct features that reinforce the street as civic space.



c. Practices **environmental stewardship** by preserving open space, natural features, and storm water management.

d. Maintains and preserves **civic and open spaces** to provide outdoor recreation, visual enjoyment, and to enhance public health and welfare. Integrate conversation areas, floodplains, green spaces, woodlands and parks as part of the built environment.

e. Promotes **integrated land use** through well-designed and interconnected uses; provides a range of quality housing choices.

f. Provide a balanced and interconnected **transportation** network that enhances connectivity, circulation and safety; incorporates transportation alternatives (bicycle, pedestrian); and minimizes any adverse traffic impact on the surrounding area.

We have read and consulted the Parkville Master Plan in detail. It conforms with our general development principles which make us a great fit as becoming the developer for this great project.

❖ **Please see sustainability Plan Tab “9”**

3. Description of Project Team

The project team will be an integral part of the success of this project. In all of developments we have a similar structure which affords us the ability to continuously improve on quality and performance on different developments. The development team will be MRE Capital and Entrepreneurs Enterprises, LLC. They will complete all developer functionalities and operations throughout the project. MRE Capital will have a larger role in the development aspects of the project.

EE will also hold the role of builder and construction contractor. They have the licenses and ability to oversee the construction of the single family and multi-family homes. By having a developer who has the licenses and experience to complete development and construction it allows for full control and cost effectiveness. EE is currently a builder of numerous homes throughout the Kansas City area and will be the builder of the new single family homes proposed in this project.

The next member of the team is Wallace Architects. They have been our architect on several projects across the region and deliver superior design and engineering on multi-family and single family projects. They will be responsible for all of the design, engineering and site planning.

Another member of our team is our attorney MR. Daniel Sailler. He has been our real estate attorney since inception and is also Daniel III's father. He has decades of experience in structuring partnerships and legal protection that will ensure the development is a success from a legal perspective.

Tax credits will play a very integral role in the multi-family housing portion of this development. We will utilize Raymond James as our tax credit syndicator who will purchase the tax credits at the current market rate to fund the workforce housing project. We have worked with James Dunton and Raymond James for over 5 years across the region and have had success on every project.



Another valued member of the team is Michael Sullivan and Brett Mizner. They will serve as brokers on the project and will assist in potential investment and strategies. Michael is an Investments Sales Specialist focused on the acquisition and disposition of multifamily assets throughout the Midwest. Mr. Sullivan has been involved in more than 100 investment real estate transactions valued at more than \$700 million. Using the highest quality, institutional-grade marketing materials, Mr. Sullivan has earned a reputation for creating multiple offer situations resulting in premium pricing for his clients. As a result of his local expertise combined with the national reach of the firm, he has been able to access capital flows that other brokers are unable to access and create real value for clients during the process.

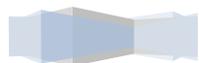
The last valued member of our team ensures our design and construction are sustainable and built to last. Drew Wallace has been part of our team for the last 5 years on all of our developments across the Midwest and down to Texas. He has a wealth of knowledge and experience in the green building and sustainable design. These same things are what Parkville hold close and dear in its community vision. We are glad to have Drew part of our team.

4. Qualifications and Experience

In order to assure every aspect of all development activities are completed with the highest possible amount of quality, diligence and fortitude, Entrepreneurs Enterprises, LLC created several strategic partnerships. These partnerships add value across all scopes and capacities housing development. The experience below will clearly illustrate the premier quality and experience that will foster a positive development experience.

Maximillian D. Howell is a focused and driven individual with ambitions to passionately and effectively pursue success in Business, Engineering and Real Estate Development. He was born in Kansas City, Missouri, where he completed his elementary education at Pembroke Hill and lower school education at Notre Dame de Sion. He then attended Rockhurst High School where he excelled in academics, football, and ice hockey. Following High School, he attended Miami University of Ohio, where he received an academic and athletic scholarship to play Ice hockey. Maximillian graduated from Miami University of Ohio, with Bachelor degrees in Manufacturing Engineering and Engineering Management. During his career at Miami University he gained the valuable technical and business tools necessary to become successful in engineering and business.

Since graduating from Miami University he has been able to build upon the tools and education gained to excel in Engineering, Business and Real Estate. Through his work and ownership of Entrepreneurs Enterprises he has been able to generate and complete numerous residential and commercial contracting projects. Entrepreneurs Enterprises, is a multi-faucet development company that develops, invests, and consults in business, real estate and construction activities. They have been in the business since 2007 and have extensive experience in all aspects of construction and development projects. We



passionately pursue excellence in all components of our business. Maximillian has also generated significant experience with a gambit of financing tools like:

- ❖ Affordable Tax Credits
- ❖ Historic Tax Credits
- ❖ New Market Tax Credits
- ❖ HUD Financing
- ❖ CBDG (Community Based Development Grant)
- ❖ HOME Funds

His experience as a Developer and Construction professional can be illustrated through the projects and certification he has below.

Projects

- ❖ 2nd & Delaware – (Consultant and subcontractor) Kansas City, MO: 276 unit multi-family.
- ❖ Aspen Trails – (Consultant) St. Peters, MO 48 unit senior multi-family (New Construction)
- ❖ Wabash Village – (Builder) – Kansas City, MO 4 single family new construction homes. May 2015 to current
- ❖ Sycamore Springs (Co-Developer) – Hollister, MO 60 unit multi-family (New construction) 2015 to current
- ❖ Beacon Hill (Developer / Builder)- Kansas City, MO Single Family (Historic Renovation) 2014 to 2015
- ❖ Beacon Hill (Developer / Builder)- Kansas City, MO 4 large single family (new construction homes) 2015 to current
- ❖ Monarch Manor(Developer/ Builder)- Kansas City, MO 26 unit single family development (New Construction) 2014 to current
- ❖ Rock Ridge Villas (Co-Developer)- Branson, MO 48 unit multi-family development (New Construction)
- ❖ Aspen Trails – (Consultant) St. Peters, MO 48 unit senior multi-family (New Construction)
- ❖ Maple Ridge (Consultant / Developer) - Bonner Springs, MO 32 unit senior multi-family in
- ❖ Numerous single family residential rehabs, in Kansas City, MO & Overland Park, KS

Certifications

- ❖ State of Missouri – MBE
- ❖ State of Kansas – MBE
- ❖ City of Kansas City, Missouri – MBE/DBE/SLBE
- ❖ Mid America Minority Supplier Development Council – MBE
- ❖ HUD – Section 3

Licenses



- ❖ Residential Building Contractor (Kansas City, MO)
- ❖ Residential Building Supervisor (Kansas City, MO)
- ❖ Certified Veteran Builder ID:0683
- ❖ KCMO General Business
- ❖ Johnson County General Business
- ❖ Johnson County

MRE Capital, LLC

8901 State Line Road, Suite 250
Kansas City, MO 64114

OVERVIEW

MRE Capital, LLC is a firm that develops, invests, and consults in business and real estate transactions through full ownership, joint venture, and consulting opportunities. From site/building selection, financial projections, financing, tax credit structure, and negotiating public finance packages to the design, construction, closing, and leasing, MRE Capital's professionals excel in taking projects from concept to completion. MRE Capital is an opportunity driven firm that is not limited by location, structure, or property type. Our flexible platform allows us to evaluate multiple opportunities and invest our time and resources in only those projects with the lowest risk and highest potential return. MRE Capital's focus on tax credit transactions enable us to create low leverage, low risk returns in any market cycle.

CREDITS / FINANCING TOOLS

New Market Tax Credits

Historic Tax credits

Brownfield Tax Credits

Alternative Energy Tax Credit

Affordable Housing Tax Credits

Tax Increment Finance

HUD Financing

USDA Financing

Bond Financing

COMMITMENT

MRE Capital's commitment is first and foremost to people. We carefully evaluate risks and relationships on a continual basis. Our reputation is always considered before returns.

Jacob Mooney

jmooney@mrecapital.com

913-638-2500

Jake is a co-founding member of MRE Capital, LLC, a Midwest real estate development company. Prior to forming MRE Capital, Jake held positions in the financial sector with Merrill Lynch, which provided Jake the opportunity to work on private equity raises,



IPOs, commercial lines of credit, business banking, commercial real estate financing, and merger and acquisition transactions. In real estate development with Garrison Development and Townsend, Inc., Jake worked on site/building selection, finance, public finance and construction. He has been involved in numerous projects throughout the Midwest, employing creative financing solutions that include low income housing tax credits (LIHTC), New Markets Tax Credits (NMTC) and historic tax credits. At MRE Capital, Jake is responsible for new acquisitions, financial projections and developing senior level relationships with lenders and investors. He has a Business Finance degree from Kansas State University and is involved in numerous charities including Community LINC, a non-profit organization helping homeless families in the Kansas City area. Jake is a Rockhurst High School graduate and lives in the Kansas City area with his family.

Daniel Sailer, III

dsailer@mrecapital.com
913-231-8400

Daniel co-founded MRE Capital, LLC after extensive experience with various companies in the construction and real estate development industry. Daniel's career includes management positions with suppliers, contractors and real estate developers. Daniel has been involved in the development and ownership of numerous projects using LIHTC and NMTC tax credits. At MRE Capital, Daniel is responsible for transaction execution, financial valuation, due diligence and administrative aspects of projects, and is active in locating new investors and financing sources. He has a degree from the University of Kansas and is involved in Big Brothers/Big Sisters, Catholic Charities and other charities in the Kansas City area. Daniel lives in the Kansas City area with his family.

Daniel L. Sailer Jr., Esq.

atty@mrecapital.com
816-822-7177
913-940-5235 Cell

Mr. Sailer has over 30 years legal experience in transactions involving real estate, tax credits, corporations, partnerships and tax exempt entities. He advises clients, including developers, nonprofits, investors, lenders, and borrowers in real estate transactions, including the acquisition, financing, disposition, construction, development and leasing of commercial and residential developments. Mr. Sailer received his undergraduate and graduate degrees from the University of Kansas, and is active in local Kansas City and national legal and professional organizations. Dan and his family reside in the Kansas City area.

EDUCATION:



- Law School – University of Kansas School of Law Degree – J.D., 1980
- Undergraduate – University of Kansas – Bachelor of Arts, 1977

PRACTICE AREAS

- ❖ Real Estate Law
 - Commercial Leasing
 - Real Estate Development
 - Real Estate Finance
 - Structured Finance
- ❖ Corporate Law
 - General Corporate
 - Limited Liability Companies
 - Partnerships
 - Not-for-Profit Associations and Organizations

Our design professional's information is listed below and attached. It is very important to note that we haven't just found the best design professional for the job; we have a partnership of over 7 years to attest to their outstanding design work. They are also the designers of the first phase of Monarch Manor.

Wallace Architects

302 Campusview Drive, Suite 209
Colombia, MO 65201
660-826-7000
660-287-7000 Fax

Kurt Wallace

kurtw@wallacearchitects.com

Manager of Wallace Architects, LLC., who has specialized in affordable housing for 30 years. 1976 graduate of Oklahoma State University with a BS in Architectural Studies. Current member of the Missouri Council on Historic Preservation, member and past President of the Missouri Council for Affordable and Rural Housing, member and past President of the Missouri Chapter AIA.

His firm has completed over 380 apartment complexes. In the last 5 years, his firm has provided architectural services on 5,925 LIHTC apartments. Full Member of Wallace Architects, LLC specializing in affordable housing since its inception in January 1998.

A PARTNERSHIP OF IDEALS:

At Wallace Architects, we are motivated by ideals. We believe in developing relationships with our clients built on ideals such as collaboration, integrity and commitment. While you may find other firms qualified to do a job, there's no other with



the ability and the dedication to offer you more than a sum of its parts. At Wallace Architects, we offer you a partnership.

DRAWING ON EXPERIENCE, TRUST AND TEAMWORK:

These three qualities are what we strive to offer our clients.

EXPERIENCE:

Wallace Architects has over 50 years of experience designing and developing housing, institutional health care, banks, schools, HUD, and State of Missouri facilities.

TRUST:

We think of our clients as partners and offer the necessary resources to successfully coordinate and complete every phase of the project in budget and on schedule.

TEAMWORK:

Our staff works together with you to meet the special needs of your project through design and construction, as well as providing assistance during the funding application process through one-year follow-up inspection.

❖ *Please also see Tabs “1-4”: Resumes & link below*

- http://www.raymondjames.com/about/investor_relations.htm
- www.mrecapital.com

❖ *Please also see Tab “5”: Developer Experience Summary*

5. Project Plan

We clearly understand that the partnership between the City of Parkville and the Parkville EDC completed a Market Feasibility & Economic Impact study that concluded a strong regional demand for recreational sports facilities, but that the site could not support a competitive tournament facility that would serve as an economic attraction. Moreover, the highest and best alternative was reported as a multi-family residential project with supporting neighborhood services. This information leads us to believe that a mixed use housing development would be the best option for meeting the objectives laid out in the RFP.

More specifically, we are suggesting that we create a 451 unit development which consists of 4 different types of housing options. There will be:

A (19) 2-STORY 16-PLEX = 304 UNITS B (7) 10-PLEX ROWHOUSES = 70 UNITS C (28) DUPLEXES = 56 UNITS D (21) SINGLE FAMILY = 21 UNITS (451) TOTAL UNITS 1 (1) COMMUNITY BUILDING 2 (1) 1/4 ACRE FENCED DOG PARK 3 (1) FENCED PLAYGROUND 4 1.5 MILE WALKING TRAIL 5 OUTDOOR FITNESS TRAIL 6 SWIMMING POOL



In order to accomplish the housing objectives that we have laid forth above we plan on integrating a tax credit component with a down payment assistant program that will help become catalyst to the housing development. From a pre-development perspective we will create very competitive 9% tax credit application to the Missouri housing development commission. The applications will be broken down into three phases that will extend over the next three years. The first application will be for the multifamily housing in the development. The initial payment for land will bring down the overall basis of the next subsequent projects. The unit mix will be workforce and market rate. We will be dynamic and malleable in terms of the next two phases of tax credit applications. They will be either for additional multifamily units or duplexes. As a development team we have completed numerous projects across the Midwest that will be identical to what we are going to build. Specifically we have build Rock Ridge Phase II in Branson, MO which is a garden style walkup apartment that is consistent with City's vision.

- ❖ **Please also see Tab "6" – Multifamily project photos**
- ❖ Please also see website: www.mrecapital.com
- ❖ **Please also see Tab "6" – Multifamily financial model**
 - This is sample model and will need to be updated.

The single-family homes will initially be funded through city down payment assistance programs which will bring down the principal amount owed by the buyer and assist with the construction cost of the homes. We envisioned that after the first phase of homes is utilized with this down payment assistance that more market rate homes will be built as well. We are currently using this model in Kansas City, MO at Monarch Manor. We are operating as the builder and developer with the City of Kansas City, MO. We have seen firsthand how this type of incentive can become a catalyst to spur development.

As a development team we have identical experience developing high-quality residential projects because we actually did so during the first phase of Monarch Manor. We were able to overcome soil issues and budget shortfalls to bring new homeowners to the area. One of the most valued things we were able to accomplish during the first phase of the project is overcoming the complications associated with building a quality home on compacted fill dirt. After working with several civil and geo-technical engineering firms we now have a cost effective and stable solution which will be used for all homes moving forward.

Another very valuable component of our experience with Monarch Manor is the actual construction cost and financing in the area. We now have been able to drive down material cost and labor cost by utilizing the same construction team as before. This increases quality and efficiency of homebuilding. On the front end we also have completed all of the initial design and complex engineering required to build homes in Monarch Manor. Making design changes only cost us pennies compared to starting from scratch. To date we have spent over \$40,000.00 on soft cost services which would not



have to be spent for the next phase. These same homes are consistent with Parkville's plan for single family home design.

Lastly already have a revolving construction loan with LEAD bank which will allow us to build quickly and streamline the closing process.

- ❖ **Please also see Tab "7" – Kansas City single family subdivision – Monarch Manor**
- ❖ **Please also see Tab "7" – Single Family Financial Model.**
 - This is a sample model and will need to be updated.

The first phase which will go in parallel with the predevelopment activities that will put together the first 9% tax rate an application will be to create the site infrastructure and master plan that will afford the proper plotting of the area. This will be funded by the Chapter 100 industrial development bonds and tax abatement. This funding source is per the city of Parkville Missouri resolution number 09-04-15.

We anticipate the infrastructure construction will begin in the spring of 2017. The multifamily housing will start in the spring of 2018. The single-family construction will begin as soon as the infrastructure has been completed which will be forecasted to spring of 2018. Marketing will be again in 2017 and will continue throughout the completion of the project. We anticipate lease up for the multi-family to be complete in the fall of 2019. The site has convenient access to all major utilities:

- Sanitary Sewer – Platte County Regional Sewer District
- Water – Consolidated Public Water Supply District #1 of Platte County
- Electric – Kansas City Power & Light
- Gas – Spire Gas Company d/b/a Missouri Gas Energy

Part of those bonds will also go to the connection of the utilities to the project site.

Please also see Tab "8": Site Plan & elevation

6. Sales Price

The sales price of the land and project area will be \$1,000,000. This will be paid over the next 3 phases of tax credit applications or market rate new construction design purchase acquired from our brokers.

7. Incentives

Incentives are a very critical part of this development. We will be looking for 3 forms of incentives. The first form is Low Income Housing Tax Credits. These credits will be contingent on approval by the Missouri Housing Development commission. We are confident with the City support and low ineludible basis cost of land we will be funded



as requested. We have also worked with MHDC for almost a decade and had numerous deals awarded. A component which will help promote the award of the 9% tax credits is tax abatement which will bring down the overall development cost. This will be an asset at rating time.

The other from of support we will need for the infrastructure of the project site, single family down payment assistance, and single family construction cost are the Industrial Revenue Bonds from Parkville Missouri resolution number 09-04-15.

8. Financial Capability

- ❖ **Please see Tab “10” - *Current Financial Statements***
 - Propriety please share

9. Disclosure

This proposal does not contain any possible conflict of interest in contracting with the City. There is not any litigation, arbitrations, mediations, or controversy in which it is currently or recently involved.

10. Why we are best choice:

As a team we are committed to exceeding expectations in the execution of the Development. Our goal is to become Parkville Missouri’s premier Developer for all of the City’s future needs. We understand this goal will be directly contingent on the overall success of these development activities, which is why we are so focused and committed to success. We are confident we are your best option for development of this project area.



RENTAL HOUSING PROGRAMS APPLICATION
EXPERIENCE SUMMARY -- OWNER/DEVELOPER/PROPERTY MANAGER/GENERAL CONTRACTOR

Entrepreneurs Enterprises, LLC
11947 Goodman Street
Overland Park, KS 66213

Entity Type (one) Individual
 Partnership
 Corporation

Proposed Role in Development: Owner Developer Property Manager General Contractor

Development Name City, State	Date Acquired or Constructed	Unit Count			Financing Sources/ Government Programs	Current Occup. %	Participation Period		Any Foreclosure, Default, Lawsuits?*		
		Low Income**	Market	Special Need			From:	To:	Yes	X	No
Sycamore Springs - Hollister, MO	9/1/2015	46	14		Tax Credit, HOME	0.0%	9/1/2015	Current	Yes	X	No
Monarch Manor - Single Family New Const KC,MO	6/1/2014	4	0		HOME / CDBG	50.0%	6/1/2014	Current	Yes	X	No
Rock Ridge Phase 2 - Branson, MO*	5/31/2014	38	10		Tax Credit, HOME	90.0%	5/31/2014	Current	Yes	X	No
7600 E. 102nd Street Kansas City, MO	2008	1			None	100.0%	6/1/2008	9/1/2012	Yes	X	No
8200 E. 107th Street Kansas City, MO	2007	1			None	100.0%	4/1/2008	7/1/2011	Yes	X	No
10914 Bradshaw Street Overland Park, KS	2007	1			None	100.0%	5/15/2007	7/1/2011	Yes	X	No

* If "Yes" in any case, provide full details on the back of this form or on a separate sheet.
 Form FIN-105 (Rev. 06/15/09)

** Restricted to Low-Income occupants.
 Page 1 of 1

RENTAL HOUSING PROGRAMS APPLICATION
EXPERIENCE SUMMARY -- OWNER/DEVELOPER/PROPERTY MANAGER/GENERAL CONTRACTOR

MRE Capital, LLC
16359 Chaney Lane
Stilwell, KS 66085

Entity Type (one) Individual
 Partnership
 Corporation

Proposed Role in Development: Owner Developer Property Manager General Contractor

Development Name City, State	Date Acquired or Constructed	Unit Count			Financing Sources/ Government Programs	Current Occup. %	Participation Period		Any Foreclosure, Default, Lawsuits?*		
		Low Income**	Market	Special Need			From:	To:	Yes	X	No
Rock Ridge Villas - Branson, MO	9/14/2009	38			AHTC, TCAP, HOME	95%+	Sep-09	Current	Yes	X	No
Timber Creek - Muskogee, OK	9/1/2012	42		3	AHTC	95%+	Sep-11	Current	Yes	X	No
Maple Ridge - Bonner Springs, KS	4/29/2013	32		1	AHTC	95%+	Aug-12	Current	Yes	X	No
Dogwood Cottages - Blytheville, AR	7/9/2014	36			AHTC	89.0%	Sep-12	Current	Yes	X	No
Sander's Heights - Lawton, OK	12/31/2013	44		3	AHTC, HAP Contract	95%+	May-13	Current	Yes	X	No
Rock Ridge Phase 2 - Branson, MO	5/31/2014	38	10		AHTC, HOME	90.0%	Jun-13	Current	Yes	X	No
Dale Lofts - Guymon, OK	12/31/2015	45		3	AHTC, HTC	95%+	Jun-14	Current	Yes	X	No
Parrish Lofts - Pratt, KS	12/15/2015	23		1	AHTC, HTC	95%+	Jun-14	Current	Yes	X	No
Sycamore Spring Apts. - Hollister, MO	Under Construction	46	14		AHTC	N/A	Sep-15	Current	Yes	X	No
Will Rogers Lofts - Claremore, OK	7/24/2016	38		4	AHTC, HTC	95%+	Nov-15	Current	Yes	X	No
Berryhill Apartments - Sapulpa, OK	Under Construction	28		3	AHTC, HTC	N/A	Aug-16	Current	Yes	X	No
Aldridge Apartments - McAlester, OK	Pre- Development	66		7	AHTC, HTC	N/A	Aug-16	Current	Yes	X	No
Laguna Lofts - Cisco, TX	Pre- Development	40			AHTC, HTC	N/A	Aug-16	Current	Yes	X	No
Conrad Lofts - Plainview, TX	Pre- Development	26			AHTC, HTC	N/A	Aug-16	Current	Yes	X	No

* If "Yes" in any case, provide full details on the back of this form or on a separate sheet.
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** Restricted to Low-Income occupants.
 Page 1 of 1



econsultants LLC most recently provided the NGBS Green Building verification and design consulting services for approximately 300 multifamily units in the Midwest region and 200 in the Southeast region. Of those projects, was the Wingate Manor Senior Apartments in Shiloh, Illinois. That building was the first NAHB Green Certified multifamily complex in the Midwest and only the second in the United States. Wingate Manor was awarded the Affordable Multifamily Project of the Year by the National Association of Homebuilder's at the 2010 National Green Building Conference. Other projects include the Deerbrook Estates in Sedalia, Bluff View Estates in Festus, Quail Creek in Springfield, Cape Riverview rehab in Cape Girardeau, and Cloy Estates in Clinton. Some projects in the Southeast include 10 renovation projects in Louisiana and Mississippi. We will provide NGBS certification services on 10+ recently funded MHDC totaling approximately 300 units. econsultants also employs certified Home Energy Raters that provide builders, developers, and homeowners Home Energy Ratings as well as with ENERGY STAR certification services. We recently provided ENERGY STAR certification services for a 48 unit affordable multifamily apartment complex in Republic, Missouri, 38 units in Willard, MO, 18 single family houses in Joplin, Missouri, 48 units in Branson, MO, and numerous single family homes located in Columbia, Montgomery City, Branson, and Joplin. econsultants, LLC has provided a total of 400+ Home Energy Ratings, the majority of those projects being funded using LIHTC in the states of MO, KS, AR, IA, IL, MS. Also, we are providing NGBS Green Design Review services for 7 newly funded MHDC projects totaling approximately 150 units.

The company is now approximately 4 years old, and has over 7 years of combined experience in design and construction administration over numerous senior housing and multi-family developments. Many of these projects have received financing through the federal low income housing tax credit program, bond financing, MHDC, DCA, AHFA, IFA, Rural Development and HUD funding (202, 221.d.4,811, HAP.), or combinations of each. We also have experience providing construction administration in the custom home building industry as well as very large scale commercial projects.

Drew Wallace
econsultants, LLC
302 Campusview Dr Ste 209
Columbia, MO 65201
573-256-7200 Phone
573-256-2947 Fax
573-999-7082 Cell
dreww@econsultantsllc.net

Drew Wallace, NAHB Accredited Green Verifier, Certified Green Professional, Home Energy Rater (Energy Star), and certified Building Analyst (BPI)

- ◆ Manager of econsultants, LLC
- ◆ Graduate of Missouri State University with a BS in Construction Management.
- ◆ Field Engineer for Hensel Phelps Specialty Commercial General Contractor for one year.
- ◆ Has worked in construction for 5 years including an internship with the Jones Company who specialize in single family homes.
- ◆ Has personally certified approx. 500 homes/multifamily units to the 2008 and 2012 NGBS
- ◆ Has provided Energy Star certification to approx. 400 homes/multifamily units
- ◆ Has provided existing building pre and post construction energy audits on approximately 300 homes/multifamily units
- ◆ Recently was a speaker for the Jefferson City HBA Green Building Session, and the “Greening Your Multifamily Projects” Educational Session at the 2010 NAHB National Green Building Conference, and “Ask the Experts” Educational Session at the 2011 NAHB National Green Building Conference
- ◆ 2011 NAHB Research Center Green Partner of the Year
- ◆ 2013 Home Innovation NGBS Green Partner of Excellence
- ◆ 2015 Home Innovation NGBS Green Partner of Excellence
- ◆ 2013 Energy Star Certified Homes “Leadership in Housing Award” recipient

Michael Sullivan

Director

KANSAS CITY OFFICE

2600 Grand Blvd, Suite 410

Kansas City, Missouri 64108

Phone : 816.531.5103

Fax : 816.527.8272

Michael.Sullivan@berkadia.com

MO License #2006007641

BerkadiaREA.com

PROFESSIONAL EXPERIENCE

2015 - Present	Berkadia
2003 - 2015	Marcus & Millichap

ACHIEVEMENTS

Investments Sales Specialist focused on the acquisition and disposition of multifamily assets throughout the Midwest. Mr. Sullivan has been involved in more than 100 investment real estate transactions valued at more than \$700 million. Using the highest quality, institutional-grade marketing materials, Mr. Sullivan has earned a reputation for creating multiple offer situations resulting in premium pricing for his clients. As a result of his local expertise combined with the national reach of the firm, he has been able to access capital flows that other brokers are unable to access and create real value for clients during the process.

EDUCATION

1999-2003	University of Kansas
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PARTIAL LIST OF CLOSINGS

Property Name	City	State	Units	Sales Price
Wellington Apartments	Des Moines	IA	420	\$32,500,000
Brookwood / Cherry Hills	Wichita	KS	564	\$32,000,000
Cedar Trace Apartments	Maryland Heights	MO	372	\$26,800,000
Timber Lakes at Red Bridge	Kansas City	MO	322	\$26,700,000
Ridgeview Apartments	Olathe	KS	384	\$23,150,000
Plaza at Overland Park	Overland Park	KS	200	\$21,100,000
Walnut Tower Apartments	Kansas City	MO	180	\$16,750,000
Shawnee Station	Shawnee	KS	228	\$15,600,000
Whispering Lakes	Kansas City	MO	384	\$14,650,000
Plaza House & Plaza Terrace	Kansas City	MO	169	\$14,000,000
Pine Tree	Omaha	NE	197	\$14,000,000
Bluffs at Cherry Hill	Omaha	NE	196	\$13,600,000
Library Lofts East	Kansas City	MO	119	\$12,750,000
Ashbrooke Apartments	Ankeny	IA	196	\$12,400,006
Clarion Park	Olathe	KS	220	\$11,215,000
The Links at Parkville	Parkville	MO	244	\$10,650,000
Raintree	St. Louis	MO	490	\$10,100,000
Surrey Court at D'Adrain Meadows	Godfrey	IL	248	\$9,275,000
Jenne Hill Townhomes	Columbia	MO	86	\$6,800,000

Brett Meinzer

Associate Director

KANSAS CITY OFFICE

2600 Grand Blvd Suite 410

Kansas City, MO 64108

Phone : 816.759.0366

Mobile : 816.516.8515

Brett.Meinzer@berkadia.com

www.Berkadia.com

PROFESSIONAL EXPERIENCE

2015 to Present	Berkadia Real Estate Advisors Associate Director, Mid-Market Team Kansas City Office
2013 - 2015	Marcus & Millichap Associate, National Multi-Housing Group Kansas City Office
2011 - 2013	Novogradac & Company Analyst, Valuation Advisory Group Kansas City Office

ACHIEVEMENTS

- Listed and Sold More Than \$200 million in Multifamily Property Over the Last 36 Months
- Sold More Than 4,500 Apartment Units Throughout Missouri, Kansas, and Nebraska
- Closed Transactions for More Than 50 Clients
- Represents Institutional Clients, Private Clients, High Net Worth Individuals, Developers, Syndicators, and Asset Managers
- Completed Multifamily Transactions Ranging from 60 to 384 Units with A Value of \$1,500,000 to \$18,600,000
- Commanded 60% Kansas City, MSA Market Share in 2014 (Number of Units and Transactions Completed with A Broker)

EDUCATION

2006 - 2015	University of Nebraska-Lincoln - B.S. in Business Administration Concentrations in Finance and Economics
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PARTIAL LIST OF CLOSINGS

Property Name	City	State	Sales Price
Jenne Hill Townhomes	Columbia	MO	\$6,800,000
Gladstone Portfolio	Gladstone	MO	\$11,200,000
Pine Tree	Omaha	NE	\$14,400,000
Plaza Terrace	Kansas City	MO	\$7,605,000
Plaza House	Kansas City	MO	\$6,250,000
Fairfield Village	Springfield	MO	\$6,500,000
Fountainhead	Kansas City	MO	\$6,916,000
The Hills	Kansas City	MO	\$13,800,000
Ash Street Place	Columbia	MO	\$8,575,000
Blue Heron	Waynesville	MO	\$1,750,000
Ruskin Place	Kansas City	MO	\$4,900,000
Westgate	Lawrence	KS	\$3,700,000
The Shores	Wichita	KS	\$12,322,000
Whispering Lake	Kansas City	MO	\$14,650,000
Country Walk	Mulvane	KS	\$2,800,000
Independence Tower	Independence	MO	\$3,200,000
Olde English Manor	Wichita	KS	\$9,800,000
Town Center	Overland Park	KS	\$18,600,000
Green Village	Kansas City	MO	\$4,825,000
Northpointe	Kansas City	MO	\$6,050,000
Vienna Square	Kansas City	MO	\$2,150,000
Prairie Walk	Kansas City	MO	\$6,700,000
The Links at Parkville	Parkville	MO	\$10,650,000
Cherokee Village	Liberty	MO	\$4,190,000

PROVEN TAX CREDIT PARTNERS

Proven Performance



Strength and Stability



Focused Expertise



OUR PARENT COMPANY: RAYMOND JAMES FINANCIAL, INC. (RJF)

CORPORATE HIGHLIGHTS

- Full-service securities firm **founded in 1962** and public since 1983 (“RJF” on NYSE)
- Extensive **Private Client Group, Capital Markets, Asset Management, and Banking** operations
- Fiscal 2015 net revenue of **\$5.2 billion**; net income over **\$502 million**
- **114 consecutive quarters of profitability**
- Total market capitalization of **~\$7.1 billion**; client assets of **~\$535 billion**
- Approximately **2,800 branches and offices** throughout the United States, Canada, Europe and Latin America
 - More than 6,800 financial advisors serving 2.8 million accounts
 - Over 14,000 associates & affiliates worldwide

HIGHLY-RECOGNIZED BRAND WITH NUMEROUS ACCOLADES

- Named **“Investment Banking Firm of the Year”** by *M&A Advisor* (2013, 2014, 2015)
- Ranked in the **top 5 World’s “Most Admired” Securities Companies** by *Fortune* magazine (2012)
- Awarded 3 **“M&A Deals of the Year”** by *M&A Advisor* (2015)
- Practice Intelligence named a winner in WealthManagement.com’s Industry Awards (2015)
- Equity Research received 15 awards in the StarMine Analyst Awards (2015)



*Raymond James Headquarters
St. Petersburg, FL*

TAX CREDIT FUNDS OVERVIEW

FIDUCIARY ALIGNMENT

- Wholly-owned subsidiary of Raymond James Financial
- Significant capital backing from our parent
- Long-term, strategic commitment to LIHTC

SYNDICATION HIGHLIGHTS

- Sponsored more than 100 Low Income Housing Tax Credit (“LIHTC”) funds since 1987
- **Over \$6 billion** of equity raised
- All funds have successfully met their stated goals for investor yield
- **No tax credit recapture** due to foreclosure in our history

PRESENCE

- Acquired over 1,800 LIHTC properties in 46 states
- 7 Acquisitions offices located throughout the United States (St. Petersburg, New York City, San Diego, Portland, Cleveland, Birmingham, Houston)
- Deep relationships with investors and developers nationwide

PORTFOLIO

- **1,100+** properties under management
- Portfolio occupancy: **96%**
- Material watch list is <0.25% of our portfolio
- Asset Management is fully **sustainable**
 - Stand-alone profitable
 - Able to meet all operating commitments for the life of our current funds

SERVICES

- **Full-service** LIHTC syndicator, involved from property acquisition through disposition
- Services include:
 - Property sourcing and acquisition
 - Underwriting
 - Asset management
 - Investor reporting
 - Disposition

INDUSTRY LEADERSHIP

- **Ranked #1** among all firms in new syndicated equity volume in 2013, 2014 and 2015¹
- **Ranked #1** among all firms in transactions closed, 2014 and 2015¹
- Led successful effort to enact accounting policy change for the LIHTC industry (effective 2014)

(1) DTM & Associates annual survey

NATIONAL PRESENCE

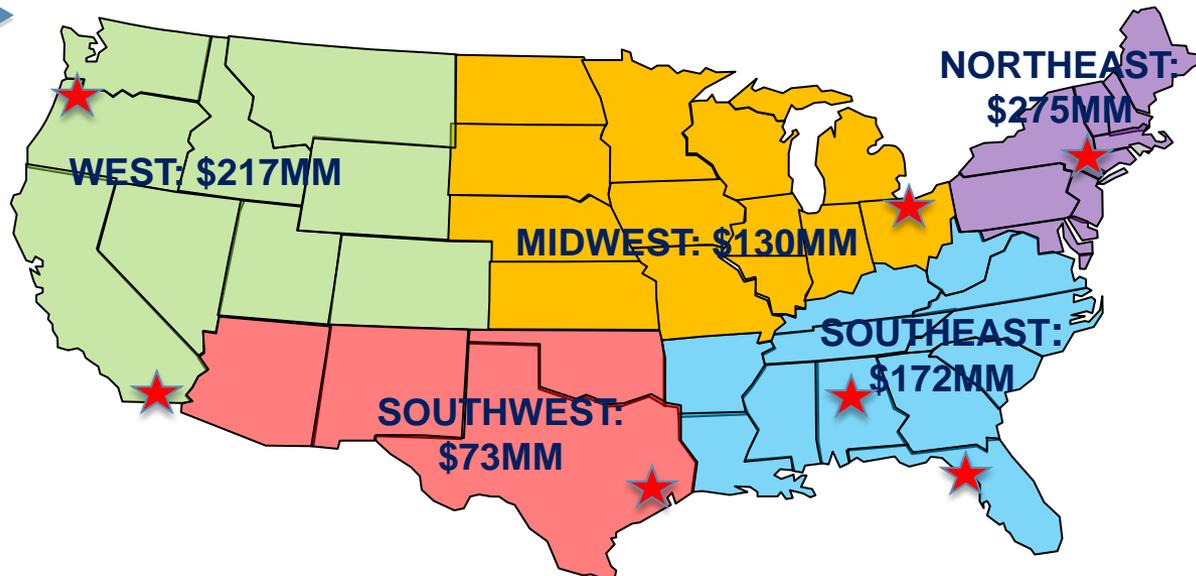
FY2015 Equity Highlights

- Placed \$868 million of new equity
- 97 transactions across the United States
- 47 investors
 - 39 banks
 - 8 insurance companies
- 31 repeat investors



*Linwood Mills
Worcester County, MA*

FY2015 Equity Placed



 RJTCF Acquisitions Offices

DIVERSE FUND OFFERINGS

RJTFCF executes on an array of tax credit opportunities for our partners including:

- Federal and State Credits
- CRA or Economic-Focused Investments
- National, Regional, and State Funds
- Proprietary (Single-Investor) or Multi-Investor Funds



*Antiquity Heights
Cornelius, NC*



*Accomack Manor
Parksley, VA*

THE RAYMOND JAMES DIFFERENCE

- Market leader in LIHTC syndication
- Financial strength, support, and oversight from our public parent company
- Client-first, values-based culture

THE MARKETS CHANGE BUT OUR VALUES WILL ALWAYS BE THE SAME: CLIENT FIRST IS AT OUR CORE, SUPPORTED BY INDEPENDENCE AND INTEGRITY.



*Innsbrook Commons
Rockhill, SC*

RAYMOND JAMES TAX CREDIT FUNDS, INC.

KEY PERSONNEL



Steve Kropf is President and Chief Executive Officer of Raymond James Tax Credit Funds. He has overall responsibility for the company including oversight of originations, acquisitions, underwriting, investor reporting, asset management and dispositions. Steve has nearly 20 years of affordable housing experience, and is a member of the RJTCF investment committee, which is responsible for reviewing and approving each partnership. Prior to joining Raymond James in 2000, he was a senior manager within the financial advisory services practice of PricewaterhouseCoopers. Steve received a Bachelor's degree in engineering, a Master's in engineering and an MBA from the University of Florida.



Rick Cargo is Chief Operating Officer, responsible for the asset management, technology initiatives, underwriting process and closing property acquisitions for Raymond James Tax Credit Funds. He has nearly 30 years of experience in numerous aspects of commercial real estate, and is a member of the RJTCF investment committee. Prior to joining Raymond James in 1999, Rick worked for First Industrial Realty Trust in several capacities including acquisitions, development/construction and management. Previously a project development manager with the Radnor Corporation, he received his Bachelor's degree with honors from the University of Florida.



Sam Shupe, Senior Vice President of Feasibility, is responsible for determining the feasibility of property acquisitions made by Raymond James Tax Credit Funds. Sam has over 25 years of real estate experience, and is a member of the RJTCF investment committee. Prior to joining the firm in 1995, he worked with NationsBank for over eight years, where he was involved with the underwriting of commercial real estate loans, as well as recommendations regarding restructuring of troubled loans and asset disposal decisions. He also directed the production of market research reports and performed numerous property valuations and feasibility studies. Previously, he was a real estate lender, and also was directly involved in the management of loans on troubled properties. Sam graduated from the University of Florida with a Bachelor's degree with honors.



Toni Matthews is Vice President and Chief Financial Officer of Raymond James Tax Credit Funds. She is responsible for directing the financial activities, the information technology development and the reporting of Raymond James Tax Credit Funds, Inc. Prior to joining Raymond James Tax Credit Funds, she was in public accounting, specializing in IRS controversy. She also held the position of assistant vice president of corporate tax for Raymond James Financial. Ms. Matthews received her Bachelor's degree from the University of South Florida, and is a Certified Public Accountant.

RAYMOND JAMES TAX CREDIT FUNDS, INC.

KEY PERSONNEL



Brian Lynch is Vice President – Asset Management for Raymond James Tax Credit Funds. Brian is a member of RJTCF's investment committee, and is responsible for all asset management functions related to the properties in its portfolio. Brian is a veteran of the affordable housing industry, with experience in asset management, tax credit compliance, work-outs, and property operations throughout the United States. Prior to joining Raymond James, he served as manager of loan servicing at The Community Preservation Corporation, an affordable housing lender in New York. Brian earned his BA from Fairfield University and his MBA from Fordham University.



James Horvick is Vice President and Director of Originations for Raymond James Tax Credit Funds. He is responsible for the overall infrastructure of the originations team, and directly oversees four regions (Atlantic, Coastal, Southeast, Midwest), and has over 10 years of affordable housing experience. He also assists in the development of regional equity placement strategies. James served on the City of Tampa's Affordable Housing Advisory Committee. Prior to joining RJTCF in 2002, he developed and delivered specialized training programs for Raymond James & Associates. James received an MBA with honors from the University of Florida and a BA from Concordia College.



C.J. Baier is Vice President and Portfolio Manager for Raymond James Tax Credit Funds, responsible for valuing, marketing and disposing of limited partner interests in funds once each partnership reaches the end of its 15-year compliance period. Additionally, C.J. is responsible for overseeing projects during the construction period to ensure timely completion and adherence to the development budget. C.J. has nearly 10 years of affordable housing experience with RJTCF. Prior to joining Raymond James, C.J. worked in project management for Bovis Lend Lease in Washington, D.C., where he gained broad experience in the financing, development and construction of multifamily properties. C.J. received a Bachelor's degree with honors in civil engineering from the University of Florida.



James Dunton is Vice President, Managing Director of Acquisitions, Midwest region for Raymond James Tax Credit Funds and is responsible for property acquisitions in the Midwest region of the United States. He joined the firm in 2005 and has held various roles within RJTCF. In his previous roles, James was responsible for reviewing due diligence material, addressing investor concerns, processing capital distributions and facilitating closing of project partnerships. He received an MBA from Duke University and a BS with honors in finance from the University of Florida.

CONTACT INFORMATION

James Dunton

Vice President - Managing Director of Acquisitions
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Raymond James Tax Credit Funds, Inc.
880 Carillon Parkway | St. Petersburg, FL 33716
Toll Free: 800-438-8088 | Fax: 727-567-8790



Wallace Architects, LLC – an architectural firm of 28 professional and support staff, is one of the largest and most active firms in the Midwest specializing in affordable housing developments. Wallace Architects, LLC has a broad experience in the design and construction of residential and multi-family developments – in new construction and the renovation/rehabilitation of existing and historic properties, throughout Missouri and multiple surrounding states.

Since its inception in January of 1998, Wallace Architects has served as the Architect of Record on over 369 senior housing and multi-family developments with over 17,015 units. Most of these projects have received financing through the Federal Low Income Housing Tax Credit Program, bond financing, Rural Development, NSP and HUD funding (202, 221.d.4, 811, HAP), or combinations of each. Wallace Architects is presently the Architect of Record on apartment complexes in Missouri, Alabama, Connecticut, Florida, Georgia, Illinois, Iowa, Kansas, Kentucky, Louisiana, Mississippi, Oklahoma, Tennessee, and Virginia.

Please note that all of the facilities designed by Wallace Architects, LLC were designed to meet or exceed the standards of the International Energy Conservation Code by providing knowledgeable staff and partnering with experienced consultants. All such projects have received their certifications for which they applied. In addition, Wallace Architects, LLC has designed many NAHB Green Certified and/or Energy Star Rated facilities, of which – Wingate Manor in Shiloh, Illinois – won the 2010 NAHB Green National Project of the Year. The Forest at York in Newnan, Georgia, won the 2014 EarthCraft Project of the Year.

We appreciate the opportunity to provide this to you and would ask that you visit our website at www.wallacearchitects.com for additional information.

Wallace Architects, LLC

302 Campusview Drive, Suite 208
Columbia, MO 65201
573/256-7200

Kurt Wallace, Architect

- Manager of Wallace Architects, LLC – a “small business” specializing in affordable housing - since its inception in January 1998.
- Has been active in the architectural field, specializing in apartment complexes, for 38 years.
- Graduate of Oklahoma State with a Bachelors of Science in Architectural Studies, 1976.
- Licensed Architect in seven states.
- Member of the National Council of Architectural Registration Boards, (NCARB) - File Number 38775.
- Member of the Mid-Missouri Chapter of The American Institute of Architects, (Past President).
- A National Association of Home Builders Certified Green Professional.
- President of Missouri Workforce Housing Association, (MOWHA).
- Board Member – Council for Affordable Rural Housing, (CARH).
- Board Member – Big Brothers Big Sisters of Central Missouri.

Mike Kleffner, Architect

- Project Manager at Wallace Architects since 2010. Has been with Wallace Architects since 2009.
- Graduate of Drury University with a Bachelors in Architecture, 2000.
- Member of the National Council of Architectural Registration Boards, (NCARB) - Record Number 105773.
- Member of the Mid-Missouri Chapter of The American Institute of Architects - No. 30176341.
- Has worked in construction, architecture and management of projects since 2000.
- Licensed Architect in 17 states.
- Field Representative – on-site inspections for compliance with plans and specifications.
- LEED Accredited Professional in Building Design and Construction.
- Currently working on 16 affordable housing and market rate apartment complex projects in Missouri, Kansas, Oklahoma, Kentucky, Tennessee, Alabama, Mississippi, Georgia, Connecticut and Virginia.

Paul Anderson, Chief Production Officer

- Chief Production Officer of Wallace Architects, LLC since 2004. Has been with Wallace Architects L.L.C. since its inception in January 1998.
- Graduate of Central Missouri State University with an Associate's Degree in Architectural Drafting, 1975.
- Has worked in the field of Architecture, and specifically affordable housing, for more than 40 years.

Randy Porter, Architect

- Project Manager at Wallace Architects since 2013.
- Graduate of Drury University with a Bachelors in Architecture, 2000.
- Member of the Mid-Missouri Chapter of The American Institute of Architects (AIA) - Number 38409931.
- Member National Council of Architectural Registration Boards, (NCARB) - Record Number 109980.
- Has worked in construction, architecture and management of projects since 2000.
- Licensed Architect in the States of Missouri, Arkansas, Kansas, Kentucky, New Jersey, Tennessee, Texas and Oklahoma.
- Field Representative – on-site inspections for compliance with plans and specifications.
- LEED Accredited Professional.
- Currently working on 30 affordable housing and market rate apartment complex projects in Missouri, Mississippi, Oklahoma, Kansas, Arkansas, Alabama and Virginia.

Zac Wallace, Project Coordinator

- Project Coordinator and Field Inspector at Wallace Architects since 2010.
- Graduate of Missouri State University with a Bachelor's of Science in Construction Management, 2003.
- LEED Accredited Professional since 2007.
- Project Superintendent for McCarthy Building Companies from 2006 to 2010.
- Project Coordinator for Fairway Construction from 2003 to 2006.
- Completion of Multifamily Property Inspection Workshop September 2012 as presented by the Mortgage Banks Association.
- Currently working on numerous affordable housing apartment complex projects in Louisiana, Mississippi, Texas, Kansas and Tennessee. Working on multi-property rehabilitation portfolios in Tennessee, Kentucky and Florida.

Barry Mitchel, Assistant Project Manager

- Project Coordinator and Field Inspector at Wallace Architects since 2011.
- Graduate of Drury University with Bachelors in Architecture, 2003.
- Has worked in construction, architecture and management of projects since 2000.
- Project types included Tract Home Developments, Mixed Use Multifamily, (New and Renovations), Industrial, Commercial, Hospitality, Religious Facilities, and Historical Preservation.
- Has been involved in several community based urban renewal projects, and actively promotes downtown revitalization, historic preservation and community involvement.
- Currently working on 10+ affordable housing complexes in Tennessee, Mississippi, and Louisiana. Working on multi-property rehabilitation portfolios in Tennessee, Kentucky and Florida.

Ron Entwistle, P.E., Construction Analyst

- Field Inspector at Wallace Architects since 2013.
- Graduate of University of Missouri, Rolla, with a Bachelors in Civil Engineering.
- Licensed Professional Engineer in State of Missouri.
- Over 38 years of experience as an engineer, consultant and inspector.
- Has completed over 3,200 building inspections, (both residential and commercial), structural consultations and Property Condition Assessments.

Rick Hardy, Architect

- Field Inspector at Wallace Architects since 2014.
- Has been active in the architectural field for 44 years.
- Licensed Architect in six states.
- Member of the National Council of Architectural Registration Boards, (NCARB) - File Number 25152.
- As a Project Architect, has completed numerous residential and commercial projects.
- Completed the Multifamily Property Inspection Workshop.
- Currently working on projects in Missouri, Oklahoma, Kansas, Iowa, Alabama and Illinois.

Daniel Keel, Quality Control / Production Team Member

- Graduate of Kansas State University with Bachelors in Architecture, 2005.
- Project Coordinator and Field Representative at Wallace Architects since 2013.
- Project types include new and renovations of LIHTC multifamily and senior apartment complexes, market rate apartment complexes, and single family homes.
- Currently working on developments in Missouri, Kansas and Oklahoma.

Vincin Foster, Project Coordinator

- Graduate of Drury University: Masters of Architecture.
- Project Coordinator and Field Inspector at Wallace Architects since 2013.
- Has worked in construction administration, architecture and coordination of projects since 2012.
- Project types include new and renovations of LIHTC multifamily and senior apartment complexes, market rate apartment complexes, and single family developments, and historic gut rehab projects.
- Currently working on 26 complexes in Missouri, Alabama, Oklahoma, Louisiana, Kansas, Tennessee, Georgia and Connecticut.

Ernie Hegger, Architect

- Field Inspector at Wallace Architects beginning in 2016.
- Graduate of University of Kansas with Masters of Architecture.
- Active in the architectural field for over 20 years.
- Certified as a Quality Control Manager with over three years of experience.

Chris Peck, Project Coordinator

- Project Coordinator at Wallace Architects since 2015.
- Graduate of Moberly Area Community College with Associate of Applied Science: Drafting Design Technology, 2007.
- Project types include new and renovated LIHTC multi-family and senior apartment complexes and single family homes.
- Currently working on 10 affordable housing residential projects in Missouri and Oklahoma.

Kris Ainsworth, Architect

- Field Inspector at Wallace Architects since 2014.
- Active in the architectural field for over 10 years.
- Licensed Architect in three states.
- Member of the National Council of Architectural Registration Boards, (NCARB) - File Number 67098.
- As a Project Architect, has completed numerous residential and commercial projects.
- Currently working on projects in Texas, Louisiana, and Tennessee.













ROCK RIDGE

APARTMENTS















BUILDING TYPE "A" ELEVATION

SEPTEMBER 2016

PARKVILLE MASTER PLAN

Parkville, Missouri

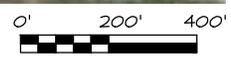
Wallace
ARCHITECTS LLC.
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- Ⓐ (19) 2-STORY 16-PLEX = 304 UNITS
- Ⓑ (7) 10-PLEX ROWHOUSES = 70 UNITS
- Ⓒ (28) DUPLEXES = 56 UNITS
- Ⓓ (21) SINGLE FAMILY = 21 UNITS
- (451) TOTAL UNITS

- ① (1) COMMUNITY BUILDING
- ② (1) 1/4 ACRE FENCED DOG PARK
- ③ (1) FENCED PLAYGROUND
- ④ 1.5 MILE WALKING TRAIL
- ⑤ OUTDOOR FITNESS TRAIL
- ⑥ SWIMMING POOL



SEPTEMBER 2016

PARKVILLE MASTER PLAN

Parkville, Missouri



Team Member Role Descriptions

Architect

- The Architect, Owner, Contractor, and Third Party Consultant will have a preliminary meeting to target the desired points and certification level.
- The Architect shall develop the Construction Documents and Specifications to include, note and clarify proposed Sustainable Features as indicated in the Application.
- The Architect shall work closely with the Contractor to verify the specified Sustainable equipment and building materials to be included.
- The Architect shall indicate in their regular Site Observation Reports any Sustainable Features being constructed and/or installed.
- The Owner or Architect shall forward to Management a copy of the Operations and Maintenance Manuals provided by the Contractor.

Third Party Consultant – Drew Wallace/econsultants, LLC

- The Architect, Owner, Contractor, and Third Party Consultant will have a preliminary meeting to target the desired points and certification level.
- The Third Party Consultant will complete a plan review on the final Construction Documents.
- The Third Party Consultant shall develop a spreadsheet/checklist of Sustainable Features indicated in Application and shown in the Construction Documents/Specifications – to be used during Construction Administration for Owner, Architect and Contractor to check for inclusion/installation of all Sustainable Features
- The Third Party Consultant shall schedule a minimum of one interval Rough-in Site Observation with the Owner and Contractor to check for inclusion/installation of proposed Sustainable Features.
- The Third Party Consultant will perform a minimum of one final inspection to confirm that the correct documentation is on file and that construction operations were in compliance with the selected Green Building Program.

Owner/Contractor

- The Contractor shall highlight to all Bidding Subcontractors those items that are proposed Sustainable Features on the Drawings and/or in the Specifications
- The Contractor shall evaluate the received Bids to verify the overall Project Costs include all Sustainable Features and are in line with proposed Project Costs provided with the Application.
- The Contractor shall provide and the Architect shall review Shop Drawings of materials and/or equipment related to proposed Sustainable Features to check for compliance.
- Prior to Substantial Completion, the Contractor or their Subcontractors shall program any and all equipment related to the Sustainable Features to ensure the most sustainable and efficient operation prior to Tenant or Management Occupancy.
- Prior to Substantial Completion, the Contractor or their Subcontractors shall leave a copy of the Operations/Owner's manual for the HVAC Thermostat Control and the Kitchen Appliances

- At or near Substantial Completion, the Contractor shall provide an Operations and Maintenance Manual including materials and/or equipment specifically noted as Sustainable Features, with any and all applicable manufacturer's manuals or instructions.
- The Owner or Architect shall forward to Management a copy of the Operations and Maintenance Manuals provided by the Contractor. (assisted by 3rd Party)
- The Contractor shall review with the Owner and Management all information and/or instructions for all Sustainable Features. (assisted by 3rd Party)
- The Owner shall provide information to tenants regarding Sustainable practices such as efficient light bulbs, public transportation options, local recycling programs, etc. as chosen in from the Green Building Standard the project is working in accordance with.
- The Owner and/or Managements shall develop and provide a written manual highlighting the proper use/operation of equipment and sustainable features. (assisted by 3rd Party)
- The Owner and/or Management shall provide education overview of development/unit Sustainable Features to all new tenants. (assisted by 3rd Party)



Sustainability Plan

The following is a summary of the proposed actions by the Development Team to address the Sustainability of the project. The summary is divided into three stages: Pre-Development, Development and Tenant Occupancy/Management Operations.

Pre-Development

- The Architect, Owner, Contractor, and Third Party Consultant will have a preliminary meeting to target the desired points and certification level.
- The Architect shall develop the Construction Documents and Specifications to include, note and clarify proposed Sustainable Features as indicated in the Application.
- The Third Party Consultant will complete a plan review on the final Construction Documents.
- The Architect shall work closely with the Contractor to verify the specified Sustainable equipment and building materials to be included.
- The Contractor shall highlight to all Bidding Subcontractors those items that are proposed Sustainable Features on the Drawings and/or in the Specifications
- The Contractor shall evaluate the received Bids to verify the overall Project Costs include all Sustainable Features and are in line with proposed Project Costs provided with the Application.

Development (projects that will receive Certification from the selected Green Building Program)

- The Architects shall facilitate the Negotiation of a proposal between the Owner and the Third Party Consultant with an agreement to fees and services to be provided.
- The Architect shall facilitate obtaining a complete preliminary plan review by the Third Party Consultant for the selected Green Building Rating System. The Third Party Consultant shall develop a Designer's Report with the Owner and Architect to be used as a verification guide during construction.
- The Third Party Consultant shall assist with the Green Building Rating System registration process (as applicable).
- The Contractor shall provide and the Architect shall review Shop Drawings of materials and/or equipment related to proposed Sustainable Features to check for compliance.
- Regular interval Rough-in inspections shall be scheduled by the Third Party Consultant with the Owner, Architect and Contractor to verify inclusion/installation of proposed Sustainable Features as submitted in Shop Drawings. The Contractor shall notify Architect of Construction Schedule for

development and/or each building in the development to facilitate inspection scheduling.

- Prior to Substantial Completion, the Contractor or their Subcontractors shall program any and all equipment related to the Sustainable Features to ensure the most sustainable and efficient operation prior to Tenant or Management Occupancy.
- Prior to Substantial Completion, the Contractor or their Subcontractors shall leave a copy of the Operations/Owner's manual for the HVAC Thermostat Control and the Kitchen Appliances
- At or near Substantial Completion, the Contractor shall provide an Operations and Maintenance Manual including materials and/or equipment specifically noted as Sustainable Features, with any and all applicable manufacturer's manuals or instructions.
- At or near Substantial Completion, the Third Party Consultant shall schedule with the Owner, Architect and Contractor to perform necessary testing to measure and show compliance with selected Green Building Rating system
- At or near Final Completion, the Third Party Consultant shall schedule with the Owner, Architect and Contractor to complete a final inspection in accordance with the selected Green Building Rating system. The Third Party Consultant shall document and retain relevant building information as required to be presented for selected Green Building Rating system Building Certification.

Tenant Occupancy/Management Operations

- The Owner or Architect shall forward to Management a copy of the Operations and Maintenance Manuals provided by the Contractor.
- The Contractor shall review with the Owner and Management all information and/or instructions for all Sustainable Features.
- The Owner shall provide information to tenants regarding Sustainable practices such as efficient light bulbs, public transportation options, local recycling programs, etc. as chosen in from the Green Building Standard the project is working in accordance with.
- The Owner and/or Managements shall develop and provide a written manual highlighting the proper use/operation of:
 - ✓ HVAC filters
 - ✓ thermostat operation and programming
 - ✓ lighting controls
 - ✓ appliances and settings
 - ✓ water heater settings
 - ✓ fan controls
- The Owner and/or Management shall provide education overview of development/unit Sustainable Features to all new tenants.



Home Innovation
NGBS GREEN VERIFIER™

THIS CERTIFICATE
SIGNIFIES

Drew Wallace
econsultants, LLC
Columbia
MO

IS AN

ACCREDITED VERIFIER

AUTHORIZED TO CONDUCT THIRD-PARTY VERIFICATION
INSPECTIONS ON BEHALF OF HOME INNOVATION
RESEARCH LABS

FOR

NGBS GREEN CERTIFICATION



Vice President, Engineering & Research

1/8/2009

Accreditation Date

1/8/2017

Expiration Date

This certificate becomes invalid upon suspension, cancellation, revocation, or expiration of certification.

The current status of this verifier can be confirmed at HomeInnovation.com/FindNGBSVerifier.

Supplemental Questions for Entrepreneurs Enterprises for 45 Park Place in Parkville, MO

1. **Page 11, Tab 1- #5 Project plan-** The proposal refers to a "tax credit component with a down payment assistance program." How do you see down payment assistance program being formed and who will administer the program? How is it funded and where is this accounted for in the pro forma to demonstrate the need?
 - o Traditionally we have seen this type of program administered by the City which the program resides. It is usually income based and has set criteria for the potential buyers. It is usually funded with CDBG funds and goes to the homebuyer at closing to bring down the principal amount of the loan. These are market rate buyers who are incentivized by program. I have attached a pro-forma from Kansas City to show the accounting.

2. The proposal indicates there will be three phases, with the first phase determining the focus or type of development for phase two and three. How will you guarantee the projects will follow the proposed site plan provided in Tab 8 with no certainty at this point of what phase two and three look like?
 - o The verbiage in the proposal is just meant to afford us the ability to be malleable enough to logically and strategically adjust the site plan based off of new information, market conditions, and continuous due diligence which presented itself at the time of that phase. We have all intentions completing the plan as it was proposed.

3. Do you anticipate entering into an agreement with the City of Parkville for the entire tract even though there is no certainty of tax credits being awarded for future phases? What surety can you provide to alleviate the City's concerns of ending up with a half-finished development?
 - o Yes we will enter into an agreement with the City for the entire tract. We could provide contractual surety that prior to first tax credit deal. Following, we could structure some sort of LP that would leverage the first development as a surety for completion.

4. **Page 12, Tab 1, #5-** Is the single family homes portion of the development slab homes?
 - o Yes with a storm shelter inside the slab.

5. **Page 13, Tab 1, #5-** The proposal includes a Ch. 100 Bond issuance and tax abatement. The City and Park Hill School District are reluctant to issue tax abatement for a residential project. Can you provide a pro forma to demonstrate that the project could not be successful "but for" the partnership with the City in the form of tax abatement and the other incentives requested?
 - o Actually this project could be successful without the tax abatement.

6. **Page 13, Tab 1, #6-** The proposal lists the sales price of the land at \$1,000,000, but the submitted financials indicate a total cost of \$750,000 paid for land acquisition in \$250,000 installments on each awarding of tax credits for each of the three phases. This is inconsistent and requires clarification. Should the City interpret this to mean that future payments would be forfeited if tax credits are not awarded?
 - o No. We actually plan on shifting as much of the purchase price as possible to the first phase of the tax credit development. That actual number is dynamic to tax credit pricing and market data at the time of submission. We believe it

will be in the ballpark of \$350,000 to \$550,000.00. Our intention is to get Parkville paid a quick as possible.

7. **Page 13, Tab 1, #6-** How did you determine and justify the \$1 million purchase price?
 - This was determined by running the numbers on the project based on current market conditions in tax credit pricing, MHDC's qualified allocation plan, historic tax credit developments and internal dialog. It was also dynamic to the number of units which will be constructed in each phase.
8. Will you enter into an agreement prior to the application for tax credits, since the application is dependent upon the City's partnership? What is the City's exposure if the tax credits are not awarded?
 - Yes, we would enter into an agreement with the city prior to the application. After entering into the agreement, we would work assiduously with the City of Parkville in a collaborative partnership that would put together a robust and undeniable application to MHDC. This could include working all local entities to garner unanimous support from all areas of the City. We do not anticipate the City would have any exposure.
9. **Page 14, Tab 1, #7-** Who will back the debt for the Ch. 100 Bonds? How will bond proceeds be utilized?
 - We will create a General Partnership with all developers that will back the debt. The proceeds will be utilized to construct the site infrastructure, roads, first 3 model homes, and tax credit application preparation.
10. **Page 1, Tab 6-** Can we see the calculations that were made to provide the 6% "contractor profit"?
 - **See attached worksheet**
11. **Page 1, Tab 7-** The financials are the exact same as those in Tab 6. Are the single family homes within phase one as well? Where are the financials/breakdown for phase two and three?
 - Yes, single family homes will be in the first phase and actually start at the same time as the multi-family to give the overall development very effective kick off. We don't have financials for those phases because we want to make sure we do another round of due diligence at that time to make sure we are creating the most effective development.
12. **Page 1, Tab 8-** Does this conceptual layout take into consideration the constraints of the floodplain?
 - **Please see new site plan with floodplain addresses.**

I'm curious to know more about the Missouri Housing Development Commission's (MHDC) program for Low-Income Housing Tax Credits (including the 9% tax credit application), specifically regarding the selection process / criteria used by MDHC for awarding those credits.

Deadlines – MHDC's FY 2017 Round I rental production applications were due September 6, 2016, recommendations will be brought to the Commission at the December 4, 2016 meeting for approval. MHDC's Competitive Review uses the established Housing Priorities, selection criteria, and underwriting standards to determine recommendations for funding and involves multiple MHDC staff including senior management. Applicants report poverty rate, specified school performance, transportation, and employment information in the market study; which is required to be submitted with the application. You can access our current Market Study Guidelines through our website - www.mhdc.com.

Review Criteria – All factors are considered and those applications deemed, at the sole discretion of MHDC, to best meet the goals of MHDC will be recommended to the Commission for formal approval. Rental production staff provides MHDC Commissioners with available application data, staff review comments, and public hearing results. MHDC notifies all applicants regardless of funding approval and provides an opportunity to meet with MHDC rental production staff to discuss the application review and subsequent funding decisions.

Notification Requirements – In line with Section 42 requirements, applicants notify the requisite local officials in their communities before submitting the proposed application for funding. In addition, MHDC will publish notices in regional newspapers requesting public comment on applications seeking funding. The public hearings are conducted during the application review period. If you have more questions, please do not hesitate to contact MHDC directly. I've provided contact information for MHDC's Tax Credit Administrator, Jennifer Schmidt, below. Jennifer can provide more information about the LIHTC program. I would also suggest you visit MHDC's website; information on all of the programs we administer can be found there. www.mhdc.com

Phone correspondence with Frank Quagraine, the Director of Rental Production with MHDC:

I was wondering what the role of the community/municipality is in this process, aside from our local officials being notified by the applicant? Are municipalities typically involved in the application process? For example, does a Resolution of Support from the Governing Body or comments from City staff to MHDC (separate from the public hearing results) benefit the applicant or impact MHDC's Competitive Review process? What are some examples of community/municipality involvement you've seen in the application process -- those that worked and those that didn't work?

City Involvement – Usually, the developer/applicant is responsible for the application process; however, because of the competitiveness of the MHDC tax credit program (ex: usually 128 applications statewide are submitted and only 25 will be approved), there are a lot of instances where the cities attend the public hearings, write letters of support and reference their plans & priorities, etc. Frank acknowledged that the MHDC Commission takes notice of the city staff and elected officials who attend and show support for projects, and sometimes this helps out an applicant during the selection process.

Guides – Two documents are helpful for applicants: *MHDC Qualified Action Plan* and the supplemental *Developers Guide*, which are both available in PDF format on MHDC's website.

Timeline – MHDC does their application process in two cycles per year. The first cycle is for the 9% and 4% tax credits. The second cycle during the middle of the year is for another round of 4% tax credits. The reason they do two cycles for the 4% tax credits, are because the 4% credits aren't as competitive as the 9% cycles; thus, they have more rounds.

Public Hearings – Public hearings for 9% tax credits are held during the review stage (after the September deadline), typically during the month of October. One hearing is scheduled in each of the

following cities throughout Missouri: Kansas City, St. Louis, Springfield, and Columbia. Dates are published on the MHDC website.

I was wondering if you have any referrals for successful projects in the Kansas City Metropolitan Area using LIHTCs from MHDC? Specifically, large-scale mixed-use housing developments (400-500 units) consisting of multi-family apartments, row houses, single-family homes, and community buildings & spaces for recreation purposes.

Size/Scale – Since the tax credits through MHDC are not guaranteed, most people do rehab projects as opposed to new construction. Frank said that MHDC prefers not to do large projects, especially projects greater than 50 units of affordable housing at one time. They are open to 60-70 units if mixed-income housing is integrated with market rate housing. However, on MHDC's Rental Production webpage (http://www.mhdc.com/rental_production/index.htm), they list each Fiscal years

Credits Awarded – Tax credits are awarded over a ten-year period. For example, if an applicant applies for \$1 million in tax credits and is awarded, then \$100,000 in tax credits are awarded annually over the next ten years. Often times, because applicants want the money ASAP, they have syndicators buy the credits and sell them to investors. Federal tax credits are usually sold at 85-90 cents on the dollar; whereas, state credits are usually sold at 50 cents on the dollar (this is because applicants cannot sell state tax credits nationally, as opposed to the national credits).

I was wondering if you'd be able to provide a reference for a developer/builder named "Entrepreneurs Enterprises, LLC". They've done three tax credit projects in Missouri I believe --- Rock Ridge Villas and Rock Ridge Phase 2 (Branson, MO), Sycamore Springs (Hollister, MO), and Monarch Manor (Kansas City, MO). I'm curious about MHDC's experience working with them?

Maximillian Howell (Entrepreneur Enterprises) – Maximillian Howell of Entrepreneur Enterprises is younger and fairly new to the development world, but is a Minority Developer Enterprise (MDE) developer. Frank said that MHDC saw there were less than a fraction of minorities and women developers applying for tax credits through the MHDC, so encourage MDEs and WDEs. Additionally, if the Commission is considering two equal projects side-by-side, a MDE or WDE is given first preference over the other applicant.

Frank also said that Maximillian was taken under the wing by MRE Capital via MHDC's Mentor-Protégée Priority program. With the Mentor-Protégée Priority Program, developers teach the ropes to a protégée to become their own standalone developer in time. There are also goals that need to be met in order to regain your status (e.g., must get 5% WBE participation and 10% MDE participation). MHDC looks into whether or not Mentors are actually using and working with their protégées, as opposed to just trying to become more favorable in the selection process by having a MDE as part of their development team. Frank works and follows-up with every developer who's awarded MHDC tax credits and said, from his perspective, MRE Capital and Entrepreneur Enterprises have successfully worked together on previous projects.

Other comments from Frank Quagraine, the Director of Rental Production with MHDC:

Distinction between Section 8 Housing – Frank said people immediately think of Section 8 Housing when they hear about MHDC's tax credit program; however, he said there's a big distinction between the two. MHDC tries to support projects that use good, durable materials to last a while, not just market rate materials. The quality of their housing is good, and unlike Section 8 tenants, the tenants of MHDC must pay 30% of the rent (and then HUD pays the rest).

Affordability – Frank said that the rents aren't cheap for some of the MHDC tax credit developments. The rents are very comparable to rent prices around the region, and the tenants are usually police officers, fire fighters, teachers, and other people who need workforce housing.

Selection Committee Evaluation Criteria

The RFP states that proposals will be evaluated on the following criteria:

- 1. Developer qualifications, experience, and creative vision** – MRE Capital has a solid portfolio of successful projects in the Midwest region using a variety of financing tools including LIHTC and IDB financing. Entrepreneurs Enterprises has more experience as a consultant and less direct experience as the lead developer. Entrepreneurs Enterprises is also a state certified Minority/Women Business Enterprise (M/WBE) Program. A MBE is a business that is 51% owned and controlled by one or more minority persons and certification as a MBE provides greater opportunities for businesses to bid on state contracts.
- 2. Quality of development plan and compatibility with development objectives** – The RFP states that the city's top development objective is to promote development that ensures adequate revenues to support future debt payments. Secondary objectives include compatibility with the Parkville Master Plan and sensitivity to the area as a community gateway. In general, the concept complies with zoning, flood plain setbacks, and density requirements. Additionally, the project proposal compliments the community vision and expectation of the adopted Parkville Master Plan, by incorporating principles of sustainability, environmental stewardship, park, civic and open spaces, integrated land use and transportation. Although the Board of Aldermen is on record in support of multi-family housing, staff anticipates strong opposition to multi-family and especially subsidized housing. Significant education will be required to assure the community of the quality and longevity of the end product. Other developers have evaluated single-family projects on this site and concluded that the financial challenges cannot be overcome without a higher density development.
- 3. Developer financial capabilities and the ability to successfully execute a project from concept to completion and ongoing operation** – Preliminary research indicates that the developer has solid references and a track record of successful LIHTC projects. However, the developer has never attempted a project of this magnitude. Additional financial due diligence is necessary to verify that the developer can keep an aggressive schedule on all project phases.



Quarterly Report- Q3 2016

Introduction/Brief Recap

The third quarter of 2016 continued the efforts of the past year as we continue to aggressively pursue project leads and drive the dialogue to known prospects and in conjunction with our partners. Project activity remained steady with continual progress in our attraction efforts. Our project list boasts 4 active projects with a total of six active projects occurring over the course of the third quarter. One project announcement occurred in July of 2016- Project Move-It. More to come on that below in an exclusive project breakdown. We maintained our efforts on the four existing projects; Tango, Keystone, Nitro & Mustang and unfortunately we were not able to land our final named project- Red, which has not moved forward in any community.

These projects touch each of the core areas of development stretching from retail attraction, commercial office, mixed-use, multi-family & light industrial. As we move through the report I'll expand on each project and provide as much detail as allowed based on confidentiality requirements.

In addition to the named projects we've also been very active in leading and supporting many local initiatives that involve our many partners. We continue to aggressively market Parkville through various formats, but mostly as a strong presence in multiple area organizations and via a growing presence on social media platforms and our website.

Parkville EDC takes on Parkville IDA Administrative Services

Additionally, we've taken on new activities/administrative opportunities such as the Agreement for Administrative Services with the Parkville IDA. This has already proven to be a valuable step in the right direction as the IDA Board is now fully operational as the EDC recruited new appointees to get into compliance, worked to bring the IDA back into good standing with the State of Missouri's reporting requirements; fending off near dissolution and the facilitation of two new financing opportunities via the IDA and private financing that allowed Park University to make significant capital investments and also tremendous savings via a refunding. The EDC has effectively brought this economic development tool back into the fold with near immediate results.

Route 9 Community Improvement District Implementation

The EDC Executive Committee and staff were thrilled to play a large role in assisting the City in creating the Route 9 Community Improvement District (CID). Chair Ed Bradley, Committee Heads Debbie Hopkins, Dale Brouk and Mike Kellam teamed with City staff to facilitate one on one meeting with property owners within the proposed CID boundaries. In addition, EDC staff assisted and advised City staff in the creation of the CID petition and worked through the process from start to finish. Once completed and the one on one outreach meetings were complete, the aforementioned EDC leaders worked diligently to secure signatures of the necessary property owners to form the district (in a matter of days), including a key player that was in transition and was a top revenue generator that was not previously agreeable to supporting the district. Through these efforts the CID project is moving forward as planned and we plan to continue to advocate for its success.

Active Q3 Projects/Announcements

Project Move-It

The third quarter started off with a big win announcing the retention of a growing business and the announcement of 60 new jobs. Project Move-It, which was a business expansion project for Roll On Industries, which the EDC initiated in partnership with Roll On, in late 2015. The project was completed and officially announced in early July. This project announcement included a partnership with the State of Missouri through the Missouri Works program, thereby solidifying Roll On's headquarter presence in Parkville.

Project Tango

This project has been ongoing and continues to be a priority. This project includes prospects for the I-435 & 45 Highway area. The EDC activity with regard to this project area is lengthy, but in the third quarter, the EDC was instrumental in the creation of the Brink Meyer & Brush Creek RFP. The EDC provided a draft template to City staff to assist in the creation of the RFP and also provided assistance in the final drafting of the RFP. Additionally, upon the release of the RFP to the public, the EDC specifically target several brokers, developers and design firms with a hand-delivered or intentional delivery to over 20 potential prospects ranging from those in the light industrial market to those that were primarily multi-family development firms. Numerous meetings were held to follow up, explain, address questions and create interest in submitting a RFP response.

In conjunction with this we continued to market the sites to prospects and partnered with our regional partners to market the properties. The EDC also served on the RFP selection committee appointed by the City. This project continues to remain active with numerous marketing and attraction activities still underway.

Project Keystone

This project gained tremendous momentum in the third quarter. This mixed use project consists of a commercial office component with a multi-family component as well within the downtown Parkville area. This project has continued to make positive strides. A proven developer continues

to pursue the project and the EDC continues to maintain momentum and facilitate connections to necessary parties to make the project happen. This project remains active.

Project Nitro

This project consists of a retail attraction effort that stemmed from a lead established and built upon at the EDC's presence at the International Council of Shopping Centers (ICSC) conference the EDC staff attended in May. This lead has since been hosted at the site by the EDC, met with a local franchisee and ongoing discussion and due diligence continues. Most of the criteria of the retailer can be satisfied, however some criteria are still in need of factual support. The EDC has actively worked within its investor base and partnerships to perform necessary studies to provide that information to move the project forward.

Project Mustang

This project has a very similar history as Project Nitro. It is a retail type attraction effort, but also has a service industry interest tied to it as well. This project is a potential redevelopment project and has ties to leads garnered from the ICSC conference but also a local interest as well. The studies being pursued to provide factual data to meet the basic site criteria is also needed for this project. Ongoing discussions continue with the existing property owners, retailers/service industries and will be maintained until a deal can be made. This project remains active.

Project Red

This project was for a food service industry project that expressed interest in a few locations in the downtown Parkville area. Contact was made with ownership of the few open storefronts in the area. Two open spaces were leased quickly before Project Red could secure the lease and the final space has an absentee owner which has not been responsive to requests by the EDC and the business owner. Given this the prospect has decided to not move forward at this time; however the prospect has not expressed interest in or located in any other community. This prospect remains on the list within the EDC, but this project is no longer considered an active project at this point.

Business Retention/Expansion (BRE) Visits Garner Necessary Insight

The EDC has continued its BRE efforts to maintain relationships with our local businesses and survey the business communities needs and/or challenges. EDC staff has conducted 7 formal business visits and numerous informal visits with local business owners. These businesses range from one to 150+ employees, across many different business concepts. The visits allow for relationships to be established, potential or emerging issues to be resolved and for economic development/workforce needs to be addressed and studied. This provides a great opportunity to see how the EDC and City can assist in helping to facilitate business growth in Parkville while also looking to future needs that may need to be provided to retain the business. This effort continues on an annual basis with business visits throughout the year.

Parkville EDC Organizational Updates In Brief

- Member growth increase of 46% through the first three quarters (2015 vs. 2016)

- Social Media presence and outreach has continued to grow at a rate of 23% in new followers since May 2016 (Primarily Twitter but also Facebook & LinkedIn)
- Private investment/Revenue growth over 60% year over year (2015 vs. 2016).

Community Marketing/Outreach Efforts; A Quick Look:

- Over 300 specific interactions/contacts made in Q3 representing and marketing Parkville and the EDC at various community and organization meetings, investor recruitments, partnership meetings, developer/business attraction efforts, business retention visits, EDC presentations & events, etc.
- Over 90 attendees at the first ever Parkville EDC Economic Summit Luncheon in September. This was very well attended and provided tremendous insight into the economic forecast of Platte County via a statistic driven presentation by Frank Lenk of the Mid-America Regional Council (MARC) as well as a remarkable panel made up of local top performing businesses including KC Chamber Business of the Year, k12itc's CEO, Brad Sandt, Ty Bailey of the Inc 5000 top performing business, Rosnet and Dr. Jeanette Cowherd, Superintendent of the Park Hill School District. This was an information packed event that received wonderfully positive reviews from attendees.
- Social Media Presence: 40% growth in viewers/followers since December 2015.
 - 23% growth in Twitter followers came in Q3. This is our primary social media platform.
- Exec. Dir. serving on numerous boards in advisory and voting member capacities.

2017 Adopted Parkville EDC Budget

See Attached.

Parkville Economic Development Council
 Budget Overview: 2017 - FY17 P&L
 January - December 2017

	Total
Revenue	
Revenue	
Advisory Revenue	21,500.00
City Contribution Revenue	30,000.00
Events Income	2,000.00
Founding Investors Revenue	45,000.00
In Kind Revenue	2,500.00
Industrial Development Authority Revenue	3,500.00
Luncheon Revenue	5,500.00
Total Revenue	110,000.00
Total Revenue	\$110,000.00
Gross Profit	\$110,000.00
Expenditures	
Business Development	
Committee & Business Case Activity	500.00
Luncheon	3,500.00
Other Events	2,000.00
Prospect Activity	400.00
Total Business Development	6,400.00
General & Administrative	
Accounting Expense	420.00
City Lease	125.00
Credit Card Fees	1,500.00
Dues & Subscriptions	3,610.00
Insurance - D&O Liability	900.00
Insurance - Liability	650.00
IT Services	208.00
License & Filing Fees	10.00
Office Supplies	1,800.00
Utilities	310.00
Total General & Administrative	9,533.00
In Kind Expenses	
Accounting Expense (In-Kind)	2,500.00
Total In Kind Expenses	2,500.00
Marketing	
Collateral	1,200.00
Web Site	420.00
Total Marketing	1,620.00
Membership	
Membership Meetings	
Meals & Entertainment	1,000.00
Total Membership Meetings	1,000.00
Total Membership	1,000.00
Payroll Expenses	
Taxes	6,427.00

Wages	Total
Salary	77,500.00
Total Wages	77,500.00
Total Payroll Expenses	83,927.00
Reimbursements	
Car Allowance	1,800.00
Telephone Allowance	720.00
Total Reimbursements	2,520.00
Travel	
Conferences	2,500.00
Total Travel	2,500.00
Total Expenditures	\$110,000.00
Net Operating Revenue	\$0.00
Net Revenue	\$0.00

Tuesday, Oct 18, 2016 12:55:45 PM PDT GMT-5 - Cash Basis

This report was created using QuickBooks Online Plus.