



Development of

Hollywood University Station



Hollywood University Station

City of Hollywood, Florida
Public Private Partnership
Unsolicited Proposal

Submitted By:

Housing Trust Group, LLC
3225 Aviation Ave, 6th Floor
Coconut Grove, FL 33133

Contact Information:

Matthew Rieger
305-860-8188
mattr@htgf.com

Submitted to:

Dr. Wazir Ishmael
City of Hollywood
330 N. Federal Highway
Hollywood, Florida 33020

May 29, 2019



5

PROPOSAL AND
STRATEGY

16

RENDERINGS OF
PROPOSAL

28

ECONOMIC AND
COMMUNITY
IMPACT

33

FINANCING:
OVERVIEW OF
PROPOSAL

39

TIMELINE, SOURCES &
USES, OPERATING
PRO FORMA AND
COMMITMENT LETTERS

59

PROPOSER'S
EXPERIENCE &
RESUMES

May 29, 2019

Wazir Ishmael Ph.D.
City Manager
City of Hollywood
330 N. Federal Highway
Hollywood, Florida 33020

RE: University Station Redevelopment – Public/Private Partnership Proposal

Dear Mr. Ishmael:

Enclosed within is a Public Private Partnership proposal (“P3 Proposal”) by Housing Trust Group, LLC for the redevelopment of the City owned properties on N 21st Avenue, between Fillmore Street and Polk Street in the City of Hollywood. This proposal is consistent with the provisions of Section 255.065, Florida Statutes, which allow a private entity to submit an unsolicited proposal to a governmental entity, provided that such proposal serves a public purpose. In accordance with such, Housing Trust Group, LLC (“HTG”) is pleased to submit this comprehensive unsolicited proposal for your consideration as we aim to transform the property widely known as “University Station” into an exciting and lively destination. HTG is looking to enter into a Comprehensive Agreement, as defined by the statute, with the City of Hollywood no later than August 31, 2019.

HTG has developed over 7,000 units of multifamily and workforce housing, working closely with local government agencies, including CRAs in Broward, Miami-Dade and Palm Beach Counties, as well as throughout Florida. We are committed to providing individuals, families and seniors with quality, safe, and amenity-rich, luxury communities to call “Home,” irrespective of whether we’re building for the affordable, workforce or market rate resident. HTG’s team is comprised of some of the most experienced and passionate professionals in the workforce/affordable housing business. In addition to the over 7,000 units our organization has developed as principals, HTG’s primary development personnel have orchestrated the development of over 20,000 LIHTC units. HTG and their dedicated staff have earned a reputation as a quality public-private development partner by way of our ability to execute, and a resolute commitment to work in collaboration with all community stakeholders.

Under the guidance of Sklarchitecture, a local firm led by Ari Sklar, current architect member of the City of Hollywood’s Historic Preservation Board, HTG’s proposal for University Station takes into account urban planning that makes sense not only to the site, but also to the City’s functional needs to accommodate future growth. We will combine Sklar’s deep local knowledge of the City to determine the right scale and distribution in preliminary studies, while also bringing in a different design architect with an innovative and modern vision to finalize architectural execution (to be determined at a later stage). All design and construction drawings will undergo the City’s typical Preliminary and Final Site Plan Approval processes, as well as all necessary building permit reviews.


The design capitalizes on the site's zoning by offering a mix of over 210 apartment homes, 30,000 sf of active uses (including commercial spaces for potential retail, food & beverage, fitness or healthcare concepts), and 350-700 parking spaces. The development plan conscientiously incorporates the following objectives:

- Creates much needed residential and active-use spaces within an efficient, and aesthetically pleasing TOD design that is flexible for the future connection to the FEC Commuter Rail Transit Center.
- Creates mixed income rental housing units for a wide range of income levels in a brand new community.
- Preference for local workers and generation of new job opportunities for residents of the City of Hollywood.
- Preference to local businesses for leased spaces.
- Expands the tax base with payment of fully assessed property taxes.

HTG is the right partner for this development. We embody the passion, commitment, and experience necessary to bring your vision of an urban, transit oriented center to fruition. HTG has met with not only City staff and representatives, but also with the CRA and Barry University. All of these parties have contributed valuable ideas and are an important part of this public private partnership team.

We appreciate your consideration of our development proposal and encourage you to learn more about our organization at www.htgf.com. We look forward to discussing our proposal in further detail with you.

Sincerely,



Matthew Rieger
President & CEO
Housing Trust Group
3225 Aviation Avenue, Sixth Floor
Coconut Grove, FL 33133
305-860-8188
mattr@htgf.com

PROPOSAL AND STRATEGY



EXECUTIVE SUMMARY

The University Station site is comprised of 3.4 acres of City-owned real estate. The properties are located between Fillmore, Taylor, and Polk Streets, and adjacent to 21st Ave ("Site"). HTG hereby proposes a ground lease arrangement with the City of Hollywood to develop a two-phase multi-use, mixed-income community with public and private amenities and parking on the site. A free-standing parking garage will be built as part of the scope of the first phase of the development, part of which will contain 110 public parking spaces (with potential to build an additional 340 public parking spaces if the City or CRA choose to finance those). In addition to that, each phase will house approximately 108 residential rental homes with 135 parking spaces each for their residential portion.

The key to this redevelopment in a short term is to take advantage of a valuable opportunity that the Federal Government and State of Florida is giving to a development in Broward County. For the following two years (2019 and 2020) Broward County has the ability to select and contribute to a site of their choosing to build affordable housing, which in turn will give the site a major funding preference to compete for Federal Housing Tax Credits worth over \$28 Million in Tax Credit Equity. In past years, each of two (2) Broward County developments received \$25 Million in Tax Credit Equity. For the years 2018-2021 this amount has been increased to \$28 Million per development, an increase that can benefit the City of Hollywood tremendously.

This proposal aims to be an element that will draw growth and increased activity in the area by providing over 210 new, mixed-income and mixed-use housing options for Hollywood's workforce. The proposed redevelopment will effectuate a powerful collision of residential living, education, and commercial activity through the creation of community and retail spaces. Our proposal responds to the increased need for affordable, workforce and market rate housing in the City of Hollywood, and more broadly, Broward County. The apartment homes will serve a wide variety of income levels, including some market rate (workforce level) units, a large portion for 80%, 70% or 60% Area Median Income and a small portion at 28% AMI targeted for people with special needs (such as children aging out of foster care or those with disabilities, mobility or hearing impairment).

Those units with rent restrictions will help the constituents of the City of Hollywood who are overburdened with housing costs. This development will not add more low income residents to the City, on the contrary, it will help the City's workforce see lower living costs. Lower living costs means more disposable income per capita, which translates into more dollars being spent within the surrounding area and more savings leading to upward mobility and homeownership. The charts below show the rental restrictions that will be in place in both phases and in which it is evident that rents for the 80% and 70% AMI units (which are the majority) are not that much different from the market rate rents because Broward County has higher AMIs across the board.

Phase I Rents and Income

Set Aside	Number of Units	One Bedroom Units			Two Bedroom Units		
		Size (sf)	Rent	Income Limits	Size (sf)	Rent	Income Limits
Market	8	750	\$ 1,463	Market Rate	950	\$ 1,805	Market Rate
80% AMI	27	650	\$ 1,264	\$ 53,920	850	\$ 1,516	\$ 67,360
60% AMI	56	650	\$ 948	\$ 40,440	850	\$ 1,137	\$ 50,520
28% AMI	17	650	\$ 442	\$ 18,872	850	\$ 530	\$ 23,576
	108	675	\$1,029		875	\$1,247	

Phase II Rents and Income

Set Aside	Number of Units	One Bedroom Units			Two Bedroom Units		
		Size (sf)	Rent	Income Limits	Size (sf)	Rent	Income Limits
Market	8	750	\$ 1,463	Market Rate	950	\$ 1,805	Market Rate
70% AMI	51	650	\$ 1,106	\$ 47,180	850	\$ 1,326	\$ 58,940
60% AMI	32	650	\$ 948	\$ 40,440	850	\$ 1,137	\$ 50,520
28% AMI	17	650	\$ 442	\$ 18,872	850	\$ 530	\$ 23,576
	108	675	\$ 990		875	\$1,200	

The development has been planned to be executed in phases that will take into account the controlled relocation of one of the current tenants, Barry University. This proposal also allows for several options that will provide a public benefit in the form of parking and community spaces, as well as open areas and improved streetscapes for better pedestrian conditions.

If the commuter rail station is incorporated in the future, our plan will alleviate existing physical challenges like lack of parking and open public spaces while increasing connectivity (both pedestrian and vehicular). Prominent public and private entrances and a small public plaza will enhance the quality of the surrounding area. The portion of Taylor Street that runs between both blocks will be redeveloped into a more pedestrian friendly connection with pavers to alert vehicular traffic of increased pedestrian presence in anticipation of future uses.

The main goal of this redevelopment is to transform the site into a shared urban core where the private and public realms fuse to create a true mixed-use, mixed income community. The activities, amenities and public spaces are all created with the objective of creating a livable neighborhood that can support a healthy lifestyle for its residents.

There are no existing time commitments that would impair any member of the proposed development team, internal and external, from proceeding expeditiously. HTG has a vertically integrated in-house team of over 120 employees that handle all aspects of development from financing to construction to management.

Housing Trust Group is ready to move this plan forward now: our company has an experienced development team, an impressive track record of completing complex mixed-use and mixed income developments. Furthermore, the team that will be handling this redevelopment is already familiar with and devoted to working with the City of Hollywood staff through a similar development on Federal Highway that will begin construction in 2020. A wide range of stakeholders has expressed support for the development and confirmed that our plan will meet the needs of local residents and City of Hollywood as a whole.

Any capital requirements, including all pre-development expenses, shall be the responsibility of HTG. Most importantly, HTG commits to pursue all sources of additional subsidy that may be available that may benefit the economics of this development.

DEMOGRAPHICS

Based on the market study provided by the City of Hollywood in 2016 and on current census data, we have identified two main demographic groups that will benefit the most from the units, amenities, and services University Station will bring to downtown Hollywood’s Central Business District (“HCBD”)

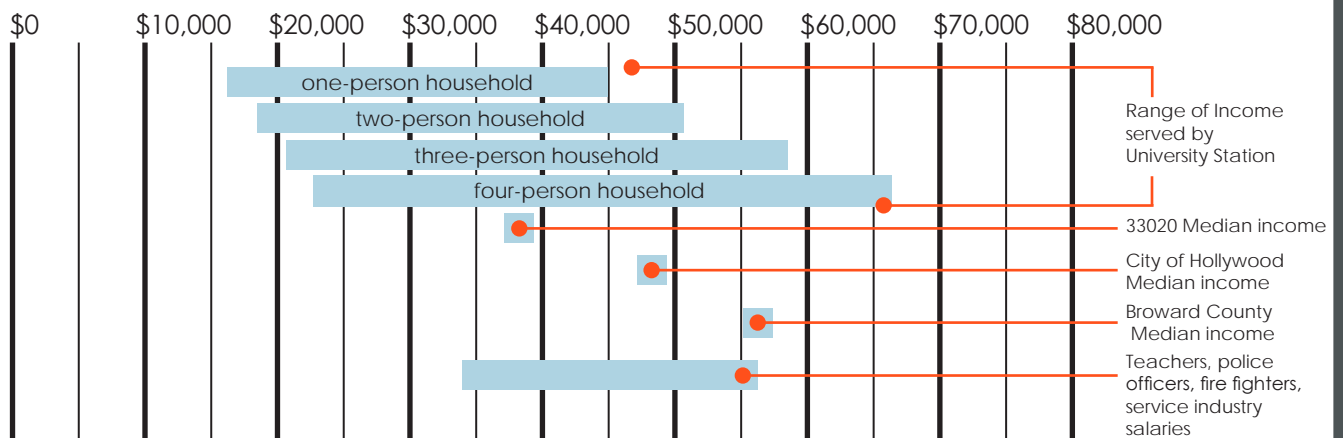


Hollywood CBD Workforce and Young Professionals

As stated in the above mentioned market study, “very few people [employed within the area] can claim that they both live and work within the study area. According to US Census data as of 2011, 98.8% lived outside of it.” The unit mix and income levels proposed for the new University Station will strategically capture this existing demand base. University Station represents an opportunity to work and live affordably in close proximity to Hollywood’s downtown district.

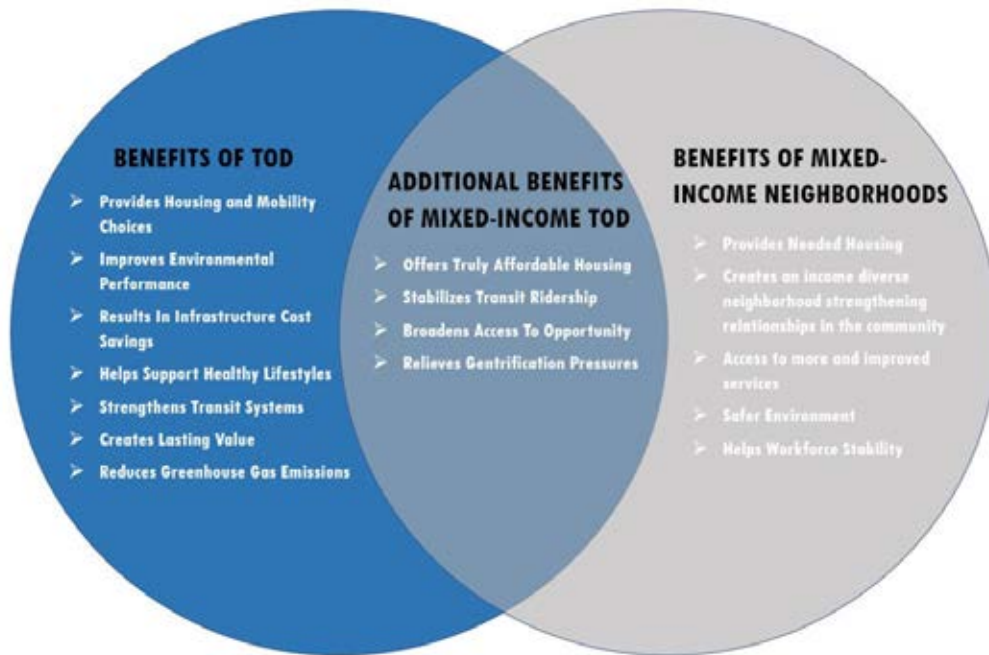
The income limits for the units restricted between 80% and 28% AMI will range from \$67,360 (80% AMI units) to \$23,576 (28% AMI units) (see chart below for details). This wide range is possible thanks to the 80% and 70% AMI workforce units in the development and does not include the market rate units which can be rented to even higher income residents. Base salaries for teachers, police officers, fire fighters and service industry employees in Hollywood range from \$34,000 to \$56,000. As an added reference, the 2013-2017 U.S. census estimates show a Median Household Income of \$38,090 for zip code 33020. The mix of market rate, workforce and affordable units in this development will serve all of these groups whose salaries are typically just slightly above the required threshold in typical affordable developments with no workforce components.

INCOME ANALYSIS



University Station’s location in downtown Hollywood is convenient for young professionals. Hollywood Beach, Parkside and Hollywood Lakes are all less than 2 miles away and public transportation to and from is easily accessible. Furthermore, Barry’s College of Health Sciences will continue to house its graduate programs in the new development. Graduate program students are also potential residents that will benefit from this redevelopment since they typically must work less hours in order to complete their degree, which means a lower income during those years.

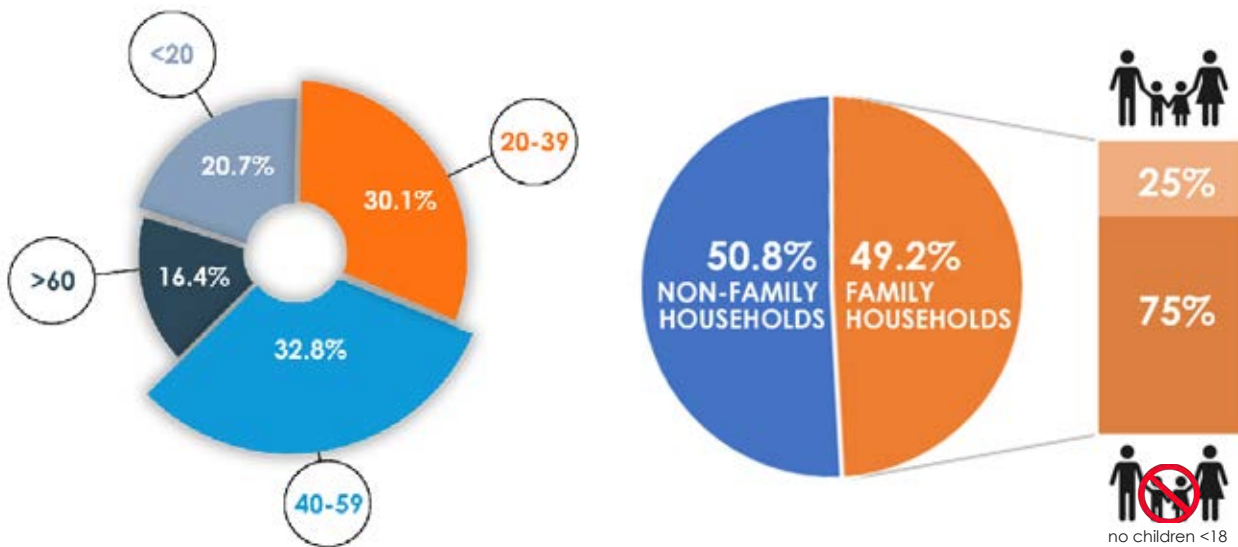
All of the groups mentioned above have unique needs that University Station will meet thanks to its second to none transit oriented location, a housing mix that can accomodate a wide variety of income levels, educational and professional spaces for growth, and proximity to public spaces with exciting retail and dining options.



SERVING HOUSING NEEDS IN HOLLYWOOD

Another important aspect that will make for a successful development is the choice of unit mix based on overall household size and age of the residents in the area. The 2016 market study done for the City of Hollywood states that “ according to the 2010 US Census, while the average household size in Broward County is 2.52 people and that of the City of Hollywood is 2.39 people, the average household size for the Study Area is 1.9 people.” This same data set also shows that 50.8% of all households are nonfamily households, and that the average size of family households is only 2.95 people. **This indicates that a mix with a majority of one and two-bedroom units would be most appropriate to meet the demand.**

This tract’s age distribution shows predominantly a young adult (ages 20-39) and middle aged population (ages 40-59; see chart below). Only 25% of all households have children under 18. As such, the amenities in the development will be geared towards these age groups with more leisure focused spaces that can compete with other market rate rental product in the area. The amenities will include a state-of-the-art swimming pool, fully equipped gym, a large community room with table games, a lounge area, computer room and community kitchen, and a smaller area for a children’s playroom.



Age of Population
University Station Study Area

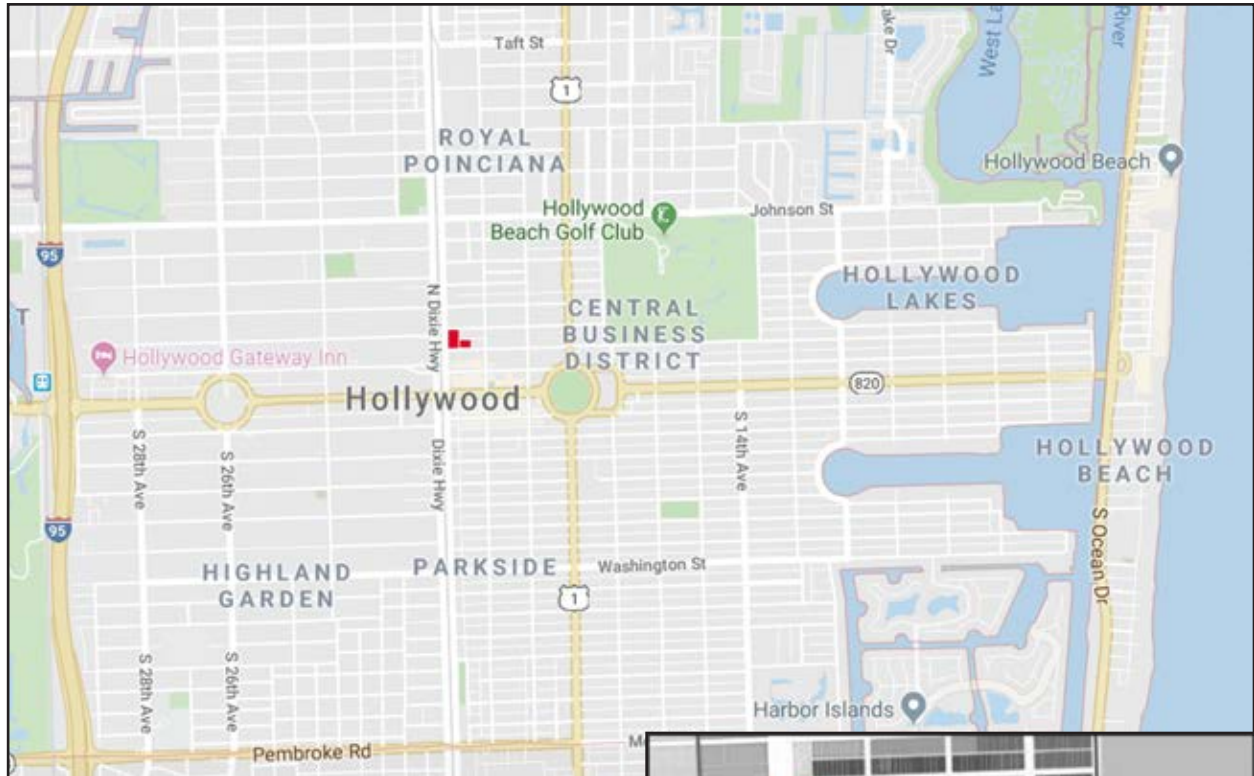
United States Census Bureau
Profile of General Population and Housing
Characteristics: Year 2010, Based on Zip Code 33020

Household Type
University Station Study Area

United States Census Bureau
Profile of General Population and Housing
Characteristics: Year 2010, Based on Zip Code 33020

A family is defined by the United States Census Bureau for statistical purposes as “a group of two people or more (one of whom is the householder) related by birth, marriage, or adoption and residing together; all such people (including related subfamily members) are considered as members of one family.

HOLLYWOOD UNIVERSITY STATION Location and Geographic Context



OVERVIEW OF PROPOSAL

The City of Hollywood owns the following 4 parcels located on N 21st Ave, between Fillmore St and Polk St (Property ID #s 514215011950, 514215030010, 514215030080 and 514215000010)(“Site”).

The Site is within the boundaries of Hollywood’s CRA Downtown District, along a major north/south corridor known as the Florida East Coast Rail Corridor (“FEC Corridor”) and it currently houses the City of Hollywood’s Public Shuffleboard Center and Courts, a public parking lot and the Barry University College of Nursing & Health Sciences (“Barry”). In the last few years the City of Hollywood has invested efforts to maximize development along the main corridors and this Site represents an opportunity for major community and economic impact.

In 2016 the City solicited for proposals from interested developers but withdrew RFP-4523-16-RL due to lack of interest from third parties. HTG is willing and able to develop the site in a way that will serve the City’s goals and objectives.

HTG’s proposal is to have two (2) Ground Leases over the Site to complete a mixed-use development that will incorporate mixed-income residential and other uses (educational, commercial and public uses) in two phases. The first phase will be comprised of a mixed-use building fronting N 21st Ave with a parking structure building behind on Polk Street. The second phase will be comprised of a residential building N 21st Ave and Fillmore Street. Phase I will house the new space for Barry’s facilities in order to allow their operations to remain uninterrupted. While Phase I is built, Barry will continue operating on the Phase II site. Once Phase I is occupied, Barry will relocate to its new space and Phase II’s construction can commence after.



UNIVERSITY STATION: PHASE I & II PROGRAM BREAKDOWN

Phase I will be composed of two (2) buildings:

1. Multi-Use Building on the NE Corner of Polk St and N 21st Ave:
 - a. Seven (7) stories with 108 mixed-Income residential units and amenities:
 - i. 23% workforce-housing
 - ii. 72% affordable-housing
 - iii. 15% Extreme-Low-Income
 - b. Ground floor:
 - i. Barry University: between 11,000 and 15,000 square feet
 - ii. Commercial uses: between 1,000 and 4,000 square feet¹
 - iii. About 30 parking spaces for retail/residential
2. Parking Garage Building on Polk St:
 - a. 110 spaces of public parking, for City to be able to charge through Park-mobile²
 - b. 20 spaces for Barry University, capable of being used by Barry during day and by residents during night and weekends
 - c. 20 spaces for exclusive use of Barry University
 - d. 100 spaces for residents of Phase I
 - e. 100 spaces for residents of Phase II

These 340 parking spaces can fit in four stories (with the 4th floor uncovered). If the City desires more parking spaces to be built and can provide HTG with the funding to build additional stories, HTG can build that additional parking.

HTG estimates that 85 spaces can be built on each additional story of the Parking Garage. Therefore, if the City is able to fund four additional stories of parking (for a total of eight floors, 8th floor uncovered), approximately 340 additional spaces could be built for additional City use. If so, these 340 spaces funded by the City plus the 110 spaces funded by HTG's other sources, would add 450 spaces of public parking to the area.

Phase II will be composed of one (1) building:

1. Multi-Use Building on the SE Corner of Fillmore St and N 21st Ave:
 - a. 7-stories of 108 mixed-Income residential units with amenities:
 - i. 23% workforce-housing
 - ii. 72% affordable-housing
 - iii. 15% Extreme-Low-Income
 - b. Ground floor:
 - i. Public Use: if desired by the City, between 500 and 16,000 square feet³
 - c. Community Space: if the City desires, the Lippman Center can be housed here, opening the current Lippman Center site for other uses, like an additional parking building, etc.
 - i. Retail/Office Spaces: between 1,000 and 16,000 square feet⁴
 - ii. About 30 parking spaces for retail/residential

¹Potential commercial uses include:

1. Culinary and Coffee Concepts: CAFÉ CLUB by Les Artistes, ONO Poke Shop, El Bagel, Panther Coffee
2. Co-working & Co-creating: The LAB "Hollywood", PIPELINE, City Desk
3. Fitness and Wellness: RedBike Studios, Orange Theory, Plank Yoga Studios, KAMPS Fitness

²Some of this public parking shall absorb all the parking requirement for the retail component of the 2 phases.

³Potential public uses:

1. Ticketing Offices for the future train station.
2. Community Center: if the City desires, the Lippman Center can be housed here, opening the current Lippman Center site for other uses, like an additional parking building, etc.
3. Art Gallery: for display of local artist, as per desire expressed by the CRA.

⁴See above for a list of potential retail uses.



EXISTING UNIVERSITY STATION SITE



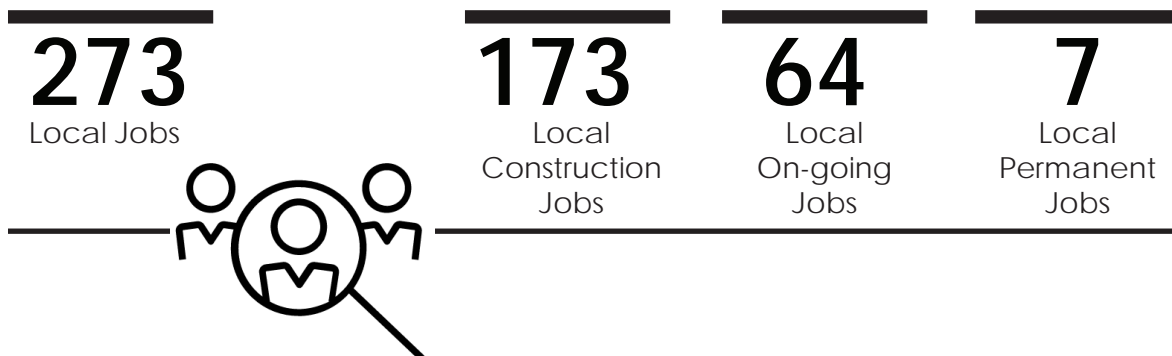
PROPOSED SITE PLAN

ESTIMATED DEVELOPMENT IMPACT

Revitalizing the FEC corridor and developing University Station will deliver an economic impact far beyond housing and commercial uses. Numerous ancillary economic and social benefits, such as a greater sense of place and community pride, reduced crime rates, healthier lifestyle and increased property values. Given the improved transportation access, residents will benefit from additional employment and retail options which all contribute to this transformative development.

The following highlights a few of the quantifiable economic impacts directly resulting from the redevelopment of University Station:

ECONOMIC BENEFITS	
Land Payment	HTG commits to provide at least a \$4,500,000 capital payment for the land.
Property Tax Revenue	HTG intends to pay full property taxes (estimated at nearly \$100,000 per year, per phase).
Public Parking	The City of Hollywood will have access to all revenue generated from the 110 public parking spaces built by HTG. This number of spaces can be increased up to 450 spaces, if desired by the City/ CRA.
Business Licensing and Sales Tax Revenue	Revenue generated from new business licensing, sales and payroll tax will provide a direct economic benefit to the City of Hollywood.
Permit, Impact, Utility Connection Fees, Etc.	Given our experience with developments of similar size and scale we anticipate approximately \$850,000 in fees for the City of Hollywood.
Jobs	Commitment to hire locally! HTG will make sincere efforts to grant at least 20% of construction contracts to local subcontractors and/ or labor force. Utilizing the National Association of Home Builders model for economic impact on multifamily LIHTC development, 216 apartments will generate 273 local jobs (approximately 173 construction jobs) and 64 on-going jobs. At least 7 permanent jobs relating to the operation of the residential portion of the property alone. With an additional 30,000 sf of commercial space we can safely expect this number will be significantly greater.



WEST VIEW



NORTHEAST VIEW





PLAZA VIEW



SKL Architects
www.sklarchitects.com

BACK VIEW





Fillmore-St

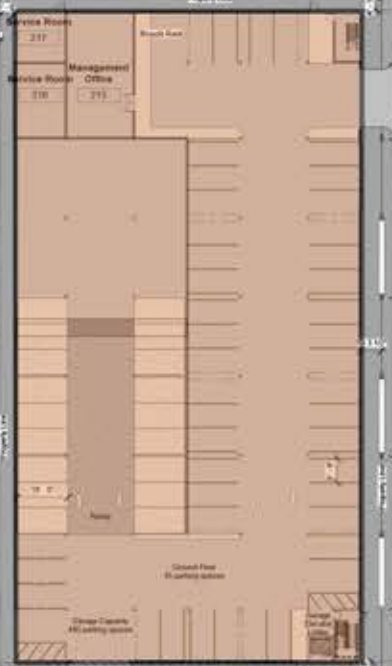
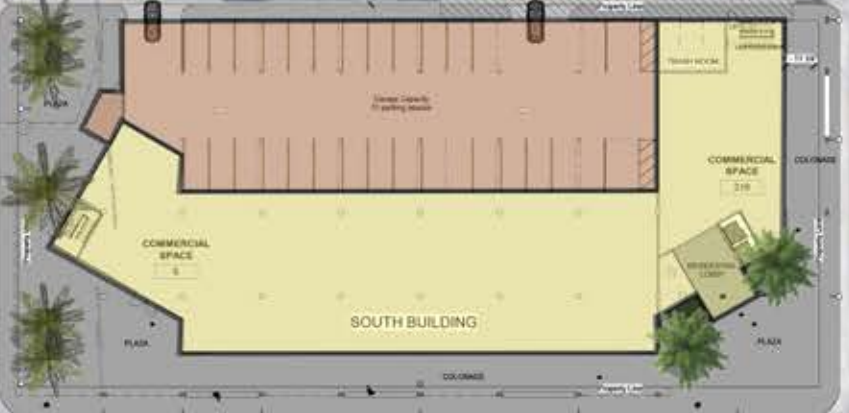
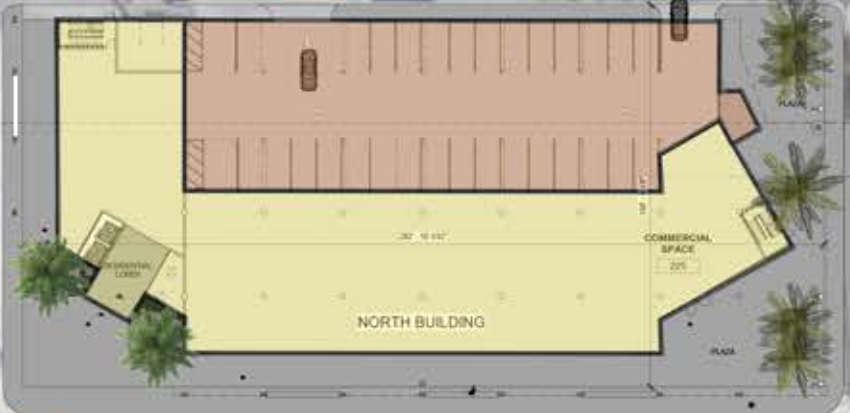
TAYLOR ST

POLK ST

NORTH 21TH ST

121ST AVE

N Dixie Hwy





Fillmore-St

N 21st Ave

N Dixie Hwy



Fillmore-St

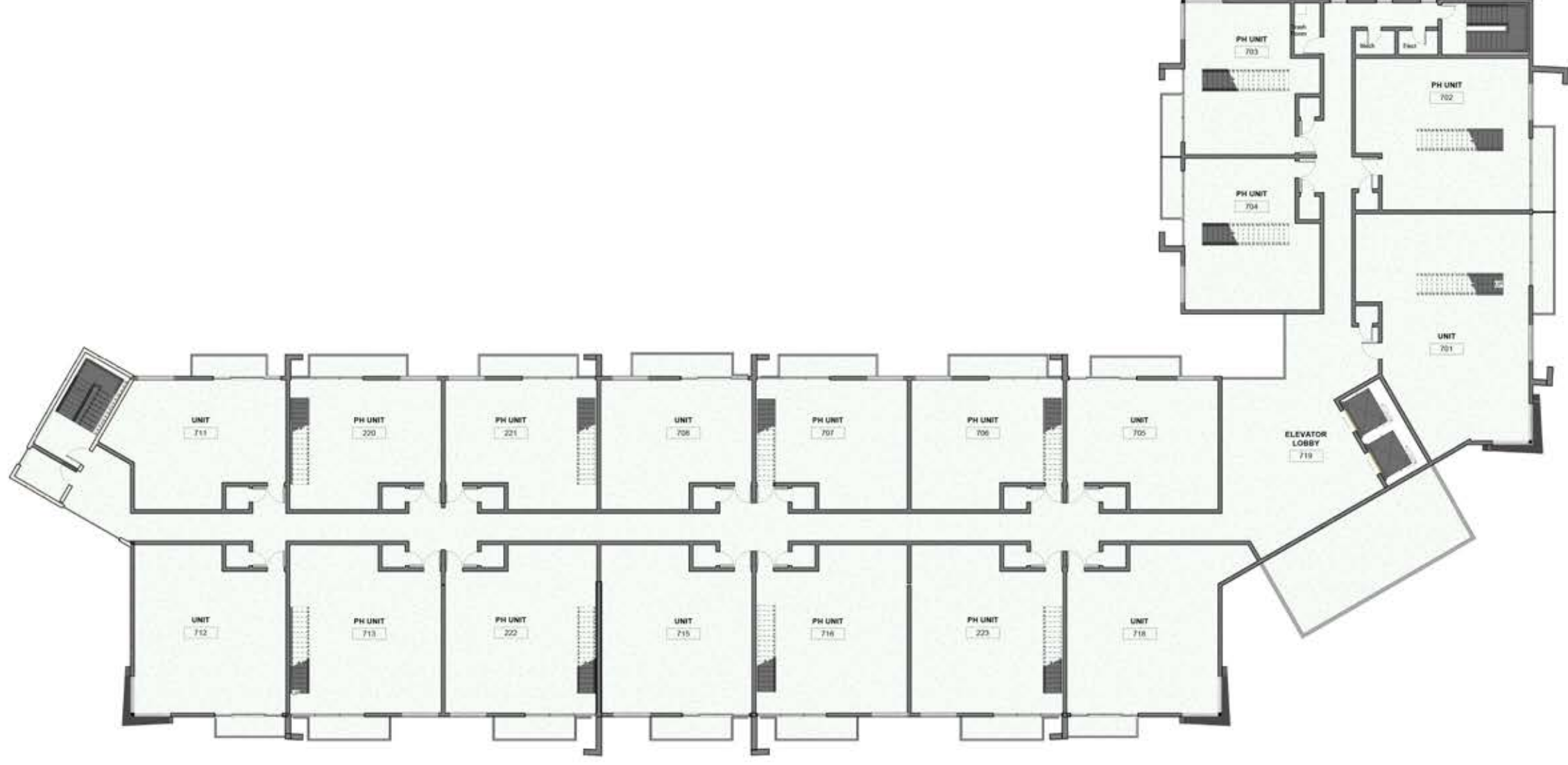
N 21st Ave

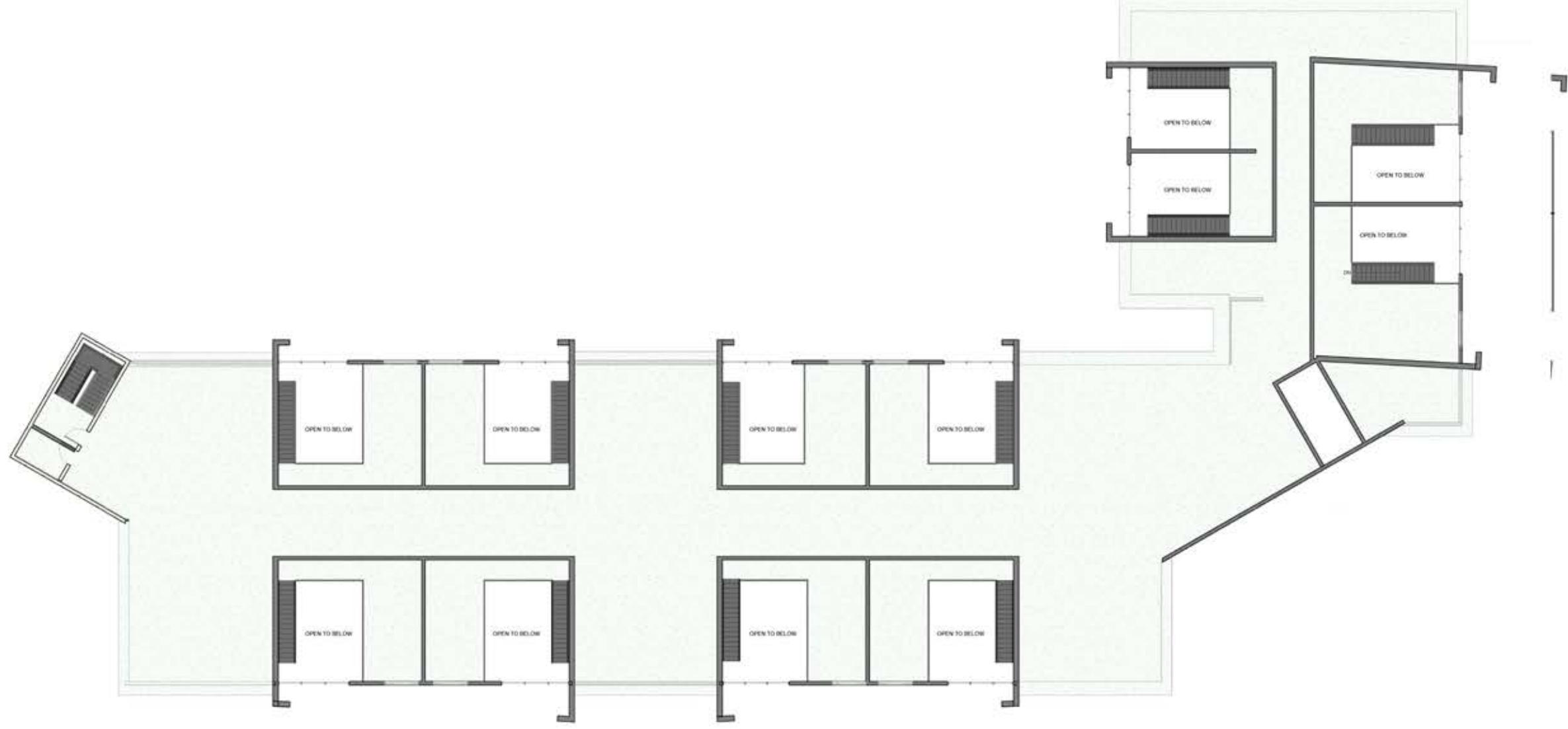
N Dixie Hwy



SKLARarchitecture
Commercial & Residential Architecture
P : 954 925 9292
www.sklararchitect.com

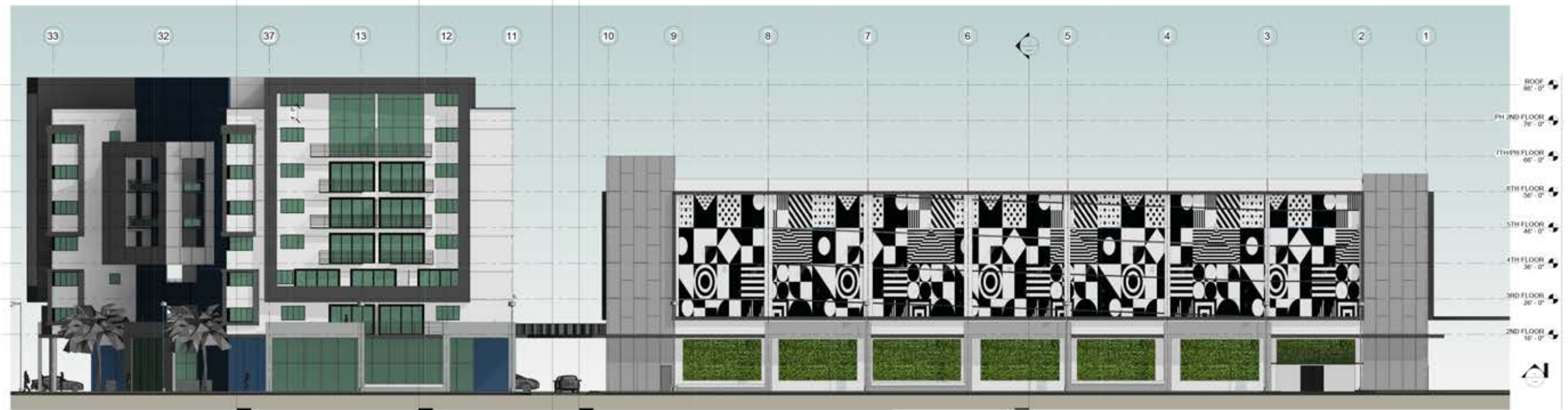
TYPICAL PLAN FLOORS 3-6







WEST - PHASE I



SOUTH - PHASE I

ELEVATIONS

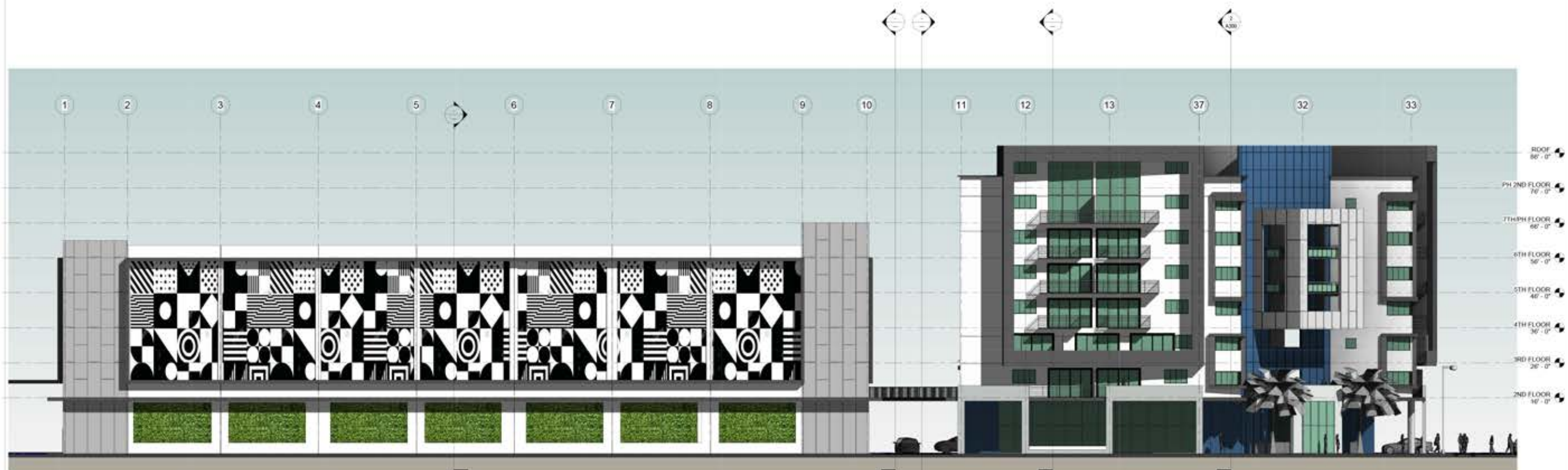
SKLARarchitecture
 Commercial & Residential Architecture
 P : 954 925 9292
 www.sklararchitect.com





EAST - PHASE I

EAST - PHASE II



NORTH - PHASE I



ESTIMATED DEVELOPMENT IMPACT

Activation of Dixie Highway Corridor: The Dixie Highway Corridor is a principal thoroughfare in the City of Hollywood. Running North-South, Dixie Highway provides convenient access to major traffic intersections leading to Interstate 95 and State Road A1A. With the recently approved Let's GO Hollywood Bond ("Go Bond") on March 12, 2019, Hollywood has committed approximately \$23,000,000 to improve the City's neighborhoods, infrastructure and resiliency. One of the projects included entails committing approximately \$1,900,000 to the beautification of the FEC corridor from Sheridan Street to Pembroke Road. HTG will work in unison with the Go Bond to transform the Dixie Highway corridor. Enhancing Dixie Highway's safety and overall appearance will stimulate economic activity and spur community reinvestment.

University Station will incorporate a variety of retail tenants on its ground floor. Below are some potential tenants that would be a great fit for the area, some of which HTG has already been in contact with and have expressed their interest in having a presence in this area.

COWORKING SPACES



FOOD & BEVERAGE



FITNESS & WELLNESS



OTHER CONCEPTS



CLOSE-UP RENDERING OF POTENTIAL GROUND FLOOR RETAIL:

Above: Northern Block (Phase II); Below: Southern Block (Phase I).



University Station will implement the principles of Complete Streets in the development's comprehensive design. Ultimately, creating a vibrant and mixed-use environment for residents, tourists and businesses to enjoy.

Barry University's Health Science Campus: Barry University's College of Health Sciences has called the City of Hollywood home over the past seven years. The integration between the students, faculty and surrounding community has turned Barry University into a staple establishment in downtown Hollywood. Over the past several years, students and faculty have provided city residents with community programs that promote health education, risk prevention and wellness. HTG intends to further strengthen the relationship between Barry University and the City of Hollywood. Through a strategic partnership, University Station will provide Barry University with a new state-of-the-art campus with additional classroom space and amenities. HTG's goal is to secure a long-term lease with Barry University which will guarantee that the City of Hollywood's first intuition of higher education will continue to prosper with the City. Please reference the attached Letter of Interest from Barry University.

Additional Parking to Downtown Hollywood: University Station's development program incorporates the construction of a standalone parking facility that will provide parking spaces for the residents, Barry University and an additional 110 spaces for downtown Hollywood and the Fred-Lippman Multipurpose Center. In addition to the 110 spaces provided by HTG, up to 340 extra public parking spaces can be built if financed by the City of Hollywood.

Affordability: The City of Hollywood has a large amount of residents who are cost burdened, especially with housing costs. These residents have to spend more than 50% of their income in housing. University Station offers rent-restricted units that will drastically improve the residents' economic strength, which will reflect back on the City's economic growth.

Via Email

May 21, 2019

Rodrigo Paredes
Vice President of Development
Housing Trust Group
3225 Aviation Avenue, 6th Floor
Coconut Grove, FL 33133

Re: Proposed Hollywood Project – Barry University

Dear Mr. Paredes:

Based on the discussed development plan and proposed terms below, Barry University ("University") would be interested in entering a new lease agreement with Housing Trust Group ("HTG") for the ground floor space in Phase I of University Station.

Proposed terms:

10,000 – 20,000 SF of Ground Floor Space in Phase I
HTG plans to renew the University at the same rental rate of \$5 per square foot

Development plan:

A two-phase multi-use, mixed-income community with public and private amenities and parking on the site. A free-standing parking garage will be built as part of the scope of the first phase of the development, part of which will contain 110 public parking spaces (with potential to build an additional 340 public parking spaces if the City or CRA choose to finance the additional spaces). Each phase will house approximately 108 residential rental homes, with approximately 10,000 to 20,000 SF for the University's College of Nursing and Health Sciences in Phase I and additional commercial and restaurant concepts.

Should HTG be awarded the University Station site by the City of Hollywood, the University would look forward to continuing the conversation regarding a new long-term lease agreement to remain in the City of Hollywood and University Station.

Regards,



Susan Rosenthal
VP for Business & Finance

COMMUNITY OUTREACH

Neighborhood and Civic Associations:

HTG recognizes the importance of the inclusion and support of the local community pertaining to new development. University Station's goal is to provide high-quality housing and a collection of amenity options for the citizens of Hollywood. Through community meetings, HTG intends to engage with all Neighborhood and Civic Associations located within the City of Hollywood. HTG will hold a community charette, providing an additional platform for community members to collaborate and exchange ideas to further enhance University Station.



Greater Hollywood Chamber of Commerce:

HTG was fortunate to attend the Developer's Round Table at the Greater Hollywood Chamber of Commerce. Connecting and exchanging ideas with peers of the community to address development strategies and the future landscape for Hollywood. One topic discussed at the round table was the overwhelming number of Hollywood residents who are cost-burden, paying more than 30% of their income towards housing costs. A study provided by the City of Hollywood Department of Development Services concluded 57% of renters in the city are currently cost-burden. The study also highlighted that there is currently a shortage of Very Low-Income Housing available. As of 2019, the demand for Very Low-Income Housing is 10,574 units with a current supply of 6,412 units resulting in a gap of 4,162 units. Based on the city's projection the gap will increase to 5,047 units by 2023. University Station will help alleviate the shortage of affordable housing by developing units ranging from 15% of Area Median Income to 80%, in addition to setting aside market rate units.

Hollywood Community Redevelopment Agency:

As previously mentioned, University Station is located within Downtown District of the Hollywood CRA. HTG had the opportunity, throughout various meetings, to speak with key staff members of the CRA. The subject of these meetings was not only University Station but also a more in depth conversation to reach a better understanding of the vision and strategic plan for the Downtown District. HTG has integrated the CRA's mission into University Station's development plan: stimulating private investment, upgrading public infrastructure and cultivating additional partnerships with other government agencies.

University Station will also collaborate with the Downtown Hollywood Mural Project by designating a space for an outdoor mural and inviting local artists to participate in a live exhibition to bring University Station's public spaces to life. A small portion of the University Station's units will be designed for artists as a live/work space. An Art Gallery space could be added to the amenity list of the ground floor areas as well.



FINANCING

UNIVERSITY STATION: FINANCING

The allocation of 9% Federal Low-Income Housing Tax Credits ("LIHTC") to Phase I will be the catalyst to make the entire redevelopment financially feasible. Florida Housing Finance Corporation ("FHFC"), which administers the allocation of Federal LIHTC, is planning to issue RFAs for LIHTC in the 3rd quarter of 2019, with applications for funding being due around November 1, 2019.

Assuming HTG and the City sign a Ground Lease for Phase I before the FHFC application deadline for LIHTC (i.e. October 2019), the allocation is predicted to be achieved by the 2nd quarter of 2020. Once funding is secured, HTG will finalize designing and permitting the development to achieve construction financing closing in time to commence construction by the 2nd quarter of 2021. Construction completion and lease-up would be expected by mid-2022.

If HTG and the City cannot reach a Ground Lease for Phase I before the FHFC application deadline for LIHTC or an allocation on the 2019 cycle, the timeline described above would get pushed back one year.

To achieve this allocation of LIHTC from FHFC, the City's financial contribution to the Development will provide a greater likelihood of success. In 2019 FHFC will provide a ranking preference to Broward County developments that have been chosen specifically by a municipality as their preferred Development by showing they have committed to provide a cash contribution (loan or grant) to such development. FHFC calls this special contribution the Local Government Area of Opportunity Funding ("LGAOF").

We estimate that the required minimum LGAOF contribution amount will be approximately \$800,000 in Broward County. This LGAOF loan can be effectively contributed by the City to the HTG affiliate entity ("HTG Affiliate") at the Phase I construction completion, which is estimated to occur in 2022. Subject to availability of cash flow after first mortgage payment, the HTG Affiliate will pay capital and interest on the loan at a 3% annual interest in a 30-year amortization schedule with a balloon payment (maturity) on year 15.

After Phase I is financed, the possibility of achieving financing sources for Phase II are very high. HUD and FHFC have many financial sources available that have reduced funding amounts, compared to 9% LIHTC. Nevertheless, those sources will be enough to make Phase II financially feasible, thanks to the economies of scale of a multiphase development. Construction of Phase I will begin while funding is sought for Phase II.

An allocation of funding for Phase II could happen as soon as in the 2019 SAIL RFA Cycle (the same cycle for Phase I), however we estimate that it could take up to 2 or 3 more years to achieve such SAIL and bonds allocation. Nevertheless, once funding for Phase II is committed, the timeline for commencement and completion of construction will be practically the same as Phase I, with roughly one year between each of the 3 milestones: funding, commencement and completion.

An allocation of affordable housing funds (tax credits) to Phase II is not necessarily required. Phase II can potentially be financed with private equity and conventional lending as a Market Rate development, if such is feasible after Phase I is developed.

PROPOSED GROUND LEASE TERMS

Each Phase should have its own ground lease, and this is a summary of the proposed terms and conditions for both of those ground leases:

General Ground Lease Terms Applicable to both Phases:

1. Length and commencement dates:
 - a. 99-year ground lease term, to commence at the Construction Financing Closing of each Phase
Commencement of term or Construction Financing Closing shall occur no later
 - b. than June 30, 2021, with two 1-year extensions.
2. Tenant and Sub-Tenants:
 - a. Each Phase will have an HTG special purpose entity as the ground lease tenant ("HTG Tenant") that will own the building(s).
The HTG Tenant shall be allowed to sub-lease portions of the buildings to 3rd
 - b. parties, HTG affiliates or City departments.
3. Residential tenant income restrictions:
 - a. At least 50% of the units will be restricted to 70% AMI; or
 - b. At least 30% of the units will be restricted to 80% AMI.
4. Both phases shall pay annual ad valorem and non-ad valorem property taxes.
5. All improvements shall be owned by The City Hollywood upon expiration of each of the ground leases and/or comprehensive agreements.

Specific Financial Terms for each Sub-Lease:

6. Ground Lease for Phase I:
 - a. At Construction Financing Closing of Phase I, HTG Tenant shall pay a Capitalized Lease Payment of \$3,000,000.
 - b. By Construction Financing Closing:
 - i. HTG and Barry University shall reach a Sub-Lease agreement.
 - ii. HTG and the City shall reach an agreement for the public parking spaces on the Parking Structure, in which:
 1. A minimum of 80 public parking spaces will be built by HTG at no cost to the City;
 2. Any parking spaces built for Phase II will serve as public parking until Phase II is built; and
 3. Any additional public parking over the described above shall be built at General Contractor cost ("GC Cost") with committed City funds to be drawn during the construction of Phase I.
7. Ground Lease for Phase II:
 - a. At Construction Financing Closing of Phase I, HTG Tenant shall pay a Capitalized Lease Payment of \$1,500,000.
 - b. By Construction Financing Closing:
 - i. HTG and the City shall reach an agreement as to what public uses shall be incorporated on the ground floor of the Phase II building considering that any public use shall be built at GC Cost with committed City funds to be drawn during the construction of Phase II.
 - ii. HTG's affiliates shall reach a shared use agreement regarding the Phase II parking on the Phase I Parking Building.

OTHER HIGHLIGHTS OF THIS PROPOSAL

Please note the following conditions and possible scenarios and outcomes:

1. That the \$800,000 cash or loan LGAOF contribution from the City is a key item to initiate the re-development of the entire Site.
2. That HTG and the City and/or the CRA can joint-venture:
 - a. for the development of the Parking Building of Phase I and any public use; or
 - b. for the re-development of the Fred Lipmann Multipurpose Center, if so desired.
3. That if Phase I gets built and Phase II does not get financed and built, the City will have the following in its favor:
 - a. The remaining parcel on the NE Corner of Polk St and N 21st Ave will be free of the Barry University lease.
 - b. An additional 100 spaces, that were originally built to serve the Phase II residents, can be used as additional public parking. Furthermore, in this case, these built spaces for Phase II will increase the value of the undeveloped Phase II parcel.

GC COST ESTIMATES FOR PUBLIC USE SPACES AND PARKING

The following are estimates* of the possible public uses and additions mentioned in the previous section. These can be added to the development's program, if so desired and financed by the City:

1. Any public parking spaces over the first 80 spaces mentioned in Section 5.b.ii.(1) above will cost approximately \$17,000 per parking space, plus the GC Cost. For example, 150 additional parking spaces will cost approximately \$2,400,000.
2. Ticketing Office or Community Center space will cost approximately \$145 per gross square foot, assuming the public parking already provided is counted towards the parking requirements for these spaces. For example, 10,000 s.f. for a Community Center will cost approximately \$1,450,000. Additionally, a shared use agreement can be made to allow a the future public community center to use some of the residential amenities (e.g. a gathering room) at no extra cost for the City.
3. Art Gallery space (if desired as a use by the City) would cost approximately \$108 per gross square foot, assuming the public parking already provided is counted towards the parking requirements for this space. For example 3,000 sf of Art Gallery would cost approximately \$325,000.

GC Cost shall include that general contractors overhead, general conditions and profit, which should be limited to 14% altogether.

The City of Hollywood or CRA can contribute funding for any of these public uses as long those funds can be drawn during the construction phase of these spaces.

The City of Hollywood may use the proceeds of the Capitalized Lease Payments (between both phases shall add \$4,500,000) to fund the desired public uses. These Capitalized Lease Payments can be held by an Escrow, a Trust or Fiduciary, to transfer those funds to the HTG Tenant upon demonstration of percentage completion made on the construction of the improvements of the public uses.

* Estimates contained herein are subject to change based on the General Contractor's final estimates.

UNIVERSITY STATION INCORPORATES LOCAL, STATE, AND FEDERAL RESOURCES

University Station will pull from a wide range of local, state, and federal subsidies in addition to conventional construction and permanent financing for the construction of over 200 rental apartments for low-income and workforce families. **This development will not only be feasible from a financial standpoint, but also from a social and environmental perspective to work towards a triple bottom line where the value of each public dollar is maximized.**



OVERALL STRATEGY

Land Acquisition and Ownership

The site is currently owned by the City of Hollywood and operates as Barry University on the Northern parcel and the Fred Lippman Shuffleboard Courts on the Southern parcel. Through two long term lease with the City with a higher capitalized land payment on the first phase lease, we are able to assume a much needed low capitalized land payment for the second phase lease.

While HTG will develop and manage the housing portion of the project, we will also develop new public spaces and public parking that can be turned back over to the City for operation.

Execution and Coordination

The execution needed to transform University Station is as complex and sophisticated as what the final product promises to be. It is necessary to take a phased development approach to ensure proper transition and the most effective use of available funding sources.

We have planned the development schedule to progress in two phases, as outlined on the next page.

UNIVERSITY STATION: PROGRAM BREAKDOWN BY PHASES

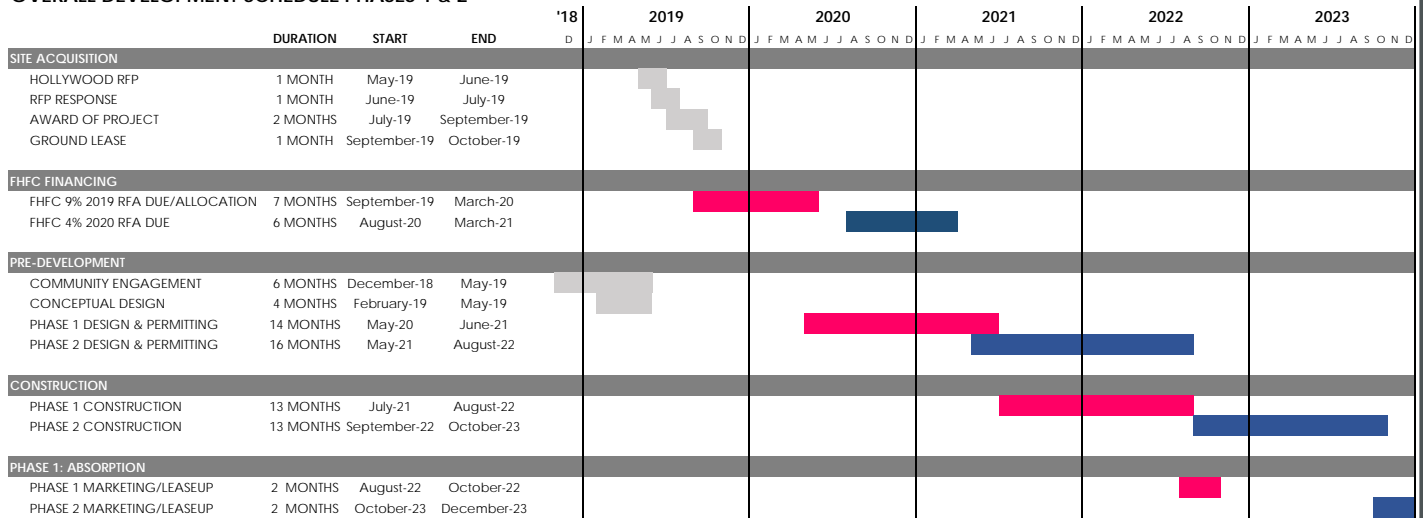


	Phase I	Parking Garage	Phase II	Total
Non-Residential Community Services & Retail (SF)	1,000-4,000	0	500-16,000	1,500-20,000
Barry University	11,000-15,000	0	0	11,000-15,000
Residential (SF)	TBD	0	TBD	TBD
Units	108	0	108	216
Parking Required	118.8	0	118.8	237.6
Parking Provided	30	340-680	30	#VALUE!
Parking Stories	0	4-8	0	4-8
Number of Floors	7	4-8	7	18-22
Overall Height (ft)	75	50	75	
Parcel Area (SF)				
Total Development Area	TBD	TBD	TBD	TBD
FAR	TBD	TBD	TBD	TBD

UNIVERSITY STATION: DEVELOPMENT TIMELINE



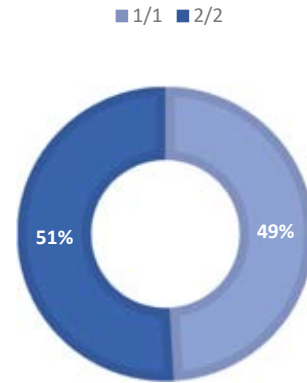
OVERALL DEVELOPMENT SCHEDULE PHASES 1 & 2



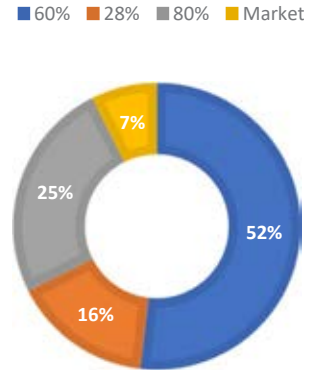
PHASE 1: UNIT BREAKDOWN

The rents are those published by Florida Housing Finance Corporation’s 2019 Rent and Income Limits.

Unit Type	Number of Units	Rent Limit	Unit Size (sf)	Rent
1/1	28	60%	650	\$ 948
1/1	8	28%	650	\$ 442
1/1	13	80%	650	\$ 1,264
2/2	28	60%	850	\$ 1,137
2/2	9	28%	850	\$ 530
2/2	14	80%	850	\$ 1,516
1/1	4	Market	750	\$ 1,463
2/2	4	Market	950	\$ 1,805
108			775	\$1,138



Phase I: Unit Mix



Phase I: Rent Set-Asides

PHASE 1: SOURCES AND USES

1

2

Sources of Funds

Description	Rate	Permanent Phase			Construction Phase		
		Total	%	Per Unit	Total	%	Per Unit
Debt							
Construction Loan	5.00%	\$0	0.00%	\$0	\$24,400,000	63.22%	225,926
Permanent Loan 1	6.50%	\$9,600,000	24.43%	88,889	\$0	0.00%	\$0
City of Hollywood Contribution	3.00%	\$783,250	1.99%	7,252	\$783,250	2.03%	7,252
Tax Credit Equity							
LIHTC LP Equity	\$0.98	\$28,240,800	71.88%	261,489	13,414,380	34.75%	124,207
Deferred Developer Fee		\$664,778	1.69%	6,155	\$0	0.00%	\$0
Total Sources		\$39,288,828	100%	\$63,785	\$38,597,630	100%	\$357,385

Uses of Funds

Description	Rate	Permanent Phase			Construction Phase		
		Total	%	Per Unit	Total	%	Per Unit
Construction Costs							
Hard Construction Costs		\$21,295,250	54.2%	\$197,178	\$21,295,250	58.5%	\$197,178
GC Profit		\$1,277,715	3.3%	\$11,831	\$1,277,715	3.5%	\$11,831
GC General Requirements		\$1,277,715	3.3%	\$11,831	\$1,277,715	3.5%	\$11,831
GC Overhead		\$425,905	1.1%	\$3,944	\$425,905	1.2%	\$3,944
Recreational / Owner Items		\$300,000	0.8%	\$2,778	\$300,000	0.8%	\$2,778
Off-Site Improvements / acre		\$50,000	0.1%	\$463	\$50,000	0.1%	\$463
Hard Cost Contingency @:	5.0%	\$1,213,829	3.1%	\$11,239	\$1,213,829	3.3%	\$11,239
Financing Costs							
Construction Interest Expense		1,490,161	3.8%	\$13,798	\$1,614,578	4.4%	\$14,950
Permanent Loan Origination Fee		\$96,000	0.2%	\$889	\$96,000	0.3%	\$889
Permanent Loan Closing Costs		\$19,200	0.0%	\$178	\$19,200	0.1%	\$178
Construction Loan Origination Fee		\$244,000	0.6%	\$2,259	\$244,000	0.7%	\$2,259
Construction Loan Closing Costs		\$48,800	0.1%	\$452	\$48,800	0.1%	\$452
General Development Costs							
Accounting Fees		\$25,000	0.1%	\$231	\$25,000	0.1%	\$231
Appraisal		\$10,000	0.0%	\$93	\$10,000	0.0%	\$93
Architect Fee-Design	2.00%	\$485,532	1.2%	\$4,496	\$485,532	1.3%	\$4,496
Architect Fee-Supervision		\$50,000	0.1%	\$463	\$50,000	0.1%	\$463
Builder's Risk Insurance	1.00%	\$212,953	0.5%	\$1,972	\$212,953	0.6%	\$1,972
Building Permit	\$1,200	\$129,600	0.3%	\$1,200	\$129,600	0.4%	\$1,200
Credit Underwriting Fee		\$17,845	0.0%	\$165	\$17,845	0.0%	\$165
Engineering Fee		\$40,000	0.1%	\$370	\$40,000	0.1%	\$370
Environmental Report		\$10,000	0.0%	\$93	\$10,000	0.0%	\$93
FHFC Administrative Fees	9.00%	259,380	0.7%	\$2,402	\$259,380	0.7%	\$2,402
FHFC Application Fees		\$3,000	0.0%	\$28	\$3,000	0.0%	\$28
FHFC Compliance Mon. Fee		212,332	0.5%	\$1,966	\$212,332	0.6%	\$1,966
Impact Fees (Detail)		300,000	0.8%	\$2,778	\$300,000	0.8%	\$2,778
Inspection Fees		\$60,000	0.2%	\$556	\$60,000	0.2%	\$556
Insurance- Property/Liability		70,200	0.2%	\$650	\$70,200	0.2%	\$650
Legal Fees- Partnership		\$250,000	0.6%	\$2,315	\$250,000	0.7%	\$2,315
Legal Fees- Other		\$50,000	0.1%	\$463	\$50,000	0.1%	\$463
Market Study		\$10,000	0.0%	\$93	\$10,000	0.0%	\$93
Marketing/Advertising + Lease Up		\$100,000	0.3%	\$926	\$100,000	0.3%	\$926
Property Taxes		97,200	0.2%	\$900	\$97,200	0.3%	\$900
Soil Test Report		\$10,000	0.0%	\$93	\$10,000	0.0%	\$93
Survey(Including as-built)		\$25,000	0.1%	\$231	\$25,000	0.1%	\$231
Title Insurance & Recording		\$179,066	0.5%	\$1,658	\$179,066	0.5%	\$1,658
Utility Connection Fee		\$226,800	0.6%	\$2,100	\$226,800	0.6%	\$2,100
Plan and Cost Review		\$5,000	0.0%	\$46	\$5,000	0.0%	\$46
NGBS/LEED Certification		\$25,000	0.1%	\$231	\$25,000	0.1%	\$231
Contingency (Soft Cost)	5.00%	\$143,195	0.4%	\$1,326	\$143,195	0.4%	\$1,326
Construction, Financing & General Sub-Total		\$30,745,678	78.3%	\$284,682	\$30,870,096	84.8%	\$285,834
Operating Deficit Reserve		\$623,842	1.6%	\$5,776	\$0	0.0%	\$0
Land, To be Acquired		\$3,000,000	7.6%	\$27,778	\$3,000,000	8.2%	\$27,778
Developer's Profit	16.0%	\$4,919,308	12.5%	\$45,549	\$2,552,718	7.0%	\$23,636
Total Project Cost		\$39,288,828	100.0%	\$363,785	\$36,422,814	100.0%	\$337,248

PHASE 1: OPERATING STATEMENT, YEARS 1-7

1

2

Income:	Per Unit	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Housing								
Net Rental Income	\$12,157	\$1,312,951	\$1,339,210	\$1,365,995	\$1,393,315	\$1,421,181	\$1,449,605	\$1,478,597
Reserve for Vacancy @ 5.0%	(\$608)	(\$65,648)	(\$66,961)	(\$68,300)	(\$69,666)	(\$71,059)	(\$72,480)	(\$73,930)
Parking Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Laundry	\$342	\$36,936	\$38,044	\$39,185	\$40,361	\$41,572	\$42,819	\$44,104
Other Income + Laundry	\$106	\$11,450	\$11,794	\$12,147	\$12,512	\$12,887	\$13,274	\$13,672
Total Housing	\$11,997	\$1,295,690	\$1,322,088	\$1,349,028	\$1,376,522	\$1,404,581	\$1,433,217	\$1,462,442
Commercial								
	Per Sq Ft							
Net Rental Income	\$6.67	\$100,000	\$103,000	\$106,090	\$109,273	\$112,551	\$115,927	\$119,405
Total Commercial	\$6.67	\$100,000	\$103,000	\$106,091	\$109,275	\$112,554	\$115,931	\$119,410
Total Income	\$12,923	\$1,395,690	\$1,425,088	\$1,455,119	\$1,485,796	\$1,517,135	\$1,549,149	\$1,581,853
Expenses:								
	Per Unit							
Housing								
Management Fee (% of EGI)	\$600	\$64,785	\$66,104	\$67,451	\$68,826	\$70,229	\$71,661	\$73,122
Admin	\$360	\$38,877	\$40,043	\$41,244	\$42,482	\$43,756	\$45,069	\$46,421
Contracted Services	\$227	\$24,553	\$25,289	\$26,048	\$26,829	\$27,634	\$28,463	\$29,317
Leasing and Marketing	\$138	\$14,947	\$15,396	\$15,857	\$16,333	\$16,823	\$17,328	\$17,848
Maintenance	\$116	\$12,564	\$12,941	\$13,329	\$13,729	\$14,141	\$14,565	\$15,002
Payroll	\$1,248	\$134,805	\$138,849	\$143,015	\$147,305	\$151,724	\$156,276	\$160,964
Utilities	\$548	\$59,208	\$60,984	\$62,814	\$64,698	\$66,639	\$68,638	\$70,697
Real Estate Taxes	\$900	\$97,200	\$100,116	\$103,119	\$106,213	\$109,399	\$112,681	\$116,062
Insurance	\$650	\$70,200	\$72,306	\$74,475	\$76,709	\$79,011	\$81,381	\$83,822
Replacement Reserves	\$300	\$32,400	\$33,372	\$34,373	\$35,404	\$36,466	\$37,560	\$38,687
Other	\$20	\$2,160	\$2,225	\$2,292	\$2,360	\$2,431	\$2,504	\$2,579
Total Housing	\$4,788	\$551,698	\$567,625	\$584,018	\$600,889	\$618,254	\$636,127	\$654,522
Total Expenses	\$5,108	\$551,698	\$567,625	\$584,018	\$600,889	\$618,254	\$636,127	\$654,522
Net Operating Income	\$7,815	\$843,992	\$857,463	\$871,101	\$884,907	\$898,880	\$913,022	\$927,330
Debt Service & Cashflow								
Hard Debt								
Permanent Loan 1		\$695,986	\$695,986	\$695,986	\$695,986	\$695,986	\$695,986	\$695,986
DSCR		1.21	1.23	1.25	1.27	1.29	1.31	1.33
Total Hard Debt	\$6,444	\$695,986	\$695,986	\$695,986	\$695,986	\$695,986	\$695,986	\$695,986
DSCR		1.21	1.23	1.25	1.27	1.29	1.31	1.33
Waterfall Cashflow	\$3,710,709	\$148,006	\$161,477	\$175,115	\$188,921	\$202,895	\$217,036	\$231,345
DDF		\$516,772	\$355,295	\$180,180	\$0	\$0	\$0	\$0
Soft Debt								
City of Hollywood Contribution		\$39,627	\$39,627	\$39,627	\$39,627	\$39,627	\$39,627	\$39,627
Net Cashflow	\$0	\$0	\$0	\$0	\$0	\$163,268	\$177,409	\$191,718

PHASE 1: OPERATING STATEMENT, YEARS 8-15

1

2

Income:	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
Housing								
Net Rental Income	\$1,508,169	\$1,538,332	\$1,569,099	\$1,600,481	\$1,632,490	\$1,665,140	\$1,698,443	\$1,732,412
Reserve for Vacancy @ 5.0%	(\$75,408)	(\$76,917)	(\$78,455)	(\$80,024)	(\$81,625)	(\$83,257)	(\$84,922)	(\$86,621)
Parking Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Laundry	\$45,427	\$46,789	\$48,193	\$49,639	\$51,128	\$52,662	\$54,242	\$55,869
Other Income + Laundry	\$14,082	\$14,505	\$14,940	\$15,388	\$15,850	\$16,325	\$16,815	\$17,319
Total Housing	\$1,492,269	\$1,522,709	\$1,553,777	\$1,585,483	\$1,617,843	\$1,650,870	\$1,684,577	\$1,718,979
Commercial								
Net Rental Income	\$122,987	\$126,677	\$130,477	\$134,392	\$138,423	\$142,576	\$146,853	\$151,259
Total Commercial	\$122,993	\$126,684	\$130,485	\$134,401	\$138,433	\$142,587	\$146,865	\$151,272
Total Income	\$1,615,262	\$1,649,393	\$1,684,262	\$1,719,884	\$1,756,277	\$1,793,457	\$1,831,443	\$1,870,251
Expenses:								
Housing								
Management Fee (% of EGI)	\$74,613	\$76,135	\$77,689	\$79,274	\$80,892	\$82,544	\$84,229	\$85,949
Admin	\$47,813	\$49,248	\$50,725	\$52,247	\$53,814	\$55,429	\$57,092	\$58,804
Contracted Services	\$30,197	\$31,102	\$32,035	\$32,997	\$33,986	\$35,006	\$36,056	\$37,138
Leasing and Marketing	\$18,383	\$18,935	\$19,503	\$20,088	\$20,690	\$21,311	\$21,950	\$22,609
Maintenance	\$15,452	\$15,916	\$16,393	\$16,885	\$17,392	\$17,913	\$18,451	\$19,004
Payroll	\$165,793	\$170,767	\$175,890	\$181,167	\$186,602	\$192,200	\$197,966	\$203,905
Utilities	\$72,818	\$75,003	\$77,253	\$79,571	\$81,958	\$84,416	\$86,949	\$89,557
Real Estate Taxes	\$119,544	\$123,130	\$126,824	\$130,629	\$134,548	\$138,584	\$142,741	\$147,024
Insurance	\$86,337	\$88,927	\$91,595	\$94,343	\$97,173	\$100,088	\$103,091	\$106,184
Replacement Reserves	\$39,848	\$41,043	\$42,275	\$43,543	\$44,849	\$46,195	\$47,580	\$49,008
Other	\$2,657	\$2,736	\$2,818	\$2,903	\$2,990	\$3,080	\$3,172	\$3,267
Total Housing	\$673,455	\$692,943	\$713,000	\$733,645	\$754,894	\$776,766	\$799,278	\$822,449
Total Expenses	\$673,455	\$692,943	\$713,000	\$733,645	\$754,894	\$776,766	\$799,278	\$822,449
Net Operating Income	\$941,807	\$956,451	\$971,262	\$986,239	\$1,001,383	\$1,016,692	\$1,032,165	\$1,047,802
Debt Service & Cashflow								
Hard Debt								
Permanent Loan 1	\$695,986	\$695,986	\$695,986	\$695,986	\$695,986	\$695,986	\$695,986	\$695,986
DSCR	1.35	1.37	1.40	1.42	1.44	1.46	1.48	1.51
Total Hard Debt	\$695,986	\$695,986	\$695,986	\$695,986	\$695,986	\$695,986	\$695,986	\$695,986
DSCR	1.35	1.37	1.40	1.42	1.44	1.46	1.48	1.51
Waterfall Cashflow	\$245,821	\$260,465	\$275,276	\$290,253	\$305,397	\$320,706	\$336,179	\$351,816
DDF	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Soft Debt								
City of Hollywood Contribution	\$39,627	\$39,627	\$39,627	\$39,627	\$39,627	\$39,627	\$39,627	\$39,627
Net Cashflow	\$206,195	\$220,838	\$235,649	\$250,627	\$265,770	\$281,079	\$296,553	\$312,190

RAYMOND JAMES

May 24, 2019

Mr. Matthew Rieger
c/o Housing Trust Group, LLC
3225 Aviation Avenue, Suite 602
Miami, FL 33133

Re: Project: University Station I
Company/Applicant: To be determined
Fund: To be determined
Property Location: Hollywood, Broward County, Florida

Dear Mr. Rieger,

This letter of intent for construction and permanent financing will confirm our agreement ("Agreement") whereby Raymond James Tax Credit Funds, Inc. ("RJTCF") shall attempt to effect a closing ("Closing") of an investment by a Fund sponsored by RJTCF (the "RJTCF Fund") in the above named company ("Company") on the assumptions, terms, and conditions contained in this letter of intent, or such other assumptions, terms and conditions as are acceptable to you, RJTCF and the RJTCF Fund.

Based upon the Company receiving \$2,882,000 in annual low income housing tax credits, and further based on terms and conditions as set forth below, the anticipated total equity investment of the RJTCF Fund in the Project (rounded to the nearest hundred) is \$28,240,800 or \$0.98 per low income housing tax credit allocated to the RJTCF Fund, subject to market conditions. The Applicant is the beneficiary of the equity proceeds. The RJTCF Fund anticipates purchasing \$28,817,118 (99.99%) of the total low income housing tax credits allocated to the Applicant. The RJTCF Fund's net investment is anticipated to be funded based upon the following schedule:

- 17.50% (\$4,942,140) paid prior to or simultaneous with the closing of construction financing
- 10% (\$2,824,080) paid at 50% construction completion
- 20% (\$5,648,160) paid at 98% construction completion
- Balance (\$14,826,420) paid at project stabilization and receipt of 8609s
- The amount of equity to be paid prior to construction completion shall be \$13,414,380.

This letter of intent is subject to RJTCF's satisfactory completion of its normal due diligence, and is also subject to the approval by the Investment Committee of RJTCF of the terms and conditions of the investment in its sole discretion based on then current market conditions, including availability of investment funds and pricing for tax credits.

Since 1987, Raymond James Tax Credit Funds and our affiliates have been involved with the development of affordable housing. We have provided equity for over 1,900 tax credit properties nationwide. We look forward to working with you.

Sincerely,



Sean Jones
VP - Director of Acquisitions
Raymond James Tax Credit Funds, Inc.

Acknowledged and Accepted:

Housing Trust Group, LLC, a Florida limited liability company

By: 
Name: Matthew Rieger

Title: Manager

Date: 5/28/2019



May 23, 2019

Matthew Rieger, Principal
Housing Trust Group, LLC
3225 Aviation Avenue, Suite 602
Coconut Grove, FL 33133

**Re: University Station I
Hollywood, Broward County, Florida**

Dear Mr. Rieger:

Thank you for considering JPMorgan Chase Bank, N.A. ("JPMorgan Chase" or "Lender") as a potential construction and permanent lender for the development of affordable rental housing to be known as **University Station I** and located in Broward County, Florida. We have completed a preliminary review of the materials you have submitted, and the following is a brief outline of the terms that we propose to underwrite for credit approval. Of course, this letter is for discussion purposes only and does not represent a commitment by JPMorgan Chase to provide financing for the project nor an offer to commit, but is rather intended to serve as a basis for further discussion and negotiation should you wish to pursue the proposed transaction. Our interest and preliminary terms are subject to change as our due diligence and discussions with you continue. Such a commitment can only be made after due diligence materials are received, reviewed and approved and credit approval has been obtained.

Borrower: Housing Trust Group, LLC
Developer: BTG United Developer, LLC
Project: University Station I will consist of a 108-unit affordable housing development targeted towards families and to be located in Hollywood, Broward County, Florida.

Construction Loan

Amount: Approximately \$24,400,000; subject to final budget, sources and uses of funds, and LIHTC equity pay-in schedule.
Initial Term: 24 months.
Interest Rate: Libor + 250 bps (4.95% as of May 22, 2019).
Commitment Fee: 1% of the loan amount.
Extension Option: One, conditional, six-month maturity extension.
Extension Fee: 0.25% of the remaining loan commitment amount.
Collateral: First mortgage; other typical pledges and assignments.

Guarantee: Full payment and completion guarantees and environmental indemnity by a guarantor or guarantors/indemnitor(s) satisfactory to JPMorgan Chase.

Developer Fee: Assigned to Lender. Notwithstanding provisions of the LP or LLC Agreement, any payments of developer fee prior to permanent debt conversion are subject to Lender's prior approval and control.

Tax Credit Equity: At least 15% must be paid in at closing. The identity of the equity investor and pay-in schedule for this transaction must be disclosed and acceptable to the Lender in its sole discretion.

Subordinate Liens: Subordinate financing will be permitted subject to approval of terms by JPMorgan Chase and Impact.

Repayment: Construction Loan will be repaid with principal reductions from equity funded at or subsequent to construction completion and the Permanent Loan.

Loan to Value: Up to 80% including the value of the real estate and tax credits.

Contract Bonding: 100% Payment and Performance Bonds from "A" rated surety

Permanent Loan

Amount: \$9,600,000 subject to final underwriting. Permanent Loan to be sold to Impact CIL, LLC ("Impact") in accordance with, and subject to satisfaction of, Impact's requirements.

Forward Commitment: 24 months plus one six-month option.

Fees: Loan Fee: 0.75% of perm loan, payable at Construction Loan closing.
Conversion Fee: \$10,000, payable at Permanent Loan closing.

Interest Rate: The applicable interest rate for the Permanent Loan shall be locked at Construction Loan closing. Current indicative rate is 5.25%.

Please note that credit markets are volatile. Loan fees and interest rates are subject to adjustment prior to commitment.

Rate Lock: Forward rate lock must be secured by a second lien subordinate note. The subordinate note is equal to the lesser of 3% of the Permanent Loan amount or Yield Maintenance Amount. At stabilization/conversion closing, the secured subordinate lien will be released. Security forfeited if loan does not convert.

Term: 18 years.

Amortization: 35 years.

Collateral: First mortgage; other typical pledges and assignments.

Guarantee: After conversion, the Permanent Loan shall be non-recourse to the Borrower, except as to standard carve-outs for the Borrower, General Partner, and Key Principals.

Loan to Value: Up to 85% of the stabilized rent-restricted value.

Conversion Requirements:

- 1.20x debt service coverage ratio (DSCR); 1.15x all-in DSCR including all loans requiring debt service payment. Commercial income will be excluded from DSCR analysis.
- 90% economic and physical occupancy for 90 days.

Prepayment Terms:

Prepayments are subject to yield maintenance, except for the last three years of the term. During the last three years, the prepayment fee will be 1% of the loan balance. There is no prepayment fee during the final 90 days of the term.

Escrows/Reserves:

Escrows required for property taxes, insurance, and replacement reserves. Minimum replacement reserve of \$300/unit/year or as required by Equity. Debt service reserve (if required) shall be funded with a minimum contribution of six months of debt service expense.

We appreciate the opportunity to discuss the possibility of providing construction and permanent financing for the proposed project with you. This letter of interest is for your, the local authorities and Florida Housing Finance Corporation's information and use only, and is not to be shown to or relied upon by other parties. Please note that JPMorgan Chase and its affiliates may be providing debt financing, equity capital or other services (including financial advisory services) to other companies in respect of which you may have conflicting interests regarding the transaction described herein or otherwise. JPMorgan Chase and its affiliates may share information about you in connection with the potential transaction or other possible transactions with you.

This letter, which expires December 31, 2019 serves as an outline of the principal terms of the proposed facility, and is subject to receipt and satisfactory review of all due diligence materials by Lender and to change as described above. Please note, JPMorgan Chase cannot extend any legally binding lending commitment until formal credit approval has been obtained and a commitment letter has been issued.


Sincerely,

JPMORGAN CHASE BANK, N.A.

By: 

Tammy Haylock-Moore, Authorized Officer

Agreed and Accepted By:

By: 5/28/2019 

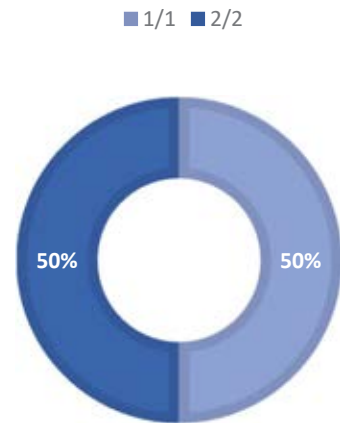
PHASE 2: UNIT BREAKDOWN

1

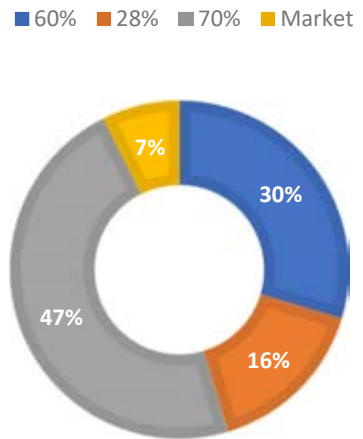
2

The rents are those published by Florida Housing Finance Corporation's 2019 Rent and Income Limits.

Unit Type	Number of Units	Rent Limit	Unit Size (sf)	Rent
1/1	16	60%	650	\$ 948
1/1	9	28%	650	\$ 442
1/1	25	70%	650	\$ 1,106
2/2	16	60%	850	\$ 1,137
2/2	8	28%	850	\$ 530
2/2	26	70%	850	\$ 1,326
1/1	4	Market	750	\$ 1,463
2/2	4	Market	950	\$ 1,805
108			775	\$ 1,095



Phase II: Unit Mix



Phase II: Rent Set-Asides

PHASE 2: SOURCES AND USES

1

2

Sources of Funds

Description	Rate	Permanent Phase			Construction Phase		
		Total	%	Per Unit	Total	%	Per Unit
Debt							
Construction Loan	4.90%	\$0	0.00%	\$0	\$14,300,000	52.66%	\$ 132,407
Permanent Loan 1	5.75%	\$10,100,000	32.14%	\$ 93,519	\$0	0.00%	\$0
SAIL	1.00%	\$7,000,000	22.27%	\$ 64,815	\$7,000,000	25.78%	\$ 64,815
ELI		\$600,000	1.91%	\$ 5,556	\$600,000	2.21%	\$ 5,556
Tax Credit Equity							
LIHTC LP Equity	\$0.98	\$10,467,800	33.31%	\$ 96,924	4,972,205	18.31%	\$ 46,039
Deferred Developer Fee		\$1,722,792	5.48%	\$ 15,952	\$0	0.00%	\$0
Total Sources		\$31,425,592	100%	290,978	\$27,157,205	100%	251,456

Uses of Funds

Description	Rate	Permanent Phase			Construction Phase		
		Total	%	Per Unit	Total	%	Per Unit
Construction Costs							
Hard Construction Costs		\$16,789,350	53.4%	\$155,457	\$16,789,350	61.9%	\$155,457
GC Profit		\$1,039,461	3.3%	\$9,625	\$1,039,461	3.8%	\$9,625
GC General Requirements		\$1,039,461	3.3%	\$9,625	\$1,039,461	3.8%	\$9,625
GC Overhead		\$346,487	1.1%	\$3,208	\$346,487	1.3%	\$3,208
Recreational / Owner Items		\$300,000	1.0%	\$2,778	\$300,000	1.1%	\$2,778
Off Basis Hard Cost		\$285,000	0.9%	\$2,639	\$285,000	1.1%	\$2,639
Hard Cost Contingency @:	5.0%	\$987,488	3.1%	\$9,143	\$987,488	3.6%	\$9,143
Financing Costs							
Construction Interest Expense		\$920,445	2.9%	\$8,523	\$1,027,712	3.8%	\$9,516
Permanent Loan Origination Fee		\$101,000	0.3%	\$935	\$101,000	0.4%	\$935
Permanent Loan Closing Costs		\$20,200	0.1%	\$187	\$20,200	0.1%	\$187
Construction Loan Origination Fee		\$143,000	0.5%	\$1,324	\$143,000	0.5%	\$1,324
Construction Loan Closing Costs		\$28,600	0.1%	\$265	\$28,600	0.1%	\$265
Costs of Issuance		\$275,735	0.9%	\$2,553	\$275,735	1.0%	\$2,553
General Development Costs							
Accounting Fees		\$25,000	0.1%	\$231	\$25,000	0.1%	\$231
Appraisal		\$10,000	0.0%	\$93	\$10,000	0.0%	\$93
Architect Fee-Design	2.00%	\$384,295	1.2%	\$3,558	\$384,295	1.4%	\$3,558
Architect Fee-Supervision		\$50,000	0.2%	\$463	\$50,000	0.2%	\$463
Builder's Risk Insurance	1.00%	\$167,894	0.5%	\$1,555	\$167,894	0.6%	\$1,555
Building Permit	\$1,200	\$129,600	0.4%	\$1,200	\$129,600	0.5%	\$1,200
Credit Underwriting Fee		\$15,015	0.0%	\$139	\$15,015	0.1%	\$139
Engineering Fee		\$40,000	0.1%	\$370	\$40,000	0.1%	\$370
Environmental Report		\$10,000	0.0%	\$93	\$10,000	0.0%	\$93
FHFC Administrative Fees	9.00%	\$96,142	0.3%	\$890	\$96,142	0.4%	\$890
FHFC Application Fees		\$4,000	0.0%	\$37	\$4,000	0.0%	\$37
FHFC Compliance Mon. Fee		\$212,332	0.7%	\$1,966	\$212,332	0.8%	\$1,966
Impact Fees (Detail)		\$300,000	1.0%	\$2,778	\$300,000	1.1%	\$2,778
Inspection Fees		\$60,000	0.2%	\$556	\$60,000	0.2%	\$556
Insurance- Property/Liability		\$70,200	0.2%	\$650	\$70,200	0.3%	\$650
Legal Fees- Partnership		\$150,000	0.5%	\$1,389	\$150,000	0.6%	\$1,389
Legal Fees- Other		\$50,000	0.2%	\$463	\$50,000	0.2%	\$463
Market Study		\$10,000	0.0%	\$93	\$10,000	0.0%	\$93
Marketing/Advertising + Lease Up		\$100,000	0.3%	\$926	\$100,000	0.4%	\$926
Property Taxes		\$97,200	0.3%	\$900	\$97,200	0.4%	\$900
Soil Test Report		\$10,000	0.0%	\$93	\$10,000	0.0%	\$93
Survey(including as-built)		\$25,000	0.1%	\$231	\$25,000	0.1%	\$231
Title Insurance & Recording		\$169,825	0.5%	\$1,572	\$169,825	0.6%	\$1,572
Utility Connection Fee		\$226,800	0.7%	\$2,100	\$226,800	0.8%	\$2,100
Plan and Cost Review		\$5,000	0.0%	\$46	\$5,000	0.0%	\$46
NGBS/LEED Certification		\$25,000	0.1%	\$231	\$25,000	0.1%	\$231
Contingency (Soft Cost)	5.00%	\$122,165	0.4%	\$1,131	\$122,165	0.5%	\$1,131
Construction, Financing & General Sub-Total		\$24,841,695	79.0%	\$230,016	\$24,948,962	91.9%	\$231,009
Operating Deficit Reserve (6M OpEx & Debt Service)		\$612,392	1.9%	\$5,670	\$0	0.0%	\$0
Land, To be Acquired		\$1,500,000	4.8%	\$13,889	\$1,500,000	5.5%	\$13,889
Developer's Profit	18.0%	\$4,471,505	14.2%	\$41,403	\$687,178	2.5%	\$6,363
Total Project Cost		\$31,425,592	100.0%	\$290,978	\$27,136,140	100.0%	\$251,261

PHASE 2: OPERATING STATEMENT, YEARS 1-7

1

2

Income:	Per Unit	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Housing								
Net Rental Income	\$12,089	\$1,305,645	\$1,331,758	\$1,358,393	\$1,385,561	\$1,413,273	\$1,441,538	\$1,470,369
Reserve for Vacancy @ 5.0%	(\$604)	(\$65,282)	(\$66,588)	(\$67,920)	(\$69,278)	(\$70,664)	(\$72,077)	(\$73,518)
Laundry	\$477	\$51,526	\$53,071	\$54,664	\$56,304	\$57,993	\$59,732	\$61,524
Other	\$106	\$11,450	\$11,794	\$12,147	\$12,512	\$12,887	\$13,274	\$13,672
Total Housing	\$12,068	\$1,303,339	\$1,330,035	\$1,357,285	\$1,385,099	\$1,413,489	\$1,442,467	\$1,472,047
Commercial								
	Per Sq Ft							
Net Rental Income	\$36.50	\$73,000	\$75,190	\$77,446	\$79,769	\$82,162	\$84,627	\$87,166
Reserve for Vacancy @ 20.0%	(\$7.30)	(\$14,600)	(\$15,038)	(\$15,489)	(\$15,954)	(\$16,432)	(\$16,925)	(\$17,433)
Total Commercial	\$29.20	\$58,400	\$60,152	\$61,958	\$63,817	\$65,733	\$67,706	\$69,738
Total Income	\$12,609	\$1,361,739	\$1,390,187	\$1,419,242	\$1,448,916	\$1,479,222	\$1,510,173	\$1,541,784
Expenses:								
	Per Unit							
Housing								
Management Fee (% of EGI)	\$603	\$65,167	\$66,502	\$67,864	\$69,255	\$70,674	\$72,123	\$73,602
Admin	\$360	\$38,877	\$40,043	\$41,244	\$42,482	\$43,756	\$45,069	\$46,421
Contracted Services	\$256	\$27,673	\$28,503	\$29,358	\$30,239	\$31,146	\$32,081	\$33,043
Leasing and Marketing	\$138	\$14,947	\$15,396	\$15,857	\$16,333	\$16,823	\$17,328	\$17,848
Maintenance	\$114	\$12,264	\$12,632	\$13,011	\$13,401	\$13,803	\$14,217	\$14,644
Payroll	\$1,248	\$134,805	\$138,849	\$143,015	\$147,305	\$151,724	\$156,276	\$160,964
Utilities	\$462	\$49,908	\$51,405	\$52,947	\$54,536	\$56,172	\$57,857	\$59,593
Real Estate Taxes	\$900	\$97,200	\$100,116	\$103,119	\$106,213	\$109,399	\$112,681	\$116,062
Insurance	\$650	\$70,200	\$72,306	\$74,475	\$76,709	\$79,011	\$81,381	\$83,822
Replacement Reserves	\$300	\$32,400	\$33,372	\$34,373	\$35,404	\$36,466	\$37,560	\$38,687
Total Housing	\$4,732	\$543,441	\$559,124	\$575,265	\$591,878	\$608,976	\$626,574	\$644,687
Commercial Expenses	\$5.25 psf	\$10,500	\$10,815	\$11,139	\$11,474	\$11,818	\$12,172	\$12,538
Total Expenses	\$5,129	\$553,941	\$569,939	\$586,405	\$603,352	\$620,794	\$638,746	\$657,224
Net Operating Income	\$7,480	\$807,798	\$820,248	\$832,838	\$845,564	\$858,428	\$871,427	\$884,560
Debt Service & Cashflow								
Hard Debt								
Predevelopment Loan								
GP Loan								
Construction Loan								
Bridge Loan								
Permanent Loan 1		\$670,843	\$670,843	\$670,843	\$670,843	\$670,843	\$670,843	\$670,843
DSCR		1.20	1.22	1.24	1.26	1.28	1.30	1.32
Total Hard Debt	\$6,212	\$670,843	\$670,843	\$670,843	\$670,843	\$670,843	\$670,843	\$670,843
DSCR		1.20	1.22	1.24	1.26	1.28	1.30	1.32
Waterfall Cashflow	\$3,423,287	\$136,955	\$149,406	\$161,995	\$174,722	\$187,585	\$200,584	\$213,717
Asset Mgmt Fee	0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0
DDF		\$1,585,837	\$1,436,431	\$1,274,436	\$1,099,715	\$912,130	\$711,546	\$497,829
Soft Debt								
SAIL		\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000
Net Cashflow	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

PHASE 2: OPERATING STATEMENT, YEARS 8-15

1

2

Income:	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
Housing								
Net Rental Income	\$1,499,776	\$1,529,772	\$1,560,367	\$1,591,574	\$1,623,406	\$1,655,874	\$1,688,991	\$1,722,771
Reserve for Vacancy @ 5.0%	(\$74,989)	(\$76,489)	(\$78,018)	(\$79,579)	(\$81,170)	(\$82,794)	(\$84,450)	(\$86,139)
Laundry	\$63,370	\$65,271	\$67,229	\$69,246	\$71,324	\$73,463	\$75,667	\$77,937
Other	\$14,082	\$14,505	\$14,940	\$15,388	\$15,850	\$16,325	\$16,815	\$17,319
Total Housing	\$1,502,240	\$1,533,059	\$1,564,518	\$1,596,630	\$1,629,409	\$1,662,869	\$1,697,024	\$1,731,889
Commercial								
Net Rental Income	\$89,781	\$92,474	\$95,248	\$98,106	\$101,049	\$104,081	\$107,203	\$110,419
Reserve for Vacancy @ 20.0%	(\$17,956)	(\$18,495)	(\$19,050)	(\$19,621)	(\$20,210)	(\$20,816)	(\$21,441)	(\$22,084)
Total Commercial	\$71,831	\$73,986	\$76,207	\$78,494	\$80,849	\$83,275	\$85,774	\$88,348
Total Income	\$1,574,070	\$1,607,045	\$1,640,725	\$1,675,124	\$1,710,258	\$1,746,144	\$1,782,798	\$1,820,238
Expenses:								
Housing								
Management Fee (% of EGI)	\$75,112	\$76,653	\$78,226	\$79,831	\$81,470	\$83,143	\$84,851	\$86,594
Admin	\$47,813	\$49,248	\$50,725	\$52,247	\$53,814	\$55,429	\$57,092	\$58,804
Contracted Services	\$34,035	\$35,056	\$36,107	\$37,190	\$38,306	\$39,455	\$40,639	\$41,858
Leasing and Marketing	\$18,383	\$18,935	\$19,503	\$20,088	\$20,690	\$21,311	\$21,950	\$22,609
Maintenance	\$15,083	\$15,536	\$16,002	\$16,482	\$16,976	\$17,486	\$18,010	\$18,550
Payroll	\$165,793	\$170,767	\$175,890	\$181,167	\$186,602	\$192,200	\$197,966	\$203,905
Utilities	\$61,381	\$63,222	\$65,119	\$67,072	\$69,084	\$71,157	\$73,292	\$75,490
Real Estate Taxes	\$119,544	\$123,130	\$126,824	\$130,629	\$134,548	\$138,584	\$142,741	\$147,024
Insurance	\$86,337	\$88,927	\$91,595	\$94,343	\$97,173	\$100,088	\$103,091	\$106,184
Replacement Reserves	\$39,848	\$41,043	\$42,275	\$43,543	\$44,849	\$46,195	\$47,580	\$49,008
Total Housing	\$663,329	\$682,516	\$702,265	\$722,592	\$743,514	\$765,048	\$787,213	\$810,027
Commercial Expenses	\$12,914	\$13,301	\$13,700	\$14,111	\$14,534	\$14,970	\$15,420	\$15,882
Total Expenses	\$676,242	\$695,817	\$715,965	\$736,703	\$758,048	\$780,018	\$802,632	\$825,909
Net Operating Income	\$897,828	\$911,228	\$924,760	\$938,421	\$952,210	\$966,126	\$980,166	\$994,329
Debt Service & Cashflow								
Hard Debt								
Predevelopment Loan								
GP Loan								
Construction Loan								
Bridge Loan								
Permanent Loan 1	\$670,843	\$670,843	\$670,843	\$670,843	\$670,843	\$670,843	\$670,843	\$670,843
DSCR	1.34	1.36	1.38	1.40	1.42	1.44	1.46	1.48
Total Hard Debt	\$670,843	\$670,843	\$670,843	\$670,843	\$670,843	\$670,843	\$670,843	\$670,843
DSCR	1.34	1.36	1.38	1.40	1.42	1.44	1.46	1.48
Waterfall Cashflow	\$226,985	\$240,385	\$253,917	\$267,578	\$281,367	\$295,283	\$309,323	\$323,486
Asset Mgmt Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
DDF	\$270,844	\$30,459	\$0	\$0	\$0	\$0	\$0	\$0
Soft Debt								
SAIL	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000
Net Cashflow	\$0	\$0	\$153,458	\$197,578	\$211,367	\$225,283	\$239,323	\$253,486

RAYMOND JAMES

May 24, 2019

Mr. Matthew Rieger
c/o Housing Trust Group, L.L.C
3225 Aviation Avenue, Suite 602
Miami, FL 33133

Re: Project: University Station II
Company/Applicant: To be determined
Fund: To be determined
Property Location: Hollywood, Broward County, Florida

Dear Mr. Rieger,

This letter of intent for construction and permanent financing will confirm our agreement ("Agreement") whereby Raymond James Tax Credit Funds, Inc. ("RJTCF") shall attempt to effect a closing ("Closing") of an investment by a Fund sponsored by RJTCF (the "RJTCF Fund") in the above named company ("Company") on the assumptions, terms, and conditions contained in this letter of intent, or such other assumptions, terms and conditions as are acceptable to you, RJTCF and the RJTCF Fund.

Based upon the Company receiving \$1,068,247 in annual low income housing tax credits, and further based on terms and conditions as set forth below, the anticipated total equity investment of the RJTCF Fund in the Project (rounded to the nearest hundred) is \$10,467,800 or \$0.98 per low income housing tax credit allocated to the RJTCF Fund, subject to market conditions. The Applicant is the beneficiary of the equity proceeds. The RJTCF Fund anticipates purchasing \$10,681,402 (99.99%) of the total low income housing tax credits allocated to the Applicant. The RJTCF Fund's net investment is anticipated to be funded based upon the following schedule:

- 17.5% (\$1,831,865) paid prior to or simultaneous with the closing of construction financing
- 10% (\$1,046,780) paid at 50% construction completion
- 20% (\$2,093,560) paid at 98% construction completion
- Balance (\$5,736,270) paid at project stabilization and receipt of 8609s
- The amount of equity to be paid prior to construction completion shall be \$6,804,070.

This letter of intent is subject to RJTCF's satisfactory completion of its normal due diligence, and is also subject to the approval by the Investment Committee of RJTCF of the terms and conditions of the investment in its sole discretion based on then current market conditions, including availability of investment funds and pricing for tax credits.

Since 1987, Raymond James Tax Credit Funds and our affiliates have been involved with the development of affordable housing. We have provided equity for over 1,900 tax credit properties nationwide. We look forward to working with you.

Sincerely,



Sean Jones
VP - Director of Acquisitions
Raymond James Tax Credit Funds, Inc.

Acknowledged and Accepted:

Housing Trust Group, LLC, a Florida limited liability company

By: 
Name: Matthew Rieger

Title: Manager

Date: 5/28/2019



April 23, 2019

Matthew Rieger, Principal
Housing Trust Group, LLC
3225 Aviation Avenue, Suite 602
Miami, FL 33133

**Re: University Station II
Hollywood, Broward County, Florida**

Dear Mr. Rieger:

Thank you for considering JPMorgan Chase Bank, N.A. ("JPMorgan Chase" or "Lender") as a potential construction and permanent lender for the development of affordable rental housing at **University Station II** and located in Broward County, Florida. We have completed a preliminary review of the materials you have submitted, and the following is a brief outline of the terms that we propose to underwrite for credit approval. Of course, this letter is for discussion purposes only and does not represent a commitment by JPMorgan Chase to provide financing for the project nor an offer to commit, but is rather intended to serve as a basis for further discussion and negotiation should you wish to pursue the proposed transaction. Our interest and preliminary terms are subject to change as our due diligence and discussions with you continue. Such a commitment can only be made after due diligence materials are received, reviewed and approved and credit approval has been obtained.

Facilities: JPMorgan Chase will purchase tax exempt bonds in the amount of **\$14,300,000**, the proceeds of which will fund construction and permanent loans to the Borrower. Upon meeting the conditions required for the permanent period, the Construction Loan will convert to a Permanent Loan in an amount currently estimated in the amount of **\$10,100,000**.

Borrower: Housing Trust Group, LLC

Developer: HTG United Developer, LLC

Project: University Station II is a proposed 108-unit affordable multi-family rental development that will be targeted towards families and located in Hollywood, Broward County, Florida.

Construction Loan

Amount: Up to \$14,300,000; subject to final budget, sources and uses of funds, and LIHTC equity pay-in schedule.

Initial Term: 24 months.

Interest Rate: Interest on the Construction Loan is payable monthly. The applicable interest rate for the Construction Loan shall be one-month LIBOR plus 2%, adjusted monthly on a 360-day basis. (4.45% as April 23, 2019).

Commitment Fee: 1% of the loan amount.

Extension Option: One, conditional, six-month maturity extension.

Extension Fee: 0.25% of the remaining loan commitment amount.

Collateral: First mortgage; other typical pledges and assignments.

Guarantee: Full payment and completion guarantees and environmental indemnity by a guarantor or guarantors/indemnitor(s) satisfactory to JPMorgan Chase.

Developer Fee: Assigned to Lender. Notwithstanding provisions of the LP or LLC Agreement, any payments of developer fee prior to permanent debt conversion are subject to Lender's prior approval and control.

Tax Credit Equity: At least 15% must be paid in at closing. The identity of the equity investor and pay-in schedule for this transaction must be disclosed and acceptable to the Lender.

Subordinate Liens: Subordinate financing will be permitted subject to approval of terms by JPMorgan Chase.

Repayment: Construction Loan will be repaid with principal reductions from equity funded at or subsequent to construction completion and the Permanent Loan.

Loan to Value: Up to 80% including the value of the real estate and tax credits.

Contract Bonding: 100% Payment and Performance Bonds from "A" rated surety

Permanent Loan

Amount: \$10,100,000 subject to final underwriting.

Funding: 24 months after Construction Loan closing an amount of the Construction Loan equal to the Permanent Loan amount will convert to a fixed interest rate. The interest-only period may be extended for 6 months.

Commitment Fee: 1% of the Permanent Loan amount payable at Construction Loan closing.

Interest Rate: The applicable interest rate for the Permanent Loan shall be locked at Construction Loan closing. Current Indicative Rate of the bond is 4.70%.

Please note that credit markets are volatile. Loan fees and interest rates are subject to adjustment prior to commitment.

Term: 15 years.

Amortization: 35 years.

Collateral: First mortgage; other typical pledges and assignments.

Guarantee: After conversion, the Permanent Loan shall be non-recourse to the Borrower, except as to standard carve-outs for the Borrower, General Partner, and Key Principals.

Loan to Value: Up to 80% of the stabilized rent-restricted value.

Conversion Requirements:

- 1.20x debt service coverage ratio (DSCR); 1.15x all-in DSCR including all loans requiring hard debt service payment. Commercial income and soft debt service payment will be excluded from DSCR analysis.
- 90% economic and physical occupancy for 90 days.
- 10-year pro forma forecast shows annual DSCR (based on annual revenue growth of 2% and annual expense growth of 3%) of 1.0x or greater, else the Permanent Loan amount may be resized at conversion.

Prepayment Terms:

Prepayment prior to three years before the Permanent Loan maturity date will be subject to a prepayment fee equal to the greater of 1% of the Loan balance or yield maintenance. Thereafter, prepayment will be without premium.

Escrows/Reserves:

Bank controlled escrows required for property taxes, insurance, and replacement reserves. Minimum replacement reserve of \$300/unit/year funded at conversion with 3-month initial deposit. A non-bank controlled operating reserve equal to three months of operating expenses and debt service payments, to stay in place for the life of the loan, is required.

We appreciate the opportunity to discuss the possibility of providing construction and permanent financing for the proposed project with you. This letter of interest is for your, the local subsidy allocating agency and Florida Housing Finance Corporation's information and use only, and is not to be shown to or relied upon by other parties. Please note that JPMorgan Chase and its affiliates may be providing debt financing, equity capital or other services (including financial advisory services) to other companies in respect of which you may have conflicting interests regarding the transaction described herein or otherwise. JPMorgan Chase and its affiliates may share information about you in connection with the potential transaction or other possible transactions with you.

This letter, which expires on December 31, 2019, is intended to summarize the structure and basic terms and conditions (subject to modification upon completion of due diligence by Lender) upon which Lender will provide the financing described herein and is not an inclusive statement of all provisions, documents or requirements of a closing. We look forward to working with you on this transaction.

Sincerely,

JPMORGAN CHASE BANK, N.A.

By: 
Tammy Haylock-Moore, Authorized Officer

Agreed and Accepted By:

By: 



PROPOSER'S EXPERIENCE AND RESUMES

HTG: # 1 AFFORDABLE HOUSING DEVELOPER IN FLORIDA

HTG (Housing Trust Group) is a fully integrated, award winning real estate enterprise specializing in the investment, development and management of real estate assets for affordable, workforce, and conventional multi-family residential housing across the Country. HTG is dedicated to providing the best service to our clients and partners and we strive to be dynamic and flexible in order to most effectively deliver the best results.

Since our inception in 1997, HTG and its principals have developed more than 7,000 units of multi-family housing. We have worked closely with local governments in Miami-Dade, Broward, Palm Beach and throughout Florida to support their housing goals. HTG is committed to its residents and continually works on improving and enhancing its communities. Our goal is to provide families and individuals with a safe, clean and comfortable living environment.

HTG is experienced in partnering with local municipalities and non-profit organizations to provide quality affordable housing and beneficial resident services. Important to our success is our ability to develop unique partnerships with both the private and public sectors. As a result HTG has become a national leader in providing fully integrated multifamily development services.

We have also participated in community partnerships with CRAs and non-profit organizations in developments like Courtside Apartments in Miami-Dade County and Douglas Gardens V in Broward County. In 2006, HTG built Green Cay Village, the largest mixed income development in the history of Palm Beach. The 420-unit property includes 160 for sale condos, 160 affordable rental units and 100 for sale townhomes, all located in Boynton Beach. Green Cay is geared towards fireman, teachers, healthcare workers and other professions vitally important to the community. It currently serves as market-rate, workforce and affordable housing all in one property. This development has been widely acclaimed in the local media and in national publications for its attractive pricing, quality upgrades, and its unique energy efficient and environment friendly features. HTG hopes to spur more developments like this in Florida and currently in the City of Hollywood with the construction of University Station.

HTG provides unit features that go above and beyond what is customarily seen in the industry to make all of our affordable properties look and function like market rate developments. HTG understands the high demand for affordable housing and the limited availability of funding sources. In order to provide the quality we have become associated with, the HTG development team is an expert in leveraging funds and adhering to strict budgets and timelines.

FINANCIAL EXPERIENCE AND CAPACITY

HTG's experience, track record, and strong relationships with financial partners continually allow us to secure the most competitive terms in the debt and equity markets. With the lack of soft financing available it has become a continued challenge to feasibly structure the necessary sources to develop quality affordable and workforce housing throughout the country and particularly within the State of Florida. Creativity, tenacity, and ingenuity in leveraging all available sources of funding has become a critical component within HTG's success in developing projects of similar scale.

Our team has demonstrated a keen ability to leverage public resources including municipal land and federal and state tax credits to secure additional sources of subsidy. These sources often include Department of Revenue Sales Tax Rebates, FHA-insured mortgages (221(d)(4) and 223(f) loans), Multi-family Mortgage Revenue Bonds, Federal Home Loan Bank Grants, Hope VI, ARRA funds (NSP, TCEP, etc.), HOME Investment Partnership loans, Affordable Housing Partnership loan (AHP), State Apartment Incentive Loan program (SAIL), CDBG, TIF and renewable energy incentives, as well as various other state and local programs.

HTG has successfully obtained the most favorable financing terms in both affordable and market rate transactions. AVIVA is our most recent market rate development in which we obtained over \$47 Million at a 3.37% rate for the construction of 325 market rate apartment homes in Mesa, Arizona.

All funding applications are prepared in-house, as is the financial feasibility analysis to determine the appropriate financial structure for each new development. HTG staff has successfully submitted exemplary Florida Housing LIHTC applications over the last 20 years. This is evident by the number of perfect applications submitted that do not contain deficiencies, guaranteeing our allocation even when challenged by competing developers. Conversely, we are very adept at scouring our competitor's applications for deficiencies that often put our applications in a more competitive position after submission and ranking. HTG has never failed to close on a transaction once they have received an allocation of housing credits. All of our developments have met their placed-in-service deadlines and never fallen out of compliance with governing regulations.

Unlike larger development firms with smaller affordable housing divisions, HTG's vertically integrated team of over 120 employees has the staffing and financial capacity to immediately begin working on this development. The team handles all aspects of development from financing to construction (see organizational chart). There are no existing time commitments that would impair any member of the proposed development team, internal and external, from proceeding expeditiously.

In order to best manage financial risk in our developments, HTG only pursues financing with the most favorable terms from lenders and partners we have experience in working with or from which we can obtain solid references. We are conservative in projecting our income, operating, and development cost. We only hire fully bondable general contractors with solid balance sheets who have a proven track record of bringing developments in on time and on budget. We ensure adequately funded contingencies and reserves to cover unforeseen costs.

GREEN BUILDING EXPERIENCE

HTG is committed to employing “Green” and sustainable design and construction techniques within all new construction developments. We recognize the importance of environmentally and economically sustainable communities for residents and neighbors alike. In fact, HTG has Abney & Abney Green consultants on retainer for all developments. Kyle Abney, principal of Abney and Abney begins working on a project from its inception to ensure we develop the appropriate scope of work to achieve our certification goals.

Reducing the environmental impact while providing a direct savings in utilities for our residents is an attainable win-win scenario. The development team commits to certifying this development under a distinguished Green/Sustainable program (LEED, National Green Building Standard, or Florida Green Building Coalition).

Proposed Green Design Features Include: Energy-Star appliances, windows with high performance low-e glass, native species landscaping, Seasonal Energy Efficiency Ratio (SEER) HVAC systems of 14 or better, low-flow plumbing fixtures and eco-friendly materials such as green label flooring, formaldehyde free cabinetry, and low VOC paints, to name just a few.

The following highlights the developments that incorporate Green Building practices and certifications:

	Development Name	Florida (County)	Number of Units	Green Building Certified	Demographic	Status
1	Veranda Senior Apartments	Miami-Dade	99	Yes	Senior Affordable	Completed
2	540 Town Center	Pinellas	146	Yes	Senior Affordable	Completed
3	Pine Run Villas	Palm Beach	63	Yes	FamilyAffordable	Completed
4	Village Place	Broward	112	Yes	Senior Affordable	Completed
5	Whispering Palms	Pinellas	63	Yes	FamilyAffordable	Completed
6	Valencia Grove	Lake	144	Yes	FamilyAffordable	Completed
7	Courtside Apartments	Miami-Dade	84	Yes	FamilyAffordable	Completed
8	Wagner Creek	Miami-Dade	73	Yes	FamilyAffordable	Completed
9	Freedom Gardens	Hernando	96	Yes	FamilyAffordable	Under Construction
10	Covenant Villas	Palm Beach	144	Yes	FamilyAffordable	Under Construction
11	Park at Wellington	Pasco	110	Yes	FamilyAffordable	Under Construction
12	Park at Wellington II	Pasco	110	Yes	FamilyAffordable	Under Construction
13	Arbor View	Broward	100	Yes	Senior Affordable	Under Construction
14	Hammock Ridge	Hernando	104	Yes	Family Affordable	Underwriting
15	Princeton Park	Miami-Dade	150	Yes	Family Affordable	Underwriting
16	Douglas Gardens V	Broward	110	Yes	Senior Affordable	Underwriting
17	West Lake	Polk	100	Yes	Senior Affordable	Underwriting
18	Heron Estates Sr.	Palm Beach	101	Yes	Senior Affordable	Underwriting
19	Isles of Pahokee, II	Palm Beach	129	Yes	Senior Affordable	Underwriting
20	Lake Beulah	Polk	132	Yes	Family Affordable	Underwriting
21	Liberty Gardens	Hernando	94	Yes	Family Affordable	Underwriting
22	Hammock Ridge II	Hernando	92	Yes	Senior Affordable	Recommended for Funding
23	The Addison	Manatee	90	Yes	Family Affordable	Underwriting



SUMMARY



Housing Trust Group, LLC Principal: Matthew Rieger

- A multigenerational real estate development company with 20 years of experience
- A vertically integrated team to maximize our strength in all areas, including legal, financing, development, construction, management, compliance and asset management.
- Extensive experience with public/private partnerships.



RECENT AWARDS



Housing Trust Group, LLC Recent Awards:

Number 1 Affordable Housing Developer in Florida and Number 19 in the United States in 2018 according to Affordable Housing Finance Magazine

Inc. 5000 2018 Top Businesses

Miami Chamber of Commerce - Developer of the Year in April 2019



Courtside Apartments:
National Reader's Choice Award for Best Family Project, Affordable Housing Finance 2017

Fastest Growing Companies in 2016, Real Estate Forum Magazine

Courtside Apartments:
Best Affordable Residential Project, 2017 South Florida Business Journal Structure Awards.

HOUSING TRUST GROUP KEY PERSONNEL

Matthew Rieger President and CEO, Housing Trust Group



Matthew Rieger is President and CEO of Housing Trust Group (HTG), an award-winning, full-service developer of multifamily residential communities whose real estate transactions have exceeded \$3 billion in commercial, land and residential developments across Florida, the Southeastern U.S. and Arizona. HTG has developed over 7,000 units of multifamily housing, including affordable, workforce, student housing, and market-rate for rent and for sale communities, and is the leading developer of affordable housing in the State of Florida.

As President and CEO of HTG since 2011, he has focused on expanding HTG's capacity and development pipeline, bringing greater awareness to the issue of affordable and workforce housing, and working alongside industry leaders, public officials and legislators to shape policy that benefits working-class communities and families. In 2017, he was elected to serve on the Board of Directors of the Coalition of Affordable Housing Providers, a strategic alliance of non-profit and for-profit developers and professional service providers dedicated to providing safe and affordable housing to Floridians.

A native of Miami and third-generation Floridian, Matthew holds a Juris Doctorate from Nova Southeastern University and a Bachelors of Arts degree in Geography from the University of Florida. He is an active member of the Coalition of Affordable Housing Providers, the Florida Bar Association and American Bar Association, and is involved with a number of charities including Habitat for Humanity, The First Tee, Mourning Family Foundation and Wade's World Foundation.

Randy Rieger Chairman and Founder, Housing Trust Group



Randy Rieger is the Founder and Chairman of Housing Trust Group. Prior to forming Housing Trust Group, for some 25 years, Mr. Rieger served as Vice President, then as Managing General Partner, of Royal Palm Beach Colony, L.P. The company was a large publicly held real estate development company listed on the American Stock Exchange and was actively involved in the development of numerous large-scale communities in Western Palm Beach County, Florida. Under Mr. Rieger's leadership, Royal Palm Beach Colony, L.P. developed the Village of Royal Palm Beach, and nearly 10,000 surrounding acres.

Scott Osman
Chief Operating Officer, Housing Trust Group



Scott A. Osman is tasked with managing the operations for Housing Trust Group's real estate development, property management, accounting and finance divisions.

Mr. Osman has more than 20 years' experience in real estate finance, accounting, tax and operations. Prior to joining Housing Trust Group, he served as the Chief Financial Officer for New Urban Development in Miami, FL focused on financing and building affording housing developments within the Liberty City corridor.

As Chief Operating Officer for LG Capital Partners, based in Miami Beach, Mr. Osman managed the operations of over \$200M of bridge loan structured financing for complex residential real estate transactions and hotel and land acquisitions throughout the State of Florida and New Jersey.

Mr. Osman is a Certified Public Accountant and a member of the American Institute of Certified Public Accountants. He earned his Masters of Business Administration in Accounting and Taxation from the University of Miami and holds a Bachelor of Science in Accounting (Summa Cum Laude) from Barry University. Mr. Osman was born and raised in Miami, FL.

Mario Robaina
Senior Vice President of Finance, Housing Trust Group



Mario Robaina has over 20 years of experience in Finance in Real Estate, Investment Banking and Private Equity. At HTG, Mr. Robaina has been primarily responsible for structuring, modeling, underwriting, negotiating and closing of a variety of multi-family 9% and 4% LIHTC developments. In addition, he has been involved as the Asset Manager of a portion of HTG's Operating Portfolio. Prior to joining HTG in 2015, he closed over \$1 billion in all manner of new construction, redevelopment and refinancing real estate transactions including multi-family for sale, market rate rental, LIHTC rental, commercial, office and industrial developments.

Mr. Robaina received his Bachelors of Science in Industrial Engineering from Stanford University and holds an MBA from the University of Miami focusing on Finance and Management.

Al Hernandez
Senior Vice President of Finance, Housing Trust Group



Al has 30 years experience in the finance and accounting sectors for private and public companies. Prior to joining Housing Trust Group, he was the Chief Financial Officer of The Easton Group, a commercial real estate broker, property owner and manager. Previously he was the Chief Accounting Officer for The Related Group, the largest multifamily condominium and apartment builder in the country. He started his accounting career with General Development Corporation as senior accountant.

Al is a Certified Public Accountant and holds a Bachelor of Business Administration Degree in Accounting from Florida International University.

Max Cruz
Executive Vice President of Development



Max Cruz oversees the Development department of Housing Trust Group, responsible for overseeing multifamily real estate development of affordable housing and market rate communities.

Max Cruz has over 18 years of real estate and development experience. Over the course of his career he has entitled, developed, and overseen construction of over 3,200 rental homes across Florida and closed on over \$500 million of rental financing. He has also overseen the development of over 2,300 for-sale homes and \$136 Million of for-sale financing. Prior to joining Housing Trust Group, he was a Vice President of Development for the Related Group's luxury market rate division responsible for all aspects of real estate development from entitlement to completion. Before Related, Mr. Cruz was the Vice President of Development and Finance for the Cornerstone Group for over 12 years. At Cornerstone, he was responsible for not only the development of the communities, but all aspects of their financing.

Mr. Cruz graduated from Florida International University with a Bachelors Degree in Finance.

Rodrigo Paredes
Vice President of Development, HTG



Rodrigo brings over 7 years of experience in developing affordable housing developments in Florida and more than 10 years of affordable housing developments in Venezuela, where he was involved in the development of more than 5,000 affordable dwelling units, including a homeless housing community for orphaned children.

As Vice President of Development, Rodrigo has been involved in site identification, contract negotiation, financial underwriting, project management, design oversight and structuring of debt and equity for over 1,000 affordable housing units. During his time at HTG Rodrigo has been successful in financing developments with state and local Bonds, Low-Income Housing Tax Credits, Florida's State Apartments Incentive Loan, FHLB's AHP program, private, HUD and Freddie Mac financing, project-based Section 8 vouchers and other state and local funds.

Rodrigo holds an L.L.M. in Real Property Development from the University of Miami. He is also attorney, a graduate of UCAB and a member of the Venezuelan Bar Association.

Elon Metoyer
Senior Vice President of Development, HTG



Elon Metoyer has over 25 years of experience in the real estate development industry. As the SVP of Development, he is responsible for overseeing the entire development process for the development he undertakes. Mr. Metoyer is an accomplished real estate professional with extensive knowledge and successful years of leadership and management experience. He is proficient in all aspects of the development process from conception to disposition and has led several large community redevelopment efforts throughout the country. Over his career, Mr. Metoyer has developed over 3,800 units of housing representing over \$400 million of development activity. Prior to joining HTG, he served as the Senior Vice President of Development for New Urban Development, LLC, ("NUD") the development arm of The Urban League of Greater Miami, Inc. Prior to NUD, he served as a consultant for various public housing authorities and as the Senior Vice President for Bank of America Community Development Corporation where he managed the Midwest and Southeast development team offices. Mr. Metoyer received his Bachelors of Arts in Geography from the University of California at Berkeley and holds an Master of Arts in City Planning from the Georgia Institute of Technology with a focus on Real Estate Development.

Humberto Del Valle
Senior Vice President of Construction, HTG



Bert Del Valle is a General Contractor with over twenty five years of experience in both residential and commercial/industrial construction. Responsible for over \$200 million dollars in development and construction projects. Proficient in scheduling, coordinating, and team building, through all facets of construction from land acquisition/development to obtaining the Certificate of Occupancy.

Bert holds a Bachelor's degree in Finance from Florida International University, as well as a General Contractors License, Master Plumbing License, and Real Estate Broker's License in the State of Florida.

Gilda Fernandez
Senior Vice President, HTG Management ("HTGM")

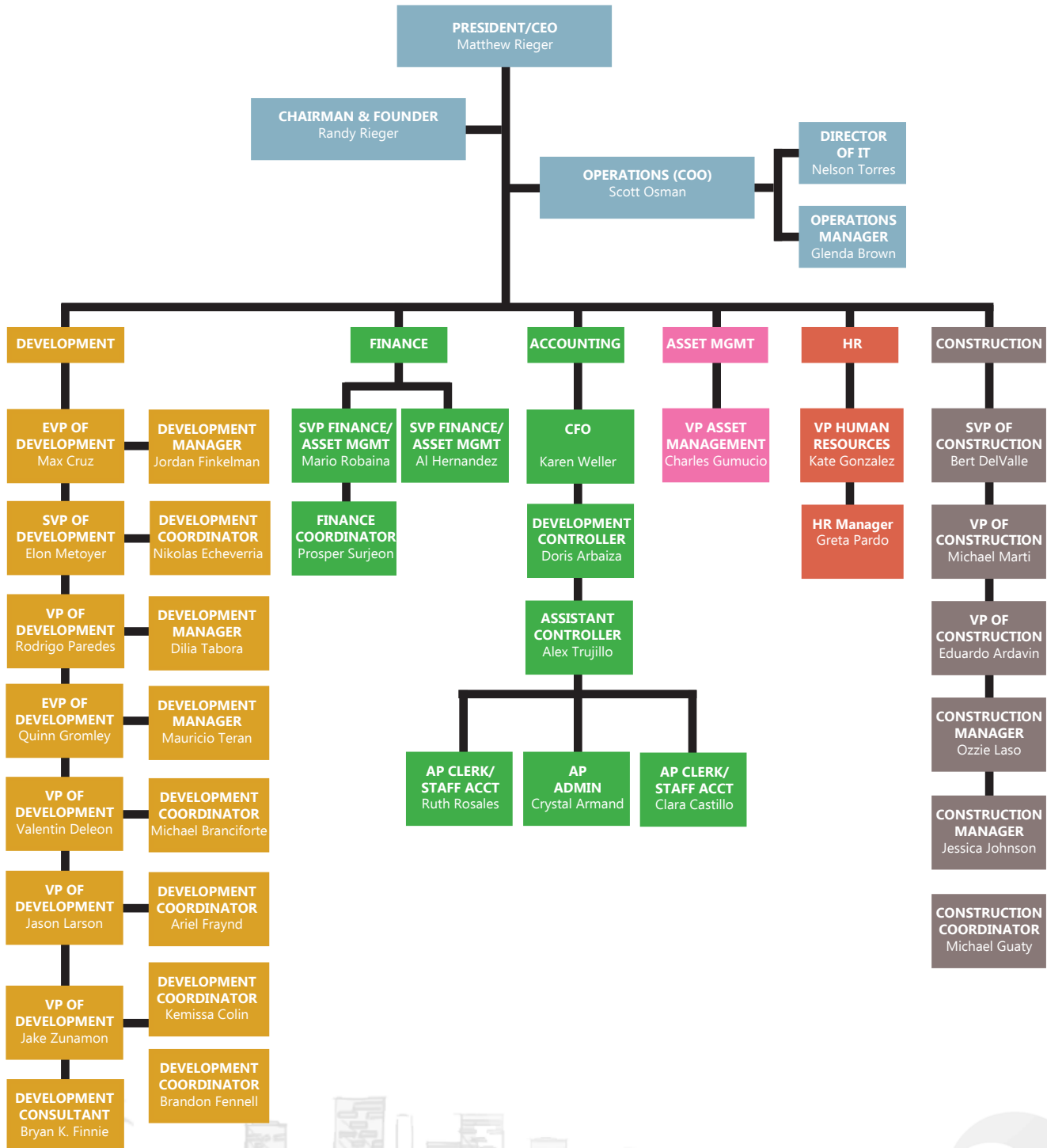


Gilda Fernandez oversees the operation of HTG Management, a full-service real estate management company. Her responsibilities include directing operations and profitability. She also plays a key role in working with the development team on all new apartment projects and works closely with Asset Management to ensure the success of all Housing Trust Group investments.

Gilda has over 17 years of real estate management experience with some of the top firms in the industry. In addition to managing market rate and affordable housing, she brings her extensive knowledge and experience in Section 42 Low Income Housing Programs: LIHTC, SAIL, MMRB, County Bond, HOME, HUD, Public Housing, Risk Sharing, SHIP and other government affordable housing programs, holding the specialized designation of Housing Credit Certified Professional and Certified Occupancy Specialist.

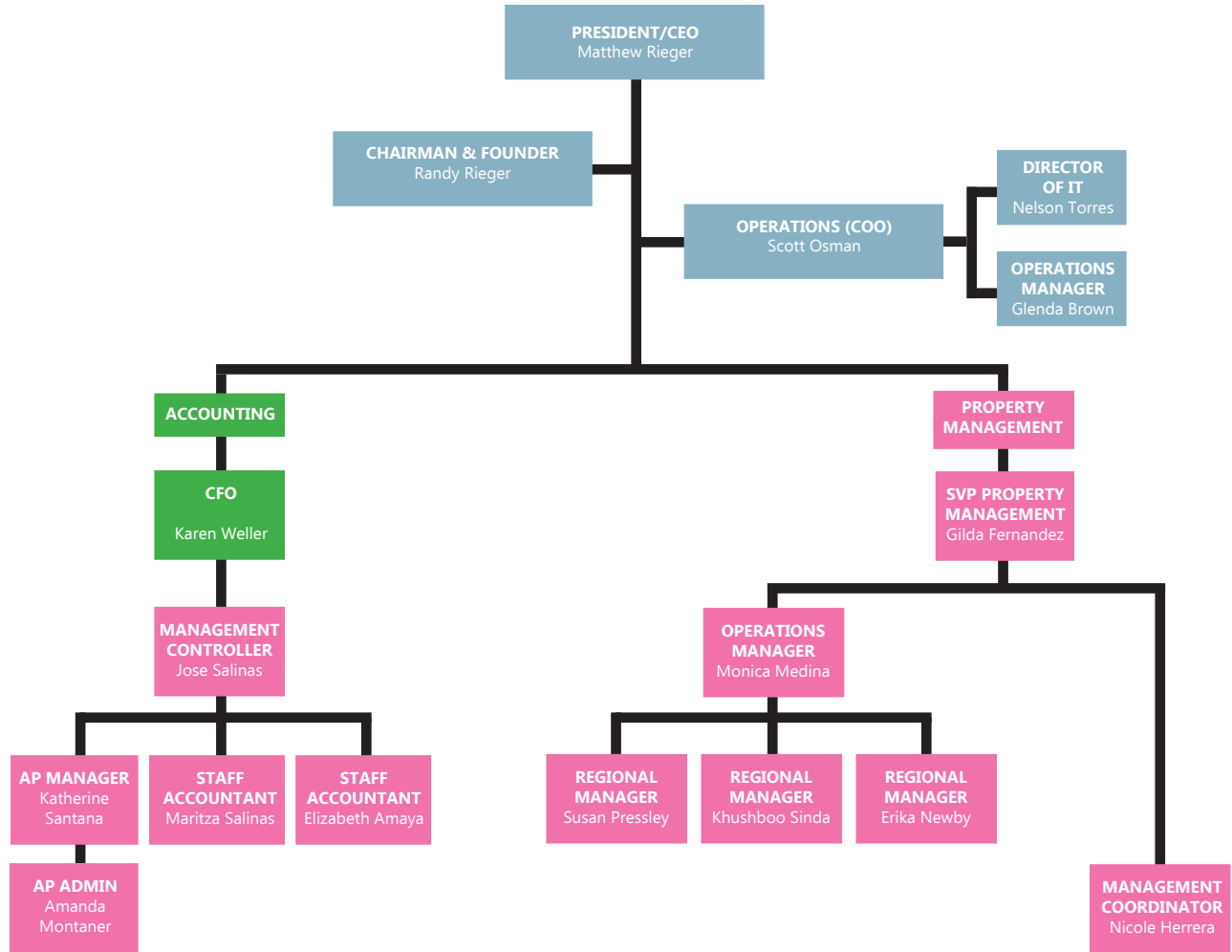


HOUSING TRUST GROUP: DEVELOPMENT & FINANCE TEAM

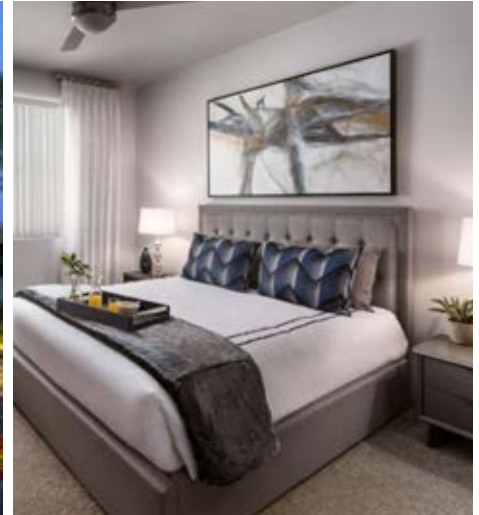


HTG Management

HTG MANAGEMENT TEAM



HTG DEVELOPMENT EXPERIENCE



AVIVA

8340 E Baseline Road
Mesa, AZ 85209

Property Size: 8.62-acres
Property Type: Market-rate
Community Style: Garden, concrete
Building Height: 3 stories
Number of Buildings: 12
Number of Units: 325
Funding: HUD 221(d)4
Completion Date: August 2018

Aviva is one of the newest luxury apartment communities in the growing East Valley that brings green living to the suburbs. At Aviva, you have a contemporary, urban lifestyle with open floor plans, modern apartments and unparalleled common-area amenities. **The development involves HUD Approvals in every stage of the development, as it was financed through a 221(d)4 loan for market rate development. This involves as much compliance and experience as HUD's low-income programs.**

Aviva has one of the largest resort-style pools in the metro area with outdoor jacuzzis, spas, fire pits, cabanas and premium kitchen grills, a state-of-the-art health and wellness center with TRX suspension equipment and spinning studio, a media and game room with a lounge and billiards, co-working spaces and conference room, a basketball court, a jogging path with fitness stations, plus a dog park and children's playground.

HTG DEVELOPMENT EXPERIENCE



COURTSIDE APARTMENTS

1600 NW 3rd Avenue
Miami, Florida 33136

Property Size: 2.31-acres

Property Type: Affordable Multi-Family

Community Style: Mid-rise

Building Height: 6 stories

Number of Buildings: 1

Number of Units: 84

Funding: Southeast Overtown/Park West CRA Loan, Miami-Dade HFA Bonds and Surtax, 4% tax credits.

Completion Date: November 2016

Courtside Family Apartments is located in Miami's historic Overtown district in the Southeast Overtown Park West (SEOPW) CRA, and on the grounds of the County owned Culmer Neighborhood Center. Courtside Family Apartments is a new construction, six-story midrise development with 84 affordable apartments.

The new community aims to create a more pedestrian friendly environment on the grounds of the Culmer Center and serve as a catalyst for future development in the area, as well as provide residents with access to governmental services, small business opportunities, and neighborhood-oriented shopping.

Some amenities include state of the art theater/media room, basketball court, covered outdoor BBQ area, fitness center, computer lab, and library.

HTG DEVELOPMENT EXPERIENCE



ARBOR VIEW

3100 N State Road 7
Margate, Florida 33063

Property Size: 2.4-acres

Property Type: Affordable Senior

Community Style: Mid-rise

Building Height: 6 stories

Number of Buildings: 1

Number of Units: 100

Funding: 9% tax credits

Completion Date: June 2018

Services: Computer Training, Daily Activities, Housekeeping/Shopping/Laundry Assistance, 24-hour support for residents.

The 2.5 acre development is located within the city of Margate, Broward County on a major transit corridor, State Road 7.

Arbor View will serve the elderly demographic. The unit mix will consist of sixty-four (64) 1bed/1bath units, and thirty-six (36) 2bed/2bath units. Ninety (90) of the total units will be set-aside for tenants earning at or below 60% AMI, and 10 of the units will be set-aside for tenants earning at or below 33% AMI.

The community will offer a resort style swimming pool, dog park, shuffle board courts, fitness center and many other amenities for our residents.

HTG DEVELOPMENT EXPERIENCE



VILLAGE PLACE

720 NE 4th Avenue
Ft. Lauderdale, Florida 33304

Property Size: 1.08-acres
Property Type: Affordable Elderly
Community Style: Mid-rise
Building Height: 6 stories
Number of Buildings: 1
Number of Units: 112
Funding: 9% tax credits.
Completion Date: November 2014

Village Place is located in the heart of downtown Ft. Lauderdale, near Las Olas. Village Place Apartments is a new construction, six-story midrise development with 112 affordable apartments targeted for people aged 55-and-older who earn between 25 percent and 60 percent of the area's median income.

The new community aims to create a safe and attractive environment for its residents with access to amenities like a clubhouse, fitness center, library, courtyard, rooftop pool, and private garage parking.

Village Place won the National Association of Home Builder's Silver Award in 2017 for Best of 55+ Affordable Rental Community category.

HTG DEVELOPMENT EXPERIENCE



VALENCIA GROVE

551 Huffstetler Drive
Eustis, FL 32726

Property Size: 9.25-acres
Property Type: Affordable Family
Community Style: Garden Style
Building Height: 3 stories
Number of Buildings: 6
Number of Units: 144
Funding: 4% tax credits, SAIL, ELI.
Completion Date: January 2017

Valencia Grove is a \$21 million, 144-unit affordable multifamily development located in the Central Florida city of Eustis, Lake County, FL.

The community features garden-style residential buildings, along with a Grand Clubhouse which provides its residents access to a cyber cafe room, laundry facility, an exercise room and a pool. Other onsite amenities include a playground, sand volleyball court, car care center, pet park and sports field. It serves working families with rents ranging from \$405 to \$849 per month.

HTG DEVELOPMENT EXPERIENCE



FREEDOM GARDENS

932 Freedom Way
Brooksville, Florida 34601

- Property Size:** 10.7-acres
- Property Type:** Affordable Family
- Community Style:** Garden Style
- Building Height:** 3 stories
- Number of Buildings:** 5
- Number of Units:** 96
- Funding:** 9% tax credits.
- Completion Date:** March 2017

Located in Brooksville, which is home to historic buildings and famous governor residences, Freedom Gardens, a brand new gorgeous multifamily affordable community, will serve as an avant catalyst for future business developments and opportunities.

Freedom Gardens is pursuing green building certification under the National Green Building Standard (NGBS) administered by NAHB. Architectural design is based on a "French Country Theme".

Freedom Gardens is the first phase of the 2-phase development that will consist of 96 units. Amenities at Freedom Gardens will include a Pet Park, a jogging path, a 1,200 SF pool and a 4,806 SF Grand Clubhouse with a cyber cafe, laundry facilities, exercise room, after school care and central community gathering area.

HTG DEVELOPMENT EXPERIENCE



COVENANT VILLAS

601 Covenant Drive
Belle Glade, Florida 33430

Property Size: 8.23-acres

Property Type: Affordable Multi-Family

Community Style: Garden Style Apartments

Building Height: 2 stories

Number of Buildings: 18

Number of Units: 144

Funding: Palm Beach County Loan and 9% credits

Completion Date: May 2017

The property consists of 144 affordable rental apartments comprised of eighteen, 2-story buildings situated on 8.23 acres of land. The property includes a 3,500 square foot structure containing administrative leasing / maintenance functions and day care center.

The work scope entails substantial rehabilitation to all the apartments and upon completion the units will be updated to meet all local code requirements as well as Florida Housing Finance Corporation guidelines. Covenant Villas will have an amenities package that will include, but not be limited to, energy efficient apartments containing ecofriendly flooring, programmable thermostats, energy star rated windows and appliances. Additionally, tenants will have access to a "state of the art" washing center within the complex.

HTG DEVELOPMENT EXPERIENCE



GREEN CAY VILLAGE

12575 Green Cay Farm Boulevard,
Boynton Beach, Florida 33437

Property Size: 30-acres

Property Type: Mixed-Residential

Community Style: Garden Style with Elevators

Building Height: 3 stories

Number of Buildings: 11

Number of Units: 160 Condo, 100 Townhomes, &
160 Rental Apartments

Funding: Palm Beach HFA Bonds, FHFC SAIL, Palm
Beach SHIP, MMA Financial

Completion Date: June 2007

Green Cay Village is located in the west Boynton Beach-Delray Beach in a prime suburban location of newly constructed higher priced, upscale homes. Shopping facilities, schools, medical facilities, and parks are all located nearby.

The development has been widely acclaimed in the local media and national publications for its attractive pricing, quality upgrades, and its unique energy efficient and environment friendly features.

Amenities include Tot Lot, Splash Area, Oversized Resort Style Pool, Fitness Center, Kids Playground, and Play Room along with several Walking Trails.

Green Cay Village is stabilized with an average occupancy in the mid-90's percentile.

HTG DEVELOPMENT EXPERIENCE



- Value of variety - mixed-use, mixed-income, and choice of living styles
- Greater density and efficiency of development:
 - Current: 120 units / 14.29 acres = 8.39 du/ac
 - Proposed: Over 250 units / 14.29 acres = 17.49 du/ac
- Phased demolition and construction to coincide with financing and temporary relocation of residents
- Resident involvement throughout development process (Section 3 and M/WBE programs)
- Value-added amenities



WEST LAKE APARTMENTS

501 Hartsell Ave.
Lakeland, FL 33815

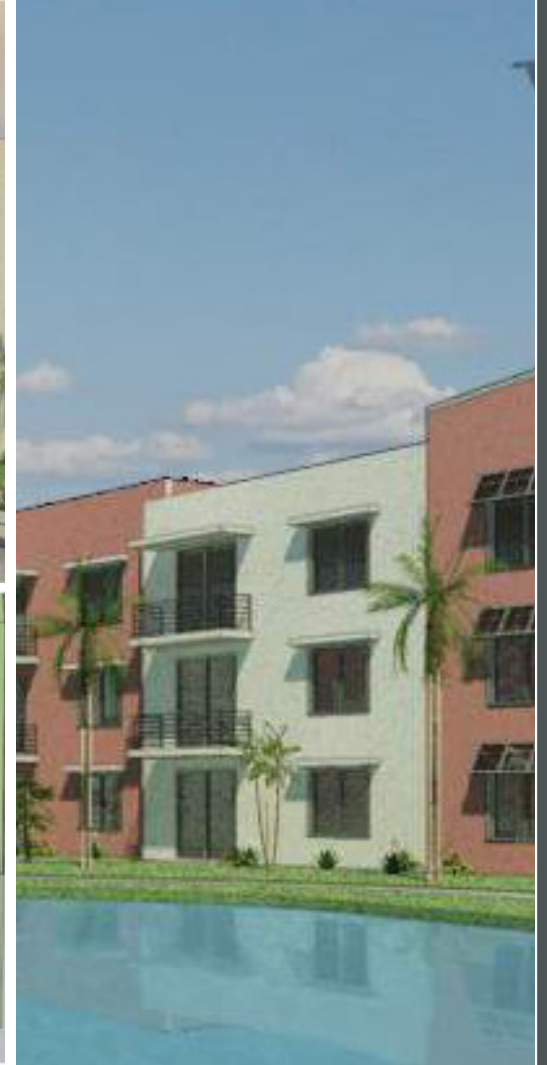
Property Size: 17.7-acres
Property Type: Affordable Elderly & Family
Community Style: Mid-rise
Building Height: 4 stories
Number of Buildings: 14
Number of Units: 304
Funding: 4% tax credits, SAIL, ELI.
Completion Date: June 2018

We are currently redeveloping a 17-acre site in the City of Lakeland, FL, which includes the demolition of 120 units built in the 1960s to build new enticing buildings providing modern energy efficient units.

This redevelopment doubles the existing density in the site and also adds amenities that for both private use and the improvement of the public realm.

This project is a partnership with the Lakeland Housing Authority as General Partner and Co-Developer.

HTG DEVELOPMENT EXPERIENCE



HERON ESTATES PARTNERSHIP WITH RIVIERA BEACH HOUSING AUTHORITY

2014 W 17th Ct
Riviera Beach, Florida 33404

Property Size: 15.5-acres
Property Type: Affordable Elderly
Community Style: Garden Style
Building Height: 3 stories
Number of Buildings: 11
Number of Units: 101
Funding: 4% tax credits (Phase I),
9% tax credits (Phase II)
Completion Date: Estimated 2018

The Riviera Beach Housing Authority has partnered with HTG for the redevelopment of the former Ivey Green Village public housing site. The new development, Heron Estates, encompasses 180 units in the City of Riviera Beach.

The new community includes 101 one and two-bedroom apartments, as well as 79 townhouses. Its amenities include a community center, fitness center, a swimming pool, and a lake feature around which both the apartments and townhouses will enjoy.

Heron Estates will be LEED Certified, and incorporates water conservation and reuse, conservation of building resources, and optimized ventilation and cooling that allow for energy efficiency.

HTG RELEVANT EXPERIENCE: PALM BEACH COUNTY



PINE RUN VILLAS

4728 Big Ben Lane,
Lake Worth, Florida 33463

- Property Size:** 13-acres
- Property Type:** Affordable Multi-family
- Community Style:** Garden Style Apartments
- Building Height:** 2 stories
- Number of Buildings:**
- Number of Units:** 63
- Funding:** Palm Beach HFA Bonds, 4% tax credits, Palm Beach County NSP2, HOME
- Completion Date:** July 2013vv

Pine Run Villas is located in the scenic ocean-side city of Lake Worth, Florida. It is conveniently located near John Prince Park, Palm Beach Community College, JFK Medical Center, shopping, schools, public transportation and employment.

Pine Run Villas is a unique affordable townhome development in the heart of Palm Beach County. All units at Pine Run Villas have either 3 or 4 bedrooms and each has an attached garage, making this an ideal home for a large family.

Pine Run Villas was financed after HTG applied for and received an award of Neighborhood Stabilization Funds from Palm Beach County pursuant to a competitive process in 2012.

Amenities at Pine Run include a clubhouse, swimming pool, 1/2 basketball court, and a tot lot.

DEVELOPMENTS IN PAST 19 YEARS 2001-2019

	Development Name	Florida (County)	Building Type	Units	Completion Date	Sources of Financing	Demographic	Total Development Cost
1	Grande Pointe	Orange	Garden Style	276	August-01	FHFC Bonds, Wachovia Bank	Family Affordable	\$ 17,969,282.00
2	Colony Park	Palm Beach	Garden Style	130	May-02	Palm Beach HFA Bonds, FHFC SAIL, Paramount Financial	Family Affordable	\$ 13,241,339.00
3	Emerald Palms	Broward	Duplex	318	June-02	Broward HFA Bonds, FHFC SAIL, MMA Financial	Family Affordable	\$ 23,792,185.00
4	The Chateau	Leon	Garden Style	36	August-02	Conventional	Students	\$ 4,500,000.00
5	Venice Cove	Broward	Garden Style	150	November-02	Broward HFA Bonds, FHFC SAIL, MMA Financial	Family Affordable	\$ 15,074,942.00
6	Marina Bay	Palm Beach	Garden Style	192	December-02	FHFC Bonds, Palm Beach HFA Bonds, Palm Beach SHIP, Key Bank	Senior Affordable	\$ 16,145,375.00
7	Venetian Isles I	Palm Beach	Garden Style	288	February-03	FHFC Bonds, Palm Beach HFA Bonds, Palm Beach SHIP, MMA Financial	Family Affordable	\$ 29,426,693.00
8	Preserve at San Luis	Leon	Townhome	190	August-03	Conventional	Students	\$ 23,000,000.00
9	Groves At Wimauma	Hillsborough	Garden Style	108	October-03	Tax Credits and HOME	Family Affordable	\$ 4,300,000.00
10	The Kensington	Palm Beach	Garden Style	163	January-04	Conventional	Market Rate	\$ 18,523,429.00
11	Venetian Isles II	Palm Beach	Garden Style	112	February-04	Palm Beach HFA Bonds, FHFC SAIL, Palm Beach SHIP, MMA Financial	Family Affordable	\$ 14,192,003.00
12	Chapel Trace	Orange	Garden Style	312	February-04	FHFC Bonds, Wachovia Bank	Family Affordable	\$ 16,249,000.00
13	Malibu Bay	Palm Beach	Garden Style	264	April-05	SHIP, City of WPB HOME MMA Financial, HUD 223(f)	Family Affordable	\$ 29,521,257.00
14	Campus Club	Hillsborough	Mid-Rise	64	August-05	Conventional	Students	\$ 12,017,644.00
15	Preserve at River's Edge	Volusia	Garden Style	180	September-05	Conventional	Condominium for Sale	\$ 7,200,000.00
16	The Oasis at Pearl Lake	Seminole	Garden Style	316	March-07	Conventional	Condominium for Sale	\$ 12,640,000.00
17	Green Cay Village Town Homes	Palm Beach	Townhome	100	June-07	Conventional	Workforce for Sale	\$ 2,840,666.00
18	Green Cay Village Condominium	Palm Beach	Garden Style	160	June-07	Conventional	Workforce for Sale	\$ 4,762,779.00
19	Palm Park f/k/a Green Cay Village Apartments	Palm Beach	Garden Style	160	August-07	Palm Beach HFA Bonds, FHFC SAIL, Palm Beach SHIP, MMA Financial	Family Affordable	\$ 24,780,341.00
20	Veranda Senior Apartments	Miami-Dade	Garden Style	99	January-12	FHFC MMRB (bonds), 4% Credits, TCEP loan, Miami-Dade County Surtax	Senior Affordable	\$ 20,796,869.79
21	540 Town Center	Pinellas	High-Rise	146	January-13	9% Tax Credits	Senior Affordable	\$ 24,500,000.00
22	Pine Run Villas	Palm Beach	Townhome	63	July-13	Palm Beach HFA Bonds 4% tax credits, Palm Beach County NSP2, HOME	Family Affordable	\$ 13,431,509.39
23	Village Place	Broward	Mid-Rise	112	November-14	9% Tax Credits	Senior Affordable	\$ 25,016,991.64
24	Whispering Palms	Pinellas	Townhome & Garden Style	63	November-15	Pinellas County, 9% Tax Credits	Family Affordable	\$ 11,000,000.00
25	Valencia Grove	Lake	Garden Style	144	November-16	4% Tax Credits, SAIL & ELI Bonds, City of Eustis Grant	Family Affordable	\$ 21,000,000.00
26	Courtside Apartments	Miami-Dade	Mid-Rise	84	November-16	Miami-Dade HFA Bonds, 4% tax credits, CRA loan, Miami-Dade Surtax	Family Affordable	\$ 20,000,000.00
27	Wagner Creek	Miami-Dade	High-Rise	73	January-17	9% Tax credits, City of Miami HOME	Family Affordable	\$ 22,800,000.00
28	Freedom Gardens	Hernando	Garden Style	96	August-17	9% Tax credits	Family Affordable	\$ 17,300,000.00
29	Park at Wellington	Pasco	Garden Style	110	August-17	9% Tax credits	Family Affordable	\$ 19,500,000.00
30	Park at Wellington II	Pasco	Mid-Rise	110	March-18	4% Tax credits, SAIL, MMRB Bonds	Family Affordable	\$ 16,800,000.00
31	Hammock Ridge	Hernando	Garden Style	104	April-18	9% Tax Credits	Family Affordable	\$ 18,000,000.00
32	Covenant Villas	Palm Beach	Garden Style	144	May-18	9% Tax credits	Family Affordable	\$ 21,900,000.00
33	Arbor View	Broward	Mid-Rise	100	June-18	9% Tax Credits	Senior Affordable	\$ 27,000,000.00
34	Princeton Park	Miami-Dade	Garden Style	150	December-18	9% Tax Credits	Family Affordable	\$ 34,710,617.00
35	Douglas Gardens V	Broward	Mid-Rise	110	March-19	4% Tax credits, SAIL, ELI, MMRB Bonds	Senior Affordable	\$ 21,000,000.00
36	Twin Lakes Estates, Phase I	Polk	Garden Style	100	Est. March-19	4% Tax credits, SAIL, ELI, MMRB Bonds	Senior Affordable	\$ 17,000,000.00
37	Heron Estates Sr.	Palm Beach	Garden Style	101	Est. July-19	4% Tax Credits, SAIL, ELI, Palm Beach County Bonds	Senior Affordable	\$ 20,000,000.00
38	Hammock Ridge II	Hernando	Mid-Rise	92	Est. May-19	9% Tax Credits	Senior Affordable	\$ 16,400,000.00
39	Freedom Gardens II	Hernando	Garden Style	94	Est. February-19	4% Tax credits, SAIL, ELI MMRB Bonds	Family Affordable	\$ 15,000,000.00
40	The Addison	Manatee	Mid-Rise	90	Est. July-19	9% Tax Credits, SAIL	Family Affordable	\$ 21,600,000.00
41	Luna Trails	Brevard	Garden Style	86	Est. November-19	9% Tax Credits	Senior Affordable	\$ 16,300,000.00
42	Isles of Pahokee, II	Palm Beach	Garden Style	129	Est. January-20	9% Tax Credits	Senior Affordable	\$ 15,500,000.00
43	Twin Lakes Estates, Phase II	Polk	Garden Style	132	Est. April-20	4% Tax credits, SAIL, ELI MMRB Bonds	Family Affordable	\$ 19,000,000.00
44	The Palms at Town Center	Flagler	Garden Style	88	Est. March-20	4% Tax Credits, Workforce, SAIL	Family Affordable	\$ 16,000,000.00
45	Osprey Pointe	Pasco	Garden Style	110	Est. June - 20	4% Tax credits, SAIL, ELI MMRB Bonds	Family Affordable	\$ 22,350,000.00
46	Paradise Lakes Apartments	Miami-Dade	Garden Style	76	Est. August-20	9% Tax Credits	Family Affordable	\$ 16,800,000.00

DEVELOPMENTS IN PAST 19 YEARS 2001-2019

	Development Name	Florida (County)	Building Type	Units	Completion Date	Sources of Financing	Demographic	Total Development Cost
47	Village View	Broward	High-Rise	96	Est. September-20	9% Tax Credits	Senior Affordable	\$ 31,500,000.00
48	Oaks at Lakeside	Manatee	Garden Style	96	Est. July - 20	9% Tax Credits	Family Affordable	\$ 18,000,000.00
49	Father Marquess-Barry Apartments	Miami-Dade	Garden Style	50	Est. December-20	9% Tax Credits, SAIL	Senior Affordable	\$ 12,600,000.00
50	Fiori Village	Broward	High-Rise	96	Est. Feb-21	9% Tax Credits, SAIL	Senior Affordable	\$ 12,600,000.00
51	Valencia Grove II	Lake	Garden Style	110	Est. Feb-21	9% Tax Credits, SAIL	Senior Affordable	\$ 12,600,000.00
52	Heron Estates Family	Palm Beach	Garden Style	79	Est. December-20	9% Tax Credits, SAIL	Senior Affordable	\$ 12,600,000.00
Outside of Florida								
53	River Ridge	Cherokee	Garden Style	356	March-03	Georgia Bonds, HUD	Family Affordable	\$ 28,423,763.00
54	Reserve at Creekside	Hamilton	Garden Style	192	June-05	Conventional	Market Rate	\$ 14,122,555.00
55	Forest Cove, Phase I	Hamilton	Garden Style	120	August-14	HUD 221(d)(4)	Market Rate	\$ 14,462,555.28
56	Forest Cove, Phase II	Hamilton	Garden Style	72	February-17	HUD 221(d)(4)	Market Rate	\$ 9,000,000.00
57	Aviva	Maricopa	Garden Style	325	August-18	HUD 221(d)(4)	Market Rate	\$ 63,937,136.00
58	Aviva Goodyear	Maricopa	Garden Style	288	Est. December-21	HUD 221(d)(4)	Market Rate	\$ 68,600,000.00