# Meeting Street Manor

## Response to Charleston Housing Authority

March 5th, 2024

COHEN ESREY

We empower people to thrive

# PROPOSAL CONTENTS

**Cohen-Esrey Development Group, LLC**
8500 Shawnee Mission Parkway, Suite 150
Merriam, KS 66202
Main: 913.671.3300
FAX: 913.671.3301

March 5th, 2024

Attn: Priscilla M. Waring
Procurement and Contracts Manager
Housing Authority of the City of Charleston
550 Meeting Street, Suite 102
Charleston, SC 29403

RE: RFP Developer Services for Meeting Street Manor Extension Demolition and Redevelopment
Job# 240301

Dear Ms. Waring,

Cohen Esrey Development Group is pleased to present a proposal for the redevelopment of Meeting St. Manor Extension. This project has the potential to significantly impact the region's affordable housing landscape due to the site's proximity to the Low Country Rapid Transit Corridor. The financial tools available for Transit Oriented Developments allow for the 2.4-acre site to be fully utilized with 230 mixed-income housing units, structured parking, ample green space, and 13,500 $ft^2$ of ground floor commercial space. The Development Team assembled is a combination of premier local professionals with experts in sourcing federal funds for affordable housing.

Development Team
- Developer – Cohen Esrey Development Group
- Property Manager – Cohen Esrey Communities
- Architect – McMillan Pazdan Smith Architecture
- Local Real Estate Attorney – Graybill, Lansche & Vinzani
- Corporate Attorney – Sandberg Pheonix
- Construction Consultant – Trident Construction
- IRA and Green Building Consultant – Dominion Due Diligence Group
- Development Advisor/TIFIA Application Consultant – Baker Tilley

Primary Contact
Clark Mills
Southeast Development Director
Cohen Esrey Development Group
(843) 813-0889
cmills@cohenesrey.com

Cohen Esrey has been in business for over 50 years and is ranked nationally as a Top 20 Tax Credit Developer (AHF). Headquartered in Kansas City, Cohen Esrey has grown to approximately 350 employees with 90 properties owned or managed. Cohen Esrey Development Group is the development arm of Cohen-Esrey that employs over 20 professionals across the country. Over the past 20 years, CEDG has developed over 50 properties and the current pipeline includes over 1,000 units under construction with another 1,200 units in predevelopment. Our well-rounded team manages a project from design conception to financial underwriting, during construction, and until stabilized occupancy. From this point our sister company, Cohen Esrey Properties, manages the property through the investment period.

Cohen-Esrey Development Group's mission is to "Empower People to Thrive." Since joining this team in 2022, I have found that this statement applies to everyone that interacts with CEDG. The team at CEDG is extremely knowledgeable, hardworking, and, most importantly, committed to making the next project our best yet. Cohen Esrey would be honored to be selected as the Development Partner for Meeting St Manor Extension.

The proposal will remain valid for not less than 120 days from the date of the proposal submission deadline.

Best regards,

Clark J. Mills

Clark Mills
Development Director
Cohen-Esrey Development Group

Jon Atlas

Jon Atlas
Managing Director
Cohen-Esrey Development Group

# 2 Team Experience and Qualifications

## Developer - Cohen-Esrey Development Group

Cohen Esrey is a for-profit, limited liability corporation headquartered in Merriam, Kansas. Over the past two decades, we have delivered over 2,600 units in over 50 properties. Robert Esrey serves as Cohen-Esrey's Chairman and Lee Harris is the President and CEO. Cohen-Esrey Development Group (CEDG) is the development arm of Cohen-Esrey, LLC. CEDG focuses on developing multifamily housing throughout the nation, for which Jon Atlas serves as Managing Director and Clark Mills as Development Director for CEDG Southeast. Cohen-Esrey, LLC also consists of Cohen-Esrey Communities (CEC - our property management division) and Cohen-Esrey Apartment Investors, a market-rate REIT. CEDG would be responsible for redeveloping 'Meeting Street Manor Extension', and Cohen-Esrey Communities will manage upon completion. Together, the Cohen-Esrey family of companies brings a wealth of development, financing, and property management expertise to every project in which it is involved.

Our affordable housing development program involves new construction, acquisition and rehabilitation of existing apartment properties and the adaptive re-use of historic buildings. Beyond the "sticks and bricks," we strive to create a community that not only enhances the lives of the residents, but also has a positive impact on the greater community to which the property belongs. We deliver on this promise through strategic partnerships with nonprofits like PreservingUS, Inc. that share our commitment to supporting the residents of our properties.

We are experts at designing innovative funding solutions to provide high quality housing options for working families and fixed income senior citizens. Solving these challenges requires intellectual capital, experience, and deep relationships with a multitude of stakeholders. We utilize federal and state affordable housing tax credits, federal and state historic tax credits, tax-exempt bonds and other creative debt and equity sources. What sets us apart, however, is the question we come to work with every day:

"How can we create a thriving community that changes people's lives for the better?"

COHEN ESREY

Cohen-Esrey Development Group (CEDG) is the development arm of Cohen-Esrey, LLC. CEDG focuses on developing multifamily housing throughout the nation. Cohen-Esrey Development Group's Southeastern team consists of Jon Atlas, the Managing Director of CEDG, Clark Mills, Development Director, and Jack Brenton, Development Manager. This group is supported by a corporate office in Kansas City who will also assist with due diligence, closing, construction management, accounting, and lease-up.

Primary Contact

Clark Mills, Southeast Development Director
(843) 813-0889
cmills@cohenesrey.com

Developer

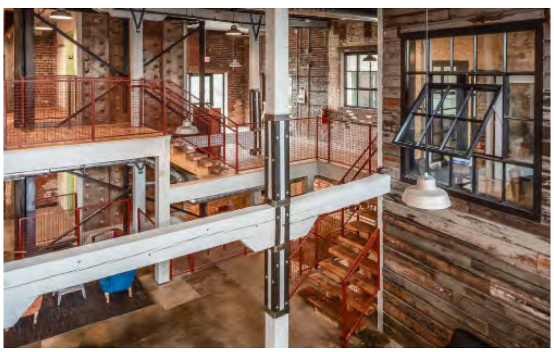
Cohen-Esrey Development Group
8500 Shawnee Mission Pkwy, Suite 150
Merriam, KS  66202
(813) 671-3300

Project Manager

Jack Brenton, Development Manager
(913) 671-3378
jbrenton@cohenesrey.com

## Development Experience

**Village on Main** Located in the Village of Waunakee in Wisconsin, Village on Main is located at the western edge of the bustling Main Street. It offers a total of 50 units consisting of one, two, and three-bedroom units for families earning between 30% and 60% of the Area Median Income. 'Village on Main' welcomed its first residents in September of 2022. Village on Main would not be possible without the support of the Village of Waunakee, the Dane County Workforce Housing Fund, and Wisconsin Housing and Economic Development Authority. The project is financed with highly competitive 9% LIHTC tax credits and is the first affordable development to be constructed in the Village of Waunakee.



**Big Chair Lofts** Located in Thomasville, NC, this former furniture factory was converted into 139 units of affordable housing. This project utilized 4% LIHTC tax credits, EPA funding for Brownfields, and federal and state historic tax credits. This project was slated to close at the end of 2016. However, due to market uncertainty caused by the Presidential election, our initial tax credit investor backed out at the last minute. To avoid jeopardizing the project, we decided to close on the bonds and begin construction by utilizing our own funds. We successfully identified a new equity investor in May of 2017, and the project opened for occupancy in December of 2018. This is an example of CEDG's strong capacity and will to push projects forward to completion.

**Trails at Lehow** Closedin 2022, Trails at Lehow is a 82-unit family housing project that is currently under construction. The project uses federal 4% LIHTCs, Private Activity Bonds issued by Colorado Housing and Finance Authority, and HOME funds from Arapahoe County and the Colorado Division of Housing. The site is 4.5 acres with portions in a 100-year flood plain and is bisected by a utility easement. As such, the site plan took full advantage of any area outside of the flood plain. Cohen-Esrey worked with the power company to move the easement to the eastern portion of the site.

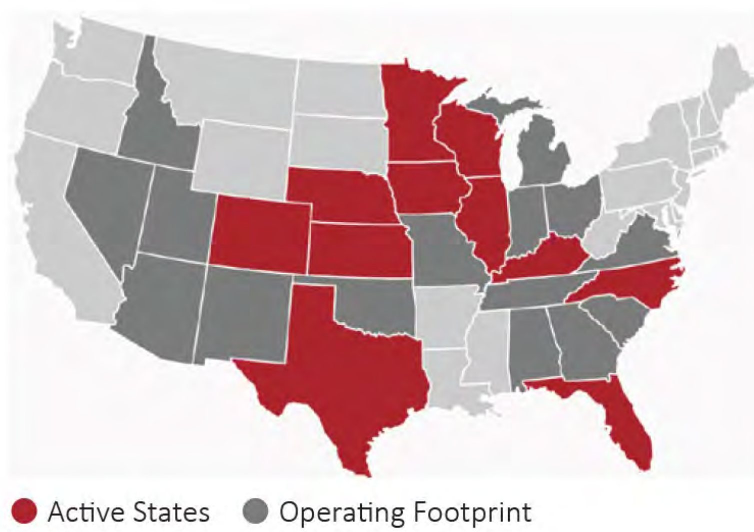
**Panorama Heights** Cohen-Esrey is developing a 133-unit family 4% LIHTC housing project called Panorama Heights. The tax credit awards are leveraged with Private Activity Bonds from El Paso County, HOME funds from the State of Colorado and El Paso County, local TIF proceeds, a Colorado Health Foundation grant, and private debt. This project features podium parking, interior finishes comparable to market-rate developments, and a unit mix that includes larger, family-sized units at the request of the school board. The unit mix consists of units at 30%, 50% and 70% AMI. Panorama Heights broke ground in 2022 and should welcome its new residents in 2024.

**Lofts at the Grim** We are nearing completion on an ambitious restoration of the historic Hotel Grim in Texarkana, TX. This project utilizes equity from 4% tax credits, Private Activity Bond (PAB) cap from the state of Texas, state and federal historic tax credits, a Brownfields loan from the EPA, a CDBG soft loan from the city of Texarkana, project-based voucher assistance from HUD, as well as traditional debt financing. We were able to successfully fulfill the complex requirements of each of these sources so that 93 units of affordable housing will be provided to the low-income residents of Texarkana, and an important piece of Downtown Texarkana's historic fabric will be beautifully restored.

# 3 Profile of Developer

As the development unit for Cohen-Esrey, the Cohen-Esrey Development Group (CEDG) focuses on developing affordable, workforce, and senior multifamily housing throughout the nation. We entered the affordable housing space in 1994 and have since been involved with 91 projects totaling nearly 8,000 units including new construction, acquisition/rehabilitation, historic renovation, as well as becoming the replacement general partner for existing third-party partnerships in several instances.

Cohen-Esrey Development Group has completed more than approximately $800 million worth of affordable housing deals and has a robust pipeline. With a proven track record of delivering high-quality developments, CEDG has established itself as a trusted partner in the industry.



## Property Management

Cohen-Esrey self-manages the properties it develops and provides property management for third parties through Cohen-Esrey Communities, LLC (CEC). In its 50-year history, Cohen-Esrey Communities, LLC has managed over 525 different apartment communities that offer more than 65,000 units in over 180 markets. Most gratifying has been the hundreds of thousands of individuals and families who have a Cohen-Esrey Community home. CEC is structured into two specialized property management divisions: Affordable and Market-Rate.

The company has deep experience managing a wide variety of community types, including conventional market-rate apartment homes, Section 42 tax credit properties, and HUD-financed communities. Properties range in size from 30-units in the Affordable Division to 1,400 units in the Market-Rate Division.

CEC partners with Cohen-Esrey Development Group (CEDG) and Cohen- Esrey Apartment Investors (CEAI) as well as third party owners to provide high quality management services for residents.

## Audits and Guarantees

Cohen-Esrey Development Group has completed more than approximately $800 million worth of affordable housing deals and has a robust pipeline. With a proven track record of delivering high-quality developments, CEDG has established itself as a trusted partner in the industry. Through Cohen-Esrey and its Guarantors, CEDG can fund all pre-development activity and guarantee the completion of the development. Due to the personal information disclosed, upon request, we would be willing to share Financial Statements via a secured exchange.

## Development Portfolio – CEDG Developments Since 2013

This reflects approximately $839 million in total development cost – and that list is growing at an accelerated pace.

| Property Name | Location | Units | Project Type | Status |
|---|---|---|---|---|
| **Astoria Park Apartments II** | Amarillo, TX | 164 | Acq/Rehab | In Development |
| **Big Chair Lofts** | Thomasville, NC | 139 | Historic | Completed |
| **Boulevard Townhomes** | Springfield, IL | 184 | Acq/Rehab | Completed |
| **Brewery Lofts** | Hastings, NE | 35 | Historic | Completed |
| **Columbia Commons** | Kenosha, WI | 46 | New | In Development |
| **Fields at Somerset** | San Antonio, TX | 350 | New | In Development |
| **Grant Historic Residences** | Goodland, KS | 21 | Historic | Completed |
| **Heritage at Cottonwood Creek** | San Marcos, TX | 233 | New | In Development |
| **Lewis Lofts** | Mankato, MN | 64 | New | In Development |
| **Lofts at Creekview** | San Antonio, TX | 301 | New | In Development |
| **Lofts at The Grim** | Texarkana, TX | 93 | Historic | In Development |
| **Lofts at Ventura** | San Antonio, TX | 200 | New | Completed |
| **Loma Vista Lofts** | San Antonio, TX | 212 | New | In Development |
| **Marquette Hall** | Dubuque, IA | 28 | Historic | Completed |
| **Marshalltown Senior Residences** | Marshalltown, IA | 28 | Acq/Rehab | Completed |
| **Oneida Mill Lofts** | Graham, NC | 133 | Historic | Completed |
| **Overlook 157** | Asheville, NC | 141 | New | In Development |
| **Owensboro Historic Residences** | Owensboro, KY | 29 | Historic | Completed |
| **Panorama Heights** | Colorado Springs, CO | 133 | New | In Development |
| **Ramona Boulevard** | Jacksonville, FL | 431 | New | In Development |
| **Sinclair Flats** | Mankato, MN | 48 | New | In Development |
| **St. Thomas Historic Residences** | Colby, KS | 30 | Historic | Completed |
| **Sundance-Tonganoxie II** | Tonganoxie, KS | 16 | New | Completed |
| **The Landing at 818** | Sun Prairie, WI | 100 | New | Completed |
| **The Launchpad** | Colorado Springs, CO | 50 | New | In Development |
| **The Presley** | Madison, WI | 101 | New | In Development |
| **Trails at Lehow** | Englewood, CO | 82 | New | In Development |
| **Village on Main** | Waunakee, WI | 50 | New | Completed |
| **Walnut Street Flats** | Reedsburg, WI | 33 | New | Completed |
| **Washington Historic Residences** | Independence, KS | 23 | Historic | Completed |
| **Waverly Historic Lofts** | Waverly, IA | 34 | Historic | Completed |
| **Total Units** | | **3,532** | | |

## Mixed-Income Developments

Cohen-Esrey Development Group is committed to providing a technically innovative, high quality housing development. We are expanding our definition of success to include attractive, people-centric spaces with a safety net of support services for those who need them. We believe this will result in engaged and fulfilled residents who feel pride in their home and community.

In addition to those properties outlined in the previous section, we also wanted to highlight our experience in the wide variety of deal types and our ability to deliver affordable housing.

**Overlook 157** Overlook 157, located in Asheville, NC, is a 141-unit project, currently under construction. The property is a mixed-income development financed through typical debt and equity. CEDG partnered with the City of Asheville to provide 51% of units at 80% AMI in exchange for a City Property Tax Abatement. The rest of the units are market rate units. The property will provide market rate amenities at a transit stop – those amenities include gym, pool, business center, scenic overlook room and walking path. Overlook 157 is set to open in 2026.

**Lofts at Creekview** Lofts at Creekview was the first of its kind in a partnership with the San Antonio Housing Trust Public Facility Corporation. This 301-unit development will offer one-, two-, and three-bedroom homes with 5% of the units at 50% AMI, 10% of the units at 60% AMI, 35% of the units at 80% AMI with the remaining market rate. The development will include modern features and amenities, including a swimming pool, business center, picnic and barbecue area, playground, community center, dog park, theater/media room. Located next to a beautiful golf course and trailhead, the area provides amazing scenery and outdoor activities for residents to enjoy.

**Lofts at Ventura** Lofts at Ventura, located in San Antonio, Texas, is a 200-unit project, completed in 2022. It offers market rate amenities and location with rents no higher than 60% AMI. CEDG partnered with the Housing Authority of Bexar County to develop this project. Through this collaboration, an equity investment from Bank of America and permanent debt provided by Cedar Rapids Bank and Trust, Cohen-Esrey was able complete the project on time.

**Landing at 818** Cohen-Esrey completed the Landing at 818 in 2022. The property provides 100 units of affordable housing for residents 55 and older in this suburb of Madison, Sun Prairie. 'The Landing' has several amenities, including free underground parking, stainless steel appliances, in-unit laundry, and balconies. Located at a busy downtown intersection along the town's main thoroughfare, this infill development was designed according to the commercial district zoning codes and fitting with surrounding urban architecture.


**Sinclair Flats and Lewis Lofts** Cohen-Esrey was selected by the City of Mankato to redevelop an entire blighted downtown block that was previously home to a City-owned equipment storage facility. We divided the site into three phases and conducted environmental cleanup across both. The first phase is a 48-unit, 9% LIHTC project called Sinclair Flats. The second phase consists of a 64-unit, 4% LIHTC project called Lewis Lofts. The final phase will be market rate townhomes located on the north side of the site. The City of Mankato contributed TIF and CDBG funding, as well as site control. Tax credits and gap financing have been provided by Minnesota Housing Finance Authority.

# References

## City References

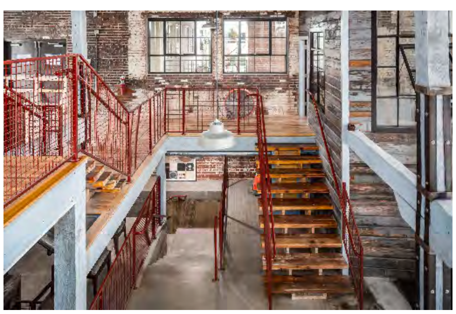
Hotel Grim, Texarkana, TX

David Orr
City Manager
City of Texarkana, TX
(903) 798-3902
david.orr@texarkanatexas.gov

Grant Historic Residences, Goodland KS
$4.6 million total development cost

Mayor Brian Linin
City of Goodland, Kansas
204 W 11th St
Goodland, KS 67735
(785) 890-4512
blinin@frontieraginc.com

## Financial Reference



Big Chair Lofts, Thomasville, NC
$21.6 million total development cost

Mark Risch, Managing Director
Stifel Public Finance
1401 Lawrence Street, Suite 900
Denver, CO  80202
(303) 291-5370
rischm@stifel.com

## Equity Reference

Washington Historic Residences, Independence KS
$5.5 million total development cost

Gary Howe, Director
Aegon Asset Management
100 Light Street
Baltimore, MD
(443) 475-3155
gahowe@aegonusa.com

Lofts at Ventura. San Antonio, TX
$37.5 million total development cost

Nick Balow, Vice President, Senior Relationship Manager
Bank of America
110 N. Wacker Drive, Chicago, IL 60606
(312)-904-1207
nicholas.balow@bofa.com

## CEDG Executive Team Bios

### R. Lee Harris, CRE, CPM, President and CEO

R. Lee Harris is president and CEO of Cohen-Esrey Real Estate Services, LLC (CERES). Harris is a 1975 graduate of Kansas State University, where he earned a Bachelor of Science degree in economics. Upon graduation he joined CERES where he now serves as president and CEO. He is a Certified Property Manager through the Institute of Real Estate Management and CRE designated by the Counselors of Real Estate. Harris has been personally involved in the management of more than 53,000 multi-family units and 25 million square feet of office building, industrial and shopping center space throughout the country. He has worked with real estate investment trusts, insurance companies, pension funds, banks, savings and loans, developers, government agencies, and corporate and individual investors.

In 1979 Harris became a member of the Institute of Real Estate Management's Academy of Authors by publishing numerous articles regarding the commercial real estate industry. He has written a wide range of articles for The Journal of Property Management, Affordable Housing Finance Magazine, Apartment Finance Today, Scotsmen Guide, Real Estate Issues, and a number of other publications. He was the 1986 president of the Kansas City IREM Chapter and was the Chapter's 1988 recipient of the Certified Property Manager of the Year award. Harris was chairman of the Kansas State University Foundation Executive Committee from 2008 to 2010 and is currently the chairman of the Kansas State University Foundation Board of Trustees. He also serves on the board of directors for the Heartland Apartment Association.

### Jon Atlas, Managing Director, CEDG

In his role as Vice President of Development, Jon conducts site analyses, creates financial models, assembles development teams, attracts financing, and executes the application process for Low-Income Housing Tax Credit projects throughout Cohen-Esrey's footprint states. Jon has many years of housing, tax credit, and policy experience. Prior to joining Cohen-Esrey, Jon was a vice president at JP Morgan in Chicago, where he underwrote and closed more than 40 LIHTC transactions across the country, totaling $500 million in equity. He previously worked for National Equity Fund as an associate fund manager, raising LIHTC equity from institutional tax credit investors. In addition, Jon served as a legislative assistant for two members of Congress in Washington, D.C., advising them on a variety of topics including housing, economic development, taxes, and public safety. Jon graduated from Duke University, where he received a degree in public policy. He also has a Master's in Business Administration from the University of Chicago with concentrations in finance, economics, and entrepreneurship.

### Phil Melton, Managing Director, CECP

Phil Melton has been in the mortgage banking industry for over 25 years with a focus on multifamily finance during that time. He has been responsible for directly sourcing capital totaling over $4 billion while also leading production teams responsible for over $5 billion in financing. Phil has worked closely with Cohen-Esrey for the past 20+ years as a trusted source for debt and equity through his industry relationships. He has been married to his wife Reagan for 25 years, they have two girls (17 and 12), two dogs, and two cats. Phil graduated from the University of New Orleans with a BS in Economics, has written extensively in industry periodicals as well as been a sought-after speaker at various industry conferences. Profile of Developer's Team Members

**Full Resumes and References for Team Members are provided in the Appendices.*

# 4 Profile of Developer's Team Members

## Corporate Attorney

Sandberg Phoenix & von Gontard P.C. ("Sandberg Phoenix") was founded in 1979 by nine attorneys. Today, Sandberg Phoenix has a team of over 150 attorneys, supported by a total of more than 100 professional staff members, all of whom are dedicated to delivering cost-effective legal services that are responsive to the needs of our clients. The firm provides its clients with high-level legal services nationwide and especially in states across the Midwest.

The firm is composed of five primary practice areas: Business Litigation, Business Transactional, Health Law, Intellectual Property and Products Liability. Overall, the firm offers a full spectrum of legal services, ranging from employment law and product liability to wealth planning and intellectual property services.

Sandberg Phoenix's headquarters is in downtown St. Louis, Missouri, with offices in Clayton and Kansas City, Missouri. The firm also maintains four additional regional offices in Carbondale, Edwardsville and O'Fallon, Illinois, and Gainesville, Florida.

Contact: James Neeld, Shareholder
(816) 627-5332
jneeld@sandbergphoenix.com

## Local Land Use Attorney

Graybill, Lansche & Vinzani, LLC is a boutique commercial real estate and business transactional firm with offices in Charleston and Columbia, South Carolina. Our Firm has significant experience in commercial real estate, and general business and business tax representation, and we enjoy a reputation of providing high-quality legal services delivered practically and efficiently.

We focus our primary practice on the acquisition, construction, leasing, financing and sale of commercial property, and related business transactions. Some of our attorneys focus their practice on business litigation, mergers and acquisition and tax-related transactions. Our attorneys have a hands-on approach and become an invaluable resource to our clients both during and after the consummation of a transaction. Our goal is to become a valuable member of your corporate and development teams. In addition to providing quality legal advice, we bring a business perspective to each transaction.

Contact: M. Jeff Vinzani
(843) 628-7732
jvinzani@glvlawfirm.com

## Architect

McMillan Pazdan Smith is a regional, practice-area based architecture, planning, and interior design firm whose mission is to help clients create environments that enrich their lives and enhance the quality of their communities.

Contact: Nathan Schutte, AIA, Senior Associate
(843) 566-0771
nschutte@mcmillanpazdansmith.com

## Construction Consultant

Since 1981, Trident Construction has repeatedly earned the trust of our clients, subcontractors and design professionals by working collaboratively and diligently on every project. Our commitment to our clients is unwavering, from developing early design concepts, preparing control budgets to completing the final walk through.

Contact: Todd Bullwinkle, Vice President
(843) 576-5135
todd@tridentcon.com

## IRA and Green Building Consultant

We are the nation's leading full-service environmental, engineering, and energy due diligence firm. We innovate solutions to our nation's largest challenges with affordable housing.

Contact: Rob Hazelton, CEO
(804) 924-2327
r.hazelton@d3g.com

## Development Advisory/TIFIA Application Consultant

We are a top ten advisory tax and assurance firm dedicated to customized business solutions that generate and sustain growth. We lead with purpose, and we walk with you every step along your journey.

Contact: Don Benards, Partner
(608) 240-2643
Donald.Benards@bakertilley.com

# 5 Assigned Staff

## Development Lead

### Clark Mills, Development Director

Clark Mills is the Development Director for the Southeast of Cohen-Esrey Development Group. In this role, he will work to expand CEDG's affordable housing portfolio in Virginia, North Carolina, South Carolina and Georgia. Clark is driven to find new and creative ways to finance affordable housing projects and make sure all of his developments have a positive impact on the community.

Prior to joining Cohen-Esrey, Clark was the Chief Investment Officer for James Doran Company based out of Charleston, SC. In partnerships with the Humanities Foundation, Clark led the development and construction of over 1,000 affordable housing units with total development costs exceeding $200 million. In addition to these efforts, Clark serves on multiple boards to advocate for affordable housing, including Charleston's Mayors' Commission for Homelessness and Affordable Housing and East Cooper Habitat for Humanities. Previous experience includes working at a private equity investment group as a Business Strategist where he led multiple successful start-up ventures and as the owner of a historic furniture restoration shop in Charleston, SC.

Clark graduated from Murray State University with a degree in Economics and received his MBA from the University of South Carolina - Darla Moore School of Business with a concentration in Finance. Clark resides in Mt. Pleasant, SC with his wife and three sons. When not working, he will probably be found at a sports complex coaching one of his children in the sport of the season or enjoying one of the great restaurants in the Charleston area with his wife, Leigh.

## Owner's Representative

### Tim Minson, VP of Design and Construction

Tim Minson currently serves as the Vice President of Design and Construction, where he spear-heads all design and construction strategies for the Cohen-Esrey Development Group. Tim is responsible for all site development, including layout, cost review, and governmental compliance.

Tim furthermore drives building and project design by coordinating efforts with engineers, architects, and consultants for a successful project. Prior to joining Cohen-Esrey, Tim was a private developer and brings 35 years of experience to the Cohen-Esrey team. Tim's developments include multi-family, single family, commercial and LIHTC products.

Tim has been involved with over $500 million in building and developmental projects throughout the United States. Tim is a graduate of the University of Missouri at Columbia with a Bachelor of Science degree.

## Project Manager

### Jack Brenton, Development Manager

Jack Brenton joined Cohen-Esrey Development Group in 2018 and now serves as the Development Manager for Cohen-Esrey Development Group. Jack serves as the Development Manager for the Southeast Region and supports Clark Mills in managing the development process. Jack underwrites and manages the development process for the team. Since 2018, Jack has helped create more than a thousand units of affordable housing in Texas, Wisconsin, Colorado and Minnesota.

Prior to joining Cohen-Esrey, Jack graduated from the University of Kansas, where he received a degree in Architecture and a Master's degree in Urban Planning with a concentration in Affordable Housing.

# 6 Development Plan

## Vision

### Transit Oriented Development

Charleston is a city on the move. Over the past quarter century, the Charleston MSA has experienced unprecedented population growth and economic prosperity which is the envy of nearly all other metros in the United States. The mild climate and friendly business environment have benefitted many that choose to make Charleston their home, but progress has come at a cost.  The region is experiencing an affordable housing crisis, and the redevelopment of Meeting Street Manor Extension is an opportunity to address this issue on multiple fronts. Our Development Plan is to leverage the investments being made in the Low Country Rapid Transit (LCRT) and the Lowcountry Lowline to build a mixed-use/mixed-income community in the heart of the Charleston Peninsula.

The property sits adjacent to an existing CARTA Bus Stop and future LCRT Corridor that just received $100MM in funding from the Department of Transportation. The 2 planned stops within ½ mile of the site will provide a low-cost and reliable transportation option for the future residents. Less than 300' from the site will be the future Lowcountry Lowline, which received a $7MM planning grant in 2023. This project will provide a vast network of bicycle routes through the city along with ample green space and recreation.

### Proposed Income Mix

| Income Restriction | Units |
|---|---|
| Section 18 | 44 |
| < 80% AMI | 74 |
| < 120% AMI | 112 |
| Total | 230 |

## Design and Construction Concepts

Developing real estate in Charleston faces several environmental risks. Storm water retention and annual risks of hurricanes and flooding have been identified as significant issues that impact design, construction materials, and ultimately the cost of the project. Charleston's entitlement process will also be a potential hurdle. The project is in a historic district, fire district, has split zoning, and will have to receive approvals from the Architecture Review Board, the Design Review Committee, and the Technical Review Committee.

McMillan Pazdan Smith Architecture and has provided conceptual designs that satisfy existing zoning regulations and achieve CHA's Objectives for Meeting Street Manor Extension Redevelopment. Plans and design description provided by MSP can be found at the beginning of the Appendix.

### Project Summary

| | |
|---|---|
| Studio | 24 |
| 1-Bed | 100 |
| 3-Bed | 70 |
| 4-Bed | 32 |
| 5-Bed | 4 |
| Total Units | 230 |

| | |
|---|---|
| Total Parking | 256 |
| Amenity GSF | 26,600 |
| Commercial GSF | 13,500 |

## Financing Structures

### Strategy

The proposed financing structure is intended to create the greatest value for the Charleston Housing Authority, impact the affordable housing crisis in the City of Charleston, and provide a customer base to support the LCRT.  The uncertainty and limitations associated with a LIHTC structure led us to seek alternative financing options. Our proposal provides 230 units of affordable and workforce housing units for essential workers with moderate income and those living in poverty. This strategy will create a long-term financial asset for Charleston Housing Authority while providing the City of Charleston with the economic/social asset of affordable housing in perpetuity.

## Proposed Sources

### TIFIA

In October of 2023, the U.S. Department of Transportation released a policy statement that opened the door for affordable housing to be financed funds allocated in the Transportation Infrastructure Finance and Innovation Act (TIFIA). With more than $70 billion in lending capacity, these funds will provide 49% of the Total Development Costs at a below-market interest rate for a Transit Oriented Development. Applications for funding undergo a timely and complex process that typically takes 9-12 months to complete.

Don Bernards, Baker Tilly, will consult on the application process and Rob Hazelton, D3G, will provide Due Diligence studies. The pair have successfully secured resources from various federal funding programs and are recognized as experts in their fields.

### Inflation Reduction Act (IRA) of 2022

The IRA provides the largest climate investment in US history at $369 billion to deploy with much of the allocation going to various housing and low-income, community initiatives. Rob Hazelton of Dominion Due Diligence Group has joined the team to assist with pre-development consulting and preparing IRA grant/funding applications while identifying the best path to take regarding the myriad of green building certification programs to reap the greatest return for the property. Rob is knowledgeable of not only current federal resources, but also what opportunities will be available soon. An additional $14,000 per unit of sources is included for underwriting.

### Construction and Permanent Financing

With TIFIA as the foundation, CEDG will source investment grade construction and permanent financing. Private financing from mission-driven lenders will provide approximately 30% of the capital stack and CEDG has a strong reputation among lenders.

### Equity

Equity will cover 15-20% of the Total Development Costs. Investors will be economically driven but will also be looking to fulfill a CRA need. CEDG has engaged in preliminary conversations with potential investment partners and received positive feedback. There’s a strong appetite for this type of project in the Charleston market. The hold period is expected to be 7-10 years.

## Proposed Uses

### Construction (Hard) Costs

Quality construction in Charleston is expensive, and affordable housing is no exception. A few of the significant factors include:

1. Located in a FEMA flood zone
2. Insurance premiums are higher due to flood and hurricane risk
3. Stormwater retention requirements
4. City of Charleston Design and aesthetic standards

These issues, along with the many more that come with developing in Charleston, are the reason for including Trident Construction to the Development Team. Trident has been a premier contractor in Charleston since 1981 and have provided guidance on construction costs.

*Financial Models including 15-year Proforma, Development Budget, and Sources and Uses are included in the Appendix.

## Market Strategy

Due to Year-over-Year rent increases of more than 10% since 2021, the proposed rents have a significant market advantage over comparable properties.

### Market Advantage

| | AMI Restrictions | |
|---|---|---|
| | < 80% AMI | < 120% AMI |
| Studio | 73% | 11% |
| 1-Bed | 73% | 11% |
| 2-Bed | 84% | 17% |

The amenity package presented is on par with any other property in the market and the restricted rents could have a ripple effect on competitors. These rents will put downward pressure on market rate properties.

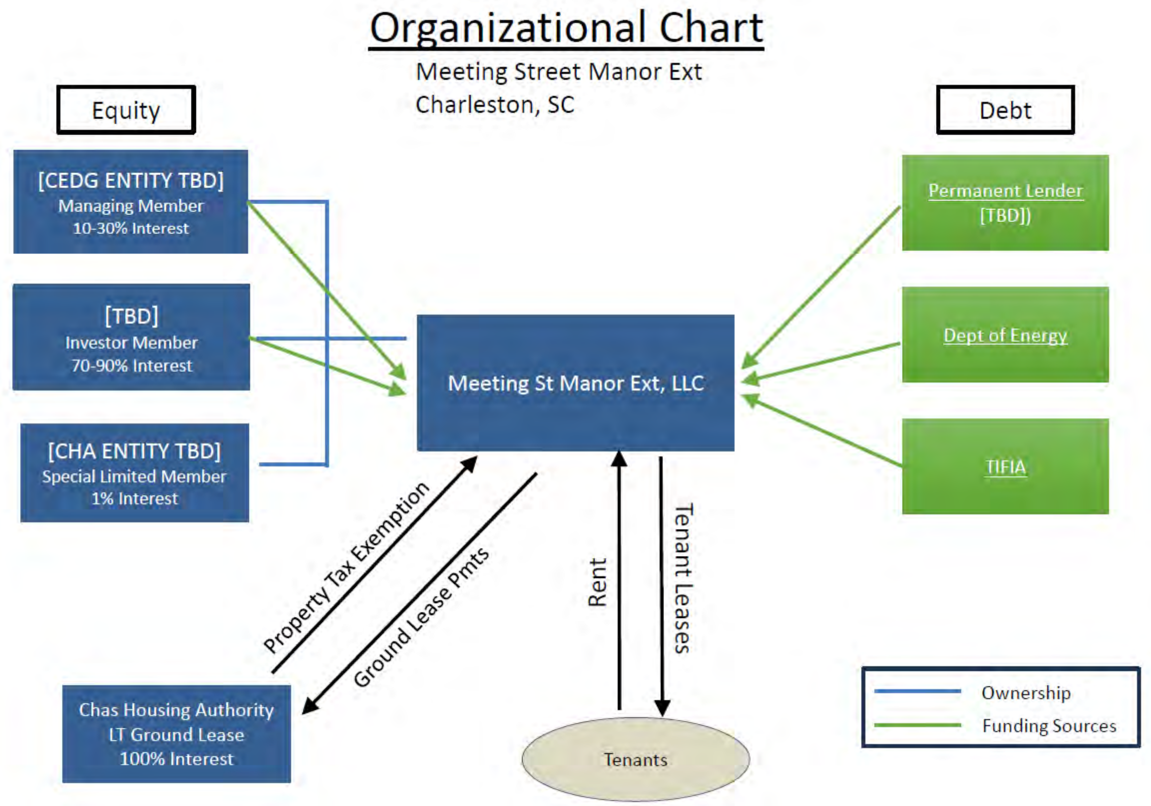
## Management Plan

Cohen-Esrey self-manages the properties it develops and provides property management for third parties through Cohen-Esrey Communities, LLC (CEC). In its 50-year history, Cohen-Esrey Communities, LLC has managed over 525 different apartment communities that offer more than 65,000 units in over 180 markets. Most gratifying has been the hundreds of thousands of individuals and families who have a Cohen-Esrey Community home. CEC is structured into two specialized property management divisions: Affordable and Market-Rate.

The company has deep experience managing a wide variety of community types, including conventional market-rate apartment homes, Section 42 tax credit properties, and HUD-financed communities. Properties range in size from 30-units in the Affordable Division to 1,400 units in the Market-Rate Division.

As with all properties within the portfolio, CEC's approach is tailored to the resident's needs and the market. CEC will work with Charleston Housing Authority to provide the property with proper staffing, resident services and comply with all local, state, and national standards.

## Legal and Ownership Structure




## Long-Term Ownership Plan

Following the 7- to 10-year initial investment period, CHA will have the right to purchase the property at appraised value. If CHA declines the Purchase Option, the Investor Member and Managing Member will have the right to sell the property. Charleston Housing Authority will retain the ROFR for the duration of the 99-yr Ground Lease.

The intent is for CHA to maintain a minimum of 1% Equity in the property regardless of if the partners transfer ownership to another party and have the right to acquire additional equity if desired.

## Minority and Women Participation and M/WBE Utilization

CEDG and the Development Team will demonstrate commitment to Minority and Women participation and exercise best efforts for M/WBE utilization.

## Section 3 Efforts

CEDG will comply with the requirements related to Section 3 of the Housing and Urban Development Act of 1968.

# 7 Registration of Foreign Entities

Cohen-Esrey Development Group is not, nor is any member of the Development Team a Foreign Entity.

# 6 Fee Proposal

## Developer Activity/Responsibilities and Fee Split

<u>Cohen Esrey Development Group</u>

- Manage and finance all predevelopment activity
- Negotiate financial structure and Operating Agreements with Investment Partners
- Oversee and manage construction through CO and lease-up
- Provide financial guarantees through construction completion

<u>City of Charleston Housing Authority</u>

- Participate in project development meetings as desired
- Provide input in design, financial partners, and coordination with City of Charleston
- Provide relocation services for current residents

| | | |
|---|---|---|
| Developer Fee | $4,600,000 | Cohen-Esrey Development Group |
| Acquisition Fee | $2,000,000 | Charleston Housing Authority |
| Relocation Coordinator Fee | $75,000 | Charleston Housing Authority |
| Total Fees | $6,675,000 | |

## CHA Fees earned during Operations

| | |
|---|---|
| Long Term Ground Lease (Annual) | $50,000 |
| 0.5% Asset MGMT Fee | $29,000 |
| First Year Fees via Operations | $79,000 |

*CHA will have additional opportunities to earn additional fees as a nonprofit conduit for soft loans and via cash flows available for distribution as a 1% equity stakeholder.

## Other Financial Benefits for Charleston Housing Authority

- Purchase Option after initial 10-year hold period
- Right of First Refusal for any transfer of ownership
- 99-year ground lease
- Restrictive Covenants providing Affordable Housing in perpetuity.

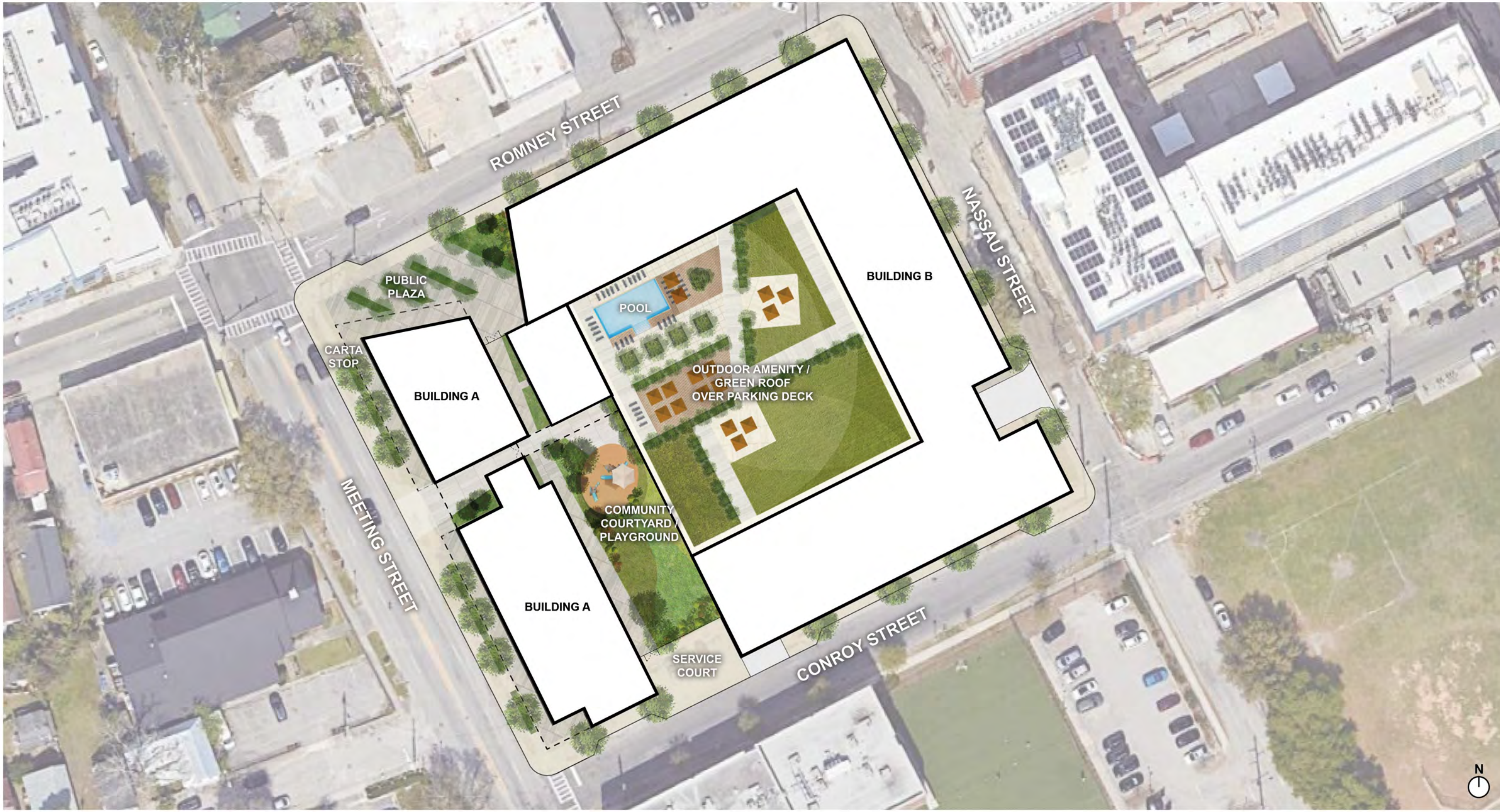
# 8 Appendices

In addition to the information provided in this RFP, the following documents provide more context for our proposal:

i. Architect Conceptual Site Plan
ii. Financial Models
    i. 15- Year Proforma
    ii. Sources and Uses
iii. Preliminary Entitlement and Construction Schedule
iv. Development Team Qualifications and References
    i. McMillan Pazdan Smith Architecture
    ii. Cohen Esrey Communities
    iii. Graybill, Lansche & Vinzani
    iv. Trident Construction
    v. Dominion Due Diligence Group – Rob Hazelton
    vi. Baker Tilly – Don Benards
v. TIFIA
    i. Policy Statement on TOD – 10/26/23
    ii. Term Sheet
    iii. Process
vi. IRA – Green Build Initiatives
    i. Clean Energy Through the Inflation Reduction Act (IRA) – Flyer

i. Architect Conceptual Site Plan

# SITE PLAN

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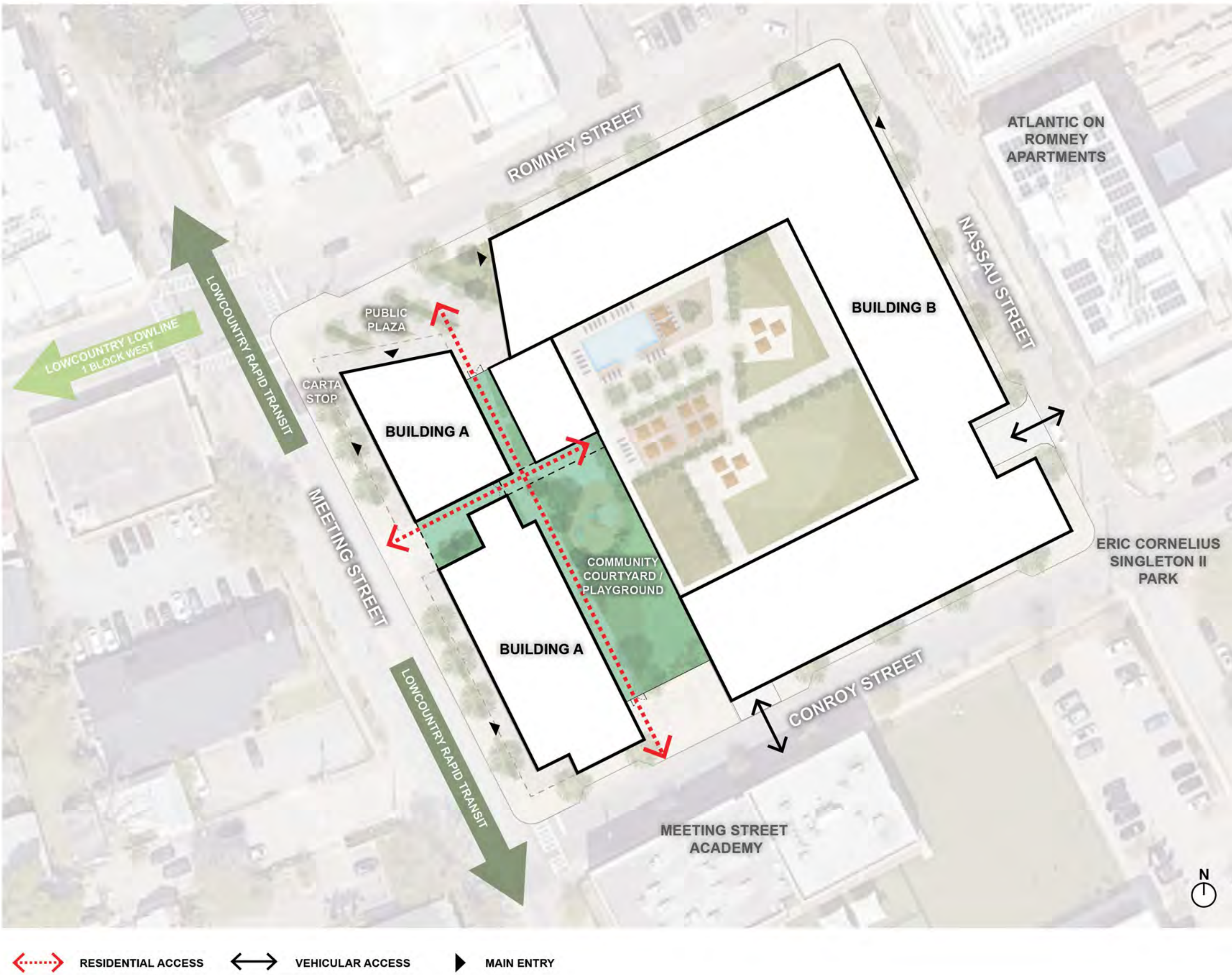
# SITE CONTEXT




## DESIGN DESCRIPTION

Inspired by the City's commitment to **public transportation and community connectivity** the project is programmed and organized to compliment and enhance this vision.

Arrival is celebrated with the creation of a **public plaza** at the corner of Romney and Meeting Streets prioritizing pedestrian access to the **Lowcountry Lowline** down Romney Street.

Meeting Street is activated with commercial ground level uses and embraces **CARTA's** Rivers Avenue line bus stop.

Smaller, **Building A**, massing along Meeting Street is leveraged to link the primary street scape to internal ground level amenities.

An internal pedestrian way connects through the project from the Public Plaza at Romney South to Conroy Street along the ground level courtyard.

**Outdoor Recreational facilities** are provided in multiple locations and on multiple levels within the project including a **ground-level playground** and elevated **courtyard level pool** and **active greenspace.**

**Building B** transitions the project to the much larger scale of Atlantic on Romney Apartments with an open courtyard toward Meeting Street.

The **Community Room** for the residences connects the ground-level public spaces to the private upper-level courtyard of Building B.

Interior Recreation areas are included within the Building B and include **Bike storage** and service area, **Fitness**, and programmed Recreation, as well as **business co-working areas**.

All parking is handled internally, wrapped with residential amenities, and accessed from both Nassau and Conroy Streets.

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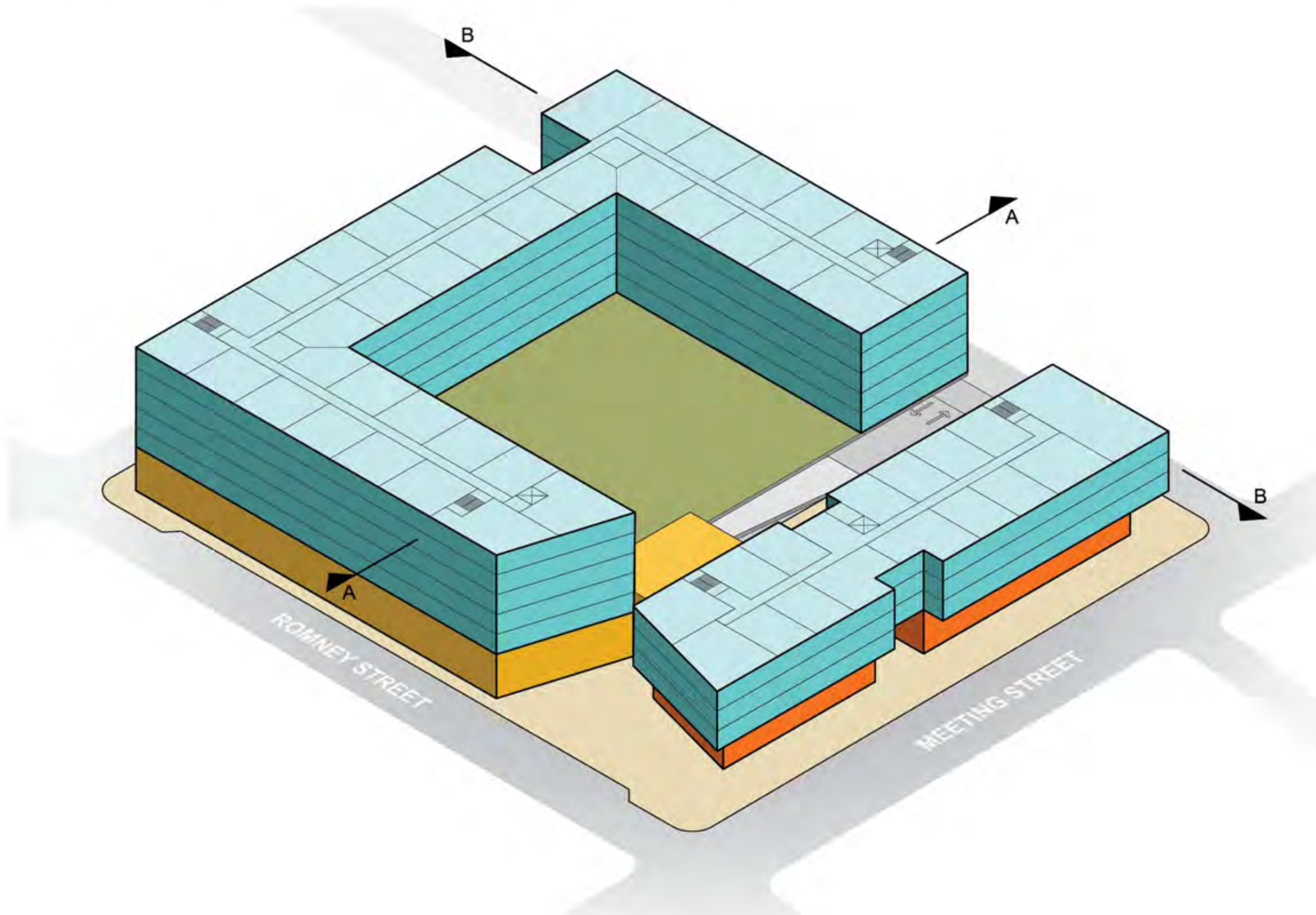
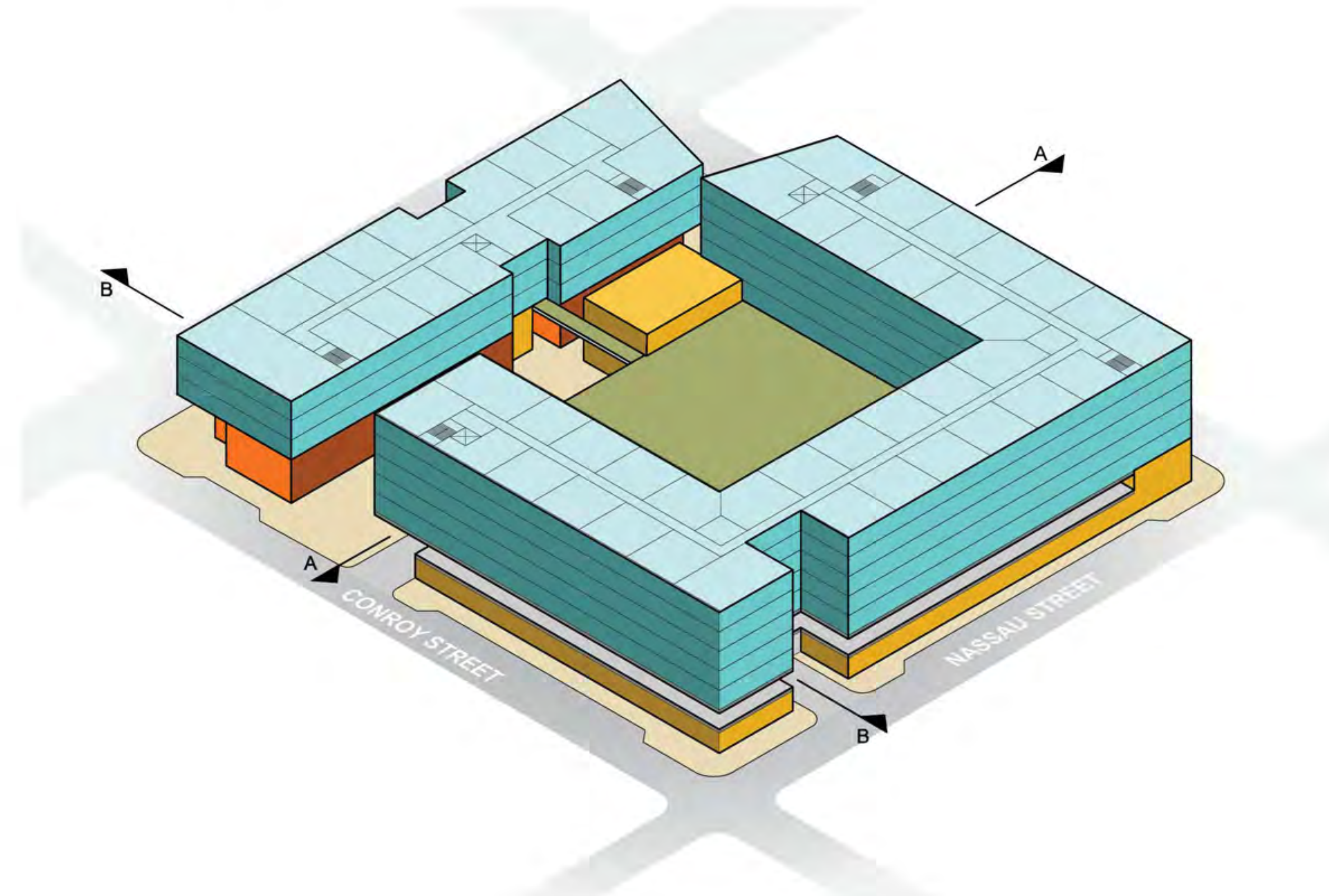
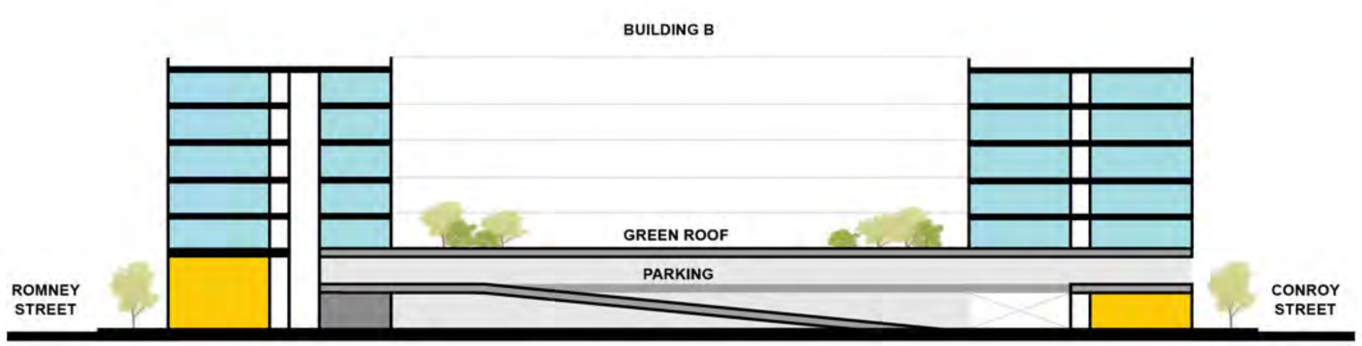
## MEETING AND ROMNEY STREET



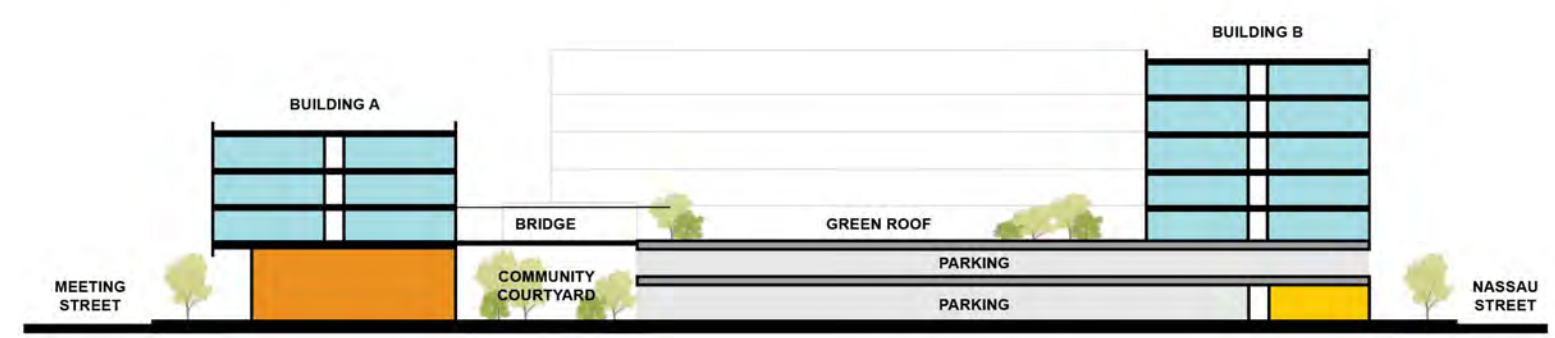

## CONROY AND NASSAU STREET




## SECTION A




## SECTION B




RESIDENTIAL

RECREATION / AMENITY

COMMERCIAL

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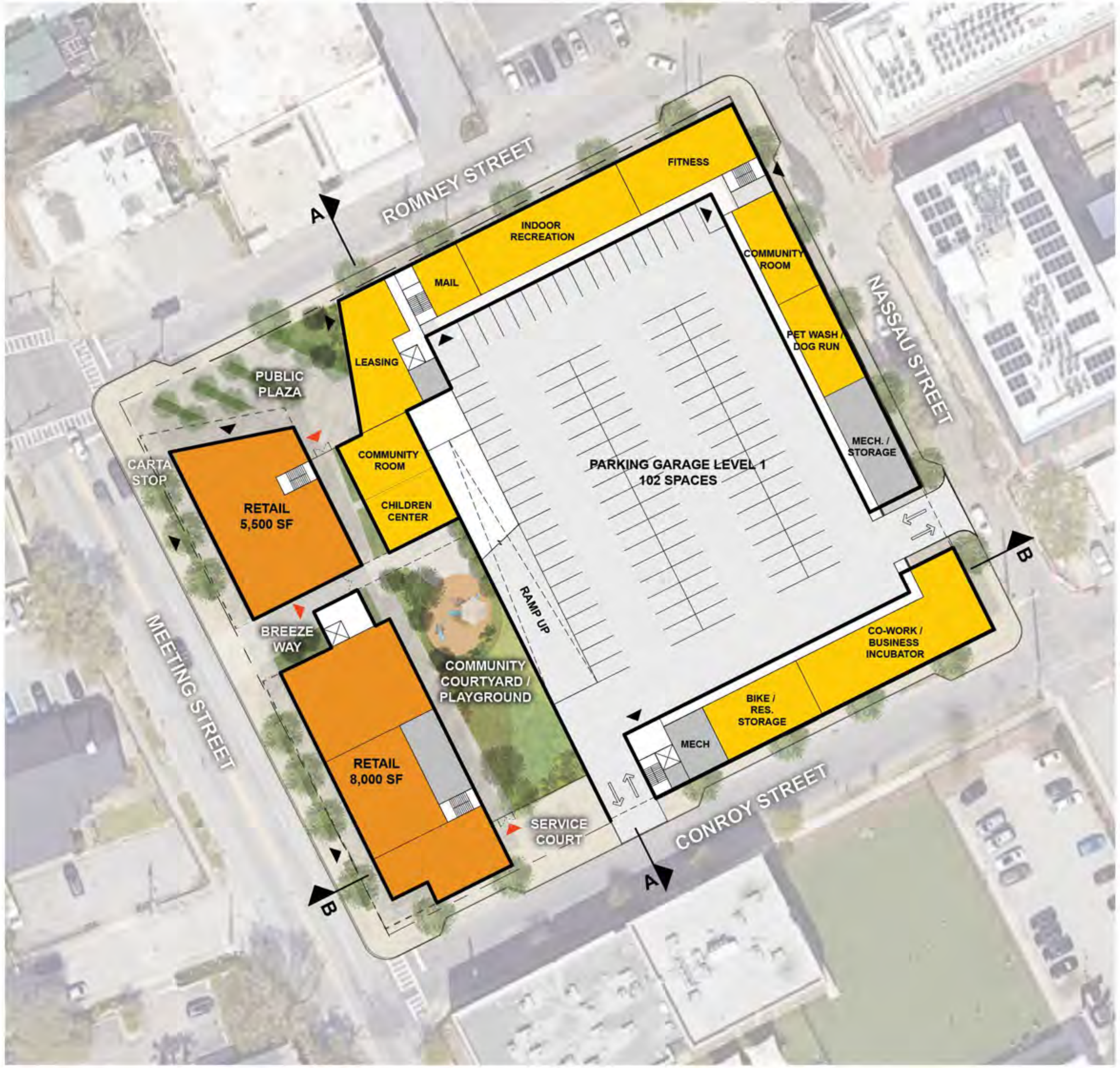
# LEVEL 1 FLOOR PLAN




RESIDENTIAL   RECREATION / AMENITY   COMMERCIAL

N

## DEVELOPMENT DATA

| Building A | 71,000 GSF | 48 Units |
|---|---|---|
| Residential | | |
| Level 4 | 19,000 | 16 units |
| Level 3 | 19,000 | 16 units |
| Level 2 | 19,000 | 16 units |
| Level 1 | 500 | |
| Commercial | | |
| Level 1 | 13,500 | |

| Building B | 312,050 GSF | 182 Units |
|---|---|---|
| Residential | | |
| Level 6 | 39,850 | 37 units |
| Level 5 | 39,850 | 37 units |
| Level 4 | 39,850 | 36 units |
| Level 3 | 39,850 | 36 units |
| Level 2 | 39,150 | 36 units |
| Amenity | | |
| Level 2 | 3,200 | |
| Level 1 | 23,400 | |
| Parking | | |
| Level 1.5 | 50,300 | 154 spaces |
| Level 1 | 36,600 | 102 spaces |
| **Grand Total** | **383,050 GSF** | **230 Units** |

| Building A | |
|---|---|
| Studio | 4 |
| 1-Bed | 20 |
| 2-Bed | 14 |
| 3-Bed | 8 |
| 5-Bed | 2 |
| **Total** | **48** |

| Building B | |
|---|---|
| Studio | 20 |
| 1-Bed | 80 |
| 2-Bed | 56 |
| 3-Bed | 24 |
| 5-Bed | 2 |
| **Total** | **182** |

| Totals | |
|---|---|
| Studio | 24 |
| 1-Bed | 100 |
| 2-Bed | 70 |
| 3-Bed | 32 |
| 5-Bed | 4 |
| **Total** | **230** |

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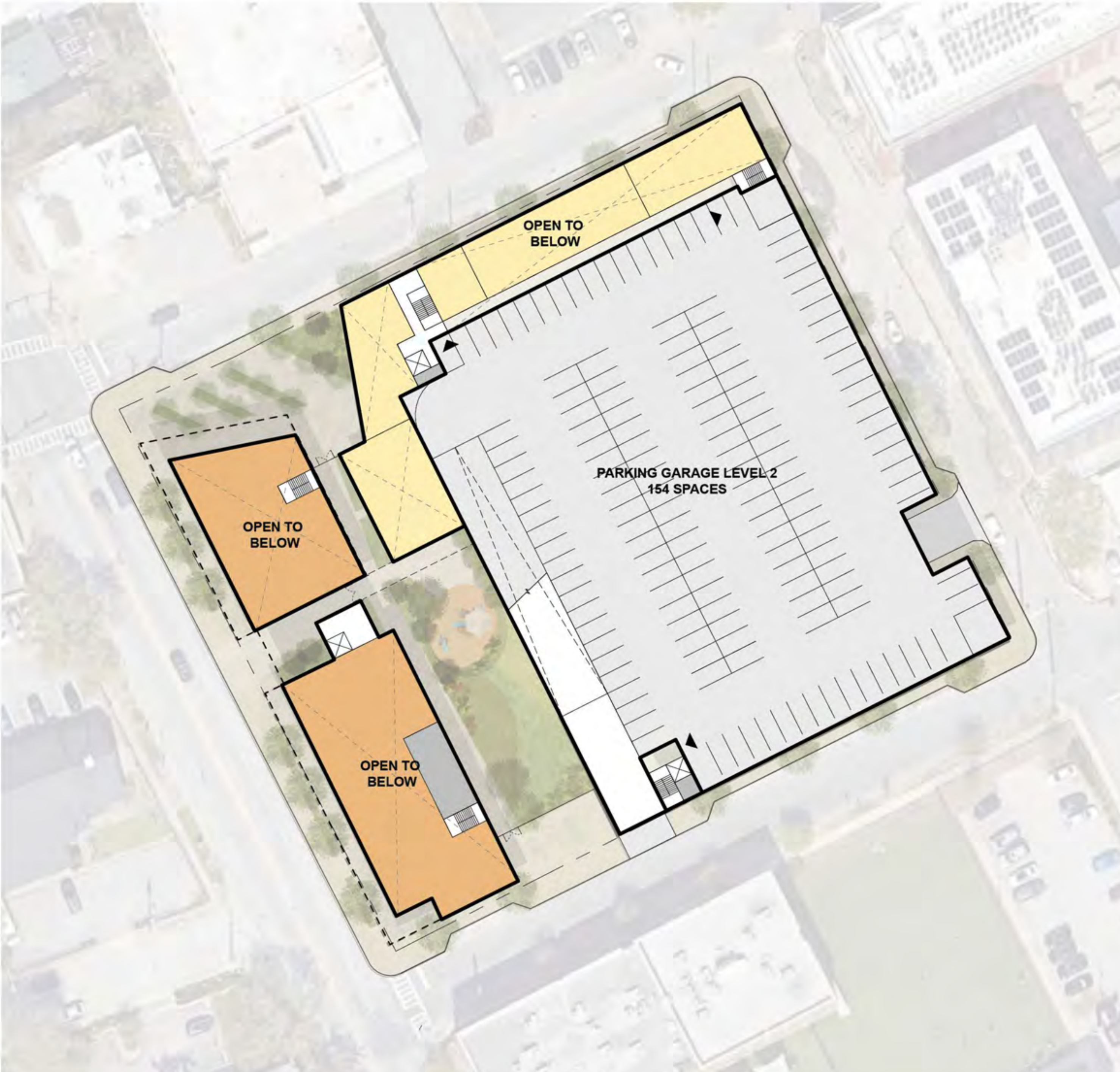
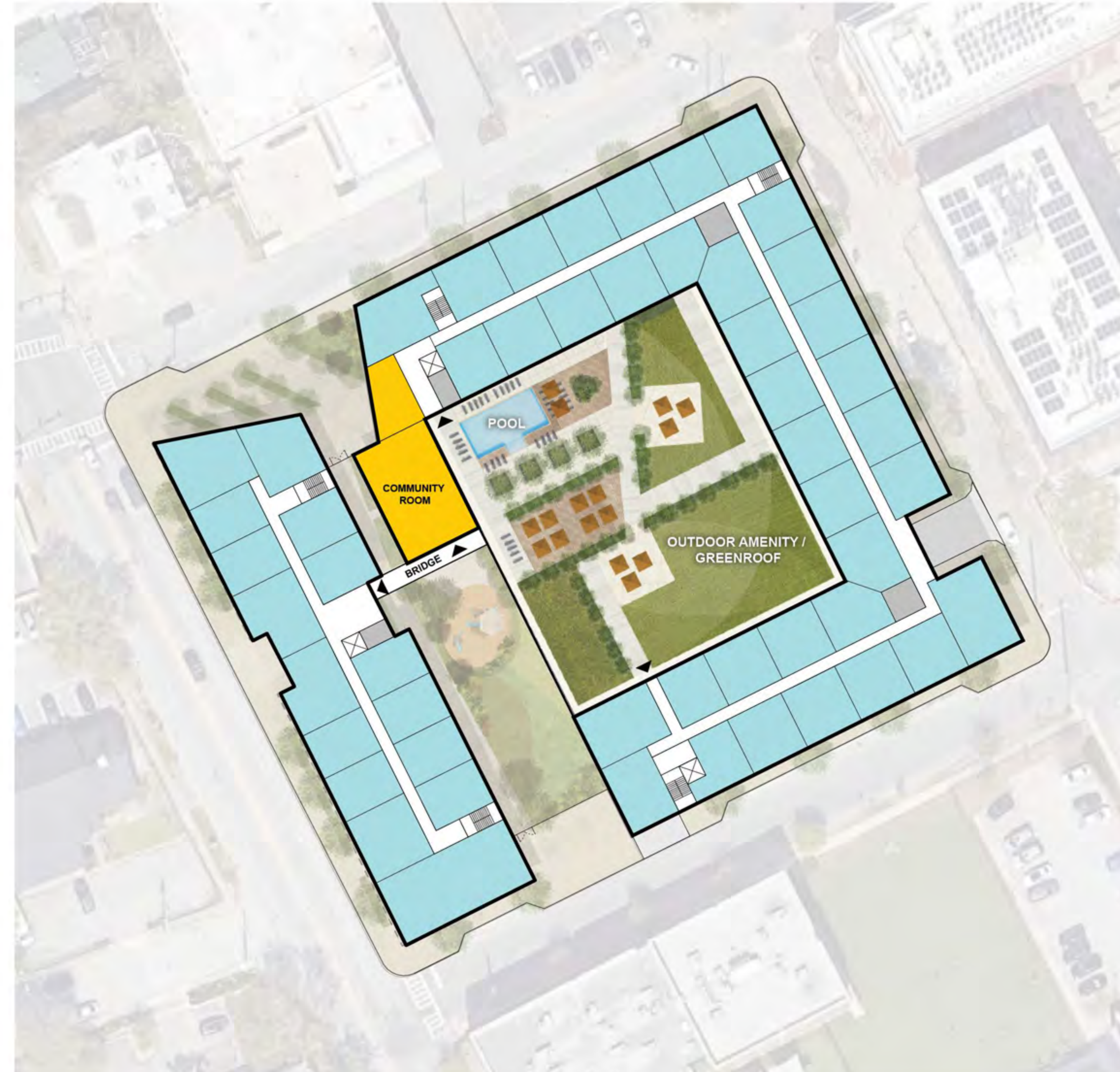
## LEVEL 1.5 FLOOR PLAN




## LEVEL 2 FLOOR PLAN

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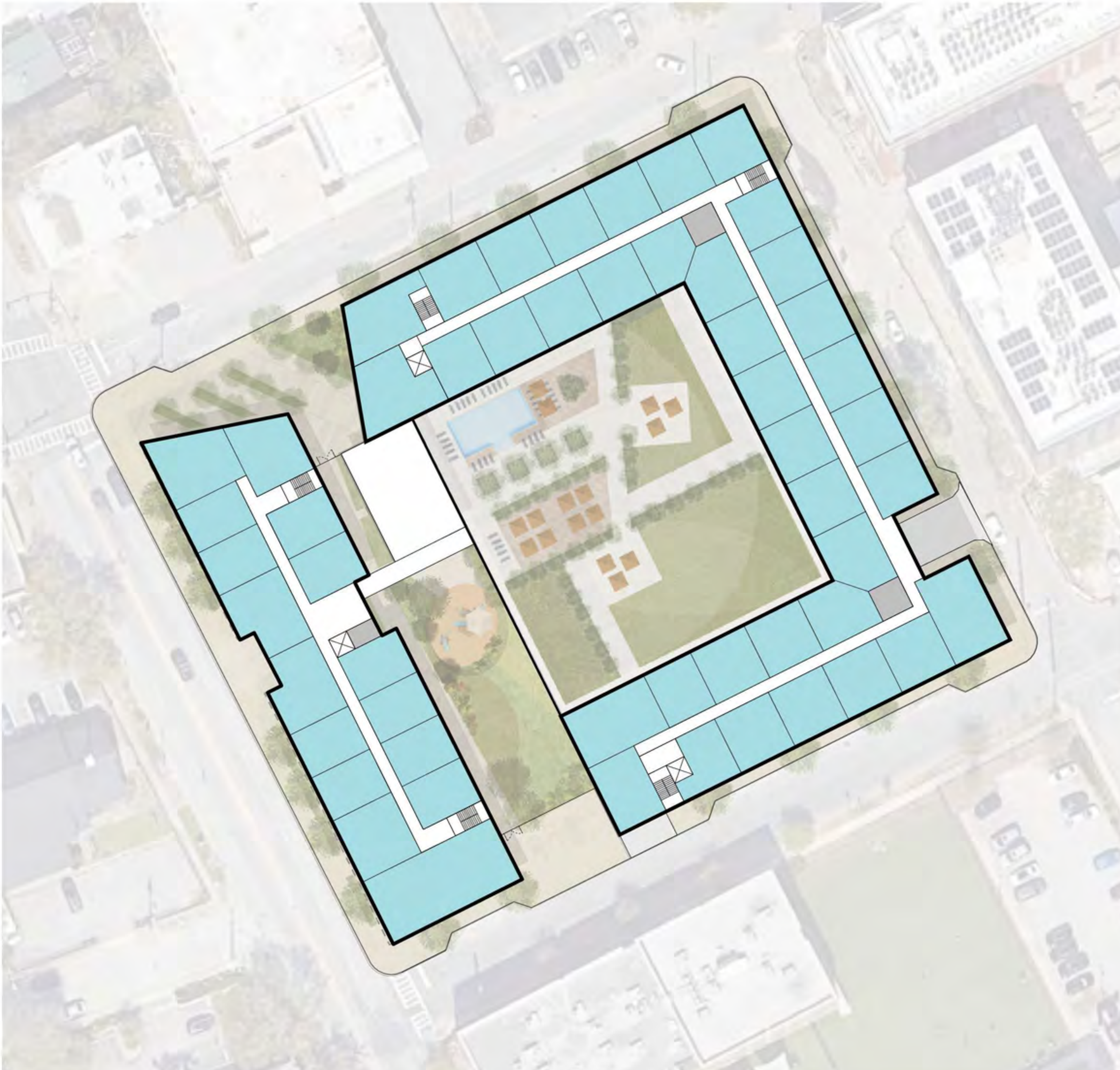
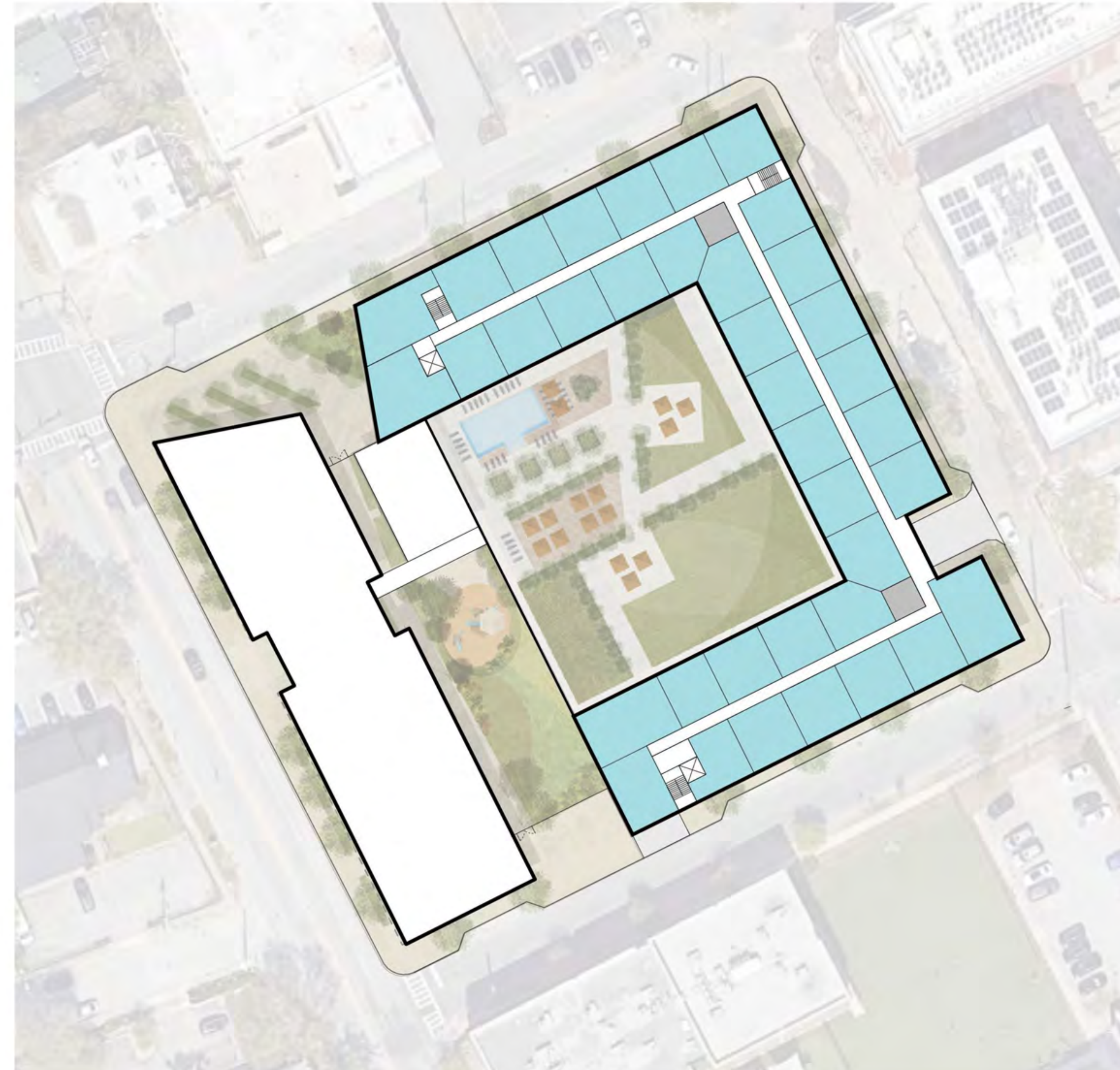
## LEVEL 3 - 4 FLOOR PLAN



## LEVEL 5 - 7 FLOOR PLAN



RESIDENTIAL

RECREATION / AMENITY

COMMERCIAL

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ii. Financial Models

    i. 15- Year Proforma
    ii. Sources and Uses

# Meeting Street Manor RFP

**New Construction**
**Proposed Project Development Sources**

| Description | Total |
|---|---|
| **SOURCES:** | |
| Permanent Debt | $ 21,000,088 |
| Construction Loan | 21,000,088 |
| Construction Loan Repayment | (21,000,088) |
| City of Charleston (Fee in Lieu) | 11,730,000 |
| TIFIA | 45,000,000 |
| Equity | 12,914,464 |
| Total Sources | $ 90,644,552 |
| | |
| **USES:** | |
| **Acquisition Costs:** | |
| Acquisition Fee | 2,000,000 |
| Total Acquisition Costs: | $ 2,000,000 |
| | |
| **Hard Costs:** | |
| Construction - New | $ 63,250,000 |
| Construction Contingency | 3,299,519 |
| General Requirements | 3,749,453 |
| Contractor Overhead | 1,499,781 |
| Contractor Profit | 3,749,453 |
| Insurance | 350,000 |
| Apartment Appliances ($/unit) | 920,000 |
| **Total Hard Costs:** | $ 78,288,580 |
| | |
| **Soft Costs:** | |
| Architect & Engineering | |
| Architect Fee - Design and Engineering | $ 1,799,737 |
| Architect - Supervision | 449,934 |
| Civil Engineering | 250,000 |
| MEP/Structural | 50,000 |
| Property | |
| Survey | 15,000 |
| Environmental Reports | 75,000 |
| Appraisal | 8,000 |
| Market Study | 6,500 |
| Geotech | 20,000 |
| Lender | |
| Construction Interest | 1,294,040 |
| Const'n Loan Origination Fee | 105,000 |
| Construction Inspection Fee | 100,000 |
| Perm Loan Fee | 105,000 |
| Due Diligence Fee | 100,000 |
| Bank Appraisal | 7,000 |
| Insurance | |
| Construction Insurance ($/unit) | 103,500 |
| Taxes | |
| Property Taxes During Construction | 25,000 |
| Other | - |
| Title and Closing | |
| Title Insurance Policies | 100,000 |
| Title Policy Endorsements | 15,000 |
| Closing Fees | 3,000 |
| Recording Fees | 500 |
| Attorney Fees | |
| Borrower's Counsel | 75,000 |
| Lender's Counsel/Loan Doc Prep | 100,000 |
| Investors Legal | 100,000 |
| Environmental Legal | 50,000 |
| UCC Search | 2,500 |
| Accounting Fees | |
| Accounting Fees | 20,000 |
| Financial Modeling for Tax Opinion/Cost Segrega | 10,000 |
| Reserves | |
| Soft Cost Contingency | 207,119 |
| Start-Up Advertising | 5,000 |
| Lease-Up Reserve | 149,500 |
| Developer's Fees | 4,449,695 |
| Developer Overhead | 180,000 |
| Construction MGMT Fee | 374,945 |
| **Total Soft Costs:** | $ 10,355,972 |
| **TOTAL USES** | $ 90,644,552 |
| | |
| ***GAP/(SURPLUS)*** | $ - |

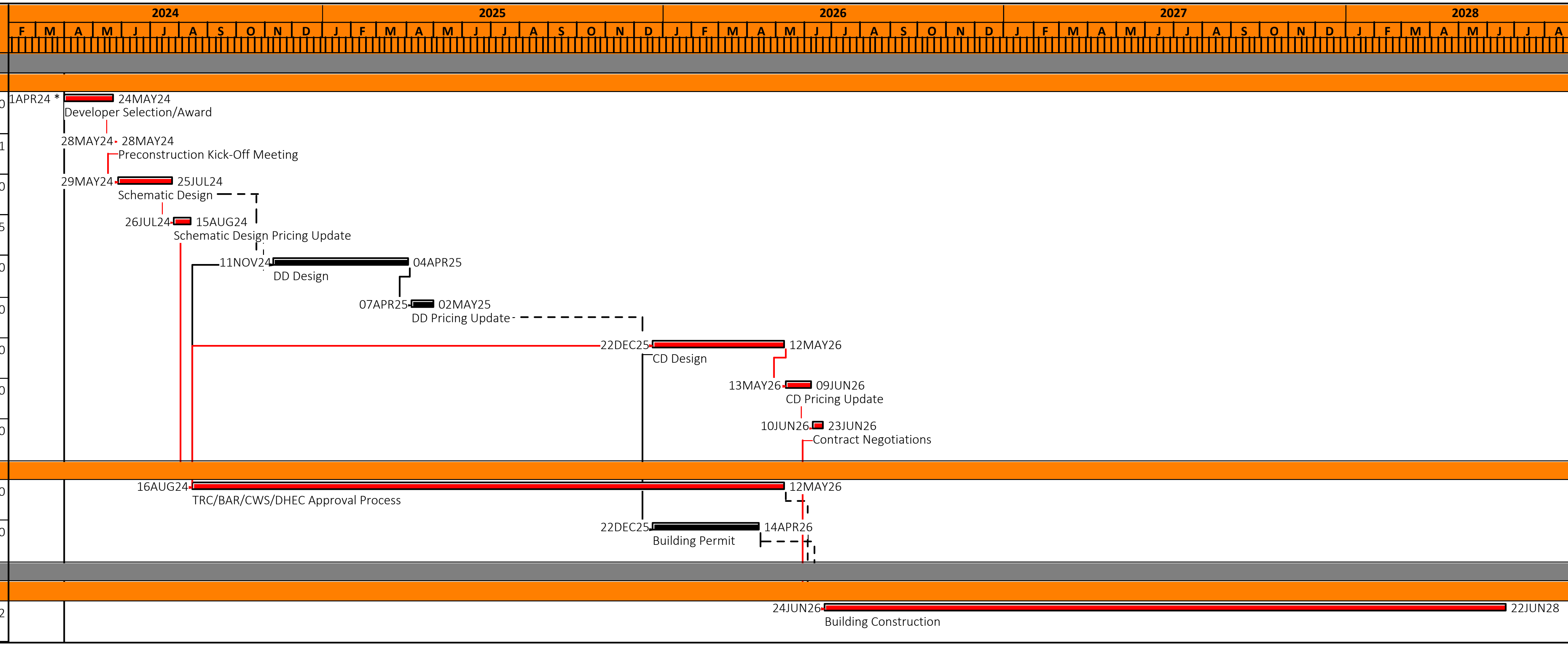
# *Meeting Street Manor RFP*

***SCHEDULE OF CASH FLOW AFTER DEBT SERVICE***

| | Pro Forma | Ramp-Up 2026 Year 1 | Stabilized 2027 Year 2 | 2028 Year 3 | 2029 Year 4 | 2030 Year 5 | 2031 Year 6 | 2032 Year 7 | 2033 Year 8 | 2034 Year 9 | 2035 Year 10 | 2036 Year 11 | 2037 Year 12 | 2038 Year 13 | 2039 Year 14 | 2040 Year 15 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Revenues:** | | | | | | | | | | | | | | | | |
| Rent Revenue | $ 5,941,440 | $ 742,680 | $ 5,446,320 | $ 6,119,683 | $ 6,303,274 | $ 6,492,372 | $ 6,687,143 | $ 6,887,757 | $ 7,094,390 | $ 7,307,222 | $ 7,526,438 | $ 7,752,232 | $ 7,984,799 | $ 8,224,342 | $ 8,471,073 | $ 8,725,205 |
| | | 742,680 | 5,446,320 | 6,119,683 | 6,303,274 | 6,492,372 | 6,687,143 | 6,887,757 | 7,094,390 | 7,307,222 | 7,526,438 | 7,752,232 | 7,984,799 | 8,224,342 | 8,471,073 | 8,725,205 |
| Other Income | $ 193,200 | 24,150 | 177,100 | $ 198,996 | 204,966 | 211,115 | 217,448 | 223,972 | 230,691 | 237,612 | 244,740 | 252,082 | 259,645 | 267,434 | 275,457 | 283,721 |
| Total Potential Revenue | $ 6,134,640 | 766,830 | 5,623,420 | $ 6,318,679 | 6,508,240 | 6,703,487 | 6,904,591 | 7,111,729 | 7,325,081 | 7,544,833 | 7,771,178 | 8,004,314 | 8,244,443 | 8,491,776 | 8,746,530 | 9,008,926 |
| Vacancy | $ 297,072 | - | (204,488) | (315,934) | (325,412) | (335,174) | (345,230) | (355,586) | (366,254) | (377,242) | (388,559) | (400,216) | (412,222) | (424,589) | (437,326) | (450,446) |
| Cash Flow from Rent | $ 5,837,568 | $ 766,830 | $ 5,418,932 | $ 6,002,745 | $ 6,182,828 | $ 6,368,312 | $ 6,559,362 | $ 6,756,143 | $ 6,958,827 | $ 7,167,592 | $ 7,382,619 | $ 7,604,098 | $ 7,832,221 | $ 8,067,188 | $ 8,309,203 | $ 8,558,479 |
| **Operating Costs:** | | | | | | | | | | | | | | | | |
| Advertising & Marketing | $ 10,000 | 4,167 | 10,000 | $ 10,200 | 10,404 | 10,612 | 10,824 | 11,041 | 11,262 | 11,487 | 11,717 | 11,951 | 12,190 | 12,434 | 12,682 | 12,936 |
| Management Fee | $ 233,503 | 97,293 | 233,503 | $ 238,173 | 242,936 | 247,795 | 252,751 | 257,806 | 262,962 | 268,221 | 273,586 | 279,057 | 284,639 | 290,331 | 296,138 | 302,061 |
| Manager or Superintendent Salaries | $ 131,040 | 54,600 | 131,040 | $ 133,661 | 136,334 | 139,061 | 141,842 | 144,679 | 147,572 | 150,524 | 153,534 | 156,605 | 159,737 | 162,932 | 166,190 | 169,514 |
| Maintenance Salaries | $ 158,080 | 65,867 | 158,080 | $ 161,242 | 164,466 | 167,756 | 171,111 | 174,533 | 178,024 | 181,584 | 185,216 | 188,920 | 192,699 | 196,553 | 200,484 | 204,493 |
| Payroll Taxes and Benefits | $ 57,824 | 24,093 | 57,824 | $ 58,980 | 60,160 | 61,363 | 62,591 | 63,842 | 65,119 | 66,422 | 67,750 | 69,105 | 70,487 | 71,897 | 73,335 | 74,802 |
| Office Supplies | $ 34,500 | 14,375 | 34,500 | $ 35,190 | 35,894 | 36,612 | 37,344 | 38,091 | 38,853 | 39,630 | 40,422 | 41,231 | 42,055 | 42,896 | 43,754 | 44,629 |
| Administrative Expenses | $ 57,500 | 23,958 | 57,500 | $ 58,650 | 59,823 | 61,019 | 62,240 | 63,485 | 64,754 | 66,049 | 67,370 | 68,718 | 70,092 | 71,494 | 72,924 | 74,382 |
| Legal Expense | $ 11,500 | 4,792 | 11,500 | $ 11,730 | 11,965 | 12,204 | 12,448 | 12,697 | 12,951 | 13,210 | 13,474 | 13,744 | 14,018 | 14,299 | 14,585 | 14,876 |
| Audit Expense | $ 23,000 | 9,583 | 23,000 | $ 23,460 | 23,929 | 24,408 | 24,896 | 25,394 | 25,902 | 26,420 | 26,948 | 27,487 | 28,037 | 28,598 | 29,170 | 29,753 |
| Accounting Expense | $ 17,250 | 7,188 | 17,250 | $ 17,595 | 17,947 | 18,306 | 18,672 | 19,045 | 19,426 | 19,815 | 20,211 | 20,615 | 21,028 | 21,448 | 21,877 | 22,315 |
| Pest Control | $ 11,500 | 4,792 | 11,500 | $ 11,730 | 11,965 | 12,204 | 12,448 | 12,697 | 12,951 | 13,210 | 13,474 | 13,744 | 14,018 | 14,299 | 14,585 | 14,876 |
| Garbage and Trash Removal | $ 11,500 | 4,792 | 11,500 | $ 11,730 | 11,965 | 12,204 | 12,448 | 12,697 | 12,951 | 13,210 | 13,474 | 13,744 | 14,018 | 14,299 | 14,585 | 14,876 |
| Elevator Contracts | $ 46,000 | 19,167 | 46,000 | $ 46,920 | 47,858 | 48,816 | 49,792 | 50,788 | 51,803 | 52,840 | 53,896 | 54,974 | 56,074 | 57,195 | 58,339 | 59,506 |
| Property and Liability Insurance | $ 287,500 | 119,792 | 287,500 | $ 293,250 | 299,115 | 305,097 | 311,199 | 317,423 | 323,772 | 330,247 | 336,852 | 343,589 | 350,461 | 357,470 | 364,620 | 371,912 |
| Electricity | $ 46,000 | 23,958 | 57,500 | $ 46,920 | 47,858 | 48,816 | 49,792 | 50,788 | 51,803 | 52,840 | 53,896 | 54,974 | 56,074 | 57,195 | 58,339 | 59,506 |
| Gas | $ 23,000 | 4,792 | 11,500 | $ 23,460 | 23,929 | 24,408 | 24,896 | 25,394 | 25,902 | 26,420 | 26,948 | 27,487 | 28,037 | 28,598 | 29,170 | 29,753 |
| Water/Sewer | $ 46,000 | 19,167 | 46,000 | $ 46,920 | 47,858 | 48,816 | 49,792 | 50,788 | 51,803 | 52,840 | 53,896 | 54,974 | 56,074 | 57,195 | 58,339 | 59,506 |
| Repairs | $ 34,500 | 14,375 | 34,500 | $ 35,190 | 35,894 | 36,612 | 37,344 | 38,091 | 38,853 | 39,630 | 40,422 | 41,231 | 42,055 | 42,896 | 43,754 | 44,629 |
| Redecorating | $ 34,500 | 14,375 | 34,500 | $ 35,190 | 35,894 | 36,612 | 37,344 | 38,091 | 38,853 | 39,630 | 40,422 | 41,231 | 42,055 | 42,896 | 43,754 | 44,629 |
| Ground Maintenance | $ 2,500 | 1,042 | 2,500 | $ 2,550 | 2,601 | 2,653 | 2,706 | 2,760 | 2,815 | 2,872 | 2,929 | 2,988 | 3,047 | 3,108 | 3,171 | 3,234 |
| Property Taxes | $ - | - | - | $ - | - | - | - | - | - | - | - | - | - | - | - | - |
| Ground Lease | $ 50,000 | 20,833 | 50,000 | $ 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 | 50,000 |
| Replacement Reserve | $ 57,500 | - | 14,375 | $ 58,650 | 60,410 | 62,222 | 64,088 | 66,011 | 67,991 | 70,031 | 72,132 | 74,296 | 76,525 | 78,821 | 81,185 | 83,621 |
| **Total Operating Costs** | $ 1,384,697 | $ 552,999 | $ 1,341,572 | $ 1,411,391 | $ 1,439,205 | $ 1,467,593 | $ 1,496,567 | $ 1,526,139 | $ 1,556,322 | $ 1,587,129 | $ 1,618,572 | $ 1,650,664 | $ 1,683,421 | $ 1,716,854 | $ 1,750,980 | $ 1,785,811 |
| Costs Per Unit | $ 6,020 | $ 2,404 | $ 5,833 | $ 6,136 | $ 6,257 | $ 6,381 | $ 6,507 | $ 6,635 | $ 6,767 | $ 6,901 | $ 7,037 | $ 7,177 | $ 7,319 | $ 7,465 | $ 7,613 | $ 7,764 |
| **Net Operating Income/(Loss)** | **$ 4,452,871** | $ 368,331 | $ 4,077,360 | $ 4,591,355 | $ 4,743,623 | $ 4,900,719 | $ 5,062,795 | $ 5,230,003 | $ 5,402,505 | $ 5,580,463 | $ 5,764,048 | $ 5,953,434 | $ 6,148,800 | $ 6,350,333 | $ 6,558,224 | $ 6,772,668 |
| **Debt Service:** | | | | | | | | | | | | | | | | |
| 1st Mortgage | **$ (1,299,747)** | | | $ (1,299,747) | (1,299,747) | (1,299,747) | (1,299,747) | (1,299,747) | (1,299,747) | (1,299,747) | (1,299,747) | (1,299,747) | (1,299,747) | (1,299,747) | (1,299,747) | (1,299,747) |
| City of Charleston (Fee in Lieu) | **$ (117,300)** | | | $ (117,300) | (117,300) | (117,300) | (117,300) | (117,300) | (117,300) | (117,300) | (117,300) | (117,300) | (117,300) | (117,300) | (117,300) | (117,300) |
| TIFIA | **$ (2,410,980)** | | | - | - | - | (2,410,980) | (2,410,980) | (2,410,980) | (2,410,980) | (2,410,980) | (2,410,980) | (2,410,980) | (2,410,980) | (2,410,980) | (2,410,980) |
| **Cash Flow After Debt Service** | $ 624,845 | $ 368,331 | $ 3,723,099 | $ 3,174,308 | $ 3,326,576 | $ 3,483,673 | $ 1,234,768 | $ 1,401,977 | $ 1,574,478 | $ 1,752,437 | $ 1,936,022 | $ 2,125,408 | $ 2,320,774 | $ 2,522,307 | $ 2,730,198 | $ 2,944,642 |

## iii. Preliminary Entitlement and Construction Schedule

| Activity ID | Description | Original Duration |
|---|---|---|
| **PRE - PRECONSTRUCTION** | | |
| **DEPR - DESIGN AND PRICING** | | |
| P110 | Developer Selection/Award | 40 |
| P120 | Preconstruction Kick-Off Meeting | 1 |
| P130 | Schematic Design | 40 |
| P140 | Schematic Design Pricing Update | 15 |
| P150 | DD Design | 100 |
| P160 | DD Pricing Update | 20 |
| P170 | CD Design | 100 |
| P180 | CD Pricing Update | 20 |
| P190 | Contract Negotiations | 10 |
| **PERM - PERMITTING** | | |
| PM100 | TRC/BAR/CWS/DHEC Approval Process | 440 |
| PM110 | Building Permit | 80 |
| **CON - CONSTRUCTION** | | |
| **BLDG - BUILDING** | | |
| B100 | Building Construction | 522 |




**MEETING STREET MANOR**
**PRELIMINARY SCHEDULE**

TEAM BUILD TRIDENT CONSTRUCTION

iv. Development Team Qualifications and References

i. McMillan Pazdan Smith Architecture
ii. Cohen Esrey Communities
iii. Graybill, Lansche & Vinzani
iv. Trident Construction
v. Dominion Due Diligence Group – Rob Hazelton
vi. Baker Tilly – Don Benards

# References

mcmillan | pazdan | smith
ARCHITECTURE

**Mr. Alan McMahon**
**Vice President & Senior Development Manager**
The Beach Company
T: 843.277.3026
E: amcmahon@thebeachcompany.com
Referenced Projects: River Rock, Main + Stone

**Mr. Robinson Villa**
**Development Director**
NHE, Inc.
T: 864.323.5792
E: rvilla@nhe-inc.com
Referenced Projects: Lowline Housing, The Alliance

**Mr. Thomas Troy**
**President**
Sharbell Development Corporation
T: 609.918.2400
E: ttroy@sharbell.com
Referenced Projects: DTN Nexton

Graybill, Lansche & Vinzani, LLC is a boutique commercial real estate and business transactional firm with offices in Charleston and Columbia, South Carolina. Our Firm has significant experience in commercial real estate, and general business and business tax representation, and we enjoy a reputation of providing high-quality legal services delivered practically and efficiently.

We focus our primary practice on the acquisition, construction, leasing, financing and sale of commercial property, and related business transactions. Some of our attorneys focus their practice on business litigation, mergers and acquisition and tax related transactions. Our attorneys have a hands-on approach and become an invaluable resource to our clients both during and after the consummation of a transaction. Our goal is to become a valuable member of your corporate and development teams. In addition to providing quality legal advice, we bring a business perspective to each transaction.

Jeff Vinzani is the Senior Partner in the Charleston office. Although he practices in many areas of business law, Jeff's primary focus is on complex real estate and finance transactions. His real estate experience includes commercial, office, retail, resort, affordable housing, residential and industrial development and leasing. Jeff also handles permitting, zoning, development agreements, 1031 exchange transactions, property owners' association matters and title insurance.

Jeff's recent transactional experience has included the representation of a developer in its RFQ with the City of Charleston for the redevelopment of property owned by the City as part of the City's "Plan West Ashley" master plan; the representation of a developer on the redevelopment of the Old City Jail in historic downtown Charleston including the use of historic tax credits; representation of a non-profit affordable housing developer in several projects including a recent redevelopment of in historic downtown Charleston which included the use of historic tax credits, low-income housing credits and abandoned building credits to finance the project. As a member of the Board of

Trustees of South Carolina State University (HBCU), Jeff worked with the City of Charleston on the university's new community center on the Eastside of the City.




COHEN ESREY

We empower people to thrive

We empower people to thrive

SINCE 1969

Headquartered in the Kansas City suburb of Merriam, Kansas, Cohen-Esrey's roots in real estate go back to 1969. Since then we have been dedicated to enhancing the communities where we work by acquiring, developing and managing multi-family properties and providing rewarding investment opportunities for communities, organizations and individuals. Our cumulative multi-family portfolio over the past five-plus decades totals more than 68,000 units in more than 550 properties.

## Our Strategic Advantage: Vertical Integration Platform

Our Vertical Integration Platform enables us to add significant value to each of our multi-family assets. We simplify and streamline the complexity of apartment investing to the benefit of our residents, investors and the communities we serve.

Our family of companies provides a wide range of services including apartment acquisitions, development, management, construction, maintenance service, building components supply, tax credit syndication and equity procurement.

DEVELOPMENT INVESTMENT

Capital

Construction

Property Management

Maintenance

Component Supply

COMPLETED PROPERTY

### Vertical Integration Platform in Action:

The St. Thomas Historic Residences were built and originally operated as a hospital in the western Kansas community of Colby beginning in 1941. Cohen-Esrey Development Group, LLC was the developer and quarterback on the conversion to affordable workforce housing. Construction Technologies was the general contractor and Service Technologies was a subcontractor. Primepoint Partners supplied many of the building components and Cohen-Esrey Capital Partners secured the equity for the state historic tax credits.

Finally, Cohen-Esrey Communities coordinated the lease-up of the property and provides day-to-day property management services.

The involvement of all of these Cohen-Esrey business units through our Vertical Integration Platform allowed for much tighter control over the quality of the project, the development and construction timeline as well as the cost.

# Cohen-Esrey Communities, LLC

In its 50-year history, Cohen-Esrey Communities, LLC (CEC) has managed over 525 different apartment communities that offer more than 65,000 units in over 180 markets. Most gratifying has been the hundreds of thousands of individuals and families who have a Cohen-Esrey community home.

CEC is structured into two specialized property management divisions: Affordable and Market-Rate.

The company has deep experience managing a wide variety of community types, including conventional market-rate apartment homes, Section 42 tax credit properties, and HUD-financed communities. Properties range in size from 30-units in the Affordable Division to 1,400 units in the Market-Rate Division.

CEC partners with Cohen-Esrey Development Group (CEDG) and Cohen-Esrey Apartment Investors (CEAI) as well as third party owners to provide high quality management services for residents.

CEC's clients are individual investors, banks, savings and loans, insurance companies, pension funds, and a host of other multifamily housing owners. Its management portfolio includes garden apartments, mid-rises, high-rises, luxury apartments, condominiums, and cooperatives.

## Cohen-Esrey's values play a defining role in determining how we approach our work.

### Integrity
We act with honesty, openness and unity.

### Commitment
We hold ourselves accountable and deliver on our promises.

### Customer Fulfillment
We strive to exceed our customers' expectations.

### Team Member Fulfillment
We genuinely care about each other's wellbeing and nurture professional growth.

### Community Impact
We strengthen and enrich the communities and neighborhoods where we live and work.

Much of our success over the last four decades is due to our focus on customer fulfillment. We do this by hiring and developing professional team members with a passion for discovering ways to exceed the expectations of our residents.

In addition, we offer multiple training opportunities to support every level of our staff from Regional Managers to Property Managers as well as our onsite service teams.

Through our dedication to excellence in our team members, we are committed to keeping our properties expertly maintained, our residents happy, and our resident retention rates at the highest possible levels.

# ExecutiveLeadershipTeam

R. Lee Harris, CRE, CPM
President & CEO, Cohen-Esrey, LLC

Jeanette Jayne
Managing Director & Executive VP, Cohen-Esrey, LLC

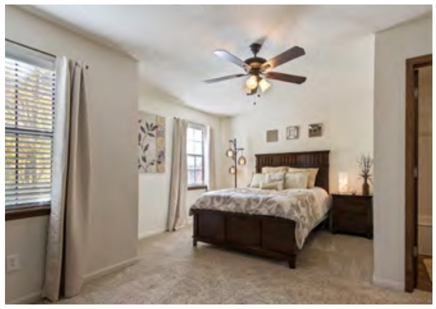
Marcie Teenor
Chief Financial Officer, Cohen-Esrey, LLC

Tom Anderson
Managing Director, Cohen-Esrey Development Group, LLC

John Hinman
Managing Director, Nexus 5 Group, LLC

Ryan Huffman
Managing Director, Cohen-Esrey Apartment Investors, LLC
Chief Operating Officer, Cohen-Esrey, LLC

Mark Fletcher
Chief Technology Officer, Cohen-Esrey, LLC



"Cohen-Esrey thrives on the challenge of creating and implementing innovative multi-family housing solutions. We transform the four walls of a basic box and deliver a lifestyle.

Our goal is to exceed the expectations of all of our partners and stakeholders by empowering those around us to thrive. We look forward to having the opportunity to serve or collaborate with you."

R. Lee Harris, CRE, CPM

## We empower people to thrive

EMAIL: lharris@cohenesrey.com
PHONE: 913-671-3332
FAX: 913-671-3301

CORPORATE OFFICES:
8500 Shawnee Mission Parkway,
Suite 150, Merriam, KS 66202

We empower people to thrive

8500 Shawnee Mission Parkway, Suite 150 | Merriam, KS 66202 | 913.671.3300

www.CohenEsrey.com

TEAM BUILD
TRIDENT
CONSTRUCTION

# Qualifications for TEAM BUILD Services

*for*

# Meeting Street Manor

Building TRUST and ADDING VALUE to Everything We Do


# TABLE OF CONTENTS

TEAM BUILD
TRIDENT
CONSTRUCTION

# Building TRUST and ADDING VALUE to Everything We Do

*Seabrook Island Lake House*

## ESTABLISHED IN 1981

Founded by Robert D. Fairey on the guiding principles of building trust and adding value to our client's construction experience from inception to final completion, Trident Construction has grown to become the region's most recognized leader for providing collaborative design-assist construction services to team-oriented clients. Known throughout our market as Trident Construction's **TEAM BUILD** process, today, we complete over $200,000,000 annually, from small tenant upfits to complex fast-track $50,000,000 facilities. The success of our **TEAM BUILD** approach has led to our 95% repeat client business.

## CULTURE

### CLIENT FIRST

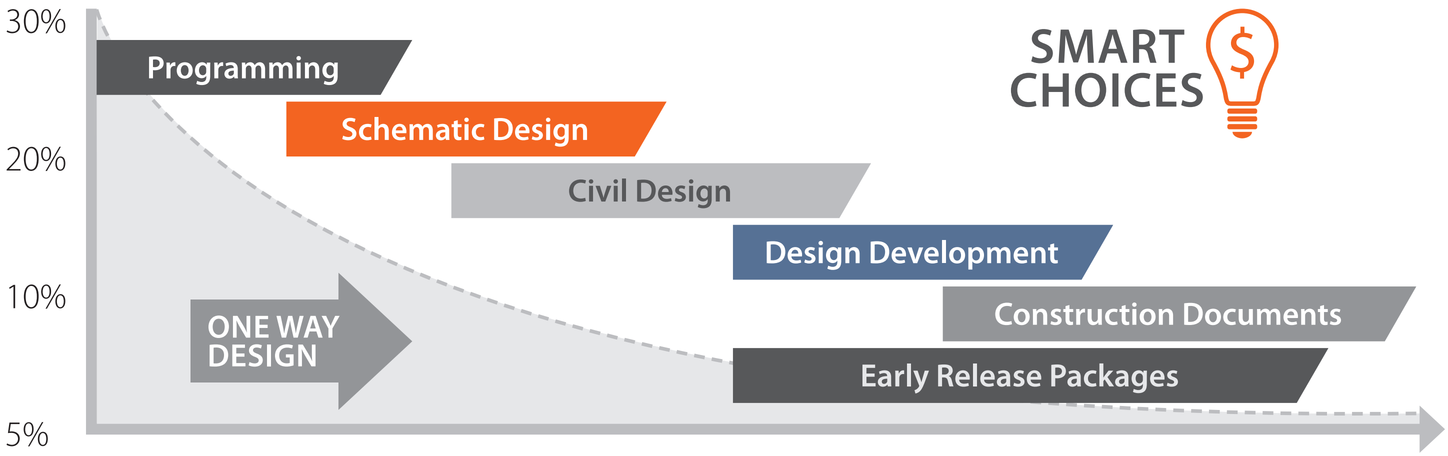
By starting with the end in mind, we begin every project by fully understanding our client's program, budget, and quality expectations. This is the basis of our collaborative TEAM BUILD relationship.

### TRANSPARENCY

Trust is earned by openly sharing in all engineering, design, budget, and bidding activities. Every project element is thoroughly vetted, documented, and approved by our client before the design is advanced or construction begins.

### SHARED SUCCESS

Every member of the project team—our clients, the design team, subcontractors, suppliers, code officials, building inspectors, and stakeholders—are an integral part of project planning, execution, and completion. Each member of the project is properly engaged and recognized for the unique value they bring to the project's success.





22 WestEdge

## INTEGRATED PROJECT DELIVERY (IPD)

Trident Construction is often asked to provide Integrated Project Delivery (IPD) services through our collaborative **TEAM BUILD** approach. To improve our client's project experience, we provide site analysis, site due diligence, design team selection/recommendations, program development, permitting, design management, cost control, construction, equipment and interior installation, and facility operations and maintenance services. Our ability to meet our client's diverse needs is essential to achieving our client's long term success.

## SMART CHOICES

By challenging the status quo, Trident Construction encourages every team member to bring forward solutions that add value to the project during the design process. Called **SMART CHOICES**, our goal is to maximize building performance while achieving our client's goals. **SMART CHOICES** empowers our clients to achieve project success.

## ONE WAY DESIGN

Understanding that redesign costs time and money, Trident Construction's **ONE WAY DESIGN** process embraces real time confirmation of the budget, quality and schedule expectation with regular approval by our clients before the design is advanced.


## PROVEN RESULTS

Today, Trident Construction completes over 95% of our projects employing our proven **TEAM BUILD** process. As a result of our hard work and successful **TEAM BUILD** collaborative approach, Trident Construction benefits from 95% repeat client business.

> *"Trident Construction is the only contractor involved in the WestEdge Development to deliver the project on time and on budget. They are people you can* ***TRUST****."*
>
> **-Mack Reese, Managing Partner**
> **Gateway Ventures**

TEAM BUILD TRIDENT CONSTRUCTION

## TOOLS FOR SUCCESS

**"THE PEOPLE BEHIND TRIDENT CONSTRUCTION ARE THE HIDDEN STRENGTH TO THEIR SUCCESS."**

**-DR. PAUL HERRING**
**CAROLINA EYECARE PHYSICIANS**

As part of our collaborative **TEAM BUILD** approach, we are committed to providing our clients with the best tools and information to make fact based decisions. Trident Construction is continually embracing the best software and equipment to assure our clients have the highest level of service. Today, our project management tools include:

### PROJECT ACCOUNTABILITY

**AUTODESK®** is our primary project management software. Through controlled access, **AUTODESK®** allows us to instantaneously communicate with every member of the team, providing the most current information, meeting minutes, requests for information and project documents.

### DESIGN & ENGINEERING CONTROLS

By employing **Building Information Modeling** (BIM), **Revit®** and **Matterport®**, we are able to provide the team with real time 3D images of the existing and future spaces, assuring expectations can be achieved and efficiently designed. Using **On-Screen Takeoff®**, we are able to quantify the design materials, options and budget impact.

### BUDGET CONTROLS

**Sage Estimating®** software provides the team the ability to produce detailed comparative estimates for making decisions on key architectural, engineering and design elements, while maintaining budget, quality and schedule. Design and budget changes are made only with client approval.

### COST ALLOCATION

By utilizing **VIEWPOINT®** for our project accounting software, we are able to create an unlimited number of construction cost codes for budget allocation to meet our client's unique requirements. This allows us to manage and document every aspect of the project's construction cost, which is particularly helpful for calculating accelerated depreciation, tax credits and tenant improvements.

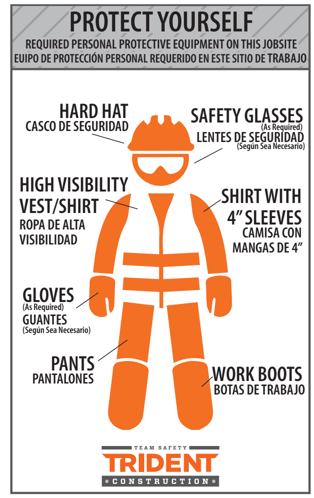
### SCHEDULE CONTROLS

Trident Construction uses **Primavera®** and **Microsoft Project®** to establish the project schedule at inception. To promote project unity, our schedules include design team milestones, budget updates, governmental approvals and complete construction activities. These elements form our **ONE WAY DESIGN** philosophy, assuring the project budget and schedule are approved by the client before the project progresses. **ONE WAY DESIGN** eliminates costly redesign and maintains project momentum.

North Charleston Public Works

## TEAM SAFETY

**Team Safety** is our ongoing commitment to a clean and safe working environment. Trident Construction has one of the best safety records in the industry. This is achieved through planning, training, and company-wide policies. Planning jobsite safety is even more important in the COVID-19 environment.




## QUALITY CONTROL

Trident Construction believes that quality starts during the design phase. Success is achieved by selecting quality materials that can be efficiently installed, stored, protected, and inspected by our superintendents. During construction, our **Super QC** program includes peer reviews to verify that our quality programs are being achieved.

# STRONG FINISH

SKYGARDEN Student Apartments

## STRONG FINISH

AUTODESK

A successful finish starts before construction begins. Using **Autodesk Build**® and our **Zero Punch** procedures, our onsite team and subcontractors review drawings and specifications in real time. Our team regularly inspects progress, takes pictures, and works with our subcontractors to approve and protect completed work. The subcontractor is released from the job only when our superintendent approves their work. **Autodesk Build**® provides exceptional project record keeping.

## PROJECT CLOSEOUT

A successful finish includes properly closing out all project accounting, teaching our clients to use the building systems, and providing electronic As-Built drawings. Trident Construction refers to our electronic closeout process as **TridentScan**. Our closeout process provides easy access to all necessary building information.

## 360° REVIEW

At the completion of every project, we survey the entire team, client, architect and engineers to measure our performance. We are continually improving our performance based on our client's expectations.

> "***BUILDING TRUST AND ADDING VALUE TO EVERYTHING WE DO*** is the cornerstone of four decades of success. Adding Value is what our team accomplishes. Building Trust is **Why** we embrace our **TEAM BUILD** process."

**-Robert D. Fairey**


# SECTION ONE

## QUALIFICATIONS FOR MULTI-FAMILY AND AFFORDABLE HOUSING

# BUILDING TRUST AND ADDING VALUE

## *ACROSS CHARLESTON'S PENINSULA*

# Archer School Apartments
## Senior LIving Affordable Housing

**LOCATION** Charleston, South Carolina

**SIZE** 46,400 SF

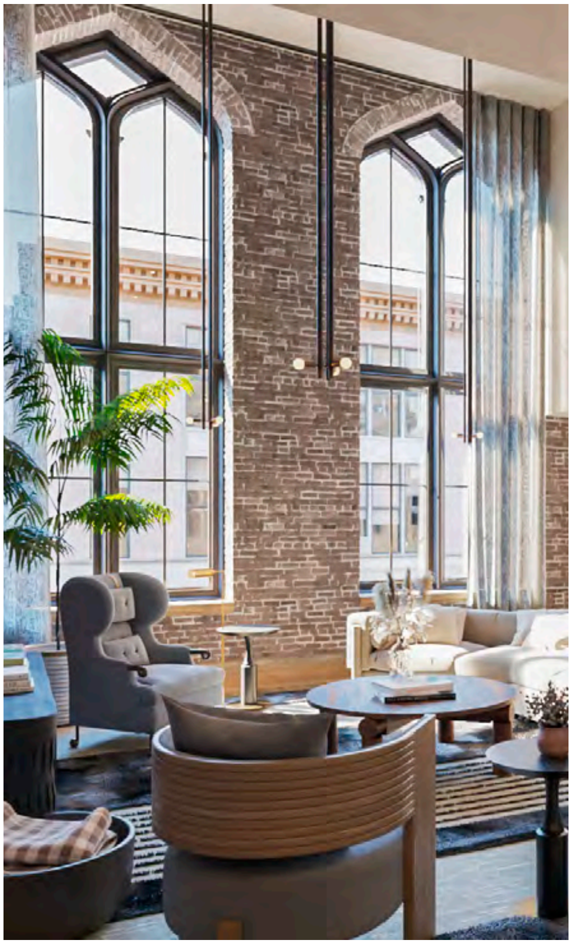
**CLIENT** Humanities Foundation
Jimmy Sweet
(803) 480-0853

**ARCHITECT** Martin RIley Associates
Martin Miller
(404) 373-2800

Selected through a competitive interview process, Trident Construction is currently building the Archer School Apartments project. This project aims to convert the historic Henry P. Archer School into 89 homes for seniors in Charleston.

This project began when Humanities Foundation bought the vacant Archer School in 2020. A team of private and public partners came together to bring this project to life.

The team aims to complete the Archer School Apartments project in early 2024. By converting the Archer School, the project team hopes to address the demand for affordable housing and preserve a well-love community landmark.



# 71 Wentworth
## Condominiums

| | |
|---|---|
| **LOCATION** | Charleston, South Carolina |
| **SIZE** | 30,000 SF |
| **CLIENT** | East West Partners<br>Miller Harper<br>(843) 996-4970 |
| **ARCHITECT** | KHA<br>Kevan Hoertdoerfer<br>(843) 724-6002 |

Selected by our repeat client, Trident Construction provided our proven TEAM BUILD services to lead the collaborative effort to plan and renovate this 30,000 SF historic building in downtown Charleston into luxury condominiums. Originally designed by 19th century Charleston architect John Henery Devereux, this landmark building was built for a Masonic Lodge. The project included renovating the 18 foot tall windows and cathedral ceiling heights.

During the construction process, the majority of the timber was reclaimed and the interior brick was re-pointed. The 18 foot windows were special ordered to maintain the iconic look of the building.


# Anson House
## Condominiums

**LOCATION** Charleston, South Carolina

**SIZE** 104,350 SF

**CLIENT** Wharfside Associates, LLC
Andy Howell
(843) 849-7476

**ARCHITECT** LS3P Associates, Ltd.
Richard Gowe
(843) 577-4444

Employing our proven TEAM BUILD process, Trident Construction was selected to work with LS3P Associates to deliver this landmark luxury condominium project. The project includes thirty-two residential units over structured parking and exceptional landscaping. Additional features include an elegant lobby to complement the multi-million dollar residential units.

# Concord & Cumberland Condominiums
## Exterior Rehabilitation

**LOCATION** Charleston, South Carolina

**CLIENT** Concord & Cumberland HPR
Tom Mather
(Owner's Representative)
(843) 884-1664

**ARCHITECT** Glick Boehm & Associates
Shawn Mellin
(843) 577-6377

Trident Construction was selected by the Concord & Cumberland HPR to make substantial corrections and improvements to the existing condominium building constructed by another company. The work included repairing and replacing windows, exterior stucco, brick veneer, sheathing, insulation, metal studs, structural steel, and decking for all 27 occupied units.

# The Gadsden Condominiums

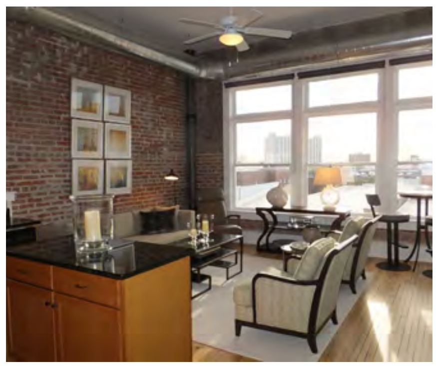
**LOCATION** Charleston, South Carolina

**SIZE** 85,000 SF

**CLIENT** East West Partners
Miller Harper
(970) 331-1778

**ARCHITECT** Cooper Carry
Krista Dumkrieger
(404) 237-2000

Using our proven TEAM BUILD process, Trident Construction Services, an affiliated company was selected to construct this new five-story condominium complex located in downtown Charleston. This 80-unit building includes 85,000 square feet of one and two-bedroom residences, a club room, rooftop amenity space with a swimming pool, beautiful gardens with an expansive view of the Charleston Harbor.

## Kerrison Building

## Cornerstone Apartment Homes

**LOCATION** Charleston, South Carolina

**SIZE** 55,000 SF

**CLIENT** The Kerrison Dry Good Co.
David Poulnot
(843) 830-6994

**ARCHITECT** Neil Stevenson Architects
Robbie Marty-Patterson
(843) 853-8800

Trident Construction was selected to work with Neil Stevenson Architects, using our proven TEAM BUILD process, to cost effectively manage the complete renovation and structural repairs to the 150 year old Kerrison Building in downtown Charleston. The 55,000 SF upfit includes 43 new apartments on the second, third, and fourth floors and commercial space on the first floor.

The scope of work included selective demolition, seismic structural upgrades and preservation of historic masonry, stucco and windows.


## Liberty Senior Living
## Kempton of Charleston

**LOCATION** Charleston, South Carolina

**SIZE** 87,000 SF

**CLIENT** Liberty Senior Living
Craig Spivey
(910) 332-1790

Hamilton Development
John Hamilton
(843) 868-0067

**ARCHITECT** McMillan Pazdan Smith
Stuart Barber
(843) 566-0771

Selected through an interview process, Trident Construction provided our proven TEAM BUILD services to lead the collaborative effort to plan, design and construction this 87,000 SF senior living facility. The five story building includes 92 units for both assisted living and memory care residents. The facility includes onsite parking, a full cafeteria, a bistro and amenities including a salon, theatre and activity center.

By providing design and engineering options, Trident Construction's proven Smart Choice process allows our clients the greatest control over cost, building performance and material selection. Over 44 Smart Choice options were provided totaling $2.7 million in project cost savings.




# Radcliffe House at 61 Vanderhorst Street

## Student Housing Renovation

**LOCATION** Charleston, South Carolina

**SIZE** 30,500 SF

**CLIENT** Vanderhorst Realty, LLC
Hilton Smith
(843) 577-9060

**ARCHITECT** Simons Young + Associates
Simons Young
(843) 277-0996

The Radcliffe House, located at 61 Vanderhorst Street in Charleston, is a five story apartment building for student housing. The renovation contained 33 group quarters with individual bedrooms and shared living areas. A single elevator services the building and each group quarter is controlled with a separate HVAC unit. As part of the extensive renovation, all windows were replaced, the facade was revitalized, and onsite parking areas were built for the tenants.

# SKYGARDEN Woolfe Street Apartments

## Student Housing

| | |
|---|---|
| **LOCATION** | Charleston, South Carolina |
| **SIZE** | 225,000 SF |
| **CLIENT** | Seine - SCP Woolfe Street, LLC<br>Justin Ferira<br>(404) 808-9851 |
| **ARCHITECT** | LS3P<br>Dylan Towe<br>(843) 577-4444 |

SKYGARDEN Woolfe Street Apartments is a 10-story residential community in downtown Charleston. The project has eight levels of apartments over two levels of parking with 94 units (310 bedrooms) of studio, one, two, three, and four bedroom floor plan options, each with a private balcony. The project also features a spacious lobby, conference room, coffee bar, lounge area, and outdoor plaza on the first level; swimming pool, amenity room, fitness center, and grilling area on the third floor; and a large rooftop gathering space.

The exterior facade incorporated recovered brick from the historic ice house that previously occupied the site.




# The Waterfront Condominiums

| | |
|---|---|
| **LOCATION** | Daniel Island, South Carolina |
| **SIZE** | 227,000 SF |
| **CLIENT** | East West Partners<br>Miller Harper<br>(843) 996-4970 |
| **ARCHITECT** | McMillan Pazdan Smith<br>Nathan Schutte<br>(843) 566-0771 |

Selected by our repeat client, Trident Construction Services provided our proven TEAM BUILD services to lead the collaborative effort to plan, design and construct this 227,000 SF multi-building mixed use project.

The Waterfront community includes five different buildings made up of condominiums, townhomes, an amenities building, marina, retail space, pool, fitness center and community boating access.

# The Cape
## Condominiums

| | |
|---|---|
| **LOCATION** | Kiawah Island, South Carolina |
| **SIZE** | 300,000 SF |
| **CLIENT** | East West Partners<br>Miller Harper<br>Katie Blum<br>(843) 996-4970 |
| **ARCHITECT** | Hart Howerton<br>Nicole Emmons<br>(212) 683-5631 |

Selected by our repeat client, Trident Construction provided our proven TEAM BUILD services to lead the design-assist/construction of this six building 300,000 SF luxury condominium project. The project will also include an amenity building with beach front pool access on the exclusive Kiawah Island.

# Merrill Gardens at Bull Street

## Senior Living Facility

| | |
|---|---|
| **LOCATION** | Columbia, South Carolina |
| **SIZE** | 130,000, SF |
| **CLIENT** | Pillar Properties<br>Scott Haines<br>(206) 676-5621 |
| **ARCHITECT** | Urbal Architecture<br>Chad Lorentz<br>(206) 257-0972 |

After a successful teaming approach on the Merrill Gardens Carolina Park project, Trident Construction was retained by Pillar Properties to construct its new project in Columbia. Located just one mile from the State House and downtown, this intergenerational community is in the heart of Bullstreet Development, a vibrant neighborhood filled with retail, restaurants and an award winning baseball stadium. Phase I of the senior living community will offer 120 independent, assisted living and memory care apartments complete with full kitchens, expansive common areas, a rooftop deck and sports bar and pub.

# Merrill Gardens at Carolina Park
## Senior Living Facility

**LOCATION** Mt. Pleasant, South Carolina

**SIZE** 130,000 SF

**CLIENT** Pillar Properties
Scott Haines
(206) 676-5621

**ARCHITECT** Urbal Architecture
Chad Lorentz
(206) 257-0972

Employing our proven TEAM BUILD process, Trident Construction was selected to work with Pillar Properties and Urbal Architecture to deliver this senior living facility in Mount Pleasant. This project includes 130 residential units, common space amenities, and a full commercial kitchen. It was designed using a combination of load bearing wood framing and cast in place concrete components.

# Merrill Gardens Greenville
## Senior Living Facility

| | |
|---|---|
| **LOCATION** | Greenville, South Carolina |
| **SIZE** | 150,000, SF |
| **CLIENT** | Pillar Properties<br>Scott Haines<br>(206) 676-5621 |
| **ARCHITECT** | Urbal Architecture<br>Chad Lorentz<br>(206) 257-0972 |

After a successful teaming approach on the Merrill Gardens at Bull Street project, Trident Construction was retained by Pillar Properties to construct its new project in Greenville. This senior living community will offer 137 independent, assisted living and memory care apartments complete with full kitchens, expansive common areas, a rooftop deck and sports bar and pub.

# Arcadian II Condominiums
## Condominium Renovations

**LOCATION** Myrtle Beach, South Carolina

**CLIENT** Arcadian II Homeowners Association, Inc.
Doug Millar
(843) 448-9000, Ext. 111

**ARCHITECT** Stantec Consulting Services
Eddie Porcher
(843) 740-7700

Trident Construction was selected to work with Stantec Consulting for the renovation of beachfront condominiums in Myrtle Beach, SC. The renovation includes exterior stucco repairs removal and replacement, window replacements, water intrusion repairs, and interior wall repairs in occupied units.

# SECTION TWO

## EXPERIENCE WITH MINORITY PARTICIPATION


## MINORITY PARTICIPATION

Through community reinvestment, Trident Construction achieves our goals to improve the lives of our employees and neighbors. We recognize that the construction industry is one of the greatest opportunities for our communities to create jobs, skills and careers. We have the ability to take an unskilled worker and through training and proven dedication, this worker can become as successful as they can dream.

To this cause , Trident Construction is actively engaged in the region's Career Academy for Construction Science with CCSD, Trident Tech, and the Charleston Chamber. This is one of our tools to identify and grow individual talents.

We are also aware and promote opportunities for minority, women and disadvantaged owned businesses, so these companies can grow and prosper. We will work with you to identify all "identified" groups that you may want to have a bidding advantage for the work. We can develop specific scopes of work and make these "set-aside" packages available to specific groups. By managing the procurement process, Trident Construction can meet and exceed your desired participation goals as well as meet or exceed the goals set by South Carolina Code of Laws Section 11-35-5240.

Though, more than setting aside work packages, Trident Construction will actively assist identified contractors in achieving success. For the Gaillard project, we actively worked with the City of Charleston Minority Business Enterprise Office to enroll and certify disadvantaged business to participate in the construction opportunities. Trident Construction set-up an outreach office, provided application assistance, construction drawings and bidding assistance. During the construction phase, we assisted MWBE contractors with assistance in completing required paperwork for safety and pay request compliance. The result of this effort was over a thirty percent (30%) participation by certified MWBE companies in first, second and third tier activities.

For this project, Trident Construction can partner with you to create a similar and equally successful program for disadvantaged business participation. We believe local business participation in your project is essential to the holistic mission of both our organizations.

# SECTION THREE

## EXPERIENCE WITH SUSTAINABLE PROJECTS

## SUSTAINABILITY EXPERIENCE

Sustainability is an owner commitment that begins at project inception. Sustainable elements cannot be added as an afterthought or simply removed during design phase to save/reallocate budget.

From our successful past experience on similar sustainable projects (see project profiles below), we confidently believe we can assist your in achieving your goals for sustainability.

Because sustainability is integral to elements of the design and the operating systems of your building, early budgets must be assigned. The entire project will be designed and budgeted around these elements.

Through an early sustainability commitment, a "Control Budget" will be developed that includes your sustainability elements. Prior to advancing design beyond the schematic level, Trident Construction will reconfirm the budget for your approval. Once approved, the design will proceed.

Through our SMART CHOICE process, we will continue to identify and price cost effective/value management options. With sustainability as a priority, no SMART CHOICES will be recommended that will compromise the sustainable design.

During material selection, subcontractor bidding, and final procurement, Trident Construction will work closely with the team to assure purchasing compliance with sustainable requirements. Throughout construction, Trident Construction and our onsite team will monitor waste streams and construction methods to assure sustainability goals are achieved.


*Archer School Apartments - Charleston, SC*

## The Humanities Foundation
### ARCHER SCHOOL APARTMENTS

Selected through a competitive interview process, Trident Construction is currently building the Archer School Apartments project. This project aims to convert the historic Henry P. Archer School into 89 homes for seniors in Charleston.

The team aims to complete the Archer School Apartments project in early 2024. By converting the Archer School, the project team hopes to address the demand for affordable housing and preserve a well-love community landmark.

**CLIENT**
Humanities Foundation
Jimmy Sweet
(843) 480-0853

ENERGY STAR
SUSTAINABLE

## The Waterfront Phase II
### CONDOMINIUMS

Selected by our repeat client, Trident Construction Services provided our proven TEAM BUILD services to lead the collaborative effort to plan, design and construct this 227,000 SF multi-building mixed use project.

The Waterfront community includes five different buildings made up of condominiums, townhomes, an amenities building, marina, retail space, pool, fitness center and community boating access.

**CLIENT**
East West Partners
Miller Harper
(843) 996-4970

## The Cape
### CONDOMINIUMS

Selected by our repeat client, Trident Construction provided our proven TEAM BUILD services to lead the design-assist/construction of this six building 300,000 SF luxury condominium project. The project will also include an amenity building with beach front pool access on the exclusive Kiawah Island.

**CLIENT**
East West Partners
Miller Harper & Katie Blum
(843) 996-4970

GOLD


## Charleston County School District

### NORTH CHARLESTON ELEMENTARY SCHOOL

Located in North Charleston, South Carolina, this LEED® Silver certified public elementary school includes classrooms, library, multi-purpose room, full-service cafeteria/auditorium, and a playground.

As the first LEED certified elementary school in the state of South Carolina, this award winning project features a water recover system, ice storage system for cooling, day-light harvesting techniques, environmentally friendly materials, and energy efficient systems.

**CLIENT**

Charleston County School District
Lawrence Lutrario
(843) 566-8138

LEED
SILVER

## Daniel Island

### DANIEL ISLAND ACADEMY

Embracing LEED design elements, this project includes classrooms for children age two to six years old, cafeteria, gathering spaces, offices, and age appropriate playgrounds. Energy saving features included incorporating day-lighting techniques and geothermal heating and cooling. Located on Daniel Island, this award winning design is a significant asset to this new traditional style neighborhood.

**CLIENT**

Daniel Island Academy
Marvin Jenkins
(843) 216-7974

SUSTAINABLE

## Carolina Park

### THE CHILDREN'S CENTER

This 19,500 SF pre-school includes classrooms for children age two to six years old, a cafeteria, gathering spaces, offices, outside learning centers, and age appropriate playgrounds. Embracing sustainable design, the project incorporates many energy saving features including day-lighting techniques and geothermal heating and cooling. This award winning building is the gateway to the Carolina Park neighborhood.

**CLIENT**

The Children's Center at Carolina Park
Chris Marino
(843) 860-1154

SUSTAINABLE


## Charleston ENT Associates

### MEDICAL OFFICE BUILDING + CORPORATE HEADQUARTERS

Employing our proven TEAM BUILD process, Trident Construction teamed with SMHa to deliver Charleston ENT's new 26,600 SF corporate headquarters and medical office building. The project features four audiology rooms, 12 exam rooms, four pediatric exam rooms, an allergy testing clinic, pharmacy, a hearing aid retail center, and all of the corporate administrative functions for this successful practice. Embracing sustainable design, the facility recycled the on-site trees to create spectacular wood paneling and furniture for the building.

This project received the 2013 City of Charleston Award for Design Excellence in the category of "Buildings Outside of Historic Districts."

**CLIENT** Charleston ENT Associates, LLC
Craig Kilgore
(843) 576-0774

SUSTAINABLE

## Terracon (formerly WPC Engineering)

### EXPANSION + RENOVATIONS

This 22,000 SF design/build project includes a partial demolition and total exterior and interior renovation of the existing cast-in-place concrete structure at the former Charleston Navy Base. This project also includes the addition of a 4,000 SF laboratory building.

Achieving LEED® Platinum certification, this sustainable renovation features a geothermal HVAC system, recycled content materials, regionally manufactured materials and environmentally friendly materials.

**CLIENT** Terracon
Reg Christopher
(843) 884-1234

LEED

PLATINUM

# SECTION FOUR

## EXPERIENCE WITH MCMILLAN PAZDAN SMITH

## PROJECT EXPERIENCE WITH McMILLAN PAZDAN SMITH

- McMillan Pazdan Smith Office Upfit
- Isle of Palms Town Hall Renovation
- 174 Meeting Street
- 349 Coleman Boulevard
- 677 King Street
- Ameris Bank Upfit
- Anastopoulo Law Office Upfit at Cigar Factory
- Ashley River Residence
- Beaufort Medical Hospital - Women's Care
- Beaufort Medical Hospital - Healthlink
- Berchtold - Phase III
- Boeing Employee Credit Union
- Bond Street Upfit at Cigar Factory
- Bridgeside at Patriot's Point
- Chadbad of Charleston
- Clemson University Architecture School Upfit at Cigar Factory
- CSU Chick-fil-A
- CSU Residence Hall
- Dorchester District II - Adult Learning Facility
- East Bay Executive Center
- East Cooper Montessori School Renovation
- Environmental Banc Upfit at Cigar Factory
- Environmix Upfit at Cigar Factory
- Fritz Porter Upfit at Cigar Factory
- Garden & Gun Upfit at Cigar Factory
- Hamilton Upfit at Cigar Factory
- Hampton Regional Medical Center
- Hangers Cleaners & Retail
- JBJ Invest Upfit at Cigar Factory
- JLL Upfit at Cigar Factory
- Lending Tree Upfit at Cigar Factory
- Madison Capital Upfit at Cigar Factory
- MUSC East Opthalmology Clinic
- North Charleston Athletic Center
- North Charleston Elementary School
- Northwood Assembly Church
- Novella Upfit at Cigar Factory
- Old Chicora
- Patterson Upfit at Cigar Factory
- Porter-Gaud Upper School
- Porter-Gaud Fine Arts Renovations
- Porter-Gaud Middle School Renovations
- Poinsette Senior Living Center
- Pure Insurance Upfit at Cigar Factory
- Roper Med-Share
- Roper St. Francis Express Care - West Ashley Circle
- Roper St. Francis MRI Replacement
- Slate Upfit at Cigar Factory
- Smith Spencer Real Estate at Cigar Factory
- The Waterfront
- Truck Club Upfit at Cigar Factory
- WECCO Upfit at Cigar Factory
- West Ashley Circle
- West Ashley Circle Phase II

*174 Meeting Street*

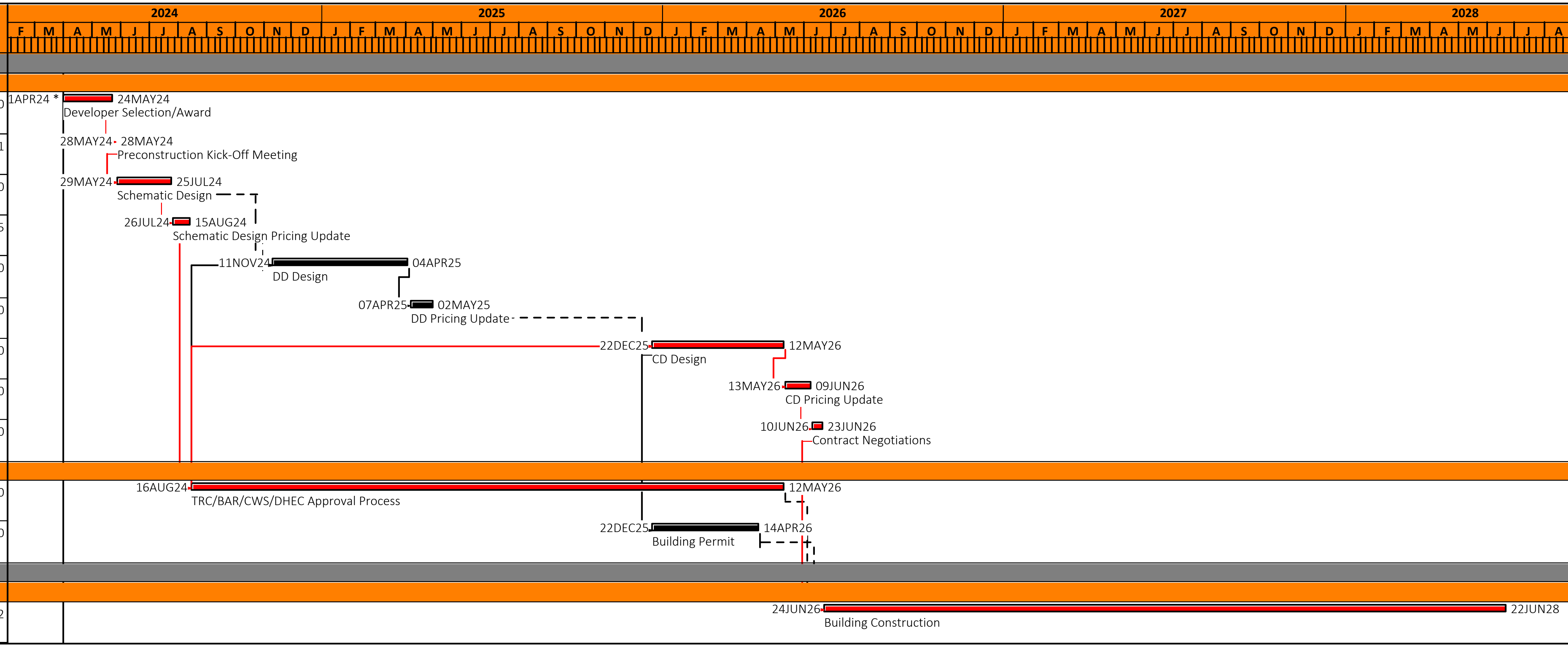
*Porter-Gaud Upper School*

*349 Coleman Blvd*

# SECTION FIVE

## PRELIMINARY CONSTRUCTION SCHEDULE

| Activity ID | Description | Original Duration |
|---|---|---|
| **PRE - PRECONSTRUCTION** | | |
| **DEPR - DESIGN AND PRICING** | | |
| P110 | Developer Selection/Award | 40 |
| P120 | Preconstruction Kick-Off Meeting | 1 |
| P130 | Schematic Design | 40 |
| P140 | Schematic Design Pricing Update | 15 |
| P150 | DD Design | 100 |
| P160 | DD Pricing Update | 20 |
| P170 | CD Design | 100 |
| P180 | CD Pricing Update | 20 |
| P190 | Contract Negotiations | 10 |
| **PERM - PERMITTING** | | |
| PM100 | TRC/BAR/CWS/DHEC Approval Process | 440 |
| PM110 | Building Permit | 80 |
| **CON - CONSTRUCTION** | | |
| **BLDG - BUILDING** | | |
| B100 | Building Construction | 522 |




**MEETING STREET MANOR**
**PRELIMINARY SCHEDULE**

TEAM BUILD
TRIDENT
CONSTRUCTION

2245 Technical Parkway
North Charleston, SC 29406
Phone (843) 572-7600
Fax (843) 764-1704

**TridentConstruction.com**

Dominion Due Diligence Group

# About D3G

With 30 years of experience, Dominion Due Diligence Group (D3G) is a professional real estate due diligence firm operating out of offices in Richmond, VA, and Denver, CO, supported by remote staff strategically placed across the US. Founded in 1994 by Rob Hazelton, D3G has been a pioneering force in the third-party due diligence consulting sector, particularly within the HUD-FHA-MAP mortgage insurance industry. Our extensive experience in delivering top-quality reports, exceptional customer service, and swift response times positions us as the most experienced and reliable provider of environmental, engineering, and energy due diligence services nationwide.

> *Navigating pathways to available, affordable, and resilient housing.*

## OUR SERVICES

### Engineering

Capital Needs Assessment
Architectural Review & Cost Review

### Environmental

Phase I ESA
HUD HEROS
NEPA Studies
Phase II ESA
Hazardous Materials Inspection

### Energy & Sustainability

Energy Benchmarking, Auditing, and Modeling Assessments
Green Building Consulting and Verifications
Green Retrofit and Resiliency Program
45L - Energy Efficient Home Credit

### Housing Preservation Services

Rental Assistance Demonstration
Section 18 Demolition/Disposition
RAD/Section 18 Blends
Faircloth-to-RAD
Repositioning Consulting

## Delivering More than a Report

### HONEST TURNAROUND TIME

Your deadlines are important to us. We deliver on your quoted timing.

### SOULTION-FOCUSED

We identify potential issues and offer solutions for the most complex housing challenges.

### ESTABLISHED REPUTATION

Our portfolio includes thousands of HUD, LIHTC, Agency, Energy, and other project reports.

### REVISIONS SUPPORT

We deliver the initial report as a draft and revise your reports to best suit your specific programmatic needs and intentions.

### SUPPLEMENTAL SUPPORT

Wetlands. Flood Plains. Accessibility. Contamination. Energy Efficiency. Complicated Financing. Our experts have you covered from application to closing and beyond.

### DATA INTEGRITY

Delivering a comprehensive report is our top priority. With access to an exhaustive project database, we have data to compare your property to similiar projects based on your unique needs.

DOMINION
Due Diligence Group

# Our People

Our subject matter experts (SMEs) continue to expand and evolve to meet the needs of our growing client base. With staff strategically placed across all US regions, we are available to lend our expertise from anywhere in the country.

## INDUSTRY COMMITMENT

We are committed to enhancing our processes and deepening our knowledge to provide our stakeholders an even more desirable experience. Our various professional memberships and our presence on the conference circuit allow our team of professionals to deliver the most up-to-date guidance on emerging trends, insights, and industry happenings.

> *Nearly 30 years later, we are the leader in the multi-family housing industry. Our work impacts millions of lives each year, and we could not have gotten here without our people. - Rob Hazelton, CEO*

## DATA CAPABILITIES & SECURITY

Our Information Technology team continues to innovate new platforms and programs that optimize our reporting capabilities. With a growing database of over 20,000 projects, our team has access to valuable information to identify best practices based on service, protocol, and project type. Security of sensitive information is a top priority to our team, and it is evaluated regularly as part of our risk management plan.

## WE KNOW HUD.

The Department of Housing and Urban Development has consulted with D3G for many years on policy, new programs, and technology. Our staff of policy experts have longstanding relationships with HUD technical staff that allow us to provide repors that are aligned as possible with current policy. We completed third-party work for over 1900 projects in 2023 alone.

> The continued success of D3G can be attributed to our team of employees who live and operate by our four core values: People, Innovation, Passion, and Excellence.

# Consulting Services

**Our consultants become an extension of your agency,** providing tailored roadmaps for HUD timelines based on portfolio evaluation and long-term goals. Working with engineering and environmental experts, we navigate repositioning impacts on residents and properties and address any questions or concerns. We deliver a detailed report with resources specific to your transaction type, housing notice guidance, and assistance with complex issues.

### Amber Skoby
**HPS Consulting Team Leader**

As a consulting team member, Amber uses her former experience as a PHA Executive Director to guide D3G's reports. Converting the entire Bloomington public housing portfolio through RAD/Section 18 Blends, she understands the nuances of an agency's operations and properties. Her first-hand experience helps Amber explain the portfolio benefits of various repositioning options, financing plans, and special considerations relating to your property.

## Ready to Get Started?

**Or have additional questions?**
**Ryan Doré,** Client Relationship Manager, would love to hear from you.
**r.dore@d3g.com | 804.237.1887**

## Repositioning Analysis

Our Repositioning Analysis service evaluates real estate portfolios or individual properties, offering recommendations for long-term housing stabilization and recapitalization. Our team provides assessments on physical condition, environmental concerns, financial feasibility for HUD programs, and a project timeline. The results are compiled into a report with strategic recommendations for maximizing property success.

## Hourly Consulting

Our team of development finance experts offers support from project planning to closing, with experience in RAD, Section 18 Demolition-Disposition, Blends, Faircloth-to-RAD, and other programs. We provide guidance for your repositioning strategy, whether it's determining your vision or executing your chosen path.

## RAD Application Consulting

If you want to add capacity to your team, let us guide your RAD transaction from application to closing. Our RAD subject-matter experts will educate you on the requirements of the RAD Notice, Revision 4, and related notices. We will draft and submit your RAD Application, review your CHAP, ensure compliance, assemble your transaction log, and submit your financing plan.

## Section 18 Application Consulting

Our team specializes in Section 18 processes, offering expertise in Physical Needs Assessments and Scattered Site justifications. We interpret PIH Notice 2021-07 (HA) and write and submit Section 18 application packages on your behalf.

# Rental Assistance Demonstration (RAD)

DOMINION Due Diligence Group

## OUR EXPERIENCE

Our experienced Housing Preservation Services (HPS) team specializes in supporting Public Housing Authorities (PHAs) through their RAD repositioning processes. With decades of technical HUD expertise, we understand the relationship between Needs Assessments and strategic planning to address the physical needs of Housing Authority assets. We have completed numerous e-Tool submissions to assist PHAs and their partners in their repositioning journeys.

Of primary note is D3G's decade of experience with HUD's RAD program, beginning with its inception in 2012. In fact, of the first 74,000 units to close successfully with RAD, D3G performed assessments for nearly half of the applications (representing more than 60% of the leveraged construction renovation cost). D3G is frequently called upon to manage large-scale RAD Capital Needs Assessments for Public Housing Authorities (PHAs), as well as for developers and consultants working in partnership with PHAs. **D3G has partnered with over 500 Public Housing Authorities in nearly every US state through its 30 years of operation.**

***ALBUQUERQUE HOUSING AUTHORITY***

***VIRGIN ISLAND HOUSING AUTHORITY***

## 1,000+ RAD Capital Needs Assessments

and 750+ ASHRAE Level II Energy Audits (including Utility Consumption Baselines) have been completed in the past ten years. In that time we have worked with four of the five largest PHAs in the country and has also had success with some of the smallest PHAs,with total unit counts of less than 50.

Within the broad landscape of multifamily housing, D3G recognizes that Public Housing Authorities (PHAs) face a specific set of challenges, needs, and requirements when working to provide and maintain affordable housing for area residents. D3G can offer a team that draws on expertise from across the company to tailor a wide range of services into multidisciplinary projects that address the most pressing PHA needs.

# ROB HAZELTON, LEED AP

*Chief Executive Officer*

*r.hazelton@d3g.com / 804-513-6354*


## EDUCATION

Bucknell University – Bachelor of Arts

## PROFESSIONAL MEMBERSHIPS

- Eastern Lenders Association (ELA)
- Federal Home Loan Bank (FHLB) - Atlanta Affordable Housing Advisory Council
- Greater Richmond Association for Commercial Real Estate (GRACRE)
- Housing Advisory Group (HAG)
- Institute for Responsible Housing Preservation (IRHP)
- Midwest Lenders Association (MLA)
- Mortgage Bankers Association (MBA)
- Mortgage Lenders Association (MLA)
- National Association of Home Builders (NAHB)
- National Housing and Rehabilitation Association (NH&RA)
- National Leased Housing Association (NLHA *Board of Directors)
- Southeastern Mortgage Advisory Council (SMAC)
- US Green Building Council (USGBC)
- Various State Affordable Housing Organizations (CO, GA, TX, VA)
- Western Mortgagee Advisory Council (WMAC)

## SUMMARY OF EXPERIENCE

Mr. Hazelton has accumulated more than 25 years of real estate due diligence inspection experience, focusing primarily on environmental issues, building code compliance, construction engineering, and cost estimation services. He founded Dominion Due Diligence Group (D3G) over two (2) decades ago with a focus on affordable housing solutions. Rob has worked in all 50 states for the preservation of multifamily and senior housing under the LIHTC Qualified Allocation Plans (QAP). He has been involved with the HUD Multifamily Accelerated Process (MAP) Guide since inception and is proficient in the FHA-HUD multifamily mortgage insurance markets. The last five (5) years he has worked closely with HUD to define and leverage energy efficiency in the subsidized housing portfolio. Rob frequently provides technical services for HUD's many pilot and demonstration programs, and is currently working with the LIHTC pilot, the Rental Assistance Demonstration (RAD), Moving to Work (MTW), self- managed Energy Performance Contracting (EPC), 24 CFR Part 50 HEROS, and the CNA e-Tool.

Mr. Hazelton has worked with over 250 public housing agencies encompassing greater than 100,000 units of conversion with the HUD Rental Assistance Demonstration (RAD) program; including the large housing authorities of New York City, San Francisco, El Paso, Baltimore, Nashville, Greensboro, Jacksonville, Charlotte, Milwaukee, Birmingham and Richmond. Rob is a common speaker at housing industry conferences throughout the nation, presenting both technical subject matter topics, as well as general housing policy.

Dominion Due Diligence Group

# ROB HAZELTON, LEED AP

*Chief Executive Officer*

*r.hazelton@d3g.com / 804-513-6354*

## CERTIFICATIONS/REGISTRATIONS/TRAINING - RECEIVED

Mr. Hazelton has received extensive industry-related certifications, registrations and training in the past decade, including:

- USGBC Leadership in Energy and Environmental Design Accredited Professional (LEED AP)
- Member of the Association of Energy Engineers (AEE)
- EPA AAI Accredited “Environmental Professional” (EP)
- Practices of Building Design and Engineering
- HUD Multifamily Accelerated Processing (MAP) Due Diligence Training
- HUD A/E Review and Cost Estimation Training
- HUD Green Building and ARRA Green Retrofit Training
- ICC – HUD Fair Housing Act Accessibility Workshop

## TRAINING - GIVEN

Mr. Hazelton has been asked to participate in numerous panel discussions at industry conferences, give training seminars for clients and interpret HUD MAP Guidebook regulations. The following are training events in which Mr. Hazelton has been asked to participate within the last five years:

- HUD MAP Lender Annual Conference (ELA, SWAC, SMAC, MWLC, WMAC)
- HUD Regional Office Technical Training (Detroit and Richmond HUD Offices)
- HUD Rental Assistance Demonstration Training
- MAP Lender Annual Training Events (Love Funding, Wells Fargo, Berkadia, Prudential, Walker & Dunlop)
- Affordable Housing Industry Events (Novogradac, CohnReznick, IRHP, NH&RA, NLHA)
- State Finance Housing Agencies/LIHTC (Alabama, Colorado, Kentucky, Mississippi, Ohio & Virginia)

**Training topics have included the following:**

- Rental Assistance Demonstration (RAD)
- Updates to the HUD Multifamily Accelerated Process (MAP)
- Section 202 Elderly Housing - Project Rental Assistance Contract (PRAC)
- HUD Section 221(d4) New Construction and Substantial Rehabilitation Processing
- HUD Energy, Green MIP, and Climate Resiliency
- Green Retrofit/Green/Integrated Property Condition Assessments
- Accessibility (FHA, UFAS and ADA Compliance)
- Construction Cost Containment and Innovative Practices in Construction

PARTNER

# Donald N. Bernards, CPA

*Donald Bernards, partner in the real estate advisory group with Baker Tilly, has been active in many aspects of affordable housing since 1999.*


**Baker Tilly US, LLP**

4807 Innovate Lane
Madison, WI 53718
United States

**T:** +1 (608) 240 2643
donald.bernards@bakertilly.com

**bakertilly.com**


## Education

Bachelor of Business Administration in accounting
University of Wisconsin-Madison

Don is well versed in structuring affordable housing transactions, including the tax issues. Don is adept at creating a checklist of major issues for each project that can put a deal at risk. Immersed in the affordable housing practice, Don has a wide range of experience with projects, owners and investors and has built a wide network of contacts within the field. His enthusiasm and passion for the industry are infectious. “It’s not just about numbers,” he says, “it’s about the end product and growing capacity.” Don has worked on affordable housing transactions in 26 states.

## Specific experience

- Manages a portfolio of clients with the affordable housing industry utilizing various programs including Section 42 and Section 8
- Provides financial modeling for acquisition/rehabilitation and new construction tax credit deals
- Part of HUD technical assistance team providing Rental Assistance Demonstration (RAD) technical assistance nationwide to housing authorities through one-on-one training as well as presenting at educational conferences and seminars
- Consults on various 4 percent and 9 percent deals that have a RAD award and are working toward closing
- Assists in the preparation of Low-Income Housing Tax Credit (LIHTC) applications and applications for soft sources of financing, including HOME, Affordable Housing Program (AHP) and Community Development Block Grants (CDBG)
- Determines optimal Historic Tax Credit transaction structure, works with attorneys to ensure structure abides by safe harbor guidelines and advises on maximizing qualified rehabilitation expenditures (QREs)
- Assists with obtaining debt for various types of affordable housing, including taxable and various tax-exempt debt totaling more than $350 million over the past five years
- Provides assistance with portfolio acquisition and disposition strategies and implementation
- In the past five years, assisted in raising and closing more than $500 million in equity for LIHTC and Historic Tax Credit projects
- Reviews budgets and performs financial analysis on assisted living projects

## Specific experience, continued

- Assists with cost segregation studies for affordable housing properties
- Involved in many tax aspects of a project, from transaction structuring to planning and preparation
- Reviews 10 percent tests and cost certifications
- Clients include developers that are not-for-profit, Public Housing Agencies, Tribal Housing Entities and for-profits, as well as tax credit investors

## Industry involvement

- Wisconsin Institute of Certified Public Accountants (WICPA)
- American Institute of Certified Public Accountants (AICPA)
- American Bar Association – Member Forum on Affordable Housing & Community Development Law; also, Tax Credits and Equity Financing Committee
- Tax Credit Advisory Board Member for State Housing Finance Agency
- Affordable Housing Tax Credit Coalition – Member of State Housing Tax Credit Group
- Frequent speaker at regional and national conferences on affordable housing issues, including the RAD Collaborative, Affordable Housing Finance, National Housing & Rehabilitation Association, National Association of Housing and Redevelopment Officials, HUD, Iowa Finance Agency, Minnesota Housing Finance Agency, Illinois Housing Development Authority, Wisconsin Housing & Economic Development Authority, Michigan State Housing Development Authority, among others

## Community involvement

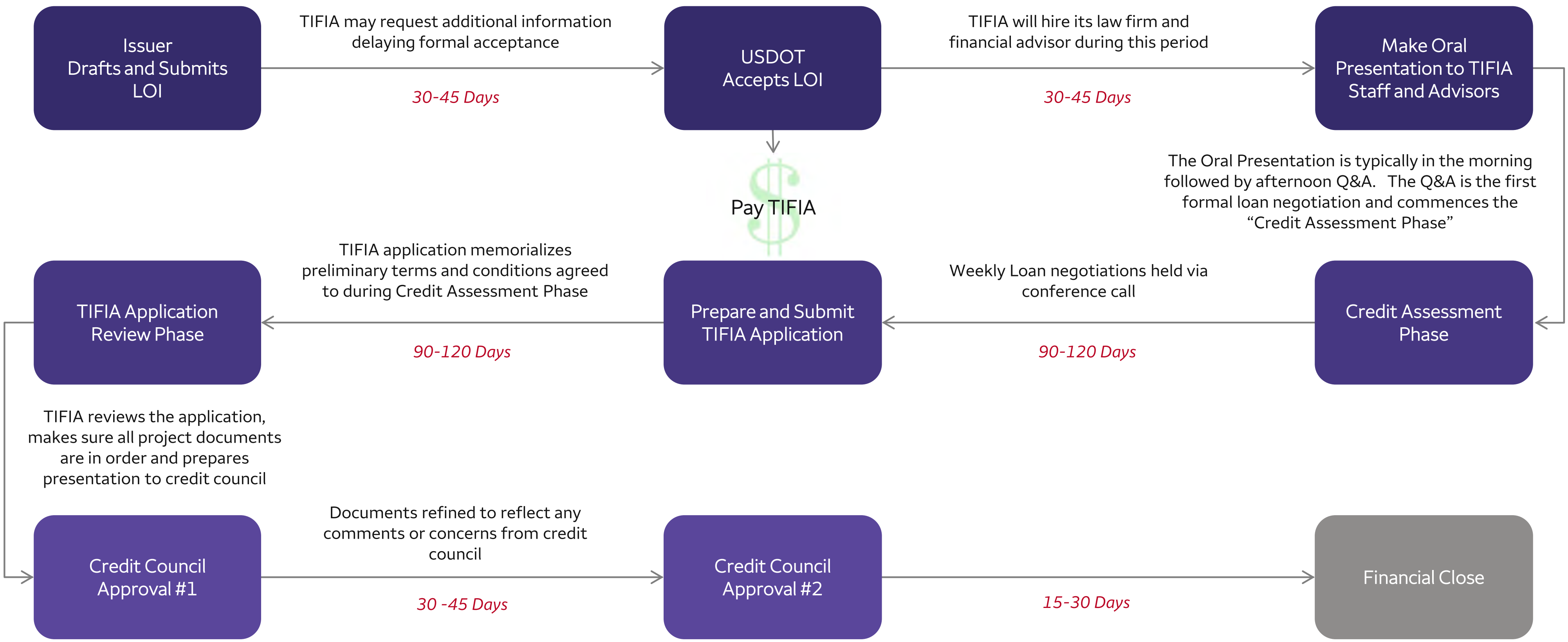
- United Way of Dane County Foundation board member
- United Way Affordable Housing Fund Committee Chair
- Luke House community meal program lead
- Luke House board member

v. TIFIA

i. Policy Statement on TOD – 10/26/23
ii. Term Sheet
iii. Process

# The TIFIA Process Typically Takes 9-12 Months to Complete

## Overview of the Typical TIFIA Loan Process




Source: Build America Bureau; US Department of Transportation

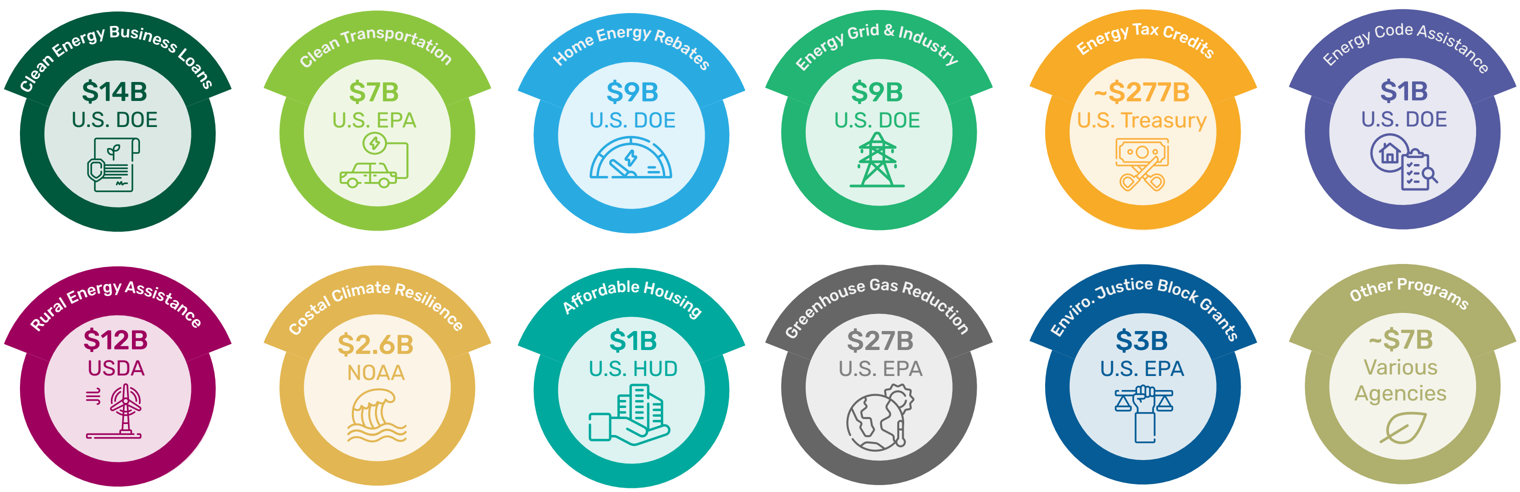
vi. IRA – Green Build Initiatives

   i. Clean Energy Through the Inflation Reduction Act (IRA) – Flyer

# Clean Energy Investment Through the Inflation Reduction Act (IRA)

DOMINION
Due Diligence Group

The IRA provides the largest climate investment in US history at $369 billion to deploy clean energy technologies, invest in clean energy businesses, and support domestic manufacturing. The IRA allocates much of the $369 billion to various housing and low-income, community-oriented initiatives. The legislation allocates approximately $277B to the Treasury Department for green investment tax credits; $41 billion to the Environmental Protection Agency for tools to address climate change and advance environmental and climate justice; $33B to the Department of Energy (HUD) residential energy reduction initiatives; and $1B directly to the Department of Housing and Urban Development (HUD) for green and climate resiliency investments in subsidized housing. The Congressional Budget Office estimated the following budgetary effects related to the IRA:




## Provisions Within the IRA that Benefit Multifamily Housing:


The Green Resiliency and Retrofit Program (GRRP) targets housing in low-income communities by allocating nearly $1b in grants and $3b in very low-interest rate loans for improving climate resiliency, electrification/decarbonization, and energy and water efficiency in project-based rental assisted housing (PBRA).

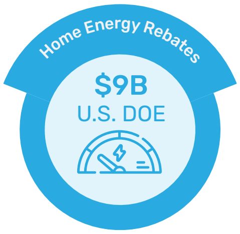
**Availability/Source of Funding: *Active* | HUD Multifamily Office of Recapitalization**


The three key tax incentives that include housing-oriented provisions are:

- The IRC Section 45L (energy efficient home credit)
- IRC Section 48 Renewable Energy Investment Tax Credit (ITC)
- IRC Section 179D Commercial Buildings Energy-efficient Tax Deduction

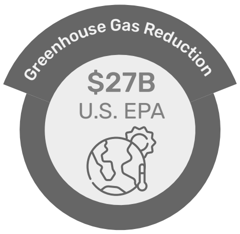
Importantly, the IRA creates bonuses or add-on credits for properties using LIHTC, federal housing programs, or are in low-income communities.

**Availability/Source of Funding: *Active* | Internal Revenue Service (IRS)**




Rebates for Home Efficiency, Home Electrification, and installation of high-efficiency appliances and mechanical equipment. The Performance-Based, Whole-House Rebate Program includes provisions for low-to-moderate income multifamily properties qualifying for higher incentive levels.

**Availability/ Source of Funding:** ***Pending*** **| State and Community Energy Programs (SCEP)**




Key provisions for housing in the Greenhouse Gas Reduction Fund (GGRF):

- Solar for All ($7B) designated for low-income and disadvantaged communities to achieve electrification and net-zero.
- National Clean Investment Fund ($14B) for competitive grants to allow the private sector to provide accessible, affordable clean-green technologies.
- Clean Communities Accelerator ($6B) establishes a loan fund for low-income and disadvantaged communities to have access to financing clean investments.

**Availability/Source of Funding:** ***Pending*** **| Non-Profit, Green Banks and SL Gov't agencies**


Environmental Climate Justice Grant Program ($2B) future competitive grant program for disadvantaged communities to reduce pollution, increase community climate resiliency, and build community capacity to respond to future challenges. Grants provide funding for financial and technical assistance to carry out environmental and climate justice activities to benefit underserved and overburdened communities.

**Availability/Source of Funding:** ***Pending*** **| Environmental Protection Agency (EPA)**

## What can Communities do Now to Prepare for IRA Sources?

- ✔ Begin collecting data on the utility profile of each property. Utility consumption benchmarking of multifamily properties is in the best interest of owners and residents and will likely be a requirement for all multifamily loans, grants, and subsidies received from the IRA.
- ✔ Identify relevant climate risk hazards at each property. Owners must be aware that climate risks can vary significantly from census tracts within the same municipality and that climate risks often disproportionately affect lower-income communities.
- ✔ Depending upon subsidies and sources for a pending recapitalization event or new construction, considering IRA provisions during pre-development will provide greater access to financial sources within the legislation.

# How can D3G Assist Affordable Housing Providers and Municipalities?

DOMINION Due Diligence Group

- We assist owners and developers with pre-development consulting and preparing IRA grant/funding applications - identifying the best path to take regarding the myriad of green building certification programs to reap the greatest return for your properties.
- We assist owners and operators with benchmarking utility consumption, providing energy assessment/audit services, and MBEST or EPA Portfolio Manager scoring.
- We evaluate individual properties or entire portfolios for climate risks and provide remedial short and long-term strategic recommendations.
- We assist owners and developers with pre-development consulting and preparing IRA grant/funding applications - identifying the best path to take regarding the myriad of green building certification programs to reap the greatest return for your properties.
- We integrate our property assessment data (capital needs, energy, environmental sustainability, resiliency) into client databases for long-term tracking, monitoring, and monetizing IRA opportunities.

## Our Green Services

- ASHRAE Compliant Energy Audits
- Certified HERS Rating and Diagnostic Testing
- Energy Modeling: Statement of Energy Design Intent (SEDI)
- EPA ENERGY STAR Existing Building Certification
- EPA ENERGY STAR Multifamily New Construction Certification
- EPA ENERGY STAR Service and Provider Partner
- Green Capital Needs Assessments and Integrate Physical Needs Assessments (IPNA)
- Green Point Rated Existing Home Multifamily Certification
- Green and Resilient Retrofit Program (GRRP)
- Healthy HOMES Evaluations
- HUD Green MIP, 45L, RAD, LIHTC, PACE, etc.
- National Green Building Standard (NGBS) Green Consulting and Verification
- Statement of Energy Performance (SEP)
- Utility Allowance Calculations

**Delivering more than a report.**
**www.d3g.com**

# 9 Required Forms

Cohen-Esrey has completed all the required forms for this RFP. In the following pages you will find the following documents:

1. CHA Offeror Information/Reference Release Form
2. CHA Reference Form
3. Acknowledgment of Addenda
4. Conflict of Interest Statement
5. Non-Collusive Affidavit
6. Confidentiality Agreement
7. Criminal Activity Certification
8. Illegal Immigration Reform Act Certification
9. No Smoking Certification
10. Section 3 Clause Notice Certification
11. Section 3 Business Self-Certification
12. Section 3 Affidavit Form
13. HUD 5369-C Certification and Representation of Offerors Non-Construction
14. HUD 2992 Certification Regarding Debarment and Suspension

## CHA OFFEROR INFORMATION FORM/REFERENCE RELEASE FORM

Name of Offeror: Cohen-Esrey Development Group

Mailing Address: 8500 Shawnee Mission Pkwy, Suite 150, Merriam, KS 66202

Street Address: 8500 Shawnee Mission Pkwy, Suite 150

City/State/Zip Code: Merriam, KS 66202

Email: cmills@cohenesrey.com

Phone: ( ) (843)-813-0889 Fax: ( ) (913)-671-3301

*To: The Housing Authority of the City of Charleston, South Carolina*

Pursuant to and in compliance with CHA notice inviting Request for Proposals, and other documents relating thereto, the undersigned Offeror, having familiarized himself with the terms of the proposal documents, local conditions and the cost of the work at the place where the work is to be done, hereby proposes and agrees to perform within the time stipulated, all work required in accordance with the scope of services and other documents including Addenda, if any, on file at the Purchasing Office for the price hereinafter set forth.

The undersigned, as Offeror, declares that the only person or parties interested in this proposal as principals are those named herein; that this proposal is made without collusion with any person, firm or corporation; and he/she proposes and agrees, if the proposal is accepted, that he/she will execute a contract with The Housing Authority of the City of Charleston; that he/she will comply with all Minority and Women Business Enterprise and Section 3; that he/she is aware that failure to properly comply with the requirements set out in the Instructions to Bidders (Form HUD 5369-B) and elsewhere in the Request for Proposal may result in a finding that the Offeror is non-responsive.

Offeror has given permission for CHA to contact any references listed within this proposal and release CHA from any liability of information obtained from references.

Signature/Authorized Company Official

Date: March 5th, 2024

Jon Atlas

Printed Name

Managing Director

Title

# HOUSING AUTHORITY OF THE CITY OF CHARLESTON

**ACKNOWLEDGEMENT OF ADDENDA**

RFP Developer Services for Meeting Street Manor Extension Demolition and Redevelopment
Job No.: 240301

The undersigned offeror hereby acknowledges that they have checked the Housing Authority of the City of Charleston's website: www.chacity.org for the above-named project for any and all addendums posted and acknowledged the receipt of the following addendums:

Addendum Number: 1 Date Received: January 30th, 2024

Addendum Number: ____________ Date Received: ________________

Addendum Number: ____________ Date Received: ________________

Name of Firm: Cohen-Esrey Development Group

Name of Authorized Representative: Jon Atlas

Signature Jon Atlas Date: March 5th, 2024

## CHA CONFLICT OF INTEREST

The respondent warrant that to the best of their knowledge and belief, and except as otherwise disclosed it does not have any organizational conflict of interest. Conflict of interest is defined as a situation in which the nature of work under this solicitation and the firm's organizational, financial, contractual or other interests are such that: Respondents may have an unfair competitive advantage; or the respondent's objectivity in performing the work solicited may be impaired. In the event the respondent has an organizational conflict of interest as defined herein, the respondents shall disclose such conflict of interest fully in the proposal submission.

The respondents agree that if, after award he, she or it, discovers an organizational conflict of interest with respect to this solicitation, he, she or it, shall make an immediate and full disclosure in writing to CHA that shall include a description of the action, which the respondents have taken or intends to take to eliminate or neutralize the conflict. CHA may, however, disqualify the respondents or if a contract has been entered into with the respondents, terminate said contract, at its sole discretion.
In the event the respondents were aware of an organizational conflict of interest before the award of a contract and intentionally did not disclose the conflict to CHA, CHA may disqualify the respondents.

This Conflict of Interest Provision shall be included in all subcontracts or other agreements wherein the work to be performed is similar to the service provided by the respondents. The respondents shall include in such subcontracts and other such agreements any necessary provisions to eliminate or neutralize conflicts of interest.

No member or Resident Advisor to the Board of Commissioners, shall be allowed to share in any part of the contract awarded under this solicitation or to any benefit that may arise therefrom. No member, officer, or employee of CHA, the governing body of the locality in which the project is situated; the governing body in which CHA was activated; and no other public official of such locality or localities who exercises any functions or responsibilities with respect to the project, shall during his or her tenure, or for one year thereafter, have any interest, direct or indirect, in any contract or the proceeds thereof resulting from this solicitation. No member, officer or employee of the respondents selected to perform the services described above shall, during the term of their contract, or for one year thereafter, have any interest direct or indirect, in any contract that they are responsible for procuring, managing or overseeing on in the proceeds of any such contract.
This provision shall be construed to extend to any contract made with the successful respondents.

By: ______________________ (Signature of authorized Representative)    March 5th, 2024 Date

Printed Name: Jon Atlas
Title: Managing Director

Company Name: Cohen-Esrey Development Group
Address: 8500 Shawnee Mission Pkwy, Suite 150
Merriam, KS 66202

Subscribed and sworn to under oath before me
This 29th day of February, 2024
Notary Public Noelle Wilson
County of Johnson State of Kansas
My commission expires: 3/1/2027

SEALED

NOELLE WILSON
Notary Public-State of Kansas
My Appt. Expires 3/1/2027

## CHA NON-COLLUSIVE AFFIDAVIT

TO OWNER: Housing Authority City of Charleston
550 Meeting Street, Charleston, SC 29403

State of South Carolina )
ss
County of Charleston )

Being first duly sworn, deposes and says,

That he or she is a representative of the company listed below, the party making the proposal or bid, that such proposal or bid is genuine and not collusive or sham; that said offeror has not colluded, conspired, connived or agreed, directly or indirectly, with any offeror or person to put in a sham proposal or bid or to refrain from bidding, and has not in any manner, directly or indirectly, sought by agreement or collusion, or communication, or conference, with any person, to fix the proposal or bid price or any other offeror, or to fix any overhead, profit or cost element of said bid price, or of that of any other offeror, or to secure any advantage against CHA or any person interested in the proposed contract; and that all statements in said proposal or bid are true.

By: ______________________ March 5th, 2024
(Signature of authorized Representative) Date

Printed Name: Jon Atlas
Title: Managing Director

Company Name: Cohen-Esrey Development Group
Address: 8500 Shawnee Mission Pkwy, Suite 150
Merriam, KS 66202

Subscribed and sworn to under oath before me
This 29th day of February, 20 24
Notary Public Noelle Wilson
County of Johnson State of Kansas
My commission expires: 3/1/2027

SEALED

NOELLE WILSON
Notary Public-State of Kansas
My Appt. Expires 3/1/27

## CHA CONFIDENTIALITY AGREEMENT
**FOR WORKFORCE MEMBERS WHO ARE CONSULTANTS, CONTRACTORS, SUB-CONTRACTORS OR VENDORS; SENSITIVE INFORMATION POLICY AND IDENTITY THEFT PREVENTION PROGRAM**

TO OWNER: HOUSING AUTHORITY OF THE CITY OF CHARLESTON

I understand that I require information to perform my duties at The Housing Authority of the City of Charleston by which I am engaged or for which I am performing services. This information may include, but is not limited to, information on clients, employees, other workforce members, and financial and business operations. Some of this information is made confidential by law (i.e. GLBA Information made confidential by law, Safeguards Rule, FACTA including Red Flags Rules, etc.). Confidential information may be in any form, e.g. written, electronic, oral, overheard or observed. I also understand that access to all confidential information is granted on a need-to-know basis. A need to know basis is defined as information access that is required in order to perform assigned contractual obligations.

I will not disclose confidential information to clients, friends, relatives, co-workers or anyone else except as permitted by the President / Chief Executive Officer and applicable law and as required in performing my work as a consultant, contractor or vendor for The Housing Authority of the City of Charleston and will protect the confidentiality of all confidential information while performing work related activities.

All confidential information remains the property of The Housing Authority of the City of Charleston and may not be removed or kept by me upon termination of our contractual relationship. If I violate this agreement, I may be subject to adverse action up to and including termination of my ability to work at or on behalf of The Housing Authority of the City of Charleston. In addition, under applicable law, I may be subject to criminal and/or civil penalties.

I have read and understand the above and agree to be bound by its conditions and understandings.

By: [signature] March 5th, 2024
(Signature of authorized Representative) Date
Printed Name: Jon Atlas
Title: Managing Director

Company Name: Cohen-Esrey Development Group
Address: 8500 Shawnee Mission Pkwy, Suite 150
Merriam, KS 66202

Subscribed and sworn to under oath before me
This 29th day of February, 20 24
Notary Public Noelle Wilson
County of Johnson State of Kansas
My commission expires: 3/1/2027

SEALED

NOELLE WILSON
Notary Public-State of Kansas
My Appt. Expires 3/1/27

## CHA CRIMINAL ACTIVITY CERTIFICATION FORM

### HOUSING AUTHORITY OF THE CITY OF CHARLESTON NOTICE OF PROHIBITION AGAINST SEX OFFENDERS & PERSONS CONVICTED OF FELONIES DUE TO VIOLENT OR DRUG-RELATED CRIMINAL ACTIVITY

The Housing Authority of the City of Charleston (Authority) has a duty to provide our residents, customers, and the citizens of Charleston, safe, sanitary, and decent housing and communities. In accordance with this requirement, this Authority will under no circumstances enter into a contract or employ a contractor who is a convicted sex offender or a convicted felon of violent or drug-related crimes who may pose danger to our communities. Furthermore, a contractor who has entered into contract with this Authority shall under no circumstances employ sub-contractors, laborers, or helpers whom are registered sex offenders or convicted felons of violent or drug-related crimes. The Authority prohibits persons that are registered sex offenders or convicted felons of violent or drug-related crimes to have access to the Authority's properties. Should a contractor not conform to the content of this notice, the Authority shall deem the contractor to be in violation of their contract and the CHA may after review and with discretion, require corrective action including but not limited to removal of the offending contractor, subcontractor, laborers or helpers from the project and properties or termination of contract.

I understand that Housing Authority of the City of Charleston prohibits persons that enter into contract with the Authority to be registered sex offenders or persons convicted of violent or drug-related felonies or to employ subcontractors, laborers or helpers that are registered sex offenders or persons convicted of violent or drug-related felonies and that violation of this prohibition is hereby considered a violation of the contract which may be subject to termination at the discretion of the Authority.

My signature below represents that I am a representative of this company and I am NOT a registered sex offender nor have I been convicted of violent or drug-related felonies nor do I employ sub-contractors, laborers or helpers that are registered sex offenders or persons convicted of violent or drug-related felonies.

By: [signature] March 5th, 2024
(Signature of authorized Representative) Date

Printed Name: Jon Atlas

Title: Managing Director

Company Name: Cohen-Esrey Development Group

Address: 8500 Shawnee Mission Pkwy, Suite 150
Merriam, KS 66202

Subscribed and sworn to under oath before me
This 29th day of February, 2024
Notary Public Noelle Wilson
County of Johnson State of Kansas SEALED
My commission expires: 8/1/2027

NOELLE WILSON
Notary Public-State of Kansas
My Appt. Expires 8/1/27

**CHA ILLEGAL IMMIGRATION REFORM ACT**
**PROCUREMENT CERTIFICATION FORM**

ILLEGAL IMMIGRATION (NOV. 2008):
Title 8, Chapter 14 of the South Carolina Code of Laws
(originally enacted as Section 3 of The South Carolina
Illegal Immigration Reform Act, 2008 S.C. Act No. 280)

By signing its offer, bid or proposal, Contractor certifies that it will comply with the applicable requirements of Title 8, Chapter 14 of the South Carolina Code of Laws (originally enacted as Section 3 of The South Carolina Illegal Immigration Reform Act, 2008 S.C. Act No. 280) and agrees to provide to The Housing Authority of the City of Charleston upon request any documentation required to establish either: (a) that Title 8, Chapter 14 is inapplicable both to Contractor and its subcontractors sub-subcontractors; or (b) that Contractor and its subcontractors or sub-subcontractors are in compliance with Title 8, Chapter 14. Pursuant to Section 8-14-60, "A person who knowingly makes or files any false, fictitious, or fraudulent document, statement, or report pursuant to this chapter is guilty of a felony, and, upon conviction, must be fined within the discretion of the court or imprisoned for not more than five years, or both." Contractor agrees to include in any contracts with its subcontractor's language requiring its subcontractors to (a) comply with the applicable requirements of Title 8, Chapter 14, and (b) include in their contracts with the sub-subcontractor's language requiring the sub-subcontractors to comply with the applicable requirements of Title 8, Chapter 14. [07-7B097-1]

By: [signature] March 5th, 2024
(Signature of authorized Representative) Date
Printed Name: Jon Atlas
Title: Managing Director
Company Name: Cohen-Esrey Development Group
Address: 8500 Shawnee Mission Pkwy, Suite 150
Merriam, KS 66202

Subscribed and sworn to under oath before me
This 29th day of February, 20 24
Notary Public Noelle Wilson
County of Johnson State of Kansas
My commission expires: 3/1/27

SEALED

NOELLE WILSON
Notary Public-State of Kansas
My Appt. Expires 3/1/27

**CHA NO SMOKING CERTIFICATION FORM**

**NOTICE OF PROHIBITION AGAINST SMOKING ON CHA PROPERTIES**

The Housing Authority of the City of Charleston (CHA) has a duty to provide our residents, customers, and the citizens of Charleston, safe, sanitary, and decent housing and communities. In addition, in accordance with HUD's final 24 CFR 965 and 966, The Housing Authority of the City of Charleston has adopted a smoke-free policy for all public housing properties to become effective September 1, 2017.

You are hereby notified that smoking is not permitted within any building; to include entryways, porches, balconies and patios, hallways, stairways, and within all interior living areas. This smoke-free policy extends to all outdoor areas up to 25 feet from public housing residences and administrative office buildings.

This policy applies to all residents, guests, visitors, service personnel, contractors, subcontractors, employees of contractors, vendors, volunteers and CHA employees. This rule improves indoor air quality in housing, benefits the health of public housing residents, visitors, and CHA staff, reduces the risk of catastrophic fires, and lowers overall maintenance cost.

Furthermore, a contractor who has entered into any contract with this Authority shall, under no circumstances permit its sub-contractors, laborers, or helpers to violate this policy.

Should a contractor not conform to the content of this notice, the Authority shall deem the contractor to be in violation of their contract and the CHA may, after review and with discretion, require corrective action including but not limited to removal of the offending contractor, subcontractor, laborers or helpers from the project and properties or termination of contract.

I have read and understand the above smoking policy and I agree to comply fully with the provisions.

By: [signature] March 5th, 2024
(Signature of authorized Representative) Date

Printed Name: Jon Atlas

Title: Managing Director

Company Name: Cohen-Esrey Development Group

Address: 8500 Shawnee Mission Pkwy, Suite 150
Merriam, KS 66202

# CHA SECTION 3 CLAUSE CERTIFICATION FORM

Title 24: Housing and Urban Development; Subtitle B: Regulations Relating to Housing and Urban Development; CHAPTER I: OFFICE OF ASSISTANT SECRETARY FOR EQUAL OPPORTUNITY, DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT; SUBCHAPTER B: EMPLOYMENT AND BUSINESS OPPORTUNITY; PART 135: ECONOMIC OPPORTUNITIES FOR LOW- AND VERY LOW-INCOME PERSONS Subpart B: Economic Opportunities for Section 3 Residents and Section 3 Business Concerns 135.38 - Section 3 clause. All section 3 covered contracts shall include the following clause (referred to as the section 3 clause):

A. The work to be performed under this contract is subject to the requirements of section 3 of the Housing and Urban Development Act of 1968, as amended, 12 U.S.C. 1701u (section 3). The purpose of section 3 is to ensure that employment and other economic opportunities generated by HUD assistance or HUD-assisted projects covered by section 3, shall, to the greatest extent feasible, be directed to low- and very low-income persons, particularly persons who are recipients of HUD assistance for housing.

B. The parties to this contract agree to comply with HUD's regulations in 24 CFR part 135, which implement section 3. As evidenced by their execution of this contract, the parties to this contract certify that they are under no contractual or other impediment that would prevent them from complying with the part 135 regulations.

C. The contractor agrees to send to each labor organization or representative of workers with which the contractor has a collective bargaining agreement or other understanding, if any, a notice advising the labor organization or workers' representative of the contractor's commitments under this section 3 clause, and will post copies of the notice in conspicuous places at the work site where both employees and applicants for training and employment positions can see the notice. The notice shall describe the section 3 preference, shall set forth minimum number and job titles subject to hire, availability of apprenticeship and training positions, the Proposals for each; and the name and location of the person(s) taking applications for each of the positions; and the anticipated date the work shall begin.

D. The contractor agrees to include this section 3 clause in every subcontract subject to compliance with regulations in 24 CFR part 135, and agrees to take appropriate action, as provided in an applicable provision of the subcontract or in this section 3 clause, upon a finding that the subcontractor is in violation of the regulations in 24 CFR part 135. The contractor will not subcontract with any subcontractor where the contractor has notice or knowledge that the subcontractor has been found in violation of the regulations in 24 CFR part 135.

E. The contractor will certify that any vacant employment positions, including training positions, that are filled (1) after the contractor is selected but before the contract is executed, and (2) with persons other than those to whom the regulations of 24 CFR part 135 require employment opportunities to be directed, were not filled to circumvent the contractor's obligations under 24 CFR part 135.

F. Noncompliance with HUD's regulations in 24 CFR part 135 may result in sanctions, termination of this contract for default, and debarment or suspension from future HUD assisted contracts.

G. With respect to work performed in connection with section 3 covered Indian housing assistance, section 7(b) of the Indian Self-Determination and Education Assistance Act (25 U.S.C. 450e) also applies to the work to be performed under this contract. Section 7(b) requires that to the greatest extent feasible (i) preference and opportunities for training and employment shall be given to Indians, and (ii) preference in the award of contracts and subcontracts shall be given to Indian organizations and Indian-owned Economic Enterprises. Parties to this contract that are subject to the provisions of section 3 and section 7(b) agree to comply with section 3 to the maximum extent feasible, but not in derogation of compliance with section 7(b).

| | |
|---|---|
| Jon Atlas | Managing Director |
| (Please Print) Name of Authorized Representative | Title |
| Jon Atlas | March 5th, 2024 |
| Signature of Authorized Representative | Date |

# Section 3 Business Concern Certification

For the Housing Authority of the City of Charleston
550 Meeting Street, Charleston, SC 29403
Email: contracts@chacity.org Phone: (843) 727-3152

| | |
|---|---|
| Business Name: | Owners Name: |
| Address: | Owners Title: |
| City County | EIN |
| State Zip Code | Duns Number |
| Office Number: | Cell Number |
| Email | Business Trade Type |
| Website Address | Business License No. |
| Year Business Established | Number of Employees |

**Section 3 Eligibility:**

**To self-certify at least ONE of the criteria below must apply to your business. Please select qualification criteria documented within the last six- month period below** (check all that apply):

_____ At least 51 percent of the business is owned and controlled by low- or very low-income persons (refer to HUD Income Limit link below)

_____ At least 51 percent of the business is owned and controlled by current public housing residents or residents who currently live in Section 8-assisted housing.

_____ Over 75 percent of the labor hours performed for the business over the prior three-month period were performed by low- or very low- income persons or any worker who currently fits, or when hired within the past five years were low – or very low-income persons or a YouthBuild participants.

**HUD Low Income threshold for (2021-2022) is $51,000.00 for the Tri-County Areas. To access current covered project area's Income Limit please visit HUD Income Limit Documentation System at:**

www.huduser.gov/portal/datasets/il.html

**DOES YOUR BUSINESS QUALIFY AS A SECTION 3 BUSINESS CONCERN PER 24 CFR 75.5?** ☐ **YES** ☒ **NO**

*Qualified businesses are also encouraged to register with the HUD Section 3 Business Opportunity Portal
https://hudapps.hud.gov/OpportunityPortal/searchContract.action

**Business Concern Affirmation:**

I affirm that the above statements are true, complete, and correct to the best of my knowledge and belief and understand proof of this information may be requested by the Housing Authority of the City of Charleston. I hereby certify, under penalty of law, that the following information is correct to the best of my knowledge.

| | |
|---|---|
| Jon Atlas | Managing Director |
| **Printed Name of Owner/Authorized Representative** | **Title** |
| [signature] | March 5th, 2024 |
| **Signature of Owner/Authorized Representative** | **Date** |

# CHA SECTION 3 COMPLIANCE AFFIDAVIT

TO OWNER:
Housing Authority of the City of Charleston
550 Meeting Street, Charleston, SC 29403

The undersigned makes this affidavit with full knowledge that its contents will be used in the expenditure of funds provided by the United States government. Under penalty of perjury, I hereby state:

1. My company/corporation adheres to Section 3 of the Housing and Urban Development (HUD) Act of 1968, as amended, 12 U.S.C. 170 lu, which requires, to the greatest extent feasible, that a "good faith effort" is given to identifying small businesses located within the boundaries of the Section 3 service area, making them aware of contracting opportunities, encouraging their participation and actually awarding contracts to Section 3 business concerns.

2. An attempt will be made to undertake outreach activities intended to encourage participation by Section 3 residents in training and employment opportunities and maintain records of such efforts and provide evidence of such efforts to CHA if requested. These activities may include but are not limited to:
   a) Advertising in local media;
   b) Distributing flyers on training and job opportunities to public housing entities; positing Section 3 Opportunities on job sites;
   c) Informing labor organizations and private job training agencies of potential jobs
   and contract opportunities;
   d. Participation in job information meetings and workshops to help Section 3 residents' complete applications and learn interviewing techniques.

By: ______________________ March 5th, 2024
(Signature of authorized Representative) Date

Printed Name: Jon Atlas
Title: Managing Director

Company Name: Cohen-Esrey Development Group
Address: 8500 Shawnee Mission Pkwy, Suite 150
Merriam, KS 66202

Subscribed and sworn to under oath before me
This ____________ day of ____________, 20_______
Notary Public ______________________________
County of ________________ State of _____________ SEALED
My commission expires: ______________________

# Certifications and Representations of Offerors
## Non-Construction Contract

U.S. Department of Housing and Urban Development
Office of Public and Indian Housing

OMB Approval No: 2577-0180 (exp. 7/30/96)

Public reporting burden for this collection of information is estimated to average 5 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

This form includes clauses required by OMB's common rule on bidding/offering procedures, implemented by HUD in 24 CFR 85.36, and those requirements set forth in Executive Order 11625 for small, minority, women-owned businesses, and certifications for independent price determination, and conflict of interest. The form is required for nonconstruction contracts awarded by Housing Agencies (HAs). The form is used by bidders/offerors to certify to the HA's Contracting Officer for contract compliance. If the form were not used, HAs would be unable to enforce their contracts. Responses to the collection of information are required to obtain a benefit or to retain a benefit. The information requested does not lend itself to confidentiality.

### 1. Contingent Fee Representation and Agreement

(a) The bidder/offeror represents and certifies as part of its bid/ offer that, except for full-time bona fide employees working solely for the bidder/offeror, the bidder/offeror:

(1) [ ] has, [X] has not employed or retained any person or company to solicit or obtain this contract; and

(2) [ ] has, [X] has not paid or agreed to pay to any person or company employed or retained to solicit or obtain this contract any commission, percentage, brokerage, or other fee contingent upon or resulting from the award of this contract.

(b) If the answer to either (a)(1) or (a) (2) above is affirmative, the bidder/offeror shall make an immediate and full written disclosure to the PHA Contracting Officer.

(c) Any misrepresentation by the bidder/offeror shall give the PHA the right to (1) terminate the resultant contract; (2) at its discretion, to deduct from contract payments the amount of any commission, percentage, brokerage, or other contingent fee; or (3) take other remedy pursuant to the contract.

### 2. Small, Minority, Women-Owned Business Concern Representation

The bidder/offeror represents and certifies as part of its bid/ offer that it:

(a) [ ] is, [X] is not a small business concern. "Small business concern," as used in this provision, means a concern, including its affiliates, that is independently owned and operated, not dominant in the field of operation in which it is bidding, and qualified as a small business under the criteria and size standards in 13 CFR 121.

(b) [ ] is, [X] is not a women-owned small business concern. "Women-owned," as used in this provision, means a small business that is at least 51 percent owned by a woman or women who are U.S. citizens and who also control and operate the business.

(c) [ ] is, [X] is not a minority enterprise which, pursuant to Executive Order 11625, is defined as a business which is at least 51 percent owned by one or more minority group members or, in the case of a publicly owned business, at least 51 percent of its voting stock is owned by one or more minority group members, and whose management and daily operations are controlled by one or more such individuals.

For the purpose of this definition, minority group members are:
(Check the block applicable to you)

[ ] Black Americans
[ ] Hispanic Americans
[ ] Native Americans
[ ] Asian Pacific Americans
[ ] Asian Indian Americans
[ ] Hasidic Jewish Americans

### 3. Certificate of Independent Price Determination

(a) The bidder/offeror certifies that—

(1) The prices in this bid/offer have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other bidder/offeror or competitor relating to (i) those prices, (ii) the intention to submit a bid/offer, or (iii) the methods or factors used to calculate the prices offered;

(2) The prices in this bid/offer have not been and will not be knowingly disclosed by the bidder/offeror, directly or indirectly, to any other bidder/offeror or competitor before bid opening (in the case of a sealed bid solicitation) or contract award (in the case of a negotiated solicitation) unless otherwise required by law; and

(3) No attempt has been made or will be made by the bidder/ offeror to induce any other concern to submit or not to submit a bid/offer for the purpose of restricting competition.

(b) Each signature on the bid/offer is considered to be a certification by the signatory that the signatory:

(1) Is the person in the bidder/offeror's organization responsible for determining the prices being offered in this bid or proposal, and that the signatory has not participated and will not participate in any action contrary to subparagraphs (a)(l) through (a)(3) above; or

(2) (i) Has been authorized, in writing, to act as agent for the following principals in certifying that those principals have not participated, and will not participate in any action contrary to subparagraphs (a)(l) through (a)(3) above (insert full name of person(s) in the bidder/offeror's organization responsible for determining the prices offered in this bid or proposal, and the title of his or her position in the bidder/offeror's organization);

(ii) As an authorized agent, does certify that the principals named in subdivision (b)(2)(i) above have not participated, and will not participate, in any action contrary to subparagraphs (a)(1) through (a)(3) above; and

(iii) As an agent, has not personally participated, and will not participate in any action contrary to subparagraphs (a)(l) through (a)(3) above.

(c) If the bidder/offeror deletes or modifies subparagraph (a)2 above, the bidder/offeror must furnish with its bid/offer a signed statement setting forth in detail the circumstances of the disclosure.

**4. Organizational Conflicts of Interest Certification**

(a) The Contractor warrants that to the best of its knowledge and belief and except as otherwise disclosed, it does not have any organizational conflict of interest which is defined as a situation in which the nature of work under a proposed contract and a prospective contractor's organizational, financial, contractual or other interest are such that:

(i) Award of the contract may result in an unfair competitive advantage;

(ii) The Contractor's objectivity in performing the contract work may be impaired; or

(iii) That the Contractor has disclosed all relevant information and requested the HA to make a determination with respect to this Contract.

(b) The Contractor agrees that if after award he or she discovers an organizational conflict of interest with respect to this contract, he or she shall make an immediate and full disclosure in writing to the HA which shall include a description of the action which the Contractor has taken or intends to eliminate or neutralize the conflict. The HA may, however, terminate the Contract for the convenience of HA if it would be in the best interest of HA.

(c) In the event the Contractor was aware of an organizational conflict of interest before the award of this Contract and intentionally did not disclose the conflict to the HA, the HA may terminate the Contract for default.

(d) The Contractor shall require a disclosure or representation from subcontractors and consultants who may be in a position to influence the advice or assistance rendered to the HA and shall include any necessary provisions to eliminate or neutralize conflicts of interest in consultant agreements or subcontracts involving performance or work under this Contract.

**5. Authorized Negotiators (RFPs only)**

The offeror represents that the following persons are authorized to negotiate on its behalf with the PHA in connection with this request for proposals: (list names, titles, and telephone numbers of the authorized negotiators):

**6. Conflict of Interest**

In the absence of any actual or apparent conflict, the offeror, by submission of a proposal, hereby warrants that to the best of its knowledge and belief, no actual or apparent conflict of interest exists with regard to my possible performance of this procurement, as described in the clause in this solicitation titled "Organizational Conflict of Interest."

**7. Offeror's Signature**

The offeror hereby certifies that the information contained in these certifications and representations is accurate, complete, and current.

March 5th, 2024

Signature & Date:

Typed or Printed Name:

Jon Atlas

Title:

Managing Director

# Certification Regarding Debarment and Suspension

**U.S. Department of Housing and Urban Development**

**Certification A: Certification Regarding Debarment, Suspension, and Other Responsibility Matters - Primary Covered Transactions**

1. The prospective primary participant certifies to the best of its knowledge and belief that its principals;

a. Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal debarment or agency;

b. Have not within a three-year period preceding this proposal, been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification, or destruction of records, making false statements, or receiving stolen property;

c. Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or local) with commission of any of the offenses enumerated in paragraph (1)(b) of this certification; and

d. Have not within a three-year period preceding this application/proposal had one or more public transactions (Federal, State, or local) terminated for cause or default.

2. Where the prospective primary participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

**Instructions for Certification (A)**

1. By signing and submitting this proposal, the prospective primary participant is providing the certification set out below.

2. The inability of a person to provide the certification required below will not necessarily result in denial of participation in this covered transaction. The prospective participant shall submit an explanation of why it cannot provide the certification set out below. The certification or explanation will be considered in connection with the department or agency's determination whether to enter into this transaction. However, failure of the prospective primary participant to furnish a certification or an explanation shall disqualify such person from participation in this transaction.

3. The certification in this clause is a material representation of fact upon which reliance was place when the department or agency determined to enter into this transaction. If it is later determined that the prospective primary participant knowingly rendered an erroneous certification, in addition to other remedies available to the Federal Government, the department or agency may terminate this transaction for cause of default.

4. The prospective primary participant shall provide immediate written notice to the department or agency to whom this proposal is submitted if at any time the prospective primary participant learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.

5. The terms **covered transaction, debarred, suspended, ineligible, lower tier covered transaction, participant, person, primary covered transaction, principal, proposal, and voluntarily excluded,** as used in this clause, have the meanings set out in the Definitions and Coverage sections of the rules implementing Executive Order 12549. You may contact the department or agency to which this proposal is being submitted for assistance in obtaining a copy of these regulations.

6. The prospective primary participant agrees by submitting this proposal that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction with a person who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the department or agency entering into this transaction.

7. The prospective primary participant further agrees by submitting this proposal that it will include the clause titled "Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion - Lower Tier Covered Transaction," provided by the department or agency entering into this covered transaction, without modification, in all lower tier covered transactions and in all solicitations for lower tier covered transactions.

8. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not debarred, suspended, ineligible, or voluntarily excluded from the covered transaction, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines this eligibility of its principals. Each participant may, but is not required to, check the Nonprocurement List.

9. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.

10. Except for transactions authorized under paragraph (6) of these instructions, if a participant in a covered transaction knowingly enters into a lower tier covered transaction with a person who is suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the Federal Government, the department or agency may terminate this transaction for cause of default.

**Certification B: Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion - Lower Tier Covered Transactions**

1. The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.

2. Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

**Instructions for Certification (B)**

1. By signing and submitting this proposal, the prospective lower tier participant is providing the certification set out below.

2. The certification in this clause is a material representation of fact upon which reliance was placed when this transaction was entered into. If it is later determined that the prospective lower tier participant knowingly rendered an erroneous certification, in addition to other remedies available to the Federal Government, the department or agency with which this transaction originated may pursue available remedies, including suspension and/or debarment.

3. The prospective lower tier participant shall provide immediate written notice to the person to which this proposal is submitted if at any time the prospective lower tier participant learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.

4. The terms **covered transaction, debarred, suspended, ineligible, lower tier covered transaction, participant, person, primary covered transaction, principal, proposal, and voluntarily excluded,** as used in this clause, have the meanings set out in the Definitions and Coverage sections of rules implementing Executive Order 12549. You may contact the person to which this proposal is submitted for assistance in obtaining a copy of these regulations.

5. The prospective lower tier participant agrees by submitting this proposal that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction with a person who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the department or agency with which this transaction originated.

6. The prospective lower tier participant further agrees by submitting this proposal that it will include this clause titled "Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion - Lower Tier Covered Transaction," without modification, in all lower tier covered transactions and in all solicitations for lower tier covered transactions.

7. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not debarred, suspended, ineligible, or voluntarily excluded from the covered transaction, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines the eligibility of its principals. Each participant may, but is not required to, check the Nonprocurement List.

8. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.

9. Except for transactions authorized under paragraph (5) of these instructions, if a participant in a lower covered transaction knowingly enters into a lower tier covered transaction with a person who is suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the Federal Government, the department or agency with which this transaction originated may pursue available remedies including suspension and/or debarment.

| Applicant | | Date |
|---|---|---|
| [signature] | | 3/5/24 |
| Signature of Authorized Certifying Official | Title: Managing Director | |