AUTHENTIC HOUSING
AN ESG DEVELOPMENT FIRM

350 Saint Peter St #505 | www.authentichousing.org

November 17, 2021

Office of the City Auditor
225 4th Street North
Fargo, ND 58102
Attn: Jim Gilmour
Re: Disposition of 419 3rd Street North

Dear Mr. Gilmour,

We are grateful to have this opportunity to submit to you our application for 419 3rd Street North. Our team has been inspired for over a decade by Fargo's vision for a better city when the City started the collaborative process that solicited ideas from the community as a part of the Go2030 planning process and more recently, the city's *Downtown InFocus: A Blueprint for Fargo's Core*. This vision for Fargo runs parallel with Authentic Housing's vision that focuses on building a more comfortable, sustainable, affordable, and connected community. We cultivate community in our cities and nurture a sense of civic pride, driven by creating homes that are affordable and buildings that save households time and money.

Authentic Housing is a Public Benefit Corporation (PBC), and a core component of our public benefit is to think about the long term. For us that means an inclusive design process, high quality buildings and materials that will last for generations, rent that is affordable today and will remain affordable for as long as the building stands, and a commitment to Fargo that lasts forever. In order to illustrate this more effectively, we've made reference throughout our proposal to where our project aligns directly with the city's plan *Downtown InFocus: A Blueprint for Fargo's Core*. As a PBC we aren't required to show investors massive returns within a few years, instead we create long term public benefits which we believe are the basis of long term, sustainable returns. We believe that good design is an outcome, which is why we've specifically described and included designs that are illustrative of our goals as a developer. However, we also believe that good design is a process, and it is one that includes the community that it hopes to serve, potential residents, as well as neighbors, and have included opportunities for engagement in our timeline.

We hope our proposed plan for 419 3rd Street North will be understood as an opportunity to further the City's many goals for it's downtown by partnering to make another strategic investment in its future.

Sincerely,

Authentic Housing PBC

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Contents & Responses

Cover Letter:

- Traditional cover letter (above)
- Narrative for each criteria (next section)

Project Schematic:

- Attached

Identification of entity/entities:

- Please see answers for criteria 5 and 8
    - Developer: Authentic Housing
        - http://AuthenticHousing.org
    - GC - TBD
        - Frerichs Construction: https://frerichsconstruction.com/
        - Kraus Anderson: https://www.krausanderson.com/
    - Architect - TBD
    - CPA Firm: Mahoney CPAs and Advisors: https://mahoneycpa.com/
    - Legal Firm: The Whipple Law Office PLLC, Dougle Whipple, Esq: http://www.whipplelawoffices.com/

Requested Incentives:

- Contract for deed as mentioned in the criteria section for purchase price
- $2 million TIF Loan from city (Paid from TIF proceeds over 9 years, assumes $181,000 in property taxes in year 1 of operation, 2% increase in taxes each year, and debt interest rate at 3%)
    - $500,000 will be used to fund pre development expenses
        - Refunded by construction loan
    - Full $2 million will be used as cash collateral for construction loan
    - Rolled into permanent financing
- Dedication of staff time to assist in creating a district car share (ideally electric) for the DMU, in exchange for a negotiated long term lot lease fee to be paid from the project to the City or the owner of the lot where the carshare is located
    - One unlimited transit pass for each resident for the length of their lease provided by the city for no charge for as long as we are contracted with the city for the parking lot lease fee
    - Discounted access to the car share program for all our residents once the program is up and running (discounted to costs with no margin, or the lowest offered discount whichever is less).
- Letters of support in application for NDHFA applications, as well as for negotiations with utility company as part of solar PV installation and net metering agreement
- Conduct required environmental studies, and if significant remediation is required, negotiate a method of paying for it that won't put the project at risk

Timeline:

- Begin development process immediately after award (See timeline details under criteria 7)
- Construction begins in summer of 2022 or as early as possible given timing constraints for engaging a general contractor

Purchase Price:

- Full appraised value under contract for deed as described

Criteria 1: Proposed Development is Consistent with the Downtown Plan

Authentic Housing wants to join the community of Fargo and advance the city's downtown initiative to *Grow As A Neighborhood*[1]. 419 3rd Street North is an ideal location for an Authentic Housing multifamily residential and commercial mixed-use building because it is only a few blocks from Broadway, in one direction, and half a block away from the Red River, in the other. A location where future residents can walk to and from downtown and the river within minutes. Furthermore, it gives people easy and convenient access to public transit, thereby reducing the need for driving, in line with the aspiration to Complete Our Streets[2]. A place that locals can call home and a destination for local artists to exhibit their art. Authentic Housing wants to create a green building, with solar panels installed on the top of the building and along the walls of the exterior where there are no windows. Our building will provide a green space with some solar panels and spaces for residents and neighbors to come together, a part of a downtown neighborhood where people of any socio-economic background co-exist, similar to the Fargo's Blueprint section on preserving housing affordability to keep Downtown within reach of low- and working-income households[3]. A place where community is nurtured, and local business can thrive.

At Authentic Housing we believe that good design is an outcome. Our process builds in the ability to collaboratively design spaces with the active participation of the neighbors of 419 3rd Street North. We want to understand the needs and demands of Fargoans and have tailored our plans to fit those needs and demands. If we are to construct an Authentic Housing mixed-use multifamily residential and commercial building, we will offer amenities suited to the needs of Fargoans that will improve the lives of the residents of 419 3rd Street North and their neighbors. Our amenities will be open to the public, such as childcare services, laundry services, electric car share services, bike share, startup business incubation consultation advisory services, a small grocery store, a coworking and collaborative kitchen space, etc. Any public space that Authentic Housing can provide, inside or outside, will be reserved as exhibition space for local artists and residents of 419 3rd Street North. A *Play With Purpose*[4] green space with solar panels designed for people to come together and cultivate a stronger sense of community. We want to ensure Fargo will benefit from everything Authentic House has to offer. Therefore, a big thumbs up from Fargo residents is a must!

The Authentic Housing team strives to *Be A Model For Inclusive Growth & Development*[5]. There are over 2,000 Fargoans on a waiting list for affordable housing[6] and many more commuters traveling to and from the city that could benefit from living in Fargo. We are aware that downtown Fargo wants to maintain its 4% growth rate, adding 700 households by 2025[7]. Authentic Housing can contribute to this momentum and make affordable living spaces to help

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[1] *Downtown InFocus: A Blueprint for Fargo's Core*. Fargo, ND: City of Fargo, 2018. https://download.fargond.gov/0/downtowninfocus_final_highres.pdf. Pg. 30-49
[2] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 98-113
[3] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 46
[4] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 114-137
[5] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 72-77
[6] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 31
[7] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 31

Fargo reach its goals. We believe that having a diverse community includes race, weath, age, gender, household sizes, and much much more. Authentic Housing can provide more than just residential units, we can provide a co-working space for Fargoans with free wifi and affordable coffee and snacks. We will support local businesses and aid entrepreneurs, especially local artists in their startup phase, helping them to plan and create meaningful, impactful, practical, and worthwhile products and services. We will leverage our common and co-working space, that is open to our residents and neighbors. Our spaces will give local artists the opportunity to sell and exhibit their art on an ongoing basis to create opportunities to build up their CVs through live exhibitions as well as contribute to their financial independence by providing a direct channel for selling their art. This will aid in expanding beyond Broadway to local artists in the heart of Fargo[8]. Our spaces will be open 7 days a week[9]. Contributing greatly to the business diversity in Fargo beyond Broadway and helping it *Prosper As A Business Center*[10].

Authentic Housing is conscious of the need for a more sustainable solution for our cities and environment. This begins with designing and constructing our buildings to a near net-zero performance standard and implementing Fargo's green roofs initiative.[11] Our preferred design has very little parking, which helps reduce rent by maximizing the number of units in the building, encouraging exercise, and reducing the number of cars in downtown[12] and in the family and household budget. The top of our building will have solar panels and more solar panels will be installed on the walls where there are no windows. There is an outdoor green space above the ground floor that will house some solar panels. This outdoor green space is also designed for residents and neighbors to hangout and be together outdoors, overlooking the Red River. We will partner with the city to find a solution that would incorporate the *Complete Our Streets* initiative so residents can take advantage of living in the heart of Fargo without the need of owning a car, sharing the location of the central bus station as well as other nearby transit stops as part of every orientation meeting with new residents. However, we know that getting around can be difficult without access to a car, and will commit to helping organize and financially support a district electric car share program with the city and other property owners to benefit all residents of downtown Fargo that is parallel with the *Park Smart* initiative[13]. We will also offer space to the community bike share on our property and/or support a node located in front of our property. Giving the future residence of 419 3rd Street North and local Fargons a more sustainable solution to getting around town, and generally making it easier for downtown residents to Park Smart[14] and utilize public transportation, our electric car share services or our bike and scooter rentals.

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[8] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 53
[9] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 51
[10] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 50-57
[11] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 133-137
[12] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 78-97
[13] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 98-113
[14] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 98-113

Criteria 2: Good Design & Quality of the Project

Authentic Housing is dedicated to developing high quality buildings that will meet the needs of the Fargoans community for many generations to come. As a PBC we are able to focus on long term outcomes, rather than quarterly profits that most for-profit firms must consider as their primary focus. Authentic Housing's goal is to develop buildings that require minimal maintenance and operation budgets over the very long term. Our success metric is a building that requires only minor maintenance in its first 50 years, and maintenance is easily managed over the next 500. This eye to the long term future allows us to create housing that is affordable for the working people and families of Fargo, that minimizes the costs of energy and impacts on the environment for the Fargoans we serve, and as a result also sustains profits over the long term.

Our design process starts with a Near Net-Zero performance standard as a baseline, and then reaches as far as we can go while maintaining economic feasibility. This standard means we are thinking about three performance metrics: thermal energy demand, total energy demand, and airtightness[15]. In plain terms our buildings are as well insulated as a thermos, we do this by paying close attention to the details. Standard construction buildings leave cracks and gaps in the exterior of the buildings, our construction process brings this to as close to zero as is possible without literally building a thermos. The effect is much like wrapping a blanket tight around yourself on a cold evening. Your own body heat can keep you quite warm, as long as you keep cold air from getting under the blanket. Allowing us to downsize heating and air conditioning units, significantly lowering capital cost and minimizing operating and maintenance expenses. We will utilize an exchange system that brings in fresh air, filtered to a standard that will impress any healthcare professional, in order to bring residents the fresh air flow that they need. As the air exchanges we capture the energy leaving the building through an advanced thermal capture system. This means in the winter we will be able to capture 70% or more of the heat that would leave a traditionally designed building. In the summer we will be able to capture the energy lost from cooler air leaving the building which is lost in standard construction buildings. As a result the fresh air coming into our buildings requires significantly less air conditioning or heating to bring it to a comfortable temperature. This means that residents will never feel a draft, and instead experience a consistent temperature throughout their homes. This consistent comfort allows residents to feel comfortable at lower temperatures in the winter, and higher temperatures in the summer, which lowers energy usage even further without sacrificing comfort, and in fact while increasing comfort. Our advanced design design comes with additional benefits as well[16]:

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[15] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 48

[16] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 44, 74-75, 7

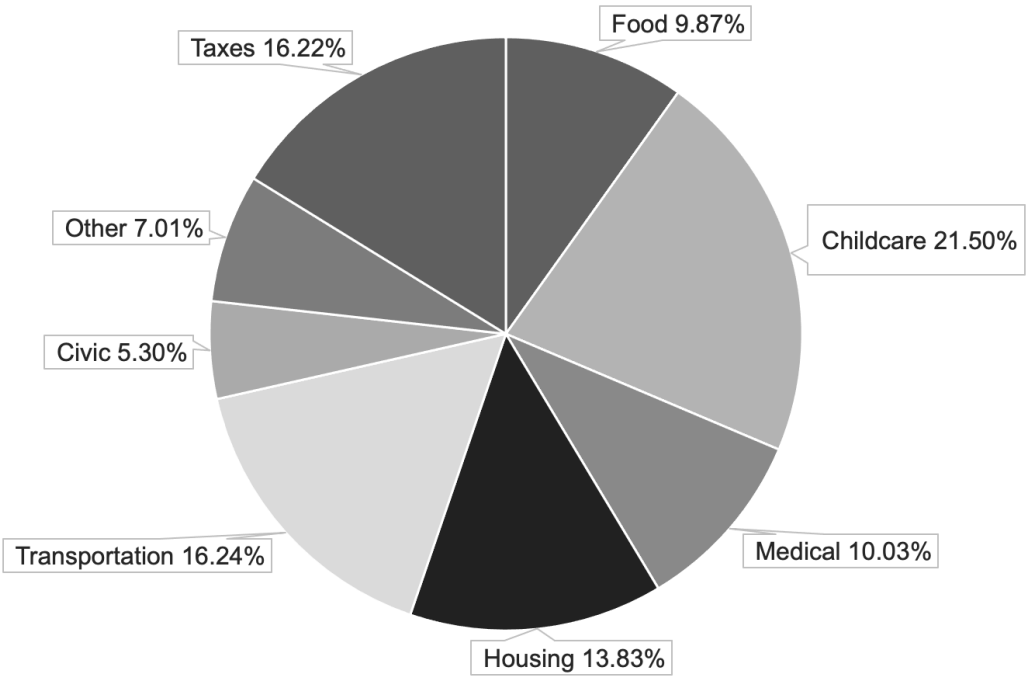
- Healthy
    - By controlling the air exchange we can avoid the typical elevated CO2 levels that exist in standard buildings, a constant supply of fresh oxygen to live a happier and healthier life.
    - The airtight design also means moisture resistance. In a standard building mold and mildew grow and damage both the health of residents and the property itself. With our buildings we avoid these problems for healthier and happier lives, and lower operation and maintenance costs.
- Quiet
    - Our designs are airtight and well insulated from air and moisture, which also means insulated from noise! Our buildings are designed to be quiet, which for an active and exciting downtown, is essential for quality of life and quality of sleep for adults and children alike. Answering the question, “can you have an active downtown that can also house children and families?” In our buildings, the answer is absolutely yes!
- No Dust!
    - Just like air, moisture, and noise, our design keeps dust and pollen from getting inside. We can’t clean your apartment for you, but we can make the job easier while keeping your lungs healthier as well.
- Keep the Wild Things Outside
    - Just like air, moisture, noise, and dust, bugs and other critters can’t crawl through the walls either. Let's keep nature where it belongs, outside! Besides being more comfortable and safer (and less scary!) bugs and rodents can cause major damage to property and the health of residents, which means lower maintenance and operational costs (or healthcare costs) for both the building and the people.
- No unwanted moisture and odors
    - Not all moisture and odor comes from outside, the ventilation and air exchange systems in our building sucks moisture and odors out from kitchens and bathrooms while supplying filtered fresh air back in.
    - As we know from last summer, wildfire smoke from the West Coast of the U.S. and Canada can even reach us in Fargo. In addition to ventilating odors and smells out, our system keeps smoke and odors from outside out through the same air filtering and ventilation system. Sometimes our environment might be very uncomfortable outside, and being able to retreat to safety is a great benefit to both our physical and mental health.
- Long term durability
    - Our high performance designs, as we have pointed out, reduce maintenance and operational costs by avoiding the major environmental factors that degrade buildings over time. This means our building will stand the test of time and be a part of the fabric of Fargo for many generations to come
- Predictable, affordable performance
    - Because we can know the energy costs in the early stages of design we can build in lower rent prices[17] from the beginning and know that we won’t see

[17] Downtown InFocus: A Blueprint for Fargo’s Core. Fargo, ND: City of Fargo, 2018. Pg. 31-32, 46-48

unexpected energy costs or performance changes for any of our buildings or residents. Low and predictable costs of housing benefit all the residents, our company, and especially the financial stability of the community by leaving more money in the hands of individuals and families to spend on living and enjoying their lives in downtown Fargo!

Furthermore, Authentic Housing designs internal spaces with the community and residents in mind. We include amenities that will serve to make people's lives more convenient and less expensive beyond simply housing. We developed this concept by looking closely at the typical household budget for residents of Fargo.

Typical Fargo Household Budget



As a result of our analysis, we believe there is great value in providing amenities reflecting the major expenses faced by Fargoans and ensuring they are more affordable and convenient than alternatives[18]. In this development we will focus on the following, unless our consultation process with Fargoans pushes us in another direction:

A test kitchen and space for dining to offer aspiring culinary artists to share their creations with our residents and the community (trading no cost-space for low-cost food for our residents and the community.) The space will also be available for the grocery store to use for business purposes, as well as our residents to use to cook larger portions together in order to build community and save time and money as compared with cooking alone in smaller portions.

[18] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 30-49

An affordable day-care center in the building, which will offer open spots to residents first, and then to the community at-large. Costs to be lower for residents in exchange for the space being free for the day-care center.

A free unlimited transit pass for every resident who wants one, our hope is to secure this at a lower cost through collaborating with the city. This collaboration will allow for an increased number of units on our site and decrease the number of cars and space dedicated to cars in downtown Fargo[19]. Forgoing large amounts of parking on site also reduces the costs of the project, making it easier to provide more desirable and useful amenities as well as lower rent.[20] While also increasing the future potential property tax revenues for the city, since housing and amenity space is more valuable than parking spaces[21].

A low cost laundromat with affordable wash, fold, and delivery service available at low cost to provide residents with a time saving service that allows them to focus on spending quality time with their families, or on activities that bring them more joy and connection. This also saves space in each unit that would be dedicated to laundry machines, and it also reduces the total number of machines required in the building. Money that is saved here helps make the other amenities and lower rent possible.[22]

A large common space that creates opportunities for the residents and community to be social, creating the bonds of community, use as a co-working space, and to relax, study, or read[23].

Finally, a fully functional fitness center for residents to get in a quick workout, with affordable memberships available for non-residents who live or work nearby as well.

As we've alluded to throughout this proposal, we believe that good design is an outcome, which is why we've specifically described and included designs that are illustrative of our goals as a developer. However, we also believe that good design is a process, and it is one that includes the community that it hopes to serve, potential residents, as well as neighbors. We know that most developers create their own vision almost entirely exclusive from the neighborhood or residents they hope to serve and their designs are based primarily on short-term financial analysis. Authentic Housing is a Public Benefit Corporation, a core component of our public benefit is to think about the very long term. We don't need to show investors massive returns within a few years, instead we create long term public benefits which we believe are the basis of long term sustainable returns. For us that means an inclusive design process, high quality buildings and materials that will last for many generations, rent that is affordable today and will remain affordable for as long as the building stands, and a commitment to Fargo that lasts for many lifetimes to come.

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[19] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 78-97
[20] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 46-48
[21] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 46
[22] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 46-48
[23] Downtown InFocus: A Blueprint for Fargo's Core. Fargo, ND: City of Fargo, 2018. Pg. 50-53, 58-71, 117, 121-122

Criteria 3: Large Amount of Private Investment

- Large amount of private investment
  - ~$51 Million (See abridged proforma for details)

Criteria 4: Purchase Price

- Purchase price
    - We will pay the full appraised value for the property through a contract for deed (CFD) arrangement
        - Zero interest
        - 100% of excess cash flow after all expenses, debt payments, and required reserves are paid will go towards payment of CFD, except if there is deferred development fee, then 50% will go towards deferred development fee, and 50% towards CFD
        - We are also open to a non amortizing loan if it makes it easier, for example for reporting purposes if CDBG or other funds are used
        - Projected to be fully paid off prior to the end of the 12th year, more quickly if the appraised value is less than our estimate, somewhat slower if the appraised value is higher
            - We used $2.7M as the estimated value
        - We request that the funds paid be used to create a housing trust fund to support the future development projects of the FHRA, or other affordable housing development that meets LIHTC affordability standards and meets Passive House standards for design/energy use, and/or to support a district electric car share for the DMU in Fargo

Criteria 5: Ability of the Developer to Implement the Project

The lead developer at Authentic Housing is also one of the founders of Authentic Housing. Joseph Frewer is currently the Director of Property Development at the Center for Urban Community Services (CUCS) in the City of New York, NY since 2017. He led the construction and rehabilitation of affordable and supportive housing and shelter projects in New York City from inception and pre-development through construction completion and conversion. During his time at CUCS, he has hired, led, and oversaw associate staff and consultants to originate, coordinate, and implement all aspects of the agency's property development, including tax credit projects and joint ventures. His role played an important part in the collaboration efforts with asset management teams to transition projects after opening, and manage substantial renovations of existing housing and shelter facilities.

Joseph completed The Hannign project, located at 310 West 127th Street in the City of New York, NY, with CUCS as the sole developer. This new construction project development type is for supportive and low-income permanent housing. This project produced a total of 117 units with a total developing cost of $75.7 million. The financing mechanisms that took part in making this project possible was the 4% low-income housing tax credit (LIHTC) program, the Supportive Housing Loan Program from the New York City Dept of Housing Preservation and Development (HPD), and the Homeless Housing and Assistance Program from the New York State Office of Temporary and Disability Assistance (OTDA). The NYC HPD, the NYC Housing Development Corporation (HDC), and the New York State OTDA were the three key partners in this project.

Prior to this project, Joseph co-developed and co-owned with CUCS the Kingsbridge Heights project located at 2700 Jerome Avenue in the Bronx, NY. This was also a new construction project with the development type for supportive, low- and moderate-income permanent housing. The project produced a total of 136 units with a total developing cost of $71.3 million. The financing mechanisms that took part in making this project possible was the 4% LIHTC program, the Extremely Low- and Low-Income Affordability Program from the NYC HPD, and the Supportive Housing Opportunity Program from the New York State Division of Housing and Community Renewal. The B&B Urban was the lead developer in this project and a key partner along with the NYC HPD.

Joseph has two projects in progress in the City of New York. One of these projects, which Joseph co-developed and co-owned with CUCS, is the Williamsbridge Gardens project located at 717 E 211th St and 718-728 E 212th Street in the Bronx, NY. This is a new construction project development type is for supportive, low- and moderate-income permanent housing. This project will produce a total of 170 units with a total developing cost of $91.7 million. The financing mechanisms that took part in making this project possible was the 4% low-income housing tax credit (LIHTC) program, solar tax credits, the Supportive Housing Loan Program from HPD, and the Supportive Housing Opportunity Program from the New York State Dept of Homes and Community Renewal (HCR). B&B Urban and the NYC HPD are the two key partners in this project.

For more details about Joseph Frewer, please see his attached CV.

Authentic Housing will utilize Joseph's experience as a solid foundation to plan and develop our buildings for Fargoans. We are reaching out and speaking with various general contractors to find the appropriate firm with a strong portfolio and a community and sustainability driven vision parallel to ours. One of these firms is Frierichs Construction, a firm that is community driven, has a strong work ethic, and a walk-the-talk mentality. Frierichs has completed more than 25 projects of various scales, including the Seward Towers in Minneapolis, MY and the Skyline Towers in Saint Paul, MN. Furthermore, they have a strong commitment to a sustainable building process that utilizes more renewable resources in order for projects to be producing less waste, consumes less energy, and uses less water.

Another firm we are in discussion with is Kraus-Anderson, a family owned company focusing on strengthening the communities they serve. Kraus-Anderson prides itself with a proud tradition of "building buildings and building people." A vision that also goes parallel with Authentic Housing. Kraus-Anderson has completed more than 50 projects of various scales, including the Duluth International Airport Terminal, Parking Ramp, and Skywalk in Duluth, MN, the Gunderen Healthcare System in La Crosse, WI, and the mixed-used Ironclad development project in Minneapolis, MN.

Criteria 6: Financial Feasibility of the Development

- Financial feasibility of development
  - 181 Units
  - Rents set at FMRs (40th percentile for Fargo, very affordable)
  - DSCR 1.2+
  - Abridged Proforma attached

Criteria 7: Implementation to Begin within One Year & be Complete within Three Years

Authentic Housing will be able to begin the project immediately after receiving notification of our selection to develop the property. Depending upon the timing of your award, NDHFAs award, and contractor availability, our estimated timeline will be as follows:

December 2021

- Negotiate project contracts with General Contractor, and Architect
- Work with our legal and accounting team, the selected GC and Architect to apply for 4% LIHTC funding through NDHFA (This application is open all year, so we can submit as soon as the application is completed.)
- Contract with Market Study firm to confirm potential unit mixes and project size
- Begin initial outreach to organizations and people who live near the redevelopment site, schedule input and design charette sessions for January 2022
- Complete Phase I environmental
- Set up initial meetings with potential construction finance provider, tax credit syndicators, and bond issuer/syndicators

January & February 2022

- Depending upon response hold 4-8 input and design charette sessions
- Select property management staff/firm
- Complete 4% LIHTC application and submit to NDHFA
- Begin working through any permitting, zoning, or incentive requirements with Fargo
- Being process of selecting and negotiate terms with construction finance provider, tax credit syndicator, and bond issuer/syndicator

March - May

- Continue design processes
- Complete any permitting, zoning, or incentive requirements with Fargo
- Complete Select and negotiate terms with construction finance provider, tax credit syndicator, and bond issuer/syndicator
- Receive award from NDHFA
- Complete additional environmental assessments as necessary

June - December

- Complete design processes
- Depending upon contractor availability and timing, begin demolition and construction process

January - December 2023

- Depending upon previous contractor availability, either begin or complete demolition and construction process
- 6 months prior to anticipated completion date, begin tenant search
- If timing worked out to move on project early, complete tenant search and stabilize building

January - May 2024

- Depending upon previous contractor availability, complete construction process
- If timing worked out to move on project less early, complete tenant search and stabilize building

Criteria 8: Experience with Related Projects & Past Project History

Joseph Frewer is currently the Director of Property Development at the Center for Urban Community Services (CUCS) in the City of New York, NY since 2017. He led the construction and rehabilitation of affordable and supportive housing and shelter projects in New York City from inception and pre-development through construction completion and conversion. During his time at CUCS, he has hired, led, and oversaw associate staff and consultants to originate, coordinate, and implement all aspects of the agency's property development from beginning to finish, including tax credit projects and joint ventures. His role played an important part in the collaboration efforts with asset management teams to transition projects after opening, and manage substantial renovations of existing housing and shelter facilities.

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For more details about Joseph Frewer, please see his attached CV.

Authentic Housing Abridged Proforma

419 3rd St N	Sq Ft
Lot Size	38,000.00
Lot Coverage	100%
Floors of Amenity	0.63
- Day Care	
- Community Kitchen and Serving	
- Laundry	
- Resident Lounge & Coworking Space	
- Grocery Store	
- Gym	
Total Amenity Space	23,800.00
Floors of Residential	7.00
Residential Tower Space	150,062.50
Residential Space Efficiency	80%
First Floor Residential	4,307.00
Residential Space	154,369.50
Total Building Space	178,169.50

Units	Size	# Units	(FMR Rates) Rent/Unit
Studio	355	35	$ 597.00
1 Br	500	37	$ 705.00
2 Br	675	31	$ 859.00
3 Br	835	36	$ 1,220.00
4 Br	1000	42	$ 1,470.00

Cash Flow Analysis

Year 1-6		1	2	3	4	5	6
Net Operating Income		$ 1,408,920.50	$ 1,430,964.50	$ 1,453,265.34	$ 1,475,822.64	$ 1,498,635.86	$ 1,521,704.23
ND Flex Pace (Reduces Interest)		$95,000.00	$95,000.00	$95,000.00	$95,000.00	$95,000.00	$25,000.00
Debt Service		$1,154,752.92	$1,154,752.92	$1,154,752.92	$1,154,752.92	$1,154,752.92	$1,224,752.92
Debt Service Coverage Ratio	Min = 1.20	1.22	1.24	1.26	1.28	1.30	1.24
DSCR w/o Amenity Income		1.20	1.22	1.24	1.26	1.28	1.22
Net Cash Flow/Contract for Deed Payment to City		$ 254,167.58	$ 276,211.57	$ 298,512.41	$ 321,069.72	$ 343,882.93	$ 296,951.31

Year 7-12		7	8	9	10	11	12
ND Flex Pace (Reduces Interest)		$ 1,545,026.85	$ 1,568,602.57	$ 1,592,430.07	$ 1,616,507.78	$ 1,640,833.91	$ 1,665,406.45
Debt Service							
Debt Service Coverage Ratio	Min = 1.20						
		$1,249,752.92	$1,249,752.92	$1,249,752.92	$1,249,752.92	$1,249,752.92	$1,249,752.92
DSCR w/o Amenity Income		1.24	1.26	1.27	1.29	1.31	1.33
Net Cash Flow/Contract for Deed Payment to City		1.22	1.24	1.25	1.27	1.29	1.31
		$ 295,273.92	$ 318,849.65	$ 342,677.14	$ 366,754.85	$ 391,080.99	$ 415,653.52

For more information concerning Authentic Housing's Proforma, please contact Tyrone at tyrone@authentichousing.org or Jason at jasonbnguyen@authentichousing.org.

JOSEPH FREWER

260 W. 54th St. Apt. 26D, New York, NY 10019 | 713-304-4262 | joseph@authentichousing.org

EDUCATION

The New School: Milano School of International Affairs, Management and Urban Policy, New York, NY
M.Sc. Urban Policy Analysis and Management | August 2015 – May 2017

Capstone Client and Report: NYC Dept. of Housing Preservation and Development
"New strategies for affordable housing preservation: Restructuring financial incentives and regulatory requirements to maximize multifamily housing preservation in New York City"

Pomona College, Claremont, CA
B.A. International Relations; Minor in Environmental Analysis | May 2010

REAL ESETATE DEVELOPMENT

CENTER FOR URBAN COMMUNITY SERVICES (CUCS)
City of New York, NY
Director of Property Development | May 2017 – Present
Property Development Associate | May 2016 – April 2017

Lead the construction and rehabilitation of affordable and supportive housing and shelter projects in New York City from inception and pre-development through construction completion and conversion. Hire, lead, and oversee associate staff and consultants to originate, coordinate, and implement all aspects of the agency's property development including tax credit projects and joint ventures. Collaborate with asset management team to transition projects after opening, and manage substantial renovations of existing housing and shelter facilities.

COMPLETED PROJECTS

1. **The Hannigan / West 127th Street Residence – 117 Units**
   Address: 310 W. 127th Street, New York, NY 10027
   Development Type: Supportive and Low-Income Permanent Housing, New Construction
   Development Cost: $75.7 million
   CUCS Role: Developer and owner

   KEY FINANCING MECHANISMS
   - 4% LIHTC
   - New York City Dept of Housing Preservation and Development (HPD)
     - Supportive Housing Loan Program
   - New York State Office of Temporary and Disability Assistance (OTDA)
     - Homeless Housing and Assistance Program

   MILESTONES
   - Construction closing: June 2018
   - Temporary Certificate of Occupancy: December 2020
   - Conversion: January 2022 (projected)

   KEY PARTNERS

- NYC HPD
  - Theresa Cassano, Director of Special Needs Housing (now at Enterprise)
    Email: tcassano@enterprisecommunity.org | Phone: (212) 284-7121
  - Ross Karp, Director of Special Needs Housing
    Email: karpr@hpd.nyc.gov | Phone: (646) 740-1007
- NYC Housing Development Corporation (HDC)
  - Mica Wilson, Senior Project Manager
    Email: mwilson@nychdc.com | Phone: (212) 227-9470
- New York State OTDA
  - Brenda McAteer, Project Manager
    Email: brenda.mcateer@otda.ny.gov | Phone: (518) 486-7797

2. Kingsbridge Heights – 136 Units

Address: 2700 Jerome Avenue, Bronx, NY 10468
Development Type: Supportive, Low- and Moderate-Income Permanent Housing, New Construction
Development Cost: $71.3 million
CUCS Role: Co-Developer, Co-Owner

KEY FINANCING MECHANISMS
- 4% LIHTC
- New York City Dept of Housing Preservation and Development (HPD)
  - Extremely Low- and Low-Income Affordability Program
- New York State Division of Housing and Community Renewal
  - Supportive Housing Opportunity Program

MILESTONES
- Construction closing: March 2016
- Temporary Certificate of Occupancy: January 2019
- Conversion: February 2020

KEY PARTNERS
- B&B Urban (Lead Developer)
  - Heli Pinillos, Project Manager
    Email: hpinillos@bandburban.com | Phone: (917) 242-1028
- NYC HPD
  - Sara Tempel, Director of Policy and Rental Assistance Programs
    Email: Tempels@hpd.nyc.gov | Phone: (212) 863-7322

3. The Kelly Safe Haven – 60 Beds

Address: 414 West 127th Street, New York, NY 10027
Development Type: Transitional Housing, Rehab
Development Cost: $5.2 million
CUCS Role: Sole Developer (CUCS)

KEY FINANCING MECHANISMS
- NYC Economic Development Corporation, BUILD NYC Bonds
- NYC Department of Homeless Services Operating Contract

MILESTONES
- Construction Start: September 2018
- Temporary Certificate of Occupancy: April 2019

PROJECTS IN PROGRESS

4. **Williamsbridge Gardens – 170 Units**
   Address: 717 E 211th St and 718-728 E 212th St, Bronx, NY 10467
   Development Type: Supportive, Low- and Moderate-Income Permanent Housing, New Construction
   Development Cost: $91.7 million
   CUCS Role: Co-Developer, Co-Owner

   KEY FINANCING MECHANISMS
   - 4% LIHTC
   - Solar Tax Credits
   - New York City Dept of Housing Preservation and Development (HPD)
     - Supportive Housing Loan Program
   - New York State Dept of Homes and Community Renewal (HCR)
     - Supportive Housing Opportunity Program

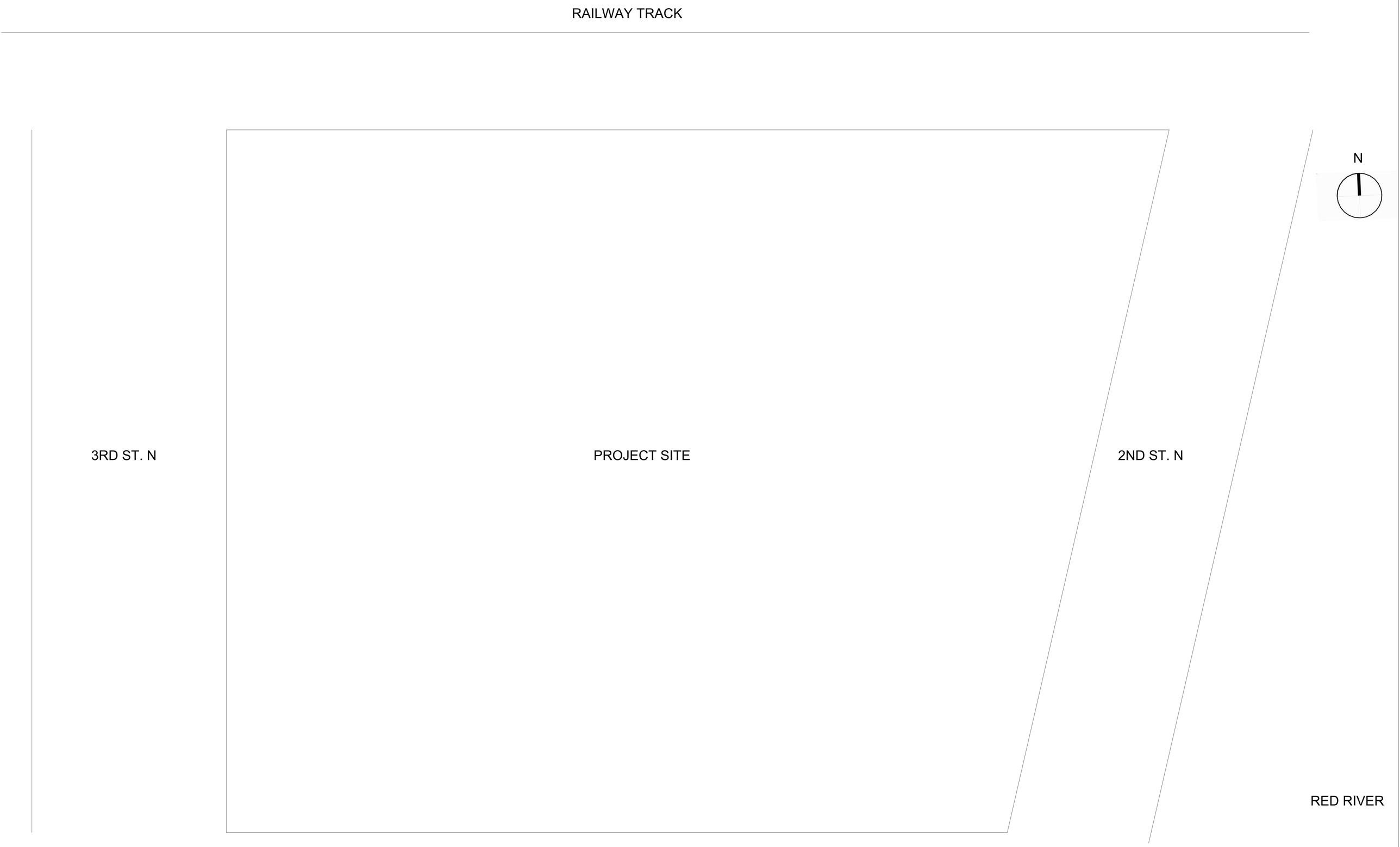
   MILESTONES
   - Construction closing: December 2020
   - Temporary Certificate of Occupancy: December 2022 (projected)

   KEY PARTNERS
   - B&B Urban (Lead Developer)
     - Heli Pinillos, Project Manager
       Email: hpinillos@bandburban.com | Phone: (917) 242-1028
   - NYC HPD
     - Ross Karp, Director of Special Needs Housing
     - Email: karpr@hpd.nyc.gov | Phone: (646) 740-1007

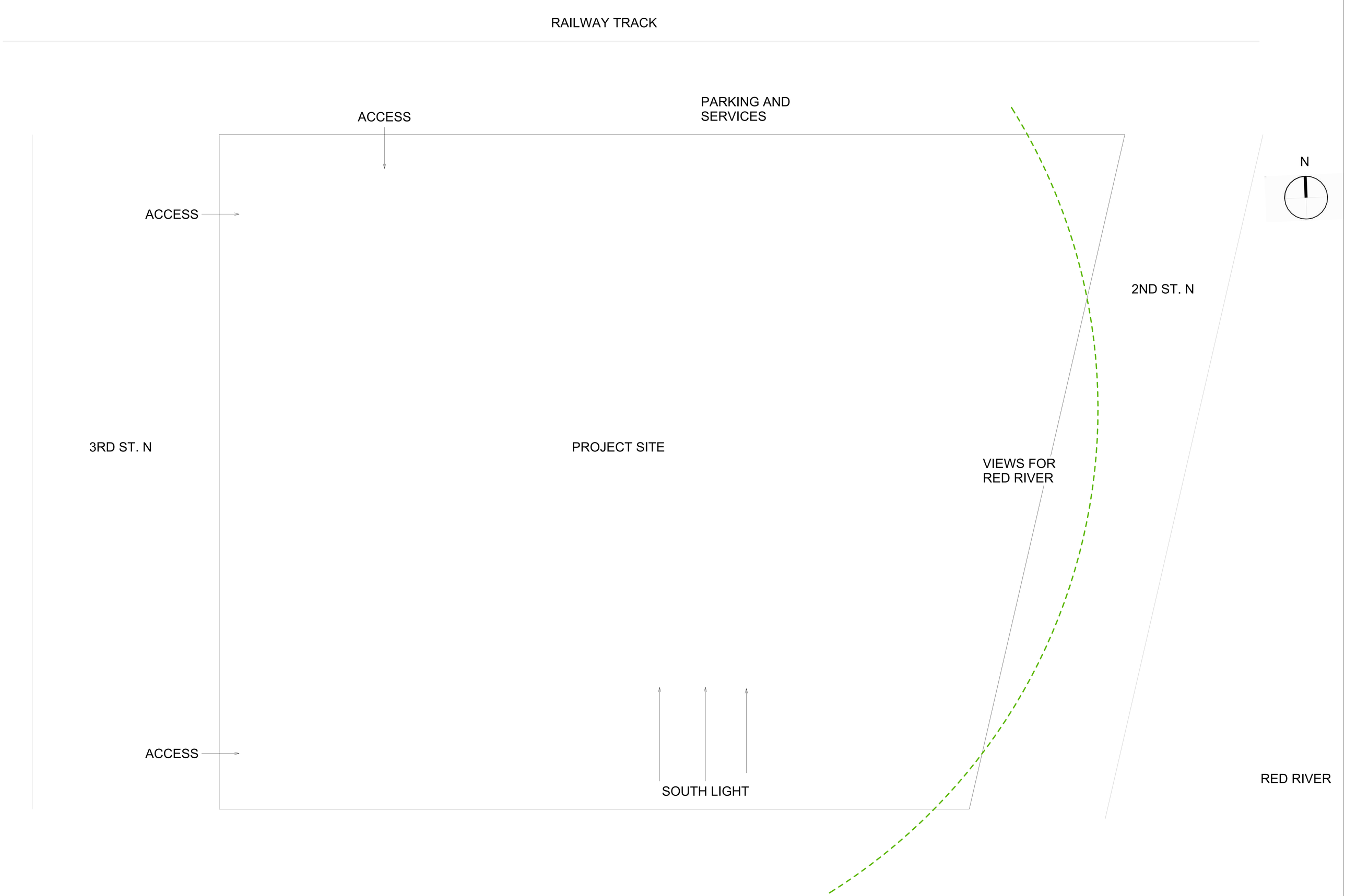
5. **Paul's Place Safe Haven and Drop-In Center – 24 Beds and 70 Drop-In Clients**
   Address: 112-114 W 14th Street, New York, NY 10011
   Development Type: Transitional Housing, Rehab
   Development Cost: $7.5 million
   CUCS Role: Sole Developer (CUCS)

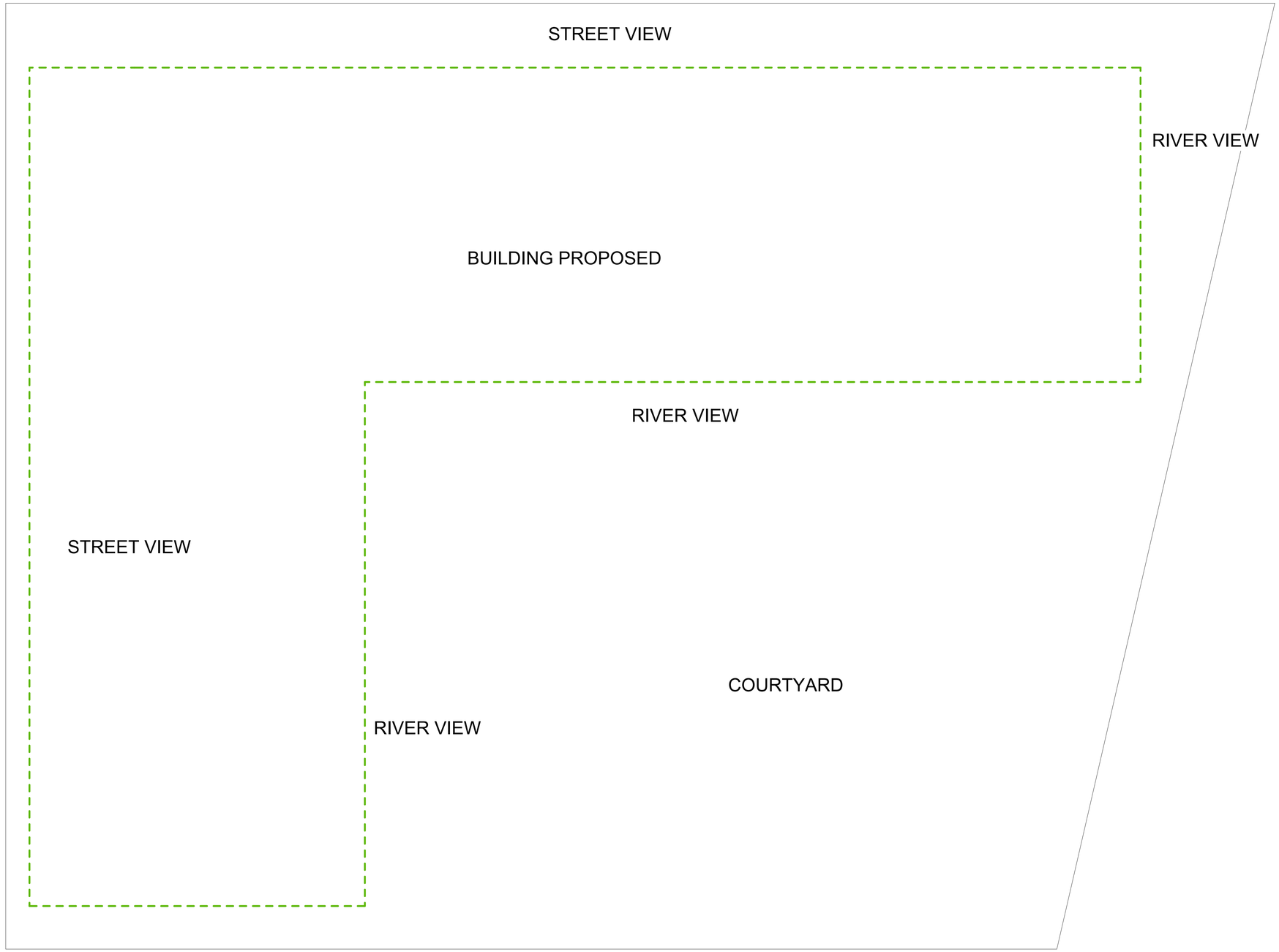
   KEY FINANCING MECHANISMS
   - NYC Economic Development Corporation, BUILD NYC Bonds
   - NYC Department of Homeless Services Operating Contract

   MILESTONES
   - Construction Start: February 2020
   - Temporary Certificate of Occupancy: January 2022 (expected)

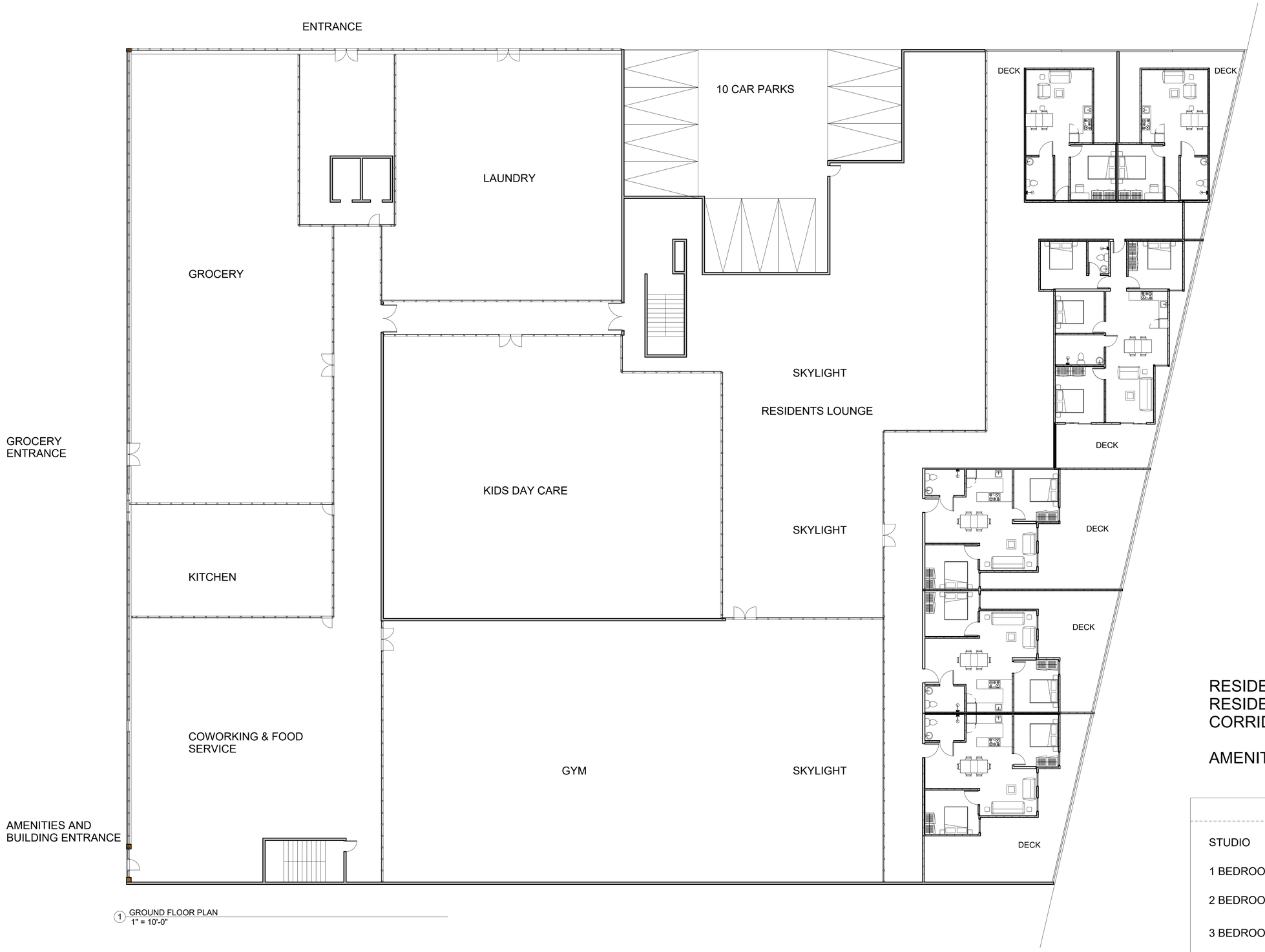


SITE PLAN
1" = 10'-0"


RAILWAY TRACK
ACCESS
PARKING AND
SERVICES
ACCESS
N
2ND ST. N
3RD ST. N
PROJECT SITE
VIEWS FOR
RED RIVER
ACCESS
SOUTH LIGHT
RED RIVER



BUILDING ORIENTATION
1" = 10'-0"

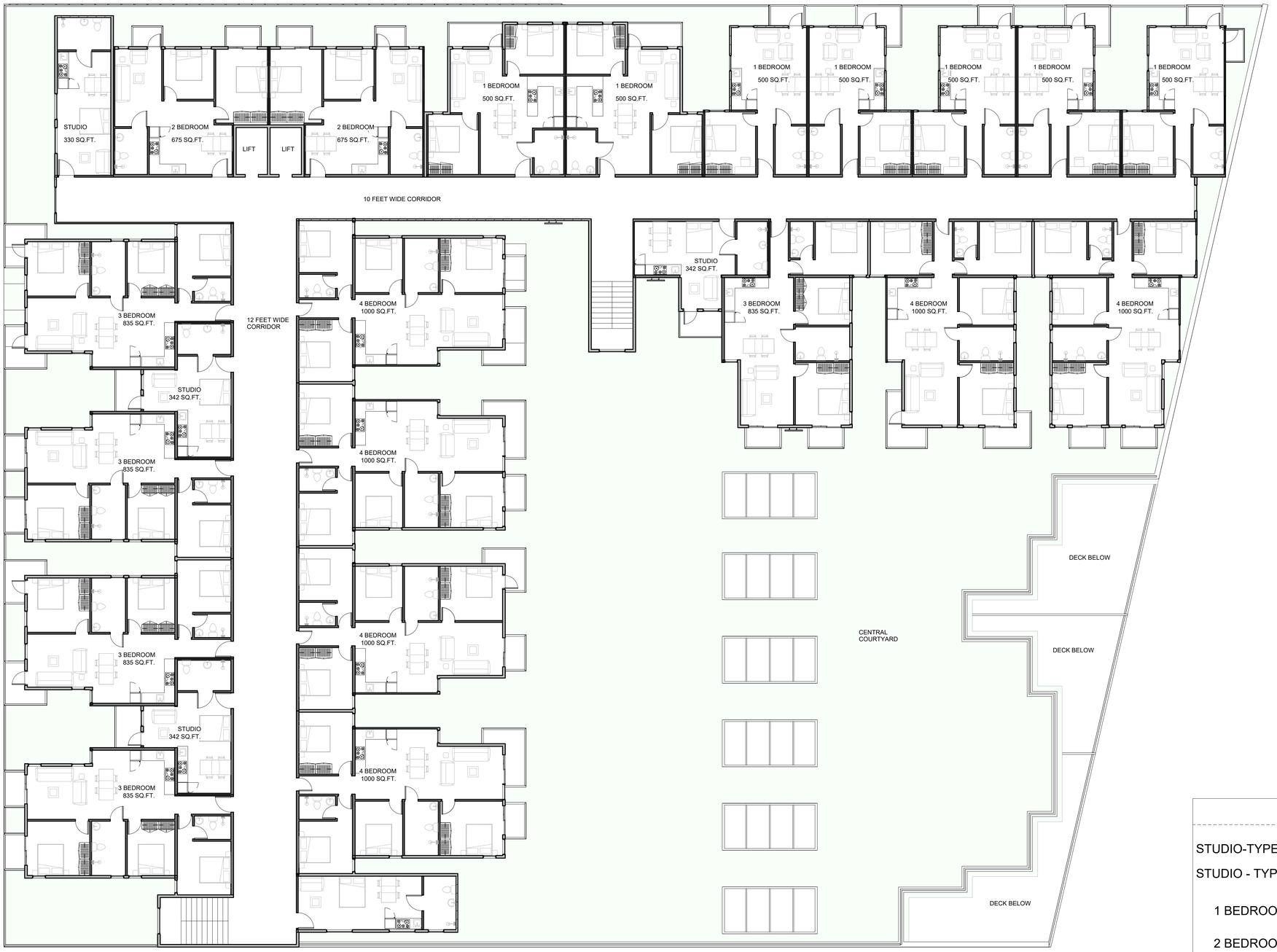


1 GROUND FLOOR PLAN
1" = 10'-0"

RESIDENTIAL AREA - 4,307 SQ.FT.
RESIDENTIAL AREA INCLUDING CORRIDORS - 8490 SQ.FT.

AMENITIES SPACE - 23,800 SQ.FT.

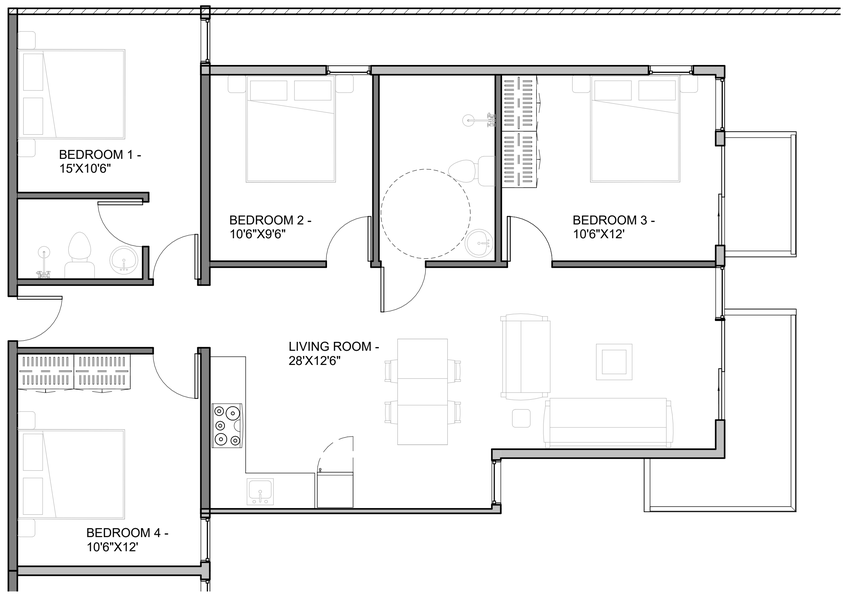
UNIT MIX		
STUDIO	400/325 SQ.FT.	0
1 BEDROOM	500 SQ.FT.	2
2 BEDROOM	675 SQ.FT.	3
3 BEDROOM	835 SQ.FT.	0
4 BEDROOM	1000 SQ.FT.	1



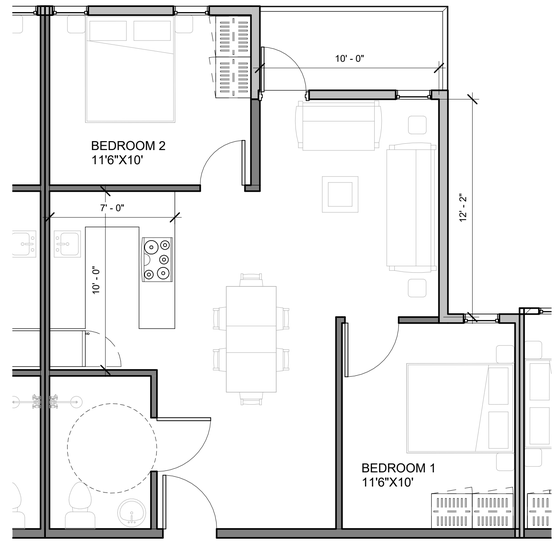
1 FIRST TO SEVENTH FLOOR PLAN
1" = 10'-0"

N

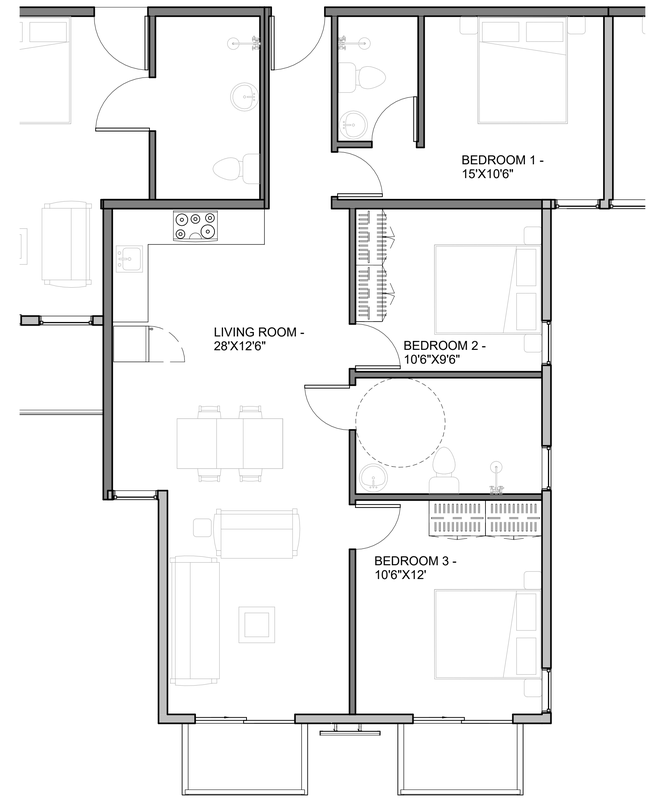
UNIT MIX			TOTAL
STUDIO-TYPE 1	400 SQ.FT.	2	14
STUDIO - TYPE 2	325 SQ.FT.	3	21
1 BEDROOM	500 SQ.FT.	5	35
2 BEDROOM	675 SQ.FT.	4	28
3 BEDROOM	835 SQ.FT.	5	35
4 BEDROOM	1000 SQ.FT.	6	42
		TOTAL	175



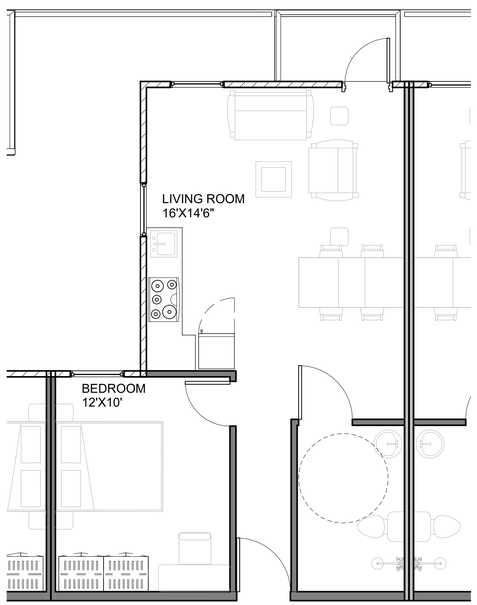
1 4 BEDROOM APARTMENT
1/4" = 1'-0"



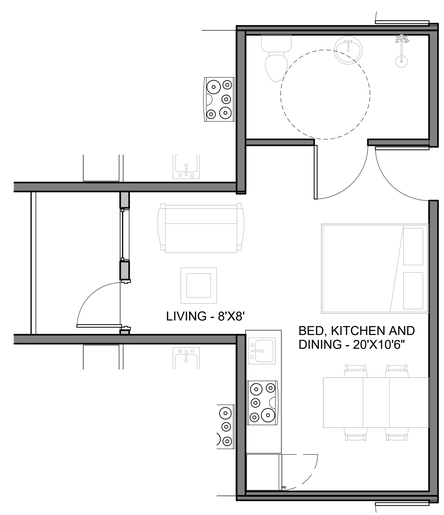
2 2 BEDROOM APARTMENT
1/4" = 1'-0"



5 3 BEDROOM APARTMENT
1/4" = 1'-0"



3 1 BEDROOM APARTMENT
1/4" = 1'-0"



4 STUDIO
1/4" = 1'-0"

SOUTH EAST VIEW

STAGGERED BALCONIES - FOR DOUBLE HEIGHT SPACE. GIVES MORE OPEN SPACE THAN TRADITIONAL BALCONIES

GROUND FLOOR APARTMENTS OPENING TO DECKS FOR DIRECT VIEW OF RIVER

PRECAST PANELS AND STUCCO CLADDING

EAST VIEW

SOUTH VIEW

SOLAR PANELS TO GAIN MAXIMUM FROM SOUTH LIGHT

NORTH EAST VIEW

VIEW FROM 419, 2ND STREET

NORTH VIEW

WEST VIEW

AMENITIES BELOW- TWO DIFFERENT COLORED GLASSES USED TO GIVE MORE VERTICAL LOOK.

NORTH WEST VIEW

SOUTH EAST RENDER 2