

Exhibit A.

Detailed narrative of
proposed project



JES DEV CO, INC

City of Gainesville Housing Tax Credit Request for Local Area of Opportunity Funding Veranda Estates

Project Information

The Developer, JES Dev Co, Inc., ("JES") is proposing to develop a new construction 88-unit elderly community located at SW Williston Road in Gainesville, Alachua County, Florida. The entire parcel is outlined in the map below:



Applicant Information

The property will be owned by Veranda Estates, LP, and developed by JES Dev Co, Inc. JES's ownership strategy is to develop, invest, and construct a high-quality community, consistent with its long-term ownership plan. JES and its related entities have developed over 120 apartment communities with over 5,000 residential units and maintain an average occupancy of over 95%. Its construction arm, Fairway Construction Co, Inc., has built over 200 apartment communities across a ten-state portfolio with over 5,000 units. Its affiliated investment operating company, Affordable Equity Partners, Inc., has invested

over \$4BB in approximately 500 apartment communities across the nation. The overall JES team is extremely experienced, and able to perform at a very high level. The community will be managed by Royal American Management, a full-service management firm managing with over 50 years in property management offering management services across the southeast U.S and the Virgin Islands. A complete development team resume is attached. Royal American Management manages a variety of properties in the Gainesville area including the Developer's newest affordable senior housing community, Harper's Pointe, a 66-unit senior affordable housing community located in East Gainesville.

Community Description

Veranda Estates is a proposed 88-unit senior affordable housing community, rich in amenities that will both serve to enhance the quality of life for its residents and provide safe and secure quality housing. The development will consist of a single 4-story mid-rise elevator serviced building. The building will house the residential units along with common space to include management offices, community gathering space, library, fitness center, and computer lab for the residents to enjoy. The community will consist of 55 1BR/1BA units and 34 2BR/2BA units.

The development is a part of an overall nearly 26-acre parcel acquired by a related entity in March of 2017 to develop a combination of medical office and housing for the community.

The site is zoned OF and allows for 20 units/acre. JES worked with the City of Gainesville to rezone the entire property for RMF-7 and OF for its desired mixed use development.

Community Services

The site is proximate to a variety of community services pertinent to the resident population. The site scores 15.5 for Florida Housing's Community Services based on the following services:

Service Type	Service	Location	Distance
Transit	Transfer Stop	Corner of SW 35 th Pl and SW 28 th Terrace	0.72 miles
Grocery	Publix	5200 SW 34 th St	0.50 miles
Pharmacy	Publix	5200 SW 34 th St	0.50 miles
Healthcare	CareSpot Urgent Care	3581 SW Archer Rd, Suite 40	1.24 miles
School	Expressions Learning Arts Academy	5408 SW 13 th St	1.45 miles

Development Amenities

Veranda Estates proposes to have a host of in-unit amenities to make life more comfortable and energy efficient for its residents that plans to include:

- Interior Corridors
- 9' Ceilings
- Blinds or window coverings for all windows
- Hard surface floors in the Kitchen, Living Room, and Bathrooms
- Microwaves
- Self-cleaning oven
- Oven with range

- Disposal and Energy-Star dishwasher
- Energy-Star refrigerator with ice maker
- Energy-Star laundry equipment in each unit
- Wired for current cabling technology for data and phones
- Exhaust/vent fans vented outside in the bathrooms
- LED Lighting in Kitchen and Living Room
- Energy-Star ceiling fans in the Living Room and Bedrooms

Proposed community amenities include:

- Fitness Center
- Business Center with Wi-Fi, computers and printing station
- Secured Entry
- Community room including kitchen, Wi-Fi throughout, and furnished to host community events
- Covered community porch
- Library
- Bicycle Parking
- Perimeter Fencing

In addition to the property features above, Veranda Estates anticipates providing services that create stability and enables residents to receive the benefits of partnerships with local community service providers. Through the proposed management company, Royal American Management, Veranda Estates plans to offer:

- Daily Activities
- Adult Literacy
- Computer Training

Design Quality

The community will comply with Gainesville's Design Standards similar to that of the design standards utilized at Harper's Pointe, JES's newest senior affordable housing community in Gainesville. The units will have green and energy-efficient amenities designed to minimize the environmental impact and help residents control expenditures on utilities. Some potential examples of these energy efficient amenities are:

- Energy Star Appliances
- Energy Star Water Heater
- LED Lighting Fixtures in the Kitchen and Living Room

Financing

Veranda Estates will be financed through 9% Low Income Housing Tax Credits administered through Florida Housing Finance Corporation. Affordable Equity Partners will provide the tax credit equity and construction and permanent debt is proposed to be financed through Sterling Bank.

Project Pro forma

Preliminary Project Financials	
Income	\$817,884
Other Income	\$16,358
Vacancy	(\$41,712)
Operating Expenses	(\$435,604)
Replacement Reserves	(\$22,000)
NOI	\$334,926
Debt Service	(\$260,419)
Cash Flow	\$74,507

The following table contains the proposed development budget and cost per square foot.

Proposed Development Budget	
Hard Costs	\$12,030,766
Soft Costs and Land	\$5,259,665
Total Costs	\$+7,730,453

Please let me know if you have any questions and thank you for your consideration.

Brian Kimes

Vice President

(573) 424-8811

bkimes@jesholdings.com



JES HOLDINGS, LLC

JES Holdings is a privately-held family of companies with more than 950 employees. Since our beginning in 1984, our expertise has grown from affordable multi-family and senior housing communities to include skilled nursing and memory care centers, market-rate apartment and loft communities, historic renovations and market-rate independent senior living communities. Our growth is the result of our commitment to creating partnerships through which we strive to serve each client's specific needs with integrity, timeliness and unmatched professionalism.



**in quality housing where our families
would be proud to live.**

Improving every community we touch is central to what we do every day. Our commitment to local and national philanthropies is no exception. JES Holdings employees embrace a corporate culture in which we extend our partnerships well beyond the real estate, healthcare and financial services industries. Our mission statement and core values inspire us to give back to the communities we are so thankful to be a part of.



J E S H O L D I N G S , L L C



Jeffrey E. Smith, Founder & CEO

Jeffrey E. Smith, a fifth generation Boone County resident, is Founder & CEO of JES Holdings, LLC. JES Holdings includes Affordable Equity Partners, Inc., JES Dev Co, Inc., Fairway Construction Co., Inc., Fairway Management, Inc., Capital Health Management, Inc. and JES | Prime Senior Living, LLC. With offices in Columbia and St. Louis, Missouri along with Atlanta, Georgia, this family of companies is dedicated to building quality, affordable and conventional housing across the United States.

With over 30 years of experience in the real estate and housing industries, Mr. Smith has been active with the Low Income Housing Tax Credit (LIHTC) program since the creation of the Tax Reform Act of 1986. He was instrumental in drafting the legislation for the state tax credit in Missouri (1990), Georgia (2000), Oklahoma (2014) and South Carolina (2020). A recognized leader in the affordable housing industry, Mr. Smith received the first Governor's Award for Excellence in Elderly Housing in Missouri.

Mr. Smith is a veteran who served as a US Army captain and in the Army Reserves. He contributes to numerous charitable, civic and educational organizations including: The Missouri Review Smith Prize for Fiction, Non-Fiction and Poetry, Boys and Girls Club of Columbia, Heart of Missouri United Way, The Food Bank for Central and Northeast Missouri , Arrow Rock Lyceum Theatre and The State Historical Society of Missouri where he serves as a trustee.

The Jeffrey E. Smith Institute of Real Estate & Capital Markets was founded in 2005 and operates within The University of Missouri's Robert J. Trulaske, Sr. School of Business. Mr. Smith is a member of the College of Business' Strategic Development Board, The Herbert J. Davenport Society and recipient of the University's Distinguished Alumni Award.



J E S H O L D I N G S , L L C



Walker Smith, President

Walker Smith, President of JES Holdings, joined JES Holdings and its affiliate companies in July of 2016 as Director of Special Projects. Soon after, he was promoted to Executive Vice President & Principal and received a promotion to President in September of 2018.

Walker began his career in real estate as the Founder and CEO of JWS Developments, LLC, where he purchased, renovated, marketed and rented residential real estate. He broadened his experience at The Kroenke Group, a leading U.S. owner and developer of shopping centers and apartments and at Planigrupo, the largest developer and manager of shopping malls throughout Mexico and Colombia.

Prior to joining JES Holdings, Walker worked for Rialto Capital Management, a real estate investment management company in New York City where he financed commercial real estate through CMBS lending and securitization. He brings these experiences and expertise to his executive role at JES Holdings, LLC.

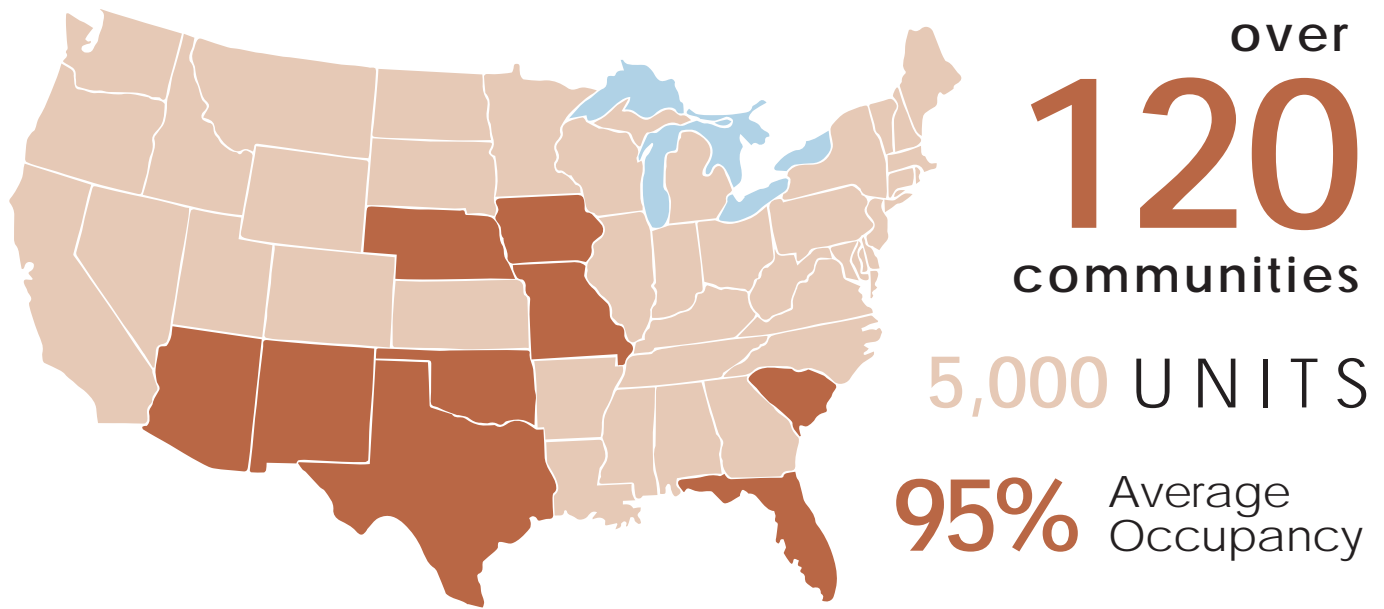
Walker graduated summa cum laude with a Bachelor of Science in Business Administration with a concentration in Finance from Babson College .

In addition to volunteering with The United Way, he honors his family's commitment to providing educational opportunities in real estate and finance to students through the Jeffrey E. Smith Institute of Real Estate & Capital Markets. Founded in 2005, the institute operates within the Robert J. Trulaske, Senior College of Business at the University of Missouri.



JES DEV CO, INC

JES Dev Co, Inc., originally founded in 1994 through its predecessor companies, is an acknowledged leader in the development of affordable multi-family housing properties. JES Dev Co, Inc. (JES) specializes in building relationships and gaining local support by surveying community leaders and government officials and working together to bring a quality development to that community. Through careful site selection and market analysis, JES identifies locations that will lead to the best living outcome for prospective residents. Over the years, JES has successfully developed affordable housing in multiple states throughout the country. JES has over 120 affordable housing communities with approximately 5,000 units and maintains an average occupancy of over 95%.



Our experienced team of developers and underwriters work seamlessly through the state agency application and closing process. Working with our affiliated construction, syndication and management companies, we remain engaged through issuance of 8609's and beyond. JES developers and underwriters attend agency workshops and continuing education courses on a minimum of a yearly basis.

JES Dev Co, Inc. develops properties that offer many indoor and outdoor community amenities aimed at enhancing our residents' daily living. Some of these indoor areas include community kitchen and dining areas, furnished fitness centers, business centers, theaters and multi-purpose areas. Exterior amenities include patio areas, walking trails, water features, raised planting beds, picnic areas and playgrounds that meet the needs of the particular development. JES develops properties that include supportive service coordination for seniors and families. Senior-aged residents in JES-developed communities benefit from services such as health lectures and screenings, transportation services, financial literacy services and wellness programs. Family communities benefit from coordination with local resources to assist with financial planning, home ownership and family social services. JES firmly believes in its mission statement which is to develop, build, manage and invest in quality housing where our families would be proud to live.



J E S D E V C O , I N C



Brian Kimes, Vice President of Acquisitions & Development

Brian Kimes has worked with JES Holdings since 2000. In his role as vice president of acquisitions & development for JES Holdings, LLC and its affiliate company, Affordable Equity Partners, Inc., he helps originate investment and development opportunities and manages key developer relationships that JES maintains throughout the United States. Kimes and his team are responsible for analyzing acquisition cost, pre-acquisition due diligence and underwriting. Brian's previous experience at Wells Fargo Bank in loan origination prepared him for his current role. Brian serves on the board of the Georgia Affordable Housing Coalition and the Arizona Housing Coalition and is a member of the Missouri Alliance for Historic Preservation, Texas Affiliation of Affordable Housing Providers and National Council of State Housing Agencies. He is active in the community through his participation in the United Way, Multiple Sclerosis Foundation and his involvement with the College of Business at the University of Missouri as a member of the Herbert J. Davenport Society.



Jim Markel, Director of Acquisitions

Jim Markel, Director of Acquisitions for JES Dev Co and Affordable Equity Partners, Inc. (AEP), cultivates and manages key developer relationships and opportunities in regions JES is actively investing. Often a liaison between developers and JES Dev Co, Jim manages a team that assists development partners through the lifecycle of their development projects. He and his team work diligently to help partners identify potential opportunities, assemble viable tax credit applications and ultimately, acquire the credits awarded for the development.

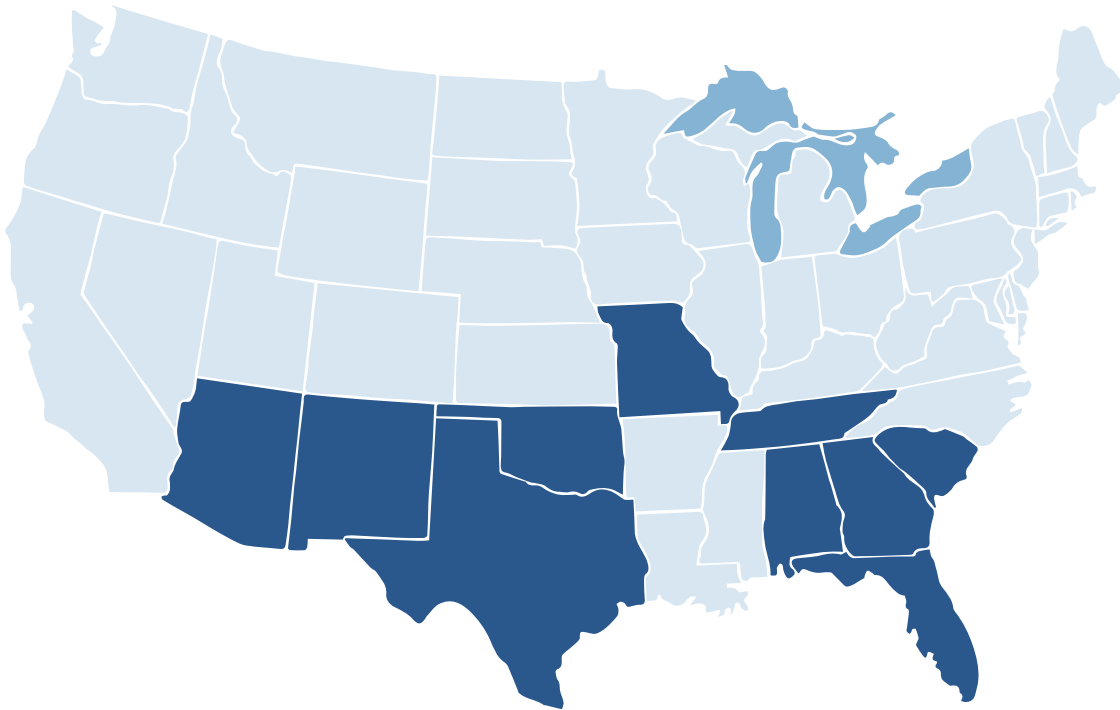
Jim has been with JES Dev Co since 2006. His previous work experience was in the field of planning and community development. Jim worked as a consultant to cities and counties on zoning and growth issues, as well as in local government planning and community development.

Jim is a graduate of the University of Southern Mississippi. He is active in his community, serving on the City of Newnan Development Authority Board and the United Way.



FAIRWAY CONSTRUCTION CO., INC

Fairway Construction Co., Inc. was founded in 1984 to provide construction services for JES Holdings, LLC. Throughout the years, Fairway Construction's expertise has grown from building affordable multi-family housing communities to include the construction of skilled nursing care centers, market-rate apartment communities, residential lofts, the rehabilitation of historic properties and conventional senior memory care facilities. Due to our reputation for consistently completing quality developments on time and within budget, FWC has expanded to add third-party construction developments and provides project management and consulting services for numerous developers. FWC offers a wide range of services to assist our clients from pre-construction through completion.



Since 1984, Fairway Construction Co., Inc. has emerged as a leading contractor in the affordable housing industry. The quality of our product reflects our commitment to excellence and efficiency.

Our experienced management team is focused on developing budgets, valued engineering and development schedules to provide coordination and supervision to assure maximum value to our customers. FWC also prequalifies subcontractors, analyzes, estimates and establishes cash flow projections. We continue to utilize industry leading products and concepts that are economical and efficient to construct quality communities.

FWC has constructed over 200 projects across a ten-state portfolio, aggregating over 4,500 living units with a completed value in excess of \$2 billion. Fairway Construction's success is evident in the exemplary work that has been completed.



FAIRWAY CONSTRUCTION CO., INC



Tim Stanley, Vice President of Operations

Tim Stanley joined the Fairway Construction team as a project manager in 2018 and was promoted to Vice President of Operations in 2019. In this role, he focuses on the general operations and personnel management of Fairway Construction.

Tim graduated from the University of Florida's Building Construction Program and is a licensed general contractor in the state of Florida. Tim brings almost 20 years of previous experience in the construction industry to his role with Fairway Construction. Tim has also owned and operated his personal construction business since 2004. In his work, Tim

prioritizes developing strong and long-lasting relationships with clients and completing quality projects on time and in budget.



Brian Parr, Director of Construction

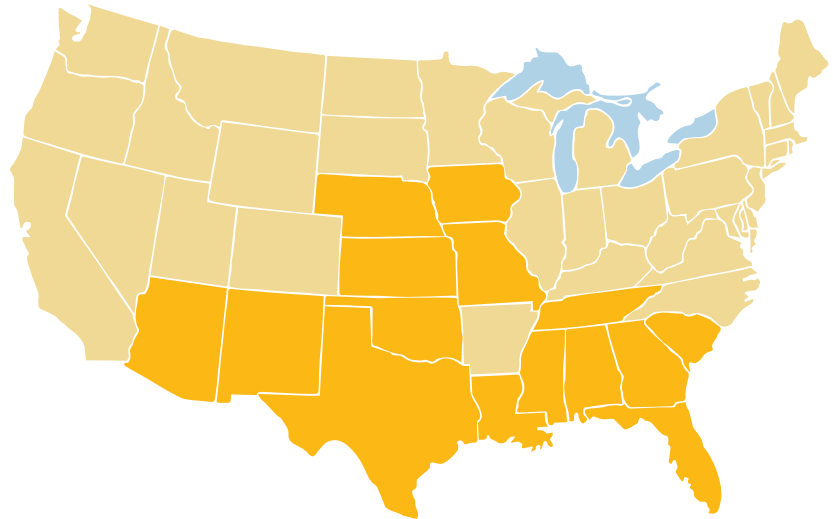
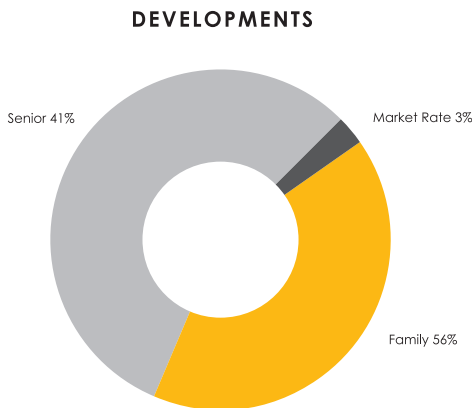
As Director of Construction, Brian Parr leads and oversees Fairway Construction's project managers and project coordinators. Brian joined FWC in June of 2012 as a senior project manager and was promoted to his current role in 2019. With more than 15 years of previous experience in the construction industry, Brian brings a wealth of knowledge in architectural design, land development and contract administration to the FWC team and is a licensed General Contractor within the state of Georgia.

Before joining FWC, Brian held design and management positions with a general contractor in the St. Louis region specializing in single and multi-family residential developments. He is a graduate of the University of Missouri – Columbia with a Bachelor of Science degree in Environmental Design. He currently resides in Columbia, Missouri and is an active member within the Knights of Columbus council. Outside of work, Brian enjoys live music, architecture, watching the St. Louis Cardinals and all things Mizzou.



AFFORDABLE EQUITY PARTNERS, INC.

Affordable Equity Partners, Inc. (AEP) provides a full range of investment banking services for those seeking to finance, build, purchase or rehabilitate multi-family housing. Since 1997, AEP has invested in nearly 21,000 homes in 500 communities. We serve the growing need for affordable housing across 15 states in 215 cities. We have successfully syndicated over \$4 billion in tax credits to build or preserve homes for working class families and seniors.



Affordable Equity Partners' ability to offer experience from acquisition to tax credit delivery enables partners to invest with confidence. In order to safeguard investments, AEP's asset management team plays an important role during the life of each asset within the AEP portfolio. Asset management is responsible for monitoring each asset from the time of closing at the property level through its disposition following the expiration of the tax credit compliance period.

AEP minimizes risk and improves investor returns by facilitating aggressive lease-up efforts that begin up to 120 days prior to construction completion. The lease-up team acts as an auxiliary partner to the existing management company to secure residents for occupancy and ensure lease-up compliance. AEP's lease-up effort protects investors by providing a faster tax credit delivery.

In addition to providing alternative revenue streams, AEP is able to differentiate itself from competitors by providing a full service platform for its developers to promote exclusivity and solidify long term relationships. Furthermore, when AEP's affiliates are involved in a transaction, more flexibility is allowed in negotiating deal terms and serves as an added risk control measure for transactions.

Exhibit B.

Documentation to support
property ownership or site
control

Prepared by and return to:
Sunshine Title Corporation
8613 Old Kings Road South, Suite 100
Jacksonville, Florida 32217
File Number: STC #110425

General Warranty Deed

Made this March 24, 2017 A.D. By **Felipe J. Estevez as Bishop of the Diocese of St. Augustine**, whose address is: 11625 Old St. Augustine Road, Jacksonville, Florida 32258, hereinafter called the grantor, to **Jeffrey E. Smith Investment Co., L.C.**, whose post office address is: 206 Peach Way, Columbia, Missouri 65205, hereinafter called the grantee:

(Whenever used herein the term "grantor" and "grantee" include all the parties to this instrument and the heirs, legal representatives and assigns of individuals, and the successors and assigns of corporations)

Witnesseth, that the grantor, for and in consideration of the sum of Ten Dollars, (\$10.00) and other valuable considerations, receipt whereof is hereby acknowledged, hereby grants, bargains, sells, aliens, remises, releases, conveys and confirms unto the grantee, all that certain land situate in Alachua County, Florida, viz:

A tract of land situated in the Serenola Plantation, as recorded in Deed Book "L", page 480, of the public records of Alachua County, Florida, said tract of land being more particularly described as follows: Commence at a concrete monument at the Northwest corner of the Serenola Plantation and run South 05 degrees 07 minutes 54 seconds East, along the West line of said Serenola Plantation, 2279.61 feet to the Southerly right of way line of State Road No. 121; thence run North 50 degrees 05 minutes 58 seconds East, along said right of way line, 1527.18 feet to the Point of Beginning; thence continue North 50 degrees 05 minutes 58 seconds East, along said right of way line, 755.14 feet thence run South 36 degrees 26 minutes 24 seconds East, 786.41 feet; thence run South 43 degrees 09 minutes 10 seconds West, 712.91 feet; thence run North 39 degrees 54 minutes 02 seconds West, 871.20 feet to the Point of Beginning.

Parcel ID Number: 07176006000

Together with all the tenements, hereditaments and appurtenances thereto belonging or in anywise appertaining.

To Have and to Hold, the same in fee simple forever.


And the grantor hereby covenants with said grantee that the grantor is lawfully seized of said land in fee simple; that the grantor has good right and lawful authority to sell and convey said land; that the grantor hereby fully warrants the title to said land and will defend the same against the lawful claims of all persons whomsoever; and that said land is free of all encumbrances except taxes accruing subsequent to December 31, 2016.

In Witness Whereof, the said grantor has signed and sealed these presents the day and year first above written.

Signed, sealed and delivered in our presence:


Witness Printed Name JUDY T. PINSON

 (Seal)
Felipe J. Estevez as Bishop of the Diocese of St. Augustine
Address: 11625 Old St. Augustine Road, Jacksonville, Florida
32258


Witness Printed Name DEACON PATRICK T. BON

State of Florida
County of Duval

The foregoing instrument was acknowledged before me this March 28, 2017, by Felipe J. Estevez as Bishop of the Diocese of St. Augustine, who is personally known to me or who has produced _____ as identification.



JUDY T. PINSON
MY COMMISSION # FF 075068
EXPIRES: March 16, 2018
Bonded Thru Budget Notary Services



Notary Public
Print Name: JUDY T. PINSON
My Commission Expires: 3/16/18

Exhibit C.

Appraisal Report or
Alachua County Property
Appraiser's Report



Parcel Summary

Parcel ID 07176-006-000
Prop ID 65923
Location Address
Neighborhood/Area DL CLNCH SERNOLA 00-10-19 (148500.03)
Subdivision
Brief Legal Description* D L CLINCH GRT SERENOLA DB L-480 COM NW COR S/D S 5 DEG E 2279.61 FT TO S R/W SR 121 & 331 NE ALONG R/W 1527.18 FT POB N 50 DEG E ALONG R/W 755.14 FT S 36 DEG E 786.41 FT S 43 DEG W 712.91 FT N 39 DEG W 871.20 FT POB OR 4505/1021
(Note: *The Description above is not to be used on legal documents.)
Property Use Code ACRG NOT AG (09900)
Sec/Twp/Rng 00-10-19
Tax District GAINESVILLE (District 3600)
Millage Rate 21.9635
Acreage 13.880
Homestead N

[View Map](#)

Owner Information

JEFFREY E SMITH INVESTMENT CO LC
206 PEACH WAY
COLUMBIA, MO 65205

Valuation

	2020 Certified Values	2019 Certified Values	2018 Certified Values	2017 Certified Values	2016 Certified Values
Improvement Value	\$0	\$0	\$0	\$0	\$0
Land Value	\$1,249,200	\$1,249,200	\$1,249,200	\$1,041,000	\$100
Land Agricultural Value	\$0	\$0	\$0	\$0	\$0
Agricultural (Market) Value	\$0	\$0	\$0	\$0	\$0
Just (Market) Value	\$1,249,200	\$1,249,200	\$1,249,200	\$1,041,000	\$100
Assessed Value	\$1,249,200	\$1,249,200	\$1,249,200	\$110	\$100
Exempt Value	\$0	\$0	\$0	\$0	\$0
Taxable Value	\$1,249,200	\$1,249,200	\$1,249,200	\$110	\$100
Maximum Save Our Homes Portability	\$0	\$0	\$0	\$1,040,890	\$0

"Just (Market) Value" description - This is the value established by the Property Appraiser for ad valorem purposes. This value does not represent anticipated selling price.

TRIM Notice

[2020 TRIM Notice \(PDF\)](#)

Land Information

Land Use	Land Use Desc	Acres	Square Feet	Eff. Frontage	Depth	Zoning
9900	ACREAGE NON AG	13.88	604612.8	0	0	OF

Sales

Sale Date	Sale Price	Instrument	Book	Page	Qualified	Vacant/Improved	Grantor	Grantee	Link to Official Records
3/24/2017	\$1,550,000	WD	4505	1021	01 - EXAMINATION OF DEED	Improved		JEFFREY E SMITH INVESTMENT CO	Link (Clerk)

Official Public Records information is provided by the Alachua County Clerk's Office. Clicking on these links will direct you to their web site displaying the document details for this specific transaction.

Map



No data available for the following modules: Building Information, Sub Area, Extra Features, Permits, Sketches, Photos.

This web application and the data herein is prepared for the inventory of real property found within Alachua County and is compiled from recorded deeds, plats, and other public records and data. Users of this web application and the data herein are hereby notified that the aforementioned public primary information sources should be consulted for verification of the information. Alachua County Property Appraiser's Office assumes no legal responsibility for the information contained herein.

[User Privacy Policy](#)
[GDPR Privacy Notice](#)

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Developed by



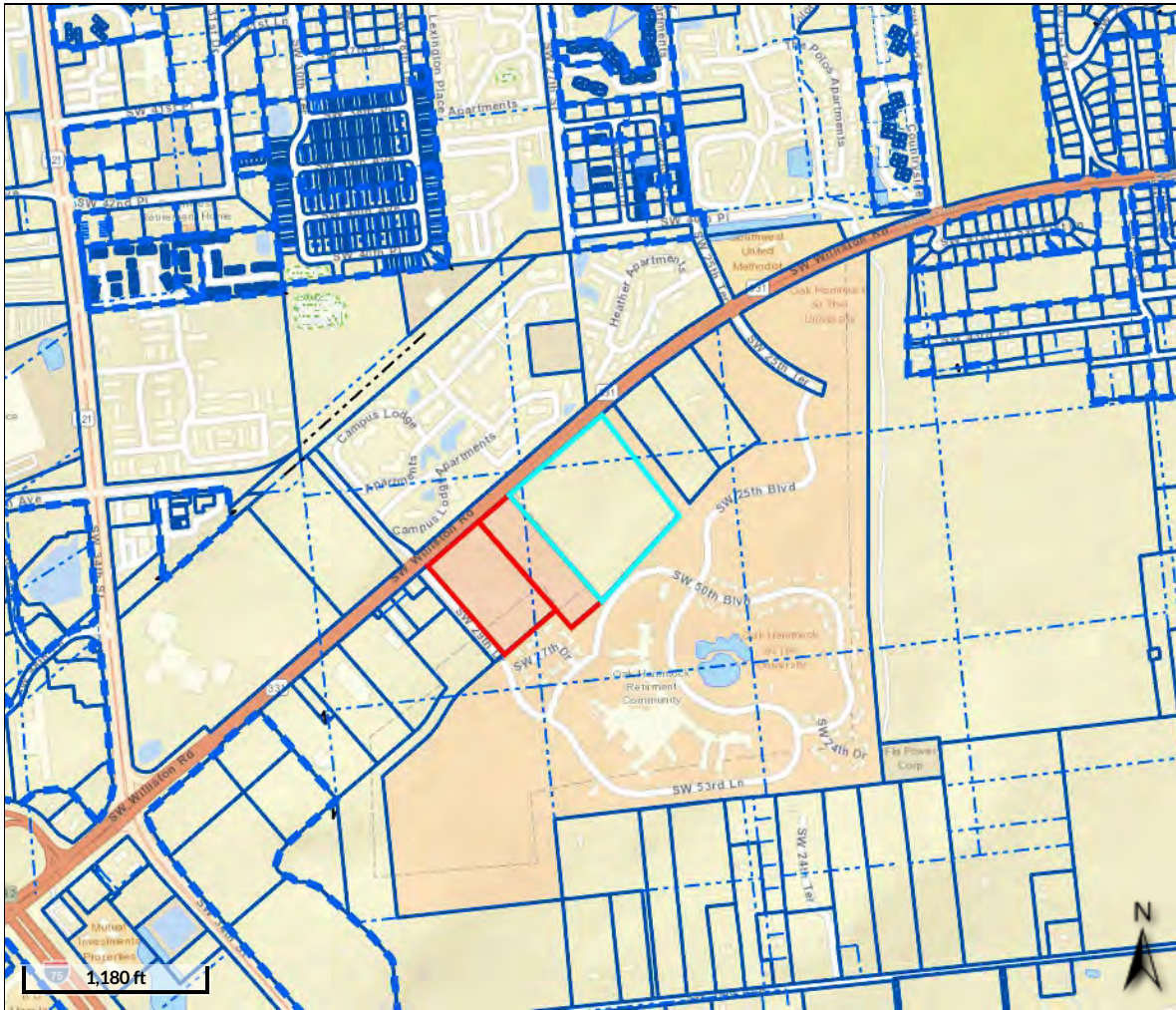
Version 2.3.127

Exhibit E.

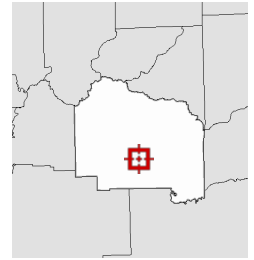
Map of the proposed
development area



AYESHA SOLOMON
ALACHUA COUNTY
PROPERTY APPRAISER
KNOWLEDGEABLE - COMMUNITY FOCUSED - COMMITTED



Overview



Legend

- Parcels
- Lakes

Parcel ID	07176-006-000	Prop ID	65923	Owner Address	JEFFREY E SMITH INVESTMENT CO LC
Sec/Twp/Rng	00-10-19	Class	ACRG NOT AG		206 PEACH WAY
Property Address		Acreage	13.88		COLUMBIA, MO 65205
District	3600 - GAINESVILLE				
Brief Tax Description	D L CLINCH GRT SERENOLA DB L-480 COM NW COR S/D S 5 DEG E 2279.61 FT TO S/R/W SR 121 & 331 NE ALONG R/W 1527.18 FT POB N 50 DEG E ALONG R/W 755.14 FT S 36 DEG E 786.41 FT S 43 DEG W 712.91 FT N 39 DEG W 871.20 FT POB OR 4505/1021				
	(Note: Not to be used on legal documents)				



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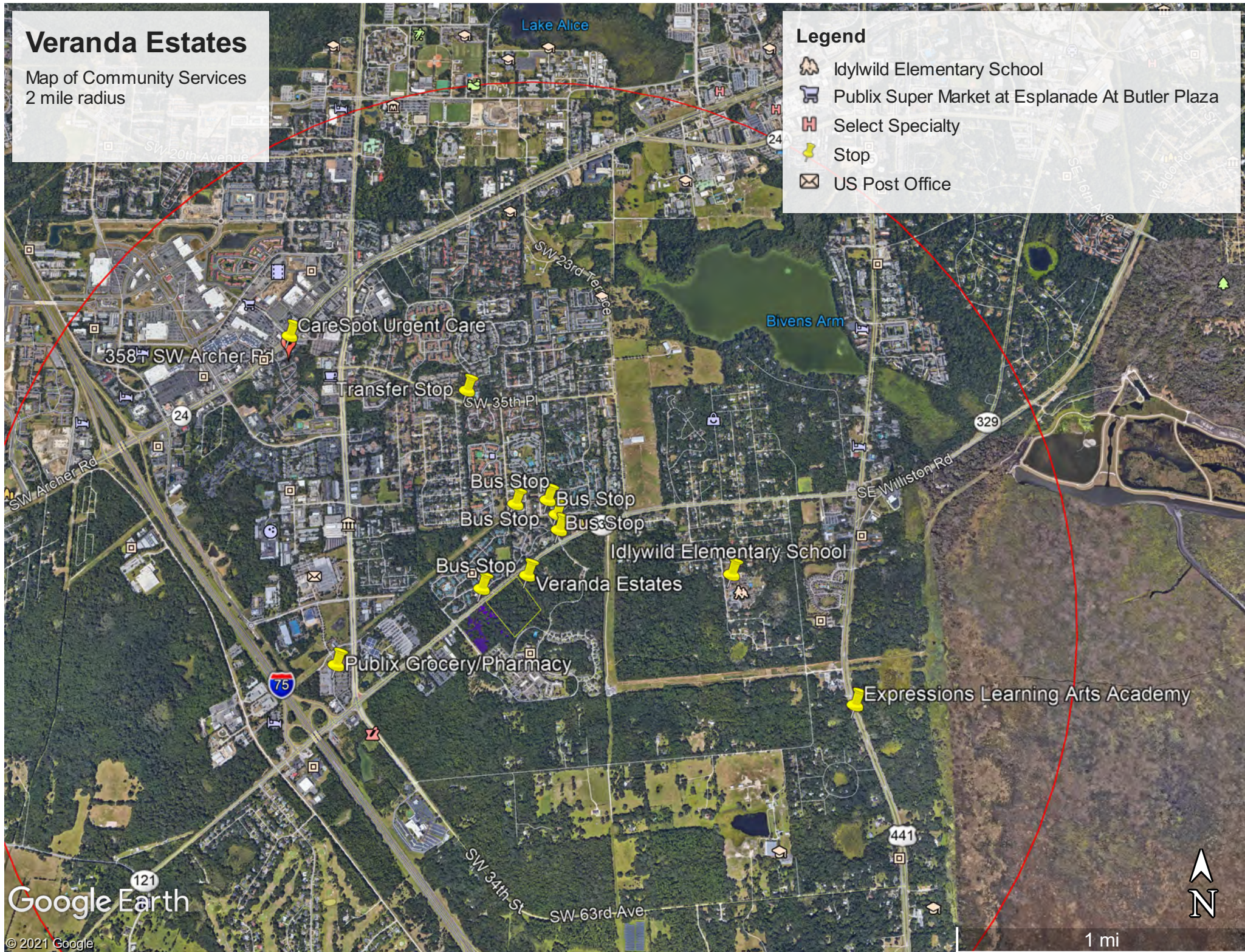
Developed by  **Schneider**
GEOSPATIAL

Veranda Estates

Map of Community Services
2 mile radius

Legend

-  Idlywild Elementary School
-  Publix Super Market at Esplanade At Butler Plaza
-  Select Specialty
-  Stop
-  US Post Office



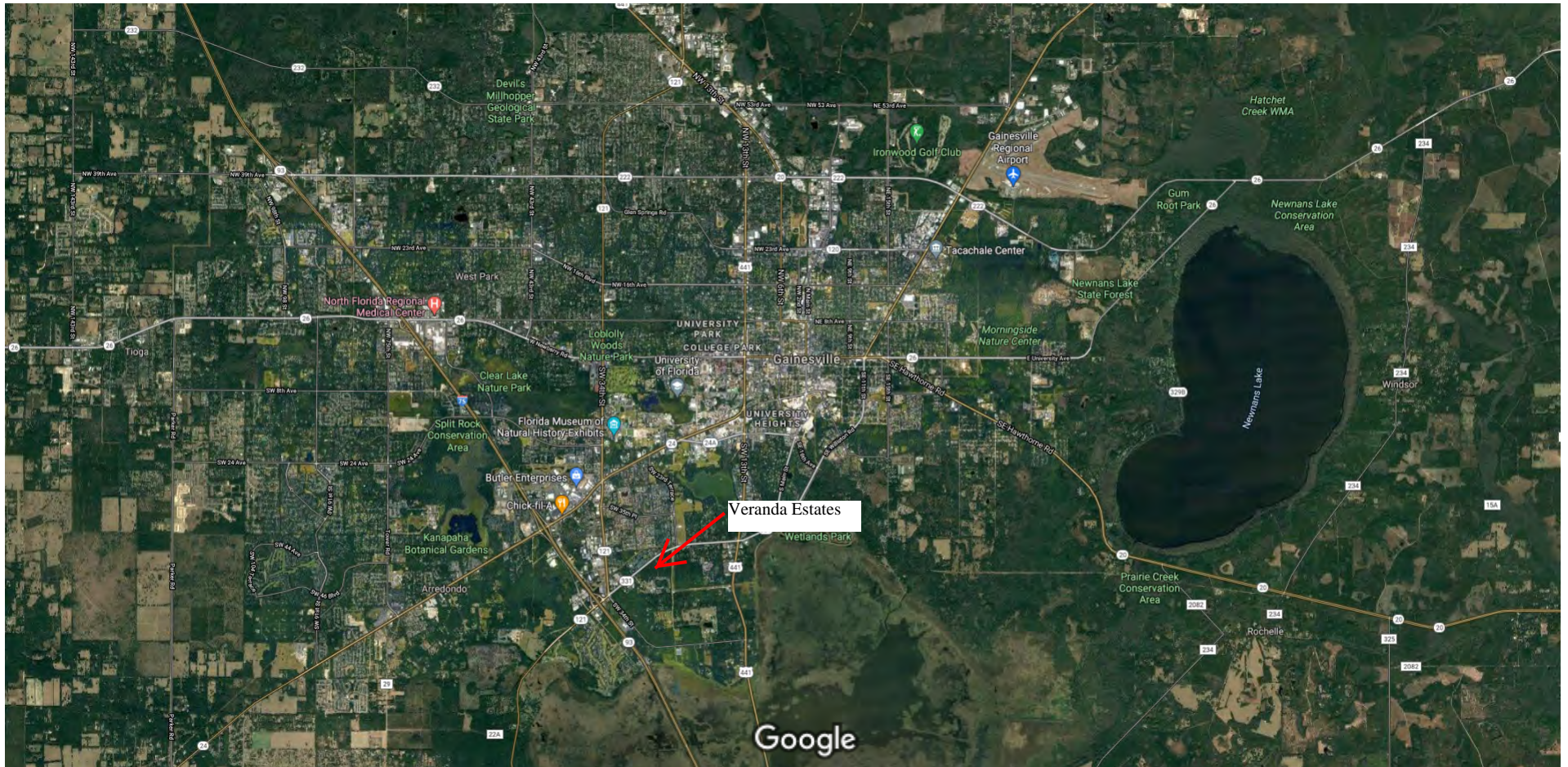


Exhibit F.

Development Cost Plan

Rental Income Input

Type of Unit	# of Units	Target	Bldg Type	Net Unit Size	Unit Size (Gross)	Total Net SF	Total SF (Gross)	Gross Rent	Max Gross Rent / Month	Utility Allowance ¹	Net Rent /Month	Max Net Rent/Month	Net Rent/SF	Total Net Rent/Month	Total Annual Net Rent
1BR/1BA	8	33%	Elevator	706	750	5,648	6,000	453	\$453	78	\$375	\$375	\$0.53	\$3,000	\$36,000
1BR/1BA	24	60%	Elevator	706	750	16,944	18,000	824	\$824	78	\$746	\$746	\$1.06	\$17,904	\$214,848
1BR/1BA	22	70%	Elevator	706	750	15,532	16,500	953	\$961	78	\$875	\$883	\$1.24	\$19,250	\$231,000
2BR/1BA	6	33%	Elevator	826	878	4,956	5,268	543	\$543	100	\$443	\$443	\$0.54	\$2,658	\$31,896
2BR/1BA	15	60%	Elevator	826	878	12,390	13,170	988	\$988	100	\$888	\$888	\$1.08	\$13,320	\$159,840
2BR/1BA	13	70%	Elevator	826	878	10,738	11,414	1,025	\$1,153	100	\$925	\$1,053	\$1.12	\$12,025	\$144,300
Interior Corridors/Common Space						17,000	18,700								
Total						88	83,208	89,052							
						Breezeways/Patios		0							
Income Averaging %		59.68%						Low Income Unit Percentage		100.00%		Op Exp Cov Ratio - Y15		1.59	
								Low Income Sq Ft Percentage		100.00%		DCR - Y1		1.21	
Max 70% units		35						LIHTC Applicable Percentage		100.00%		DCR - Y15		1.28	
Total 70% units		35													

Other Revenue Input

Input		Source	Last Updated
Base other income - % of income		2.0%	
Annual rental income increase		2.0%	
Annual other income increase		2.0%	

Operating Expense Input

Asset management fee	\$5,000
Partnership management fee	\$150,000
Bad debt provision - % of income	0.0%
Base replacement reserves/unit	\$250
Annual operating expense increase	3.0%
Annual replacement reserve increase	3.0%
Annual vacancy (Years 1-15)	5.0%
Annual vacancy (Years 16+)	5.0%
Annual asset mgmt. fee increase	0.0%
Annual partnership mgmt. fee increase	0.0%

				Total Gross SF	Total Net SF	
				89,052	83,208	
Project Development Budget & Basis Calculation						
Cost/Basis						
Assumption	Total Cost	Cost/Unit	Cost/Gross SF	Cost/ Net SF	9% Basis	
<u>Construction Costs</u>						
Site work	95.00%	\$1,395,000	\$15,852	\$15.67	\$16.77	\$1,325,250
Off-site improvement		\$0	\$0	\$0.00	\$0.00	
Demolition		\$0	\$0	\$0.00	\$0.00	
New construction		\$9,158,304	\$104,072	\$102.84	\$110.07	\$9,158,304
General Requirements	6.00%	\$633,198	\$7,195	\$7.11	\$7.61	\$633,198
Builder's Overhead	2.00%	\$211,066	\$2,398	\$2.37	\$2.54	\$211,066
Builder's Profit	6.00%	\$633,198	\$7,195	\$7.11	\$7.61	\$633,198
Total Construction Cost		\$12,030,766	\$136,713	\$135.10	\$144.59	\$11,961,016
<u>Architecture and Engineering</u>						
Architect Fee - Design	\$3,000	\$264,000	\$3,000	\$2.96	\$3.17	\$264,000
Architect Fee - Supervision	\$750	\$66,000	\$750	\$0.74	\$0.79	\$66,000
Builder's Risk Insurance		\$75,000	\$852	\$0.84	\$0.90	\$75,000
Soils Report		\$10,000	\$114	\$0.11	\$0.12	\$10,000
Survey & Plat		\$40,000	\$455	\$0.45	\$0.48	\$40,000
Engineering		\$80,000	\$909	\$0.90	\$0.96	\$80,000
Environmental Study		\$7,500	\$85	\$0.08	\$0.09	\$7,500
<u>Financing Costs</u>						
Construction Loan Interest		\$763,853	\$8,680	\$8.58	\$9.18	\$611,472
Predevelopment loan interest		\$0	\$0	\$0.00	\$0.00	\$0
Construction Loan Fee	1.00%	\$145,000	\$1,648	\$1.63	\$1.74	\$145,000
Construction Inspection Fee		\$0	\$0	\$0.00	\$0.00	\$0
Acquisition loan interest		\$0	\$0	\$0.00	\$0.00	
Permanent Financing Fee	1.00%	\$47,600	\$541	\$0.53	\$0.57	
<u>Development Fees</u>						
Market Study		\$7,500	\$85	\$0.08	\$0.09	\$7,500
Appraisal Fee		\$20,000	\$227	\$0.22	\$0.24	\$20,000
Other:		\$0	\$0	\$0.00	\$0.00	\$0
Other:		\$0	\$0	\$0.00	\$0.00	
<u>Taxes & Insurance</u>						
Real Estate Taxes - Construction		\$10,000	\$114	\$0.11	\$0.12	\$10,000
Insurance - Construction		\$30,000	\$341	\$0.34	\$0.36	\$30,000
<u>Professional Fees</u>						
Legal	70.00%	\$250,000	\$2,841	\$2.81	\$3.00	\$175,000
Title	75.00%	\$75,000	\$852	\$0.84	\$0.90	\$56,250
Organization		\$0	\$0	\$0.00	\$0.00	
Cost Certification		\$15,000	\$170	\$0.17	\$0.18	\$15,000
<u>Other Development Costs</u>						
Soft Cost Contingency	0.00%	\$83,841	\$953	\$0.94	\$1.01	\$83,841
Contingency	5.00%	\$601,538	\$6,836	\$6.75	\$7.23	\$601,538
Building Permit		\$73,000	\$830	\$0.82	\$0.88	\$73,000
Water/sewer tap & impact fees		\$236,000	\$2,682	\$2.65	\$2.84	\$236,000
Furniture, Fixtures, and Equipment		\$0	\$0	\$0.00	\$0.00	\$0
Earthcraft fees		\$20,000	\$227	\$0.22	\$0.24	\$20,000
Materials testing		\$0	\$0	\$0.00	\$0.00	\$0
Plan & Spec Review		\$30,000	\$341	\$0.34	\$0.36	\$30,000
<u>Acquisition Costs</u>						
Acquisition cost of bldgs.		\$0	\$0	\$0.00	\$0.00	
Other acquisition related costs		\$0	\$0	\$0.00	\$0.00	
Land		\$1,848,000	\$21,000	\$20.75	\$22.21	
Total Replacement Cost		\$16,829,598	\$191,245	\$188.99	\$202.26	\$14,618,117
<u>Developer & Tax Credit Costs</u>						
Developer Fee	16.00%	\$2,470,788	\$28,077	\$27.75	\$29.69	\$2,470,788
Consultant's fee		\$0	\$0	\$0.00	\$0.00	\$0
FHFC Administrative Fee	9.00%	\$149,385	\$1,698	\$1.68	\$1.80	
FHFC Compliance Fee		\$210,746	\$2,395	\$2.37	\$2.53	
FHFC Credit Underwriting Fee		\$14,546	\$165	\$0.16	\$0.17	
FHFC Carryover Fee		\$3,156				
FHFC Application Fee		\$3,000	\$34	\$0.03	\$0.04	
Construction Inspection Fee		\$0	\$0	\$0.00	\$0.00	
<u>Initial Operating and Lease-up Expenses</u>						
Working capital		\$0	\$0	\$0.00	\$0.00	
Operating Reserve	1.00%	\$0	\$0	\$0.00	\$0.00	
Replacement Reserve	\$600	\$0	\$0	\$0.00	\$0.00	
Special Needs Reserve		\$0	\$0	\$0.00	\$0.00	
Lease Up & Marketing		\$80,000	\$909	\$0.90	\$0.96	
Total Development Cost		\$19,761,219	\$224,559	\$221.91	\$237.49	\$17,088,905
<u>Tax Credit Calculation</u>						
Less: Federal Historic Credits						\$0
Less: Personal Property (Historic)						\$0
Subtotal						\$17,088,905
Times: LIHTC Applicable Fraction						100.00%
Eligible Basis						\$17,088,905
Qualified Census Tract Adjustment						130%
Qualified Basis						\$22,215,576
Times: Applicable Rate						9.00%
Annual Low Income Tax Credits						\$1,999,402
Total Low-Income Justified Credits / Qualified Rehabilitated Expenditures						\$19,994,019
Total Development Cost Limit		\$23,258,400				
Variance		(\$5,345,181)				
Exceed Max Dev. Cost?		NO				

Operating Expenses

	Annual Budget	Per Unit	% of Total
<u>Administrative</u>			
Management salaries and benefits	\$59,198	\$673	13.6%
Accounting	\$7,000	\$80	1.6%
Advertising	\$1,000	\$11	0.2%
Legal fees	\$500	\$6	0.1%
Security	\$0	\$0	0.0%
Required Services cots	\$7,280	\$83	1.7%
Office supplies & postage	\$3,000	\$34	0.7%
Telephone	\$8,000	\$91	1.8%
Misc. Administrative costs	\$8,720	\$99	2.0%
Total Administrative	\$94,698	\$1,076	21.7%
<u>Management Fee</u>			
Management fee	\$42,240	\$480	9.7%
Total Management Fee	\$42,240	\$480	9.7%
<u>Utilities</u>			
Owner-supplied cable TV/Internet	\$1,200	\$14	0.3%
Owner-supplied electricity	\$26,000	\$295	6.0%
Water & sewer	\$35,200	\$400	8.1%
Owner-supplied natural gas	\$0	\$0	0.0%
Garbage collection	\$9,000	\$102	2.1%
Total Utilities	\$71,400	\$811	16.4%
<u>Maintenance</u>			
Maintenance salaries & benefits	\$72,302	\$822	16.6%
Vacant unit preparation	\$1,500	\$17	0.3%
Exterminating	\$6,500	\$74	1.5%
Grounds/snow removal	\$22,000	\$250	5.1%
Maintenance supplies	\$8,800	\$100	2.0%
Pool	\$0	\$0	0.0%
Repairs/maintenance	\$3,080	\$35	0.7%
Contract services	\$8,800	\$100	2.0%
Elevator maintenance	\$7,400	\$84	1.7%
Other:	\$0	\$0	0.0%
Total Maintenance	\$130,382	\$1,482	29.9%
<u>Taxes</u>			
Payroll taxes	\$0	\$0	0.0%
Real estate taxes	\$52,800	\$600	12.1%
Personal property taxes	\$1,000	\$11	0.2%
Total Taxes	\$53,800	\$611	12.4%
<u>Insurance</u>			
Fidelity bond, umbrella, etc.	\$0	\$0	0.0%
Property/liability insurance	\$43,084	\$490	9.9%
Total Other	\$43,084	\$490	9.9%
Check		100.0%	100.0%
Total Operating Expenses	\$435,604		
Per Unit	\$4,950	# of Units:	88
Per Unit with Reserves	\$5,200		

Sources and Uses of Funds

Uses of Funds

Acquisition costs	\$1,848,000
Operating & replacement reserves	\$0
Hard construction costs	\$12,030,766
Other development costs	\$3,411,665
Developer's fee	\$2,470,788

Total Uses **\$19,761,219**
Check 100.0%

Sources of Funds

Total tax credit equity	\$14,605,044
Limited & general partner equity	\$110
Conventional Permanent Loan	\$4,300,000
Local Government Area of Opportunity Funding	\$460,000
Other:	\$0
Other:	\$0
General partner loan	\$0
Deferred developer's fee	\$396,065

Total Sources **\$19,761,219**

Sources and uses balance **\$0**

Years to pay off deferred developer's fee **7**

Tax Credit Calculation

Federal LIHTC credits (federal investor)	\$16,598,300	
Times: syndication %	99.99%	\$16,596,640
Times: syndication price	\$0.88	\$14,605,044

Federal LIHTC credits (state investor)	\$16,598,300	
Times: syndication %	0.00%	\$0
Times: syndication price	\$0.88	\$0

State LIHTC credits	\$16,598,300	
Times: syndication %	100.00%	\$16,598,300
Times: syndication price	\$0.00	\$0

Federal historic tax credit basis

Times: applicable fraction	20.00%	\$0
Times: syndication %	99.99%	\$0
Times: syndication price	\$0.00	\$0

Federal historic tax credit basis (state investor)

Times: applicable fraction	20.00%	\$0
Times: syndication %	0.00%	\$0
Times: syndication price	\$0.00	\$0

State historic tax credit basis

Times: applicable fraction	25.00%	\$0
Times: syndication %	100.00%	\$0
Times: syndication price	\$0.00	\$0

Total Tax Credit Equity

\$14,605,044

Construction Loan Calculation

Total development costs	\$19,761,219
Developer's fee	\$1,976,631
Reserves & fees	\$47,600
Equity during construction	\$2,921,119
Second Construction loan	\$0
Third Construction loan	\$0

Primary Construction Loan Needed **\$14,815,869**

Note(s):

Exhibit D.

Alachua County Tax
Collector's receipt for most
recent taxes paid on
proposed projects

ACCOUNT NUMBER	ESCROW CD	MILLAGE CODE
07176 006 000		3600

UNASSIGNED LOCATION RE

JEFFREY E SMITH INVESTMENT CO LC
206 PEACH WAY
COLUMBIA, MO 65205

D L CLINCH GRT SERENOLA DB L-480 COM
NW COR S/D S 5 D
See Additional Legal on Tax Roll

AD VALOREM TAXES					
TAXING AUTHORITY	MILLAGE RATE	ASSESSED VALUE	EXEMPTION(S)	TAXABLE VALUE	TAXES LEVIED
BOARD OF COUNTY COMMISSIONERS					
CNTY GENERAL	7.8935	1,249,200	0	1,249,200	9,860.56
ALACHUA CNTY LIBRARY DISTRICT					
LIBRARY GENERAL	1.1289	1,249,200	0	1,249,200	1,410.22
SCHOOL BOARD OF ALACHUA COUNTY					
SCHL CAP35 PROJECT (S01)	1.5000	1,249,200	0	1,249,200	1,873.80
SCHL DISCRNRY & CN (S01)	0.7480	1,249,200	0	1,249,200	934.40
SCHL GENERAL	3.6670	1,249,200	0	1,249,200	4,580.82
SCHOOL VOTED (S01)	1.0000	1,249,200	0	1,249,200	1,249.20
ST JOHNS RIVER WATER MGT DISTR	0.2287	1,249,200	0	1,249,200	285.69
CHILDREN'S TRUST	0.5000	1,249,200	0	1,249,200	624.60
36 CITY OF GAINESVILLE	5.2974	1,249,200	0	1,249,200	6,617.51
TOTAL MILLAGE	21.9635				
		AD VALOREM TAXES			\$27,436.80

WANT TO RECEIVE YOUR BILL ELECTRONICALLY NEXT YEAR? VISIT www.AlachuaCollector.com AND SIGN UP FOR E-BILLS!

PAY ONLINE WITH E-CHECK



SCAN TO PAY

PAY ONLY ONE AMOUNT.

NON-AD VALOREM ASSESSMENTS

LEVYING AUTHORITY	UNIT	RATE	AMOUNT
NON-AD VALOREM ASSESSMENTS			\$0.00

COMBINED TAXES AND ASSESSMENTS \$27,436.80

If Paid By
Please Pay **Nov 30, 2020**
\$0.00

JOHN POWER, CFC
ALACHUA COUNTY TAX COLLECTOR

2020 PAID REAL ESTATE
NOTICE OF AD VALOREM TAXES AND NON-AD VALOREM ASSESSMENTS

65923

PLEASE PAY IN U.S. FUNDS (NO POSTDATED CHECKS) TO JOHN POWER, TAX COLLECTOR • 12 SE 1st ST, GAINESVILLE, FL 32601

ACCOUNT NUMBER	SITUS	MESSAGE
07176 006 000	UNASSIGNED LOCATION RE	

JEFFREY E SMITH INVESTMENT CO LC
206 PEACH WAY
COLUMBIA, MO 65205

IF PAID BY	PLEASE PAY
<input type="checkbox"/> Nov 30, 2020	\$0.00
<input type="checkbox"/>	
<input type="checkbox"/>	
<input type="checkbox"/>	
<input type="checkbox"/>	

Exhibit G.

Site Plan

Gainesville, FL

Veranda Estates

June 1, 2021



Exhibit I.

Development timeline for
the project

2021

Low Income Housing Tax Credit Development

Project Schedule

Project Name: Veranda Estates

Date: 06/25/21

Ownership Entity: Veranda Estates, L.P.

	<u>DATE</u>	<u>COMMENTS</u>
A. Site Acquisition		
Closing Date:	7/31/2022	
B. Financing		
1 <u>Construction Loan Commitment</u>	8/1/2022	
2 <u>Permanent Loan Commitment</u>	8/1/2022	
3 <u>Equity Investor Final Selection Completed</u>	8/1/2022	
4 <u>Other</u>		
Source of Funds: _____		
Firm Commitment/Award Date	N/A	
5 <u>Other</u>		
Source of Funds: _____		
Firm Commitment/Award Date	N/A	
C. <u>Environmental Review Completed (Ready to Publish)</u>	3/1/2022	
D. <u>HUD Authority to Use Grant Funds Issued</u>	N/A	
E. <u>Site Plan Approved by Local Government ("LG")</u>	12/31/2022	
F. <u>Plans (CDs & Specifications) Submitted to LG</u>	11/1/2022	
G. <u>Plans (CDs & Specifications) Approved by LG</u>	4/1/2023	
H. <u>Equity Closing</u>	4/15/2023	
I. <u>Equity Closing (All Construction Period Financing)</u>	5/31/2023	
J. <u>Building Permits Issued</u>	5/31/2023	
K. <u>Notice to Proceed Issued</u>	6/1/2023	
L. <u>Completion of Construction/Rehabilitation</u>	8/1/2024	
M. <u>Estimated Placed-in-Service Date</u>	8/1/2024	
N. <u>Estimated First Credit Year</u>	12/30/2024	
O. <u>Permanent Loan Closing (Permanent Period Financing)</u>	3/1/2025	
P. <u>8609 Package Submitted to FHFC</u>	3/1/2025	

Exhibit J.

Project rent limits



If you would like to engage Novogradac & Company LLP to calculate the rent & income limits for your property, please contact Thomas Stagg at thomas.stagg@novoco.com.

Click on the 📊 icons below to view historical charts.

Project: Veranda Estates

Program and Location Information

HUD Published Income Limits for 2021 (with no adjustments)

☐ Display Income Limits

☒ Hide Income Limits

Affordable Housing Program

IRS Section 42 Low-Income Housing Tax Credit (LIHTC)

Year ⁽¹⁾⁽²⁾

2021 (effective 04/01/21)

State

FL

County

Alachua County

MSA

Gainesville, FL MSA

Persons / Bedroom

1.5 Person / Bedroom

4-person AMI

📊 \$80,800

National Non-Metropolitan Median Income ⁽³⁾⁽⁴⁾

\$63,400

HERA Special ⁽⁵⁾

Not eligible













Hold Harmless ⁽⁶⁾

You have indicated that your project was placed in service on or after 04/01/2021 and is therefore eligible to have its income and rent limit held harmless beginning with the 2021 limits.



Placed in Service Date ⁽⁷⁾

On or after 04/01/2021.

LIHTC Income Limits for 2021
(Based on 2021 MTSP Income Limits)

	Charts	60.00%	33.00%	70.00%	140.00%
1 Person		30,780	16,929	35,910	43,092
2 Person		35,160	19,338	41,020	49,224
3 Person		39,540	21,747	46,130	55,356
4 Person		43,920	24,156	51,240	61,488
5 Person		47,460	26,103	55,370	66,444
6 Person		51,000	28,050	59,500	71,400
7 Person		54,480	29,964	63,560	76,272
8 Person		58,020	31,911	67,690	81,228
9 Person		61,500	33,825	71,750	86,100
10 Person		64,980	35,739	75,810	90,972
11 Person		68,520	37,686	79,940	95,928
12 Person		72,000	39,600	84,000	100,800

LIHTC Rent Limits for 2021
(Based on 2021 MTSP/VLI Income Limits)

Bedrooms (People)	Charts	60.00%	33.00%	70.00%	FMR
1 Bedroom (1.5)		824	453	961	897
2 Bedrooms (3.0)		988	543	1,153	1,083

Before using the numbers from the Rent & Income Limit Calculator®, we strongly recommend that you check with the applicable state housing agency to verify that the state agrees with the numbers. The numbers round down to the nearest \$1.

Please note the following for households over 8 people. Per the HUD briefing material “HUD does not include income limits for families with more than eight persons in the printed lists because of space limitations. For each person over eight-persons, the four-person income limit should be multiplied by an additional 8 percent. (For example, the nine-person limit equals 140 percent [132 + 8] of the relevant four-person income limit.) HUD rounds income limits up to the nearest \$50. Local agencies may round income limits for nine or more persons to the nearest \$50, or they may use the un-rounded numbers.” To account for areas that may round to the nearest \$50, the calculator also rounds to the nearest \$50 for these household sizes as this will always result in a lower amount than rounding up. If you are qualifying a household over 8 people please check with your local agency for what their policy is in relation to rounding.

[Revenue Ruling 89-24](#) require that the LIHTC rent & income levels start their calculations with the HUD published very low-income (VLI) amounts because the HUD published VLI amounts include certain HUD adjustments, such as high housing cost for high FMR areas to increase income, and state non-metropolitan median income to provide a floor for income limits. The result is that many counties have VLI amounts that are different than 50% of the AMI published by HUD (the 4-person AMGI we have shown above). Please see this [blog post](#) for more information about the HUD adjustments. The Novogradac Rent & Income Calculator® starts by default with the HUD published VLI amounts in accordance with [Revenue Ruling 89-24](#).

(1) The rent and income limits for each year are effective beginning with the effective date shown above. There is a grace period for 45 days from the release of income limits to implement the new rent and income limits, which means that the old limits can be relied upon for 45 days after the release date of the new limits. For example income limits effective 12/04/2012, can be relied on until 1/17/2013. For more information, see [Revenue Ruling 94-57](#).

[IRS LIHC Newsletter #48](#) and [IRS LIHC Newsletter #50](#) clarify that for projects placed in service during the 45-day grace period, the owner may choose the new or the old income limits. For example, if a project was placed in service on 1/8/2013 and the 2012 income limits are higher than the 2013 income limits, an owner may use the higher income limits from 2012 to income qualify tenants and set rents accordingly because the project was placed in service with the 45-day grace period.

Please note, the Rent & Income Limit Calculator® does not apply a 45-day grace period automatically. The user needs to indicate that the placed in service date and/or gross rent floor date occurred 45 days earlier (in the prior HUD Fiscal Year) if they want to apply the 45-day rule under [Revenue Ruling 94-57](#) that allows owners to rely on the prior year. Therefore, projects that were placed in service during the 45-day grace period, and want to use the prior year, should select that they were placed in service as of the prior year. For example, if a project placed in service on 1/8/2013, and the project wanted to use the 45-day grace period, the user should select that their project was in service prior to 12/4/2012. Similarly, projects that have a gross rent floor effective as of the carryover allocation date (or reservation letter date for bond projects) during the 45-day grace period, and want to use the prior year, should select that the gross rent floor was effective as of the prior year. For example, if a project received a carryover allocation letter on 1/8/2013, and the owner did not elect placed in service date as the gross rent floor, and the project wanted to use the 45-day grace period, the user should select that their gross rent floor was effective prior to 12/4/2012.

(2) For HUD FY 2013 HUD originally issued income limits on December 4, 2012 then issued revised income limits on December 11, 2012. In [IRS LIHC Newsletter #50](#), the IRS has stated that the effective date for the revised FY 2013 income limits is December 4, 2012. Based on this guidance, the Rent & Income Limit Calculator® uses December 4, 2013 for the effective date for the revised FY 2013 limits. Please see [IRS LIHC Newsletter #50](#) for more detail.

(3) An area may lose its rural area status. There is no clear guidance that a project is held harmless at the national non-metropolitan income limits when an area loses its rural status. The Rent & Income Limit Calculator® assumes that a project that is not indicated as rural in the current year was also not rural in the prior year, and therefore, does not receive hold harmless treatment based on the prior year national non-metro amount.

Please consult your state agency and tax advisor for further clarification.

(4) USDA may change their determination of what projects qualify as rural during the course of a year. Please periodically check with USDA to determine the continued rural eligibility of your project.

The national non-metropolitan median income has been adjusted for household size based on the family size adjustments outlined in the HUD Briefing Materials and as shown in each year's [HUD FAQ](#). The IRS did not specify whether or not to round to the nearest \$50, however, the Rent & Income Limit Calculator® will round to the nearest \$50 in accordance with the methodology referenced in HUD Briefing Materials.

(5) A project uses HERA Special if income was determined prior to 1/1/2009 and the project is in a HERA Special county. A project's income limits are held harmless at the prior year income limits if income was determined in the prior year or earlier and the income limits have decreased. Please note that the IRS has informally indicated that the definition of "determined" for purposes of the HERA Special and MTSP Hold Harmless income limits means that a

project was placed in service. Please see [IRS LIHC Newsletter #35](#) for more information about "determined" and projects with buildings that were placed in service before and after HUD income limit effective dates. Therefore, projects placed in service prior to 1/1/2009 are generally eligible for HERA Special. Please see footnote 7 for information about acquisition/rehabilitation projects.

(6) Internal Revenue Code Section 142(d)(2)(i) indicates that hold harmless applies on a calendar year. The Rent & Income Limit Calculator© assumes that "calendar year" in the hold harmless rule means the HUD Fiscal Year. For example, the 2009 calendar year means the HUD Fiscal Year from 3/19/2009 through 5/13/2010. In other words, the Rent & Income Limit Calculator© assumes that "calendar year" in the hold harmless rule means the highest income level achieved during any HUD Fiscal Year.

The Rent & Income Limit Calculator© assumes that a rural project will receive hold harmless treatment at the national non-metro amount based on the prior year national non-metro amount if the national non-metro median income were to fall from year to year. If a rural project qualifies for HERA Special and the HERA Special is higher than the national non-metro, then the HERA Special amount will be used. Please note that the IRS has not issued guidance that specifically allows hold harmless treatment at the national non-metro amount for rural projects, however, Internal Revenue Code 42(g)(4) by reference to Internal Revenue Code 142(d)(2)(E) implies that hold harmless treatment would apply at the national non-metro amount for rural projects. Please consult your tax advisor for further clarification.

(7) Please note that for acquisition/rehabilitation projects, the IRS guidance indicates that income and rent limits are determined at the later of the acquisition date or when management begins income-qualifying households in the project. For example, if a project was acquired in 2011, the rehabilitation was placed-in-service in 2012, and management began income-qualifying households in 2011 then the project would be considered placed in service in 2011 for income and rent purposes. If a project was acquired in 2011, the rehabilitation was placed-in-service in 2012, and management began income-qualifying households when the rehabilitation placed-in-service in 2012, then the project would be considered placed in service in 2012 for income and rent purposes. Please see [IRS LIHC Newsletter #35](#) for more detail. Please consult your tax advisor for further clarification.

(8) [Revenue Procedure 94-57](#) gives guidance on the gross rent floor election.

Tax credit projects without bond financing:

"The Internal Revenue Service will treat the gross rent floor in section 42(g)(2)(A) as taking effect on the date an Agency initially allocates a housing credit dollar amount to the building [generally referred to as the 42M letter] under section 42(h)(1). However, the Service will treat the gross rent floor as taking effect on a building's placed in service date if the building owner designates that date as the date on which the gross rent floor will take effect for the building. An owner must make this designation to use the placed in service date and inform the Agency that made the allocation to the building no later than the date on which the building is placed in service."

Tax credit projects with bond financing:

"The Service will treat the gross rent floor as taking effect on a building's placed in service date if the building owner designates that date as the date on which the gross rent floor will take effect for the building. An owner must make this designation to use the placed in service date and inform the Agency that issued the determination letter to the building no later than the date on which the building is placed in service."

(9) The Rent & Income Limit Calculator© assumes all buildings in a project have a rent floor effective date under [Revenue Procedure 94-57](#) in the same HUD Fiscal Year. However, if your buildings have rent floor effective dates under [Revenue Procedure 94-57](#) in different HUD Fiscal Years, then you should run the calculator separately for each group of buildings in a particular HUD Fiscal Year.

The Rent & Income Limit Calculator© assumes that different AMGI limits (40%, 35%, 30%, etc.) chosen by the user will also have a rent floor election under [Revenue Procedure 94-57](#) from the same HUD Fiscal Year that applies to the federal level of 50% or 60%.

(10) The Consolidated Appropriations Act of 2014 changed how the 30% income limits is calculated. The 30% limit, which is now called the extremely low income limit, is determined by taking the greater of the 30% income limit as calculated by HUD or the poverty level as determined by the Department of Health and Human Services, which is then capped at the 50% Very Low Income Limit ('VLI') published by HUD. HUD has only published the data up to 8 people. For household sizes above 8 people please visit the following website:
<https://www.huduser.gov/portal/datasets/mtsp.html>

Terms of Use:

Utility allowances are inputted by the user and are not reviewed or verified by Novogradac & Company LLP. Novogradac & Company LLP provides no assurance of the accuracy of the particular results you may obtain from the Rent & Income Limit Calculator©; which is designed only to be a quick reference tool and is no substitute for professional tax and accounting advice. The Rent & Income Limit Calculator© should not be used for any final financial decisions. IRS guidelines and actual HUD amounts should be used for any final decisions. Novogradac & Company LLP does not guarantee the accuracy of the amounts shown above. As consideration for your use of this tool, free of any requirement to pay any related monetary compensation to

Novogradac & Company LLP, you agree to hold Novogradac & Company LLP harmless from any damages and claims related to use of the Rent & Income Limit Calculator©. If you do not agree with the terms of this paragraph, you may not use the Rent & Income Limit Calculator©.

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Exhibit K.

Copy of Applicant's most
recent audit



JES Dev Co, Inc.

December 31, 2020

JES Dev Co, Inc.
Balance Sheet (Cash Basis)
As of December 31, 2020

Assets

Current Assets

Cash	\$ 694,842
Due from JES Entities and Affiliates	1,253,750
Total Current Assets	\$ 1,948,591

Long Term Assets

Organization Cost	\$ 2,276
Less: Accumulated Depreciation	(2,276)
Total Long Term Assets	\$ -

Total Assets	\$ 1,948,591
---------------------	---------------------

Liabilities & Equity

Liabilities

Accounts Payable	\$ -
Due to JES Entities and Affiliates	110,798
Total Liabilities	\$ 110,798

Equity

Stock	\$ 30,000
Additional Paid in Capital	410,547
Shareholder Distributions	-
Retained Earnings	682,169
Earnings before Tax	1,115,078
Total Owner's Equity	\$ 1,837,794

Total Liabilities & Equity	\$ 1,948,591
---------------------------------------	---------------------

JES Dev Co, Inc.
Statement of Revenue & Expense (Cash Basis)
Year to Date Through December 31, 2020

	Year to Date Actual
Revenue	
LIHTC Developer Fees	\$ 3,418,928
Total Revenue	<u>\$ 3,418,928</u>
 General & Administrative Expense	
Computer	\$ 1,519
Contributions & Donations	700
Development Research	53,847
Dues, Fees & Subscriptions	1,063
Insurance	9,635
Interest	53
Management Fees	192,000
Office Expenses	5,513
Payroll	1,921,328
Employee Benefits	1,008
Professional Fees	15,305
Rent	84,030
Taxes & Licenses	3,055
Telephone & Utilities	4,572
Training & Seminars	137
Travel, Meals & Entertainment	5,949
Vehicle	4,136
Total Expenses	<u>\$ 2,303,851</u>
 Earnings before Tax	<u>\$ 1,115,078</u>
 Adjusted Earnings before Tax	<u><u>\$ 1,115,078</u></u>

Exhibit H.

Preliminary drawings of
construction plans

PENDING

Exhibit L.

Copies of commitment and
support letters from
financial institutions and
partnering organizations

206 Peach Way
P.O. Box 7688
Columbia, Missouri 65205



Affordable Equity Partners, Inc.

573-443-2021
573-874-7116 *fax*

June 25, 2021

Veranda Estates, L.P.
ATTN: Mr. William A. Markel
206 Peach Way
Columbia, MO 65203

RE: Veranda Estates, located in Gainesville, Florida. Veranda Estates, L.P. (Applicant), beneficiary of the equity proceeds. Letter of Intent Concerning the Acquisition of Federal Low Income Housing Credits by Affordable Equity Partners, Inc.

Dear Mr. Markel:

The purpose of this letter is to (i) confirm the principal terms under which Affordable Equity Partners, Inc., a Missouri Corporation, or its affiliates ("AEP") will acquire a limited partner interest in Veranda Estates, L.P. a Florida limited partnership (the "Partnership") and (ii) set forth the terms which will govern AEP's relationship to the Project (as defined below) and to other entities that may be involved with the Project. Please confirm as soon as possible the accuracy of the recitals set forth in this letter so that appropriate documents can be prepared and so that all parties may complete any required due diligence review prior to close of the transaction. We understand the terms of your agreement with AEP to be as follows:

1. **Low Income Housing Project (the "Project"):** The Project will consist of residential rental units eligible for low income housing tax credits under Section 42 of the Internal Revenue Code. The Project is more fully described in item 1 of Exhibit A attached hereto.
2. **Ownership Structure:** The Project will be owned and operated by the Partnership. The Partnership will admit AEP as a limited partner with a limited partner interest entitling AEP to receive the rights and interest set out in Item 2 of Exhibit A. In addition, AEP, in its sole discretion, will have the right, within one year of the date that the Project is placed in service, to transfer its entire interest in the Partnership to an entity or entities designated by AEP. Any subsequent transfer of the interest will be subject to any limitations or requirements imposed by the partnership agreement of the Partnership.
3. **Capital Contribution/Purchase Price for Limited Partner Interest by AEP:** AEP will make a capital contribution to the Partnership calculated as set out in Item 3 of Exhibit A. The actual capital contribution will be adjusted to reflect the amount of Federal low income housing tax credits issued to the Partnership by the Florida Housing Finance Corporation.
4. **Terms of Capital Contribution:** AEP will make its capital contribution as set forth in Item 4 of Exhibit A.
5. **Replacement Reserves:** The Replacement Reserve amount shall be funded in the amount as required by the Agency and the Lenders.

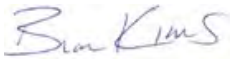
6. **Information to Partners:** The General Partner of the Partnership shall cause to be prepared and distributed to all Persons who were Partners at any time during a fiscal year of the Partnership within forty-five (45) days after the end of each fiscal year of the Partnership:
- A. A balance sheet as of the end of the fiscal year, a statement of income, a statement of partners' equity, and a statement of cash flows, each for the year then ended. Each of these reports shall be prepared in accordance with generally accepted accounting principles and accompanied by a report of the Auditors containing an opinion of the Auditors and a report of the activities of the Partnership during the period covered by the Report.
 - B. All information which is necessary, in view of the Tax Accountants, for the preparation of the Limited Partners' federal and state income tax returns.

If the Partnership does not deliver these reports within forty-five (45) days after the end of any fiscal year of the Partnership, the General Partner shall pay as damages the sum of \$200 per day to AEP for each day after such 45 day period that such reports are not delivered.

7. **Special Rights of AEP:** AEP shall have the right to remove and replace any General Partner and elect a new General Partner on the basis of the performance and discharge of such General Partner's obligations constituting fraud, bad faith, negligence, misconduct or breach of fiduciary duty.
8. **Acknowledgment:** If the foregoing provisions accurately set out the agreement between Veranda Estates, L.P and AEP, please execute the additional copy of this letter and return same to me at your earliest convenience, but in no event later than November 4, 2021. AEP will then commence consultation with you and other parties, document preparation and such other due as may be required to close this transaction. The obligations of AEP hereunder are contingent on (i) AEP's investment committee determining that the Project and the terms set forth in this letter meet AEP's investment criteria, and that the Project substantially conforms to the information set out in Exhibit A hereto, and (ii) to the timely and satisfactory completion of due diligence as determined by AEP in its sole and absolute discretion. If you have any questions, or if I have erroneously set out your understanding of this agreement, please contact me.
9. **Expiration:** If this letter is not executed and returned to AEP prior to November 4, 2021, it shall be null and void and of no effect. This preliminary commitment will expire on June 30, 2022 if not extended by AEP.

Sincerely,

AFFORDABLE EQUITY PARTNERS, INC.

By: 
Brian H. Kimes

Accepted by:

For: Veranda Estates, L.P.

By: JES Partnerships – Veranda, L.L.C., its general partner

By: JES Florida Partnerships Member II, L.L.C., its managing member

By: 
William A. Markel, its manager 6/25/21
Date

EXHIBIT A
LOW INCOME HOUSING PROJECT DESCRIPTION

1 Project Information

- a. Project Name: Veranda Estates
- b. Number of Units: 88
- c. Financing: Aggregate Conventional Loans \$4,300,000
- d. Eligible Annual Federal Low Income Housing Tax Credit Request: \$1,659,830
- e. Total Housing Credit Allocation for Investment (to be purchased): \$16,598,830
- f. Tax Credit Price: \$0.88

2 Partnership Interest:

- a. 99.99% interest in income, gain and loss from operations, depreciation and Federal Low Income Housing Tax Credit to AEP or its designee.
- b. 10% residual interest in cash from capital transactions to AEP or its designee.
- c. 90% residual interest in cash from capital transactions to the General Partner

3 Price:

- a. **Total estimated Capital Contribution (equity to be provided)* \$14,605,044***
* AEP's total capital contribution is based on the Partnership receiving annual Federal Low Income Housing Tax Credits as shown above and will be adjusted based on the actual credits received. AEP's capital contribution is based on **\$0.88** for each Federal LIHTC actually allocated to AEP by the Partnership.

4 Capital Pay In:

- a. 15 % On AEP's admission into partnership.
- b. 5% At 50% construction completion
- c. 75 % At construction completion as evidenced by a certificate of occupancy and an ALTA As-Built Survey.
- d. 5 % Three months Rental Achievement as outlined in the Partnership agreement.
- e. **The total equity paid prior to construction completion will be \$2,921,009****

5. Ownership Structure

- a. GP - JES Partnerships – Veranda, L.L.C. – 0.01%
- b. Federal Investor LP – Tax Credit Holdings, LLC, or its designee – 99.99%

6. Fees & Cash Flow Splits:

- a. Annual Asset Management Fee of \$5,000 to AEP or its designee.
- b. Annual Partnership Management Fee TBD to the General Partner or its designee.
- c. 10% interest in cash flow from operations TBD to AEP or its designee.
- d. 90% interest in cash flow TBD to the General Partner or its designee.

** numbers round down

LETTER OF INTENT
FOR CONSTRUCTION AND PERMANENT LOAN

June 25, 2021

Veranda Estates, L.P.
ATTN: William A. Markel
206 Peach Way
Columbia, MO 65203

RE: Veranda Estates, an 88 unit affordable development located in Gainesville, Alachua County, Florida (the "Property")

Dear Mr. Markel:

Sterling Bank (hereafter "Bank") is pleased to provide you this letter of intent in connection with the above referenced property. This letter of intent is made based upon the initial financial information and projections provided to us in support of your loan application, and under the following general terms and conditions:

Borrower: Veranda Estates, L.P. (and the "Applicant" for purposes of RFA 2021-201 for Housing Credit Financing for Affordable Housing Developments located in Medium and Small Counties).

Guaranty: The unconditional guaranty of payment and performance of the construction loan and permanent loan (described below) by the general partner of the Borrower.

Loan Amount:	Construction	Up to \$15,000,000
	Permanent	Up to \$4,300,000

Interest Rate:	Construction	5.25%
	Permanent	5.00%

Repayable: Construction - Interest only payments made on a monthly basis, in arrears.
Permanent - Principal and interest payments on a monthly basis.

Term: Construction - 18 months
Permanent - 18 years
Amortization - 35 years

Prepayment Years 1-10 no prepayment, subject to yield maintenance thereafter.

Origination Fee: 1.00% of the Construction loan payable at closing.
1.00% of the Permanent loan payable at closing.

Security: Construction and Permanent – a first mortgage lien on the above proposed property

Insurance: Borrower agrees to maintain insurance coverage on the collateral securing this loan in an amount and form satisfactory to Sterling Bank. Said policy shall include an endorsement acceptable to and naming the Bank.

Title

Insurance: Borrower shall provide to bank a title insurance policy on the property in an amount and form satisfactory to Sterling Bank. The Bank shall be named in the title policy and the policy shall contain no exceptions not previously approved by the Bank, which in STERLING Bank's opinion shall be considered detrimental to the Bank.

Closing

Documents: All closing documents are subject to review and approval of Sterling Bank and its attorney's.

Escrow

Disbursement: All funds shall be disbursed in a form and manner acceptable to Sterling Bank.

Conditions to funding Construction Loan:

- Contingent upon final Loan Committee and Board approval
- Successful award and allocation of annual low income housing tax credits from the Florida Housing Finance Corporation.
- Bank acceptable plans and specifications.
- Bank acceptable Sources and Uses.
- Bank acceptable appraisal.
- Bank approved general contractor and the construction contract.
- Bank acceptable Guarantees of Completion.
- Such other conditions which are customary and reasonable for a loan of this nature and amount.
- This proposal is non-assignable

Conditions to Funding Permanent Loan:

- Contingent upon final Loan Committee and Board approval
- Construction of the project is 100% complete.
- Property has reached stabilized occupancy for at least 90 days. Meets the minimum required debt service coverage ratio based upon the Property's net operating income as determined by Sterling Bank.
- All certificates of occupancy have been issued and remain in effect.
- Bank acceptable final allocation of low-income housing tax credits has been received.
- Such other conditions which are customary and reasonable for a loan of this nature and amount.

This proposal supersedes all prior agreements, conversations and understandings relating to the subject matter hereof. Oral agreements or proposals to loan money, extend credit, or forbear from enforcing repayment of a debt, are not enforceable. The proposal contained herein is the complete and exclusive agreement between the borrower and the Bank. Any change in terms or conditions subsequent to this

proposal must be in writing, signed by an officer of the Bank and acknowledged in writing by the borrower. Sterling Bank reserves the right to withdraw this availability if any of the terms and conditions stated herein is not fulfilled.

This proposal does not constitute and shall not be construed as a formal commitment to lend or provide financing, and it remains in the bank's sole discretion to lend or provide financing with these terms or others.

This proposal expires June 30, 2021, unless extended by the Bank in writing.

By signing below and returning one signed copy of this proposal, you hereby accept the above terms and conditions.

Sincerely,

Philip M. Minden
Executive Vice President

For: Veranda Estates, L.P.

By: JES Partnerships – Veranda, L.L.C., its general partner

By: JES Florida Partnerships Member II, L.L.C., its managing member

By: _____, its manager
William A. Markel

Exhibit M.

Summary of how the project
will be marketed

Basic Marketing Plan

Veranda Estates Senior Apartments

Royal American Management, Inc.



Veranda Estates

Marketing Plan Overview

The Property Marketing Department will provide professional marketing for Veranda Estates. The Department will write and evaluate a marketing plan by studying the community's demographics in order to pinpoint target markets and create marketing plans and advertising strategies based on the size and location, area income levels, and other demographic characteristics of the community area.

Members of the Marketing Department stay abreast of the latest technologies and trends in the marketing industry and will use their combined knowledge to tailor a detailed and specific plan for the community. The Department will be actively involved in the lease up of the community to include logo creation, branding, the creation of print materials, and the oversight of online advertising and the production of a comprehensive and functional website unless the owner plans to use a third party.

All community advertising and social networking initiatives are coordinated through and must be approved by the Property Marketing Department for fair housing purposes. Our in-house marketing staff is well versed in fair housing advertising. Senior apartment communities are the most vulnerable, therefore Veranda Estates will be closely monitored for common mistakes such as the usage of the following words: *Mature, Exclusive, Traditional, Adult, Active, and Independent*.

The Marketing Department will monitor the occupancy of the community and work closely with the Regional Manager and Community Manager to ensure maximum occupancy. The Department will also work with the site manager to plan and implement creative and effective Resident Retention plans to include, resident surveys, flyers, activities, and renewal incentives.

Veranda Estates Senior Apartments

Veranda Estates
Gainesville, FL
60 Units
Multi-family Senior Rental Community

Alachua County located in the north central portion of the state of Florida is home of the University of Florida. The County is known for its diverse culture, local music, and artisans. Alachua County's retirement-age population today is about 15%. By 2045, nearly 20% will be 65 or older. As the Baby Boomers, who constitute the greatest number and percentage of residents in the nation, are entering into their retirement years, the increasing demand of the older population is beginning to reshape Florida and thus, Alachua County has become a community in need of housing to accommodate the influx of people.

Objectives/Goals

1. To build the Veranda Estates name recognition in the Alachua County community by cultivating and engaging relationships among community contacts, referral resources, and utilizing online resources. To become the number 1 choice among affordable senior multi-family rental communities for the prospective residents of Gainesville/Alachua County and especially among our referral resources to ensure qualified traffic.
2. Focus on relationship marketing techniques (online & offline), internal tracking processes and develop/implement marketing ideas to increase professional referrals as well as maintain consistent traffic. The goal is to inform potential residents of what makes your property special, increase brand loyalty and procure leads and leases. The goal will be to reach and maintain occupancy of 100%.
3. To increase the value of Veranda Estates by implementing a successful Resident Retention plan to the current residents by extending as much or more time, energy, creativity, and money to keep current residents, as is done attracting new ones.
4. Develop a plan and timeline for conversion/absorption rate.
5. Develop campaign/program to build Veranda Estates brand consisting of (but not limited to) logo positioning, color scheme, special events and relationship-building tactics.

Demographics

The following demographic information is based on the 2010 census (the most recent widespread demographic information to date). Because of time passed, please allow a slight margin of error for the listed numbers.

Alachua County, FL
Population 2019 Estimates: 265,443
Metropolitan Statistical Area: Gainesville Metropolitan Statistical Area

Population Overview:

	Zip Code 32641	Alachua County
Total Population	14,891	265,443
Square Miles (land)		875.02
Population per sq. mile		282.7

Veranda Estates

Population of Applicable age groups:

	Alachua County	Percent %
20 to 34 years	81,677	30.7%
35 to 44 years	28,747	10.8%
45 to 54 years	26,379	9.9%
55 to 64 years	29,148	10.9%
65+ years	36,313	13.6%

Median age (years)	31.6
--------------------	------

Veterans	Estimated 7%
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Race & Ethnicity:

	Alachua County	Percent %
White (Caucasian)	182,813	68.9%
African American	53,278	20.1%
American Indian & Alaska Native	1033	0.4%
Asian	16,125	6.1%
Hispanic or Latino	24,242	0.8%
Other	6584	9.9%

The Purpose of this demographic information is to narrow the target market and better concentrate marketing efforts.

Profile of Prospective Residents (Target Market)

The Target Market for this property is comprised of senior women and men age 55 to 85. The demographics of the area suggest that this target will be of mixed ethnic diversity with a prominence of Caucasians from both white and blue collar backgrounds. The main market will be younger seniors aged 55-70 years old, mostly retired and on a fixed downscale income. They desire an active setting- living much as they had before retirement or downsizing and more opportunities for social engagement with their peers. Many are widows and widowers who are trying to form new social circles or couples who have retired or are getting close. These prospects are concerned about finances, tend to have modest lifestyles, and respond to deals and discounts.

Advertising

An effective advertising mix is essential to ongoing stabilization of a community. It is important to analyze the demographics and habits of your community's target market in order to effectively reach the target. The following are the recommended mediums for ongoing advertising of the property and during lease-up and times that occupancy dips. Prices for advertising in these mediums varies, and the price will be weighed according to the need and perceived effectiveness of each ad.

Newspapers:

The Gainesville Sun: <https://www.gainesville.com/>

Veranda Estates

Websites:

All properties managed by Royal American Management receive a microsite on the Royal American corporate website. In addition, if budget allows, we recommend a property website through our third-party web development partner, Leaselabs.

Corporate Website: www.royalamerican.com/florida

Community Website: <https://www.VerandaEstatesGainesville.com/> (\$499 set-up fee & \$159/mo thereafter.)

Social Media:

Facebook

<https://www.facebook.com/VerandaEstatesGainesville> (Sample)

A property Facebook page will be created by the corporate marketing department and maintained by the on-site property staff. A Property Facebook page is very effective in creating a strong community bond on and offline. By manning this page you are reaching out to your residents and opening up a channel of communication not only with you but with their neighbors. Once lease-up is complete, Facebook's main focus should not be used for generating leads, but rather to engage existing residents with fun or useful content that offers them real value of some kind. Customize your page to keep your followers engaged and interacting. Add photos, contests, polls, etc. Encourage fan-ship by posting bandits signs on your property asking residents to "like" your page. All property employees should "like" their property page.

- **Facebook Ads-** FB ads/ Post Boosts are the most effective form of online paid advertising for increasing impressions, clicks and conversions, at a very low cost. In times of We will begin rotating several different Facebook ads. We will use generic ads as well as ads offering move-in specials, or events being held.

Instagram

An Instagram business page will be created by the Corporate Marketing Department and maintained by the on-site staff. Instagram will be used to share content that is informative, engaging, and relatable will provide value for the greatest number of people. The Stories feature lets you combine multiple photos or 10-second videos into a visual narrative, either by uploading all images together so that they display sequentially like a slide show or movie, or at intervals so that your story unfolds throughout the day. It helps give your property a personality.

- This would be a good way to share construction progress
- A story about an open house or event being hosted on your property.
- **Highlight Local Businesses**
An important selling point of a community is the location. Share the unique aspects and culture of Gainesville. It's important to highlight the appeal of your surroundings. Instagram is an amazing tool for capturing the beauty of your location. Take a trip to a stylish, neighborhood coffee shop and snap some pics of your experience. Whether it's a vibrant mural in the art district, one of your friends enjoying a pastry across the table, or a community event, capture a moment that a viewer would like to place themselves into. Be sure to tag the account of the establishment you're visiting, as this fosters a relationship with local businesses. Also, they may return the favor with likes, comments, and a follow!
- **Use Local Hashtags**
Speaking of local, it's important to utilize the correct hashtags for posts to attract the right demographic. For apartment communities, marketers typically target people in their vicinity. #parramore #parramoreneighborhood

Google Business Listing

<https://business.google.com/dashboard/l/11286119973653945219?hl=en>

Veranda Estates

Once a phone number and physical address is established, the Corporate Marketing Department will claim the Veranda Estates Google Business Listing. Google Business Listings provides you with the ability to list your business location on Google Maps and local search results for free. Setting up your Google Business listing is one of the simplest and most effective ways of setting your business up to be found online. More and more search queries are becoming geographically specific and Google's algorithms have been developed to consider user intent.

- **Google AdWords** is an effective way to draw people in who are already searching for a new apartment community in your area. For example, people are actively searching on Google for, "Apartments in [Your Area]." You want to make sure your property is at the top of those search results.
- **Google Map Ads**- Advertising on Google Maps is a powerful way to attract nearby customers. If you run a local business, ads on Maps make it easy for people to get to your location.

Pricing: Google allows you to set your maximum budget (Threshold). Your ads run on a 30-day basis and you pay only when people click your ad or call your business. Costs vary for each click, but you won't spend more than your monthly budget.

You pay for this service only after you accrue costs, via an automatic charge when you reach your billing threshold or 30 days after your last automatic payment, whichever comes first.

Example Budget: \$50.00 monthly maximum
\$1.64 daily average

Edit budget

Set the amount you'd like to spend.

\$ 1.64 per day average

\$50.00 per month maximum

Estimated performance

553 - 932 views per month

79 - 133 clicks per month

This estimate is based on businesses with similar ad settings and budget.

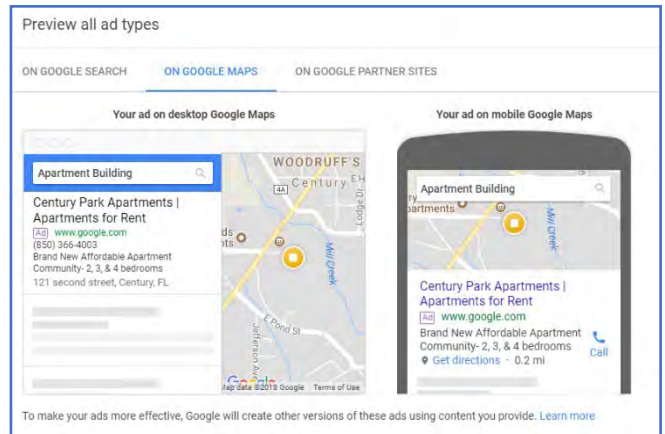
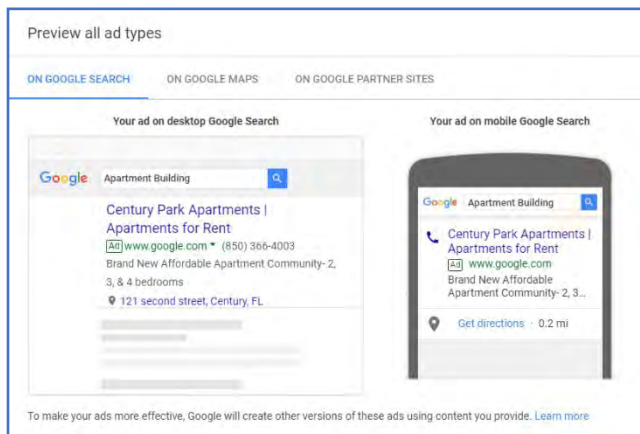
How your budget works

What you pay for
Pay only when people click your ad or call your business.

How much it costs
Costs vary for each click, but you won't spend more than your monthly budget.

If you change your mind
Try running your ad, but no need to commit. Change your budget or cancel your ad at anytime.

Sample Ads:



Veranda Estates

Reputation Management:

A company's online reputation has become synonymous with a real-world reputation now that the business world has become more digital. Professional connections begin within search engines and social networking sites. "Connecting" is the new handshake. Reputation Management is a critical component for any apartment community. It is important to always be aware of your current internet presence so you know exactly what a potential resident will find when searching for your community online.

- **Monitoring your online reputation**

Property Manager's should set up Google Alerts to monitor their properties. Go to Google Alerts online <http://www.google.com/alerts> and fill out the search form with your company name and any others terms you'd use to perform a regular Google search about your property along with the e-mail address you'd like alerts sent to. You have the option of filtering what type of media results you would like, how often you would like to be updated with your results and so on. Every time your brand is mentioned online, Google will alert you.

Community Contacts

The formation of community contacts is vital to the successful lease-up and continued success of Veranda Estates. A management representative will make contact with local organizations, large employer groups such as Target, Wal-mart, and local hospitals, churches, senior centers, veterans groups, housing authorities, banks, and other local groups that might have association with our target market. Once contact is made with these organizations, an information exchange will be put into place allowing us to refer our residents to each of their groups or organizations, as they refer prospective residents to us. The opportunity may also be made available for such groups to hold special functions onsite at Veranda Estates and to invite the public as well for the purpose of encouraging traffic at the facility. In addition, it is suggested that Veranda Estates join the local Chamber of Commerce.

Property Details / Leasing

Banners:

Large, Bright Banners will be installed at the property entrance to inform prospects that the property is open and leasing units. . (Cost: approx. \$35-\$300 depending on size)

Flags, Signs & Balloons:

Installation of flagpoles near the gated entry is recommended. Tastefully colored flags will draw attention to the property and enhance curb appeal. Bold colored bootleg signs should be placed along the roads leading to the property to direct traffic to the leasing office. Balloons will be attached to the signs to attract additional attention. (Cost: approx \$60-\$120)

Target Units:

During lease-up or when occupancy drops and you have several vacant units to show, a few will be decorated as target units and ready for display to potential residents. The idea of a target unit is to dress that particular unit up a little with a theme. When you show this apartment, you let the prospective resident know if they rent that particular apartment they are allowed to keep all the things in the unit that you have set up. Themes should be classy but mindful of a budget. Try to include at least one thing of value to make this deal worth it to the future resident. A target unit should be cleaned and refreshed daily before showings to make sure it looks its best when you are leasing.

Veranda Estates

(Cost: approx. \$30-\$100 per target unit)

Brochures:

Aesthetic and informative brochures will be printed and or electronically downloadable/emailable with the property logo and appropriate color scheme for potential residents to access or take with them.

Grand Opening:

If the budget allows, a grand opening or open house will be scheduled once the property becomes operational and Certificates of Occupancy have been issued. This will include food games, and possibly door prizes catered toward the potential resident's interests. A press release will be sent to the local newspaper and local media, Chamber of Commerce and other Local government representatives will be invited as well as the Developer, Owner, Construction and Management Companies.

Resident Referral:

A resident referral program includes resident rent concessions for referrals that qualify and move in. This incentive is offered from time to time as needed for occupancy. The program is advertised through flyers delivered to each apartment, announcements in the community monthly newsletter, Facebook, bandit signs, and displays at mailbox locations.

Staff Incentives:

Leasing bonuses are provided to the administrative staff per lease.

Outside Marketing:

Promotional materials, including candy, and/or flyers/brochures will be delivered to the previously listed local community contacts on a regular basis. Other businesses and organizations will be added to the list as they are deemed appropriate for reaching the demographic.

Outside marketing will also include invitations within the community to speakers and care facilities etc... to do presentations at the property. An open initiation will be given to the community at large to bring them into the property. A relationship will be established with all local organizations and the facility will be made available to them for socials and gatherings to encourage traffic of the target market. Invitations will also be extended to local performing groups to come in and just entertain.

Corporate Marketing:

The corporate property marketing staff will assist the site personnel with marketing and leasing training, idea generation, design of flyers, brochures, advertising, and other print materials as well as target market profiles and specific outside marketing instruction. Occupancy will be monitored on a regular basis and the Marketing Plan will be augmented and/or reevaluated as needed.

Resident Retention

RAM recognizes the importance of retaining current residents in the success of the property. Scheduled activities, resident appreciation programs, recognition of special occasions (birthdays, anniversaries, etc...) will all be implemented to communicate the importance of our residents. Lease renewal rewards will also be given to help retain residents.

In keeping with the values of the different segments of the target market, RAM will strive to create a sense of family within the property. The goal will be for the residents to take ownership of the facility and feel at home.

Veranda Estates

Catering to your Niche

Honing in on your specific target marketing will help to create a definable marketing strategy with measurable results, allocate marketing & advertising dollars, and save with scheduling and time management.

- Create cohesive outreach marketing, print, and resident retention programs based on the niche market.
- When requesting marketing material, keep your target market (your niche) at the top of your list. Ensure that you provide info that highlights the features that are most pertinent to them.
- Think of your target demographic (your niche) when it comes to curb appeal and concessions. What is truly important to them?
- Form relationships with businesses that also cater to your target market. Look for cross promotion opportunities.
- Look for social events you can be a part of or hand out information at that also draws to your target demographic.
- Create a referral program catered to your niche.

Creative Strategy

This is a list of some outstanding marketing ideas that have brought past success and can easily be tailored and implemented to suit the marketing needs of Veranda Estates.

- **Canvas the Gainesville area** with information about Veranda Estates every week until the name is known and occupancy stabilizes. Teams should take flyers and other marketing materials along with candy and other gifts to designated businesses, community centers, and other appropriate offices such as the Alachua County Housing Authority or one of the Alachua County Senior Centers.
- **Targeting resident's work places**- audit your resident files and see where your current residents work. This is your target market and where you need to be marketing. Also, visit a current resident at work and bring them a gift basket full of goodies to share and plenty of information about your property.
- **Create a partnership with local senior centers** (there are 2 in Alachua County) and offer to help promote them in your resident move-in packets or put a sign out or flyers advertising their scheduled activities and events. Contact local Senior Organizations and Departments that provide services to seniors and ask to bring your property information for distribution to their clientele. Take it a step further and bring breakfast for their break room (donuts and coffee or bagels and orange juice). Bring plenty of flyers and brochures to display alongside the breakfast. Be sure to have a sign that says, "Compliments of Veranda Estates Senior Apartments".
- **Reach out to your local community clinics, health departments**, and any other Medicaid/Medicare heavy facilities. Leave coloring books and crayons. Free coloring book page printouts, Your property Newsletter, Sudoku, crosswords, Fitness tips, etc. Label with your property name and contact info.
- **Open House**-Have an open house with refreshments. Get with local vendors to see if you can get refreshments and food donated so there is little to no cost to you. Also, talk to your vendors about gift cards. Most are willing to donate gift cards and other items that you can offer your guests as door prizes/raffle prizes.
- **Have a health fair**, have local clinics and professionals, as well as care providers and others come in and set up booths discussing different aspects related to healthy living, illness prevention and treatment. A blood drive would also compliment this event.

Veranda Estates

- **Everyday Marketing Opportunities-** Don't forget everyday marketing opportunities; the target market goes to the grocery store, salons, restaurants, and movies just like other demographics. Managers, leasing agents, and even maintenance should always have literature on hand for a marketing opportunity.
- **Churches** are an excellent place to find qualified residents. Sponsor a church event, Provide refreshments and prizes.
- **Pet Friendly Marketing-** Visit local veterinarians and pet grooming businesses and supply them with doggie and kitty treats in a jar that has the property name, be sure to leave informative flyers to be displayed next to the jar.

Some Examples of these Organizations and Departments are:

- **Senior Recreation Center**
5701 NW 34th Blvd.
Gainesville, FL 32653
(352) 265-9040
eldercare.uflhealth.org/senior-recreation-center
- **Thelma Boltin Senior Activity Center**
516 NE 2nd Ave.
Gainesville, FL 32601
(352) 334-2189
cityofgainesville.org

Curb Appeal

Curb appeal is each property's main opportunity to make an impression. It is an effective form of "silent advertising." The grounds, parking lots, buildings, and signage should be in optimum condition at all times to reflect RAM's high standard of excellence. A well maintained apartment community powerfully enhances all other forms of advertising.

- Be sure every morning the maintenance/porter has thoroughly removed all debris/trash from the property, as well as from the facilities and amenities. Also make sure your housekeeper/yourself has checked clubhouse, offices, and restrooms for cleanliness.
- As often as possible, you should walk your property and make a list of any and all problem areas and address them to your maintenance/porter. Be sure they are corrected as soon as possible.

Management Reports and Documentation

Site Managers are required to submit a creative marketing strategy with the Weekly Status Report that describes marketing efforts as well as curb appeal and occupancy and leasing percentages. Traffic reports are also required to monitor advertising sources and assist the leasing staff to match the apartment benefits to the needs of the prospect

Market Survey

Shop the competition. Keep up-to-date, comprehensive weekly reports that compare your property to its direct competitors. Are market rates high enough or are they too high? Are concessions being offered? Any new competition? Should a concession be offered?

Exhibit N.

A list of paid staff

RAM Staffing Grid 2021

Veranda Estates Proposed Staffing Grid

State: Florida
Units: 60

Employee Full Name	Position	FT/ PT Hrs	Exempt/ Non Exempt	Hrly Rate	Annual Salary	Property Split %	Annual Payroll to Site	Monthly Apartment Concess.	Annual Commission	401K Contribution	Payroll Taxes		Worker's Comp	Worker's Comp Housing	Health Insurance	Payroll Expense	Total Annual Expense
											FICA	Unemploy					
	Community Manager	40.0	NE		\$ 45,000	100%	\$ 45,000	\$ -	\$ -	\$ 900	\$ 3,713	\$ 32	\$ 630	\$ -	\$ 8,638	\$ 286	\$ 59,198
		0.0	NE		\$ -	0%	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		0.0	NE		\$ -	0%	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		0.0	NE		\$ -	0%	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		0.0	NE		\$ -	0%	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		0.0	NE		\$ -	0%	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Admin							\$ 45,000	\$ -	\$ -	\$ 900	\$ 3,713	\$ 32	\$ 630	\$ -	\$ 8,638	\$ 286	\$ 59,198
	Maintenance Supervisor	40.0	NE	\$20.00	\$ 41,600	100%	\$ 41,600	\$ -	\$ -	\$ 832	\$ 3,432	\$ 32	\$ 2,306	\$ -	\$ 8,636	\$ 286	\$ 57,124
		0.0	NE		\$ -	0%	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		40.0	NE		\$ -	0%	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Porter	20.0	NE	\$14.00	\$ 14,560	100%	\$ 14,560			\$ 291	\$ 1,201	\$ 32	\$ 807	\$ -	\$ -	\$ 286	\$ 17,178
	Housekeeper	0.0	NE		\$ -	0%	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Security	0.0	NE		\$ -	0%	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Maint							\$ 56,160	\$ -	\$ -	\$ 1,123	\$ 4,633	\$ 64	\$ 3,114	\$ -	\$ 8,636	\$ 572	\$ 74,302
TOTAL							\$ 101,160	\$ -	\$ -	\$ 2,023	\$ 8,346	\$ 97	\$ 3,744	\$ -	\$ 17,273	\$ 858	\$ 133,500
																	PUPA \$ 2,225

Health \$700.00/Dental \$17.50 Insurance @ \$717.50 per month per employee

	Annual	Per Pay Period
Admin Payroll	\$ 45,000	\$ 1,730.77
Admin Processing Fee	\$ 286	\$ 11.00
Admin FICA	\$ 3,713	\$ 142.79
Admin Unemploy	\$ 32	\$ 1.24
Admin WC	\$ 630	\$ 24.23
Admin Health Ins	\$ 8,638	\$ 359.91
Workers Comp Housing	\$ -	\$ -
401k Contribution	\$ 900	\$ 34.62
Maint Payroll	\$ 41,600	\$ 1,600.00
Maint Processing Fee	\$ 572	\$ 22.00
Grounds Payroll	\$ 14,560	\$ 560.00
Janitor Payroll	\$ -	\$ -
Security Guard PR	\$ -	\$ -
Maint FICA	\$ 4,633	\$ 178.20
Maint Unemploy	\$ 64	\$ 2.48
Maint WC	\$ 3,114	\$ 119.75
Maint Health Ins	\$ 8,636	\$ 359.82
401k Contribution	\$ 1,123	\$ 43.20

Exhibit O.

A list of all housing
developments completed
since 2010

JES Dev Co., Inc. Properties Developed Last 10 Years

Property Name	Street Address	City	County	State	Zip Code	Government Agency Involved	Number of LIHTC Units	Number of Market Rate Units	Total Units
Bluff View Estates	1135 FM 741	Crandall	Kaufman	TX	75114	TDHCA	33	15	48
Gentry Estates	4150 Bethel Street	Columbia	Boone	MO	65203	MHDC	42	0	42
Gentry Estates II	4160 Bethel Street	Columbia	Boone	MO	65203	MHDC	48	0	48
Harper's Pointe	2220 E. University Ave.	Gainesville	Alachua	FL	32641	FHFC	66	0	66
Highlander Senior Village	30445 Willow Branch	Bulverde	Comal	TX	78163	TDHCA	31	32	63
Hilmann Place	1000 Hilmann Place Circle	O'Fallon	St. Charles	MO	63366	MHDC	42	0	42
Hillmann Place II	8100 Hillmann Place Circle	O'Fallon	St. Charles	MO	63366	MHDC	50	6	56
Maple Park Senior Village	1925 Clear Fork Street	Lockhart	Caldwell	TX	78644	TX-GLO	41	15	56
Meadowood Estates	136 Rosewood Circle	O'Fallon	St. Charles	MO	63366	MHDC	60	0	60
Mockingbird Estates	3020 East 6th Street	Stillwater	Payne	OK	74047	OHFA	72	0	72
Park Avenue Estates	125 S. Czech Hall Road	Oklahoma City	Canadian	OK	73099	OHFA	92	0	92
Riverwood Commons II	442 Old Austin Hwy.	Bastrop	Bastrop	TX	78602	TDHCA	36	0	36
Hidden Glen	251 Mary Lane	Salado	Bell	TX	76571	TDHCA	50	0	50
Sinclair Estates	1985 Southampton Dr.	Columbia	Boone	MO	65203	MHDC	36	4	40
Sinclair Estates II	Southampton Drive	Columbia	Boone	MO	65203	MHDC	40	0	40
South Summit Estates	225 E. Jessie Owens Parkway	Phoenix	Maricopa	AZ	87801	ADOH	98	0	98
Wilshire Hills	3251 NE Manhattan Drive	Lee's Summit	Jackson	MO	64064	MHDC	66	0	66
Wishire Hills II	3360 Wilshire Dr.	Lee's Summit	Jackson	MO	64064	MHDC	42	0	42
Woodbine Meadows	102 S. Woodbine Rd.	St. Joseph	Buchanan	MO	64506	MHDC	46	2	48
Woodbury Place	228 Woodbury Place Circle	O'Fallon	St. Charles	MO	63366	MHDC	42	0	42
Woodbury Place II	228 Woodbury Place Circle	O'Fallon	St. Charles	MO	63366	MHDC	42	0	42
Total							1,075	59	1,134

Exhibit P.

3-5 Business References



JUNE 23, 2021

TO WHOM IT MAY CONCERN:

This letter confirms that JES Dev Co, Inc. of 206 Peach Way, Columbia, Missouri 65203, is a customer in good standing of UMB Bank. Our records state that Jeffrey Walker Smith is the President of this company and the signature appearing at the bottom of this letter is the same as the signature we have on file for the customer. JES Dev Co, Inc. has been a client at this bank for the past six (6) years. Over this period, JES Dev Co, Inc. has operated multiple accounts satisfactorily.

During the period of our relationship credit has been approved and the repayment history has been satisfactory.

Sincerely,

A handwritten signature in black ink, appearing to read "Stephen Parshall", written over a horizontal line.
Stephen Parshall

SVP, Commercial Banking

UMB Bank

1516 Chapel Hill Road

Columbia, MO 65203

(573) 268-4452

A handwritten signature in blue ink, appearing to read "Jeffrey Walker Smith", written over a horizontal line.
Jeffrey Walker Smith
Manager, JES Dev Co, Inc.



JUNE 22, 2021

TO WHOM IT MAY CONCERN:

This letter confirms that JES Dev Co, Inc. of 206 Peach Way, Columbia, Missouri 65203, is a customer in good standing of Simmons Bank. Our records state that Jeffrey Walker Smith is the President of this company and the signature appearing at the bottom of this letter is the same as the signature we have on file for the customer. JES Dev Co, Inc. has been a client at this bank for the past six (6) years. Over this period, JES Dev Co, Inc. has operated multiple accounts satisfactorily.

During the period of our relationship credit has been approved and the repayment history has been satisfactory.

Sincerely,

Danny Chadakhtzian

Regional Chairman

314-854-4512

Jeffrey Walker Smith

Manager, JES Dev Co, Inc.



June 24, 2021

City of Gainesville
Attn: John Wachtel
Neighborhood Improvement Department Housing
306 N. 6th Ave.
Gainesville, FL 32601

RE: Local Government Contribution for LIHTC/SAIL

Mr. Wachtel and committee members,

Please accept my commendation for JES Dev Co, Inc. and their pursuit of the Local Government Contribution in association with their application Veranda Estates proposed along SW Williston Rd. in Gainesville. I have worked closely with this developer over the past six years and coordinated efforts with the City to ultimately secure affordable housing on the East side of Gainesville at their request. With limited funding I strongly encourage your consideration for the applicant and their ability to complete similar projects within the City of Gainesville.

Thank you,

A handwritten signature in blue ink, appearing to read 'Mitch Glaeser'.

Mitch Glaeser
CEO, Emory Group



June 25, 2021

City of Gainesville

Attn: **John Wachtel**

Neighborhood Improvement Department Housing & Community Development Division

306 N. 6th Ave.

Gainesville, FL 32601

RE: Local Government Contribution for LIHTC/SAIL

Mr. Wachtel, et al.

We would like to offer our full support of JES Dev Co, Inc. and their pursuit of the Local Government Contribution in association with their application Veranda Estates proposed along SW Williston Rd. in Gainesville. Our firm has been a vital member of the team in the development of Harper's Pointe, a 66-unit affordable housing project located at 2320 E. University Ave. in Gainesville. In light of the limited resources for these funds, we have seen firsthand the applicant's capability to complete a similar project and ability to navigate the City's land development code to permitting and ultimately Certificate of Occupancy.

Thank you for your consideration,

A handwritten signature in blue ink, appearing to read 'Sergio Reyes', is written over a horizontal blue line.

Sergio Reyes

President/Principal – eda consultants inc.

Exhibit Q.

3-5 References from Local Governments that provided funding to housing developments that have been completed

N/A