To: Margene Swarts, City of Lawrence, Planning & Development

Fr: Jim Moore, Housing Investments Partners, Springfield, MO

Da: November 23, 2011

RE: Proposed Senior Apartments – O'Connell Road & 25th Street

Overview: Proposing to develop, build, manage and own a senior housing apartment development.

Location: The northwest corner of the O'Connell Road and 25th Street intersection of the Fairfield MF tract in western Lawrence owned by Southwind Capital (Bill Newsome – Principal)

Zoning: This tract is properly zoned for multi family development. Working in conjunction with Bill Newsome, Southwind Capital, who is proposing family apartments due north of my proposed elderly development.

Financing: Housing tax credits allocated by Kansas Housing Resources Corporation combined with conventional financing.

Target: Older ambulatory adults age 55 and older

Number of units: 48-60

Bedroom types: mix of one and two bedroom units

Management/Maintenance: Full time property manager and

maintenance on site

Amenities: restricted entry, washer/dryers & upgraded appliances, activity room, media room, fitness center, elevators, planned activities



RESUME

HOUSING INVESTMENT PARTNERS, LLC

Housing Investment Partners, LLC was recently formed for the purpose of investing in, holding owning, operating and maintaining LIHTC multi-family housing developments, projects and related investments.

The company consists of three members. Michael B. Wilhoit is the managing member with 13% ownership, James M. Moore is a member with 13% ownership and Zimmerman Properties, LLC is a member with 74% ownership.

- Michael B. Wilhoit is currently a private real estate investor whose portfolio has contained apartments, office buildings, shopping center, single family homes, land and is the general partner of 2 multifamily LIHTC developments in Oklahoma and Texas. From 1990 to 1998 Mr. Wilhoit was a principal in Zimmerman-Wilhoit, LLC, who developed and served as general partner on 28 LIHTC multifamily developments with 4,150 housing units in 5 states. From 1986 to 1998 Mr. Wilhoit was founder and president of Wilhoit Properties, Inc., a brokerage and property management company that managed the Zimmerman-Wilhoit, LLC tax credit portfolio as well as 750 unsubsidized housing units that were developed and owned through affiliated entities.
- James M. Moore has provided developer services for Community Housing Development Organizations in Kansas since 2001 for 100 new construction units and 78 rehab units of Low Income Housing Tax Credit projects. Prior to working with non-profit organizations he was a consultant for LIHTC developments totaling over 1,970 units in Missouri, Kansas, Oklahoma and Illinois. Mr. Moore earned his Masters Degree in Management from Webster College, St. Louis, Missouri and a Bachelors Degree in Accounting/Sociology from Coe College, Cedar Rapids, Iowa.
- Zimmerman Properties, LLC ("ZP") was formed in April 2000 to serve as the development entity and holder of general partnership interests for acquisition and development of low-income housing tax credit transactions. ZP is wholly owned by ZI. Zimmerman Investments, LLC ("ZI") was formed in January 1998 as a development entity primarily involved in the development and ownership of affordable housing rental properties located throughout Missouri, Oklahoma, Texas, Kansas, Illinois, Arkansas, Nebraska and Tennessee. In addition, ZI holds membership interests in various state tax credit partnerships and wholly owns Zimmerman Properties, LLC ("ZP"). Prior to the formation of ZI and ZP, Vaughn Zimmerman conducted business under Zimmerman-Wilhoit, LLC ("ZW") where he developed more than 4,100 units of affordable housing under the tax credit program.

The members of ZI are as follows:

Vaughn C. Zimmerman Revocable Trust dated May 5, 1995	25%
Rebecca A. Zimmerman Revocable Trust dated May 5, 1995	25%
Justin M. Zimmerman	25%
D. Leah Zimmerman	

The consolidated development entity of ZI / ZP has developed and owns the general partnership interest in 74 multifamily projects in 7 states containing 4,517 housing units which have been developed under Section 42 of the Internal Revenue Code utilizing low-income housing tax credits.

The members of ZI are as follows:

Vaughn C. Zimmerman Revocable Trust dated May 5, 1995	25%
Rebecca A. Zimmerman Revocable Trust dated May 5, 1995	25%
Justin M. Zimmerman	25%
D. Leah Zimmerman	25%

Principals:

<u>Vaughn C. Zimmerman</u>: Mr. Zimmerman has served as the principal developer and general partner on over 8,400 apartment units since 1986 with transactions in Missouri, Oklahoma, Texas, Kansas, Nebraska, Illinois and Arkansas. More than 8,200 units within this portfolio qualify for low-income housing tax credits under Section 42 of the Internal Revenue Code. Vaughn has served on various real estate boards and commissions pertaining to the development and preservation of low and moderate income housing. Mr. Zimmerman is also a licensed real estate broker.

Rebecca A. Zimmerman: Mrs. Zimmerman has participated in site selection and design of over 8,400 apartment homes located in 8 states.

Justin M. Zimmerman: Mr. Zimmerman has been instrumental in the development of on over 4,500 apartment units since 1992 with transactions in Missouri, Oklahoma, Texas, Kansas, Nebraska, Illinois and Arkansas. More than 4,200 units within this portfolio qualify for low-income housing tax credits where Justin has served as the principal developer and general partner. Mr. Zimmerman oversees the development side of the business. Mr. Zimmerman is also a licensed real estate agent and he is a graduate of Missouri State University with a Bachelors Degree in Hotel and Restaurant Management.

D. Leah Zimmerman: Mrs. Zimmerman has been the internal design consultant for the various Wilhoit / Zimmerman entities since 1993 and is responsible for interior and exterior design features, including color selection, materials and personal property selection on all developments. Leah was

previously a design consultant for John Q. Hammons Industries and is a graduate of Missouri State University with a Bachelors Degree in Housing and Interior Design.

Key Employees:

Robert C. Davidson Mr. Davidson is the Chief Financial Officer / Chief Operating Officer and is responsible for the day-to day operations of the various Wilhoit / Zimmerman entities. Mr. Davidson has been involved in the development, financing and management of commercial real estate since 1983 and has managed portfolios in excess of \$2 billion, including more than \$800 million of low-income housing tax credit properties. Bob is a graduate of The Ohio State University with a Masters of Business Administration Degree in Finance and Accounting and Ohio Wesleyan University with a Bachelors Degree in Economics. Mr. Davidson has been with the company since 1999.

Ben Mitchell Mr. Mitchell is the Vice President of Finance / Development and is directly responsible for lender and non-profit entity relationships. Ben is actively involved in all tax credit / HOME applications and manages our due diligence and draw departments. Mr. Mitchell has an extensive background in commercial real estate lending. Mr. Mitchell has been with the company since 1996 and is a graduate of Drury College with a Bachelors Degree in Business Administration.

<u>Matt Zimmerman</u> Mr. Zimmerman is the Senior Vice President of Construction and is directly responsible for contractor selection and contract administration. Matt has been with the company since 1992 and has served as on-site construction job superintendent and / or project manager for more than 4,400 units in Missouri, Oklahoma, Texas, Kansas, Nebraska, Illinois and Arkansas.

<u>Paul Holden</u> Mr. Holden is a Vice President in the Development department based in Austin, Texas and is responsible for the development activity within the Texas region. Mr. Holden joined the company in 2003 and has more than 20 years of development and project finance background in the multifamily area.

<u>James McDonald</u> Mr. McDonald is a Manager in the Development department and is responsible for coordination of all tax credit applications. James is also a licensed Realtor and handles the organizations listings of single-family residential development. Mr. McDonald joined the company in 2001 and is a graduate of Missouri State University with a Bachelors Degree in Hotel and Restaurant Management.

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

Michael B. Wilhoit

1730 E. Repubic Road, Suite F

X Individual Entity Type (one)

Constitution of the second	1						cunty 13pe (one)	_	X Individual		
Springfileia, MiO 65804									Partnership	ά	
										E	
Proposed Role in Development:		XOwner	X Developer	ober [Property Manager	Gene	General Contractor	tor			
			Unit Count			Current	Participati	Participation Period			
Development Name		Low		Special	Financing Sources/	Occup.			Any Foreclosure.	sclosure	
City, State	or Constructed	Income**	Market	Need	Government Programs	%	From:	<u>ن</u>	Default, Lawsuits?*	awsuits	. *.
Bridgeport Lincoln, NE	1997	182		_	Nebraska Inestmetn Fiance Autoirty		1997	1998	Yes	∾ ×	
Britton Courtyards Oklahoma City, OK	1996	213	63		Oklahoma Houisng Finance Authority		1996	1998	Yes	<u>≗</u> ×	
Brookstone Indpenence, MO	1996	200			Missouri Houisng Development Commission		1996	1998	Yes	≥ ×	
Cambury hills, Omaha, NE	1997	107	107		Nebraska Inestmetn Fiance Autoirty		1997	1998	Yes	₽ ×	
Chesterfield Village Springfield, MO	1994	92			Missouri Houisng Development Commission		1994	1998	Yes	ջ ×	
Cobblestone Village Springfield, MO	1997	72	72		Missouri Houisng Development Commission		1997	1998	Yes	<u></u> ×	
Cottages of Liberal Liberal, KS	1998	54	9		Kansas Housing Resourses Corporation		1998	1998	Yes	§ ×	
Cottonwood Liberal, KS	1997	06	9		Kansas Housing Resourses Corporation		1997	1998	Yes	ջ ×	
Crown Forrest East Moline, IL	1997	204			Illinoies Houisng Development Authority		1997	1998	Yes	₽ ×	
Country Club Norman, OK	1997	96			Oklahoma Houisng Finance Authority		1997	1998	Yes	ջ ×	
Delaware on Primrose Springfield, MO	1992	160			Missouri Houisng Development Commission		1992	1998	Yes	§ ×	
Forest Cove Springfield, MO	1990	09			Missouri Houisng Development Commission		1990	1998	Yes	<u>≗</u> ×	
Gable Hills Sand Springs, OK	1996	120	24		Oklahoma Houisng Finance Authority		1997	1998	Yes	<u></u> ×	
Gateway Playa, Midland, TX	2011	96			Texas Department of Houisng and Community Affairs	nc	2011	PRESEN T	Yes	N N	

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

RENTAL HOUSING PROGRAMS APPLICATION

EXPERIENCE SUMMARY -- OWNER/DEVELOPER/PROPERTY MANAGER/GENERAL CONTRACTOR

Unit Count
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Oklahoma Houisng Finance Authority
Missouri Houisng Development Commission
Missouri Houisng Development Commission
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Missouri Houisng Development Commission
Kansas Housing Resourses Corporation
Missouri Houisng Development Commission
Missouri Houisng Development Commission
Oklahoma Houisng Finance Authority
Kansas Housing Resourses Corporation
Missouri Houisng Development Commission
Missouri Houisng Development Commission
Nebraska Inestmetn Fiance Autoirty
Kansas Housing Resourses Corporation

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RENTAL HOUSING PROGRAMS APPLICATION EXPERIENCE SUMMARY -- OWNER/DEVEL OPER/PROPERTY MANAGED/CENI

		Any Foreclosure, Default, Lawsuits?*	No	No	No
		Any Foreclosure, efault, Lawsuits?			
		Any I Defau	Yes	Yes	Yes
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SAL CONT	Current Participation Period	From:			
ER/GENEI	Current	Occup. %			
EATERIEROE SUMMANT OWNER/DEVELOPER/PROPERTY MANAGER/GENERAL CONTRACTOR		Financing Sources/ Government Programs			
		Special Need			
A SOMMARY OWE	Unit Count				
		Low Income**			
EAFERICING		Date Acquired Low or Constructed Income** Market			
		Development Name City, State			

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

1730 E. Republic Rd., Suite F Zimmerman Properties, LLC S >

1730 E. Republic Rd., Suite F Springfield, MO 65804 Vaughn C. Zimmerman							Entity Type (one)		Individual Rartnership Corporation	ual rship ation	
Proposed Role in Development		x Owner	x Developer	oper [Property Manager		Ę.	Federal ID# / SS#	_	43-1889832	
			Unit Count			Current	Participati	Participation Period			
\neg	Date Acquired or Constructed	Low Income**	Market	Special Need	Financing Sources/ Government Programs	Occup. %	From:	To:	Any Defau	Any Foreclosure, Default Lawsuits?*	e, 8,0*
	2005	48		Senior	Great Southern/ADFA	%0.96	2005	Present	Yes	×	S S
	2002	09			Guaranty Federal/	95.0%	2002	Present	Yes	×	g Ž
	2000	24		Senior	Great Southern / Home/KHRC	%0.96	2000	Present	Yes	×	_S
	2002	48			Guaranty Federal/KRHC	94.0%	2002	Present	Yes	×	9 2
	2004	48			Great Southern/KHRC	%0.06	2004	Present	Yes	×	_S
	2004	104	34		US Bank/KRHC	93.0%	2004	Present	Yes	×	²
	2005	48			Bankcorp South/KRHC	94.0%	2005	Present	Yes	×	_S
	2007	48			Bankcorp South / KHRC	%0.86	2007	Present	Yes	×	o _N
	2000	48			Guaranty Federal/KHRC	94.0%	2000	Present	Yes	×	No
	2003	48			Guaranty Federal/KHRC	100.0%	2003	Present	Yes	×	S S
	2004	22			Great Southern/MHDC	95.0%	2004	Present	Yes	×	S O N
	2003	152			CharterMac/MHDC	91.0%	2003	Present	Yes	×	o Z
	2004	18			Great Southern/MHDC	100.0%	2004	Present	Yes	×	N _O
	2008	18			Guarantee Bank /MHDC	94.0%	2008	Present	Yes	×	S O N

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

MHDC 96.0% 2000 Present Yes X No Great Southern/MHDC 92.0% 2004 Present Yes X No CharterMac/MHDC/Bond 94.0% 2004 Present Yes X No CharterMac/MHDC 97.0% 2006 Present Yes X No Great Southern/MHDC 98.0% 2006 Present Yes X No MHDC 96.0% 2000 Present Yes X No MHDC 94.0% 2002 Present Yes X No	96.0% 2000 Present N 2004 Present N 92.0% 2004 Present N 97.0% 2006 Present N 96.0% 2000 Pres	2004 Present 7 2004 Present 7 2006 Present 7 2006 Present 7 2000 Present 7 1998 Present 7 1998 Present 7	2004 Present 7 2004 Present 7 2006 Present 7 2006 Present 7 2000 Present 7 1998 Present 7 2002 Present 7	2004 Present 7 2004 Present 7 2006 Present 7 2006 Present 7 2000 Present 7	2004 Present 2004 Present 2004 Present 2006 Present 2006 Present 2000 Present 2002 Present 2002 Present 2002 Present 2004 Present 2004 Present 2006 P	Present	Present		
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	50	50 72	50 72 60 Senior	50 72 60 Senior	50 72 60 Senior 48 89 6	50 72 60 Senior 48 89 6	50 60 60 Senior 48 89 6 96	50 72 60 Senior 48 89 6 96 88	50 72 60 Senior 9 89 6 96 8 88 60

 * If "Yes" in any case, provide full details on the back of this form or on a separate sheet. Form FiN-105

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

				[OWNER/DEVELOPER/PROPERTY MANAGER	EKIY MAN	AGER				
		- 1	Unit Count	- 1		Current	Participat	Participation Period			
Development Name	Date Acquired	row		Special	Financing Sources/				Anv	Any Foreclosure	ą
City, State	or Constructed	Income**	Market	Need	Government Programs	Occup. %	From:	To:	Defau	, "ily i oleciosαie, Default. Laws⊔its?*	ارة. إيا
Greens at Pepple Creek Mustang, OK	2002	96			Guaranty Federal/OHFA	%0.76	2002	Present	Yes	×	o N
Landings at Pebble Creek Mustang, OK	2006	48		Senior	Bancorp South/Home/OHFA	100.0%	2006	Present	Yes	×	o Z
Oxford Place Okmulgee, OK	2005	09			Great Southern/Home/OHFA	%0.06	2005	Present	Yes	×	S S
Sterling Park Perkins, OK	2005	32			Bancorp South / Home/OHFA	81.0%	2005	Present	≺es	×	No
Copper Ridge Ponca City, OK	1999	54			Great Southern/Home/OHFA	93.0%	1999	Present	Yes	×	S S
Willow Creek Ponca City, OK	2000	09		Senior	Great Southern/ Home/OFHA	98.0%	2000	Present	Yes	×	S S
Willow Creek II Ponca City, OK	2006	28		Senior	Great Southern/Home/OHFA	%0.96	2006	Present	Yes	×	8
Campbridge Court Sapulpa, OK	2001	60			Guaranty Federal/HOME/OHFA	98.0%	2001	Present	Yes	×	2
Autumn Ridge Yukon, OK	2002	90		Senior	Great Southern/Home/OHFA	%0.86	2002	Present	Yes	×	2
Clarksville Heights Clarksville, TN	2006	64			Great Southern /THDA	91.0%	2006	Present	Yes	×	2
Cane Creek Cookville, TN	2007	92			US Bank/THDA	84.0%	2007	Present	Yes	×	o _Z
City View Kingsport, TN	2007	44			Regions Bank/THDA	95.0%	2007	Present	Yes	×	2
Spring Lake Cleveland, TN	2006	64			Bancorp South/THDA	95.0%	2006	Present	Yes	×	S S
Knollwood Heights Big Spring, TX	2005	64			Guaranty Federal/THDA	%0.98	2005	Present	Yes	×	S S
The Heights Big Spring, TX	2006	48			USDA/TDHCA	85.0%	2006	Present	Yes	×	o _N
Market Place Brownwood, TX	2005	60		Senior	Great Southern/TDHCA	98.0%	2005	Present	Yes	×	N _O
Wildwood Trails Brownwood, TX	2004	76			Great Southern/TDHCA	%0.96	2004	Present	Yes	×	o Z

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

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8

2009

Millcreek Village

Brownfield, TX

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Yes

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Yes

Present

2009

100.0%

1602 Guaranty Bank/TDHCA-Sec.

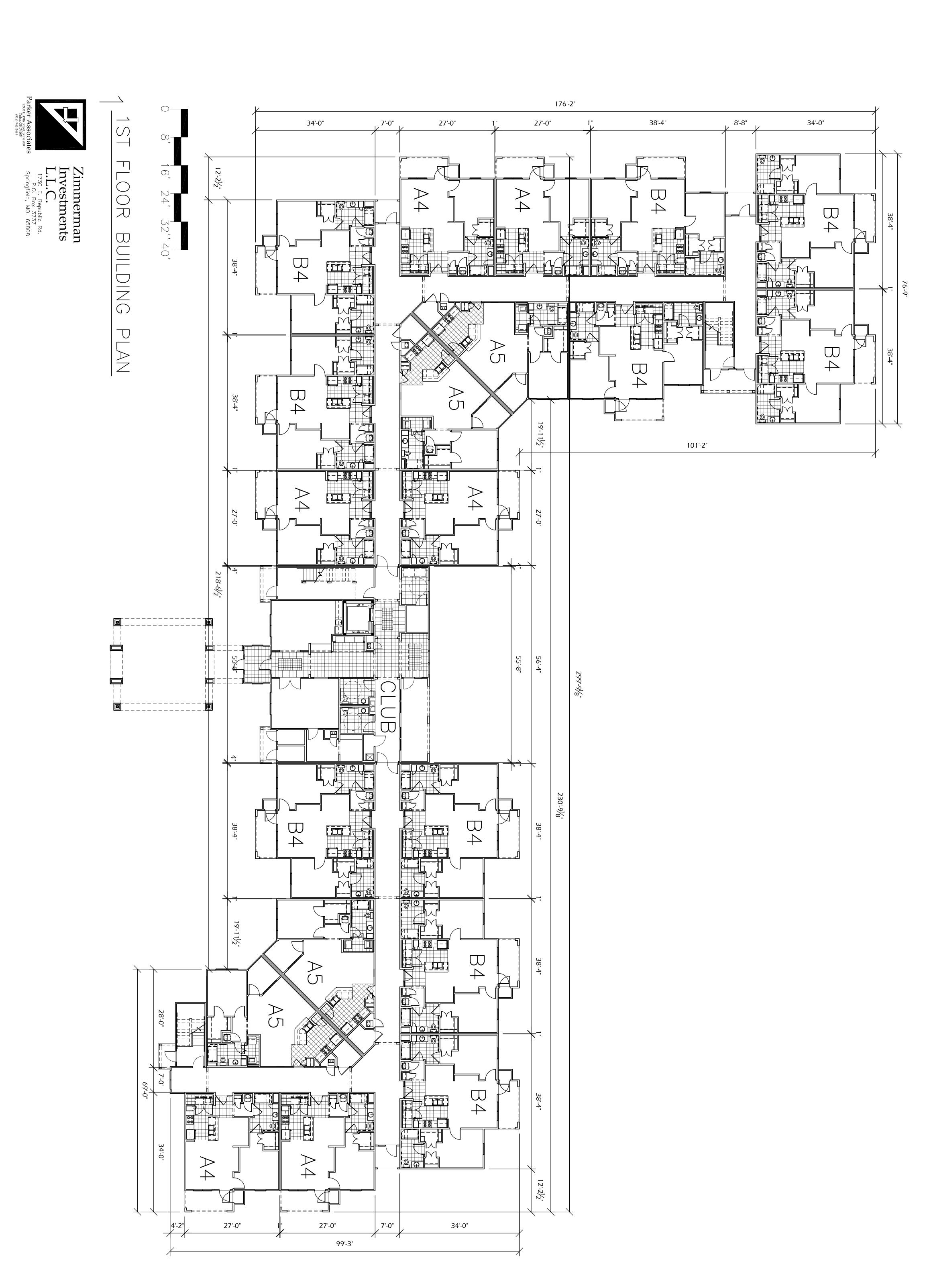
1602

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

		o *	S S	2	2	S ₂	o N	S N						
		Any Foreclosure, Default Lawsuite?*	×	×	×	×	×	×						
		Any F	Yes	Yes	Yes	Yes	Yes	Yes						
	po		i i	ļ t	art	ŧ	i i	t t	<u>.</u>			_	 -	
	ion Peri	.0 <u>1</u>	Present	Present	Present	Present	Present	Present						
	Participation Period	From	2009	2010	2010	2010	2010	2010						
	Current	Occup. %	85.0%	under construction	under construction	under	under construction	under construction						
		Financing Sources/ Government Programs	Great Southern/TDHCA-Sec. 1602	Chase/TDHCA	Great Southern/TDHCA	Bank of OK/OHFA	Bank of OK/OHFA	ТВD/МНDС			The state of the s			
I Init Count		Special Need				Senior							·	
		Market												
	-	Low Income**	09	132	48	132	132	36						
	•	Date Acquired or Constructed	2009	2010	2010	2010	2010	2011						
		Development Name City, State	Hampton Village Palestine, TX	Viking Road Apartments Amarillo, TX	Tenth Street Apartments Borger, TX	River Ridge Apartments Sand Springs, OK	Rolling Meadows Apts. Glenpool, OK	Deerfield Estates, LP Rogersville, MO						

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STBK 15' D/E 30' STBK PRELIMINARY 3/0, si PLAN 09/20/2011 ,15' D/E 25th Street AWREN В 4 CLUB B4 $\overline{\mathbb{Q}}$ STBK 501°36'53'E O'Connell Road/E. 1600 Road (100' R/W BK. 909, PG. 0295, 0302, 0310) 35 1320.42 10; BK. 202 PG. 101 NO WIDTH SPECIFIED

Parker Associates

2202 E. 49th Street, Suite 200
Tulsa, OK 74105
(918)-742-2485