

REQUEST FOR QUALIFICATIONS (RFQ)

FOR

REAL ESTATE DEVELOPMENT SERVICES

RFQ NO. 18-28RFQ

ISSUED

Sunday, October 7, 2018



**Submittals will be accepted by mail or hand delivery no later than
2:00 p.m. CDST, Thursday, October 25, 2018, to:**

Lisa Littrell, CPPO, CPPPB
Purchasing Manager
1550 South College Street – Building D
McKinney, Texas 75069
P.O. Box 517
McKinney, Texas 75070

Respondents must submit their submission document, and all additional documents. It is requested that Respondent provide one (1) original of all documents in a sealed envelope and manually signed in ink by a person having the authority to submit firm's information and qualification, as well as one (1) electronic copy in PDF format on USB (PDF copy must have signature included).

The City of McKinney is always conscious and extremely appreciative of your time and effort in the preparing of this information. Requests for information/clarification should be directed in writing to:

Lisa Littrell, CPPO, CPPPB
Purchasing Manager
littrell@mckinneytexas.org

I. INVITATION

The McKinney Housing Finance Corporation ("**MHFC**") invites experienced developers to submit qualifications relative to the performance of the following services:

1. Secure land that is located in the City of McKinney in the following census tracts: 302, 303, 305 or 306 (the "**Target Area**") see map exhibit D; and
2. Co-Develop Affordable Multifamily Housing units on property acquired in the Target Area.

The MHFC is seeking an experienced real estate developer (the "**Co-Developer**") to maximize the resources available for affordable housing purposes within the City of McKinney. Before the commencement of any pre-development activities, the MHFC and the Co-Developer will enter into a mutually agreeable development agreement setting forth the terms and conditions for the development (the "**Development Agreement**"), which will be subject to the approval of the MHFC Board and City Council.

It is the intent of the MHFC to share a portion of the developer fee with the selected Co-Developer. This sharing of fee is indicative of the risk the MHFC is requesting from the Co-Developer and which amount will be set forth in a final executed Development Agreement. The MHFC will share the cash flow with the Co-Developer. Allocation of cost savings shall be split as set forth in the Development Agreement. The MHFC will also have a right of first refusal to acquire the completed development and option to purchase the development at the end of the tax credit compliance period. The MHFC's goal is to receive sufficient funding and proceed through the development and closing process as expeditiously as possible.

II. BACKGROUND

The City of McKinney is located approximately 30 miles north of Dallas, Texas. The MHFC was created in 1980 to finance new affordable housing within the City of McKinney for residents of the City. The MHFC facilitates the development and preservation of affordable housing for low-to-moderate income residents. The MHFC finances the cost of residential ownership and development on behalf of the city to provide decent, safe and sanitary housing for city residents at affordable prices.

III. THE CO-DEVELOPER'S ROLE

The following is a representative list of the Co-Developer's expected responsibilities. The following list is not inclusive of all duties. Such duties will ultimately be set forth in a Development Agreement.

- a. The Co-Developer shall provide, or arrange for the provision of all services that are necessary for the development, including without limitation all master planning and financing activities and services.
- b. Provide regular reports to the MHFC on the progress of the development efforts including work completed, associated costs, schedule and budgetary requirements.
- c. Prepare any financing applications as necessary to ensure overall project feasibility;
- d. Identify a tax credit syndicator with competitive terms;
- e. Develop a construction strategy and implementation schedule;
- f. Undertake environmental and geotechnical testing;
- g. Oversee design, construction and quality control of the development;
- h. Procure the construction contractor;
- i. Selection of third party contractors including design professionals;
- j. Provide a completion guarantee to the MHFC, all guarantees required by the low income housing tax credit investor, and any other guarantee required by third parties;
- k. Review, recommend and submit draw requests for approval and disbursement;
- l. Undertake all marketing and lease up efforts;
- m. Experience in residential rental property management including maintenance and security functions; and
- n. Obtain all required building permits, zoning and other regulatory approvals.

IV. QUALIFICATIONS

Each respondent must have within its development team:

- a. Experience in master planning;
- b. Experience in maximizing the use of various financing vehicles;
- c. Experience in the development, construction and management of (3) rental housing developments located in Texas, one of which is greater than 100 units;
- d. Experience in site preparation and infrastructure development;
- e. Experience in housing developments that incorporate tax credit and affordable housing financing;
- f. Experience in construction management and general contracting;
- g. Experience in residential rental property management including maintenance and security functions;
- h. Documented history of successfully developing low-income housing tax credit (LIHTC) properties which have low crime rates, as well as a history of long-term financial stability;
- i. Expertise in regulatory compliance issues;
- j. Expertise with local government authorities which regulate the permits and utilities necessary for development; and
- k. Expertise in Section 3 and WBE and MBE compliance; and
- l. Expertise in TDHCA Rules, including mixed-finance and subsidy layering rules.

V. INSURANCE REQUIREMENTS

- A. Insurance: The successful Respondent will be required to obtain the insurance described below. Before commencing work, Co-Developer shall, at its own expense, procure, pay for and maintain the following insurance written by companies approved by the state of Texas and acceptable to the City of McKinney. The Co-Developer shall furnish certificates of insurance executed by the insurer or its authorized agent stating coverage, limits, expiration dates and compliance with all applicable required provisions. Certificates shall reference the project and contract number and be addressed as follows:

RFQ No. 18-28RFQ AFFORDABLE HOUSING REAL ESTATE CO-DEVELOPER

McKinney Housing Finance Corporation

ATTN: Lisa Littrell, CPPO CPPB

P.O. Box 517

McKinney, Texas 75070

Or email to:

littrell@mckinneytexas.org

- 1) Commercial General Liability insurance, including, but not limited to Premises/Operations, Personal & Advertising Injury, Products/Completed Operations, Independent Contractors and Contractual Liability, with minimum combined single limits of \$1,000,000 per-occurrence, \$1,000,000 Products/Completed Operations Aggregate and \$1,000,000 general aggregate. Coverage must be written on an occurrence form. The General Aggregate shall apply on a per project basis.
- 2) Workers' Compensation insurance with statutory limits; and Employers' Liability coverage with minimum limits for bodily injury: a) by accident, \$100,000 each accident, b) by disease, \$100,000 per employee with a per policy aggregate of \$500,000.
- 3) Business Automobile Liability insurance covering owned, hired and non-owned vehicles, with a minimum combined bodily injury and property damage limit of \$1,000,000 per occurrence.
- 4) Professional Liability Insurance to provide coverage against any claim which the Firm and all firms engaged or employed by the Firm become legally obligated to pay as damages arising out of the performance of professional services caused by error, omission or negligent act with minimum limits of \$1,000,000 per claim, \$2,000,000 annual aggregate.

NOTE: If the insurance is written on a claims-made form, coverage shall be continuous (by renewal or extended reporting period) for not less than *thirty-six (36) months* following completion of the contract and acceptance by the City of McKinney.

- B. Endorsements: With reference to the foregoing required insurance, the Firm shall endorse applicable insurance policies as follows:

- 1) A waiver of subrogation in favor of City of McKinney, its officials, employees, and officers shall be contained in the Workers' Compensation insurance policy.
 - 2) The City of McKinney, its officials, employees and officers shall be named as additional insured on the Commercial General Liability policy, by using endorsement CG2026 or broader.
 - 3) All insurance policies shall be endorsed to the effect that City of McKinney will receive at least thirty (30) days' notice prior to cancellation, non-renewal, termination, or material change of the policies.
- C. Ratings: All insurance shall be purchased from an insurance company that meets a financial rating of B+VI or better as assigned by A.M. Best Company or equivalent.

VI. SUBMISSIONS

Respondents shall submit one (1) original of all completed documents in a sealed envelope and manually signed in ink by a person having the authority to submit firm's information and qualification, as well as one (1) electronic copy in PDF format on USB (PDF copy must have signature included) to:

Lisa Littrell, CPPO, CPPPB
Purchasing Manager
1550 South College Street – Building D
McKinney, Texas 75069
P.O. Box 517
McKinney, Texas 75070

Submittal Deliveries: MHFC cannot guarantee, due to internal mail delivery procedures that any submittals sent priority mail will be picked up from the post office by city mail employees and delivered to the Purchasing Department by the closing date and time. It is recommended that submittal deliveries be made either in person or via an alternate delivery method ensuring delivery to the physical address. ***Respondents shall bear full responsibility for ensuring that the submittal is delivered to the specified location by due date and time.*** Late submittals will be rejected as non-responsive.

The MHFC will review all submissions, and eligible Respondents will receive a letter acknowledging receipt of their submission. The letter can be used to assist with qualifying for competitive rating factor points relating to contributions for Local Political Subdivisions as described in the TDHCA QAP.

All qualifications will be considered as they are construed by the MHFC reserving the right to reject any or all materials and the right to request oral presentations of all or some of the respondents. The MHFC requests that information be succinct. After reviewing the qualifications, additional information may be requested by the MHFC.

VII. SUBMITTAL DEADLINE

All submission documents must be received by 2:00 PM (CDST) on October 25, 2018 after which time all responses timely received will be publicly opened and the names of the Respondents read aloud. Submittals received after the submittal deadline will be returned unopened and not be considered.

Submittals must be made in strict accordance with the requirements of this RFQ. Following evaluation of qualifications and approval by the MHFC, the respondents who are found to be responsive to this RFQ will be evaluated and ranked using the evaluation criteria outlined in this RFQ.

VIII. AMENDMENTS TO THE RFQ

The MHFC reserves the right to cancel or revise in part or in its entirety this RFQ, including, but not limited to, the selection schedule, the submittal date and the submittal requirements. All prospective respondents will be notified by written addenda if the MHFC cancels or revises this RFQ.

IX. MHFC CONTACT

The City / MHFC Contact for this submission is Lisa Littrell, Purchasing Manager. To ensure full understanding of and responsiveness to this request, all questions should be directed in writing to:

Lisa Littrell, CPPO, CPPPB
Purchasing Manager
llittrell@mckinneytexas.org

Requests for interpretation or changes to this RFQ must be received by the **City / MHFC contact person listed** above by the **time and date listed in Section XIII**. All such addenda issued by the City / MHFC prior to the last date that submittals are required to be received shall be considered part of the RFQ, and the Respondent shall be required to consider and acknowledge receipt of such in its Response. Respondent's receiving this RFQ other than directly from the City are responsible for notifying the City that they are in receipt of a submittal package and are to register with the City of McKinney's eBid system. It is the obligation of the Respondent to make sure that it has received all addenda prior to submission of its Response. Respondents may obtain information on all addenda issued to the date of inquiry from the **City's / MHFC contact person listed** above. Only those responses to inquiries, which are made by formal written addenda, shall be binding. Oral and other interpretations or clarifications will be without legal effect, and shall not be binding on the City. The Respondent must acknowledge receipt of all addenda in its Response.

X. SPECIAL CONDITIONS

By submitting a Qualifications Submission Document to this RFQ, respondents acknowledge and agree to the following conditions:

- All Qualification Submission Documents submitted in response to this RFQ become the property of the MHFC. As such, all Qualifications Submission Documents submitted are public records, subject to public review.
- The MHFC will make no determination as to the adequacy of any system, process, procedure or representation made by any respondent. As such, pre-qualification does not infer approval of any such systems, processes, procedures or representations.
- No respondent shall initiate contact with any member of the Board of the MHFC regarding this RFQ until after completion of the selection process and execution of the Development Agreement. If any respondent has any reason, not related to this RFQ, to contact any of the board members, they will be required to disclose to that party that they are a respondent in this solicitation. Failure to adhere to these requirements will result in disqualification from the solicitation.
- The MHFC accepts no responsibility for any expenses incurred in the respondents' preparation of the requested Qualification Submission Documents; such expenses are to be borne exclusively by the respondents.
- Only one (1) Submission from a respondent will be considered.

- The MHFC reserves the right to waive any irregularities in any Submission, to reject any or all Submissions, and to re-solicit for Submissions, as may be deemed to be in the best interest of the MHFC.
- Respondents shall not have employed or retained any company or person, other than a bona fide employee working solely for a respondent to solicit or secure the Development Agreement. Respondents certify that they have not paid or agreed to pay any person, company, corporation, individual or firm other than a bona fide employee working solely for a respondent, any fee, commission, percentage, gift or any other consideration, contingent upon or resulting from the award of or the making of a contract from this solicitation.
- Any person or affiliate, who has been disbarred from bidding on projects by any federal, state or local government agency, must fully disclose to the MHFC the details of such disbarment.
- The MHFC reserves the right to request clarification of information submitted in the Submission, to interview respondents, and to request additional information of one or more respondents. In addition, the MHFC may conduct such investigations and interviews as it deems necessary to assist in the evaluation of any Submission, and to establish to the MHFC's satisfaction the responsibility, qualifications and financial ability of any respondent.

XI. SELECTION PROCESS

All responses will be reviewed by an Evaluation Committee. The Committee shall be the sole judge as to evaluation and ranking of responses. Based on the evaluation and ranking, interviews may be conducted with selected respondents. No respondent's conference is anticipated for this RFQ. All Submissions MUST meet the minimum threshold of seventy (70) points to be considered. MHFC urges all interested Developers to carefully review the requirements of this RFQ

The evaluation process will be based on a weighted point system that will assess the aspects of the proposals in the following manner:

Evaluation Factors	Points
Development Team	15
Development Experience	15
Project Specific Experience	15
Financing Experience	15
Financing Strategy	15
Financing Structure and Share of Development Fee and Cash Flow	5
Financial Responsibility	10
References	10

The MHFC intends to negotiate a Development Agreement with the most qualified firm that submits the response offering the best value for the MHFC on the basis of the published evaluation factors and on its ranking evaluations. If the parties cannot negotiate a successful agreement, the MHFC

will terminate negotiations with the first-ranked Respondent, and commence negotiations with the second-ranked Respondent in the same manner. If an agreement is not reached, the MHFC will proceed with this process, in order of ranking, until an agreement is reached or all submittals are rejected. The MHFC reserves the right to reject any and all submittals.

XII. AWARD

It is anticipated that notification in the form of a written notice of award is expected no later than December 10, 2018. The final selection of pre-qualified respondents will not create a binding contract or obligation on the part of the MHFC to enter into a Development Agreement or any other agreement with any of the pre-qualified respondents.

XIII. KEY EVENTS SCHEDULE

The tentative timeline established by the MHFC for its selection process is:

Issue Request for Qualifications	Sunday, October 7, 2018
Interpretation/Request Deadline	2:00 pm CDST, Thursday, October 18, 2018
RFQ Deadline	2:00 pm CDST, Thursday, October, 25 2017
Recommendation to Award:	Week of December 3, 2018

This timeline is subject to change by MHFC.

**EXHIBIT A
QUALIFICATION SUBMISSION DOCUMENT**

STATEMENT OF QUALIFICATIONS

Respondents to the Request for Qualifications for Real Estate Development Services issued October 7, 2018 (the "**RFQ**") by the McKinney Housing Finance Corporation of the City of McKinney (the "**MHFC**") will be the entity that will serve as the Co-Developer, as described in the RFQ, if selected (the "**Developer Entity**"). The respondent's submittals in response to the RFQ shall be accompanied by a Letter of Interest on the respondent's letterhead. The Letter of Interest shall:

- a. state respondent's understanding of the work to be done;
- b. state why the respondent believes itself to be best qualified to perform the engagement;
- c. certify respondent's ability to start work immediately;
- d. certify respondent's commitment to perform the work expeditiously;
- e. certify respondent's ability to timely obtain the required insurance;
- f. certify respondent's commitment to make efforts to ensure that small and minority-owned businesses, women's business enterprises, labor surplus area businesses and individuals or firms located in or owned in substantial part by persons residing in the area of the mixed-finance development are used when possible; and
- g. state that the response is firm and irrevocable for sixty (60) days.

DEVELOPMENT TEAM (15 points)

Although the RFQ is only for the selection of the entity that will serve as the Co-Developer as described in the RFQ, the respondent shall identify the development team for the mixed-finance development described in the RFQ (the "**Development Team**"), which will include the Developer Entity and any other key professionals, which may include, but is not limited to, design, construction, marketing, financing, management, land broker, and affordable housing professionals (the "**Team Members**").

1. **DEVELOPER ENTITY** - Name and address, telephone, facsimile, email address of the Developer Entity and website. State the type of legal entity (form of organization) and the state of organization of the Developer Entity.
2. **KEY PRINCIPALS (INCLUDING ANY ENTITY) HOLDING AN INTEREST IN THE DEVELOPER ENTITY, WHETHER IN EQUITY, BY AGREEMENT OR CONTRACTUAL** - Name, address, position and description of the nature and percentage interest in the Developer Entity as to each such principal. Provide profiles of the principals and key staff to be involved in the development effort, please include the land broker and real estate company/agent.

3. ORGANIZATIONAL STRUCTURE - Describe your organizational and management approach. Identify the individual who will serve as the project manager and who will direct and coordinate the development effort to completion. Specify all members of the firm who will regularly interact with the MHFC and describe their qualification and responsibilities. This information should specify existing time commitments, previous development experience and whether the staff will be locally based.
4. INTEGRATED APPROACH - Describe how (or if) your organization has an integrated structure encompassing development, construction and property management services.
5. LITIGATION/TERMINATION - The Developer Entity and each person (including any entity) holding an interest in the Developer Entity must (i) identify any litigation within the last five (5) years where it was either plaintiff or defendant; and (ii) identify and summarize, including resolution (if any), any complaints filed against it related to the delivery of any professional or licensed services. Also, advise whether the Developer Entity or any of its affiliates have ever been terminated (whether with or without cause) prior to completing a project, and if so, identify the project and summarize the circumstances of the termination. The MHFC reserves the right to contact any federal, state, county or local agency, department and/or licensing authority and/or company to verify the information provided pursuant to this section.
6. TEAM MEMBERS -
 - a. Identify each Team Member of the Development Team.
 - b. Describe each Team Member's specialization, relevant experience and specific contribution to the Development Team.
 - c. Describe in detail any identity of interest among the Development Team.
 - d. Submit an organization chart showing all of the key individuals from the Team Members who will be assigned to the project. The chart should reflect the hierarchy and lines of communication.
 - e. Submit resumes of the key individuals and detailed descriptions of the responsibilities that the key individuals will be required to perform.
 - f. Describe the degree to which the Team Members and key individuals can dedicate their professional time to the project.
 - g. Describe the Development Team's specific experience with: (i) new construction and marketing of affordable rental housing units in an urban setting; (ii) complex financial structuring, including managing multiple funding sources and mixed-finance projects; and (iii) the low-income housing tax credit ("**LIHTC**") program in Texas. Any previous collaboration among some or all members of the Development Team should be noted. Successful experience in the mixed income development of communities similar to the project should be provided.

- h. If selected, the construction profession will be required to later submit a performance and payment bond for 100% of the contract price. Submit a letter from the construction professional, if any, certifying they construction professional's ability to provide such performance and payment bond.

7. CERTIFICATIONS - Submit the following certifications/documents:

- a. Certification Regarding Debarment, Suspension, and other Responsibility Matters, a form of which is attached to this RFQ as Exhibit B.
- b. Certification Regarding Lobbying, a form of which is attached to this RFQ as Exhibit C.
- c. A Certification Regarding Outstanding Litigation prepared on respondent's letterhead listing all outstanding litigation that the respondent is involved in.

DEVELOPMENT EXPERIENCE (15 points)

List at least three, but not more than five, previous development transactions of the Developer Entity using the following format:

PROJECT NAME:

LOCATION:

NUMBER OF UNITS:

TOTAL DEVELOPMENT COST:

TYPE AND SIZE OF UNITS:

DATE SELECTED AS DEVELOPER:

ORIGINAL PROJECTED COMPLETION DATE:

CURRENT STATUS:

FINANCING SOURCES AND AMOUNTS:

PROJECT REFERENCE:

TDHCA PROJECT YEAR AND NUMBER:

PROJECT SPECIFIC EXPERIENCE (15 points)

For each project described above, put an "x" in the box if your Development team performed the function or utilized the described financing. For Section 3/MBE/WBE, insert the appropriate numbers.

	Project 1	Project 2	Project 3	Project 4	Project 5
REAL ESTATE					
Development Feasibility Studies					
Sale of Real Estate					
Real Estate Redevelopment					
Zoning Approval					
Subdivision Approval					
Site Preparation Work					
Environmental Work					
Dedicated Infrastructure					
Master Planning					
FINANCING					
Financial Feasibility Studies					
LIHTC					
HOPE VI					
HOME					
CDBG					
Historic Tax Credits					
Fannie Mae					
Federal Home Loan Bank					
Affordable Housing Program					
Bank Financing					
Bond Financing					
Bond Underwriting					
Tax Credit Syndicator					
Personal Guarantees					
Corporate Guarantees					
CONSTRUCTION					
General Contractor					
Construction Manager					
Infrastructure Construction					
Design Services					

	Project 1	Project 2	Project 3	Project 4	Project 5
PROPERTY MANAGEMENT					
Marketing Plans/Lease Up					
Property Manager					
Site Maintenance					
Site Security					
Public Housing Units					
SECTION 3/MBE/WBE					
Dollars Paid as % of Total Development Cost					
Section 3/MBE/WBE Persons Employed					
MISCELLANEOUS					
Regulatory Compliance					
Supportive Services					
Other:					

FINANCING EXPERIENCE (15 points)

Describe current terms your organization has been successful in negotiating to maximize the value of 4% and/or 9% competitive housing credits. Illustrate this experience with descriptions of at least three (3) similar developments. Describe your approach to managing the financial risk associated with affordable housing development.

FINANCING STRATEGY (15 points)

Provide a narrative description of the proposed methods that will be utilized to identify and obtain the maximum private investment needed to complete the development effort. Describe what funds the Developer will commit, what other private and public funds will likely be necessary, and from what sources and when these funds will likely be available.

FINANCING STRUCTURE AND SHARING OF DEVELOPMENT AND OTHER FEES (5 points)

Provide a narrative description of the proposed methods that will be utilized to structure the development in such a way so as to maximize the amount of development fee received by the MHFC and the Co-Developer from the project. Include in such narrative description the Co-Developer's plans for sharing development fee in a manner indicative of the risk the MHFC is requesting from the Co-Developer. Strategies that provide for the MHFC to receive a higher share of development fee as well as other fees and cash flow shall be rated more favorably.

FINANCIAL RESPONSIBILITY (10 points)

Submit financial statements for 2016, 2017 and 2018, including balance sheets and statements of income and expenses prepared in accordance with generally accepted accounting principles (GAAP).

REFERENCES (10 points)

References shall be provided for the experiences listed above (include name, telephone number and e-mail address of contact person). References must verify respondent's representations. In the event that the MHFC elects to conduct reference checks, a uniform set of questions will be used to check each reference. The MHFC reserves the right to check other references.

Housing Finance Corporation: _____

Community Partner: _____

Tax Credit Investor: _____

Architect: _____

Financial Institution: _____

EXHIBIT B

**CERTIFICATION REGARDING DEBARMENT, SUSPENSION, AND OTHER
RESPONSIBILITY MATTERS**

By the submission of this response, _____ certifies to the best of its knowledge and belief, that it and its principals:

- (a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency;
- (b) Have not within a three-year period preceding this response been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
- (c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or local) with commission of any of the offenses enumerated in paragraph (1) (b) of this certification; and
- (d) Have not within a three-year period preceding this response had one or more public transactions (Federal, State or local) terminated for cause or default.

Name of Organization: _____

Signature: _____

Name: _____

Title: _____

Date: _____

EXHIBIT C

CERTIFICATION REGARDING LOBBYING

I, _____, hereby certify on behalf of _____
(insert name of respondent) and its key principals that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, or any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

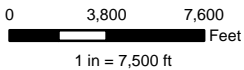
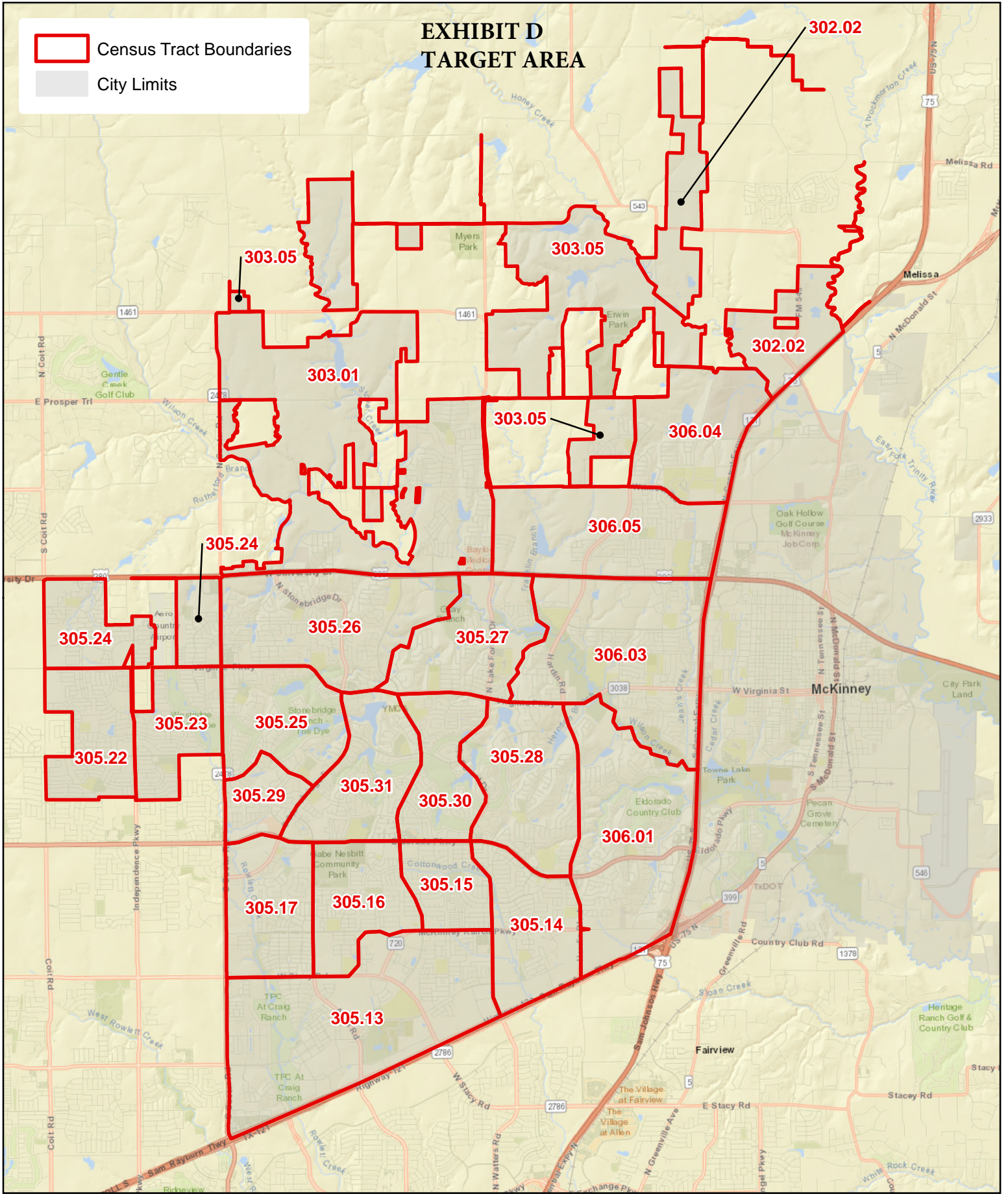
3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclosure accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by Section 1352, Title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Signature of Key Principal of Respondent

EXHIBIT D TARGET AREA

- Census Tract Boundaries
- City Limits



McKINNEY CENSUS TRACTS WEST OF US 75

DISCLAIMER: This map and information contained in it were developed exclusively for use by the City of McKinney. Any use or reliance on this map by anyone else is at that party's risk and without liability to the City of McKinney, its officials or employees for any discrepancies, errors, or variances which may exist.

