



**InTown  
HOMES**

# McKinney Downtown Redevelopment



# InTown Homes

- Financially Stable
- Creating a Sense of Place
- 30+ years of Building Experience
- Build Sustainable ECO-HIP Green Homes
- World Renowned Architects: *Andres Duany, Ludwig Abello, Lake Flato, Bill Dennis, Julia Sanford...*
- Partnering with the City of McKinney
- Introduce retail opportunities, promote sustainable growth through live/work units & walkable blocks to commercial and retail stores through 9 different parcels

# Reliable Development Partners

- **Experienced:** Lovett and InTown have the **experience, expertise, relationships** and **financial resources** to complete these projects
  - Residential and commercial sales force on the ground and ready to go
  - Vast experience in working with City Codes and ability to work with a variety of architectural styles
  - Long-standing relationships with several banks (please see bank reference letters)
  - Successful development agreements with the following cities: **Houston, Dallas, Bryan, Cross Roads, Irving**
  - Established track record and very strong relationships retailers including **Wal-Mart, JC Penny, Ross, TJ Maxx, banks, pad users, and in-line tenants**

# Financial Capacity



Commercial Real Estate  
24 Greenway Plaza, Suite 1600  
Houston, TX 77046

February 27, 2013

To Whom It May Concern:

Frank Liu has been in business since 1980 and has been good customers of BBVA Compass Bank for over 15 years. The bank has financed many successful residential and commercial projects for Mr. Liu during this time. All loans and bills have been handled as agreed.

Mr. Liu had been recognized as a leader in urban development for over 30 years. He builds an excellent product and his projects have helped revitalize urban areas. He has partnered with the City in various re-development programs to significantly increase property values. During the recent real estate recession Mr. Liu's business was profitable due to conservative business practices. He manages costs by operating a vertically integrated real estate operation that handles the projects from start to finish—development, construction, marketing, and selling. This hands-on approach served him well during the downturn as he is now well positioned as one of the top urban housing developer in Houston, and continues to diversify his commercial development projects-- in which he has a strong track record.

Due to Mr. Liu's performance, the BBVA Compass has recently increased his available credit facilities to \$45,000,000 for both commercial and residential development. BBVA Compass looks forward to partnering with Mr. Liu on future real estate projects.

Regards,

A handwritten signature in black ink, appearing to read "Brock Tautenhahn".

Brock Tautenhahn  
BBVA Compass  
Senior Vice President

# Financial Capacity



**February 22, 2013**

**To Whom It May Concern:**

Frank Liu has been a top client of Regions Bank for over twelve years and has always performed as agreed.

Regions Bank historically, and currently, provides interim construction financing for two homebuilding entities and various single-asset entities engaged in commercial retail real estate development.

Aggregate credit extended to Mr. Liu's borrowing entities has averaged in the \$25,000,000 to \$30,000,000 range at any one point in time.

Mr. Liu is a proven urban developer in Texas who has an unmatched track record of rehabilitating entire neighborhoods. Mr. Liu is the first to bring new activity to areas that are well located but have seen little new construction and has been a catalyst to almost every neighborhood revitalization program in inner city Houston, TX.

Based on his vision, skill set, work ethic and talented associates, Frank Liu consistently outperforms his peers, who typically only enter a neighborhood after Mr. Liu has changed the public perception of that market.

Frank Liu remains a premier client of Regions Bank and we provide our recommendation to anyone considering transacting with Mr. Liu.

Please feel free to contact me at the telephone number below for any further questions.

**Respectfully,**

A handwritten signature in blue ink that reads "Ted Sprigg".

**Ted Sprigg  
Vice President  
Regions Bank  
(713) 426-7122**

# Financial Capacity



September 27, 2012

RE: Frank Liu

To Whom it May Concern:

My name is Jerry Schillaci and I am a Senior Vice President at Texas Capital Bank, a \$8.5 billion bank based in Dallas, Texas. Texas Capital Bank is a business bank that caters to business and business owners throughout Texas and the surrounding states. Texas Capital Bank has been profitable for 44 consecutive quarters and is a publicly traded institution traded on NASDAQ.

Frank Liu is the owner of various real estate companies specializing in both residential and commercial real estate. Over the course of his career, he has amassed one of the largest and most profitable real estate portfolios in Texas. Mr. Liu has been a customer of ours for more than 15 years and is a leader in the industry.

Mr. Liu and his related entities have more than \$25 million in available credit lines with Texas Capital Bank. The lines can be used for any of his projects including Cottage Grove, The Heights, Awty School Road, Fannin Station, Washington/Sawyer, etc... Most projects financed for Mr. Liu have vertical construction costs ranging from \$150,000 to \$250,000 and development costs ranging between \$20,000 and \$35,000 per lot. Mr. Liu has a great business model that has worked well for more than 30 years. Although we have never experienced any issues with any of Mr. Liu's projects, it should be noted that if one were to occur, Mr. Liu and his related entities have the financial resources to resolve said issues.

In addition to his normal real estate operations, Mr. Liu has also played a vital role in helping Texas Capital Bank work out troubled loans where previous operators have failed. He has done so through re-branding, re-marketing and re-vitalizing resulting in a stabilization of most projects within 1 year. Mr. Liu is a model customer and we look forward to doing more business with him in the future.

If you have any additional questions, I can be reached at 281-809-1176.

Sincerely,

A handwritten signature in blue ink that reads "Jerry Schillaci".

Jerry Schillaci  
Senior Vice President  
Texas Capital Bank

# Financial Capacity



WELLS  
FARGO

Kim Renee Funches  
Senior Vice President

CRE Homebuilder Banking  
5400 LBJ Freeway, 10<sup>th</sup> Floor  
Suite 1000  
Dallas, TX 75240  
972 385 4208 Tel  
972 490 0067 Fax

February 27, 2013

To Whom It May Concern:

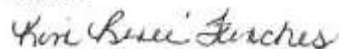
Frank Liu has been a valued client of Wells Fargo Bank and its predecessors for over a decade.

Over the years, Wells Fargo has provided financing for Mr. Liu's Homebuilding and Commercial operations. We consider Mr. Liu to be a premier builder and commercial developer providing a high quality product with an immense amount of experience and market knowledge. Our relationship covers both the Houston and Dallas markets in which his developments have been the catalyst for revitalization within both of these major cities.

Wells Fargo provides financing for three homebuilding entities and a single asset commercial entity. Aggregate credit extended to Mr. Liu's borrowing entities has averaged between \$35,000,000 to \$52,000,000 at any one point in time over the past four years.

Frank Liu continues to be a very valued client of Wells Fargo and we look forward to the opportunity to expand our relationship as his companies grow and enter new markets.

Regards,



Kim Renee Funches  
Senior Vice President

# Washington Corridor Houston



Washington & Silver Mixed-Use

Houston, TX

RTKL



# Capitol Oaks Houston



**1<sup>st</sup> Place Award  
Winning ULI  
Community 2011**



# Capitol Oaks Houston



Lake  
Flato



# Las Colinas



# Las Colinas



# Rowhouses Houston



# Hawthorne Dallas



# Fannin Station Houston Medical Center



Transit Oriented  
Development



# Live/Work Units





# Live/Work Units



# Farmers Market Dallas



# Farmers Market Downtown Dallas



# Farmers Market Downtown Dallas



# Interiors



# Development Approach Phasing

*As many as all blocks or as little as 3 blocks.*

## **North Parcels**

- Start construction on 1<sup>st</sup> block within 6 months
- Every 9 months start a new block
- All blocks under construction by 2018

## **South Parcels**

- Start construction on apartment parcel within 1 year
- Start construction on City Hall within 18 months; will share the use of apartment parking garage.
- If we cannot get a grocery store by 2015, we will start 2<sup>nd</sup> phase of apartments or live work units in this location

# Proposed Site Development



## North Parcels

- **Site 5** up to 40 units
- **Site 6** up to 40 units
- **Site 7** up to 52 units
- **Site 8** up to 39 units
- **Site 9** up to 24 units

## South Parcels

- **Primary Site**
  - Future Grocery
  - Retail
  - New City Hall
  - Apartments Approx 300 units
- **Site 1** up to 39 units

**TOTAL 234 FOR SALE FEE SIMPLE HOMES**



- **Primary Site**
  - Grocery 41,254 sqft.
  - Liner Retail/Office 30,000 sqft.
  - Apartments 300 Units
- **Site 1** up to 39 Live Work Units





# Bird's Eye from Route 5 Showing Primary Site



## Bird's Eye looking from Route 5



# McKinney Square Apartments/Townhomes



## Blocks 5, 6, 7 & 8 from West



## Blocks 5, 6, 7, 8 & 9 from the Southwest



# CHECK OUR REFERENCES!

Lovett and InTown can be relied upon as ***development partners*** that  
**GET THE JOB DONE!**





THE PEOPLE BEHIND  
THE PROGRESS

**Chairman of the Board**  
Bee Moran  
BNC Services, Inc.

**Board of Directors**  
Rory Angel  
SEK Jobs for Progress  
Resident

Carlos deAlencar Bueno  
Maximus Coffee Group

Virgil Cox  
Cox Hardware & Lumber

Catrina Gonzalez-Cran  
Rancho Law Office LTD, LLP  
Resident

D. V. "Sonny" Flores  
PEC Corporation  
Resident

Buffar Fraga  
HO Ripley House  
Resident

Mary Margaret Hansen  
MMH Communications, Inc.  
Resident

Dr. Daniel Jenkins, III  
Harrisburg Eye Clinic &  
Optical Shop

Sally Laha  
Resident

Marjorie Pella  
Neighborhood Centers, Inc.

Andrew Perez  
State Farm Insurance

Donald Rozum  
Rhonda, Inc.

R. G. Tanner  
Port of Houston Authority

Taryn Sims  
Wulf Management Services,  
Inc.

Diane Schenke  
President

3211 Harrisburg Boulevard  
Houston, Texas 77003

T 713-928-9916  
F 713-928-2915  
www.GreaterEastEnd.com

December 7, 2012

To Whom It May Concern:

Dear Sir/Madam:

The Greater East End Management District has worked with Frank Liu of Lovett Homes on a number of infill development projects on the East End of Houston. The Capitol Oaks project, located along the Southeast Light Rail Line, is a walkable urban project of 150 units. Frank Liu is in the process of designing a similar project on a Superfund site that he cleaned up on a privately funded basis, the MDI site; this proposed project, another walkable urban housing project, is slated for 500 units. Finally, we have coordinated on a transit oriented development project with retail, commercial and some residential at a light rail stop in the East End. At this point, Mr. Liu is still looking for the right mix of tenants and financing; development at this location would alter the fabric of the development on the light rail line.

Frank Liu is a developer who is committed to infill development in the heart of a city, and willing to work with all of the complexity that goes with such an effort.

Sincerely,

L. Diane Schenke  
President



**BetterHouston**  
a civic forum

805 Rhoda Floor, Suite 350 | Houston, TX 77019  
T 713.528.0049 | F 832.203.3451

Hon. Peter H. Brown, FAIA, AICP  
Director

[www.betterhouston.org](http://www.betterhouston.org)

December 7, 2012

Erin Boddie, CPPB  
Contract Administrator  
City of McKinney  
1550D South College  
McKinney, Texas 75069

Dear Ms. Boddie:

It is with distinct pleasure that I, as a former Houston City Councilman (2006-2010), architect, and urban planner, recommend InTownHomes/Lovett Homes, as a builder-developer in the City of McKinney, Texas. I am familiar with the City of McKinney as my firm, Civic Design Associates, performed urban and traffic planning in the downtown area and around the courthouse about six years ago.

I have known Frank Liu and his companies since the late 1980's. InTownHomes/Lovett Homes has an impeccable reputation for integrity, workmanship, design, and innovation; it is clear that they are the premiere urban developer in the City of Houston, for a variety of housing types. Their reputation and skills are only further highlighted in the urban and small town or city context. With innovative site planning and creative architectural design, generally following new urbanist principles, InTownHomes/Lovett Homes and Frank Liu are redeveloping a number of important, but challenging, larger tracts in Houston; they are the catalyst of many of our neighborhoods. They also have a very conservative financial approach, they have prevailed during the recent downturn with strong sales and commercial and retail projects.

For the past two years they have been averaging half a million sq. ft. of retail development.

The company has completed several thousand urban units in urban neighborhoods, all are based on the New Urbanism principle. Listed below are 3 of their ongoing projects designed by Andres Duany:

- Fannin Station – first phase of a mixed use TOD development, 2 miles from the Texas Medical Center They have more than 100 acres here; it will have over 2000 residential units with over 100,000 sq. ft. of shop space and office space. It is based on new urbanism/smart growth design principles
- MDI superfund site – the first time in US history that a private developer using private money to clean up a federal superfund site, will have over 600 units with live work units and retail space.
- Kolbe – Andres Duany designed development, will have over 600 units with live work and retail shops.

All of these projects have been very popular with buyers, and any city would be blessed to have InTownHomes/ Lovett Homes building their extraordinarily high-quality product within the city limits.

If you desire additional information, please don't hesitate to call me at (713)528-0049 or e-mail me at [Peter@betterhouston.org](mailto:Peter@betterhouston.org).

Sincerely,

*Peter H. Brown, FAIA*

Peter H. Brown, FAIA  
Director, Better Houston





December 7, 2012

Erin Boddie, CPPB  
Contract Administrator  
City of McKinney  
1550 D South College  
McKinney, Texas 75069

Dear Ms. Boddie:

As the Executive Director of the Spring Branch Management District, I am pleased to submit this reference letter with regard to Frank Liu, of Lovett/InTown Homes. I am also responsible for the management eight other management districts, and 6 tax increment redevelopment zones within the State of Texas. I serve as the chief strategist and consultant on all matters pertaining to the creation, management, and administration of special purpose districts and zones. In addition, I develop project plans and project financing plans to aid clients and stakeholders in reaching community development objectives. My role also includes representing and advocating on behalf of clients with elected officials, the business community, and all levels of government.

Mr. Liu is submitting an RFP to the City of McKinney, proposing high density units around the City's town square. The plan includes walkable urban units, similar to the ones Mr. Liu has completed in Houston's East End.

I have personally known Mr. Liu since the early 1980s. His firm has completed thousands of urban units within the Houston metropolitan area. Most recently, we have worked together on a significant, high quality new urban development in Spring Branch. I have worked with Mr. Liu for many years bringing positive and dynamic change to old neighborhoods. He is very competent and is known to produce quality work. His firm is regarded highly in the area of urban redevelopment.

Your time and consideration are greatly appreciated. If I can be of further assistance, please do not hesitate to contact me at 713.595.1219.

Sincerely,

David W. Hawes  
Executive Director  
Spring Branch Management District

9610 Long Point, Ste. 100  
Houston, TX 77055

The  
Art  
Soul  
of the  
City

# EaDo

December 7, 2012

**Erin Boddie, CPPB**  
Contract Administrator  
City of McKinney  
1550D South College  
McKinney, Texas 75069

Dear Ms Boddie,

The East Downtown Management District (EaDo) is pleased to submit this letter of reference for Mr Frank Liu. Mr Liu has developed over 150 units of exceptional quality in EaDo, including many that have won awards for excellence in design and community development.

Mr Liu's organizations (InTown Living and Lovett Homes) have created communities that contribute to the overall neighborhood dynamic in EaDo by developing within a holistic vision for the district including walkability as an integral component in residents' quality of life.

Mr Liu's organizations are capable of executing developments in a variety of scales, from masterplanned communities to incremental infill units, all while maintaining a high level of quality.

If you have any questions, please feel free to contact me at: 713 591 2014.

Sincerely,



Anton Sinkewich  
Executive Director  
**EaDo | East Downtown Management District**