



Palladium USA International, Inc.
Response to
City of McKinney and the McKinney Housing Finance Corporation (“MHFC”)
Request for Qualifications (RFQ)
for Real Estate Development Services
RFQ NO. 25-04RFQ
Thursday, October 10, 2024



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EXECUTIVE SUMMARY

Tuesday, October 8, 2024



To: Tracey Epps, NIGP-CPP, CPPO
Procurement Services Manager
1550 South College Street – Building D
McKinney, Texas 75069

Subject: Response to City of McKinney and the McKinney Housing Finance Corporation Request for Qualifications (RFQ) for Real Estate Development Services RFQ NO. 25-04RFQ

Ms. Epps:

Palladium USA International, Inc. (“**Palladium USA**”) is proud to submit a response to the City of McKinney and the McKinney Housing Finance Corporation (“**MHFC**”) Request for Qualifications (“**RFQ**”) for Real Estate Development Services. Palladium USA is a subsidiary of the Palladium Group which has over a **150**-year history of developing, owning, and managing premier communities around the globe. Palladium USA is headquartered in Dallas, Texas. During construction, all developments are monitored and reviewed by our in-house construction management, Catalyst Builders. All the properties in our portfolio are self-managed through Palladium Management Company.

Palladium USA has a proven track record of developing in partnership with the MHFC with one of our newest developments, Palladium McKinney. Palladium USA boasts an experienced Executive Team with development, finance, construction management, and asset/property management experience. Palladium USA has developed luxury high-rise, garden style, urban living, independent senior living, workforce housing, and mixed-income communities throughout the State of Texas. Currently, Palladium USA has over **5,500** units developed and another **2,300** units in construction.

This response package contains all the required elements applicable for consideration of Palladium USA to be the most qualified Respondent:

- I. Letter of Interest
- II. Development Team
 - a. Certifications
- III. Development Experience
- IV. Project Specific Experience
- V. Financing Experience
- VI. Financing Structure and Sharing of Development Fees
- VII. Financial Responsibility; and
- VIII. References

We appreciate your consideration of the proposed submission. If you should have any further questions regarding this submission package, please do not hesitate to contact Kim Parker at kparker@palladiumusa.com or 214-405-3507.

SECTION I: DEVELOPMENT TEAM

1. Developer Entity

A to be formed limited liability company organized in the State of Texas with Palladium USA International, Inc., a Delaware corporation, as **100%** Owner would be created to serve as the Developer Entity. The Developer Entity's contact information would be as follows:

PROPOSED DEVELOPMENT ENTITY NAME	Palladium McKinney II Development, LLC
ADDRESS	13445 Noel Road, Suite 400, Dallas, Texas 75240
TELEPHONE	972-774-4400
EMAIL	kparker@palladiumusa.com
WEBSITE	www.palladiumusa.com
FAX	972-774-4495

2. Key Principals

Thomas E. Huth is the authorized representative of Palladium USA International, Inc. and manages the day-to-day operations for Palladium USA.

3. Organizational Structure

Kim Parker, Executive Director, will serve as the project manager and who will direct and coordinate the development effort to completion. She has over 20 years of experience in commercial real estate, site selection, site planning, community outreach, and multifamily development.

4. Integrated Approach

Palladium USA provides wrap around services, by developing, construction management and oversight and inhouse property management. Attached to show Palladium USA's experience is **Attachment B – Development Resume**.

Catalyst Builders offers general contracting and rehab services to both Palladium and third-party clients as well. Palladium Management Company (Palladium Management), a subsidiary of Palladium USA, is our inhouse property management company and manages all of Palladium USA's assets. The Palladium Management Team has vast experience and knowledge managing tax credit and market rate properties.

5. Litigation/Termination

As provided in the Certification Regarding Outstanding Litigation attached hereto this response as **Attachment D - Certification Regarding Outstanding Litigation**, Palladium USA has not had any complaints filed against it related to the delivery of any professional or licensed services. Additionally, Palladium USA has never been terminated (whether with or without cause) prior to completing a project.

6. Development Team Members

Primary Contact for Development	Kim Parker, Executive Director Email: kparker@palladiumusa.com Mobile Phone: 214-405-3507 Address: 13455 Noel Road, Suite 400, Dallas, Texas 75240
Tax Credit Investor	Regions Affordable Housing Phone: 214-220-6171 Address: 1717 McKinney Avenue, Suite 1100, Dallas, Texas 75202
Lender	Regions Bank Phone: 415-733-1533 Address: 1717 McKinney Avenue, Suite 1100, Dallas, Texas 75202
Property Manager	Palladium Management Company Address: 13455 Noel Road, Suite 400, Dallas, Texas 75240
Architect	Cross Architects Phone: 469-393-1129 Address: 879 Junction Drive, Allen, Texas 75013
Civil Engineer	Cross Engineering Consultants Phone: 972-562-4409 Address: 1720 W. Virginia Street, McKinney, Texas 75069
General Contractor	Carleton Construction Phone: 972-980-9810 Address: 4201 Spring Valley Road, Suite 800, Dallas, Texas 75244

7. Certifications

As requested, the following certifications are attached to this RFQ response:

- a. Certification Regarding Debarment, Suspension, and other Responsibility Matters (**Attachment C**)
- b. Certification Regarding Lobbying (**Attachment E**); and
- c. Certification Regarding Outstanding Litigation.

SECTION II: DEVELOPMENT EXPERIENCE

Palladium USA has in its current portfolio **3,420 units** that have been developed or are under construction in partnership with a housing finance corporation or public facility corporation including McKinney Housing Finance Corporation.

Future residents will enjoy a first-class, luxury **amenity package** including the following Development and unit amenities that are typically featured at our communities:

Development Amenities:

- ✓ Resort-Style Pool
- ✓ Playground
- ✓ Sport Court
- ✓ Dog Park
- ✓ Cornhole
- ✓ BBQ Grills and Picnic Tables
- ✓ Fitness Center
- ✓ Children's Playroom
- ✓ Conference Room
- ✓ Clubhouse, Business Center, High Speed Wi-Fi

Unit Amenities:

- ✓ Open Concept Design
- ✓ 9-foot Ceilings
- ✓ Wood Style Flooring
- ✓ Granite Countertops
- ✓ Undermounted Sinks
- ✓ Upgraded Cabinetry
- ✓ Designer Fixtures
- ✓ Built-in Wood Shelves in Closets
- ✓ Covered Balcony with Storage Units
- ✓ Energy Efficient Appliances
- ✓ LED Lighting



PROJECT 1

Development Name	PALLADIUM MCKINNEY	
Location	2656 Virginia Parkway, McKinney, TX 75071	
Number of Units	172	
Total Development Costs	\$47,592,657	
Type and Size of Units	56 - One Bedroom/One Bath	746 Square Feet
	84 - Two Bedroom/Two Bath	985 Square Feet
	32 - Three Bedroom/Two Bath	1,150 Square Feet
Partnership	McKinney Housing Finance Corporation	
Completion Date	Est. April 2025	
Current Status	Under Construction	
Financing Sources and Amounts	Tax Exempt Bonds: \$23,140,000 Tax Credit Equity: \$19,257,777 Deferred Developer Fee: \$3,557,664 McKinney CDC Funding: \$1,500,000 Bond Reinvestment Earnings: \$137,116 GP Equity: \$100	
TDHCA Project Year and Number	Project Year: 2023 and TDHCA Number: 23601	



PROJECT 2

Development Name	PALLADIUM EAST FOSTER CROSSING	
Location	425 East Foster Crossing Road, Anna, Texas 75409	
Number of Units	239	
Total Development Costs	\$64,184,722	
Type and Size of Units	75 - One Bedroom/One Bath	804 Square Feet
	121 - Two Bedroom/Two Bath	964 Square Feet
	43 - Three Bedroom/Two Bath	1,164 Square Feet
Partnership	Anna Public Facilities Corporation	
Completion Date	September 2024	
Current Status	Now Leasing	
Financing Sources and Amounts	Tax Exempt Bonds: \$32,725,000 Tax Credit Equity: \$26,663,861 Deferred Developer Fee: \$4,641,677 Bond Reinvestment Earnings: \$154,084 GP Equity: \$100	
TDHCA Project Year and Number	Project Year: 2022 and TDHCA Number: 22405	



PROJECT 3

Development Name	PALLADIUM EAST BERRY	
Location	2350 E Berry Street, Fort Worth, Texas 76119	
Number of Units	240	
Total Development Costs	\$55,765,950	
Type and Size of Units	57 - One Bedroom/One Bath	751 Square Feet
	117 - Two Bedroom/Two Bath	980 Square Feet
	66 - Three Bedroom/Three Bath	1,165 Square Feet
Partnership	Not Applicable	
Completion Date	Est. October 2024	
Current Status	Under Construction/Lease Up	
Financing Sources and Amounts	Tax Exempt Bonds: \$26,092,000 Tax Credit Equity: \$22,986,117 Deferred Developer Fee: \$3,552,422 TDHCA Direct Loan Funds: \$3,000,000 Bond Reinvestment Earnings: \$135,311 GP Equity: \$100	
TDHCA Project Year and Number	Project Year: 2022 and TDHCA Number: 22610	



PROJECT 4

Development Name	PALLADIUM OAK GROVE	
Location	932 Oak Grove Road, Fort Worth, Texas 76115	
Number of Units	240	
Total Development Costs	\$58,415,593	
Type and Size of Units	101 - One Bedroom/One Bath	751 Square Feet
	105 - Two Bedroom/Two Bath	950 Square Feet
	34 - Three Bedroom/Three Bath	1,154 Square Feet
Partnership	Fort Worth Housing Finance Corporation	
Original Projected Completion Date	Est. December 2024	
Current Status	Under Construction/Lease Up	
Financing Sources and Amounts	Tax Exempt Bonds: \$25,600,000 Taxable Tail: \$3,066,621 Tax Credit Equity: \$23,299,964 Deferred Developer Fee: \$5,132,991 City of Fort Worth Funding: \$1,200,000 Bond Reinvestment Earnings: \$115,917 GP Equity: \$100	
TDHCA Project Year and Number	Project Year: 2022 and TDHCA Number: 22617	



PROJECT 5

Development Name	PALLADIUM SIMPSON STUART	
Location	3440 Simpson Stuart Road, Dallas, Texas 75241	
Number of Units	270	
Total Development Costs	\$54,862,566	
Type and Size of Units	81 - One Bedroom/One Bath	725 Square Feet
	135 - Two Bedroom/Two Bath	1,005 Square Feet
	54 - Two Bedroom/Two Bath	1,160 Square Feet
Date Selected as Developer	Not Applicable	
Completion Date	May 2023	
Current Status	Completed	
Financing Sources and Amounts	Tax Exempt Bonds: \$25,750,000 Tax Credit Equity: \$19,762,183 Deferred Developer Fee: \$283 GP Equity: \$100	
TDHCA Project Year and Number	Project Year: 2021 and TDHCA Number: 21605	

SECTION III: PROJECT SPECIFIC EXPERIENCE

REAL ESTATE	PROJECT 1	PROJECT 2	PROJECT 3	PROJECT 4	PROJECT 5
Development of Feasibility Studies	X	X	X	X	X
Sale of Real Estate	X	X	X	X	X
Real Estate Redevelopment	X	X	X	X	X
Zoning Approval	X	X	X	X	X
Subdivision Approval					
Site Preparation Work	X	X	X	X	X
Environmental Work					
Dedicated Infrastructure					
Master Planning					
FINANCING	PROJECT 1	PROJECT 2	PROJECT 3	PROJECT 4	PROJECT 5
Financial Feasibility Studies	X	X	X	X	X
LIHTC	X	X	X	X	X
HOPE VI					
HOME					
CDBG					
Historic Tax Credits					
Fannie Mae					
Federal Home Loan Bank					
Affordable Housing Program					
Bank Financing	X	X	X	X	X
Bond Financing	X	X	X	X	X
Bond Underwriting					
Tax Credit Syndicator	X	X	X	X	X
Personal Guarantees					
Corporate Guarantees	X	X	X	X	X
CONSTRUCTION	PROJECT 1	PROJECT 2	PROJECT 3	PROJECT 4	PROJECT 5
General Contractor	X	X	X	X	X
Construction Manager	X	X	X	X	X
Infrastructure Construction	X	X	X	X	X
Design Services	X	X	X	X	X
PROPERTY MANAGEMENT	PROJECT 1	PROJECT 2	PROJECT 3	PROJECT 4	PROJECT 5
Marketing Plans/Lease Up	X	X	X	X	X
Property Manager	X	X	X	X	X
Site Maintenance	X	X	X	X	X
Site Security					
Public Housing Units					
SECTION 3/MBE/WBE	PROJECT 1	PROJECT 2	PROJECT 3	PROJECT 4	PROJECT 5

Dollars Paid as % of Total Development Cost	Est. 5% of GC Contract	Est. 5% of GC Contract	Est. 5% of GC Contract	Est. 5% of GC Contract	Est. 5% of GC Contract
Section 3/MBE/WBE Persons Employed (Construction/Management)	33%/57%	34%/56%	34%/56%	33%/57%	33%/56%
MISCELLANEOUS	PROJECT 1	PROJECT 2	PROJECT 3	PROJECT 4	PROJECT 5
Regulatory Compliance	X	X	X	X	X
Supportive Services	X	X	X	X	X
Other:					

SECTION IV: FINANCING EXPERIENCE

Palladium USA is committed to partnerships and successfully negotiated several transactions with housing finance corporations and public facility corporations. Palladium McKinney, Palladium East Foster Crossing, and Palladium Oak Grove are examples of these transactions. Palladium USA minimizes its financial risks by ensuring it hits its targets and deadlines outlined in the equity documents executed with its investors. Palladium USA has a history of delivery units and leasing them ahead of schedule to avoid any negative adjusters or delays on the delivery of tax credit equity.

SECTION V: FINANCING STRATEGY

Palladium USA will secure all financing, guarantees, and equity investor(s). Palladium USA on behalf of the formed partnership would apply for 4% noncompetitive housing tax credits, and private activity bonds. MHFC or the newly created PFC would serve as Issuer for the tax-exempt bonds. The development would be financed utilizing a combination of sources including tax credit equity from the 4% housing tax credit program, 40-year HUD 221(d)(4) permanent mortgage or similar product, equity bridge loan, City fee waiver/reduction/contribution, and deferred developer fee.

SECTION VI: FINANCING STRUCTURE AND SHARE OF DEVELOPMENT FEE AND CASH FLOW

I. Fees:

To benefit from a property and sales tax exemption for the duration of the proposed partnership, Palladium McKinney Development would be **75%** Co-Developer and MHFC or an affiliate entity **25%** Co-Developer. Developer fee including deferred developer fee would be paid **75%** to Palladium and **25%** to MHFC or its affiliate.

Additionally, after payment of the total developer fees, net cash flow will be split **25-75** between the general partner which would be **100%** owned by MHFC, or affiliate (**25%**) and a special limited partner which would be **100%** owned by an affiliate of Palladium USA, Inc. (**75%**).

The above splits of developer fee, deferred developer fee, and cash flow are identical to the splits negotiated with the MHFC for our joint Palladium McKinney development. We are open to rediscussing these splits once chosen as the Developer.

MHFC would serve as the general contractor and in this role receive a fee of **\$125,000** paid **1/24** per month during construction for providing the sales tax exemption on construction material purchases and during construction.

II. Responsibilities:

The MHFC would have the following responsibilities:

- Drafts and executes ground lease
- Owns the land; landlord under long-term ground lease to Partnership as tenant
- Creates and controls the GP affiliate entity
- Take all reasonable steps to obtain and maintain property tax exemption from Collin Appraisal District for land and improvements

GP (Affiliate of the MHFC) General Responsibilities:

- GP reviews all documents on behalf of LP during construction and project operation within a timely manner
- We recognize that Palladium SLP is the day-to-day operator of the Development
- Maintains good standing for APFC and GP with Texas Secretary of State and Comptroller throughout Partnership period

Palladium SLP General Responsibilities:

- Upon review and approval by GP, Palladium SLP retains all signatory authority for LP and executes all documents on behalf of LP during construction and project operation so long as MHFC is the GP of the Partnership
- Oversee the management and operation of the Development
- Ensure that the tax credit requirements are met and maintained
- Comply with all IRS and TDHCA requirements to maintain the tax credits throughout the **15**-year compliance period
- Comply with all financial requirements for grants, loans, any requirements for tenant vouchers, and any affordability requirements during operation of the project
- Maintain good standing of all partnership entities (other than the GP), SLP and Investor Limited Partner with Texas Secretary of State and Comptroller
- Responsible for filing all tax matters documents (tax matters partner)
- Other contractual requirements as required by GP and MHFC
- Responsible for all financing, tax credits (or private investment) and all guarantees
- Create Palladium SLP entity
- Hire Property Manager which will be Palladium Management Company

Palladium would receive a **\$600,000** construction management fee for managing the construction of the Property to be paid on a pro-rata basis during construction. The construction management fee is the same amount negotiated with the MHFC for our join Palladium McKinney development.

SECTION VII: FINANCIAL RESPONSIBILITY

Due to the proprietary nature of the information requested, the financial statements for the past three years, including balance sheets and statements of income and expenses prepared in accordance with generally accepted accounting principles (GAAP) will be submitted under separate cover as password protected documents. The password can be requested from Cody J. Hunt at chunt@palladiumusa.com.

SECTION VIII: REFERENCES

Housing Finance Corporation	City of Fort Worth Housing Finance Corporation (FWHFC) Fernando Costa, General Manager Email: Fernando.Costa@fortworthtexas.gov
Community Partner	Operation Community Care (OCC) Jeanette Berry Executive Director Email: jeanetteberry2011@yahoo.com
Tax Credit Investor	Regions Bank, Affordable Housing David Payne, Co-Head of Originations Email: davidn.payne@regions.com Office Phone: 214-220-6171
Architect	HEDK Architects Erik Earnshaw, Principal Email: eearnshaw@hedk.com Office Phone: 469-585-3794
Financial Institution	Inwood National Bank Roger McLaren 13760 Noel Road, Suite 100 Dallas, Texas 75240

SECTION IX: ATTACHMENTS

Attachment A - Letter of Interest

Attachment B - Development Resume

Attachment C - Certification Regarding Responsibility Matters

Attachment D - Certification Regarding Outstanding Litigation

Attachment E - Certification Regarding Lobbying



Letter of Interest

This letter of interest submitted by Palladium USA International, Inc. (Palladium USA) is to express our understanding of and to certify the below referenced items as outlined in the Request for Qualifications for Real Estate Development Services issued September 22, 2024, under RFQ NO. 25-04RFQ, (the "RFQ") by the City of McKinney and the McKinney Housing Finance Corporation (the "MHFC"),

- i. Palladium USA affirms its understanding of the work to be completed under the RFQ;
- ii. Palladium USA knows itself to be the most qualified to perform the engagement based on our experience and track record with closing 4% housing tax credit developments in partnership with housing finance corporations and public facility corporations. To date, we have approximately 5,500 units in our portfolio and another 3,700 units that are either under construction or in pre-development.
- iii. Palladium USA certifies the following:
 - a. The ability to start work in a timely manner;
 - b. Commitment to obtain Certificate of Occupancy within twenty-four months (24) months of groundbreaking;
 - c. The ability to timely obtain the required insurance; and
 - d. 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.
- iv. Palladium USA acknowledges that this response is firm and irrevocable for sixty (60) days.

Name of Organization: Palladium USA International, Inc.

Signature: 

Name: Thomas E. Huth

Title: President and CEO

Date: 10/1/2024


Signature of Key Principal of Respondent

Executive Team



Thomas Huth

President and Chief Executive Officer

Thomas (Tom) Huth is head of the Palladium Group companies in the United States. He is the President and Chief Executive Officer of Palladium USA International, Inc. and other associated Palladium Group companies in the United States including Palladium Management Company, Palladium USA's self-managed and third-party multifamily property management platform. In this role, Mr. Huth is responsible for new business development opportunities. The Palladium Group develops, owns and operates real estate in ten countries including the United States with the U.S. focus on multifamily assets and property management.

Prior to his current position, he was senior vice president and chief financial officer of the Palladium Group companies in the United States responsible for directing all financial aspects of the Group's U.S. operations.

Prior to joining the Palladium Group in 1998, Mr. Huth, a certified public accountant "retired", served as vice president and treasurer for Lexford Management Company and controller for Lexford Properties, Inc. where he was responsible for all financial operations for Lexford's Columbus, Ohio based 516 apartment communities representing a total of 36,405 residential units as well as all of Lexford's Dallas, Texas based third-party fee management operations of approximately 20,000 residential units. Both Lexford Properties and Lexford Management were affiliated with Lexford Residential Trust, a Columbus, Ohio based Real Estate Investment Trust.

Prior to Lexford, Mr. Huth was director of corporate accounting and tax for Partnership Services, Inc., formerly known as Consolidated Capital Equities Corporation (Con Cap).

Mr. Huth started his career in the Dallas office of Arthur Andersen & Company where he was responsible for engagements in the real estate, hotel, service, retail and manufacturing arenas. He is a member of the American Institute of Certified Public Accountants, member of the Texas Society of Certified Public Accountants, past member of the NAHB Sales and Marketing Council, member of The Real Estate Council, past Board Member of the Real Estate Financial Executives Association, past Board Member of the Multifamily Leadership Board of NAHB, and a past Junior Achievement Project Business Consultant.

Mr. Huth has bachelor's degrees in both real estate and accounting from the University of Cincinnati.



Scott Johnson

Senior Vice President - Construction

Scott Johnson is Senior Vice President of Palladium USA International, Inc. and its subsidiaries, including President of Catalyst Builders, Inc. Mr. Johnson shares responsibility in site selection and feasibility studies and has primary responsibility in general contractor selection, project supervision, and asset management of properties and projects for US operations. Mr. Johnson is in charge of cost estimating, reporting and operations as President of Catalyst Builders.

Prior to joining Palladium, Mr. Johnson's experience includes over 20 years in construction with industry leaders Andres Construction, Core Construction, Walsh Construction, and Robert E. McKee. Project background includes: "Class 1" cleanrooms (VLSI & T.I.), hospitals, office buildings, retail centers, churches, schools and universities, libraries, multifamily, retirement facilities, bridges, and various renovations. Positions held include project manager, cost estimator, cost engineer, project superintendent, project engineer, and field engineer.

Mr. Johnson graduated from the University of Oklahoma in 1985 with a BS in Construction Science.

Industry affiliations include:

Urban Land Institute (ULI), Project Management Institute (PMI), Home Builders Association of Greater Dallas (HBA), Association of Cost Engineers (AACE).



Joan Maxwell

Senior Vice President – President of Palladium Management Company

Joan Maxwell is President of Palladium Management Company and Senior Vice President of Palladium USA International, Inc. She directs personnel on key business initiatives to ensure successful completion of all business initiatives. She is responsible for all aspects of day-to-day operations of the entire Palladium multifamily portfolio.

Ms. Maxwell has been in property management and the real estate industry since 1984. Her previous experience includes serving as Senior Vice President of Multifamily Operations for PM Realty Group, a national real estate company operating in 23 states. In this position, she oversaw a Class AAA high-rise portfolio spread across Dallas, Houston and Denver. She played an integral role with projects in various stages of development and construction including site selection to project design, floor plan critique, pricing strategies and managing staffs spread across multi-year projects.

Ms. Maxwell's prior experience also includes 20 years with Pace Realty Corporation as an onsite property manager, Regional Manager, and Regional Vice President. During her tenure at Pace, she managed Fannie Mae's REO portfolio in the southwest region, as well as a portfolio of Class AAA projects from concept stage to sale for third party clients completing upwards of 35 new construction projects during her tenure.

Joan studied at the University of North Texas, in Denton, Texas, is a licensed broker with the Texas Real Estate Commission, a Realtor, and has earned the professional designation of Certified Apartment Manager, Certified New Home Sales Professional, and Certified Tax Credit Specialist.



Fred D'Lizarraga

Senior Vice President – Chief Operating Officer

Fred D'Lizarraga is Senior Vice President and Chief Operating Officer of Palladium USA International, Inc. and its subsidiaries, including Palladium Management Company, Inc. He is responsible for supervising day-to-day operations of the entire Palladium multifamily portfolio for which he is directly responsible for all aspects of operations, employee training, and marketing programs.

Mr. D'Lizarraga has been in the property management business since 1987 and has held various site and supervisory positions for several national apartment companies and developers. His experience includes new construction, renovation, and lease-ups in various cities and states. He has both on-site and supervisory expertise with high-rise, midrise, and garden style properties. Fred is also highly experienced in market research studies, marketing plans, due diligence, property takeovers, construction punch, property openings, and property management transitions.

In addition to his Palladium Management duties, Fred is responsible for all aspects of condominium sales and marketing for Palladium Sales and Marketing. Currently he supervises the condominium conversion of Grand Treviso Condominiums located in Irving, Texas. Fred received his Bachelors Degree from the University of North Texas, in Denton, Texas. He is a licensed realtor and has earned the professional designation of Certified Apartment Manager.



Cody J. Hunt

Executive Director – Finance and Accounting

Cody J. Hunt, CPA is the Executive Director – Finance and Accounting at Palladium USA International, Inc. Mr. Hunt directs and manages all accounting and finance operations for the U.S. office. Mr. Hunt began with Palladium as the Corporate Controller in 2019.

Prior to his joining Palladium, Mr. Hunt was a Senior Accountant at Sikich LLP in charge of managing audits for multiple clients across several industries and was also involved in the Business Succession Planning and Valuation practices.

Prior to Sikich, Mr. Hunt was an Audit Senior at Dauby O'Connor & Zaleski, LLC (DOZ). While at DOZ, he was responsible for managing and reviewing audits, cost certifications, and other consulting engagements for affordable housing clients that owned and operated numerous HUD, commercial, RD, and conventional tax credit properties throughout the U.S. Mr. Hunt also began his career at DOZ as an Audit Staff and prepared and reviewed audits for affordable housing clients.

Mr. Hunt is a licensed CPA and graduated from the Kelley School of Business at Indiana University with his Bachelor of Science in Business with majors in Accounting, Economic Consulting, and Public Policy Analysis.



Kim Parker

Executive Director

Kim Parker, Executive Director of Palladium USA International, Inc., oversees Palladium's site selection strategy, land acquisitions, City and Legislative relations, and community outreach activities. Holding a Texas real estate broker license, Kim brings more than two decades of expertise in commercial real estate acquisitions and sales. Since 2013, she has been actively involved in the development of high-quality affordable rental housing through her company, Dynamic Housing Solutions, recognized as a Texas-certified Historically Underutilized Business. Over the past decade, Kim has been instrumental in the successful development of 19 luxury mixed-income communities, encompassing a total of 3,500 apartment homes.

She actively engages in panel discussions focused on current commercial real estate trends and is widely recognized as an industry authority on affordable housing development. Recognized as a D-CEO Power Broker, Kim is affiliated with esteemed organizations such as Commercial Real Estate Women (CREW), North Texas Commercial Association of Realtors (NTCAR), the Independent Broker Network (IBN), and the Texas

Affiliation of Affordable Housing Providers (TAAHP). Her involvement in TAAHP extends to serving on the Government Affairs Committee, where she plays a pivotal role in collaborating with legislators to advocate for bills aimed at enhancing the production of affordable housing.

Kim began her career on Wall Street and spent a decade working in the banking and mutual fund industries. She worked in the Dallas finance scene for several years and joined a family office that invested in undeveloped land throughout North Texas, which transitioned into a full service commercial real estate practice.

She is deeply involved in the community, holding a position on the board of Operation Community Care, a non-profit committed to offering essential support and rent assistance to vulnerable families, single parents, children, and seniors. Beyond her community service, she is a passionate Texas Longhorn fan. Kim earned her BBA in Finance from the University of Texas at Austin and an MBA in Finance from Fordham University.



Development Resume

August 2024

Palladium USA
Riva Switzerland
13455 Noel Road,
Suite 400 Galleria II Tower
Dallas, Texas 75240
972.774.4400
www.PalladiumUSA.com

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Level 29, Legacy West

6000 Columbus Avenue, Plano, Texas

Completed

Fee Developer Only

Completed: 2019
Total Units: 328



Grand Venetian

6225 Love Drive, Irving, Texas

Completed: 1998
Total Units: 514

Completed



Villa Verona

13330 Noel Road, Dallas, Texas

Completed: 2000

Total Units: 273

Completed



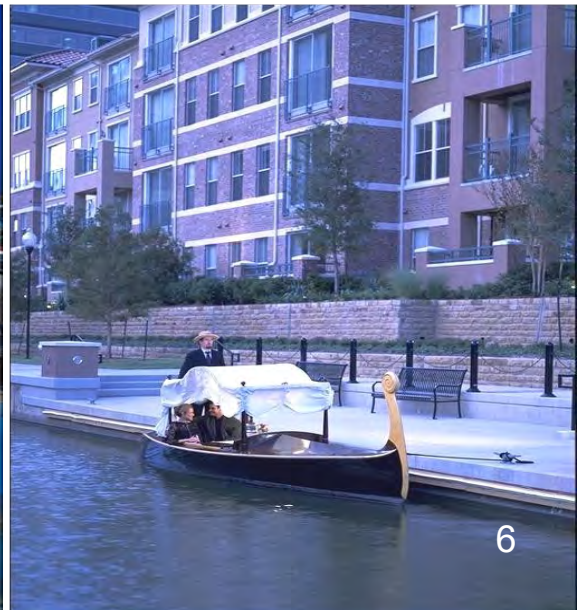
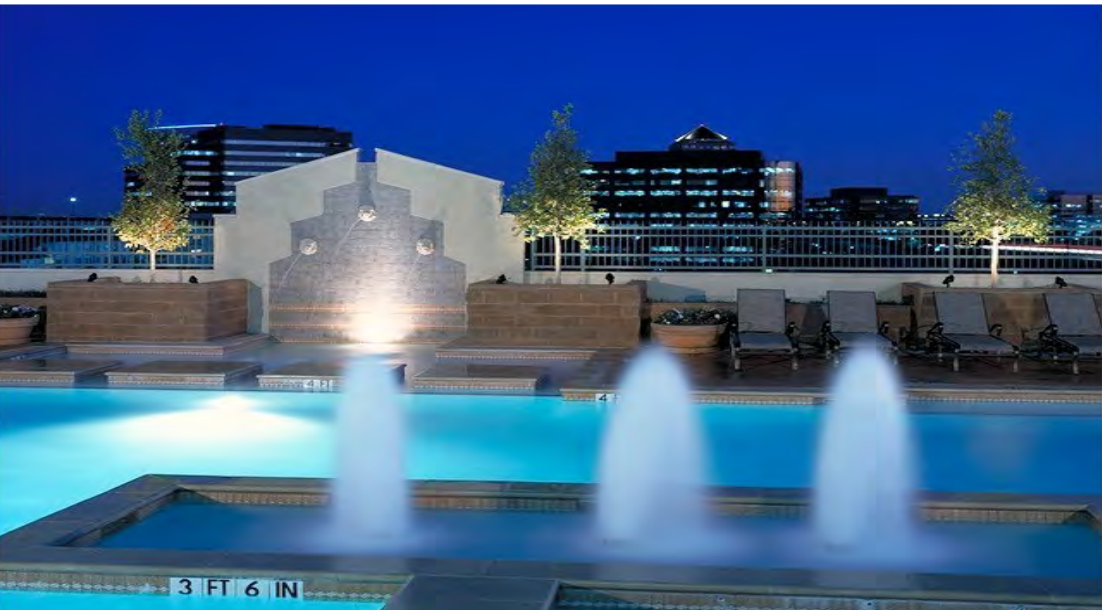
Grand Treviso

330 Las Colinas Blvd, Irving, Texas

Completed

Completed: 2002

Total Units: 247



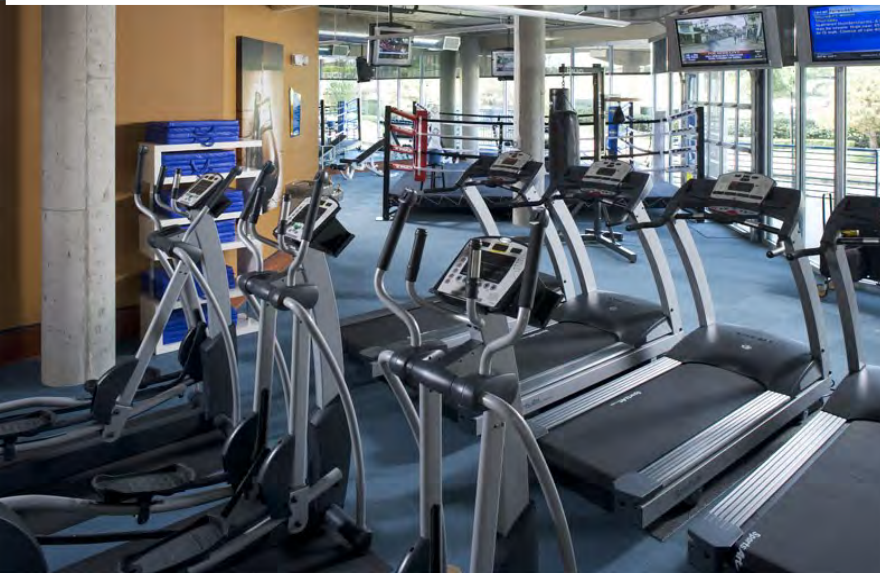
Canal Side Lofts

350 Las Colinas Blvd, Irving, Texas

Completed: 2006

Total Units: 306

Completed



Cottages at Tulane

2600 Preston Road, Plano, Texas

Completed

Completed: 1992

Total Units: 268



Palladium Aubrey

500 E. Highmeadow Drive, Aubrey, Texas

Completed

Completed: 2015

Total Units: 150



T.H.F. Palladium Midland

2300 S. Lamesa, Midland, Texas

Completed

Completed: 2017

Total Units: 264



Villages at Lakefront, Palladium Little Elm

Completed

201 Eldorado Parkway, Little Elm, Texas

Completed: 2018

Total Units: 242



Palladium Van Alstyne Senior Living

870 Blessingame Avenue, Van Alstyne, Texas

Completed

Completed: 2017
Total Units: 132



Palladium Garland

950 W Interstate 30, Garland, Texas

Completed

Completed: 2018

Total Units: 140



Palladium Anna

2020 Florence Way, Anna, Texas

Completed

Completed: 2018

Total Units: 120



Palladium Glenn Heights

2400 S. Hampton Road, Glenn Heights, Texas

Completed

Completed: 2019
Total Units: 270



Palladium Fort Worth

9520 Club Ridge Drive, Fort Worth, Texas

Completed

Completed: 2019

Total Units: 150



Palladium Denton

1255 Poinsettia Boulevard, Denton, Texas

Completed

Completed: 2019

Total Units: 150



Palladium Farmersville

1803 W. Audie Murphy Pkwy, Farmersville, Texas

Completed

Completed: 2020

Total Units: 80



Palladium Crowley

301 W. FM 1187, Crowley, Texas

Completed

Completed: 2020

Total Units: 120



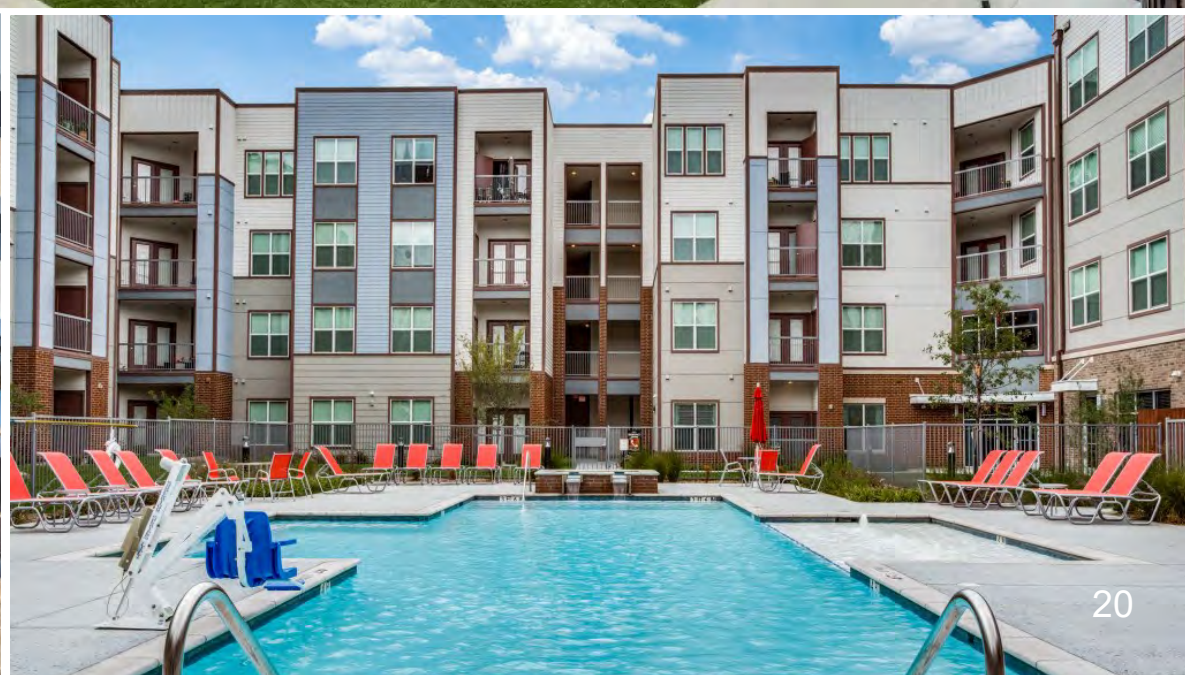
Palladium RedBird

7202 Westmoreland Road, Dallas, Texas

Completed

Completion: September 2021

Total Units: 300



Palladium Venus

255 N FM 157, Venus, Texas

Completion: September 2021

Total Units: 120

Completed



Palladium Port Aransas

2700 State Highway 361, Port Aransas, Texas

Completed

Completion: 2022
Total Units: 183



Palladium Garland Senior Living

402 Beltline Road, Garland, Texas

Completed

Completion: 2022

Total Units: 122



Palladium Fain Street

1069 Kings Highway Fort Worth, Texas

Completion: 2022
Total Units: 90

Completed



Palladium Dallas Stemmons

2440 Southwell Road, Dallas, Texas

Completed

Completion: 2022

Total Units: 87



Palladium Museum Place

1711 West Francis Avenue, Midland, Texas

Completed

Completion: 2022

Total Units: 240



The District in Little Elm

300 Lakefront Dr, Little Elm, Texas

Completed

Completion: 2023

Total Units: 324



Palladium Simpson Stuart

3440 Simpson Stuart Road, Dallas, TX

Completed

Completion: 2023
Total Units: 270



Embree Eastside by Palladium

536 Davidson Dr, Garland, Texas

Completed

Completion: 2023

Total Units: 107



Palladium East Foster Crossing

425 East Foster Crossing, Anna, Texas

Completed

Completion: 2024
Total Units: 239



Palladium East Berry Street

2350 East Berry Street, Fort Worth, Texas

Under Construction

Completion: Winter 2024
Total Units: 240



Palladium Oak Grove

1000 Oak Grove Road, Fort Worth, Texas

Under Construction

Completion: Winter 2024
Total Units: 240



Palladium McKinney

2656 Virginia Parkway, McKinney, Texas

Under Construction

Completion: Summer 2025
Total Units: 172



Palladium Crestway

5355 Crestway Rd., San Antonio, Texas

Under Construction

Completion: Summer 2025
Total Units: 271



Palladium Houston Ella

13420 Ella Boulevard, Houston, Texas

Under Construction

Completion: Summer 2025
Total Units: 146



Palladium San Antonio

4750 W Military Dr, San Antonio, TX

Under Construction

Completion: Summer 2026
Total Units: 288



SITE DATA

ACRES: 11.66 ACRES

OPEN AREA: 420

288 UNITS

SITE AMENITIES

CONTROLLED ACCESS GATE
COURTESY PA IN CL. BSW K2
FITNESS CENTER
POOL
PERFORMANCE SPACE
COVERED PATIO
PAVILION/MEETING AREA
BBQ GRILLS & PICNIC TABLES
SWIMMING CENTER
ACTIVITY ROOM
HIGH-SPEED WIFI

PARKING TABULATION

PARKING REQUIRED: 1.8 PER UNIT

TOTAL: 490

PARKING PROVIDED:

UNDERGROUND: 421
HOV 2+ GARAGE: 6
HOV 2+ DRIVE: 28
HOV 2+ DRIVE: 0
TOTAL SPACES: 455

CLUBHOUSE: 11
UNCOVERED: 2
TOTAL SPACES: 13

TOTAL PARKING PROVIDED: 468

SHOW/PLACED PLANS (HOW)

SHOW/PLACEMENT (HOW)

NO DETENTION ON SITE

UNIT TABULATION

UNIT TYPE	UNITS	% OF TOTAL	SQ. FT.	TOTAL UNIT SQ. FT.	
A1	ONE BEDROOM ONE BATH	36	13.0%	740 SF	27,000 SF
A2	ONE BEDROOM ONE BATH	30	10.4%	614 SF	18,420 SF
B1	TWO BEDROOM TWO BATH	30	10.4%	1,072 SF	32,160 SF
B2	TWO BEDROOM TWO BATH	108	37.5%	1,128 SF	121,488 SF
C1	THREE BEDROOM TWO BATH	102	35.3%	1,381 SF	140,862 SF
TOTAL		206	100%		340,930 SF

DRIVEWAY TABULATION

TYPE	NO. UNITS	UNIT TYPE	NO. DR. S.P.	TOTAL S.P.
A	3	A1 & B1 & C1 & C2	25,383 SF	80,383 SF
B	3	B2-12, C1-12	28,964 SF	86,863 SF
C	3	A2 & B2-12, C1 & C2	26,883 SF	80,383 SF
TOTAL				247,629 SF

ACCESSIBLE ROUTE

ACCESSIBLE UNITS

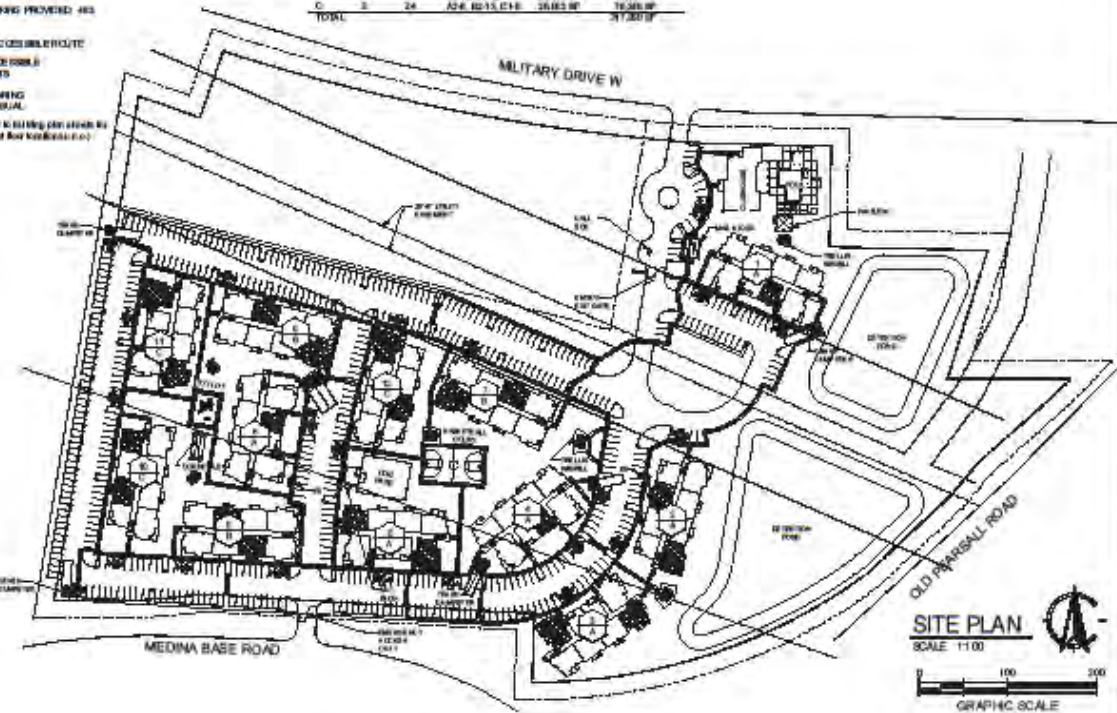
HEARING & VISUAL

BUILDING TYPE

DISABLED HALLWAY

BUILDING TYPE

*Please refer to building plan sheets for location of building types.



SITE PLAN
SCALE: 1"=100'
GRAPHIC SCALE
1"=100 FEET



PALLADIUM SAN ANTONIO
SAN ANTONIO, TEXAS

A1.0
SITE PLAN

Palladium Carver Living

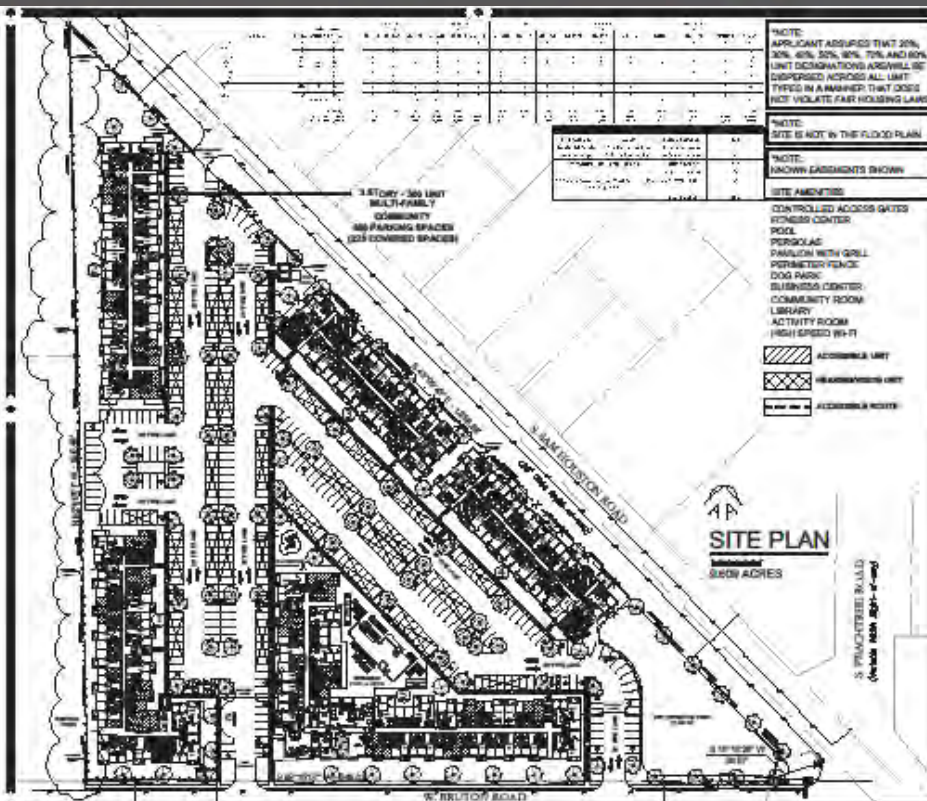
2200 Bruton Road, Mesquite, Texas

Under Construction

Completion: Summer 2026
Total Units: 288



MAIN ENTRY VIEW / PALLADIUM CARVER LIVING

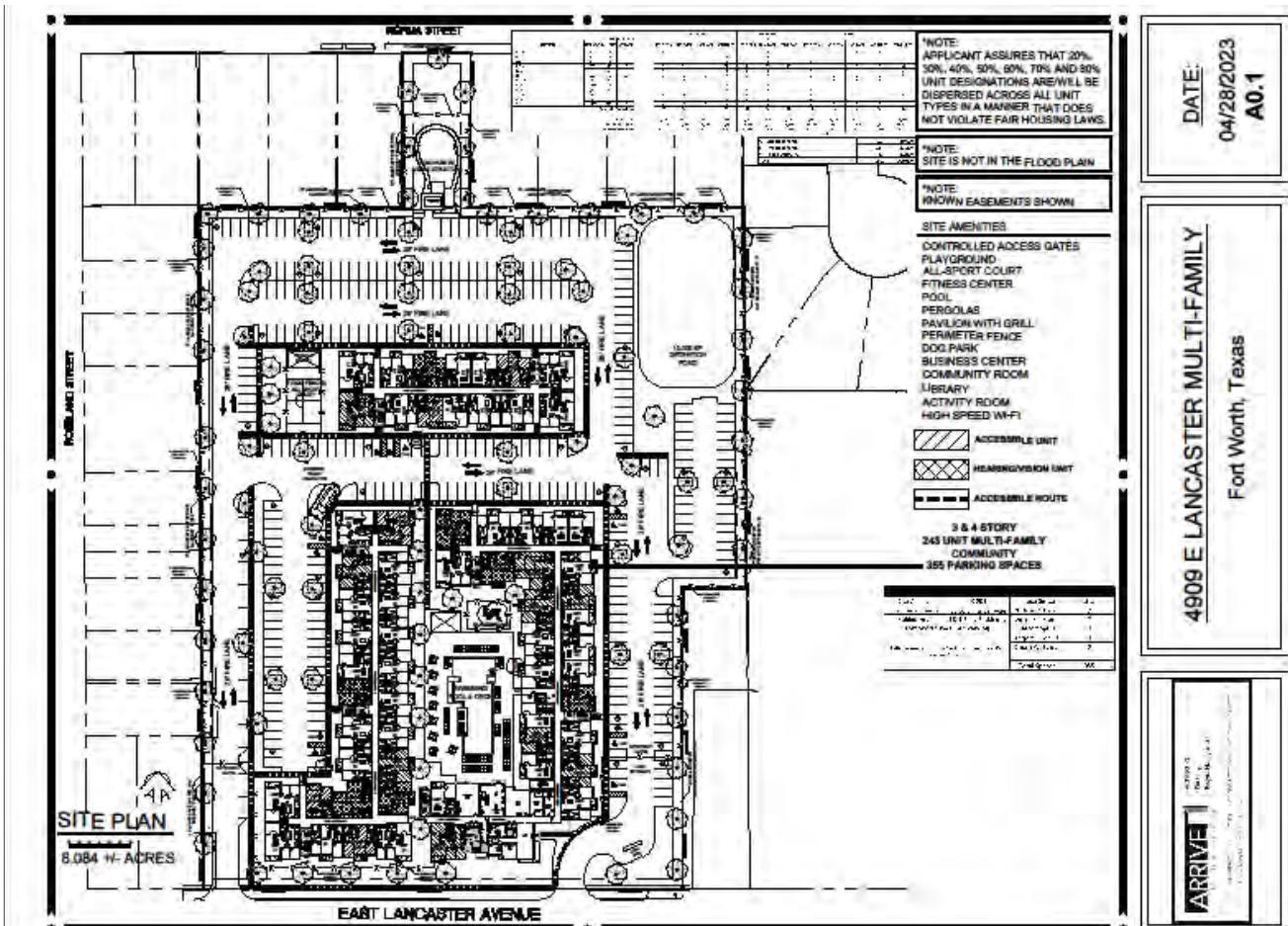


Palladium City Skyline

4909 E Lancaster Ave, Fort Worth, TX

Under Construction

Completion: 2026
Total Units: 243



Palladium Old FM 471

Old FM 471 W and Talley Road, San Antonio, Texas

In Development

Completion: TBD
Total Units: 321



SITE DATA

- 11.15 ACRES
- 321 UNITS
- 28.75 UNITS PER ACRE
- NO KNOWN FLOOD PLAIN
- NO KNOWN EASEMENTS
- NO DETENTION ON SITE

SITE AMENITIES

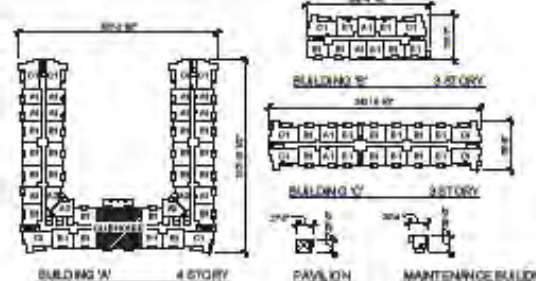
- CONTROLLED ACCESS GATE
- PERIMETER FENCING
- SECURITY CAMERAS
- SWIMMING POOL
- FITNESS CENTER
- TOT LOT
- CORNHOLE
- DOG PARK
- COMMUNITY ROOM
- ACTIVITY ROOM
- CONCRETE PATIO
- PANTRY WASHING AREA
- BUSINESS CENTER
- HIGH SPEED WI-FI
- SECURED BIKE PARKING

UNIT TABULATION

UNIT TYPE	# UNITS	UNITS S.F.	TOTAL UNIT S.F.
A1 ONE BEDROOM, ONE BATH	70	745 S.F.	52,150 S.F.
A2 ONE BEDROOM, ONE BATH	36	754 S.F.	27,084 S.F.
B1 TWO BEDROOM, TWO BATH	176	804 S.F.	141,504 S.F.
C1 THREE BEDROOM, TWO BATH	39	1,168 S.F.	45,552 S.F.
TOTAL	321		366,290 S.F.

BUILDING TABULATION

TYPE	BLDGS	UNITS/BLDG	UNIT TYPES	BLDG S.F.	TOTAL S.F.
A	1	106	A1-A2, B1-B6, C1-C4	155,100 S.F.	155,100 S.F.
B	3	33	A1-A2, B1-B6, C1-C4	31,773 S.F.	95,319 S.F.
C	1	84	A1-A2, B1-B6, C1-C4	33,408 S.F.	33,408 S.F.
TOTAL	5				383,827 S.F.



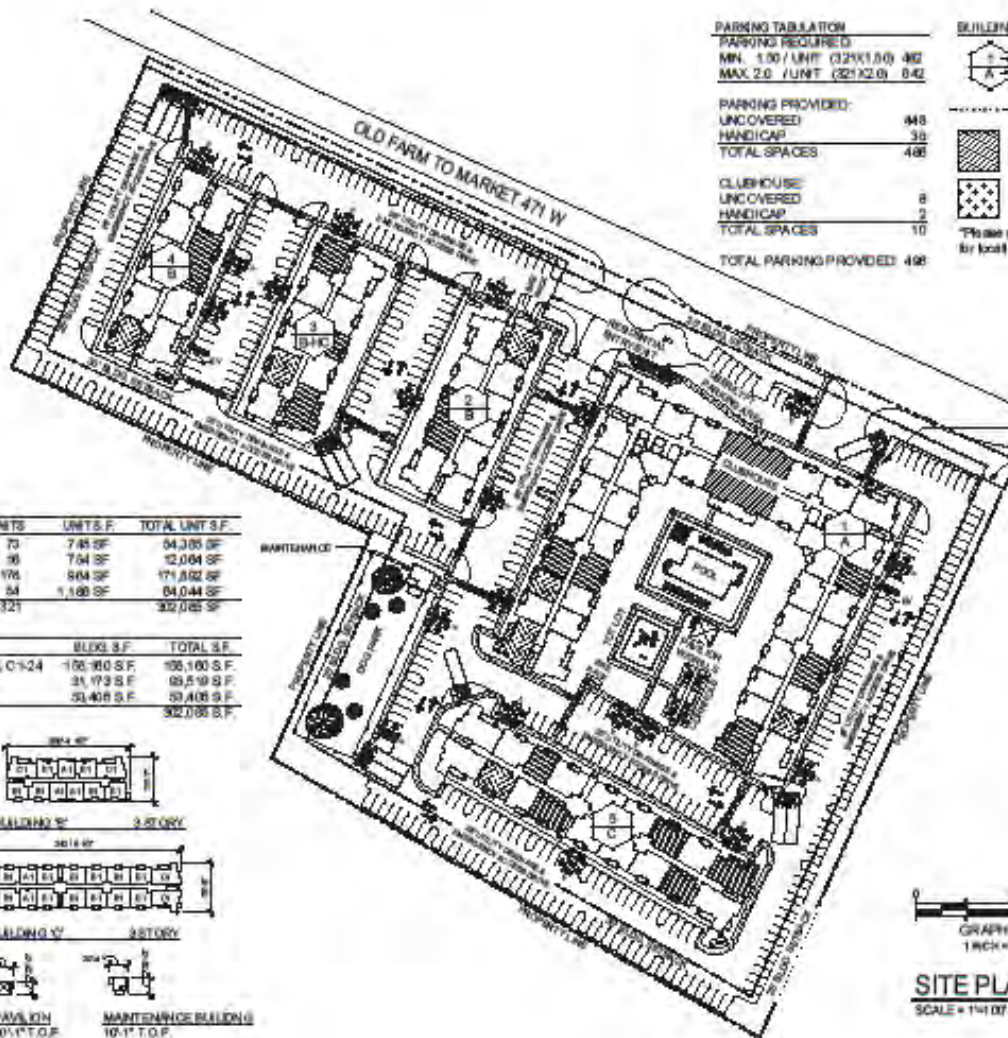
PARKING TABULATION

PARKING PROVIDED:	
MIN. 1.00 / UNIT (321X1.00)	321
MAX. 2.0 / UNIT (321X2.0)	642
PARKING PROVIDED:	
UNCOVERED	448
HANDICAP	38
TOTAL SPACES	486
CLUBHOUSE:	
UNCOVERED	8
HANDICAP	2
TOTAL SPACES	10
TOTAL PARKING PROVIDED:	496

BUILDING KEY

- BUILDING NUMBER
- BUILDING TYPE
- ACCESSIBLE ROUTE
- ACCESSIBLE UNITS
- HEARING & VISUAL

*Please refer to building plan sheets for location of floor locations (U.S.O.)



SITE PLAN
SCALE = 1/4" = 1'-0"



PALLADIUM OLD FM 471
SAN ANTONIO, TEXAS

A1.0
SITE PLAN
Drawn: 08/20

Completion: TBD
Total Units: 90



CONCEPTUAL RENDERING / PALLADIUM - LEWISVILLE



PROJECT DATA

3-STORY / 90-UNIT MULTI-FAMILY APT.
144 PROVIDED PARKING SPACES
INCLUDING 11 HC PARKING SPACES

PROPOSED 6' WIDE SIDEWALK

PLAYGROUND

PAVILION W/ CHARCOAL GRILL

SWIMMING POOL & DECK &
3' PERIMETER ORNAMENTAL
METAL FENCE

TUCK-UNDER CLUBHOUSE

RETAINING WALLS



8' MANSIONRY PERIMETER FENCE

RETAINING WALLS

SCREENED DUMPSTERS

8' MANSIONRY PERIMETER FENCE

EXIT ONLY /
EMERGENCY ENTRANCE WITH
KNOX BOX

Palladium Craig Ranch

7909 Collin McKinney Parkway, McKinney, Texas

In Development

Completion: TBD
Total Units: 327



Palladium 2910 Motley Senior Living

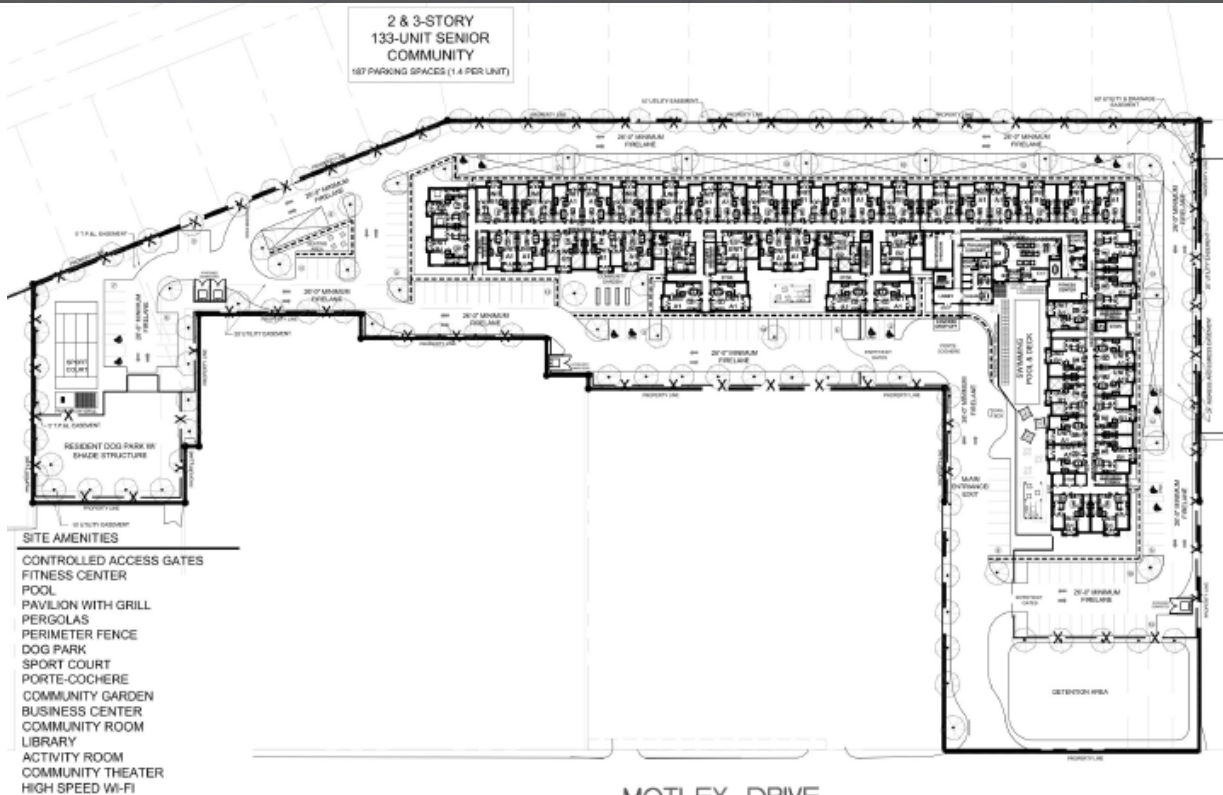
2910 Motley Drive, Mesquite, Texas

In Development

Completion: TBD
 Total Units: 133



FRONT VIEW / 2910 MOTLEY SENIOR LIVING
 SCALE: NTS



Palladium Mesquite

940 Military Parkway, Mesquite, Texas

In Development

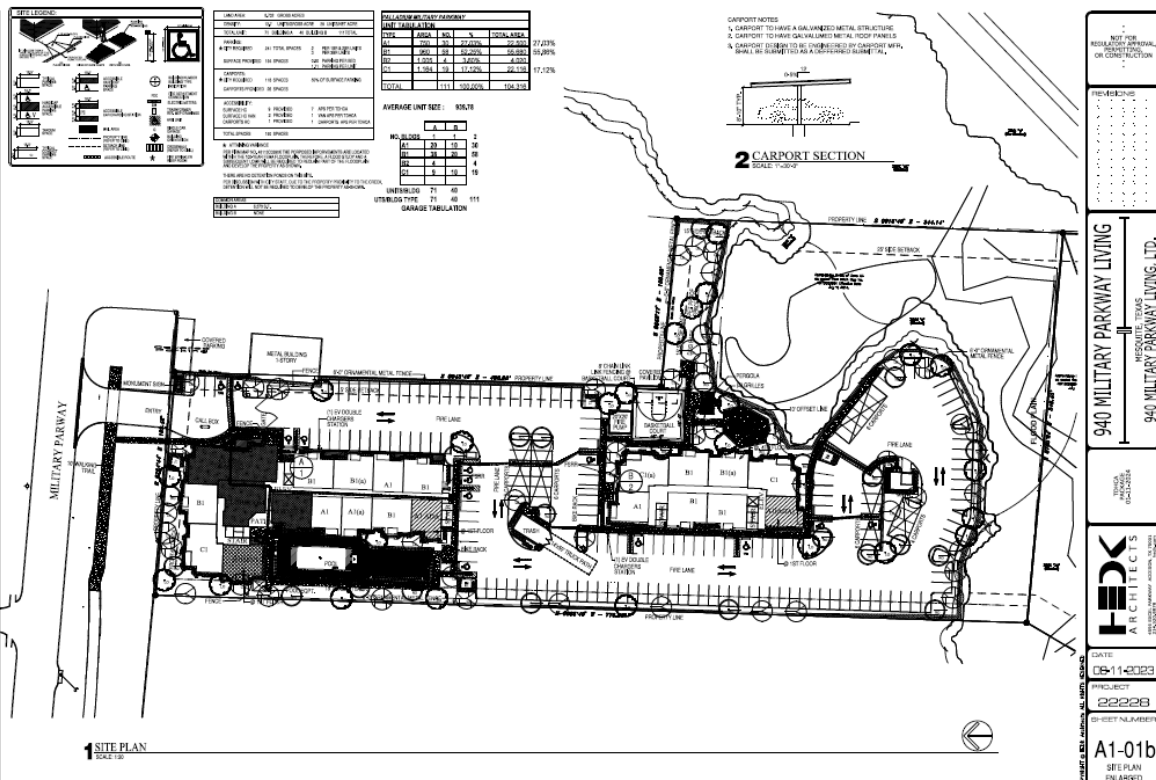
Completion: TBD
Total Units: 111



940 MILITARY PARKWAY LIVING PERSPECTIVE

Mesquite, Texas

22228 / 08.28.2023
Palladium USA



Palladium Cockrell Hill Senior Living

3606 S Cockrell Hill Road, Dallas, Texas

In Development

Completion: TBD

Total Units: 120



SITE DATA

5.37 ACRES

120 UNITS
22 UNITS PER ACRE

SITE AMENITIES
 CONTROLLED ACCESS GATE
 COURTESY PATROL SERVICE
 FITNESS CENTER
 SWIMMING POOL
 PERIMETER FENCE
 COVERED PATIO
 PAVILION W/ GRILLS
 BUSINESS CENTER
 HIGH-SPEED WIFI
 PORTE COCHERE
 PICKLE BALL COURT
 THEATER ROOM
 GAME/CRAFT ROOM
 WASHER/DRYER
 LIBRARY
 RAISED PLANTER BED

PARKING TABULATION

PARKING REQUIRED:
 1.0 PER DWELLING UNIT
 TOTAL SPACES 120

PARKING PROVIDED:
 PARKING 164
 HANDICAP 12
 TOTAL SPACES 176

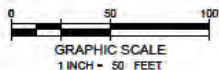
CLUBHOUSE:
 PARKING 5
 HANDICAP 2
 TOTAL SPACES 7

OVERALL PARKING SPACES: 183

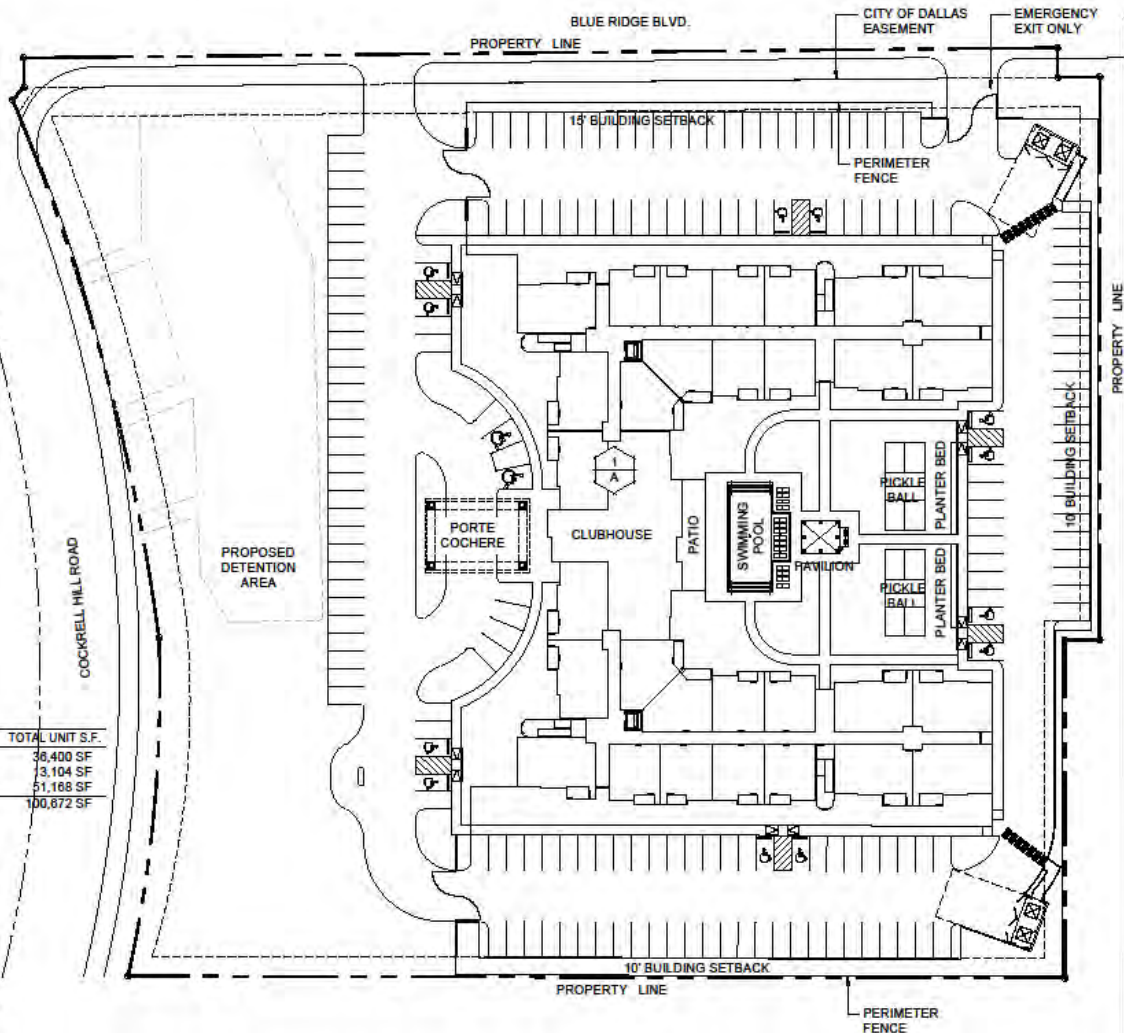
UNIT TABULATION

UNIT TYPE	# UNITS	UNIT S.F.	TOTAL UNIT S.F.
A1 ONE BEDROOM, ONE BATH	52	700 SF	36,400 SF
A2 ONE BEDROOM, ONE BATH	16	819 SF	13,104 SF
B1 TWO BEDROOM, TWO BATH	52	984 SF	51,168 SF
TOTAL	120		100,672 SF

PROPOSED 4 STORY BUILDING



SITE PLAN
 SCALE: 1" = 50'-0"



PALLADIUM COCKRELL HILL
 DALLAS, TEXAS

A1.0
 SITE PLAN

Copyright © 2021

Palladium Bissonnet Living

10112 Bissonnet St, Houston, Texas

In Development

Completion: TBD

Total Units: 121



10112 Bissonnet Living Proposed Rendering

Houston, Texas



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PALLADIUM BISSONNET APTS SCHEMATIC SITE PLAN #2

Houston, TX

DATE: 11/11/2021



Palladium Buckner Station

Buckner Road & Elam Road, Dallas, Texas

In Development

Completion: TBD

Total Units: 304

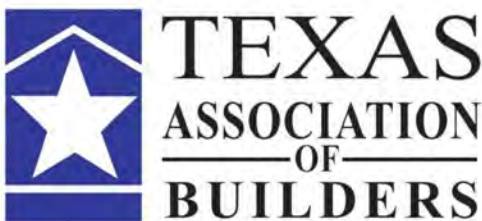


NE CORNER VIEW / PALLADIUM AT BUCKNER STATION

SCALE: NTS



Trade Association Memberships



Industry Awards:

- **NALHFA, Home Excellence Award; Palladium USA International, Inc.
Palladium RedBird Apartments**
- **NCDA, Audrey Nelson National Community Development Award;
Palladium USA International, Inc.
Palladium RedBird Apartments**
- **NAHB Pillars - Best New Loft Community Winner; Palladium USA
International, Inc.
Canal Side Lofts Apartments**
- **HBA of Dallas, McSam Award - Best Multifamily Rental Community
Winner; Palladium USA International, Inc.
Grand Treviso Apartments**
- **NAHB Pillars - Most Creative Financing Winner; Palladium USA
International, Inc.
Grand Treviso Apartments**
- **Multifamily Executive - Best High Rise Multifamily Development
Winner; Palladium USA International, Inc.
Grand Treviso Apartments**
- **NAHB Pillars - Best High Rise Finalist; Palladium USA
International, Inc.
Grand Treviso Apartments**
- **NAHB Pillars - Best High Rise Finalist; Palladium USA International,
Inc.
Verona Apartment Homes**
- **KIWANIS of Venus - 2022 Newcomer Business of the Year; Palladium
USA International, Inc.**

Industry Awards:

- **NAHB Pillars, Best Leasing Center Winner; Grand Venetian Apartments**
- **Plano Award Program, Best of Plano Award; Cottages at Tulane**
- **MHN Real Estate Research, Top Multifamily Development Firms; Palladium USA, Inc. Ranked 40th**
- **MHN Real Estate Research, 2022 Top Commercial Development Firms, Palladium USA, Inc. Ranked 24th**
- **Multifamily Executive - Best High Rise Multifamily Development Winner; Palladium USA International, Inc. Grand Treviso Apartments**
- **Southeast Fort Worth, Inc., “Devoyd “Dee” Jennings Founder Emeritus Honor; Palladium USA, Inc.**
- **AT&T Connected Communities, Outstanding Community Award, Palladium RedBird**

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

By the submission of this response, Palladium USA International, Inc. 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: Palladium USA International, Inc.

Signature: 

Name: Thomas E. Huth

Title: President and CEO

Date: 10/1/2024



Certification Regarding Outstanding Litigation

I, Thomas E. Huth, certify that Palladium USA International, Inc., and any affiliate entities are not involved in:

- i. Any complaints filed against it related to the delivery of any professional or licensed services; nor
- ii. Have ever been terminated (whether with or without cause) prior to completing a project.

Within the last 5 years, Palladium USA International, Inc. is involved in, as plaintiff, United States District Court NORTHERN DISTRICT OF TEXAS DALLAS DIVISION CIVIL ACTION NO. 3:21-CV-2324-S relating to a copyright claim.

Name of Organization: Palladium USA International, Inc.

Signature:  _____

Name: Thomas E. Huth

Title: President and CEO

Date: 10/1/2024

**EXHIBIT C
CERTIFICATION REGARDING LOBBYING**

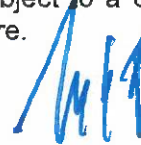
I, Thomas E. Huth, hereby certify on behalf of Palladium USA International, Inc.
(insert name of respondent) and its key principals that:

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