

**Trotter, Marquita L.**

---

**From:** Julie Collier [JCollier@flco.com]  
**Sent:** Friday, June 10, 2016 1:42 PM  
**To:** Davis, Karen A.  
**Subject:** F&C - NMB

Hi, Karen –

In response to your questions regarding our proposal for the North Mansion Block, please see below. I'm sorry we haven't been able to connect today. I am available via my cell phone [REDACTED]

1. Can we park residents off site?
  - a. I think we can consider this, but what this does is reduces the amount of rent we can charge, and increases the amount of subsidy we would need to make the deal work.
2. Regarding the concern about 200 units
  - a. We have developed 200+ units in far smaller communities. We are not concerned with this number. See linked project sheets for some project samples <https://flco.box.com/s/ix10a8u99kn1o28xtwu71h7yiyqrkd24>. All of our mixed-use projects have achieved their lease-up goals.
3. What is the cost if the YWCA is taken out?
  - a. The subsidy needed would be similar or may increase because with the YWCA we are able to use historic tax credits
4. All market rate?
  - a. The subsidy needed may increase slightly if the YWCA is not used because we will not have the historic credits.
5. University of Illinois-Springfield
  - a. Our Cosmopolitan development in downtown Indianapolis has catered to IUPUI and medical resident students since it was opened in 2009.
  - b. We have met with and spoken to the University of Illinois Springfield and the Southern Illinois University med school

I'd like to catch up more with you via phone call about a 9% LIHTC and historic credit deal in the YWCA, with market rate on the remainder of the site. This 9%/historic credit structure is something we've done a lot of on the affordable side and they have truly been community success stories.

We are very happy that you all are interested in working with us, and about continuing this open dialogue about the project. We would love for you all to come visit us in Indianapolis to learn more about who we are, discuss a Springfield project in more detail, and see some of our developments. Are you guys available June 27<sup>th</sup> or 28<sup>th</sup>? 😊

Kindest,  
Julie

**Julie Collier**  
Developer



8900 Keystone Crossing, Suite 1200  
Indianapolis, IN 46240  
e-mail: [jcollier@flco.com](mailto:jcollier@flco.com)