

Audio file

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Transcript

00:00:02 Speaker 1

The charismatic Manchester mayor is on a mission.

00:00:33 Speaker 2

All right.

00:00:36 Speaker 2

We'll wait a few minutes for folks to roll in here.

00:01:13 Speaker 3

Bhuvrt.

00:04:36 Speaker 2

Okay, folks, we're going to give folks a couple minutes to try to get on here and make sure they're all there.

00:04:42 Speaker 2

Request for qualifications number 2026-0001, which is a request for qualifications for a master developer.

00:04:51 Speaker 2

Or in this instance, a development partner.

00:04:53 Speaker 2

So we'll give a few minutes for folks to get in on the call and then we'll get started.

00:06:51 Speaker 4

Okay, I'm in there.

00:06:54 Speaker 4

Can you hear me?

00:06:59 Speaker 2

I think you are either on mute or I'm on mute.

00:07:01 Speaker 2

I'm not sure which one is right.

00:07:04 Speaker 4

Yeah.

00:07:05 Speaker 2

Isabel, can you hear me?

00:07:06 Speaker 4

Yes, I can hear you.

00:07:09 Speaker 2

Okay, but I can't hear you.

00:07:11 Speaker 4

Oh, let me see what's going on here.

00:07:20 Speaker 4

Yeah, I'm not on mute.

00:07:22 Speaker 2

OK.

00:07:23 Speaker 2

I got you now.

00:07:24 Speaker 2

Took it a second.

00:07:25 Speaker 4

OK.

00:07:25 Speaker 2

I got it.

00:07:26 Speaker 2

All right, great.

00:07:27 Speaker 2

So we're going to wait just a couple minutes.

00:07:30 Speaker 2

Did you all send the link to everyone that requested it?

00:07:34 Speaker 4

Yes.

00:07:36 Speaker 2

They all got-- We'll wait a couple more minutes.

00:07:38 Speaker 2

OK, we'll start in about 1:35.

00:07:42 Speaker 2

There's no immediate rush.

00:07:49 Speaker 2

We'll get started.

00:07:50 Speaker 2

How's everything going?

00:07:51 Speaker 4

Looks like Dakota is on mute.

00:07:57 Speaker 5

Hi, yes, ma'am.

00:07:59 Speaker 4

Okay.

00:08:00 Speaker 4

Hi.

00:08:01 Speaker 2

Okay.

00:08:01 Speaker 5

Hi, how are you?

00:08:04 Speaker 4

Great.

00:08:10 Speaker 4

See.

00:08:13 Speaker 2

All right.

00:08:14 Speaker 2

Okay, there's another person that just entered.

00:08:28 Speaker 4

Okay.

00:08:28 Speaker 4

I'm gonna go ahead and put myself on mute until everybody gets in.

00:08:38 Speaker 2

Yeah.

00:08:52 Speaker 2

All right, so this 135, we're going to go ahead and get started.

00:08:58 Speaker 2

I would like you all to know that this particular meeting is being recorded.

00:09:04 Speaker 2

I am Henry Alvarez.

00:09:07 Speaker 2

I'm the executive director of the New Braunfels Housing Authority, and we're here to have a 2026-0001, which is a request for qualifications for development partners.

00:09:22 Speaker 2

by the New Braunfels Housing Authority.

00:09:25 Speaker 2

If you would all take a moment, if you would, you please announce your name, the company or whatever you're representing and your role in just a moment.

00:09:40 Speaker 2

So when we are all done, we will prepare a transcript.

00:09:44 Speaker 2

It will not be an exact transcript, but we'll do the question and answers in the form of an amendment.

00:09:54 Speaker 2

that will send out in the next couple of days in any regard to identify yourself by name my name is Henry Alvarez I'm the executive director of the New Braunfels Housing Authority and my role here is to host the conference.

00:10:25 Speaker 3

Would you like one of us to go?

00:10:29 Speaker 3

Hey there, I'm Jeff Anderson.

00:10:31 Speaker 2

Go right ahead in any order you'd like.

00:10:33 Speaker 3

Okay, sorry.

00:10:34 Speaker 3

Yeah, Jeff Anderson.

00:10:35 Speaker 3

I'm a principal of Good Housing Partnership.

00:10:37 Speaker 3

We're a development company that partners with housing authorities on these sort of conversions.

00:10:46 Speaker 5

This is Dakota.

00:10:47 Speaker 2

Thank you.

00:10:48 Speaker 2

Welcome, Jeff.

00:10:50 Speaker 5

This is Dakota with Penrose.

00:10:54 Speaker 5

I'm a developer with the organization.

00:11:07 Speaker 4

Guess I'll introduce myself.

00:11:09 Speaker 4

My name is Isabel Lee.

00:11:11 Speaker 4

I'm the administrative supervisor for the New Braunfels Housing Authority, and Henry and I work together.

00:11:31 Speaker 2

So I think that leaves Mr.

00:11:32 Speaker 2

Mr.

00:11:33 Speaker 2

Reiser, Max Reiser, if you would just identify.

00:11:50 Speaker 4

Can you hear me?

00:11:54 Speaker 2

We can hear you now.

00:11:56 Speaker 6

Sorry.

00:11:56 Speaker 6

Yeah, I just got a new computer.

00:11:58 Speaker 6

I just working out the kinks.

00:12:00 Speaker 6

My name is Max Reeser.

00:12:01 Speaker 6

I am a project manager with Good Housing Partnership working with Jeff Anderson.

00:12:12 Speaker 2

Okay, great.

00:12:12 Speaker 2

So, as you all know, the New Bronfels Housing Authority is seeking a development partner to reposition its public housing products in New Braunfels.

00:12:24 Speaker 2

There are two specific locations, but it is one HUD project.

00:12:29 Speaker 2

It is 100.

00:12:37 Speaker 2

project labeled Texas 343.

00:12:41 Speaker 2

It is a 100 and 7300 Landa Place and it is primarily a tilt-up concrete building in a hospital configuration consisting of studios or efficiencies and one bedroom.

00:12:55 Speaker 2

The typical size is 375 square feet to 425 square feet.

00:13:08 Speaker 2

And it is basically 30.

00:13:11 Speaker 2

I think there might be one one bedroom there, but there are two bedrooms and three bedrooms.

00:13:14 Speaker 2

And so basically we are looking for someone to assist us in helping us reposition this property.

00:13:26 Speaker 2

The we have a specific issue related to the Texas Department of Housing and Development Agency because we have an adjacent product being that we are partnering on next door to the Villas Arena site.

00:13:40 Speaker 2

That property as a result is within what's considered to be the proximity rule within

00:13:52 Speaker 2

a census tract of the existing CA has, the Texas Department of Housing Affairs has a rule that says you can't develop registration program from the Department of Housing and Urban Development, RAD, to our understanding, would allow us to score more favorably on the low income housing tax credit application.

00:14:23 Speaker 2

So as a result, one could take that Villa Serena site, which is approximately 16 acres, and either do a single development of a modest quantity or a phase development of several modest quantities, depending upon what your approach is.

00:14:41 Speaker 2

The RFP calls for certain specific activities that we would like to see within the product.

00:14:47 Speaker 2

And if you have questions about any and all things, now is the time you may ask them.

00:15:04 Speaker 5

This is Dakota Corville with Penrose.

00:15:06 Speaker 5

Has the agency done any capital needs assessments or subsequent reports or will be willing to share any financials, audits, etc.

00:15:16 Speaker 5

with potential applicants so we could run analysis to be able to present the best plan we could come up with.

00:15:26 Speaker 2

We, if a respondent believes that to create their response, they need additional information, including financials, needs assessments or any other inspection reports, any other things, we can provide the information that we have.

00:15:48 Speaker 2

We'll put it together for you.

00:15:49 Speaker 2

We've had a recent, what used to be REAC is now called Inspire Inspection of

00:15:57 Speaker 2

both properties, we will certainly get that to you.

00:15:59 Speaker 2

We will get our most recent FA score.

00:16:02 Speaker 2

We have our audited financials, which we can provide to you.

00:16:06 Speaker 2

To my understanding, there has been a previous response to a previous RFP, but that submitted in their proposals.

00:16:19 Speaker 2

We can certainly provide for you those responses.

00:16:24 Speaker 2

But we will provide it to all of you and we will base that, we will just post that in an amendment as well as the particular scoring activity by the Texas Department of Housing and Community Affairs where the developers application scored like #17, which put us out of the process because of this proximity rule.

00:16:52 Speaker 2

We'll put those on the website.

00:16:55 Speaker 2

We'll start getting what you need and we'll put it out in an amendment.

00:16:59 Speaker 5

Great, thank you.

00:17:00 Speaker 5

And I might have missed it.

00:17:01 Speaker 5

Have your units been previously converted to RAD or will the applicant need to take the units potentially through the RAD process?

00:17:11 Speaker 2

We are expecting the development entity to give us the best

00:17:19 Speaker 2

course of action.

00:17:21 Speaker 2

RAD is a part of our public housing PHA plan.

00:17:25 Speaker 2

However, we have not utilized the RAD product prior to now.

00:17:31 Speaker 5

Great.

00:17:31 Speaker 5

And last question, is the authority, does the authority have any fair call capacity that they wish the developer or applicant to use?

00:17:44 Speaker 2

We will leave that up to you all.

00:17:47 Speaker 2

And I imagine you're talking about tax exemptions and things of that nature.

00:17:51 Speaker 2

We will leave that up to you all to tell us what you expect the role of the housing authority to be.

00:17:59 Speaker 2

We do, however, as you know, with the lean element by the federal government, we own the land.

00:18:08 Speaker 5

Correct.

00:18:10 Speaker 5

Well, I appreciate it.

00:18:11 Speaker 5

Thank you so much.

00:18:11 Speaker 5

That's the end of my questions.

00:18:13 Speaker 2

Okay, no problem.

00:18:15 Speaker 2

Anyone else?

00:18:18 Speaker 2

We've got a new, hang on just a moment, we're going to pause.

00:18:21 Speaker 2

We have a new entry, I believe.

00:18:23 Speaker 2

Mr.

00:18:24 Speaker 2

Holster, would you identify yourself, the organization you represent, and your role?

00:18:29 Speaker 2

By the way, this meeting is being recorded just so we can have some element of what's happening.

00:18:37 Speaker 7

Thank you very much.

00:18:38 Speaker 7

My name is Jim Holster.

00:18:39 Speaker 7

I'm just an interested party living here in New Braunfels and have followed the housing authority for several years.

00:18:45 Speaker 7

So I'm interested in any conversion or changes.

00:18:48 Speaker 7

Thank you.

00:18:49 Speaker 2

Great.

00:18:50 Speaker 2

Thank you.

00:18:50 Speaker 2

Any further questions, folks?

00:19:04 Speaker 2

I know it's tough to live in silence, but it's 9.45.

00:19:07 Speaker 2

We're going to, I mean, it's 1.45.

00:19:09 Speaker 2

We're going to allow 5 minutes just in case there are any other purveyors of interest.

00:19:15 Speaker 2

And then we will close this pre-conference discussion.

00:19:19 Speaker 2

Again, given the questions that have arisen and the thought process related to the ongoing packaging of a development response, we will put those documents as we interpreted them to be

00:19:32 Speaker 2

on our website, and we will create for you an amendment that we will send out to everyone, whoever has responded to the RFP, and we will make sure that you get the information that you need in order to put together the best package possible.

00:19:53 Speaker 2

So at 1.50, we'll close this, but we're going to be in silence here for a few minutes, unless if you think of any other questions, please feel free to ask.

00:21:09 Speaker 2

So as we roll into the last few minutes, I'm going to give the typical proverbial HUD required announcements here in the end.

00:21:18 Speaker 2

Again, I want to remind everyone that we will provide an amendment that covers the content of this call.

00:21:27 Speaker 2

There will be a recording that we will post on the website for your benefit.

00:21:31 Speaker 2

However, we will put as well all

00:21:35 Speaker 2

all interpreted documents that we interpret from the call available to you to the best of our ability.

00:21:40 Speaker 2

If there's something else that you may need, this is an important part of the announcement.

00:21:44 Speaker 2

Remember, during the course of the request for for qualifications until our board takes an action or does not take an action, there can be no contact with our staff, myself or anyone else associated with the city of New Braunfels other than

00:22:02 Speaker 2

requesting information from info@nbha.us.

00:22:09 Speaker 2

If you have any questions following this conversation, they must go through info@nbha.us.

00:22:18 Speaker 2

If you were to call a staff member more than once, we're going to anticipate that that was a purposeful call and it could lead up to disqualification from the process.

00:22:30 Speaker 2

Just want to remind everyone that there are specific elements in the procurement rules under the Department of Housing and Urban Development inclusive in this HUD, this RFQ document that we publish that contact with staff, our board, city officials, or anyone of that nature is subject to disqualification.

00:22:49 Speaker 2

So I want to be clear about that during the process.

00:22:52 Speaker 2

If you've talked to me before or you asked me to send you to RFP, none of that is relevant,

00:22:56 Speaker 2

But from the date of the production of this RFQ or the posting of the RFQ, as well as up until the point that the board either makes a decision or makes a non-decision, you are prohibited from having any of that type of contact.

00:23:13 Speaker 2

So it is now 149, and we will close this pre-conference

00:23:21 Speaker 2

discussion, and I wish you all the best of luck as we move forward.

00:23:27 Speaker 2

Given that you've asked for a significant amount of materials, we may extend the the submission date because we're gonna have to gather all this stuff

00:23:41 Speaker 2

make it digital and make it available to you could take a couple of days.

00:23:45 Speaker 2

So basically I would expect between now and Wednesday of next week we'll have all that stuff up on the website and it's likely we might extend the submission date by

00:23:57 Speaker 2

probably not more than one week.

00:23:59 Speaker 2

So I would look for that.

00:24:01 Speaker 2

We'll have that notated in the amendment.

00:24:03 Speaker 2

I think with some reasonable certainty, that's probably a good idea.

00:24:07 Speaker 2

So we'll look forward to that.

00:24:08 Speaker 2

And with that, I thank you all for participating.

00:24:10 Speaker 2

Have a great evening.

00:24:11 Speaker 2

It's a pleasure meeting you all.

00:24:13 Speaker 2

Look forward to seeing your responses.

00:24:15 Speaker 2

And if you are the principal bidder that wins the solicitation, we look forward to working with you.

00:24:23 Speaker 2

Thank you all.

00:24:25 Speaker 2

Thank you.

00:24:27 Speaker 6

Thank you.