

EXHIBIT 5

Exhibit 5: Evidence of Track Record Preserving and Redeveloping Similar Projects

1. Groton Housing Authority

- a. Date: 2014, 2016
- b. Contact Person: Susan Cullen, Town of Groton
- c. Phone Number: (860) 446-5990
- d. Description: ECHO secured two grants from CDBG Small Cities and 3 HTTC awards for preservation work performed at the Groton Housing Authority in the amount of \$2.6M in 2014 and 2016 and provided all the construction management through to completion.

2. Mystic River Homes

- a. Date: 2017
- b. Contact Person: Wendy Hayes
- c. Phone Number: (860) 536-3965
- d. Description: In 2017, ECHO secured \$1.3M for preservation work to be performed at the Mystic River Homes and provided all the construction management through to completion.

3. Quebec Square

- a. Date: 2010
- b. Contact Person: Sarah Schoppe
- c. Phone Number: (860) 963-6829
- d. Description: \$1.2M invested in preservation activities from HTCC and Eversource and provided all the construction management through to completion.

EXHIBIT 6

Exhibit 6: Evidence of Track Record Securing Financing from DOH, HUD and/or CHFA

ECHO's experience in affordable housing development has included private-lender construction and permanent financing as well as a wide range of state and federal grant and loan programs. ECHO has existing lending relationships with Citizens Bank, Liberty Bank, Dime Bank, and Capital for Change (previously the Connecticut Housing Investment Fund) and has utilized other Connecticut-based banks for construction loans in the past.

Virtually every affordable housing development requires grant assistance and/or permanent loans with terms more favorable than are obtainable in the private market. ECHO has extensive experience in combining grant and loan programs to ensure that the financial structure of the development is sustainable over the long term. In carrying out past and current development projects, ECHO has utilized the following programs:

- HUD HOME Program: One direct \$1.6 million grant, awarded through DOH/DECD, for a current project. Two grants, awarded to municipalities, on which ECHO served as project developer.
- HUD Section 8: ECHO operates one of its multi-family developments under a project-based Section 8 contract and has undertaken major rehabilitation on two developments owned by other non-profits which are supported by Section 8 contracts.
- HUD Community Development Block Grant Program: Multiple developments supported by CDBG funding through municipalities.
- HUD Lead Abatement Programs: ECHO has completed development of numerous single- and multi-family properties with lead program funding through the Cities of Norwich and New London.
- HUD Neighborhood Stabilization Program: ECHO has developed both single-family and multi-family housing as a sub-grantee of NSP funding through the Cities of Norwich and New London.
- State Grant Funding through DOH/DECD: ECHO has been the recipient of three State grants for housing development totaling \$5.3 million.
- CHFA Permanent Loan Programs: ECHO secured CHFA mortgage loans for two of its multi-family developments; both are still in effect and current.
- CHFA Housing Tax Credit Contribution Program: Through the HTCCP Program, ECHO has secured and sold tax credits for its own projects and those of partner non-profits on 16 occasions, yielding a total of over \$5.6 million in development funding.

1. See attached list of Grant Application Experience
2. See attached reference from Karen Santana, Connecticut Department of Housing

GRANT APPLICATION EXPERIENCE

(This table lists housing development grants received by ECHO, and grants received by other organizations for whom ECHO acted as principal grant writer and manager through 2016.)

Grant Program/Agency	Project Name	Grant Amount	Year
FLEX Program/CT DOH	Home New London Program, New London	\$ 2,587,000	2016
HOME Program/ CT DECD	Hempstead Revitalization Project, New London	\$ 1,620,738	2007
	American Dream Downpayment Initiative	\$ 1,097,232	2005
	Groton Homeownership Project	\$ 328,330	1998
CDBG, Small Cities/ CT DOH	Pequot Village I Rehabilitation, Phase 2, Groton	\$ 800,000	2016
	Pequot Village I Rehabilitation, Phase 1, Groton	\$ 800,000	2014
Land Bank/Land Trust Program/DOH	Regional Land Lease Homeownership Project	\$700,000	1993
	Leffingwell Commons Multifamily, Norwich	\$ 2,000,000	1990
CT Housing Tax Credit Program/CHFA	Elizabeth St./Hillside Apartments, Norwich	\$ 336,250	2015
	Pequot Village II Rehabilitation	\$ 1,000,000	2014
	Tiffany Place, Brooklyn	\$ 800,000	2014
	NL County Downpayment Loan Program	\$ 290,000	2014
	Washington St. Apartments, Norwich	\$ 500,000	2013
	Broad Street Transitional Housing, New London	\$ 359,670	2013
	NL County Downpayment Loan Program	\$ 325,000	2012
	Quebec Square Apartments, Brooklyn	\$ 500,000	2012
	NL County Downpayment Loan Program	\$ 290,000	2011
	Vista/Taftville Apartments, Norwich	\$ 500,000	2011
	Quebec Square Apartments, Brooklyn	\$ 500,000	2010
	Prospect St. Apartments, Norwich	\$ 305,936	2010
	Division St. Apartments, Norwich	\$ 303,300	2009
	Lawton House Elderly Housing, Plainfield	\$ 500,000	2008
	Hillside Apartments, Norwich	\$ 500,000	2008
	Elizabeth St. Extension Apartments, Norwich	\$ 500,000	2007
	14 th St. Apartments, Norwich	\$ 486,200	2006
	Mechanic St. Apartments, Norwich	\$ 400,000	2005
	MASH Transitional Housing, Groton	\$ 285,675	2004
	Elizabeth St. Apartments, Norwich	\$ 254,200	2002
	Jail Hill Ownership Housing, Norwich	\$ 500,000	2001
	Groton Homeownership Project	\$ 400,000	2000
	Vista Apartments, Norwich	\$ 291,000	1998
	Taftville Apartments, Norwich	\$ 68,700	1994
	Groton Land Lease Homeownership Project	\$ 226,600	1994
	Eastern CT Rehab for Homeownership Project	\$ 224,500	1993
Neighborhood Assistance Act	Elizabeth St./Hillside Apartments	\$ 112,087	2015
	Vista/Taftville Apartments, Norwich	\$ 64,474	2012
Fed. Home Loan Bank AHP Program	Groton Homeownership Project	\$ 116,100	1999



Dannel P. Malloy
Governor

STATE OF CONNECTICUT
DEPARTMENT OF HOUSING



Evonne M. Klein
Commissioner

September 14, 2017

Sarah Schoppe
Putnam Housing Authority
123 Laconia Avenue
Putnam, CT 06260
putnamhousing@gmail.com

Re: Eastern Connecticut Housing Opportunities, Inc.

Dear Ms. Schoppe:

I have been asked to provide a letter in relation to the response by Eastern Connecticut Housing Opportunities, Inc. (ECHO) to your Request for Proposals to purchase property known as Tiffany Place in Brooklyn, CT.

I am currently the Department of Housing's (DOH) manager for a \$2.5 million grant contract with ECHO to fund their Home New London program to enhance homeownership opportunities in New London. This program is well underway. I also worked with ECHO under another DOH contract as part of the American Dream Downpayment Initiative (ADDI) several years ago.

ECHO also has a history of working with the Department of Housing and the Department of Economic and Community Development through municipal projects, in various capacities including grant writer, consultant, administrator, and compliance manager. These projects include the HOME program funded Hempstead Project in New London, and several projects in Groton funded through the Small Cities (CDBG) program, including the Groton Homeownership Project, Mystic River Homes, and Pequot Village Rehabilitation.

Sincerely,

Karen Santana

Karen Santana
Community Development Specialist


EXHIBIT 7

Exhibit 7: Conflict of Interest Statement & Supporting Documentation

I, Peter Battles, President, certify that no employee of Eastern Connecticut Housing Opportunities, Inc. or any of its Board of Directors has professional or personal financial interest that may be a conflict of interest with or involvement in THE BROOKLYN HOUSING AUTHORITY.

Further, I disclose that previously Eastern Connecticut Housing Opportunities, Inc. acted in the role of Housing Redevelopment Consultant from which ECHO received compensation from THE BROOKLYN HOUSING AUTHORITY.

Certified on the 6th day of September, 2017:



Peter Battles, President