

**Chris Austin**

Managing Principal of the Sacramento, CA Office

Chris is the Managing Principal of the Sacramento, California office of DPF. Chris has been working with the firm since 1998, and has been involved in providing consulting services on over 200 projects and the financing of over \$800 million in public improvements for developer and builder clients in California, Nevada and the state of Washington.

Chris's experience includes general real estate consulting matters with specialized experience in planning and implementing public financing districts, negotiating and documenting school district financing transactions, fiscal impact analysis, and development feasibility analysis for both residential and non-residential properties. Additionally, Chris has recently been involved in negotiating and tracking impact fee reimbursements for a recent portfolio acquisition from a national home building company. Chris has also worked on behalf of the development community throughout California in analyzing and negotiating Development Impact Fees.

At the California Building Industry Association (CBIA), he has served as a Committee Member on the Impact Fee Task Force. Chris is a member of the North State Building Industry Association, the Building Industry Association of Central California, the BIA of the Bay Area and the Urban Land Institute.

Chris received his Bachelor of Science degree in Finance from Arizona State University.

**Firm Experience and Service Areas:**

DPFG is a national real estate consulting firm that represents land developers and builders on many land use related matters. The firm specializes in providing land development and financing solutions in the local market for its clients which include, but are not limited to, to the following areas:

Fiscal Impact Analysis: The professionals at DPF have been and are currently involved in reviewing and/or preparing Fiscal Impact Analysis for over 100 projects and/or public agencies.

Development Impact Fee Analysis: The professionals at DPF have been and are currently involved in reviewing and/or preparing Development Impact Fee Analysis for over 100 projects and/or public agencies.

School District Mitigation Agreements: The professionals at DPF have been and are currently involved in over 200 school district mitigation agreements.

“Lookback Diagnostic” Services: The professionals at DPF have identified over \$125 MM in forgotten reimbursements for various regional and national builders.

Redevelopment District Analysis: The professionals at DPF have been and are currently involved in reviewing and/or preparing Redevelopment Analysis and Studies for over 100 projects.

Community Facilities District / Assessment District Financings: DPF is a widely recognized leader in representing land developers and builders in this arena. The professionals at DPF have been and are currently involved in over 2,100 of these types of taxing districts with over \$11 billion in bonds issued or to be issued.

Project Cash Flow Analysis / Valuation Analysis: The professionals at DPF have been and are currently involved in over 600 cash flow feasibility projects and related valuation analysis.

Project Management Services: The professionals at DPF have over 50 years of experience in commercial and residential project management services.



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Asset Management: The professionals at DPFPG have been and are currently providing Asset Management, Property Management, Project Due Diligence and Disposition Management Services to numerous regional and national commercial banks.

Property Tax Appeal Services: The professionals at DPFPG are currently working on over 4,000 Property Tax Appeals nationwide.

Capital Markets Group: The professionals at DPFPG has completed transactions of over \$1 billion in capital project sourcing, for new and existing projects.

Project/ Property Acquisition Due Diligence: The professionals at DPFPG have been and are currently providing project due diligence, feasibility and acquisition analysis for over 600 projects.

Fee Credit / Reimbursement Analysis: The professionals at DPFPG have been and are currently involved in reviewing and/or preparing Fee Credit and Reimbursement Analysis for over 120 projects.

Disclosure Reports: The professionals at DPFPG have been and are currently involved in reviewing and/or preparing various types of Disclosure Information for over 1,000 projects.

**Development Planning & Financing Group, Inc. – Corporate Profile:**

Development Planning & Financing Group, Inc. (DPFG) is a diversified national real estate consulting firm that delivers a multitude of service lines to a variety of business lines and industries. Combining unparalleled industry experience, the company is committed to assisting clients across the country with their unique needs by providing them with comprehensive, value-added solutions and professional, personal service. The company collaborates with clients to assist them in reducing project costs, mitigating risks, enhancing value and increasing project profitability.

The company offers clients customized services including, but not limited to, land secured public financing districts, school district, reimbursement and credit, fiscal impact, service districts, municipal district services, development impact fee, redevelopment district, affordable housing financing, other public financing, compliance, entitlement analysis, cash flow feasibility analysis, disclosure services, engineering services, project management services, capital markets services, and property tax appeals.

The company has strategic offices in California, Nevada, Idaho, Arizona, Texas, North Carolina, South Carolina and Florida serving builders, developers, financial institutions, lenders, investors, and other involved in the real estate industry. The company employs a diverse and highly skilled workforce with extensive backgrounds in management, finance, accounting and engineering.