



COLORAD SPRINGS URBAN RENEWAL AUTHORITY
30 S NEVADA AVE #600
COLORADO SPRINGS, CO 80903

To: Juriah Walker, Executive Director of the Colorado Springs Urban Renewal Authority

From: RJ Development (Ray O'Sullivan/James Buller)

Subject: Hancock Commons project in South East Colorado Springs, CO.

Dear Mr. Walker,

The purpose of this letter is to request the support of the Colorado Springs Urban Renewal Authority for the development of Hancock Commons project.

RJ Development and its principals Raymond O'Sullivan, James Buller and partner Michael Hausman, are acquiring approximately 20-acres of land near the convergence of Hancock Expressway and Chelton Road. The plan is to build approximately 132 Townhomes (for sale), 200+ apartments (for rent) and develop a 3.4-acre retail site at a newly created corner of Hancock Expy and Chelton Road. City traffic engineering has required us to abandon the curved portion of Hancock and straighten Hancock due East to connect to existing Hancock Expressway at Chelton Road. The project also involves the buildout of two or three ponds and completion of a section of channel to solve flooding issues in the immediate area. We have a budget provided by a Civil Engineering contractor for the Public improvements necessary to develop the site, which will be provided in a separate attachment (about \$4.8M).

Currently, there are only around 350 homes on the market in Colorado Springs (with a handful priced under \$400K). The new apartments being built downtown are Class A units with very high rent. This project lies between downtown and the airport (pretty close to the new Amazon facilities) and we have the opportunity to build Townhomes under the current zone, estimated to sell in the mid \$300K range as well as an apartment site, which may be a perfect fit for HUD. We have to go through a rigorous process to qualify the site for HUD apartment financing but believe this site is consistent with their mission. This will also allow us to charge more modest rents than the rents required for an Urban style apartment project, unlike new units



being built downtown COS. Our objective is to offer affordable housing designed for the work force that is growing rapidly in the surrounding area (downtown, Amazon, airport, etc.).

We believe Hancock Commons to be a good fit for the Urban Renewal Authority and their mission. The location of this project is a great infill opportunity for the South East part of Colorado Springs. We, hereby, request the consideration of this project for eligibility for the support of the Urban Renewal Authority.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Ray O'Sullivan', with a long, sweeping horizontal line extending to the right.

Ray O'Sullivan

(719) 491-1590

Rayosulli@gmail.com

RJ Development

17 S. Wahsatch Ave.

Colorado Springs, CO 80903