

TRAILHEAD COMMONS

City of Council Bluffs, Iowa
Request for Proposals
Redevelopment of Land Located south of Hwy 275 and between E. Manawa Drive and the Council Bluffs Country Club

June 26, 2025

Lutheran Family Services
for the well-being of all people

LockwoodDevelopment

Attachment F

Proposal Cover Page

Project Information

Project Name E. Manawa Subdivision - Project Titan

Organization Information

Name of Developer Lockwood Development

Mailing Address 12910 Pierce St. #110, Omaha NE 68144

Contact Person Lindsay Banks

Telephone 402.933.3663 Fax 402.933.3664

Email Address linsday@lockwooddev.com

Employer Identification Number 20-1327712 MBE/WBE Owned?

DUNS Number

Partners

Type	Name and Address	Contact Person
Project Development	Lutheran Family Services 7929 West Center Road Omaha, NE 68124	Mosah Goodman mosah.goodman@onelfs.org
Architectural Firm	Holland Basham Architects 119 S 49th Ave Omaha, NE 68132	Kurt Cisar kcisar@hollandbasham.com
Engineering Firm		
Lender		
Other (specify)	Lockwood Development - Fee Developer 12910 Pierce St. #110, Omaha, NE 68144	Lindsay Banks lindsay@lockwooddev.com
Other (specify)		

Project Summary

Lutheran Family Services, Lockwood Development and Holland Basham Architects are proud to partner with the City of Council Bluffs to bring forward a community-focused housing development within the newly proposed East Manawa Subdivision.

Lutheran Family Services has been serving the Greater Omaha and Council Bluffs communities for over 130 years, providing critical services in behavioral health, child and family support, and access to both affordable and market-rate housing. Building on this legacy, Lutheran Family Services is proud to partner with Lockwood Development—a full-service commercial real estate firm with deep experience across the entire development lifecycle, including acquisitions and entitlements, infrastructure, vertical construction, leasing, and long-term project stabilization.

Together, we are committed to delivering a cohesive development that aligns with the character of the Lake Manawa neighborhood and complements the broader vision for the 93-acre East Manawa Subdivision. Our approach is rooted in transparency, collaboration, and lasting partnerships. With decades of experience and a strong track record of working with both public and private stakeholders, we understand the importance of aligning project goals with community needs. These trusted relationships form the foundation of our work and are essential to our success in delivering high-quality, community-focused developments.

We recognize the significance of this project, as it provides a crucial housing option for a corridor that has historically faced limited housing availability. The East Manawa Subdivision will offer residents the opportunity to live in a walkable, community-driven environment, while also being conveniently located near some of Council Bluffs' largest employers and the highly desirable Lewis Central School District.

INSPIRING CONNECTION | **SHAPING COMMUNITIES** | **CULTIVATING DESTINATIONS**

Project Plans

Project Plans - Location & Surrounding Community

When starting this initiative, the development team quickly understood that connections to the outdoors are central to life here. Walking and biking trails lead residents through the neighborhood and beyond, connecting them to nearby parks, sports fields, educational facilities, and Lake Manawa State Park.

The E. Manawa Subdivision is conveniently located just south of Highway 275, offering residents direct access to major transportation routes, along with nearby recreational, educational, and shopping amenities.

With a significant portion of the target demographic made up of emerging families, proximity to the highly regarded Lewis Central School District provides access to one of the city's most sought-after educational systems, a key factor in long-term neighborhood appeal.

The surrounding area offers abundant outdoor amenities, including Lake Manawa State Park and a broad network of trails and bike paths that extend throughout the City of Council Bluffs. It's also just minutes from the city's primary retail centers—Metro Crossing and the Manawa Power Center.

This combination of strong schools, outdoor recreation, retail access, and regional connectivity creates a well-rounded, synergistic living environment that supports both an active lifestyle and lasting community value.

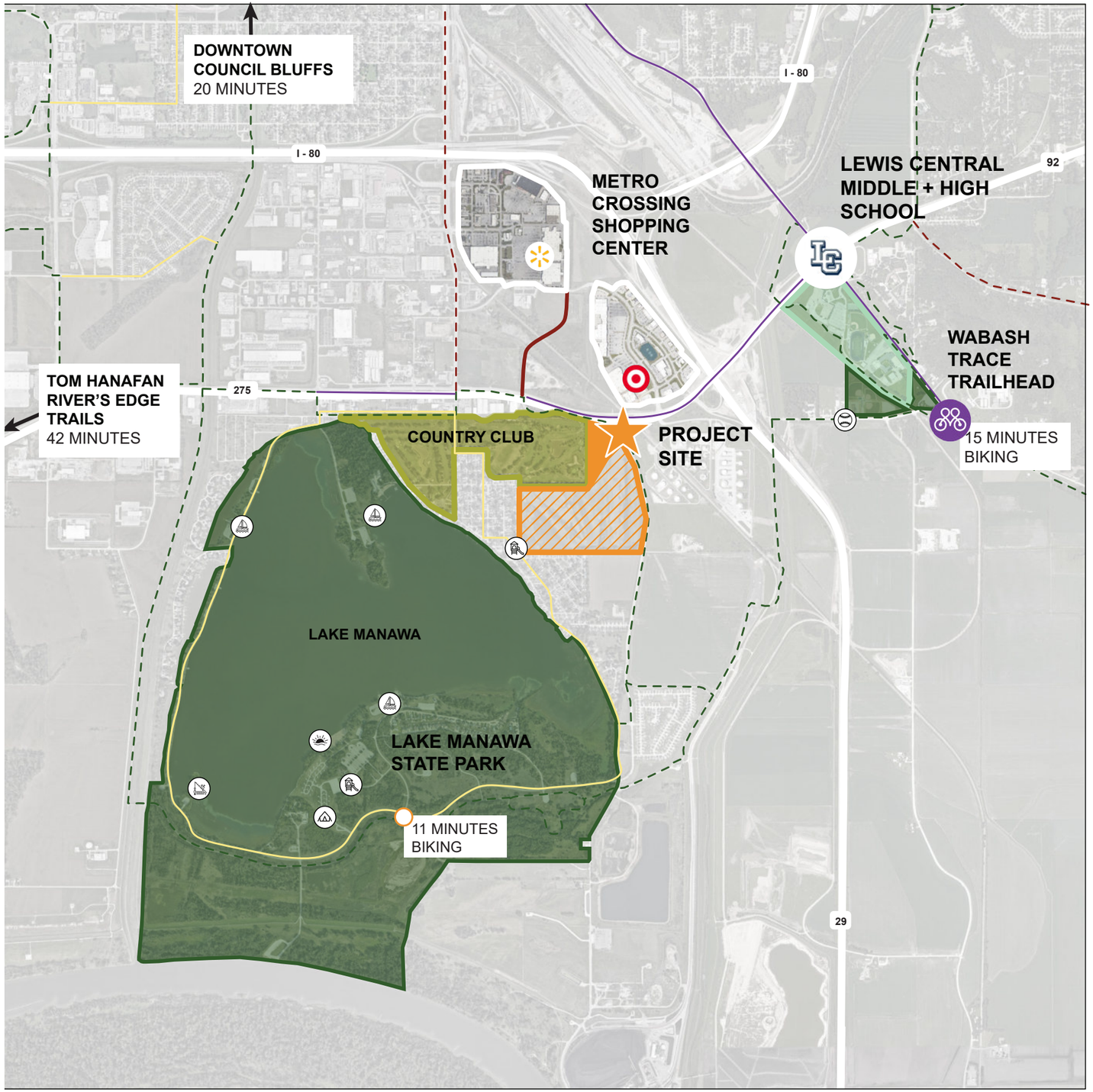
Community Engagement

Heartland Bike Share

Our development team has identified the importance of trail and bike connectivity and has held an initial meeting with Heartland Bike Share, who also expressed interest in establishing a presence within our project and the broader E. Manawa development.

As the E. Manawa subdivision continues to develop, there will be flexibility to relocate the station should stakeholders determine that a more central location would better serve the neighborhood. Heartland Bike Share's program includes annual memberships to check out e-bikes, connecting residents to over 125 square miles of destinations such as the Tom Hanafan Rivers Edge Park and Downtown Council Bluffs. This program also offers reduced rates for annual memberships for as low as $5 – which could be offered to residents, further promoting affordable and active lifestyles.

We are committed to collaborating closely on fundraising efforts to secure the necessary $60,000 for the installation of an initial e-bike station.



Key:

- PROJECT SITE
- EAST MANAWA SUBDIVISION
- COUNTRY CLUB
- TRAIL SYSTEM
- STATE PARK
- TRAIL
- PROPOSED TRAIL
- FUTURE ROAD
- LOW-VOLUME STREET ROUTE
- EXPERIENCED RIDER ROUTE
- HEARTLAND BIKE SHARE

Amenities:

- PLAYGROUND
- BEACH
- CAMPGROUND
- FISHING PIER
- BOAT LAUNCH
- BASEBALL FIELDS
- HEARTLAND BIKE SHARE
- TARGET
- WALMART + SAMS CLUB

Project Plans - Target Demographic

Our project aims to bring high-quality, for-lease apartment homes to encourage the remaining portion of the E Manawa development to maintain this standard of construction and design. Being at the forefront (both in timing and physical location) of the overall development, it is important that we set the standard and provide a quality entrance into the rest of the project.

A market study may be conducted to analyze whether the proposed allocation of unit sizes, floor plans, and amenities is suitable for this site. However, a conceptual site plan and floorplans have been provided. While we believe these plans will meet the needs of the community, we are flexible with the City's suggestions.

In addition to leveraging our local expertise and familiarity with the Council Bluffs area, we conducted a demographic analysis using ESRI's Tapestry Segmentation Reports for ZIP codes 51501 and 51503. The Tapestry Segmentation system classifies U.S. neighborhoods into 67 distinct lifestyle categories. The predominant segments for the Council Bluffs market are representative of our future residents.

The top 5 profiles are as follows:

- Traditional Living -34.5%
- Rustbelt Traditions - 20%
- Front Porches - 7.5%
- Metro Fusion - 6.5%
- Old & Newcomers - 5.5%

Additional segmentation details are available upon request.



RUSTBELT TRADITIONS

The backbone of older industrial cities in states, *Rustbelt Traditions* residents are a mix of married-couple families and singles living in older developments of single-family homes.

Average Household Size: 2.47

Median Age: 39.0

Median Household Income: $51,800

- Average household size is 2.47
- Nearly three quarters own their homes; nearly half of households have mortgages
- Family-oriented consumers who value time spent at home
- Most have lived, worked, and played in same area for years
- Most households have one to two vehicles



TRADITIONAL LIVING

Residents in this segment live primarily in low-density, settled neighborhoods. The households are a mix of married-couple families and singles. Many families encompass two generations who have lived and worked in the community; their children are likely to follow suit.

Average Household Size: 2.51

Median Age: 35.5

Median Household Income: $39,300

- Homes are primarily single family or duplexes in older neighborhoods, built before 1940
- Most neighborhoods are located in lower-density urban clusters of metro areas
- Cost-conscious consumers that are comfortable with brand loyalty, unless the price is too high
- Most households have one to two vehicles



FRONT PORCHES

Front Porches is a blend of household types, with more young families with children and more single households than average. Friends and family are central to residents and help to influence household buying decisions.

Average Household Size: 2.57

Median Age: 34.9

Median Household Income: $43,700

- Just over half the homes are occupied by renters
- Older, established neighborhoods; three quarters of all homes were built before 1980
- Single-parent families of singles living alone make up almost half of the households
- They seek adventure and strive to have fun
- Tend to own just one vehicle, but it is used only when needed



METRO FUSION

Metro Fusion is a young market. Many residents do not speak English fluently and have moved into their homes recently. Many households have young children; a quarter are single-parent families. Most residents live in midsize apartment buildings.

Average Household Size: 2.65

Median Age: 29.3

Median Household Income: $35,700

- Over 60% of the home are multiunit structures located in the urban periphery
- Three-quarters of residents are renters, and rents are about 13% less than US average
- Single-parent and single-person households make up over half of all households



OLD & NEWCOMERS

This market features singles' lifestyles, on a budget. *Old and Newcomers* is composed of neighborhoods in transition, populated by renters who are just beginning their careers or retiring.

Average Household Size: 2.12

Median Age: 39.4

Median Household Income: $44,900

- Metropolitan city dwellers
- Predominantly single households with a mix of married couples (no children)
- 45% of housing units are single-family dwellings; 45% are multiunit buildings in older neighborhoods, built before 1980
- They are attentive to environmental concerns
- Some are still in college; some are taking adult education classes

Project Plans - Creating Sense of Place

Trailhead Commons transforms 8.5 acres in Council Bluffs' East Manawa neighborhood into a vibrant, affordable community that feels open, modern, and distinctly connected to nature. As the first phase within a 93-acre master plan, **the story of Trailhead Commons begins with a vision: to create a place where affordability meets durability, where urban design embraces nature, and where every detail encourages residents to step outside and connect – with their neighbors, their surroundings, and themselves.**

RECHARGE	ENERGETIC	INCLUSIVE
SUPPORTIVE	WELCOMING	CONNECTED
GATHERING	REFLECTIVE	DYNAMIC

As the first project in a 93-acre vision, Trailhead Commons sets the tone for what's to come. Stone, fiber-cement panels, and wood create a tactile material palette that can flex with future phases while preserving Trailhead Commons' signature blend of durability and transparency. The design is also adaptable, ready to evolve with future phases while staying true to the character that makes this place special – urban in appearance, rooted in nature, and filled with possibilities. As the neighborhood grows, these materials – and the lovely public realm they enclose – will keep reinforcing a sense of place: a quality, attainable, active, and art-infused hub where the broader community of Council Bluffs and East Manawa neighborhood can come together.

Trailhead Commons isn't just that start of a development initiative; it's the trailhead for a healthier, more connected way of life for Iowans and guests.





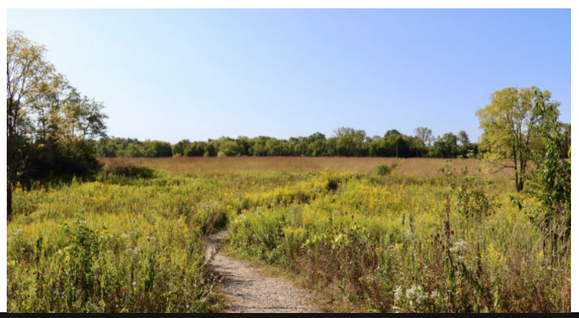












Project Plans - Site Plan & Project Stats

KEY

1. ENTRANCE SIGNAGE
2. DETENTION AREA
3. PUBLIC ART
4. COMMUNITY GARDEN
5. COMMUNITY FIRE PIT
6. PLAYGROUND
7. DOG PARK
8. CONNECTION TO FUTURE DEVELOPMENTS

UNIT TYPE

- 1-BED UNIT
- 2-BED UNIT
- 3-BED UNIT

SITE STATISTICS

8.5 ACRES / 370,260 SF

ZONING REQUIREMENTS

	R-3	PR
LOT AREA	8.5 ACRES	8.5 ACRES
SETBCKS		
FRONT YARD	20'	10'/20'
STREET SIDE YARD	15'	10'/15'
INTERIOR SIDE YARD	5'	10'
REAR YARD	20'	20'
HEIGHT	100'	60'
LOT COVERAGE	60% Max	45% Max

DEVELOPMENT STATISTICS

(4) BUILDING A
3 STORY GARDEN STYLE , 36 UNITS
(2) BUILDING B
3 STORY GARDEN STYLE , 21 UNITS
TOTAL UNITS: 186

UNITS MIX

1-BED	96	52%
2-BED	84	45%
3-BED	06	03%

PARKING STATISTICS

REQUIRED PER COUNCIL BLUFFS CODE:
1 STALL PER 1-BED UNIT, 1.5 PER 2-BED+
231 STALLS REQUIRED

MAX PER PR OVERLAY:
150% REQUIRED STALLS
346 STALLS MAX

TARGET:
1 STALL PER 1 BEDROOM
282 STALLS TARGET

PROVIDED:
282 STALLS SHOWN



Project Plans - Renderings







Project Plans - Elevations

The project blends masonry, warm wood accents, and generous glazing to create an urban aesthetic that stands up to the Midwest climate while remaining light, transparent, and welcoming.

Materials
The heart of the project is with the home. The residential buildings at Trailhead Commons are designed with the theme of "Connecting to Nature" and are rooted in natural materials. The building architecture tells a story of strength and openness.

Utilizing durable materials like stone and wood ground the buildings in the local environment. Large operable windows and private balconies allow an abundance of natural light into the homes giving residents views to Lake Manawa and connecting them to the surrounding characteristics of the neighborhood - drawing the outdoors inside.



1 / A3.11 Elevation - Building type A
SCALE: 1/8" = 1'-0"

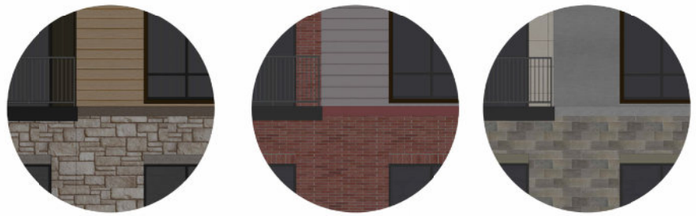


2 / A3.11 Elevation - Building type B
SCALE: 1/8" = 1'-0"

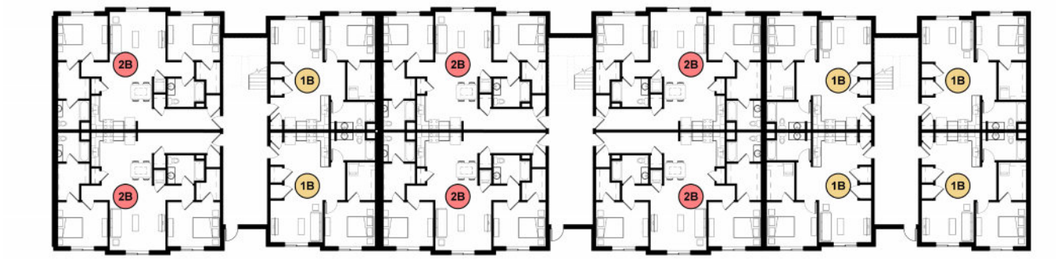
MATERIAL KEY

CONC-1: PRECAST CONCRETE SILL DARK GRAY
COM-1: COMPOSIT DECKING
FC-1: FIBER CEMENT VERTICAL SIDING - DARK BROWN
FC-2: FIBER CEMENT REVEAL PANEL SYSTEM - MEDIUM BROWN
FC-3: FIBER CEMENT LAP SIDING - LIGHT BROWN
MET-1: METAL FLASHING - CLEAR ANODIZED
MET-2: METAL PANEL - BLACK
STON-1: LIMESTONE

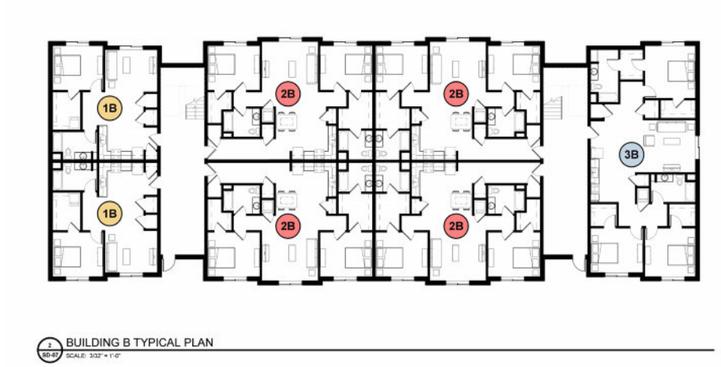
ALTERNATIVE MATERIALS:



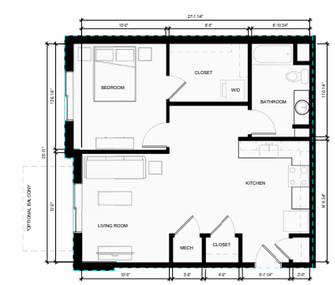
Project Plans - Floor Plans



BUILDING A TYPICAL PLAN
SCALE: 3/32" = 1'-0"



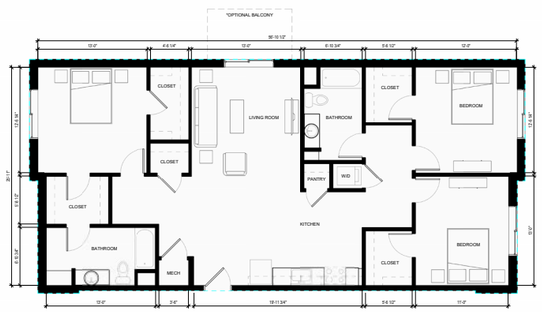
BUILDING B TYPICAL PLAN
SCALE: 3/32" = 1'-0"



1 BED
800 SF



2 BED
1,247 SF



3 BED
1,600 SF





Conceptual renderings of clubhouse and unit

Residents on the ground level enjoy direct access to courtyards and community spaces, making nature a daily companion. Inside, homes reflect today's lifestyle with open concept living areas providing flexibility to entertain, work, or enjoy relaxed time.

One-, two-, and three-bedroom homes are priced to remain attainable for East Manawa Families, young professionals, and seniors alike; every home is designed to be affordable without sacrificing comfort or quality.

In addition to the outdoor amenities, our indoor amenities include a Clubhouse equipped with a fitness center, mail/package room, storage units, bike fixing stations, a leasing office, and offices for Lutheran Family Services who will offer ongoing services and support for residents.

Project Plans - Precedent Images, Amenities

Club House Amenities

- Clubhouse Amenities
- Leasing Offices
- Lutheran Family Services Offices
- Clubroom
- Fitness Center
- Bike Repair Room

Site Amenities

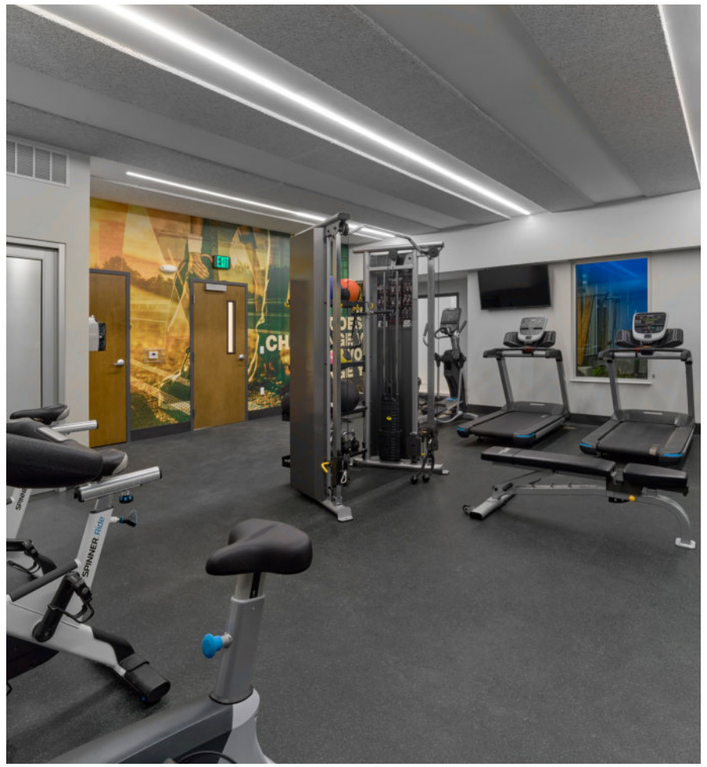
- Kids Play Area
- Community Garden
- Fire Pits
- Outdoor Grill Area
- Dog Park
- Access to Trails
- Heartland Bike Station

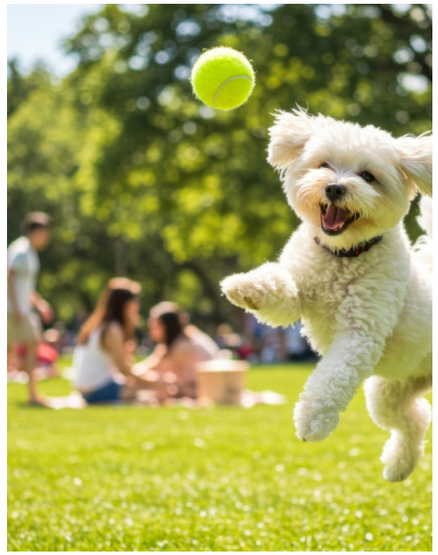
Unit Amenities

- Solid Surface Flooring
- Stainless Steel Applicances
- Steel Sinks
- Washer & Dryer in-unit
- Pets Welcome















Project Timeline

Project Timeline

In accordance with the City's objective outlined in the RFP, the project is scheduled to reach the occupancy phase no later than December 31, 2028. The construction timeline for the project is anticipated to span approximately 18 months from the start of site work to final completion. This timeline is subject to weather conditions, permitting, and other external factors, but reflects a typical duration for a project of this scope. All parties are committed to working to advance the project efficiently and, where feasible, accelerate the timeline to achieve earlier completion and occupancy.

1 week	• Meet with City of Council Bluffs • Develop a communication strategy • Develop a detailed project schedule
12 weeks	• Schematic Design Define/layout floorplan of Clubhouse Building Refine building elevations-alignment with floorplan Finalize one base option and one alternative building material option Refine unit plans and floor plan of Multifamily Buildings Define Structural & MEP systems Range estimate of costs
12 weeks	• Design Development Update project plan to reflect emerging input points Refine building elevations with material selections Further refine interior elevations Coordinate horizontal and vertical circulation Outline specifications Update/refine structural and MEP design including footing/foundations concepts Further refine pedestrian and vertical circulation concepts Identify proposed above and below grade utility concept, coordinating with existing
18 weeks	• Construction Documents Final floorplans with complete dimensions Final Life Safety Plan Final sections, wall types and elevations Complete project schedule/details Dimensioned interior elevation, room finish schedule Complete structural/mechanical and electrical plans with risers and schedules
***78/102** weeks	• Construction - Occupancy • *Total construction may vary between 1.5-2 years



Developer Experience

Developer Experience - Project Team

Our team has partnered on a variety of project types and sizes throughout Nebraska and Iowa. Together we bring a collaborative and experienced group focused on responsive community design.

Owner: Lutheran Family Services
Developer: Lockwood Development
Architect: Holland Basham Architects

Lockwood Development

Lockwood Development is a full-service real estate development firm based in Omaha, Nebraska. Since its inception in 2002 by Lawrence R. "Chip" James II, Lockwood has developed over $3 billion in real estate assets and currently manages over 2 million square feet of property. With a focus on land, office, retail, and mixed-use projects, Lockwood is dedicated to creating spaces that stand the test of time and elevate the neighborhoods they shape.

Lockwood's expertise extends to large urban and suburban mixed-use developments. The firm is recognized for its ability to bring thoughtful design and strategic site selection to every project, maximizing the potential of each property it develops. From early-stage planning and construction to leasing and property management, Lockwood is a trusted partner for every stage of a project's lifecycle.

The company's portfolio includes collaborations with leading organizations like LinkedIn Regional Headquarters, Lindsay Corporation, Northstar Financial (now Orion), Centris Federal Credit Union, Millard Refrigeration (now Lineage Logistics), Retalix (now NCR), Hy-Vee, Panera Bread, Wells Fargo, Renaissance Financial, RBC Wealth Management, Cline Williams, Morgan Stanley, BlackHills Energy, and many others. These partnerships highlight Lockwood's commitment to delivering projects that not only meet today's needs but also support long-term growth and sustainability.

Driven by a passion for real estate and a belief in the power of collaboration, Lockwood Development combines deep market knowledge with a forward-thinking approach to every project. The firm is dedicated to creating developments that go beyond buildings—crafting spaces that inspire, connect people, and contribute to the region's vitality.

With a strong foundation in Omaha and an eye toward the future, Lockwood Development continues to play a role in shaping the city's evolution and the broader Midwest landscape. Through quality, integrity, and long-term vision, Lockwood is committed to leaving a legacy of excellence in every project it touches.

LAND DEVELOPMENT

SITE SELECTION

FINANCIAL ANALYSIS

ASSET MANAGEMENT

CONSTRUCTION MANAGEMENT

PROPERTY MANAGEMENT

Lutheran Family Services

LFS anticipates and responds to ever-evolving client needs through proven programming and services that strengthen individuals, families, and communities using evidence-based and industry-standard models tailored for cultural competency – this is central to LFS programs and services as we recognize that each person is the expert in their own life.

One of Nebraska's largest nonprofit health and human services agencies, this multi-service human care organization directly serves over 15,000 people each year, with programs available to Nebraskans and Iowans at 18 locations from North Platte, Nebraska, to Council Bluffs, Iowa. Over 300 staff members carry out the LFS mission through two broad core competencies: Community-Based Services and Health and Wellness. LFS is positioned and prepared to positively impact the number of social determinants of health through our extensive expertise in mental and behavioral health, child welfare, immigration and refugee services, and housing.

Historically, nonprofits have played a significant role in addressing the Social Determinants of Health (SDoH), those non-medical factors that influence health outcomes. Post-pandemic, LFS leadership began aligning its programming towards impacting at least one of the social determinants of health. Among the top five is "Built Environment," or Housing.

Additional projects are underway in Lexington, Nebraska City, and two projects in Council Bluffs. LFS is also a key stakeholder in "Unity at Lake," which will make 58 units available to low-income seniors. Other partners include Salem Baptist Church and the Urban League of Nebraska.

At first glance, it may seem unusual for an organization such as LFS to play such a key role creating housing solutions, but the additional benefits cannot be underestimated. Most of these projects will include some level of care coordination to its residents, driven by LFS. This can include everything from mental health or trauma therapy to financial counseling, or other components of the SDoH.

Holland Basham Architects

Holland Basham Architects' experience with evolving housing trends over the last five years allows our team to dive into the various nuances and design trends that are driving housing solutions today. Our cross-disciplinary experience with market rate multi-family housing opens up an array of design solutions to think outside the box and augment traditional multi-family housing. We take cues from our wide reaching housing experience to form unique hospitality-driven amenities and design elements.

Our design process includes surveying the surrounding market/ neighborhood and understanding what is currently within the marketplace and available to tenants looking for a new residence. We then balance the design with the needs of our client to provide a unique, branded experience. Our goal is to provide something new to the neighborhood that not only new residents are proud of, but also existing neighbors. At Holland Basham our mission is to prioritize creating spaces for communities to thrive while enhancing the quality of life for all.





Developer Experience - Project Team



LAWRENCE 'CHIP' JAMES II, Owner
Being a native of Omaha, Lockwood's founder, Lawrence R. "Chip" James II, has a passion for real estate and defining the highest and best use for each parcel of land he develops. Throughout his career, Chip, along with the Lockwood Development Team, has developed and constructed projects for some of the area's most recognizable names such as LinkedIn Regional Headquarters, Lindsay Corporation, Northstar Financial (now Orion), Centris Federal Credit Union, Millard Refrigeration (now Lineage Logistics), Retalix (now NCR), Hy-Vee, Panera Bread, Wells Fargo, Renaissance Financial, RBC Wealth Management, Cline Williams, Morgan Stanley, BlackHills Energy, and many others.



EMILY O'CONNOR, Vice President of Lockwood Development
Emily is the Vice President of Lockwood Development, overseeing all aspects of the development process, from pre-development to lease and sale negotiations. She leads project teams and manages development operations, ensuring seamless execution across all stages. With a diverse background in property management and leasing, Emily has been a key part of Lockwood since 2005. Known for her collaborative approach, she prioritizes client relationships to drive project success. Beyond her role, she actively supports civic organizations through volunteer work, community partnerships, and charitable initiatives



BOB BEGLEY, Executive Vice President of Development
Bob brings decades of experience in real estate, specializing in development and brokerage. He began his career with The Lund Company in 1996, focusing on investment sales and leasing. Since joining Lockwood in 2005, he has led site selection, market research, entitlements, financing, and negotiations for major projects.



LINDSAY BANKS, Development Project Manager-Lead
Lindsay is the Development Project Manager for Lockwood Development. Having joined Lockwood in 2020, Lindsay's primary focus is to manage various Lockwood development projects through entitlement, design, construction, and lease/purchase negotiations. Before joining Lockwood, she spent ten years as a leasing and sales broker, with an emphasis on representing Landlord's and commercial property owner's in a four-state area. With her expertise as an Owner's Representative, she is focused on balancing the competing interest of budget, schedules, and long-term goals.



ADAM MAURER, Development Project Manager-Co-Lead
As a Development Project Manager, Adam brings over eight years of experience in commercial real estate with a strong focus on tenant representation, development, and leasing. He has successfully led projects totaling over $125 million in transaction volume, working with national retailers such as Panda Express, Sam's Club, Kohl's, and Tidal Wave Auto Spa. With a strong background of market research, financial modeling, and strategic planning, Adam excels at aligning real estate strategies with business goals to drive growth and market expansion.

Christopher Tonniges
President & CEO
Lutheran Family Services



Christopher Tonniges has been the President & Chief Executive Officer of Lutheran Family Services (LFS) since 2021. Previously, he served in leadership roles on the LFS Board of Directors since 2016. Chris brings his extensive and impressive career in business and finance to LFS. He has served in leadership roles at FNBO, Mutual of Omaha Bank, and Bruning State Bank. He holds an Executive MBA from the University of Nebraska at Omaha, and a Bachelor of Science in Business Administration and Finance from Augustana College. His diverse skill set includes business development, customer relationship management, and business relationship management. He is also deeply involved in the future of financial technology and how such innovation will deliver cutting-edge and scalable solutions that solve real-world problems.

Mosah Goodman
Chief Strategy & Administration Officer, General Counsel
Lutheran Family Services



Mosah Fernandez Goodman holds a Juris Doctor (JD) and a Master of Business Administration (MBA) with a focus in marketing from The University of Iowa Tippie College of Business. He also earned a Bachelor of Arts (BA) and a Master of Arts in Liberal Studies (MALS) from Wesleyan University. He is licensed to practice law in Nebraska and previously held an inactive license in Iowa. Before joining LFS, Mr. Goodman held several legal and leadership positions, including Managing Counsel at Applied Underwriters and Counsel and Business Leadership Associate at Gavilon Group, LLC.

Jeff Barnhart
Chief Development Officer
Lutheran Family Services



Jeff is a highly creative organizational management professional with a passion, drive, and vision to help grow non-profits focused on better community health. Jeff has more than 27 years of experience at organizations such as the Boy Scouts of America, Strategic Air and Space Museum, Omaha Children's Museum, and Methodist Health System. Jeff is a people person and has a unique way of creating excitement around giving back and helping grow better communities.

Martin Primus
Chief Financial Officer
Lutheran Family Services



Martin Primus joins the LFS family as its Chief Financial Officer. Martin has more than 22 years of finance experience at organizations such as Boys Town, where he served as the Assistant Department Financial Officer, the Nebraska Department of Revenue, First Data Corporation, Union Pacific Railroad, and Burlington Capital.
joined the LFS family from Boys Town where he served as the Assistant Department Financial Officer.

Developer Experience - Project Team

Kurt Cisar
AIA, LEED AP, NCARB
Principal
Holland Basham Architects



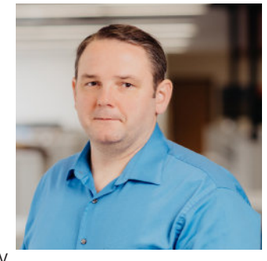
Kurt is a Principal at Holland Basham Architects and has been with the firm since 2005. An Omaha native, he is active in the community and believes in the importance of building relationships and connecting with clients and their needs. It is Kurt's goal with each project to make sure that the final design emerges from a well-executed strategy. As a leader in design and master planning initiatives, Kurt brings his blended project experience to guide each project team towards a unified vision. His vast knowledge and expertise in evolving trends lead the team to create vibrant and one-of-a-kind facilities for every client. His devotion to functional and dynamic architecture is carried through the original concept and vision to lasting relationships long after the project is complete.

Brian Akert
AIA
Project Manager
Holland Basham Architects



As an Associate Partner at Holland Basham Architects, Brian is a leader in design and project management. His expertise includes conceptual site plans, site planning, master planning, local code requirements, and zoning. Brian has provided designs for several different market sectors, such as higher education, workplace, mixed-use developments, and community spaces. With a wide range of skills in planning, management, and design, he has a firm grasp on each phase of a project, ensuring success in capturing the client's vision. Brian is passionate about building relationships with our clients to make a more significant impact and contribution to the community.

Lance Gehring
AIA, NCARB
Project Architect
Holland Basham Architects



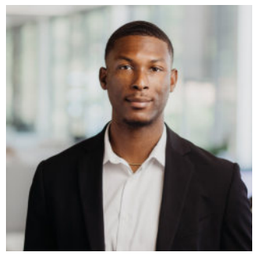
Lance is a skilled architect and project manager with experience coordinating large-scale projects and developments. To maximize efficiency, he leverages technology through Building Information Modeling (BIM) to ensure coordination in construction documentation and improve communication throughout construction administration. A positive outlook, depth of experience, and vast knowledge make Lance an ideal representative of HBA on-site working with other team members and contractors. His excellent understanding of architecture and construction lead to optimally and efficiently planned projects. Lance ensures the delivery of a successful project outcome for every client.

Abby Incontro
AIA
Staff Architect
Holland Basham Architects



Abby Incontro, AIA, has a passion for community projects. She dedicates herself to her role and focuses on seeing each project through, beginning with a solid concept to tell a complete and meaningful story for each project. She enjoys seeing a design realized after working through challenges and building client relationships. Abby has experience working on various project types through all project phases. She brings a keen eye for detail and a thoughtful approach to every project, striving to impact neighborhoods and communities positively.

Davielle Phillips
Associate AIA
Architectural Designer
Holland Basham Architects



Davielle is an architectural designer, MBA, and dedicated leader in the community, currently serving on the Executive Board of the Urban League of Nebraska Young Professionals as President. He has experience working in all phases of design, reaching various sectors, including community-based projects, workplace, retail, and educational facilities. Davielle is passionate about giving back. Beyond volunteering as a mentor, he also puts his values to work by designing environments that include walkable, green, and sustainable communities. Davielle's goal is to use architecture and business to create better places to live and work for under-served communities.

Rihanna Esfandiari
Associate AIA
Architectural Designer
Holland Basham Architects



Rihanna is a recent graduate of Iowa State University where she fostered her interest in the power of architecture to positively impact human lives. She believes responsive space design can make users feel calmer, kinder, and more connected to their environment and that architecture has the potential to bring people together, form communities, and contribute to spatial justice. Rihanna brings proficiency in design software and a collaborative spirit as well as cultural and context-sensitivity to her design approach, creating designs that are not only functional but also resonate deeply with people and communities they serve.

Ally Dohse
NCIDQ, IIDA
Interior Designer
Holland Basham Architects



Ally's approach to every project begins with learning about the organization and listening to the needs and wants of the client. She uses her keen problem-solving skills to transform the goals of the project into beautiful and functional interior environments. Ally's technical knowledge ensures the materials in her designs are long-lasting and practical for maintenance. Her project sector experience includes multifamily housing, higher-education, corporate and office spaces.

Developer Experience - Relevant Projects





72ND & FARNAM

72nd & Farnam Street, Omaha

Project Relevance

The Project has started construction June 2025 and will take approximately 18 months to construct. The project includes a new five-story building with 176 market-rate apartment homes, commercial retail space and parking on the first two levels. Rent will range from $1195 to $2,600 per month with an average of approximately $1,550 for a standard one-bedroom unit.

- 176 Multi-Family units/4,000 SF Retail
- Total TIF Financing: $6,336,412
- Project Value: $43,500,000

Services Provided

- Land Acquisition
- Master Planning
- Entitlements
- Developer
- Construction

LockwoodDevelopment



Developer Experience - Relevant Projects













STERLING RIDGE DEVELOPMENT

132nd & Pacific, Omaha

Project Relevance

153-Acre Mixed-Use Development

Redevelopment of former Ironwood Country Club & Golf Course

- Retail: 30,000 SF
- Office: 600,000 SF
- Senior Living: 225 Units *(The Heritage at Sterling Ridge)*
- Multi-Family: 200 Units *(Avidor Living, 55+ Age Restriction)*
- The Tri-Faith Initiative 38 Acres *(Temple Israel, Countryside Community Church, American Muslim Institute)*
- Residential: 65 Single-Family, Custom Home Lots *(Sterling Ridge Estates)*

Services Provided

- Land Acquisition
- Master Planning
- Entitlements
- Master Developer
- Horizontal Infrastructure
- Architectural Design
- Construction Documents
- Construction Administration
- Leasing
- Property Management

Notable Tenants

Office

- LinkedIn Corporate Headquarters
- Centris Federal Credit Union
- Renaissance Financial
- RBC Wealth Management
- Cline Williams

Retail

- Pacific Eating House
- Summer Kitchen Cafe
- Charred Burger + Bar
- Kontempo

LockwoodDevelopment

Holland Basham Architects

Developer Experience - Relevant Projects



IRON BLUFF

204th & 'F' Street, Elkhorn

Project Relevance

- 140-Acre suburban SID development
- Retail: 16 acres including Fareway Grocery and small shops
- Multi-Family: 17 acres
- Senior Living: 5 acres
- Single-Family Residential: 98 units
- Civil Uses: Omaha Public Library and Elkhorn Public Schools (Middle School and Elementary School)

Services Provided

- Land Acquisition
- Master Planning
- Entitlements
- Master Developer
- Horizontal Infrastructure
- Brokerage

LockwoodDevelopment









Developer Experience - Relevant Projects



THE LOFTS AT FOXRIDGE

Kansas City, Missouri

Project Relevance

327,037 SF

- Suburban development features 12, three-story buildings
- 369 Multi-Family units
- 610 parking stalls and 72 detattached garage stalls
- Security features include KeyFOB deadbolt locks, individual unit security and cameras throughout the property
- European finishes includes full-overlay cabinetry with high-end stainless steel kitchen appliances and modern light fixtures throughout units and property
- Community clubhouse
- Central green with park-like corridor, walking trails, community plazas and dog park

Services Provided

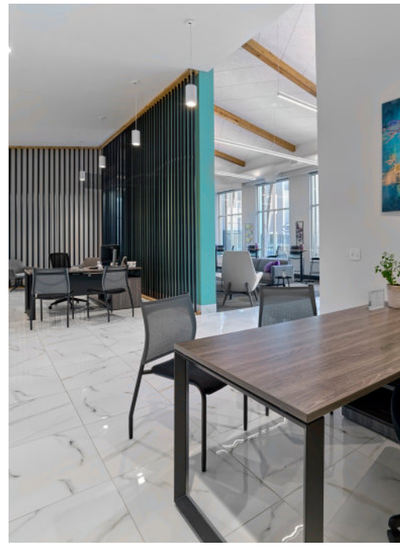
- Master Planning
- Programming
- Architectural
- Interior Design
- FF&E Coordination
- Construction Documents
- Construction Administration

Holland Basham
Architects













Developer Experience - Relevant Projects



LUMBERYARD DISTRICT MIXED-USE DEVELOPMENT

135th Street, Omaha

Project Relevance

601,000 SF

- Housing: 544,000 SF
- Office: 38,000 SF
- Retail Space: 19,000 SF
- 600 residential parking stalls and 295 total commercial parking spaces
- 338 units of housing through six buildings
- Mixture of three- and four-stories
- Omaha Police precinct office space
- Outdoor community space includes fire pits, and grilling stations

Services Provided

- Master Planning
- Architectural
- Interior Design
- Construction Documents
- Construction Administration













Holland Basham Architects

Developer Experience - Relevant Projects











STRECK HOUSING

109th & Skinner Drive, La Vista

Project Relevance

601,000 SF

- 84-unit development designed as workforce housing, attracting entry-level talent in need of affordable housing options near Streck's camps.
- Four, three-story buildings
- Studio. one and two bed unit plans
- Creates affordable housing options
- Attracts entry-level talent to area
- Blends into surrounding neighborhood context

Services Provided

- Master Planning
- Architectural
- Interior Design
- Construction Documents
- Construction Administration



Holland Basham Architects

Developer Experience - Relevant Projects









COVENTRY MULTIPLEXES

204th & Harrison, Omaha

Project Relevance

- 252 Multifamily units
- Suburban development featuring 12-plex missing middle housing typologies
- 14 Villa Buildings
- Villa Buildings have private garage access directly to each unit and private entry doors
- 3 Garden Level walk-up buildings
- Community Clubhouse
- Fitness Center
- Outdoor Pool with firepits
- Dog Park
- Access to walking trails

Services Provided

- Master Planning
- Programming
- Architectural
- Interior Design
- Construction Documents
- Construction Administration



Holland Basham
Architects

Financial Summary

Financial Summary

STRUCTURE
Our proposed financial structure will be underwritten using a combination of cash equity, debt financing through local lending partners and housing programs, and public-private incentives in collaboration with the City of Council Bluffs and the State of Iowa. These incentives will be critical to ensuring the financial viability and long-term success of the project. A more detailed overview of the incentives to be evaluated and pursued during due diligence is provided in the Contingency Section.

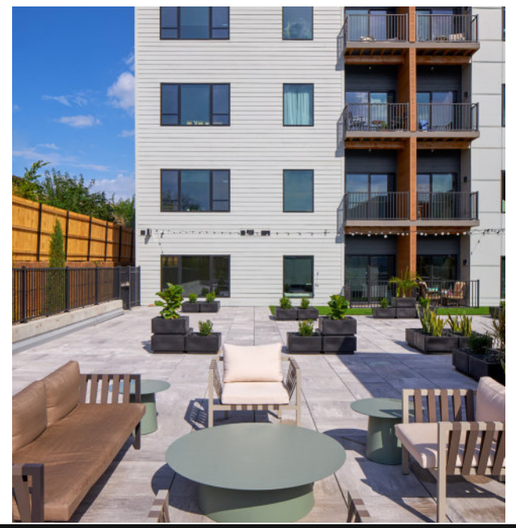
The Development team will initiate all horizontal infrastructure that will not be completed by the City of Council Bluffs and will develop the multi-family project, including on-site amenities. Upon completion, we will retain a qualified third-party property management firm to oversee leasing and day-to-day operations, ensuring professional management and long-term community value.

PROFORMA
The enclosed development proforma has been prepared using the architectural plans provided by Holland Basham Architects, along with rental rates and expense assumptions determined through comprehensive market research and prior development experience.

The following assumptions have been made on the attached proforma:

- Construction is expected to take approximately 18 months
- 100% of the unit rental rates are calculated below the 120% AMI threshold
- Taxes are assumed to be approximately $3,000.00 per unit with a 3% annual increase
- The assumed vacancy factor is 6% in years 1 – 3, with a stabilized vacancy rate of 5% for years 4 – 10
- Operating expenses increase by 3% annually over the ten-year proforma
- Rents increase by 3% annually over the ten-year proforma
- Financing will be secured upon the final draft of the Development Agreement with the City of Council Bluffs
- Interest-only financing throughout years 1 – 2, with principal payments commencing in year 3
- Traditional Financing at 6.5% - 30-year Amortization
- Proforma assumes that the Developer is awarded the following awards/grants:
  - City Housing Development Funds - $2,000,000
  - Workforce Housing Grant - $1,000,000
  - Home Funds Grant from the City of CB of $200,000 for 2 years
  - Black Hills/Mid America Grants – Amount is TBD







AFFORDABILITY
The project proforma models 100% of the apartment homes will be priced below the rental rate ceiling of 120% of the area median income (AMI). In alignment with Lutheran Family Service's mission to support affordable housing, it is the goal of LFS to dedicate a portion (10-30%) of these homes to the affordable threshold of households earning 80% area median income (AMI). The final allocation will remain flexible and depend on the availability of grants and financing secured for the project. The rental rates utilized in the proforma have been structured using a competitive market rate approach.

- One Bedroom Units: $1,150.00 per month
- Two Bedroom Units: $1,500.00 per month
- Three Bedroom Units: $1,800.00 per month

It is important to note that while Lutheran Family Services operates as a nonprofit organization, the approach to investing in affordable housing is centered on financial sustainability. The goal is for each housing investment to be self-sustaining and to generate returns that support our continued ability to operate and expand programs that benefit the communities we serve. Furthermore, because Lutheran Family Services utilizes traditional financing tools, we must meet specific financial requirements, such as maintaining appropriate debt service coverage ratios. As a result, this project must eventually produce positive cash flow and returns sufficient to meet all debt obligations.

FINANCIAL ABILITY & DEVELOPER EXPERIENCE
Lutheran Family Services in Omaha demonstrates strong execution in housing-focused initiatives—from neighborhood-level supportive housing for seniors and refugees to large-scale, integrated community development like Dana Village. Their multifaceted, wraparound model addresses more than roofs over heads—it fosters long-term stability, community integration, and individual resilience.

Lutheran Family Services and Lockwood bring a complementary blend of mission-driven community development and proven real estate expertise. Both have experience working on incentive-based projects and pride themselves on a collaborative working relationship with each city's local government.

As fee developer, Lockwood has a proven track record of both in-fill and suburban projects, such as Sterling Ridge (132nd and Pacific St), Iron Bluff (204th & F St), and the $750M redevelopment of The Crossroads (72nd and Dodge St), and many more. With strong local government relationships and a track record of successful, incentive-based developments, this team is well-positioned to create a development that the City of Council Bluffs will be proud of.

Financial Summary - Proforma

CB E. Manawa Lockwood Apartments
186 Unit Apartment Community
10 Year Proforma

	Year 0- Phase 1 Only Construction	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Gross Potential Rent	$ -	$ 2,887,200	$ 2,973,816	$ 3,063,030	$ 3,154,921	$ 3,249,569	$ 3,347,056	$ 3,447,468	$ 3,550,892	$ 3,657,419	$ 3,767,141
Less Vacancy & Credit Loss (6% in Yrs 1-3, 5% in Yrs 4-10)	$ -	$ (173,232)	$ (178,429)	$ (183,782)	$ (157,746)	$ (162,478)	$ (167,353)	$ (172,373)	$ (177,545)	$ (182,871)	$ (188,357)
Effective Rent	$ -	$ 2,713,968	$ 2,795,387	$ 2,879,249	$ 2,997,175	$ 3,087,091	$ 3,179,703	$ 3,275,094	$ 3,373,347	$ 3,474,548	$ 3,578,784
Other Income											
Total Other Revenue	$ -	$ 131,130	$ 135,064	$ 139,116	$ 143,289	$ 147,588	$ 152,016	$ 156,576	$ 161,273	$ 166,112	$ 171,095
Total Operating Revenue	$ -	$ 2,845,098	$ 2,930,451	$ 3,018,364	$ 3,140,465	$ 3,234,679	$ 3,331,719	$ 3,431,670	$ 3,534,621	$ 3,640,659	$ 3,749,879
Home Funds Grant from City of CB		$ 200,000	$ 200,000								
Total Revenue		$ 3,045,098	$ 3,130,451	$ 3,018,364	$ 3,140,465	$ 3,234,679	$ 3,331,719	$ 3,431,670	$ 3,534,621	$ 3,640,659	$ 3,749,879
Operating Expenses											
Total Repairs and Maintenance	$ -	$ 100,282	$ 99,112	$ 104,285	$ 107,039	$ 109,875	$ 112,796	$ 115,805	$ 118,904	$ 122,096	$ 125,384
Total General & Administrative	$ -	$ 54,668	$ 55,457	$ 56,262	$ 57,083	$ 57,919	$ 58,772	$ 59,642	$ 60,529	$ 61,433	$ 62,355
Management Fee	$ -	$ 142,255	$ 146,523	$ 150,918	$ 157,023	$ 161,734	$ 166,586	$ 171,584	$ 176,731	$ 182,033	$ 187,494
Asset Management Fee	$ -	$ 28,451	$ 29,305	$ 30,184	$ 31,405	$ 32,347	$ 33,317	$ 34,317	$ 35,346	$ 36,407	$ 37,499
Total Utility Costs	$ -	$ 49,731	$ 51,223	$ 52,760	$ 54,343	$ 55,973	$ 57,652	$ 59,382	$ 61,163	$ 62,998	$ 64,888
Total Labor Cost	$ -	$ 169,408	$ 174,491	$ 179,725	$ 185,117	$ 190,671	$ 196,391	$ 202,282	$ 208,351	$ 214,601	$ 221,039
Total Insurance Cost	$ -	$ 101,774	$ 104,827	$ 107,972	$ 111,211	$ 114,547	$ 117,984	$ 121,523	$ 125,169	$ 128,924	$ 132,792
Real Estate Taxes (Bank Payment of TIF Note)	$ -	$ 345,835	$ 345,835	$ 345,835	$ 345,835	$ 345,835	$ 345,835	$ 345,835	$ 345,835	$ 345,835	$ 345,835
Actual Taxes Paid In (Minus Rebate)	$ -	$ 203,669	$ 203,669	$ 203,669	$ 203,669	$ 203,669	$ 203,669	$ 203,669	$ 203,669	$ 203,669	$ 203,669
Total Marketing Cost	$ 24,000	$ 24,000	$ 25,000	$ 25,750	$ 26,523	$ 27,318	$ 28,138	$ 28,982	$ 29,851	$ 30,747	$ 31,669
Total Expenses	$ 24,000	$ 1,191,621	$ 1,206,136	$ 1,227,176	$ 1,247,841	$ 1,267,541	$ 1,287,822	$ 1,308,703	$ 1,330,201	$ 1,352,336	$ 1,375,125
Expense Ratio		39%	39%	41%	40%	39%	39%	38%	38%	37%	37%
Net Operating Income	$ (24,000)	$ 1,853,477	$ 1,924,315	$ 1,791,188	$ 1,892,623	$ 1,967,138	$ 2,043,897	$ 2,122,968	$ 2,204,419	$ 2,288,323	$ 2,374,754
Non-Operating Expense	Interest Only	Interest Only									
Interest Expense	$ 1,615,382	$ 1,615,382	$ 1,596,684	$ 1,576,734	$ 1,555,448	$ 1,532,736	$ 1,508,503	$ 1,482,647	$ 1,455,059	$ 1,425,624	$ 1,394,218
Total Non-Operating Expense	$ 1,615,382	$ 1,615,382	$ 1,596,684	$ 1,576,734	$ 1,555,448	$ 1,532,736	$ 1,508,503	$ 1,482,647	$ 1,455,059	$ 1,425,624	$ 1,394,218
Net Income	$ (1,639,382)	$ 238,095	$ 327,631	$ 214,455	$ 337,176	$ 434,402	$ 535,394	$ 640,321	$ 749,360	$ 862,699	$ 980,536
Adjustments											
Principal Payment	$ -		$ 279,191	$ 297,889	$ 317,839	$ 339,125	$ 361,837	$ 386,070	$ 411,926	$ 439,513	$ 468,948
Total Adjustments	$ -	$ -	$ 279,191	$ 297,889	$ 317,839	$ 339,125	$ 361,837	$ 386,070	$ 411,926	$ 439,513	$ 468,948
Net Project Cash Flow	**$ (1,639,382)**	**$ 238,095**	**$ 48,440**	**$ (83,434)**	**$ 19,337**	**$ 95,277**	**$ 173,557**	**$ 254,250**	**$ 337,434**	**$ 423,186**	**$ 511,587**

Project Contingencies

Project Contingencies

PUBLIC SECTOR PARTICIPATION
Lutheran Family Services and Lockwood Development look forward to the opportunity to partner with the City of Council Bluffs in realizing the vision for the E. Manawa Subdivision. Working together in a public-private partnership will help us create a development that is visually appealing, pedestrian-friendly, financially sustainable, and a product that the city and its residents can take pride in.

In the current real estate market, it is essential for the city to invest in development opportunities. With rising construction costs and high interest rates, rental rates have not kept pace. This has made it challenging to develop new projects that align with existing market rents and remain competitive. As Lockwood collaborates with the City of Council Bluffs, we can assess the incentive tools available and apply those that best support this project.

As verified in the ProForma, the cash-on-cash return on this project is reliant on the $200,000 HOME Funds Grant to net positive cash flow in years one and two. Without this grant, the project would be negatively cash flowing for years one – three, until it begins to show positive returns in year four. This is assuming the developer has invested approximately 10 percent of the total development cost as cash equity. As demonstrated, this project would not be viable without incentives, grants, and housing programs that are available to the project.

TIF/URBAN RENEWAL (URN)
The Developer anticipates that the Tax Increment Financing (TIF) request will represent approximately 15 percent to 17 percent of the total project cost. As part of this request, the Developer is willing to agree to a minimum assessed value to ensure a baseline contribution to the tax base. The current pro forma is based on a 15-year TIF structure with an 80 percent rebate; however, the Developer remains open to discussing alternative structures per the City's preferences to establish a mutually beneficial agreement.



PROGRAMS & GRANTS
In addition to Tax Increment Financing (TIF), the Developer will actively seek out other local, state, or federal grants that could support the project and expedite the construction and fiscal return of the project. Potential funding opportunities may include, but are not limited to, Workforce Housing Grants, the HOME Investment Partnership, the Housing Development Program, MidAmerican Energy Grants, Black Hills Energy Grants, FrontPorch Investments, and any other relevant programs or grants for which this project may be eligible.

We view the E. Manawa Subdivision as a high-priority development that will play a critical role in addressing the housing shortage in Council Bluffs and the broader Southwest Iowa region. Lutheran Family Services, Lockwood Development, and Holland Basham Architects are proud to partner with the City in delivering a thoughtfully planned community that meets both current and future housing needs.

EQUITY
This development represents more than just new housing; it is an opportunity to contribute to the growth and evolution of Council Bluffs. We are committed to working in close collaboration with the City and our public and private partners to bring this project to life in a timely manner and ensure it aligns with the City's long-term vision for community success.

Lutheran Family Services recognizes the need to fundraise in order to close the anticipated equity gap, which is projected to be under $5 million. They are confident that this is an achievable target given the scope and significance of the project. Upon award of the RFP, LFS is prepared to initiate a focused fundraising effort, engaging donors and partners to secure the necessary support.





Conclusion

We consider the E. Manawa Subdivision a high-priority initiative with the potential to significantly alleviate the housing shortage in Council Bluffs and the greater Southwest Iowa region. Lutheran Family Services, Lockwood Development, and Holland Basham Architects are honored to collaborate with the City in creating a well-designed, forward-looking community that addresses both current and future housing needs.

This development is more than a residential project—it is a catalyst for growth and positive change in Council Bluffs. Our team is committed to working closely with the City and our public and private partners to deliver this project efficiently and in alignment with the City's long-term vision for sustainable community development.

In closing, we are truly energized by the prospect of partnering with the city on this transformative development. The opportunity to collaborate on a project that not only addresses critical housing needs but also serves as a cornerstone for future growth is both an honor and a privilege.

We are eager to bring our vision, expertise, and dedication to the table, working hand in hand with the city and community stakeholders to create a vibrant, sustainable neighborhood. Thank you for considering our team—we look forward to the possibility of making a lasting, positive impact together.





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