

Affordable Housing Fund (AHF-TC) Application

This application form should be used for projects seeking City of Madison AHF-TC funds. Please format for logical page breaks. Applications must be submitted electronically to the City of Madison Community Development Division by **noon on July 18, 2022**. Email to: cddapplications@cityofmadison.com

APPLICANT INFORMATION

Proposal Title:	Merchant Place Apartmetns		
Amount of Funds Requested:	\$2,500,000	Type of Project:	<input checked="" type="checkbox"/> New Construction <input type="checkbox"/> Acquisition/Rehab
Name of Applicant:	Northpointe Development & Dreamlane Real Estate Group		
Mailing Address:	2628 Saw Tooth Drive, Fitchburg WI		
Telephone:	608-334-5665	Fax:	
Admin Contact:	Lane Manning	Email Address:	lane@dreamlanere.com
Project Contact:	Sean O'Brien	Email Address:	sean@northpointedev.com
Financial Contact:	Sean O'Brien	Email Address:	sean@northpointedev.com
Website:	Northpointedev.com		
Legal Status of Maj. Owner:	<input checked="" type="checkbox"/> For-profit <input type="checkbox"/> Non-profit	LIHTC Application:	<input type="checkbox"/> 4% only <input checked="" type="checkbox"/> 4+4% <input type="checkbox"/> 9%
Anticipated WHEDA Set-Aside:	<input checked="" type="checkbox"/> General <input type="checkbox"/> Preservation <input type="checkbox"/> Non-Profit <input type="checkbox"/> Supportive Housing		
Federal EIN:	85-1243046	SAM/UEI #:*	JUGXJNKZB987

* If seeking federal funds

AFFIRMATIVE ACTION

If funded, applicant hereby agrees to comply with the City of Madison Ordinance 39.02 and file either an exemption or an affirmative action plan with the Department of Civil Rights. A Model Affirmative Action Plan and instructions are available at <https://www.cityofmadison.com/civil-rights/contract-compliance/affirmative-action-plan/individual-developers>.

LOBBYING RESIGTRATION

Notice regarding lobbying ordinance: If you are seeking approval of a development that has over 40,000 gross square feet of non-residential space, or a residential development of over 10 dwelling units, or if you are seeking assistance from the City with a value of over \$10,000 (this includes grants, loans, TIF, or similar assistance), then you likely are subject to Madison's lobbying ordinance, sec. 2.40, MGO. **You are required to register and report your lobbying.** Please consult the City Clerk for more information. Failure to comply with the lobbying ordinance may result in fines of \$1,000 to \$5,000. You may register at <https://www.cityofmadison.com/clerk/lobbyists/lobbyist-registration>.

CITY OF MADISON CONTRACTS

If funded, applicant agrees to comply with all applicable local, state and federal provisions. A sample contract that includes standard provisions may be obtained by contacting the Community Development Division at (608) 266-6520.

If funded, the City of Madison reserves the right to negotiate the final terms of a contract with the selected agency.

SIGNATURE OF APPLICANT

Enter Name: Sean O'Brien

By submitting this application, I affirm that the statements and representations are true to the best of my knowledge.

By entering your initials in this box SMO you are electronically signing your name as the submitter of the application and agree to the terms listed above.

Date: 07/15/2022

PROPOSAL DESCRIPTION

1. Please provide a brief overview of the proposal. Describe the impact of the proposed development on the community as well as other key characteristics.

Northpointe Development and DreamLane Real Estate Group are proposing to construct the Merchant Place Apartments, a newly constructed mixed-use 124 unit LIHTC multifamily development with a Community Service Facility located on the west side of the City of Madison, Wisconsin. The development will consist of the new construction of 1, four-story elevated building containing 14 Studios, 64, one bedroom/one bathroom units, 20, two bedroom/two bathroom units, and 26, three bedroom/two bathroom units for a total of 124 rental units targeting residents of all ages. The Developer proposes to set aside all of the units for residents earning 30, 50, or 80 percent or less of the Dane County AMI using the LIHTC Program targeting residents of all ages. The subject development site is located on the west side of the City of Madison, Wisconsin, More specifically, the site is located at 6706-6714 Odana Road which is heavily traveled road in a retail corridor of Madison..

The project will be built to Wisconsin Green Built Standards and will also receive an Energy Star New Construction/ EPA Indoor Air Plus Certifications. We are planning to have a 135 KW PV Solar System on the roof of the building to eliminate approximately 90% of the buildings common area electrical usage. We intend to work with Focus on Energy and their Design Assistance program. The project will have high quality materials including LVT flooring and solid surface countertops.

The project is located in a Qualified Census Tract and we are currently talking with a few different local non-profits and support service providers to occupy commercial space at no or minimal rent (\$1/ year) so long as they target services to families that are low to moderate income. We expect to have an MOU signed by December for this space which will be 800-1000 sq feet of commercial space that fronts Odana Road.

The proposal meets a significant number of priorities identified by the City including: New Development in areas of the city with strong connections. Our site is very walkable to a significant amount of employment opportunities, schools, public transportation, grocery, park, etc. The site is located on a major thoroughfare and is within 1/4 mile from a proposed BRT bus stop location. The site is part of the Odana Area Plan and is targeted as a future growth area which implements goals in the City's Comprehensive plan. Over 20% of the units will be set aside at 30% CMI and 20% of the affordable units will be three-bedrooms. The property will contain an indoor and outdoor play space and Northpointe will work with a local support service provider (Middleton Outreach Ministry) to house homeless and formerly homeless individuals and coordinate or provide a level of services that meet the tenant's needs. The units will not allow smoking and will provide internet at no cost to the residents.

The project will be rent restricted in perpetuity as we plan to have a non-ending LURA with the City of Madison.

Lastly, we plan to work with the BCycle program to install Ebike Stations at the property. Tenants will have access to memberships at no cost.

2. Please describe the following aspects of the proposed development:

Type of Project: New Construction Acquisition/Rehab or Preservation
Type of Project: Multi-family Senior (55+ or 62+ yr. old): _____

Total number of units: 124
Total number affordable of units (<60% CMI): 75 Total % affordable of units (<60% CMI): 60.48
Total amount of AHF requested per affordable unit: 33,333
Number of units supported by Section 8 project-based vouchers, if known: 0 PBV CMI level: _____
Length of Period of Affordability Commitment (min. 40 years): Perpetuity years

3. Please indicate the organization of the development team for the proposed development:

Non-Profit Developer For-Profit Developer
 Non-Profit Controlling Member For-Profit Controlling Member

4. Please indicate the loan terms requested for this proposal as described in Section 1.4 of the RFP. Is the applicant requesting a waiver of shared appreciation in exchange for permanent affordability?

1/2 long-term deferred note waiving the shared appreciation. 1/2 cash flow promissory note.

AFFORDABLE HOUSING INITIATIVE FUND GOALS & OBJECTIVES

5. Please check which of the following goals outlined in the Request for Proposals are met with this proposal:

- 1. Increase the supply of safe, quality, affordable rental housing, especially units affordable to households with incomes at or below 30% of area median income, that ensure long-term affordability and sustainability.
- 2. Preserve existing income- and rent-restricted rental housing to ensure long-term affordability and sustainability.
- 3. Improve the existing rental housing stock through acquisition/rehab to create long-term affordability and sustainability.

AFFORDABLE HOUSING NEEDS

6. Describe Development Team’s knowledge of and experience in identifying and addressing affordable housing needs of the City of Madison.

Northpointe's Principals have significant experience in affordable housing policy and successfully sitting developments. Northpointe's newest principal, Sean O'Brien, spent 14 years working at WHEDA where he ran the Commercial Lending Department. He was responsible for creating and implementing the State's affordable housing policy and operating the tax credit program. In addition to Mr. O'Brien's experiences at WHEDA he has been a local resident of the city for 40 years, knows the history, and has kept in touch while the city has grown and changed. The City of Madison has the most proactive approach to the tax credit program of any city in the State and has been very successfully in obtaining resources, surpassing a recent 5 year goal to add 1000 units of affordable housing. I believe this is because they understand their own needs as a city and how best to leverage their resources to obtain state and federal housing resources to meet their goals. Dreamlane has extensive experience in community networking and real estate markets to help bring more voices to the table for design and inclusion.

7. Please describe the anticipated demand for the proposed target populations served in this location.

Northpointe will order a market study for the tax credit application. However, due to the location and unit mix we believe that the project will be in high demand. All of the units will be rent restricted and affordable as the need for affordable housing in Madison is significant. 60% of the units will be affordable to very-low income and extremely low income households. 20.9% of the units will be 3-bedrooms for large families. 20% of units will be targeted towards households, including veterans, that are in need of supportive services. Currently there are over 600 individuals and over 100 families on the County's housing priority list.

INTEGRATED SUPPORTIVE HOUSING UNITS

8. Provide the number and percent of Integrated Supportive Housing Units proposed, the income category(ies) targeted for these units, and the target service population(s) proposed (e.g., households currently experiencing homelessness listed on the Community-wide Prioritized List, veterans, persons with disabilities, formerly incarcerated individuals, other, etc.). Describe the consultation and coordination between Developer, the Property Manager and the lead Supportive Service Coordination Agency that occurred prior to this application and planned to design the development in terms of matching unit mix (income and size) to the targeted population.

The project will service Homeless, Vets, Vets experiencing homelessness, individuals with disabilities. 25 units will be set-aside specifically for homeless or those at risk of being homeless at 30% CMI and 14 additional units specifically for Vets at 50-60% CMI. 25 units will also meet universal design and targeted to households with disabilities. 4 months prior to occupancy we will start meeting weekly with the property manager, MOM, Dane County Veterans, City of Madison, and Dane County to discuss referrals, applications and screening. MOM and DCVA will coordinate with the property manager on which units are still available and send referrals. Those referrals will get assistance from MOM and DCVA to work through the application screening process. This process has worked well for our Limerick project which is currently being leased up and we expect to have all of the HSC units full prior to occupancy. On-going the property manager, MOM, and DCVA will stay in touch for when existing tenants move out and new referrals are needed.

9. Please describe your proposed integrated supportive housing approach that will go beyond meeting WHEDA's supportive housing requirements outlined in the Appendix S Checklist of the WHEDA Qualified Allocation Plan targeting veterans and/or persons with disabilities. Please elaborate on which target populations you plan on serving.

We will work with a service coordinator, Dane County VA (Heather Campbell), and providers for referrals and to assess the needs of the tenants at move-in and what the tenants will need to maintain stable housing. Case management will be provided by our partner support service provider Middleton Outreach Ministry or other agencies like Joining Forces for Families. We will proactively work with management and our service coordinator with our waiting list and when a supportive unit becomes vacant to place a family in need vs waiting 30 days with the unit vacant and renting to any income eligible household. Middleton Outreach Ministry will utilize wraparound a service coordination model where families residing at the property, including Veterans and persons with disabilities, will be given a single point of entry to accessing community and supportive services. An on-site coordinator will meet with individuals and families to complete an intake assessment and develop a strength-based, goal-oriented plan of care. The service coordinator will work with the tenant and their surrounding existing natural supports, to build a comprehensive team, to explore areas of need, and fill gaps in supports where identified.

10. Identify the partnership(s) with supportive service agencies that have been or will be formed to serve the target population(s) for the supportive housing units, including service provider(s) from the Continuum of Care (see Attachment C), if applicable. Provide a detailed description of the type (e.g., assessment and referral, on-site intensive case management, etc.) and level of supportive services (% FTE and ratio of staff: household) that will be provided to residents of the proposed project.

Please see the supportive services plan and MOU/ Letter from our partner supportive service agency. We've partnered with Middleton Outreach Ministry to coordinate services for the target population as well as provide on-site intensive case management services if their organization has capacity. If they do not have capacity for intensive case mgmt for additional households at the time of the vacancy, property management and Middleton Outreach Ministry will coordinate with another provider for case management. Currently Middleton Outreach Ministry believes they have capacity to provide case management to 4-8 households and will provide staff as needed for appropriate case management.

11. CDD expects that supportive service partners have access to adequate compensation for the dedicated services provided to residents of the development. In order to ensure the success of the development, the partnership(s), and the tenants, describe the level of financial support to help pay for or subsidize supportive services that the development will provide annually to the identified supportive service partner(s). Identify any other non-City funding sources contemplated or committed for supportive services outside of this project. Explain any arrangement with developer fee sharing, "above the line" payments in the operating budget, "below the line" payments out of available cash flow and/or percent of developer fee shared. CDD is open to deferral of AHF Cash Flow Note payments to ensure meaningful financial support to supportive service partners.

Attach a letter from the service provider(s) detailing the services they intend to provide to residents of the supportive housing units, the cost of those services and how those services will be financially supported (i.e., through the development, fundraising, existing program dollars, etc.).

Per the MOU the development would pay MOM \$10,000 annually above the line as well as find other areas within the community to leverage additional resources. The budget also includes a supportive service reserve (non-basis item), funded from other sources and used to provide additional resources to service provider when needed. We have also been in discussions with MOM to utilize some of the commercial space as a community service facility. In that space they would likely have case management offices, food pantry, etc. The cost for this space would likely be \$1/ month as is needed for MOM to grow and meet the needs of their service area.

PROPERTY MANAGEMENT: TENANT SELECTION & AFFIRMATIVE MARKETING

12. Describe your plans to incorporate flexible tenant selection criteria for households who are connected to supportive services, in order to provide housing opportunities for persons or families who would otherwise face common obstacles obtaining housing (e.g., poor credit, negative rental history, criminal conviction records, etc.). Specifically outline how this development's tenant selection criteria is consistent with the City of Madison Tenant Selection Best Practices (Attachment B-1 of the RFP) and provides the maximum feasible flexibility in tenant selection to the general population and supportive service units.

ACC Management will professionally manage the property. ACC is one of the highest regarded affordable housing management companies in the State of WI. ACC staff reviewed the Tenant Selection Plan Best Practices and updated their plan that received city approval for our Uno's project. We would use the same plan at this property. The resident selection criteria builds in opportunities to overcome obstacles. For example, student debt and

medical debt are not considered when looking at credit. Various options are available for applicants to help overcome poor credit and other obstacles. Examples include: Obtaining a co-signer, providing a security deposit of 1 months rents (rather than the standard 1/2 month rent), etc

13. Describe the planned approach, relationship and coordination between the Property Manager and the lead Supportive Service Coordination Agency for lease up and ongoing services. Have these entities previously participated in an in-depth pre-lease up coordination process with these target population(s) in coordination with relevant community partners (e.g., CDA, DCHA, VASH, CE, etc.)? How will these entities work together to ensure a successful development well-integrated with the immediate neighborhood and community?

4 months prior to occupancy we will start meeting weekly with the property manager, MOM, Dane County Veterans, City of Madison, and Dane County to discuss referrals, applications and screening. MOM and DCVA will coordinate with the property manager on which units are still available and send referrals. Those referrals will get assistance from LSS and DCVA to work through the application screening process. This process has worked well for our Limerick project in Fitchburg which is currently being leased up and we expect to have all of the HSC units full prior to occupancy. On-going the property manager, MOM, and DCVA will stay in touch for when existing tenants move out and new referrals are needed.

14. Describe the proposed development's minimum occupancy standards (1 pp per BR) that will prevent or reduce over-housing residents in such limited affordable housing opportunities consistent with Tenant Selection Plan Best Practices (Attachment B1 of the RFP).

The minimum standard and preference for housing is 1 person per bedroom. The lease and addendums give management the option to transition an over-housed household to a smaller apartment at the end of their lease term. There would be certain circumstances that would be exceptions to the minimum to be reviewed by the property manager and TSP. For example, a tenant that has a live-in aide. If no household meets the minimum occupancy standard the property manager may consider other households on the waiting list so that the unit doesn't stay vacant.

15. Describe the affirmative marketing strategy and any other strategies to engage the target populations for this proposal. Specifically outline how this development's marketing will be consistent with the City of Madison's

Affirmative Marketing Plan Best Practices (Attachment B-2 of the RFP), especially for Asian and Latinx populations which tend to be under-represented in AHF Completion Reports.

With a portfolio of more than 4000 units of Section 42, Section 8 and Section 515 housing with varying eligibility requirements and set asides, ACC Management Group, Inc (ACC) has significant experience with providing housing for those with special needs or those least likely to apply. ACC affirmatively markets apartments by working with local referral sources in each market.

ACC will affirmatively market to individuals by working closely with organizations such as:

- The Dane County Aging and Disability Resource Center and the approved Family Care Agencies in Dane County;
- Dane County Human Services and;
- Dane County Veterans Services Office

ACC will:

ACC will work with Latinx and Asian organizations listed below as well as our Service Coordinator the Middleton Outreach Ministry and Joining Forces for Families. ACC will:

- Provide marketing flyers about the apartments to various members of the referral groups, we will ensure that their clients have access to written information about this housing opportunity.
- Reach out and meet directly with staff of the various contracted and member agencies associated with these partners, we will ensure that they are aware of this housing opportunity for their clients and members.
- Stay in regular contact with the entities listed below as well as their respective networks of services providing agencies to receive referrals of households who may wish to live in the Apartments.

All referrals received through our affirmative marketing efforts will be followed up on to ensure they have the opportunity to apply for rental housing at these Apartments. When a housing unit becomes available those at the top of the waiting/ interest list for those units will be notified and directed to contact the property manager to formally apply for housing.

Management will reach out and work with the following local organizations and groups, amongst others, to market available units: Latino Academy of Workforce Development, Latino consortium for Action, Lasup- Latino Support Network of Dane County, Hmong Madison.com, Madison Area Chinese Community Organization, Central Hispano, Urban League, Joining Forces for Families, Freedom-Inc

16. How will you affirmatively market to populations that will be identified as least likely to apply? Detail specific partnerships that the development team, Property Manager, and/or other agencies in this proposal have had with community agencies and organizations that provide direct housing search and related assistance to households least likely to apply. Please reference successful past practices, relationships with agencies and/or marketing materials used.

see above

17. Describe the proposed development's security deposit policy (e.g., 1/2 or 1x's rent, other set amount(s), criteria for variations if credit is conditional, etc.). Is the higher deposit policy waived for households with a guaranteed rent subsidy or voucher? What is the minimum required income to rent ratio (e.g., 1.5 to 1)? Are the lease up policies consistent with the City's Tenant Selection Plan Best Practices (Attachment B-1 of the RFP)?

1/2 months rent as standard deposit. 1 month for various reasons defined in the TSP. The policy was recently approved for our Uno's project.

18. What percentage of maximum LIHTC rents are used for 50 & 60% units? Describe the proposed development's policy toward limiting rent increases for lease renewals? How will it be ensured that prospective long-term tenants be protected from significantly and rapidly rising contract rents increases allowed under the published rent limits, even under the rent limit increase requirements in this RFP and Loan Agreement.

The project does not have 60% units. The 50% units will be rented at rent maximums given the significant discount to market. We will follow the PN loan agreement for rent increases and monitor so that prospective long-term tenants rents aren't rising rapidly after move-in.

PUBLIC BENEFIT AND RISK

19. Please describe the public benefit of the proposed housing development and the risks associated with the project.

The project will provide an aesthetically pleasing building that will produce a significantly higher annual real estate tax payment over the current use. We will also be increasing the area's capacity for storm water through management and new green space vs a 100% impervious lot as it currently stands. The building will be mixed use which will allow for some smaller business/ retail in the neighborhood while eliminating underutilized space. The commercial space will also house a community service facility and tenant that provides services to the neighborhood specifically targeting those that are low to moderate income. There are a few public risks associated with the project, the greatest being adding households to a historically commercial area- however, the Odana plan has highlighted future uses like the one proposed so we expect more housing to be added to the area soon.

SITE INFORMATION

20. Address of Proposed Site: 6706-6714 Odana Road, Madison WI

21. In which of the following areas on the Affordable Housing Targeted Area Map (see Attachment A) is the site proposed located? Please check one plus Limited Eligibility, if applicable.

- Preferred TOD Area
 Eligible Core Transit Area
 Preservation & Rehab Area (Ineligible for New Construction)
 Limited Eligibility Area

22. Identify the neighborhood in which the site is located: The site isn't in a neighborhood defined by the City but is near the Oakwood Village, Marbella, and Parkwood neighborhoods.

23. Date Site Control Secured: 6/11/2022

24. Explain why this site was chosen and how it helps the City to expand affordable housing opportunities where most needed. Describe the neighborhood and surrounding community. Provide the streets of the closest major intersection as well as known structures/activities surrounding the site that identifies where the site is located. (Attach a map indicating project location. Include one close-up map of the site and a second map using the AHF Targeted Area Map to show the site in the context of the City.)

The site is located near the intersection of Odana and Grand Canyon Drive. We chose this site as the west side of Madison has been historically underserved by new affordable housing developments and this area's focus is on growth and redevelopment. From a real estate perspective, this site is large enough for redevelopment and is in close proximity to amenities and jobs that will increase the quality of life for our residents. A majority of the area is surrounded by single story retail uses.

25. Identify any existing buildings on the proposed site, noting any that are currently occupied. Describe the planned demolition of any buildings on the site, if applicable.

The site currently holds two single story retail buildings. There are currently 6 leases in place at the White House Shoppes. Those leases all expire prior to our acquisition in May of 2024. We will be meeting with all of the tenants to see if there is any interest in those businesses staying on in the commercial space of the new building. The owners have decided to sell the building for future redevelopment as the current single story retail has struggled to attract long term tenants for years. The owners will either sell a vacant building to us for a redevelopment project or will sell to a market rate developer. The buildings would need to be demolished prior to construction.

26. Describe the historical uses of the site. Identify if a Phase I Environmental Site Assessment has been completed and briefly summarize any issues identified. Identify any environmental remediation activities planned, completed, or underway, and/or any existing conditions of environmental significance located on the proposed site.

The site currently holds two single story retail buildings that were built in the 1970's and have been owned by the same family since being built. The buildings were developed from farm land so we do not expect any environmental issues on site. We will order a phase I on the site in late 2022 prior to submitting our tax credit application.

27. Current zoning of the site: CC An interactive version of the Zoning Map can be found linked [here](#).

28. Describe any necessary planning and zoning-related approvals (rezoning, conditional use permit, demolition, etc.) that must be obtained for the proposal to move forward.

After discussing our project with planning and zoning staff our goal is to move the project forward in CC with a conditional use. The one requirement we are currently unsure of is we have enough green space per the ordinance. If we can't meet the green space requirement that zoning believes we can switch to CC-T which would be more flexible.

29. Describe the proposed project's consistency with the land use recommendations, goals and objectives as may be relevant in adopted [plans](#), including the City of Madison Comprehensive Plan (adopted 2018), Neighborhood Plans, Special Area Plans, the Generalized Future Land Use Map (interactive version linked [here](#)), and any other relevant [plans](#).

The site is part of the Odana Area Plan and is targeted as a future growth area which implements goals in the City's Comprehensive plan. The Odana plan calls for a mixture of uses in the area including housing and the project meets the height and density of the future land use map.

30. Identify the distance the following amenities are from the proposed site.

Type of Amenities & Services	Name of Facility	Distance from Site (in miles)
Full Service Grocery Store	Metcalfe's West Towne	.7
Public Elementary School	John Muir Elementary	.9
Public Middle School	Thomas Jefferson	.6
Public High School	Madison Memorial	.5
Job-Training Facility, Community College, or Continuing Education Programs	The Medical Education Institute	.8
Childcare	Koal-T-Kare	.3
Public Library	Alicia Ashman Branch	1.64
Neighborhood or Community Center	Lussier Community Center	.6
Full Service Medical Clinic or Hospital	UW Health Urgent Care	.5
Pharmacy	CVS	.2
Public Park or Hiking/Biking Trail	Mineral Point Park	.5
Banking	Great Midwest	.1
Retail	Market Square Shopping Center	.2
Other (list the amenities):	West Town Mall	.4

31. What is the actual walking distance (in miles) between the proposed site and the nearest seven-day per week transit stops (i.e. weekday and weekends)? List the frequency of service at that bus stop during the weekday at noon. List the bus route(s), major transit stop street intersections and describe any other transit stops (include street intersections and schedule) located near the proposed site. Please do not include full bus schedules. Please refer to [Metro's Adopted Network Redesign](#) and answer based on the best available information at the time of application.

There is a 7 day service stop adjacent to the site at Odana and Grand Canyon and higher service at the Mineral Point and Grand Canyon intersection. The BRT line will run along Mineral Point Road and the site is less than 1/4 mile away. According to the schedule on Madison metro, the 63 & 73 route has a bus running daily and route 67 along Mineral point.

32. Describe the walking routes for children to get to their elementary and middle schools.

Tenants will either walk down Grand Canyon Drive to Mineral Pointe or the Odana Road plan shows a walking path through the park adjacent to the north of the site which would directly connect the site to the schools.

33. Describe the [anticipated](#) transit options for people to access employment and amenities such as childcare, after school activities, grocery stores, the nearest library, neighborhood centers, and other amenities described above.

The site is walkable with many of the amenities listed above being less than .5 miles from the site. The site has a bus stop adjacent feet and will be located less than .25 miles from the new BRT line. There are many food options including Metcalfs, Walgreens, woodmans, and restaurants near the site. After school activities are within walking distance. The nearest library public library is 1.5 miles from the site but residents will have access to book etc at the Lussier Community Center. The property will offer parking and there will be ample parking on-stie as well as B-Cycle access for residents. There are thousands of jobs located near the site with major employeers recently coming into the area including Exact Sciencies and Nexus. communities like Verona and Middleton have significant job centers and are both a 5-10 minute drive from the site.

34. Describe the impact this housing development will have on the schools in this area. What percent are the 5-year projected capacities for the area schools (from 2019)? Ideal enrollment is considered 90%. Are the schools projected to be at, above, or below capacity? Approximately how many elementary and middle school children are projected to live at the proposed housing development based on your proposed unit mix and previous housing experience? See 5-year projected capacities in 2019 school capacity information found in this [Report](#) (.pdf pages 30-31).

The report shows that in general, the number of children attending Madison schools is expected to decline over the next 5 years. The site is located nearest to the Muir Elementary School which is at 82% capcacity and Jefferson Middleschool witch is at 78% capacity. The schools are projected to be at 86% and 77% respectilvy in 5 years. We would expect between 30-40 elementary and middleschool children to live at the site given the unit mix.

CITY AND COMMUNITY ENGAGEMENT PROCESSES

35. Briefly summarize the staff comments during your Pre-application meeting with City of Madison Planning and Zoning staff. Please include the date.

June 22 we had our pre-application meeting. discussion went very well. Discussed making some slight tweaks to the building design, working with the bank next door to have walking access to grand canyon from the back of the site. We also discussed zoning and fit to the Odana road plan.

36. Have you presented to the City's Development Assistance Team (DAT)? If so, please summarize the staff comments to your proposal and reference the date of the presentation. If not, what is the anticipated date of the DAT presentation?

We presented at DAT on July 14th. Comments regarding easements and items that will need to be cleaned up. No major issues identified based on our proposed use or layout. We will be making some very small tweaks and looking at elevations.

37. Describe the response of the alderperson in which the proposal is located, as well as the adjacent alderperson(s), if within 200 feet of an adjacent Aldermanic District. What issues or concerns with the project did they identify, if any? How will those be addressed? Please note new [Aldermanic Districts](#) went into effect January 1, 2022.

We have reached out to the local alder and ajoining alder in district 9. The local alder didn't have any concerns, supports projects that are supported by staff (which we believe staff does support based on meetings to date). The Alder did make us aware of the flooding event from 2018 which we knew about and will be taking appropriate steps to mitigate moving forward.

38. Describe the neighborhood and community input process to date, including notification to and input from the nearby Neighborhood Association(s). What issues or concerns with the project has been identified, if any? How will those be addressed? Describe the plan for continued neighborhood input on the development (e.g. steering committee, survey, informational meetings, project website, etc.).

We have scheduled a neighborhood meeting for August 10th. The district alder is helping us coordinate and it will be held virtually.

39. The COVID-19 pandemic has changed the way that residents have been able to interact with local government on impacts of new development. Detail how the Development Team has engaged and communicated with not only with the existing neighborhood, but with potential future tenants of your building as part of the community engagement process. What groups, if any, have you identified that were not engaged through this process? How has engagement with potential future tenants impacted the design process for the proposed development?

All meetings will be held virtually and or will have a virtual option and we will ask the City Staff and Alder for recommendations as to best ways to notify neighbors of our plans. We plan to have the first Neighborhood Info meeting scheduled for August 10th. We have reached out to the Alder of the site and neighboring Alders as well. We will be connecting with the local school principals, community center, and local non-profits serving the neighborhood.

40. Describe your plans for neighborhood informational meetings and other ways of engaging and informing residents both during construction and approaching lease-up. Describe your experience in working with neighborhood residents post-approval and detail effective strategies you have used since the beginning of the pandemic to effectively communicate with residents.

We will work with our alder to communicate with the neighborhoods. Since this project isn't in a traditional neighborhood we will rely on their guidance and expertise which is what we did at our Uno's project. This included speaking with the school principals and community center staff. About 4 months prior to occupancy we will begin meeting with our property manager, City of Madison, and service providers to discuss marketing and referrals. This has worked well on our projects since the beginning of the pandemic.

41. Describe how this development will promote both racial and social equity in the community and the greater Madison area. How does this proposal embrace the City's [Racial Equity and Social Justice Initiative](#)? What steps will be taken to ensure goals of this initiative are met on an ongoing basis?

Northpointe Development plans to bring quality affordable housing into an area of social and economic opportunities. Stable housing paired with proximity to jobs, schools, amenities is vital to promoting social equality. Northpointe plans to co-develop the site with Dream Lane Real Estate Group an emerging developer to help build their capacity and experience in housing development. The site will also have a Community Service Facility that will target services to low to moderate households in the neighborhood.

42. Have you or will your development team be willing to provide a meaningful internship, employment opportunity, or development partnership role, to a student or graduate of the Associates in Commercial Real Estate (ACRE) program on this or another project? If so, describe how your development team will address this priority?

DreamLane Real Estate Group is an emerging minority developer that has taken a meaningful role on a number of developments with Northpointe. Over the past two years of partnership Dreamlane has built their capacity, knowledge, and network within the community development space. Going forward we will both continue to build on this momentum and likely be hiring an intern to assist with upcoming projects.

SITE AMENITIES

43. Describe the exterior amenities that will be available to tenants and guests (e.g., tot lot or play structure, outdoor exercise equipment, patio, permanent tables and chairs, greenspace, grill area, gardens, etc.).

The site will have multiple commercial units with a coffee shop or other small business with a food focus as well as a Community Service Facility. The apartment building will have underground parking. There will also be outdoor amenities including an outdoor patio with grilling station, fire pit, picnic area and large/ safe play area. There is large park adjacent to the site and the city plans to add new walking paths in the near future. The site will include walking paths. The property manager will coordinate onsite activities. An MOU has been signed with MOM to provide a service coordinator at the project to work with all tenants but especially the supportive housing target population. Another MOU has been signed with Dane County Vets office to provide services to the Vet households. We intend to work with Bcycle to provide Ebikes at the site for no cost to the residents.

44. Describe the interior common area amenities that will be available to tenants and/or guests (e.g., community rooms, exercise room, business center, etc.). For family developments, will there be a year-round indoor play space &/or youth lounge for children and teens?

The interior common area amenities will include a community room, exercise room, and a community service facility. There will be a year-round indoor play space and the community service facility will likely include a business center, although those users and details are being worked out.

45. What is the anticipated number of total number parking spots, both underground and surface, that will be provided to tenants of the development? What is the ratio to units? What is the associated monthly cost? Will the parking cost in this development vary by CMI level?

There will be approximately 40-50 surface spots and we will be working with our neighboring site owners for shared parking opportunities. There will also be about 110-120 underground parking spots and we intend to charge a monthly fee of \$45-\$55/ month. Parking cost will not vary by CMI level. The parking ratio will be approximately 1.33 spaces to units.

46. For proposals contemplating first floor commercial space, describe how the use and/or tenant of the space will be a benefit to the immediate neighborhood (e.g. childcare, senior center, community facility, neighborhood-serving commercial etc.). Explain how the use of the space was identified to fill a service gap or enhance the surrounding community. Describe if a prospective tenant or use has already been identified or how a prospective tenant will be found and will help inform the space's design.

There will be approximately 5-6k of commercial space which will include a community service facility to benefit the needs of the neighborhood. Tenants have not been identified but we are talking with multiple non-profits and will be talking with the existing business tenants to see if they would like to stay on and operate in the new space.

47. Describe the interior apartment amenities, including plans for internet service (and cost to tenants, if any) and a non-smoking indoor environment throughout the building.

The unit will have LVP flooring, solid surface countertops, stainless steel appliances, washer and dryer included, balconies, and internet fiber directly installed to the units with free internet for tenants to use. The building will be non-smoking. The units are sized appropriately and will have the proper number of bathrooms in the unit (ie two-bedrooms and three bedrooms will have at least two bathrooms.)

PROPOSAL TIMELINE

48. Please list the estimated/target completion dates associated with the following activities/benchmarks to illustrate the timeline of how your proposal will be implemented.

Activity/Benchmark	Estimated Month/Year of Completion
Draft Site Plan Ready to Submit to Dev. Assistance Team (DAT) [<i>Target/Actual Month/Date</i>]	7/2022
1 st Development Assistance Team/ Meeting (Due by 8/4/22) [<i>Target/Actual Month/Date</i>]	7/2022
1 st Neighborhood Meeting (Due by 8/17/22) [<i>Target Month/Date</i>]	8/2022
Submission of Land Use Application (Zoning Map Amendments Due by 9/26/22)	9/2022
Submission of Land Use Application (Permissively Zoned Due by 10/10/22)	9/2022
Plan Commission Consideration (If Rezoning, 11/21/22 Meeting for 12/6/22 Common Council)	10/2022
Urban Design Commission Consideration, if applicable [<i>Target Month/Date</i>]	N/A
Application to WHEDA	12/2022
Complete Equity & Debt Financing	12/2023
Acquisition/Real Estate Closing	5/2024
Rehab or New Construction Bid Publishing	3/2024
New Construction/Rehab Start	5/2024
Begin Lease-Up/Marketing	1/2025
New Construction/Rehab Completion	5/2025
Certificates(s) of Occupancy Obtained	5/2025
Complete Lease-Up	8/2025
Request Final AHF Draw	8/2025

HOUSING INFORMATION & UNIT MIX

49. Provide the following information for your proposed project. List the property address along with the number of units you are proposing by size, income category, etc. If this is a scattered site proposal, list each address separately with the number of units you are proposing by income category, size, and rent for that particular address and/or phase. Attach additional pages if needed.

ADDRESS #1:		6706 Odana Road					Projected Monthly Unit Rents, Including Utilities				
% of County Median Income (CMI)	Total # of units	# of Bedrooms					\$ Rent for Studios	\$ Rent for 1 BRs	\$ Rent for 2 BRs	\$ Rent for 3 BRs	\$ Rent for 4+ BRs
		# of Studios	# of 1 BRs	# of 2 BRs	# of 3 BRs	# of 4+ BRs					
≤30%	25	8	11	3	3	0	606	649	778	899	
40%	0	0	0	0	0	0					
50%	50	4	26	3	17	0	1010	1081	1297	1499	
60%	0	0	0	0	0	0					
Affordable Sub-total	75	12	37	6	20	0					
80%	49	2	27	14	6	0	1195	1250	1500	1850	
Market*	0	0	0	0	0	0					
Total Units	124	14	64	20	26	0	Notes/Utility Allowance Assumptions:				

*40% = 31-40% CMI; 50% = 41-50% CMI; 60% = 51-60% CMI; 80% = 61-80% CMI; Market = >81% CMI.

ADDRESS #2:		# of Bedrooms					Projected Monthly Unit Rents, Including Utilities				
% of County Median Income (CMI)	Total # of units	# of Studios	# of 1 BRs	# of 2 BRs	# of 3 BRs	# of 4+ BRs	\$ Rent for Studios	\$ Rent for 1 BRs	\$ Rent for 2 BRs	\$ Rent for 3 BRs	\$ Rent for 4+ BRs
40%	0	0	0	0	0	0					
50%	0	0	0	0	0	0					
60%	0	0	0	0	0	0					
Affordable Sub-total	0	0	0	0	0	0					
80%	0	0	0	0	0	0					
Market*	0	0	0	0	0	0					
Total Units	0	0	0	0	0	0	Notes/Utility Allowance Assumptions:				

*40% = 31-40% CMI; 50% = 41-50% CMI; 60% = 51-60% CMI; 80% = 61-80% CMI; Market = >81% CMI.

NOTE: For proposals contemplating project-based vouchers (PBVs), please list vouchered units under the same CMI designation that you will be representing to WHEDA (e.g. if the LIHTC application to WHEDA presents 8 PBV units as 50% CMI or 60% CMI units, please include those on the “50%” or “60%” row in the above table(s)). The City of Madison will enforce this income designation in the AHF Loan Agreement, if this proposal is awarded funds. Include a comment in the Notes, e.g., Eight (8) 50% CMI units will have PBVs.

50. Utilities/amenities included in rent: Water/Sewer Electric Gas Free Internet In-Unit
 Washer/Dryer Other: EBike Membership if desired

51. Please list the source of calculating your utility allowance, and the total utility allowance per bedroom size:
 Utilities Allowance Used: CDA DCHA HUSM (HUD HOME)

Unit Size (Number of Bedrooms)	Total Monthly Utility Allowance (\$)
Efficiency	45
1-Bedroom	51
2-Bedroom	64
3-Bedroom	78

ENERGY EFFICIENCY, RENEWABLE ENERGY & SUSTAINABLE DESIGN

52. What is your organization’s experience in developing projects that incorporate extraordinary sustainable, energy efficient, and/or green building design techniques? Please list any awards, industry standards or third-party certifications achieved on projects developed in the past ten years, such as LEED®, WELL, Passive House, etc.

We have consistently exceeded WHEDA requirements using the Wisconsin Green Built Homes Certification. We have started to add on Energy Star and EPA indoor air plus certifications. We have 4 projects under construction in Dane County, all of which will have PV solar systems.

53. Describe how this proposed development will contribute to the City’s goal of 100% renewable energy and net-zero carbon emissions (originally adopted March 21, 2017). What size/range of solar array is anticipated? If not yet known, what percentage energy offset is the development aiming to provide via the solar array. For more information, see [100% Renewable Madison Report](#).

We are working with Full Spectrum and plan to install a 135kw solar system on the roof that will eliminate up to 90% of the projects common area energy usage. We’ve confirmed that the project is serviced by MG&E so the size of the system is feasible at this site. We will also be working with Focus on Energy and will be installing highly efficient furnaces and other materials. The project will also help with stormwater management since the current use is 100% impervious

54. Describe the proposed project’s energy efficiency goals. Attach a copy of the confirmation page demonstrating that your organization has submitted an [Initial Application](#) for Focus on Energy’s Energy Design Assistance program. Identify any third party certification, such as LEED®, WELL, Passive House or similar, that will be sought.

We will work with Focus on Energy for this project and will also follow the requirements for Green Built Homes by scoring a minimum of 200 points with that program (we will likely double this point amount). Our Architect, Knothe Bruce, does incorporate sustainability features in most of their projects and specifically for the WHEDA projects we follow the Green Built Homes scoring criteria. We will also be seeking an Energy Star New Construction Multifamily and EPA indoor Air Plus certification.

55. How will this project contribute to creating a walkable, human-scaled community both inside and outside the property lines?

The building and the site will be designed to illicit the best human response from our tenants. Not only are we providing a high quality affordable home but also one that is connected to the neighborhood and opportunities nearby. The site has some unique topography for a main thoroughfare but we intend to make sure that the units are connected and easily accessible to the neighboring streets. Ample bike parking and new green space and trees will be added to the site. The goal will be to create a neighborhood feel at the property itself.

56. Describe how the local south-Central Wisconsin climate will inform the design of the proposed development and the challenges it will present.

Northpointe has developed over 1,500 units in Wisconsin and we are working with an Architect and Engineering firm that have done a significant amount of work in the Madison Area. The building will be designed for the change in the seasons with a Building envelope that exceeds code.

57. Describe this development's proposed strategies to reduce reliance on municipal water sources (i.e. water efficiency). Will the development incorporate systems to recapture and/or reuse water generated on-site?

Water saving faucets, showerheads, and high quality low-flush toilets will be installed. Property management will educate tenants on water saving practices. Given the size and location of the site, Northpointe will have to get further into the design of the site and work closely with our architect and engineer to determine if other design strategies can be incorporated.

58. What building design and HVAC considerations will your team include to enhance community resiliency for building inhabitants in the face of a potential future pandemic?

The HVAC installed will be a split system allowing for each unit to have their own heat/air conditioning. We are looking into UV light in supply ducts or UV filtration costs and incorporating into our design.

59. Describe this development's approach to accessibility, including the number and percent of accessible units proposed for each of level of accessibility (i.e. Type A and B units). Elaborate on this development's plan to meet or exceed WHEDA's minimum requirements as well as exceeding building code standards for Type A units. For rehab, describe the accessibility modifications that will be incorporated into the existing development.

The project will be 100% visitable, only 50% is required by the 4% tax credit program. 20% of the units will be equipped with universal design features with the remainder of the units having the capacity to add accessibility features if a tenant requests a reasonable accommodation. 5% of the units will be Type A vs the 2% required by code.

60. Describe this development's level of commitment to the principles of Universal Design. Explain the extent to which the development team will incorporate the greatest feasible levels of Universal Design in residential units, commercial spaces, and common areas in accordance with the requirements outlined in the RFP. What percentage or number of units in the proposed development will incorporate Universal Design principles?

20% of the units will include universal design features that meet all WHEDA requirements. However, all of the units will have features that are listed in the WHEDA application for universal design. These would include public restrooms, automatic door openers, braille signage, rocker light switches, low pile carpets, easy opening windows, etc.

61. For proposals that include rehabilitation, have you completed a capital needs assessment for this property? If so, summarize the scope and cost; Attach a copy of the capital needs assessment.

N/A

REAL ESTATE PROJECT DATA SUMMARY

62. Enter the site address (or addresses if scattered sites) of the proposed housing and answer the questions listed below for each site.

	# of Units Prior to Purchase	# of Units Post-Project	# Units Occupied at Time of Purchase	# Biz or Residential Tenants to be Displaced	# of Units Accessible Current?	Number of Units Post-Project Accessible?	Appraised Value Current (Or Estimated)	Appraised Value After Project Completion (Or Estimated)	Purchase Price
Address:	6706 Odana Road								
	0	124 (combined)	0	0	0	124 (combined)	1,650,000	\$12,000,000 (combined)	\$1,650,000
Address:	6714 Odana Road								
	0	124 (combined)	0	0	0	124 (combined)	1,450,000	\$12,000,000 (combined)	\$1,450,000
Address:	Enter Address 3								

63. Identify any existing buildings on the proposed site, noting any that are currently occupied. Describe the planned demolition of any buildings on the site.

There are two buildings on site. Both of the buildings will have to be demolished prior to starting construction. We would pull demo permits on or shortly after our acquisition date of the building.

64. Will any business or residential tenants will be displaced temporarily or permanently? If so, please describe the relocation requirements, relocation plan and relocation assistance that you will implement or have started to implement.

There are currently 6 leases in place at the White House Shoppes. Those leases all expire prior to our acquisition in May of 2024. We will be meeting with all of the tenants to see if there is any interest in those business staying on in the commerical space of the new buidling. The owners have decided to sell the buidling for future redevelopment as the current single story retail has stuggled to attract long term tenants for years. The owners will either sell a vacant building to us for a redevelopment project or will sell to a market rate developer.

DEVELOPMENT TEAM

65. Describe the project's organizational structure. Please attach an organizational chart detailing the roles of the applicant, all partners, and the ownership and controlling interest percentages of each entity.

The proejct will be manager managed LLC as you would see typcially for a tax credit development. The MM will be owned 51% by Northpointe Development II Corporation and 49% owned by Dreamlane Realestate group.

66. For projects that will be co-developed with a non-profit partner, please explain the non-profit's role in the development. State if the non-profit will have a controlling interest (as memorialized in organizational documents), Right of First Refusal, or General Partner Purchase Option. If not, please elaborate on how the non-profit organization will be involved in the long-term ownership of the development.

The project will not be co-developed by a non-profit.

67. For projects that will be co-developed with a BIPOC or minority developer, please explain the BIPOC or minority developer role in the development. State what percentage stake the BIPOC or minority developer will have in the development, cash flow, etc. (as memorialized in organizational documents). If the development team will partner with a BIPOC or minority developer but will not provide a stake in the organization structure, please explain this decision and elaborate on how the BIPOC or minority developer will be involved in the long-term ownership of the development.

Dream Lane Real Estate Group is a BIPOC development firm. Both firms will have an extensive roll in the development from entitlements through lease up and ongoing operations of the development. Northpointe and Dreamlane will work together on all decisions and both will be involved in all facets of the development. Dreamlane will receive 49% ownership included voting rights and cash flow.

68. Identify all key roles in your project development team, including architect, general contractor, legal counsel, property management agent, supportive services provider(s), and any other key consultants, if known.

Contact Person	Company	Role in Development	E-mail	Phone
Sean O'Brien	Northpointe Development	Developer	sean@northpointedev.com	608-334-5665
Lane Manning	DreamLane	Developer	lane@dreamlanere.com	608-535-5131
Bob Feller	Knothe Bruce	Architect	bfeller@knothebruce.com	608-836-3690
Chris Hand	ACC Managment	Managment Company	chris@accmanagementgroup.com	920-966-9905
Bill Cummings	Reinhart	Attorney	wcummings@reinhartlaw.com	414-298-8330

69. For the following development team roles, please identify the number and/or percentage of women and persons of color employed by that company.

Company	Role in Development	BIPOC		Women	
		#	%	#	%
Northpointe Development	Developer	0	0	3	75%

DreamLane Real Estate Group	Co-Developer	1	100%	0	0
	Co-Developer				
TBD	General Contractor				
ACC	Property Manager	52	19%	132	49%
Knothe & Bruce	Architect	1	4%	4	36%
Middleton Outreach Ministry	Service Provider	4	21%	16	84%

70. Will the development team commit to making annual payments on the AHF Cash Flow Note concurrently with repayment of the deferred developer fee? If yes, explain how this will be memorialized in organizational documents, including the final Amended and Restated Operating Agreement.

This is something that we will look into prior to closing. However, depending on the other sources of financing, their requirements, and ability to repay the deferred fee during the compliance period we may need to keep the payments as cash flow contingent after the deferred fee is paid. However, like listed above we are committing to permanent affordability.

REFERENCES

71. Please list at least three municipal/financing references who can speak to your work on similar developments completed by your team.

Name	Relationship	Email Address	Phone
Shreedhar Ranabhat	WHEDA Commerical Lending Manager	shreedhar.ranabhat@wheda.com	608-266-2781
Will Deppeiesse	Nicolet Bank VP Commerical Banking	wdeppeiesse@nicoletbank.com	920-882-2857
Adam Sayre	City of Verona City Administrator	adam.sayre@ci.verona.wi.us	608-848-9941

PLEASE ATTACH THE FOLLOWING ADDITIONAL INFORMATION (such as assessment and referral, on-site intensive case management, etc.) **AND CHECK THE BOX WHEN ATTACHED:**

- 1. A completed Application Budget Workbook, showing the City's proposed financial contribution and all other proposed financing.
- 2. Description of the Development Team's Experience and Capacity per Section 2.4, Item 2 of the RFP.
- 3.a. Letter(s) from Supportive Service Provider(s) detailing what services are necessary to be adequate for the number of supportive housing units and target population as well as what level of services they intend to provide.
- 3.b. A detailed map of the site and a second map using the AHF Affordable Housing Targeted Area Map showing the site in the context of the City.
- 3.c. A preliminary site plan and drawings, if available.
- 3.d. A Capital Needs Assessment report of the subject property, if the proposal is for a rehabilitation project and if the report is available at the time of application.
- 4. A confirmation page demonstrating that an Initial Application for Energy Design Assistance was submitted to Focus on Energy
- 5. Written confirmation from the Zoning Administrator of permissive zoning or a letter confirming the proposed site's zoning status and process.

NOTE: If a preliminary site plan is not available at the time of application, submittal will be required for DAT on August 4, 2022 with submittal with week prior. If the Capital Needs Assessment is not available at the time of application for a rehab project, submittal will be required by August 17, 2022.

APPLICANT & PROJECT NAME:

Northpointe & Dreamlane- Merchant Place Apartments

1. CAPITAL BUDGET

Enter ALL proposed project funding sources.

FUNDING SOURCES

Source	Amount	Non-Amortizing (Y/N)	Rate (%)	Term (Years)	Amort. Period (Years)	Annual Debt Service
Permanent Loan-Lender Name:						
WHEDA	\$ 12,250,000	y	6.00%	35	35	\$838,179
Subordinate Loan-Lender Name:						
Dane County	\$ 1,600,000	n	2.00%	30	IO	Cash flow
Subordinate Loan-Lender Name:						
Tax Exempt Loan-Bond Issuer:						
WHEDA						
AHP Loan (List FHLB):						
Total City Request (AHF, TIF, federal funds, etc.)						
City of Madison	\$ 2,500,000	n	2.75%	30	30	cash flow
Other-Specify Lender/Grantor:						
Other-Specify Lender/Grantor:						
Other-Specify Lender/Grantor:						
Tax Credit Equity	\$ 16,093,551					
Historic Tax Credit Equity						
Deferred Developer Fees	\$ 2,497,752					
Owner Investment						
Other-Specify:						
State Credit Equity	\$ 5,471,453					
Total Sources	\$ 40,412,756					

Do you plan on submitting an application for TIF?

No

Construction Financing			
Source of Funds	Amount	Rate	Term (Months)
Construction Loan-Lender Name:			
WHEDA	\$ 12,250,000	6.00%	24
Bridge Loan-Lender Name:			
WHEDA	\$ 7,000,000	5.00%	24
Tax Credit Equity:			
TBD	\$ 8,626,002	NA	
Total	\$ 27,876,002		

Estimated pricing on sale of Federal Tax Credits: **\$ 0.89**

Estimated pricing on sale of State Tax Credits: **\$ 0.76**
(if applicable)

Remarks Concerning Project Funding Sources:

APPLICANT:

Northpointe and Dreamlane

2. PROJECT EXPENSES

Enter the proposed project expenses

Acquisition Costs	Amount
Land	\$3,100,000
Existing Buildings/Improvements	\$0
Other (List)	
	\$0
Construction:	
Construction/Rehab Costs	\$24,334,000
Construction Profit	\$1,327,183
Construction Overhead	\$520,464
General Requirements	\$1,239,200
Construction Supervision	\$0
FF&E/Personal Property	\$200,000
Demolition	\$0
Site Work	\$0
Landscaping	\$0
Letter of Credit/P&P Bond	\$0
Construction Contingency	\$1,393,542
Other (List)	
	\$0
Architectural & Engineering	
Architect - Design	\$265,000
Architect - Supervision	\$62,000
Engineering	\$50,000
Other (List)	
	\$0
Interim/Construction Costs	
Builder's Risk/Property Insurance	\$120,000
Construction Loan Interest	\$925,000
Construction Loan Origination Fee	\$70,000
Real Estate Taxes	\$75,000
Park Impact Fees	\$200,000
Other Impact Fees	\$50,000
Other (List)	
	\$0
Financing Fees	
Cost of Bond Issuance	\$0
Permanent Loan Origination Fee	\$122,500
Credit Enhancement	\$28,000
Other Permanent Loan Fees	\$0
Soft Costs	
Appraisal	\$10,000
Market Study	\$7,000

<--- If applicable, please list the costs attributable to "above and beyond" green building/Net Zero construction components included in the Construction Costs line item:

125 KW solar

Total Cost:

\$230,000

Environmental Reports	\$10,000
Survey	\$6,400
Permits	\$0
Lease-Up Period Marketing	\$25,000
Tax Credit Fees - Application	\$2,500
Tax Credit Fees - Compliance	\$0
Tax Credit Fees - Allocation	\$241,000
Accounting/Cost Certification	\$15,000
Title Insurance and Recording	\$25,000
Relocation	\$0
FF&E	\$0
Capital Needs Assessment (if rehab)	\$0
Legal	\$100,000
Other (List)	
	\$0
Fees:	
Bridge Loan Fees	\$0
Organizational Fees	\$2,000
Syndication Fees	\$10,000
Total Development Fee	\$4,960,000
Developer Overhead	\$0
Other Consultant Fees	\$0
Other (List)	
	\$0
Reserves Funded from Capital:	
Lease-Up Reserve	\$50,000
Operating Reserve	\$766,967
Replacement Reserve	\$0
Capital Needs Reserve	\$0
Debt Service Reserve	\$0
Escrows	\$0
Other: (List)	
Supportive Service Reserve	\$100,000
TOTAL COSTS:	\$40,412,756

APPLICANT: **Nothpointe Development & Dreamlane**

3. PROJECT PROFORMA

Enter total Revenue and Expense information for the proposed project for a 30 year period.

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16
Gross Income	1,707,804	1,741,960	1,776,799	1,812,335	1,848,582	1,885,554	1,923,265	1,961,730	2,000,965	2,040,984	2,081,804	2,123,440	2,165,908	2,209,227	2,253,411	2,298,479
Less Vacancy/Bad Debt	119,546	121,937	124,376	126,863	129,401	131,989	134,629	137,321	140,068	142,869	145,726	148,641	151,614	154,646	157,739	160,894
Income from Non-Residential Use*	83,343	85,010	86,710	88,444	90,213	92,017	93,858	95,735	97,650	99,603	101,595	103,627	105,699	107,813	109,969	112,169
Total Revenue	1,671,601	1,705,033	1,739,133	1,773,916	1,809,394	1,845,582	1,882,494	1,920,144	1,958,547	1,997,718	2,037,672	2,078,425	2,119,994	2,162,394	2,205,642	2,249,754
Expenses:																
Office Expenses and Phone	25,000	25,750	26,523	27,318	28,138	28,982	29,851	30,747	31,669	32,619	33,598	34,606	35,644	36,713	37,815	38,949
Real Estate Taxes	259,000	266,770	274,773	283,016	291,507	300,252	309,260	318,537	328,093	337,936	348,074	358,517	369,272	380,350	391,761	403,514
Advertising, Accounting, Legal Fees	15,000	15,450	15,914	16,391	16,883	17,389	17,911	18,448	19,002	19,572	20,159	20,764	21,386	22,028	22,689	23,370
Payroll, Payroll Taxes and Benefits	83,700	86,211	88,797	91,461	94,205	97,031	99,942	102,940	106,029	109,210	112,486	115,860	119,336	122,916	126,604	130,402
Property Insurance	25,000	25,750	26,523	27,318	28,138	28,982	29,851	30,747	31,669	32,619	33,598	34,606	35,644	36,713	37,815	38,949
Mtc, Repairs and Mtc Contracts	91,096	93,829	96,644	99,543	102,529	105,605	108,773	112,037	115,398	118,860	122,425	126,098	129,881	133,778	137,791	141,925
Utilities (gas/electric/fuel/water/sewer)	78,500	80,855	83,281	85,779	88,352	91,003	93,733	96,545	99,441	102,425	105,497	108,662	111,922	115,280	118,738	122,300
Property Mgmt	83,580	86,087	88,670	91,330	94,070	96,892	99,799	102,793	105,877	109,053	112,325	115,694	119,165	122,740	126,422	130,215
Operating Reserve Pmt		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	37,200	38,316	39,465	40,649	41,869	43,125	44,419	45,751	47,124	48,538	49,994	51,493	53,038	54,629	56,268	57,956
Support Services	10,000	10,300	10,609	10,927	11,255	11,593	11,941	12,299	12,668	13,048	13,439	13,842	14,258	14,685	15,126	15,580
Other (List)																
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Operating Expenses	708,076	729,318	751,198	773,734	796,946	820,854	845,480	870,844	896,969	923,879	951,595	980,143	1,009,547	1,039,833	1,071,028	1,103,159
Net Operating Income	963,525	975,714	987,936	1,000,182	1,012,449	1,024,728	1,037,014	1,049,300	1,061,577	1,073,839	1,086,077	1,098,283	1,110,447	1,122,560	1,134,613	1,146,595
Debt Service:																
First Mortgage	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179
Second Mortgage		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)																
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Debt Service	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179
Total Annual Cash Expenses	1,546,255	1,567,497	1,589,377	1,611,913	1,635,125	1,659,033	1,683,659	1,709,023	1,735,148	1,762,058	1,789,774	1,818,322	1,847,726	1,878,012	1,909,207	1,941,338
Total Net Operating Income	125,346	137,535	149,757	162,003	174,270	186,549	198,835	211,121	223,398	235,660	247,898	260,104	272,268	284,381	296,434	308,416
Debt Service Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Deferred Developer Fee	125,346	137,535	149,757	162,003	174,270	186,549	198,835	211,121	223,398	235,660	247,898	260,104	185,276	0	0	0
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	0	86,992	284,381	296,434	308,416
AHF City Interest Loan	0	0	0	0	0	0	0	0	0	0	0	0	86,992	284,381	296,434	308,416

*Including commercial tenants, laundry facilities, vending machines, parking spaces, storage spaces or application fees.

DCR Hard Debt	1.15	1.16	1.18	1.19	1.21	1.22	1.24	1.25	1.27	1.28	1.30	1.31	1.32	1.34	1.35	1.37
DCR Total Debt	1.15	1.16	1.18	1.19	1.21	1.22	1.24	1.25	1.27	1.28	1.30	1.31	1.20	1.00	1.00	1.00

Assumptions

Vacancy Rate	7.0%
Annual Increase Income	2.0%
Annual Increase Expenses	3.0%
Other	

*Please list all fees (per unit per month) and non-residential income:

No required fees- storage and internet is included - assum

APPLICANT:

3. PROJECT PROFORMA (cont.)

Enter total Revenue and Expense information for the proposed project for a 30 year period.

	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	Year 25	Year 26	Year 27	Year 28	Year 29	Year 30
Gross Income	2,344,449	2,391,338	2,439,165	2,487,948	2,537,707	2,588,461	2,640,230	2,693,035	2,746,896	2,801,833	2,857,870	2,915,028	2,973,328	3,032,795
Less Vacancy/Bad Debt	164,111	167,394	170,742	174,156	177,639	181,192	184,816	188,512	192,283	196,128	200,051	204,052	208,133	212,296
Income from Non-Residential Use*	114,412	116,700	119,034	121,415	123,843	126,320	128,847	131,424	134,052	136,733	139,468	142,257	145,102	148,004
Total Revenue	2,294,750	2,340,645	2,387,457	2,435,207	2,483,911	2,533,589	2,584,261	2,635,946	2,688,665	2,742,438	2,797,287	2,853,233	2,910,297	2,968,503
Expenses:														
Office Expenses and Phone	40,118	41,321	42,561	43,838	45,153	46,507	47,903	49,340	50,820	52,344	53,915	55,532	57,198	58,914
Real Estate Taxes	415,619	428,088	440,930	454,158	467,783	481,816	496,271	511,159	526,494	542,288	558,557	575,314	592,573	610,350
Advertising, Accounting, Legal Fees	24,071	24,793	25,536	26,303	27,092	27,904	28,742	29,604	30,492	31,407	32,349	33,319	34,319	35,348
Payroll, Payroll Taxes and Benefits	134,314	138,343	142,494	146,768	151,172	155,707	160,378	165,189	170,145	175,249	180,507	185,922	191,500	197,245
Property Insurance	40,118	41,321	42,561	43,838	45,153	46,507	47,903	49,340	50,820	52,344	53,915	55,532	57,198	58,914
Mtc, Repairs and Mtc Contracts	146,182	150,568	155,085	159,737	164,530	169,465	174,549	179,786	185,179	190,735	196,457	202,351	208,421	214,674
Utilities (gas/electric/fuel/water/sewer)	125,969	129,749	133,641	137,650	141,780	146,033	150,414	154,927	159,574	164,362	169,292	174,371	179,602	184,990
Property Mgmt	134,121	138,145	142,289	146,558	150,955	155,483	160,148	164,952	169,901	174,998	180,248	185,655	191,225	196,962
Operating Reserve Pmt	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	59,695	61,486	63,331	65,230	67,187	69,203	71,279	73,417	75,620	77,889	80,225	82,632	85,111	87,664
Support Services	16,047	16,528	17,024	17,535	18,061	18,603	19,161	19,736	20,328	20,938	21,566	22,213	22,879	23,566
Other (List)														
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	1,136,254	1,170,342	1,205,452	1,241,616	1,278,864	1,317,230	1,356,747	1,397,449	1,439,373	1,482,554	1,527,031	1,572,841	1,620,027	1,668,627
Net Operating Income	1,158,495	1,170,303	1,182,005	1,193,591	1,205,047	1,216,359	1,227,514	1,238,497	1,249,292	1,259,884	1,270,256	1,280,391	1,290,271	1,299,876
Debt Service:														
First Mortgage	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179
Second Mortgage	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)														
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Debt Service	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179	838,179
Total Annual Cash Expenses	1,974,433	2,008,521	2,043,631	2,079,795	2,117,043	2,155,409	2,194,926	2,235,628	2,277,552	2,320,733	2,365,210	2,411,020	2,458,206	2,506,806
Total Net Operating Income	320,316	332,124	343,826	355,412	366,868	378,180	389,335	400,318	411,113	421,705	432,077	442,212	452,092	461,697
Debt Service Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Deferred Developer Fee	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow	320,316	332,124	343,826	355,412	366,868	378,180	389,335	400,318	411,113	421,705	432,077	442,212	452,092	461,697
AHF City Interest Loan	320,316	58,787	58,787	58,787	58,787	58,787	58,787	58,787	58,787	58,787	58,787	58,787	58,787	58,787

*Including laundry facilities, vending machines, parking spaces, storage spaces or application fees.

DCR Hard Debt	1.38	1.40	1.41	1.42	1.44	1.45	1.46	1.48	1.49	1.50	1.52	1.53	1.54	1.55
DCR Total Debt	1.00	1.30	1.32	1.33	1.34	1.36	1.37	1.38	1.39	1.40	1.42	1.43	1.44	1.45

Assumptions

Vacancy Rate	7.0%
Annual Increase Income	2.0%
Annual Increase Expenses	3.0%
Other	

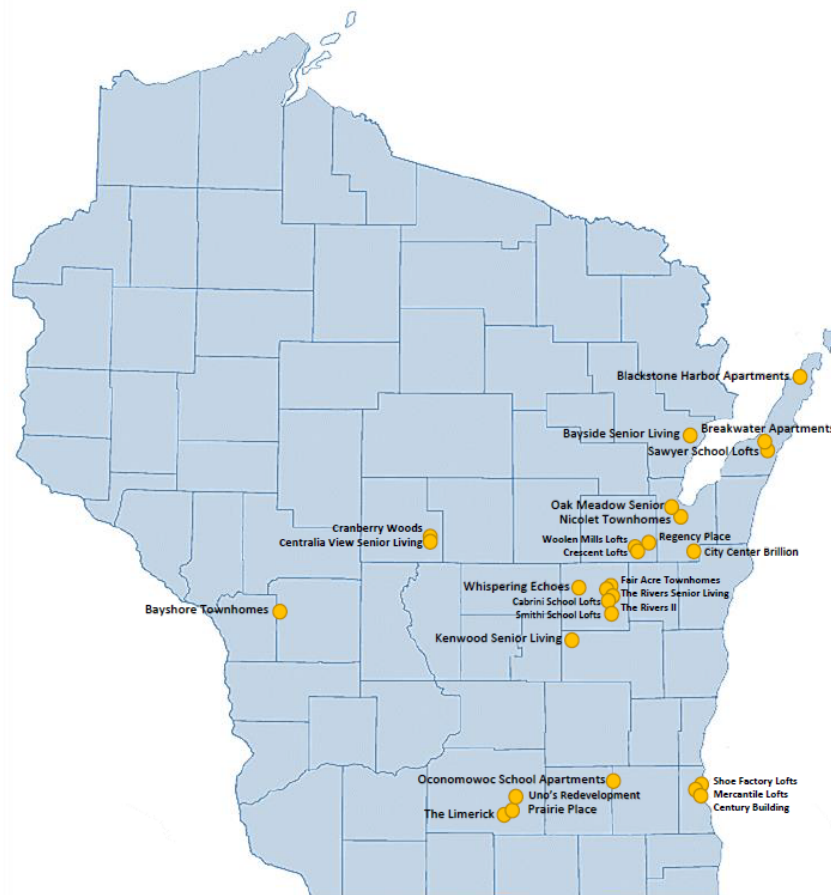


230 Ohio Street, Suite 200
Oshkosh, WI 54902
Office: (920) 230-3628
Fax: (920) 230-6484

NORTHPOINTE DEVELOPMENT CORPORATION

Northpointe Development Corporation is a real estate development company created for the purpose of bringing revitalization and development to various neighborhoods in Wisconsin. Northpointe envisions vibrant communities that strengthen neighborhoods, enhance livelihoods, respond to the environment, and connect people and places. The company’s mission is to provide sustainable housing for communities in a collaborative, honest, and transparent manner. Northpointe has a great reputation with the communities where we’ve developed housing and with WHEDA. Northpointe is one of WHEDA’s largest and long-term customers and consistently scores the highest developer team score possible for a for profit developer. Northpointe and its principals have the financial capacity to successfully complete the project as well as secure market to above market equity pricing. Personal Financials of Northpoint’s principals will be submitted upon request.

Northpointe, as shown below, has developed new construction family and senior apartment housing, historic rehabilitation, and commercial properties throughout Wisconsin. Most of the projects have utilized the Low-Income Housing Tax Credit program as well as other available resources including: Home, TIF, Brownfield Grants, Federal and State Historic Credits. Connecting with government entities, including the Department of Natural Resources, HUD, WHEDA, WEDC, the Federal Energy Regulatory Commission, etc is commonly required to successfully complete the development project. The company has received numerous awards including: the 2013 Top Projects Award in Milwaukee, 2015 National Historic Preservation Award, 2014 runner-up for the prestigious J. Timothy Anderson National Award for Excellence, 2017 Wisconsin Trust for Historic Preservation Award, 2019 Remarkable Milwaukee Award and the 2019 Carolyn Kellogg Historic Preservation Award.



Multifamily Developments

<u>Project Name</u>	<u>Location</u>		<u>Units</u>	<u>Property Type</u>
Rivers Senior Living	Oshkosh	WI	60	New Construction
Bayshore Townhomes	Sparta	WI	32	New Construction
Fair Acre Townhomes	Oshkosh	WI	55	New Construction
Kenwood Senior Living	Ripon	WI	24	New Construction
The Fountains of West Allis	West Allis	WI	35	Acquisition/Rehab
Blackstone Harbor Apts.	Sister Bay	WI	24	New Construction
Oconomowoc School Apts.	Oconomowoc	WI	55	Adaptive Reuse/Historic
Nicolet Townhomes	De Pere	WI	60	New Construction
Anthem Luxury Living	Oshkosh	WI	80	New Construction
Mercantile Lofts	Milwaukee	WI	36	Adaptive Reuse/Historic
Shoe Factory Lofts	Milwaukee	WI	55	Adaptive Reuse/Historic
The Rivers Phase II – Senior	Oshkosh	WI	40	New Construction
Woolen Mills Lofts	Appleton	WI	60	Adaptive Reuse/Historic
Century Building	Milwaukee	WI	44	Adaptive Reuse/Historic
Cranberry Woods	Wisconsin Rapids	WI	40	New Construction
Bayside Senior Apartments	Oconto	WI	42	New Construction
Whispering Echoes	Winneconne	WI	28	New Construction
Regency Place Senior	Little Chute	WI	40	New Construction
Centralia View	Wisconsin Rapids	WI	40	New Construction
City Center	Brillion	WI	40	New Construction
Crescent Lofts	Appleton	WI	69	Adaptive Reuse/Historic

Under Construction

The Limerick	Fitchburg	WI	125	New Construction
Cabrini School Apts.	Oshkosh	WI	33	Adaptive Reuse/Historic

2021 Awards

Sawyer School Lofts	Sturgeon Bay	WI	15	
Breakwater Apts.	Sturgeon Bay	WI	53	
Oak Meadow Senior	De Pere	WI	55	
Uno's Madison	Madison	WI	61	
Prairie Place	McFarland	WI	49	
Smith School Lofts	Oshkosh	WI	31	
Quentin Road Apts.	Palatine	IL	58	

Total Units 1,439

NORTHPOINTE DEVELOPMENT PRINCIPALS

Cal Schultz
420 South Koeller Street
Oshkosh, WI 54902
(920) 303-9404
cal@northpointedev.com

Andy Dumke
230 Ohio Street
Oshkosh, WI 54902
(920) 230-3628
andy@northpointedev.com

Sean O'Brien
2628 Saw Tooth Drive
Fitchburg, WI 53711
(608) 334-5665
sean@northpointedev.com

Callan L. Schultz

Callan Schultz graduated from the University of Wisconsin-Oshkosh with a Bachelor of Business Administration with majors in finance and management information systems and a Masters of Business Administration. Cal is a licensed Wisconsin Real Estate Broker.

Cal formed Keystone Development, LLC in 1999. The company has developed over 2,000 apartment units throughout Wisconsin, Michigan, Ohio and Iowa. In 2011 he and Andy Dumke formed Northpointe Development Corporation for the purpose of developing and owning affordable housing in Wisconsin.

Andrew J. Dumke

Andrew Dumke began developing and managing real estate in 1993. He has grown his portfolio to include multi-family apartments, commercial office buildings, warehouse buildings, and retail centers. His company Alliance Development has developed over \$200,000,000 in real estate. Samples of nationally accredited tenants he works with are Starbucks, Panera, Fed EX/Kinkos, TJ Maxx, JoAnn Fabrics, US Cellular, Verizon, Buffalo Wild Wings, Chipotle, Qdoba, Baker Tilly, Old National Bank, and Olive Garden. Andrew's current portfolio contains over 1,000,000 square feet of commercial office, warehouse, and retail space.

In 2011, Andrew started Northpointe Development Corporation in conjunction with Cal Schultz. The purpose of this entity is to develop, own and provide market-rate, affordable, and senior housing in Wisconsin.

Sean O'Brien

Sean O'Brien joined Northpointe Development as a Partner in 2020. With over 15 years of housing and community development experience, Sean is excited to help grow Northpointe Development's state and national footprint.

Prior to joining Northpointe Development, Sean worked at the Wisconsin Housing and Economic Development Authority (WHEDA) for 14 years. The last 6 years of his tenure he was the Director of Commercial Lending. As Director, Sean led the development of Wisconsin's Affordable Housing Policy and allocation of the Low-Income Housing Tax Credit Program. In 2018, the Commercial Lending team implemented the State Housing Tax Credit Program which allowed WHEDA to allocate a new credit that has created or preserved approximately a thousand affordable homes annually. For three years, Sean also served on the Community Investment Advisory Council for the Federal Home Loan Bank of Chicago.

Sean holds a Bachelor of Business Administration degree from the University of Wisconsin - Madison. In 2019, Sean and his wife Emily created OB Development, LLC with the intention of providing development in consulting services for the creation and preservation of decent, safe and affordable housing.

Master Developer Experience

Marion Road Oshkosh, WI

The Rivers- 60 Unit Senior Affordable
The Rivers II- 40 Unit Senior Affordable
Anthem Lofts- 80 Unit Market Rate



In 2008, the City of Oshkosh chose to work with Northpointe Development to redevelop a severely contaminated industrial manufacturing site along the Fox River. Once a home to Mercury Marine Manufacturing Plant is now has a vibrant River Walk and three housing developments. Northpointe developed all three buildings containing a total of 180 units, two of which are senior affordable properties and one market rate property. These developments have been catalytic for additional redevelopment on surrounding parcels.

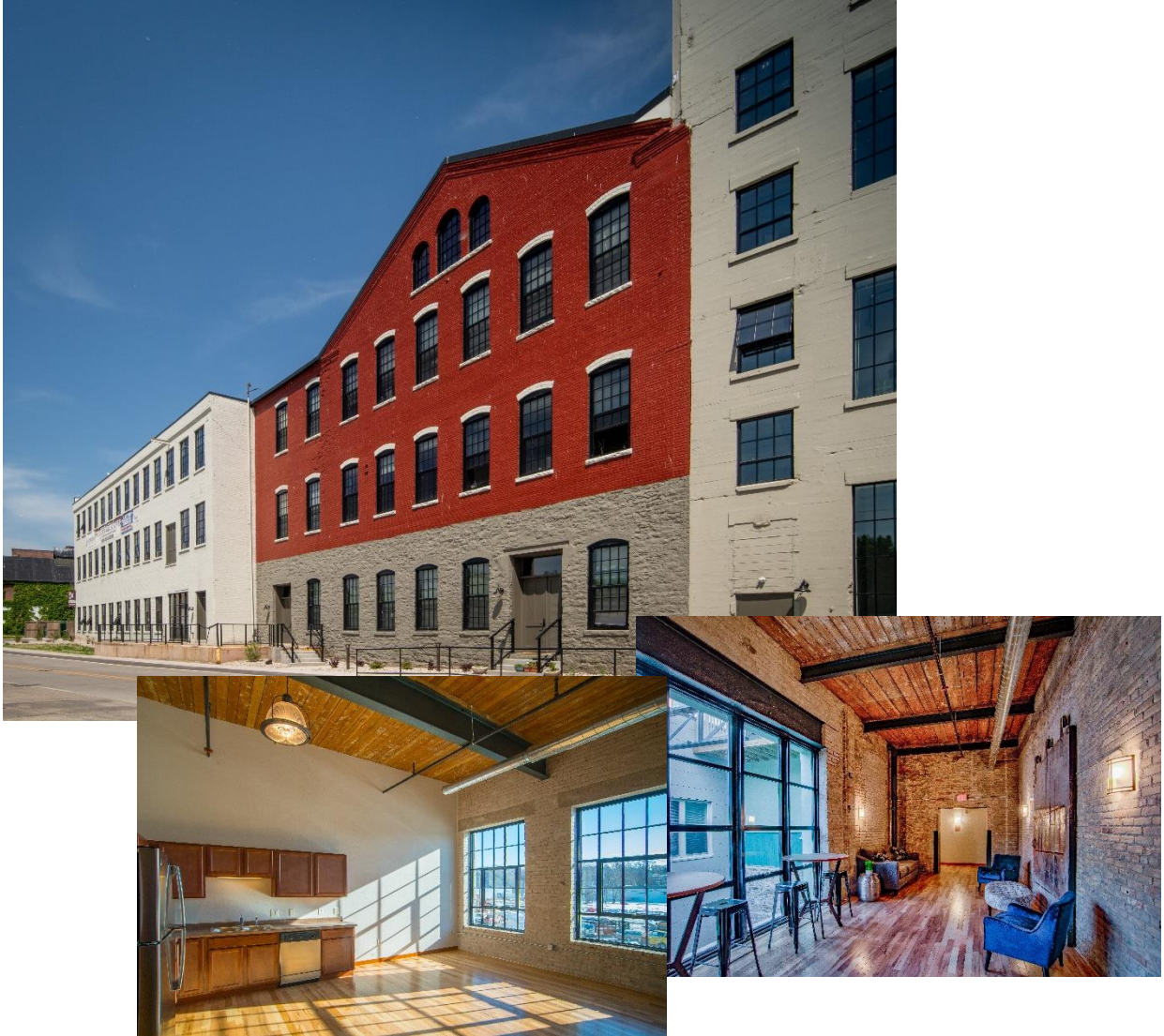


MERCANTILE LOFTS

36 Units Market Rate/Office/Commercial

611 West National Avenue, Milwaukee, WI

Mercantile Lofts is a 36-unit apartment property with office and commercial on the first floor completed in 2016. The building was originally construction in 1901 as a department store and was redeveloped under the historic guidelines of the National Parks Service. The tall ceilings and polished concrete floors were preserved and incorporated in the apartments. The famous Mural of Peace was also preserved and restored. WHEDA's Milwaukee office is currently located in the building.



Woolen Mills Lofts

60 Units- Family Housing

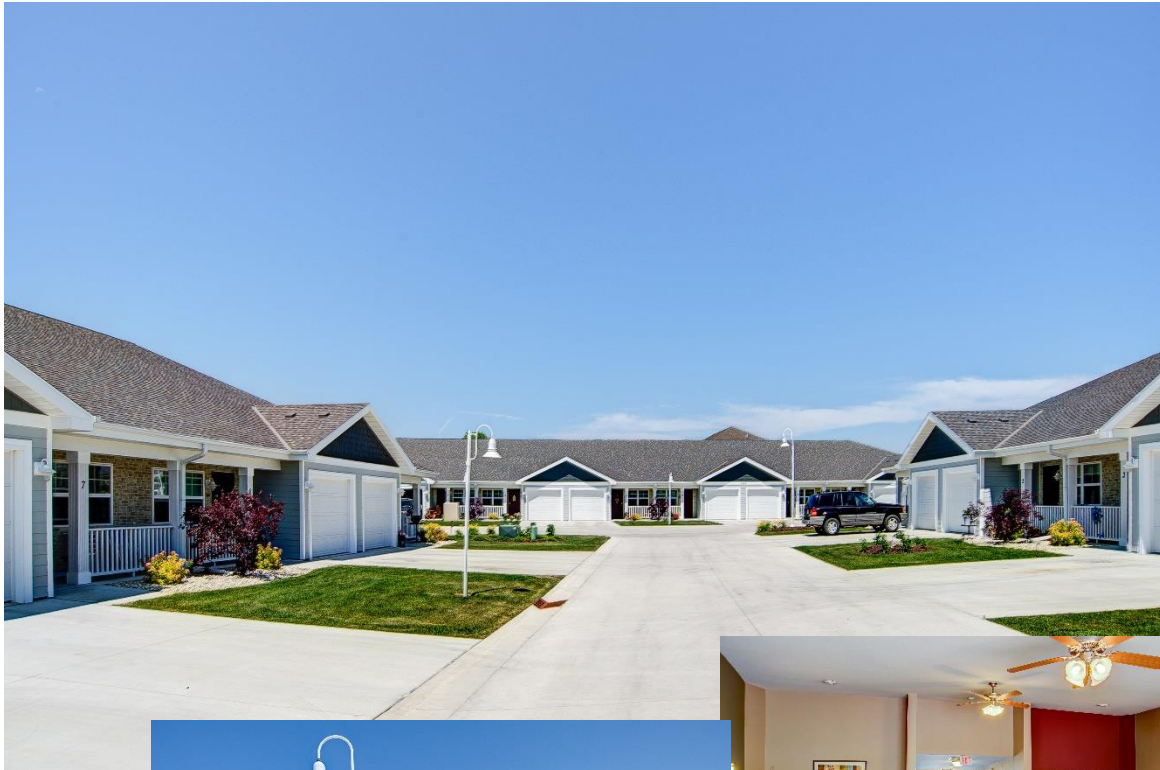
218 E. South Island St., Appleton, WI

Woolen Mills Lofts is a 60-unit family LIHTC property completed in 2017. The factory building which was originally construction in phases between 1893-1962 was redeveloped under the historic guidelines of the National Parks Service into one, two, and three-bedroom units. The exposed brick walls, hardwood ceiling, steel girders, and large exterior windows were preserved and restored.



Nicolett Townhomes
60 Units- Family Housing
1380 Scheuring Road, DePere, WI

Nicolett Townhomes is a 60-unit family LIHTC property that was completed in 2014. Located within walking distance to retail, banking, and restaurants. The townhome development offers one, two, and three-bedrooms with individual entrances, attached garages, central air conditioning, washer/dryer, free wifi, and stainless steel appliances. The property has an on-site office, community room and fitness center.



Blackstone Harbor Apartments
24 Units- Family Housing
10525 Judith Blazer Drive, Sister Bay, WI

Nicolet Townhomes is a 24-unit family LIHTC property that was completed in 2013. Located in the heart of Door County the unique single-story development offers one, two and three bedrooms with individual entrances, attached garages, central air conditioning, washer/dryer, free wifi, and stainless steel appliances. The property has on-site office, community room and fitness center.

MEMORANDUM OF UNDERSTANDING BETWEEN NORTHPOINTE DEVELOPMENT II CORPORATION AND MIDDLETON OUTREACH MINISTRY, INC.

This MEMORANDUM OF UNDERSTANDING (this "MOU") is hereby made and entered into by and between Middleton Outreach Ministry, Inc. (hereinafter "Service Provider") and Northpointe Development II Corporation (hereinafter "Developer").

D) PURPOSE:

The purpose of this MOU is to develop a framework of cooperation between Service Provider and Developer that will lead to the development and operation of a 124-unit multifamily development on a parcel located at 6706-6714 Odana Road, Madison, Wisconsin (the "Project"). The Developer will construct the Project, which will be financed in part by low-income housing tax credits allocated by Wisconsin Housing and Economic Development Authority and by a loan made available through the City of Madison Affordable Housing Fund. All 124 units will be deemed affordable and rent restricted to households earning 30-80% of the County's Median Income for the life of the project. 25 units, including 8 studio, 11 one-bedrooms, 3 two-bedrooms, and 3 three-bedrooms will be set aside for households, including Veterans, at 30% of County Median Income and who are currently homeless, formally homeless, or at risk of being homeless. Service provider agrees to provide and/ or coordinate services needed by the tenants of the set aside units at the project or requested by any tenant of the property.

II) STATEMENT OF MUTUAL BENEFIT AND INTERESTS

Service Provider represents and warrants that the service coordination described in this MOU conforms with their organization's mission and purpose and that the level of service coordination they intend to provide is adequate for the number of supportive housing units and tenant population. Service Provider is a local member of the Homeless Services Consortium. The proposed project is located within the Service Provider's area of focus.

Developer represents and warrants that Service Provider's participation in this transaction will benefit the Project and allow tenants to maintain housing.

III) STATEMENT OF OBLIGATIONS

A) Service Provider:

A designated Service Coordinator will be responsible for linking the target population at the site with supportive, medical, or advocacy services in the general community for which they are entitled, with a desired outcome of keeping them

independent in their units. Specific services to be offered under this agreement include:

- 1) Completion of an intake assessment to identify strengths as well as areas of need for individuals and families. The Service Coordinator will make reasonable effort to engage residents in this process. It is understood and agreed that the resident has to voluntarily agree to participate in the process.
- 2) Development of a case management plan for residents completing the intake assessment. This plan may include referral to other resources, including services and resources specific to their needs. This will include linking residents with agencies that support independence and self-sufficiency, access to benefits, employment opportunities and financial assistance and management.
- 3) Assisting property management staff in referrals and housing families selected from the applicable Community-Wide Priority List and providing case management services if the tenant is eligible and Service Provider has capacity.
 - (a) Service Provider currently has the capacity, and developer is targeting, to provide case management services to a maximum of 4-8 households from the priority list at the property. The Service Provider may include referral to other resources, as the tenants will have a choice in the provider
- 4) Assisting property management staff in referrals and housing formally homeless families that do not require intensive services
- 5) Provide on-site services on as needed basis for the residents of the property. The frequency of services as follows:
 - (a) On-site services
 - (i) Monthly during a three month initial lease up phase of the project.
 - (ii) Quarterly after the lease up phase through the remainder of the 15 year tax credit compliance period.

B) DEVELOPER:

- 1) Work with property management to create a Tenant Selection Plan and preferences that target Individuals and/ or families experiencing homelessness, formally homeless families, and Veterans who are homeless or at risk of being homeless.
- 2) Provide a space at the property for Service Provider to meet with tenants.
- 3) Notify Service Provider of vacancies for supportive units, some of which may include a veteran's preference, for referral opportunities.
- 4) Coordinate with a Veteran Specific Support Service Provider, additionally, for referrals when vacancies occur in the Veterans supportive units.
- 5) Developer to pay Service provider \$10,000 annually with the first payment occurring when the project receives its occupancy permit from the City. Payments will continue every 12 months from date of initial occupancy until the projects 15-year tax credit compliance period has expired.

- 6) Work with Service Provider and property management to leverage additional non-City funded supportive service dollars.

IT IS MUTUALLY UNDERSTOOD AND AGREED BY AND BETWEEN THE PARTIES THAT:

MODIFICATION. Modifications within the scope of the instrument shall be made by mutual consent of the parties, by the issuance of a written modification, signed and dated by all parties, prior to any changes being performed.

PARTICIPATION IN SIMILAR ACTIVITIES. This instrument in no way restricts Service Provider or Developer from participating in similar activities with other public or private agencies, organizations, and individuals. However, both parties to this agreement acknowledge a desire to maintain strong working relationships in the future, to consider future partnership opportunities, and to discuss partnership opportunities that they believe may be of interest to the other party.

PRINCIPAL CONTACTS. The principal contacts for this instrument are:

SERVICE PROVIDER

Ellen Carlson
Executive Director
Phone: 608-826-3417
Email: ellen@momhelps.org

DEVELOPER

Sean O'Brien
Principal
Phone: 608-334-5665
Email: sean@northpointedev.com

IN WITNESS WHEREOF, the parties hereto have executed this MOU for 6706-6714 Odana Road as of the first date set forth above.

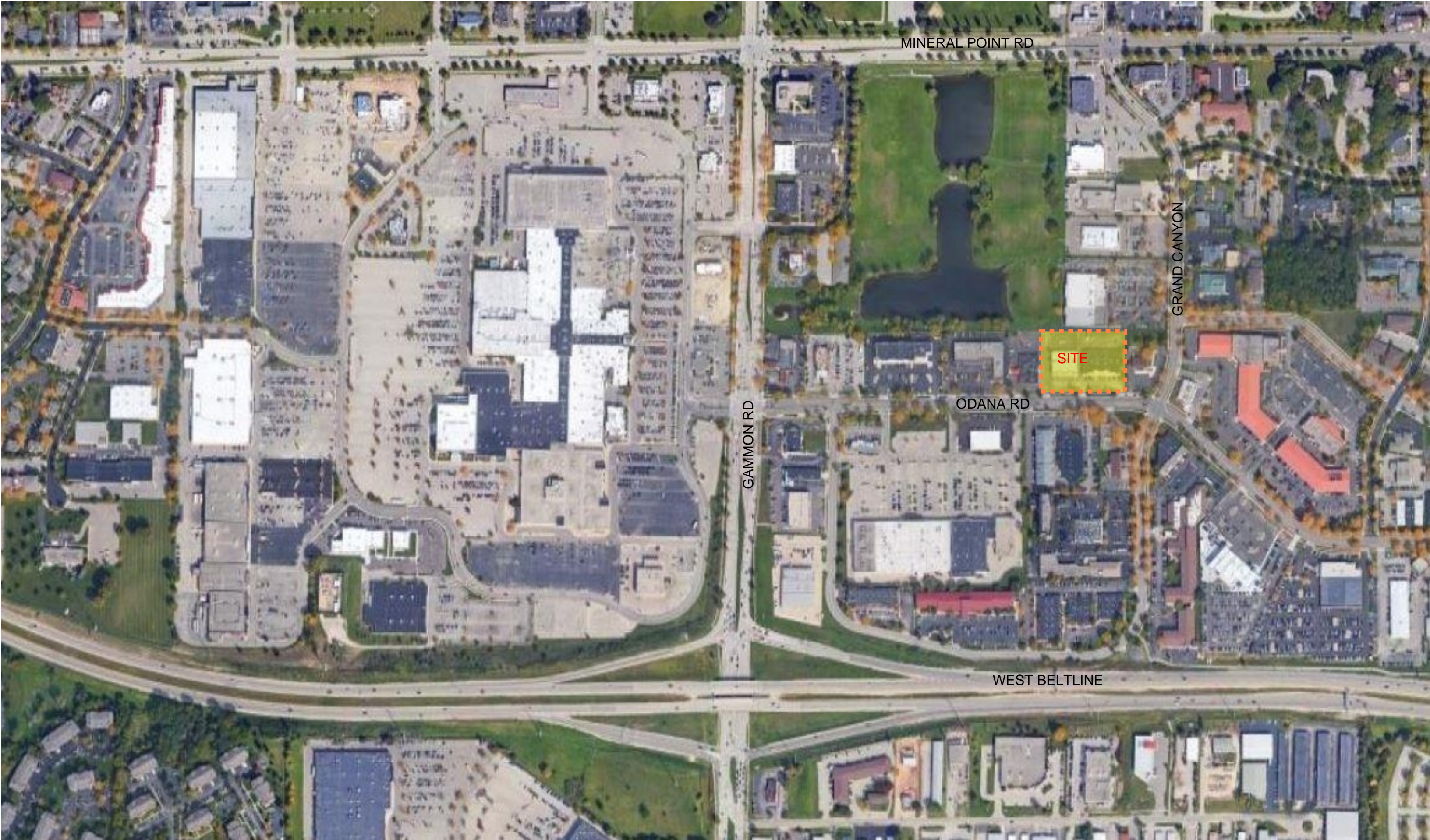
Middleton Outreach Ministry, Inc

Northpointe Development II Corporation



Ellen Carlson,
Executive Director

Sean O'Brien,
Secretary



MINERAL POINT RD

GRAND CANYON

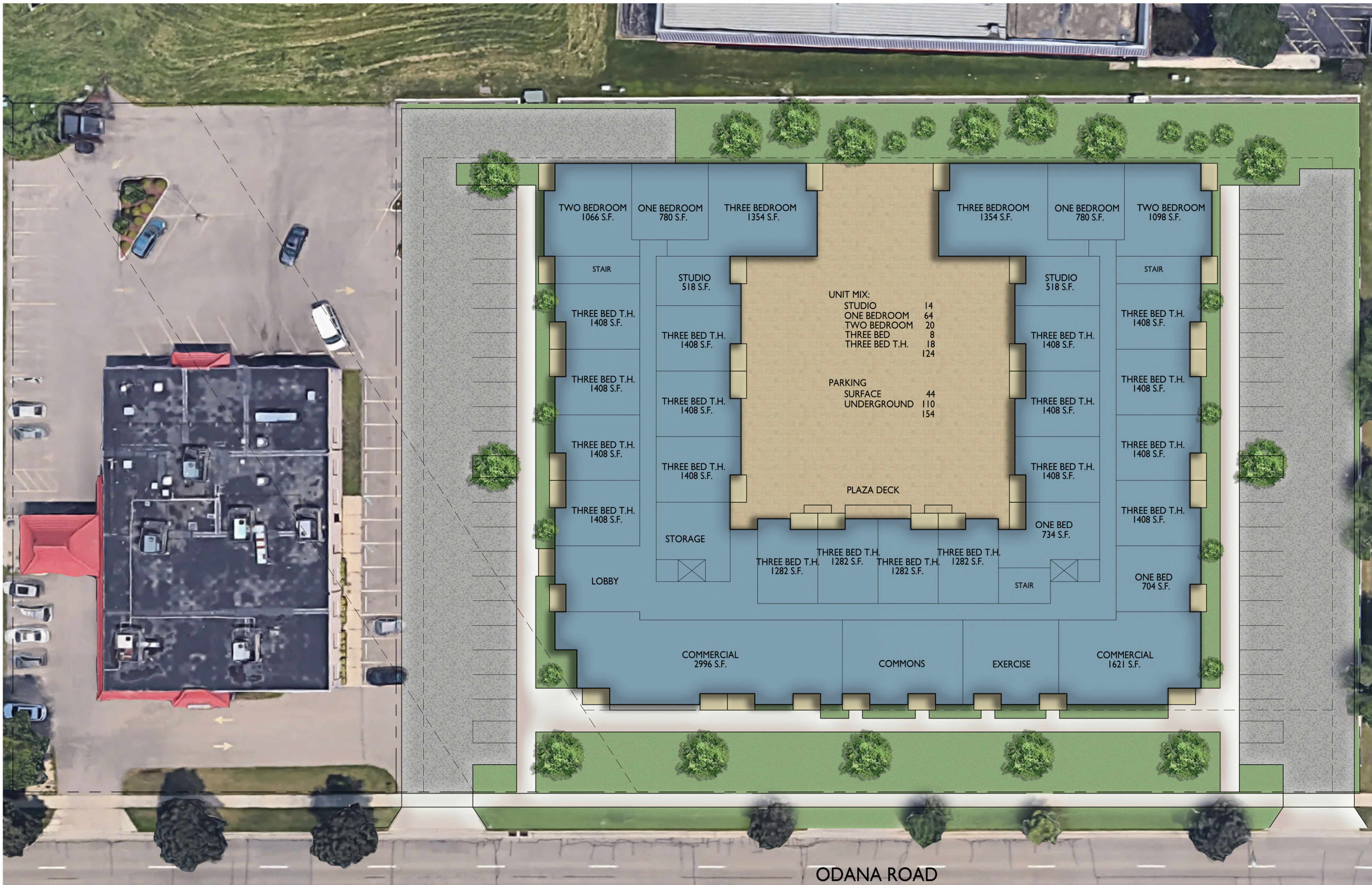
SITE

ODANA RD

GAMMON RD

WEST BELTLINE

NORTHPOINTE DEVELOPMENT
ODANA RD



I FIRST FLOOR / SITE PLAN
 C-1.1 1/16" = 1'-0"



ODANA ROAD

ISSUED
 Issued for DAT Review - July 8, 2022

PROJECT TITLE
Odana Road
Site Concept

Northpointe
Development

Odana Rd, Madison
 SHEET TITLE
First Floor Plan /
Site Plan

SHEET NUMBER

C-1.1

PROJECT NO. **0000**
 © Knothe & Bruce Architects, LLC



knothe • bruce
ARCHITECTS

Phone: 7601 University Ave., Ste 201
608.836.3690 Middleton, WI 53562

ISSUED
Issued for DAT Review - July 8, 2022

PROJECT TITLE
**Odana Road
Site Concept**

**Northpointe
Development**

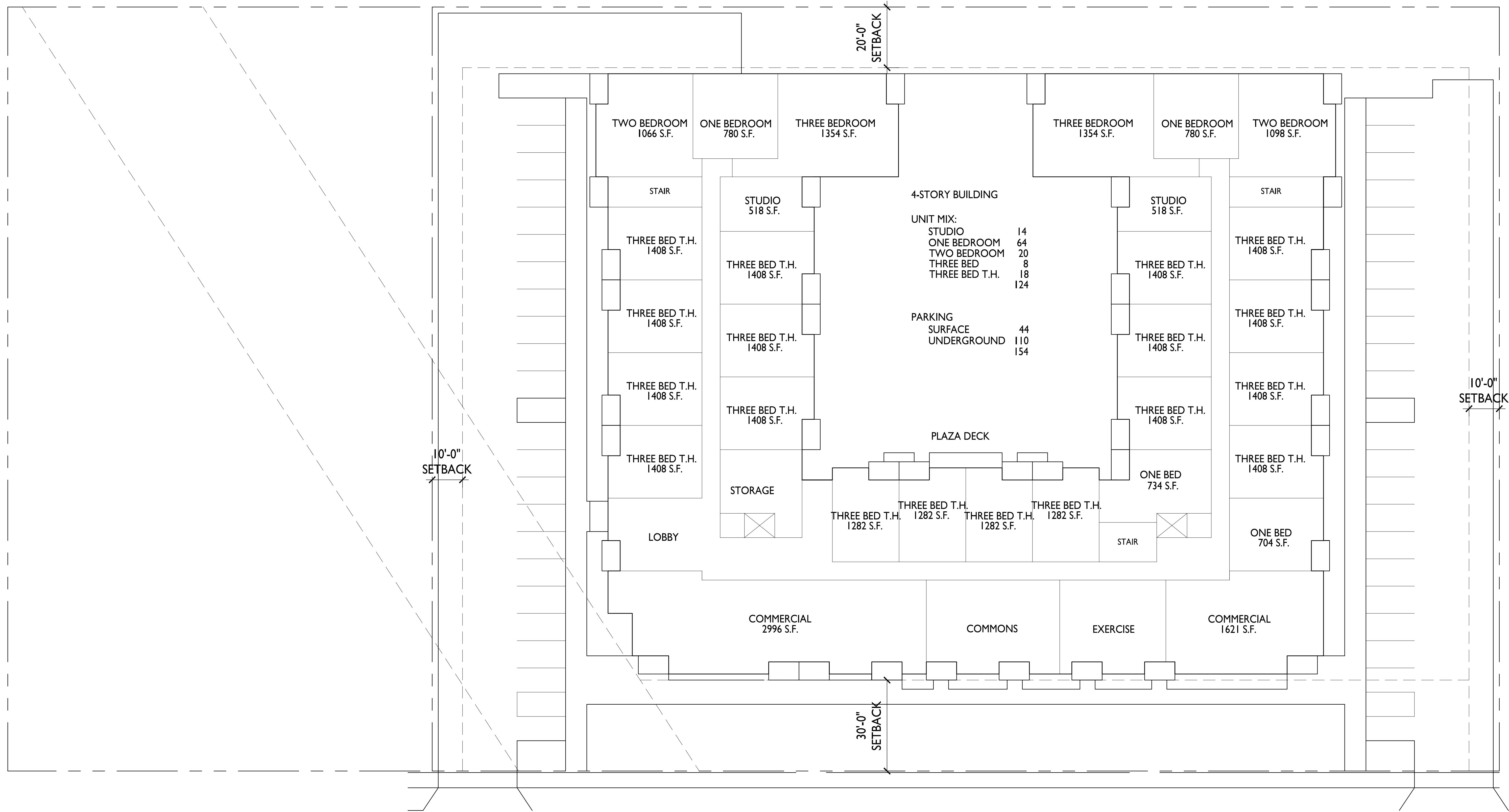
Odana Rd, Madison
SHEET TITLE
**First Floor Plan /
Site Plan**

SHEET NUMBER

C-1.1

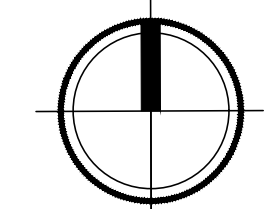
PROJECT NO. **0000**

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ODANA ROAD

1
C-1.1 1/16" = 1'-0"





knothe bruce
ARCHITECTS

Phone: 7601 University Ave, Ste 201
608.836.3690 Middleton, WI 53562

ISSUED
Issued for DAT Review - July 8, 2022

PROJECT TITLE
Odana Road
Site Concept

Northpointe
Development

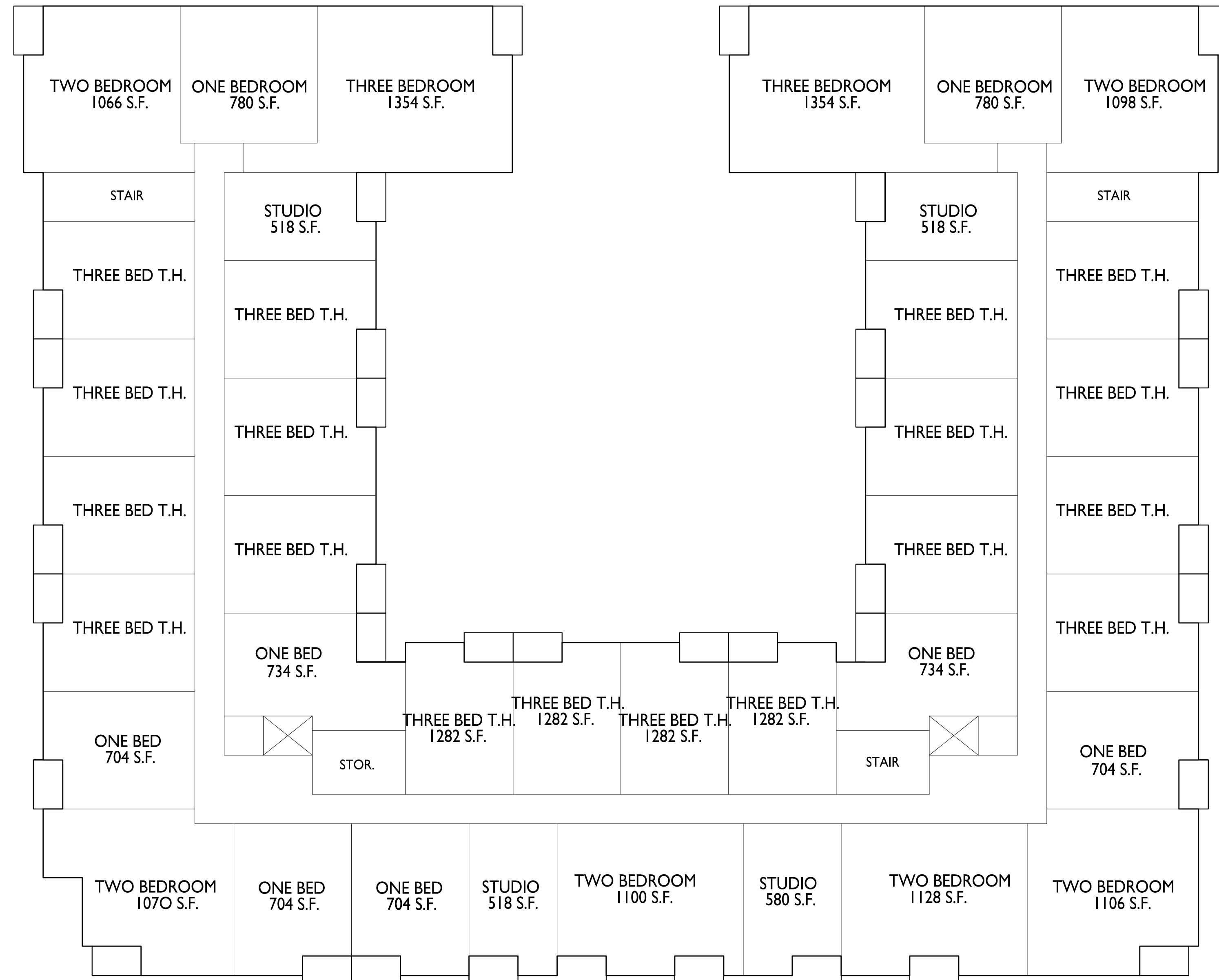
Odana Rd, Madison
SHEET TITLE
First Floor Plan /
Site Plan

SHEET NUMBER

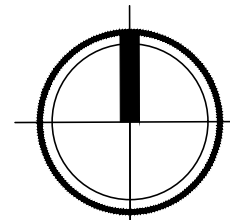
C-1.2

PROJECT NO. 0000

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1 SECOND FLOOR PLAN
C-1.2 1/16" = 1'-0"





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ARCHITECTS

Phone: 7601 University Ave., Ste 201
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ISSUED
Issued for DAT Review - July 8, 2022

PROJECT TITLE
**Odana Road
Site Concept**

**Northpointe
Development**

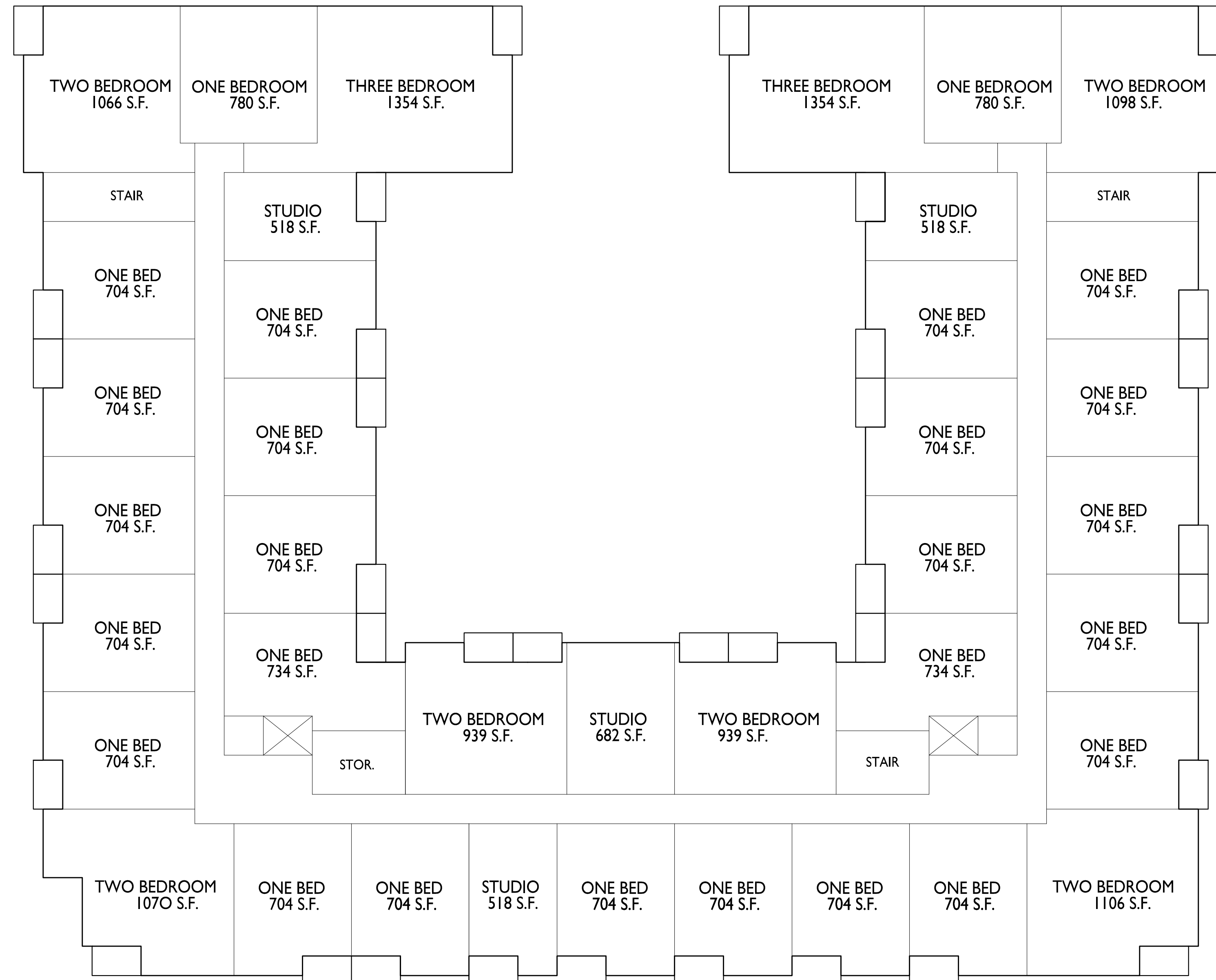
Odana Rd, Madison
SHEET TITLE
**Third and Fourth
Floor Plan**

SHEET NUMBER

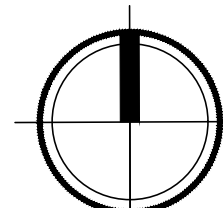
C-1.3-4

PROJECT NO. **0000**







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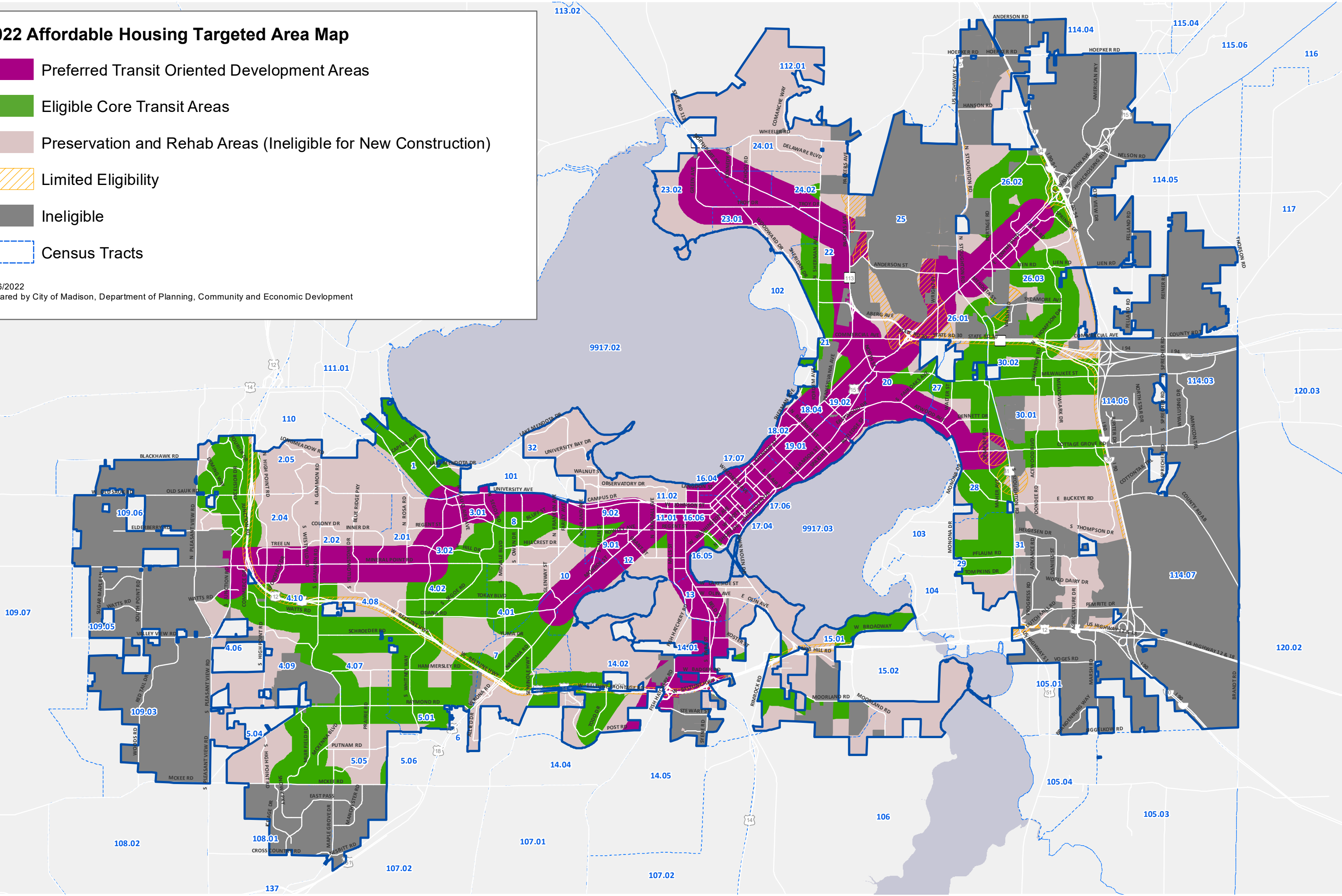
THIRD AND FOURTH FLOOR PLAN
1/16" = 1'-0"



2022 Affordable Housing Targeted Area Map

-  Preferred Transit Oriented Development Areas
-  Eligible Core Transit Areas
-  Preservation and Rehab Areas (Ineligible for New Construction)
-  Limited Eligibility
-  Ineligible
-  Census Tracts

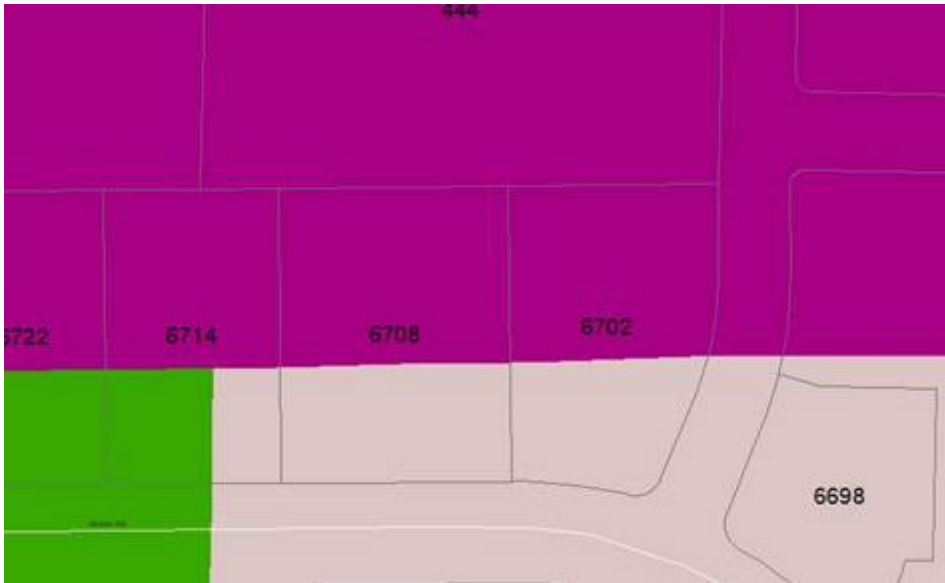
06/16/2022
Prepared by City of Madison, Department of Planning, Community and Economic Development



From: [Vogt, John D.](#)
To: [Sean O'Brien](#); [Lane Manning](#)
Cc: [Firchow, Kevin](#); [Kirchgatter, Jenny](#); [Frater, Matt](#)
Subject: 6702-6714 Odana Road
Date: Thursday, June 23, 2022 9:34:59 AM
Attachments: [image002.png](#)
[image004.png](#)
[image005.png](#)

Hi Sean,

We got a better look and we can confirm that the sites you are looking at are Preferred TOD (the new Super Preferred if looking at last year's map).



Thanks!

John

OUR MADISON
INCLUSIVE, INNOVATIVE & THRIVING

{ he | him | his }

John Vogt | Community Development Specialist

Department of Planning and Community & Economic Development

Community Development Division

Madison Municipal Building | Suite 300

215 Martin Luther King, Jr. Boulevard | Madison, Wisconsin 53703-3348

Mail P.O. Box 2627 | Madison, Wisconsin 53701-2627

Tel 608 267 0742 | **Fax** 608 261 9661

Email jvogt@cityofmadison.com | **Web** cityofmadison.com/cdd



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» » » Please consider the environment before printing this email. « « «

From: cnc@twgi.com on behalf of [New Construction](#)
To: [Sean O'Brien](#); [Sean O'Brien](#)
Subject: Welcome to New Construction (FOE-C71D3-27087)
Date: Thursday, July 14, 2022 12:19:52 PM

Thank You

A notification of this application has been submitted.

Application Number: **[FOE-C71D3-27087](#)**
Sponsor: **Focus on Energy**
Program: **New Construction**
Created By: **Sean O'Brien on 7/14/2022 12:19:42 PM**
Project Name: **Merchant Place Apartments**
Project Location: **6706 Odana Road
Madison, WI 53719**
Business Customer: **Northpointe Development II Corporation**

Your unique application number is listed below. You can make additional modifications to the application by clicking the link below. You will be required to login or establish an account.

[FOE-C71D3-27087](#)



1240 E. Washington Ave
 Madison, WI 53703
 (608) 284-9495
 info@fullspectrumssolar.com
 www.fullspectrumssolar.com

Installation & Repair - Commercial & Residential - New Construction & Retrofit - Solar Electric & Solar Thermal

ESTIMATE

CUSTOMER INFO

Sean O'brien
 Developer
 Northpointe Development
[Odana Apartments](#)

QUOTE #	DATE
ODANA071522	7/15/2022
CUSTOMER ID	VALID UNTIL

Prepared By: Burke O'Neal

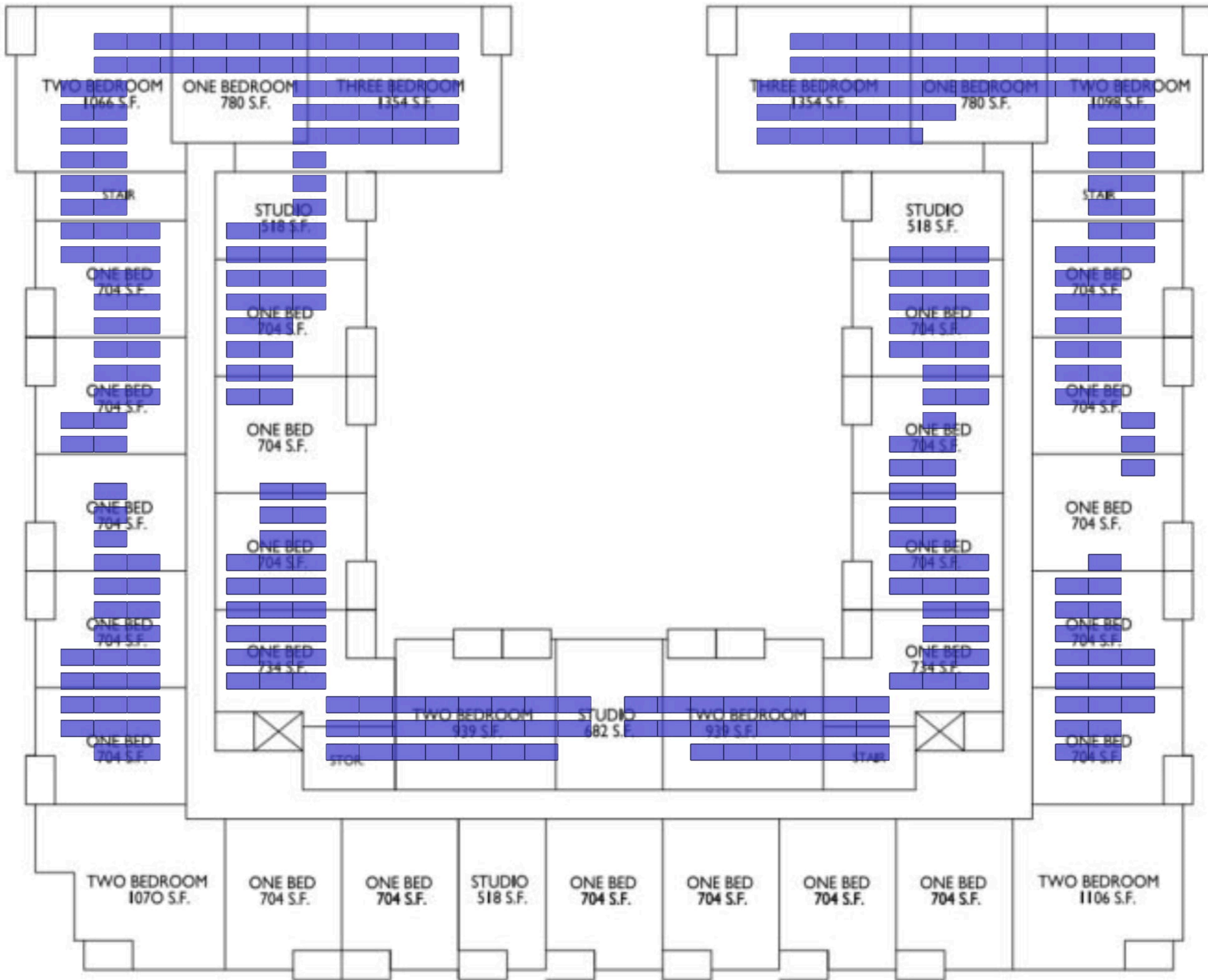
DESCRIPTION OF WORK / EXCLUSIONS

Install a 134 kW (peak DC) minimum photovoltaic system with 96 kW (AC) Fronius or SMA inverter capacity with module-level rapid shutdown. **Exclusions:** 1) Any required roof reinforcements to support array, 2) Provision of a properly placed backfeed breaker in switchgear properly designed to accept solar backfeed, 3) EMT conduit from basement in the vicinity of inverters up through the roof, 4) Ethernet cable for internet connection to the inverters (WIFI connection is a possible alternative if there is a strong signal to inverters, but less reliable).

PRIMARY EQUIPMENT	QTY	UNIT PRICE	AMOUNT
134 kW Min PV system with the following major equipment	1		\$278,250
134 kW Jinko 410 made in the U.S. or the same or better efficiency/warranty module, 400 W Min each	1		-
96 kW (AC) Fronius or SMA inverter capacity w/ monitoring	1		-
SMA or APSystems rapid shutdown devices	1		-
IronRidge or Unirac ballasted racking	1		-
Concrete ballast as specified by IronRidge or Unirac	1		-
Wire, conduit, fittings, support, electrical hardware, etc.	1		-
Exterior mounted lockable utility disconnect	1		-
5 year workmanship warranty in addition to product warranties	1		-
Handling of Focus on Energy paperwork, permits, assistance with grant applications as needed	1		-
<i>Thank you for your business!</i>		SUBTOTAL	\$278,250
		OTHER	-
		TOTAL QUOTE	\$ 278,250.00

Estimated energy production: 154,000 kWh per year

Estimated incentives: 26% federal tax credit (2022 level), \$16,400 Focus on Energy, \$10,000 MadiSUN business grant, accelerated depreciation with 87% of total cost as basis.



From: [Kirchgatter, Jenny](#)
To: [Sean O'Brien](#)
Cc: [Tucker, Matthew](#)
Subject: RE: 6706-6714 Odana Road
Date: Monday, July 18, 2022 9:22:58 AM

Hi Sean,

6706 and 6714 Odana Rd are currently zoned CC (Commercial Center) district. Dwelling units in a mixed-use building is an allowed use with Conditional Use approval from the Plan Commission. Let me know if you need anything further. If you have a letter drafted, I can review it.

Jenny Kirchgatter
Assistant Zoning Administrator

(608) 266-4429
jkirchgatter@cityofmadison.com

<https://www.cityofmadison.com/dpced/bi/coronavirus/3393/>
<https://www.cityofmadison.com/health-safety/coronavirus>

From: Sean O'Brien <sean@northpointedev.com>
Sent: Monday, July 18, 2022 9:06 AM
To: Kirchgatter, Jenny <JKirchgatter@cityofmadison.com>
Subject: 6706-6714 Odana Road

Caution: This email was sent from an external source. Avoid unknown links and attachments.

Jenny,

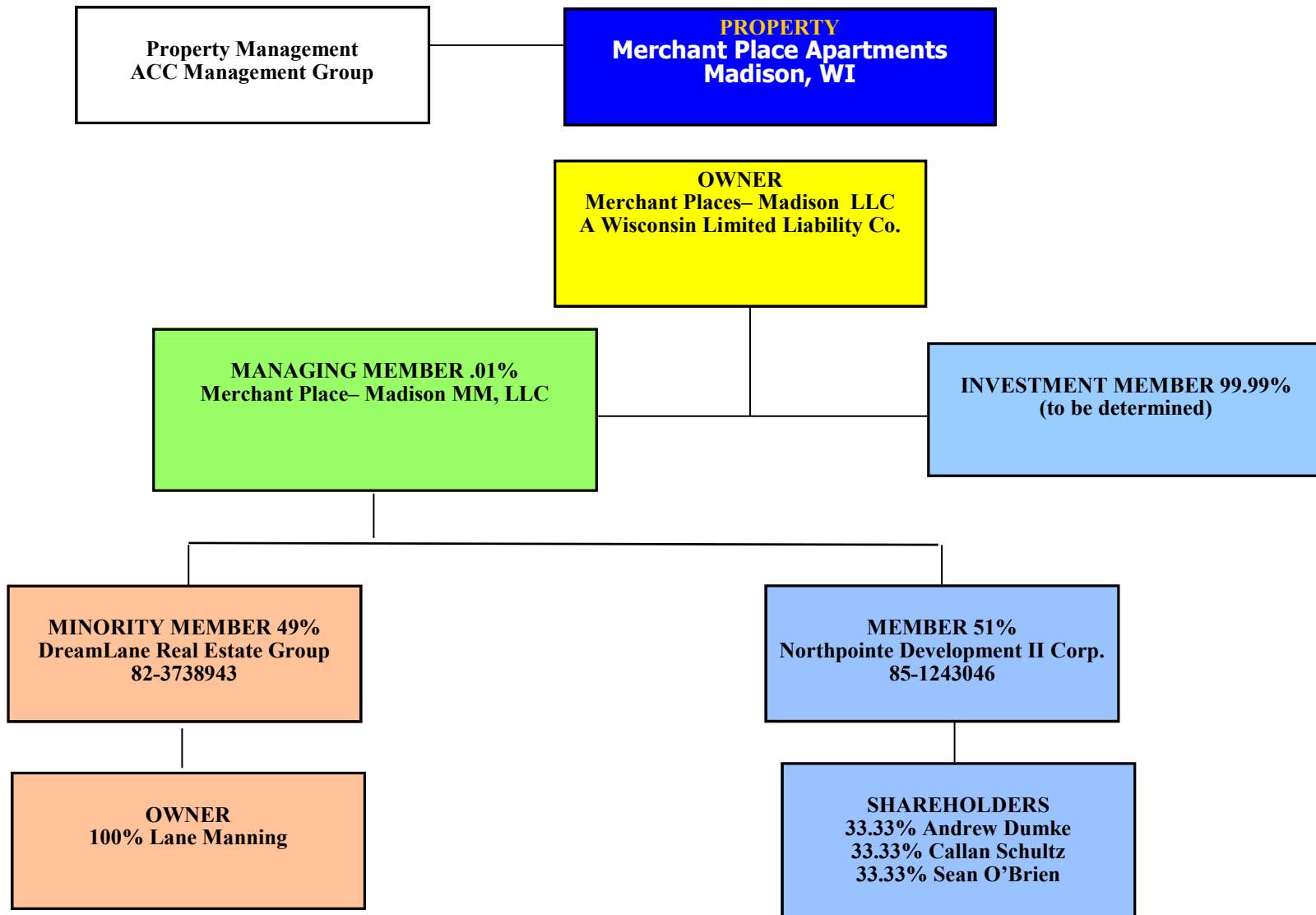
We are submitting our application today to CDD for the Madison Affordable Housing Funds. I just realized that we needed a letter from zoning saying that permissive is in place or the process to obtain zoning approvals. Can you confirm that our site is currently zoned CC and our project can be built under current zoning with a conditional use? The main limiting factor to staying in current zoning is greenspace per unit- which we are reviewing and if we need to switch zoning we could always switch to CC-T. Thanks much.

Sean O'Brien
Northpointe Development
2628 Saw Tooth Drive
Fitchburg WI 53711

608-334-5665



OWNERSHIP STRUCTURE



2022 Affordable Housing Fund-Tax Credit RFP

Supplemental Application Questions

Northpointe Development & Dreamlane Real Estate Group Merchant Place Apartments

Response Submission Due Date: August 17, 2022 NOON

Instructions to Applicants:

Please respond ***briefly and succinctly*** to the questions below in-line, unless otherwise specified (e.g. additional documentation requested). Maximum 1/3 a page per question. Please use this Word document to record your answers and return this completed document to cddapplications@cityofmadison.com. Please cc: jspears@cityofmadison.com. We ask that you refrain from submitting additional documentation not specifically requested at this time or using alternative formats.

Questions: Please see responses below in RED

A. Land Use and Community Engagement

- 1. Provide an overview of the feedback and comments that you received from your neighborhood meeting.** We held our neighborhood meeting on August 10th with the development team, city staff, and Alder Furman in attendance. We only had a few citizens attend the meeting and the questions were more general in nature. People were interested in the green features, retail component, and overall believe that Madison needs more housing. We didn't hear any concerns about our proposed plan for the site.

B. Energy Efficiency

- 1. The City expects awardees to continue working with Focus on Energy's New Construction Energy Design Assistance throughout the building design process. The City will incorporate commitments into the term sheet.**
 - a. Please attach the Results Report and Bundle Requirements Document from the Whole Building Analysis. If the Report is not yet available, please provide an update on the status and send ASAP no later than NOON on September 8, 2022.**
 - b. What percentage of projected Energy Use Intensity (EUI) saving calculated over the baseline energy code is anticipated? (Note: 20% required.)**
 - c. What is the highest feasible Bundle Level to which this project can commit?** We have our kickoff meeting with Design Assistance team on Friday August 19th. We should have our results call prior to the September 8th meeting. We have worked with Focus on Energy's New Construction Energy Design Assistance team on all our recent projects including Uno's, The Klassik in Verona, The Limerick in Fitchburg, Prairie Creek in McFarland and the Breakwater in Monona so we are familiar with the process. We have always had an EUI savings around 30% over the baseline and have selected bundle 3 on some projects including uno's based on project budget, etc. We will have a lot more information to share in the upcoming weeks.

C. Renewable Energy

1. Please summarize any feedback provided by Focus on Energy's Renewable Energy team on the project's proposed PV solar array system and sizing. We've reached out to Scott Bloedorn at focus on energy to learn more about Renewable Energy Systems. Typically our PV contractor Full Spectrum deals directly with FOE and we rely on their expertise for solar sizing. For this project we are proposing a significant solar system of a 134 kW (peak DC) minimum photovoltaic system with 96 kW (AC) Fronius or SMA inverter capacity with module-level rapid shutdown. The intent is to eliminate approximately 90% of the project's common area energy usage.
2. Will the proposed project incorporate any Renewable Energy systems in addition to the minimum 30 kW solar photovoltaics (PV)? e.g., solar thermal, biogas, biomass and wind). Please describe. We will continue to work with Focus on Energy as well as our architect to explore renewable energy systems and if they are appropriate for this building type and location.

D. Sustainable Building Design Elements

1. Please describe the Sustainable Building Design Elements and strategies that will be incorporated into the proposed project as referenced in the [AIA Framework for Design Excellence](#). Relevant elements and strategies include, but are not limited to **Please know that additional Design elements may be added once we have received the Summary Report from FOE.**
 - a. **Design for equitable communities** The project is an infill site on a major thoroughfare and will be unique as we are saving and reusing the historic farmhouse. The site is very walkability to amenities, jobs, public transportation, bike paths. We will incorporate both indoor and outdoor play areas into our plan and all units will have walkout access or balconies. The parking will be mostly hidden underground where we will also have bike parking. Additional bike parking will be provided outside of the building. Finally, heat will be included with the rent as an added benefit to the tenants.
 - b. **Optimize energy use** The project will have energy efficient window systems, meet or exceed energy code, score 200 or more points on Wisconsin Green Built Standards, and HVAC systems highly efficient
 - c. **Protect and conserve water** we will install low flow faucets, toilets, energy efficient appliances, and water heaters with re-circulation water lines.
 - d. **Optimize building space and material use** Locally sourced masonry- materials utilizing recycled materials where possible.
 - e. **Enhance indoor environmental quality (IEQ)** The building will have generous windows, air purification filters, and operable sashes on windows for fresh air.
 - f. **Optimize operational and maintenance practices.** Lights on timers, occupancy sensors in common areas.

E. Unit Mix

1. Out of the 75 affordable units, the development as proposed has 12 studios, 37 units 1-BR's and only six 2-BRs. Please elaborate on the considerations for this unit mix.

Would it be possible to shift at least a handful of the 1-BRs to 2-BRs in order to accommodate more family households and have a more diverse unit mix? We can certainly shift some of the units around to allow for more 2br be at 50% or below. As you will see, we have 76% (20/26) of the three bedrooms at the site shown as affordable which believe is a larger priority for the city. However, when originally considering a unit mix, we start with what our architect can design for the site. We then make tweaks to meet WHEDA scoring criteria and the City of Madison's preferences. Given that we are waiting on WHEDA to publish the QAP and scoring round info for next year I would suggest that we adjust the unit mix as suggested above along with any other adjustments that may be needed for competitive purposes. Any change made to the unit mix would certainly have the city's written approval prior to submission of the tax credit application.

F. Supportive Housing Units/Supportive Housing Partnerships

Discuss how will this development address potential gaps in the availability of supportive services stemming from MOM leading on-site service coordination for 4-8 households while targeting 25 units for homeless/at-risk individuals and families. How many units will be referred from Coordinated Entry vs. "at-risk of homelessness" but not literally homeless? Where would "at-risk" referrals come from, i.e., general 30% AMI population? We have been working with the County and the Coordinated Entry program recently on a few of our projects that are currently going through lease up. In those projects, as with this project, all the 30% units will be targeted as referrals from the Coordinated Entry list and VA. We all work together to fill the units. MOM will be providing a service coordinator to the building overall where all interested tenants (including these 30% units) would receive light support, with access and connection to services and invitations to use the food pantry, etc. 4-8 households placed from coordinated entry would have access to case management services directly from MOM. Tenants that didn't receive case management services may/ can be receiving those services elsewhere from the VA or County. We have found that early and often check-ins between ownership, management, and service provider have been essential. If we were unable to house vets or households from the coordinated entry list, we would target those that are homeless or at risk of homelessness and MOM has offered to provide referrals as well.

G. Property Management

Detail your experience in successfully utilizing alternatives to eviction, both pre- and-post filing, such as mediation, payment plans, etc. ACC Management Group pursues eviction as a final option for non-payment of rent. Our process for collecting rent and issuing notices is as follows: 1) Rent is due on the 1st, however a 5-day grace period is given; 2) On the 6th, a 5-day notice is issued to the resident; 3) On the 11th, if rent is not paid, a 30-day notice of intent to file eviction is issued to the resident (per the CARES Act); 4) Following the expiration of the 30-day notice on the 11th of the following month, if rent is not paid, eviction is filed. It generally takes 3-6 weeks to get a court date. If rent is not paid by the time of the court date, eviction is pursued. This entire process takes 8-12 weeks, and longer at times.

Our definition of mediation is to help solve a problem. Throughout the entire process, ACC continually communicates with the resident regarding their rent status and attempts to help

the resident solve the problem by educating the resident on the eviction process and outcomes and encouraging them to make frequent payments on informal payment plans. There are also numerous sources of rental assistance available for residents. ACC Community Managers encourage residents to apply and often help the residents with needed information for the applications. We have successfully collected hundreds of thousands of dollars of rental assistance with residents to avoid eviction over the past two years. If rental assistance is not approved and the resident has not made rent payments by the court date, ACC attempts to enter a court ordered payment plan (COPP) with the resident to avoid eviction. ACC has successfully entered countless COPPs to avoid eviction.

H. Scoring

1. **If WHEDA releases QAP & Self-Score by 8/17/22, please include updated score. If the QAP & Self-Score are not released by then, please plan to send an updated score ASAP/within a week of publication. As of 8/16 there has been no QAP or Self-Score released. We will send an updated score asap once published.**

I. Financing

1. **Provide your considerations in not seeking additional gap financing through Federal Home Loan Bank – Affordable Housing Program (AHP). As seen with our Uno’s Madison project we are very diligent in tracking down all available sources of funding. For the Uno’s project we secured soft funds or grants (in addition to city funds) from WHEDA, Dane workforce fund, United Way, MadiSUN, and AHP. We apply for AHP on our projects every year and have a good understanding on which projects would be competitive for funding. Based on this year’s competition we do not believe that this project would score high enough for an award. We will certainly still consider applying but didn’t believe it was a likely source to be including in our capital stack at this time.**

J. Relocation

1. **Please review Wisconsin Relocation Requirements for Businesses, Farms & Non-Profit Organizations ([link](#)) and confirm the relevant requirements in regards to the existing businesses. Please consult with Department of Administration Relocation Assistance staff as necessary. Please briefly summarize the applicable requirements, process and anticipated related costs which would need to be included in the budget.**

Our team reached out to DOA staff and after conversations and review of State Statues we do not believe the Wisconsin Relocation Requirements for Business, Farms, and Non-profits applies in this instance. First, we must determine if we are a “Displacing Agency” which we don’t not believe we meet the definition. Then, an agency must perform its own analysis to determine whether there are displaced persons. As the tenants have over almost two years until we would purchase the building/ start construction and the tenant’s leases naturally end prior to the acquisition there wouldn’t be any displaced persons as defined under State Statue. Wis Admin Code 92.01(14)(b)11.