

**SECTION 5 – REQUIRED FORMS – ATTACHMENT A**

<b>VENDOR INFORMATION</b>	
<b>VENDOR NAME:</b>	Gorman & Company, LLC

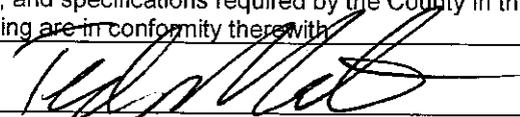
<b>Vendor Information (address below will be used to confirm Local Vendor Preference)</b>			
<b>Address</b>	200 N. Main Street		
<b>City</b>	Oregon	<b>County</b>	Dane
<b>State</b>	Wisconsin	<b>Zip+4</b>	53575-1447
<b>Vendor Rep. Name</b>	Ted Matkom	<b>Title</b>	WI Market President
<b>Email</b>	tmatkom@gormanusa.com	<b>Telephone</b>	414-617-9997
<b>Dane County Vendor #</b>	20377		

<b>Fair Labor Practice Certification (check only 1)</b>	
<input checked="" type="checkbox"/>	Vendor has not been found by the National Labor Relations Board ("NLRB") or the Wisconsin Employment Relations Commission ("WERC") to have violated any statute or regulation regarding labor standards or relations in the seven years prior to the date this bid submission is signed.
<input type="checkbox"/>	Vendor has been found by the National Labor Relations Board ("NLRB") or the Wisconsin Employment Relations Commission ("WERC") to have violated any statute or regulation regarding labor standards or relations in the seven years prior to the date this bid submission is signed.

<b>Local Vendor Purchasing Preference</b>	
<b>Are you claiming a local purchasing preference under DCO 25.08(7)?</b>	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes (complete remainder of this section)
<b>Preference as a Dane County Business:</b>	<input checked="" type="checkbox"/> Dane
<b>Preference as a business located in a county adjacent to Dane County:</b>	<input type="checkbox"/> Columbia <input type="checkbox"/> Sauk <input type="checkbox"/> Iowa <input type="checkbox"/> Green <input type="checkbox"/> Dodge <input type="checkbox"/> Rock <input type="checkbox"/> Jefferson

<b>Cooperative Purchasing</b>	
<input type="checkbox"/>	I <u>agree</u> to furnish the commodities or services of this bid to other municipalities.
<input type="checkbox"/>	I <u>do not agree</u> to furnish the commodities or services of this bid to other municipalities.

<b>Addendums – this vendor hereby acknowledges receipt/review of the following addendums, if any.</b>				
Addendum #1	<input type="checkbox"/>	Addendum #2	<input type="checkbox"/>	None <input checked="" type="checkbox"/>

<b>Signature Affidavit</b>			
<p>In signing this bid, we certify that we have not, either directly or indirectly, entered into any agreement or participated in any collusion or otherwise taken any action in restraint of free competition; that no attempt has been made to induce any other person or firm to submit or not to submit a bid; that this bid has been independently arrived at without collusion with any other bidder, competitor or potential competitor; that this bid has not been knowingly disclosed prior to the opening of bids to any other bidder or competitor; that the above statement is accurate under penalty of perjury.</p> <p>The undersigned agrees to hold the County harmless for any damages arising out of the release of any material unless they are specifically identified on Attachment B. The undersigned, submitting this bid, hereby agrees with all the terms, conditions, and specifications required by the County in this Request for Bid, and declares that the attached bid and pricing are in conformity therewith.</p>			
<b>Signature</b>		<b>Title</b>	Wisconsin Market President
<b>Name (Printed)</b>	Ted Matkom	<b>Date</b>	7-12-2019



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# GORMAN & COMPANY

## INTRODUCTION

### **PROJECT TEAM**

The project is a partnership between **Gorman & Company** and **Lutheran Social Services**. Gorman & Company is the primary developer, as well as architect, general contractor, and long term property manager. Lutheran Social Services will be the service provider for the development and will also be 51% owner of the Managing Member of the Ownership entity. Gorman will be 49% owner of the MM entity.

Gorman & Company, LLC has been in business since 1984 and brings a fully integrated company that includes development, construction, architectural, and property/asset management experience. This dynamic structure allows Gorman to develop projects in-house by bringing all sides of a transaction to the table at once, along with an extremely strong balance sheet and a spirit of flexibility and cooperation.

Lutheran Social Services (LSS) has a strong history of providing wraparound service coordination and case management services to residents of housing complexes in numerous locations throughout Wisconsin and Upper Michigan. LSS serves as a supportive service provider on multiple Gorman projects, including Carbon at Union Corners (complete), Generations at Union Corners (under construction), and Valor on Washington (in development) in Madison.

#### **Developer & Owner:**

Gorman & Company, LLC  
200 N. Main Street  
Oregon, WI 53575  
Ted Matkom, WI Market President  
(414) 617-9997  
[www.GormanUSA.com](http://www.GormanUSA.com)

#### **Service Provider & Owner:**

Lutheran Social Services (LSS)  
6314 Odana Rd  
Madison, WI 53719  
Dennis Hanson, Exec Director – Housing Services  
(414)246-2300  
<https://www.lsswis.org/LSS.htm>

#### **Architect:**

Gorman & Company, LLC  
200 N Main Street  
Oregon, WI 53575  
Sarah Ponko, WI Lead Architect  
(608)835-3900

#### **General Contractor:**

Gorman General Contractors, LLC  
200 N Main Street  
Oregon, WI 53575  
Ron Swiggum, Director of Construction  
(608)835-3900

## **PROPOSED DEVELOPMENT**

Landsby Ridge is an affordable workforce housing development located a few blocks from the Village's downtown. The project consists of a 3-story new construction building with both underground and surface parking. The development proposal includes 58 units, a mix of one, two-, and three-bedroom units targeted to families. Of that total, 53 units would be affordable for families who earn no more than 60% of Dane County's median income. In addition, 12 units will be targeted to low income families, veterans and residents with disabilities. Supportive services will be available to residents in partnership with Lutheran Social Services.

This project will be applying to WHEDA for 9% tax credits later this year, and this financing is critical for the project's competitiveness within that application as well as financial feasibility. The Village of Mount Horeb has only one affordable LIHTC development – a 24-unit senior project that was awarded credit in 1997. This development fills an important need for affordable housing in a more rural area of the County, outside of the City of Madison – this also means that fewer gap financing resources are available and the County AHF is absolutely critical in moving the project forward.

This development furthers Dane County's goal to expand the availability of low-income housing unit to serve target populations identified in the RFP. Landsby Ridge includes (12) 30% AMI units that are affordable to low-income individuals and families, including veterans and individuals with disabilities. In addition, the proposal features (12) 3BR units for larger families. The project's geography is located within a few blocks of the Village's Downtown, directly adjacent to the Military Ridge bike trail and close to schools, parks, employers, and retail opportunities. The site scores 9 out of 10 points in the WHEDA "Access to services and amenities" category, and also scores points for being in a census tract with high median income, low unemployment, and within a top performing school district. The development will have a 30 year period of affordability and feature integrated supportive services in partnership with local service providers.



# Village of Mount Horeb

138 E Main St  
Mount Horeb, WI 53572  
Phone (608) 437-6884/Fax (608) 437-3190  
Email: [mhinfo@mounthorebwi.info](mailto:mhinfo@mounthorebwi.info) Website: [www.mounthorebwi.info](http://www.mounthorebwi.info)

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July 15, 2019

Nicole Solheim  
Gorman & Company  
200 N Main St  
Oregon, WI 53575

RE: Proposed Housing Development  
204 S. Blue Mounds Street, Mount Horeb

Dear Nicole,

As Administrator for the Village of Mount Horeb, I am excited to hear about your proposed mixed-income housing development for individuals and families on the west side of Mount Horeb. As identified in a recent Housing Study, the Village has significant need for additional housing in the area, particularly affordable rental housing.

Although the development is in the beginning stages and will require further Village approval, we look forward to working with Gorman to create a high quality development proposal that will benefit the Village, our residents, and our employers, for years to come.

Sincerely,

Nicholas W. Owen  
Village Administrator



# Mount Horeb Area Economic Development Corporation

[www.MountHorebAreaEDC.com](http://www.MountHorebAreaEDC.com)

July 17, 2019

Nicole Solheim  
Gorman & Company  
200 N Main St  
Oregon, WI 53575

RE: Proposed Housing Development  
204 S. Blue Mounds Street, Mount Horeb

Dear Nicole,

As Executive Director for the Mount Horeb Area Economic Development Corporation, I work with local businesses, employers, and community residents every day. Gorman's proposed mixed-income workforce housing development would help us meet housing goals that were identified in the recent Village Housing Study. The report confirmed that the Village has a significant need for additional housing in the area, particularly affordable rental housing.

Although the project is just starting the development process, we look forward to learning more and working in partnership with Gorman to create a high quality development that meets the needs of our residents and local employers.

Sincerely,

Carol Johnson  
Executive Director

# GORMAN & COMPANY

## Development and Service Team Background

GORMAN & COMPANY, LLC has been in business since 1984 and brings a fully integrated company that includes development, construction, architectural, and property/asset management experience. This dynamic structure allows Gorman to develop projects in-house by bringing all sides of a transaction to the table at once, along with an extremely strong balance sheet and a spirit of flexibility and cooperation. In our 35 years in business, Gorman has been awarded tax credits from the Wisconsin Housing and Economic Development Authority (WHEDA) for over 30 affordable housing projects within the state. We have accumulated a portfolio that has resulted in a strong financial position, which allows us to guarantee all of our construction and performance obligations with municipalities and private partners.

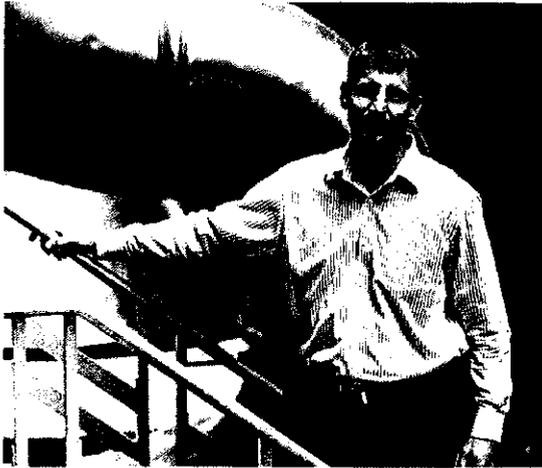
GORMAN GENERAL CONTRACTORS, LLC serves as General Contractor on Gorman & Company development projects. The company believes that the best way to ensure high quality and timely construction is to build our projects with our own construction company and our own architects. With accountability of design and construction remaining within the Gorman & Company umbrella, it provides a greater attention to detail and we are better able to support each construction phase. Gorman has the ability to continually improve its construction practices with each successive development because everything is done in-house. Gorman's construction team consists of project managers, on-site field superintendents, and a Director of Construction - all of whom oversee work in progress. When challenges arise on the job site, Gorman General Contractors is positioned to quickly resolve issues through close collaboration with its in-house architectural staff.

GORMAN & COMPANY ARCHITECTURE AND DESIGN was formed in 1998. It has designed 30+ innovative affordable multifamily developments in six states. Gorman's architects specialize in historic adaptive reuse; mixed use, mixed income; and the new construction and preservation of affordable housing. Projects designed by Gorman & Company have won many awards and have attained the highest standards of sustainable/green design and accessible design.

GORMAN & COMPANY'S PROPERTY MANAGEMENT division was created in 1991. The property management division has earned high marks from local communities and state agencies for its professional criteria in resident selection, as well as its capacity to work with complicated compliance issues. Gorman & Company manages 52 apartment communities, 49 of which are affordable housing properties, totaling over 3,800 units. Controlling our management company within the Gorman & Company umbrella allows us to customize our tenant selection criteria to our specific target population while conforming to investor and Section 42 compliance regulations.

## **DEVELOPMENT TEAM: GORMAN & COMPANY**

### **EDWARD (TED) MATKOM – WISCONSIN MARKET PRESIDENT**



Ted Matkom has held the role of Wisconsin Market President over the past ten years with Gorman & Company and has also served as General Counsel. Ted has a wealth of experience in developing both residential and commercial real estate developments. Ted served five years on the board of directors for Menomonee Valley Partners, the non-profit development entity designated to revitalize Milwaukee's Menomonee Valley industrial park. Ted has been President of The Corridor, Inc., a nonprofit organization that has been charged with helping to redevelop the "30th Street Corridor" in the heart of Milwaukee for the past seven years. He has also been appointed for the past five years to the Board of Directors for the Milwaukee Area Workforce Investment Board, Inc. Ted has a Bachelor of Arts in International Relations and Political Science from the University of Wisconsin-Madison, and a Doctorate of Law from Marquette University.

During his time with Gorman Ted has directly developed over 1,300 apartments totaling more than \$200M. In addition, Ted Matkom has secured more competitive low income housing tax credits in the State of Wisconsin than any other developer over the past seven years. As the Wisconsin Market President Ted leads a full team that includes development, design, construction, property management and asset management. He is responsible to a project from inception through the full compliance period. Ted's experience has led to him becoming an expert in engaging the community as a stakeholder in developments.

### **NICOLE SOLHEIM – DIRECTOR OF DEVELOPMENT**

Nicole Solheim serves as Director of Development for Gorman & Company in the Wisconsin Market. Ms. Solheim works with the WI Market President to identify potential projects, secure funding and entitlements, coordinate real estate closings, and track projects from inception through completion. Previous to her employment with Gorman & Company, Ms. Solheim worked for a commercial real estate development firm and for an economic development nonprofit organization in Madison, Wisconsin. Ms. Solheim has a BBA in Real Estate and Urban Land Economics and a Master's Degree in Urban and Regional Planning from the University of Wisconsin-Madison.

### **JIN PARK-HIGBEE – DEVELOPMENT COORDINATOR**

Jin Park-Higbee serves as Development Coordinator for Gorman & Company in the Illinois and Wisconsin Markets. Previous to her employment with Gorman & Company, Ms. Park-Higbee worked for a regional economic development organization in Madison, Wisconsin. Ms. Park-Higbee has a BA in International Relations from Boston University, and a Master's Degree in Urban Planning.

### **EXPERIENCE OBTAINING AND UTILIZING FINANCING SOURCES**

Gorman & Company has an extremely successful record in receiving 9% competitive LIHTC awards. In our 35 years in business, Gorman has been awarded tax credits from the Wisconsin Housing and Economic Development Authority (WHEDA) for over 30 affordable housing projects within the state. In addition to LIHTC, we have extensive experience financing projects with a multitude of sources, including: Tax Incremental Finance (TIF), HOME/CDBG Grants, WI Economic Development Corp (WEDC) grants, State LIHTC, and Federal Home Loan Bank Affordable Housing Program (AHP) funding, and City of Madison and Dane County Affordable Housing Funds. In the last 4 years alone (2016-2019), Gorman has received nine WHEDA 9% tax credit awards.

### **PARTICIPATING IN PUBLIC/PRIVATE JOINT VENTURES**

For the past 35 years Gorman & Company has been a leader in partnering with communities and housing authorities across the country. Gorman has partnered with local Public Housing Authorities in six states (Arizona, Arkansas, Colorado, Florida, Illinois and Wisconsin) to redevelop housing authority properties and portfolios. We also work closely with municipalities, nonprofits, and neighborhoods to bring their visions and plans to reality. On this development, Lutheran Social Services will be 51% Owner of the Managing Member entity and will serve as supportive services coordinator.

### **DEVELOPING MULT-FAMILY HOUSING FOR LOW-INCOME HOUSEHOLDS**

Gorman & Company was formed in 1984 to develop high quality multi-family housing communities. We have developed some of the earliest Section 42 affordable housing communities at the onset of the LIHTC program, and these early developments remain highly-regarded and have stood the tests of time. Gorman & Company has assumed the role of working collaboratively with state and local governments, as well as non-profit organizations, on significant, complex revitalization efforts and we have become one of the most respected multifamily development firms in the state. Of the over 110 projects that Gorman & Company has completed over the past 30+ years, the company has never had a foreclosure, has never defaulted, has never had the general partner replaced by the investor.

### **PROPERTY MANAGEMENT**

Gorman & Company's Property Management division was created in 1991. The property management division has earned high marks from local communities and state agencies for its professional criteria in resident selection, as well as its capacity to work with complicated compliance issues. In Wisconsin alone, Gorman manages over 30 LIHTC properties encompassing over 2,400 units. Controlling our management company within the Gorman & Company umbrella allows us to customize our tenant selection criteria to our specific target population while conforming to investor and Section 42 compliance regulations.

The philosophy of the management division is to create an environment where regional managers are accountable for the operations of their portfolio, and property managers are expected to operate their property as a small business within authorized budgets and

guidelines. It is particularly valuable to have our property management team involved in development of a property from the very beginning. They offer insight on design and programming which helps to ensure the development operates efficiently for the long-term.

#### LAURA NARDUZZI - VICE PRESIDENT OF OPERATIONS

Laura received her degree in Hotel and Restaurant Management from the University of Wisconsin – Stout in 1989. She began her hotel career with The North Central Group, a hotel management and development company. She held various positions in her 20-year tenure with that company including the Vice President of Operations. In that role, she was responsible for a \$90 million highly reputable hotel portfolio of Hilton and Marriott brands, which received several brand awards. She joined Gorman & Company in 2009 and now is the Director of Property Management.

Laura directly oversees the operations of Gorman & Company's management division as well as supervises several corporate functions including Human Resources, Facilities, Marketing, Training and Compliance. She works closely with the third party management companies insuring Gorman & Company's standards are synonymous across all markets. Laura works closely with Development, Design and Construction in the development process to insure strong viability and long-term sustainability.

#### DAN CLARK - DIRECTOR OF PROPERTY MANAGEMENT

Dan Clark is responsible for Gorman & Company's management division. His primary focuses is on meeting operational objectives to drive positive business results of multifamily and commercial real estate within the company's portfolio. In his role, working with external and internal partners, his responsibilities include multi-state oversight of in-house and third party management companies, financial/ capital planning, and market strategies. Mr. Clark joined Gorman & Company in 2017, previously serving as Senior Regional Portfolio Manager at The ConAm Group of Companies where he was responsible for Southern California's regional operations and investment performance of affordable and market-rate housing developments. He brings over 25 years of real estate asset management, property management and facilities management experience on high density, mixed use and urban infill projects.

## **SUPPORTIVE SERVICE TEAM & EXPERIENCE**

Lutheran Social Services (LSS) has a strong history of providing wraparound service coordination and case management services to residents of housing complexes in numerous locations throughout Wisconsin and Upper Michigan. LSS also is recognized as a provider of choice in the state for partnering with development companies to develop affordable housing through the Low Income Housing Tax Credit program (LIHTC).

LSS traces its origin to 1882 when Pastor E.J. Homme opened a home for orphaned children in Wittenberg, Wisconsin. Now, their services extend across Wisconsin, helping people all along the lifespan with services as essential as housing and life-changing as adoption. Tenants at this development will have access to the help they need through an LSS Service Coordinator who will help to address their challenges and arrange services so they may learn the skills necessary to develop and maintain a healthy, stable lifestyle.

### **DENNIS HANSON – EXECUTIVE DIRECTOR FOR HOUSING SERVICES, LSS**

Dennis oversees housing-related programs for Lutheran Social Services. This includes HUD-subsidized multifamily communities for older adults and people with disabilities, market-rate housing for seniors, non-subsidized housing for persons with disabilities, housing service coordination/case management, the Thompson Community Center, the facilities management staff, leased and owned facilities and properties held for sale. He joined LSS in 1993 as program supervisor for a residential facility and previously worked in home health administration, supportive home care, and residential facility management. Additional information can be found on our website at [www.lsswis.org](http://www.lsswis.org) and we have included a program summary at the end of this section.

As property manager, Gorman & Company addresses integrated supportive services in a variety of ways depending on the nature of the project. However, our basic approach starts with an appropriate design that includes adequate facilities for resident services, as well as properly trained property management staff who are essentially an extension and key element of any resident service program on that site. Gorman & Company also routinely partners with service providers in the community to address specific needs of residents and the community as a whole.

## **PROJECTS CURRENTLY IN PROCESS**

### **Eleven41 Main**

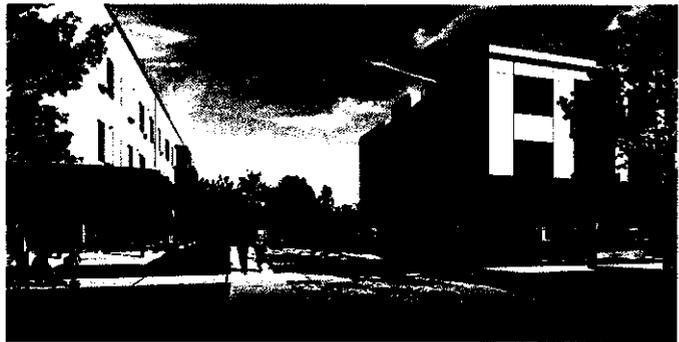
Status: Under Construction  
Address: 1141 W. Main St, Sun Prairie  
LIHTC: 2018 WHEDA 9%  
Constr. Start: Jan 2019  
Completion: April 2020



Eleven41 Main is a new construction development consisting of a mix of affordable and market-rate units for families. The project will include 64 units total within a three- and four-story building. Amenities include underground parking, community room, and fitness center. The development is located within the Main Street Corridor of Sun Prairie, a community that has historically been one of the fastest growing communities in Dane County and the state. Sun Prairie has a strong record of economic development and growth, leading to increased demand for quality workforce housing for employees. Main Street Apartments is a partnership with the Dane County Housing Authority, who is a Co-Developer. The project includes units targeted to Veterans and residents with disabilities.

### **Generations at Union Corners**

Status: Under Construction  
Address: 2507 Winnebago St, Madison  
LIHTC: 2017 & 2018 WHEDA 9%  
Constr. Start: Sept 2018  
Completion: Dec 2019



Generations at Union Corners is a new construction development consisting of a mix of affordable and market-rate units for families. Specifically, this development will target grandfamilies (grandparents raising grandchildren) and kinship families (family members raising other family members' children). The project will include 60 units total between two buildings, with underground parking, a community room, supportive service office and programming space, and fitness center. Outdoor space will include a large pedestrian plaza, playground, open green space, and community gardens. The project is the third phase on the Union Corners site; previous phases include the UW Health Clinic and Carbon, a 90-unit, multi-family, mixed-income development.

Generations at UC features a partnership with Lutheran Social Services (LSS) to provide on-site supportive services. LSS also has an ownership interest in the development and is a long-term stakeholder. Space on the first floor has been designed to accommodate their office and services on-site. Gorman and LSS are working with Dane County Kinship Care, among other service groups, to lease units to kinship families in the community.

### Valor on Washington

Status: In Development  
Address: 1326 E. Washington Ave  
LIHTC: 2019 WHEDA 9%  
Constr. Start: Dec 2019  
Completion: July 2021



Valor on Washington is a new construction development consisting of a mix of affordable and market-rate units for families. Specifically, this development will target veteran families. Valor on Washington features 59 total units total in one six-story building. The project includes (12) integrated supportive housing units at 30% AMI that are affordable to very low-income families. Supportive services for these units will be provided by Lutheran Social Services. Valor also features a partnership with Dryhootch to provide Veteran services. Dryhootch is a nonprofit organization, formed with the mission of creating safe, comfortable places where Veterans can gather informally in a drug- and alcohol-free environment. Dryhootch will be located on the first floor and will provide a variety of veteran services and support on-site for both residents and non-residents at Valor on Washington.

Valor is located on an urban infill site in downtown Madison and is in close proximity to schools, parks, grocery store, and bus service. The development received a 2019 WHEDA 9% award and has secured gap financing from Dane County, City of Madison, FHLB AHP, and the Dane Co Housing Authority.

### Milwaukee Scattered Site

Status: In Development  
Address: North MKE  
LIHTC: 2019 WHEDA 4%/4%  
Constr. Start: Jan 2020  
Completion: Aug 2021



This development will be the 10<sup>th</sup> phase of Gorman & Company's Northside Milwaukee scattered-site efforts ("Northside Housing Initiative"). All of these phases have involved purchasing foreclosed vacant lots, homes, or duplexes from the City of Milwaukee and putting these properties back on the tax rolls after extensive renovation. As of 2019, Gorman & Company has constructed and rented over 300 single-family and duplex units on Milwaukee's northside. This phase utilizes 4% Federal and State low-income housing tax credits and gap funding.

Construction of each phase utilizes a workforce training program that targets previously incarcerated individuals and provides a construction trade skills program and on-site training. The goal is to create jobs using local residents while reducing recidivism, providing job opportunities to a challenged population within these neighborhoods, and improving the housing stock.

## COMPLETED PROJECTS

Project Name	City	Type	Affordable	4% / 9%	Completed
Mke Scattered Site	Milwaukee	Rehab	X	4%	2018
The Stella Hotel & Ballroom	Kenosha	Historic + NC		NMTC/HTC	2019
Carbon at Union Corners	Madison	New Construction	X	9%	2017
The Alexander Lofts / Mitchell Library	Milwaukee	Historic		NMTC/HTC	2017
Roosevelt School Apts	La Crosse	Historic	X	4%	2017
Washington School Apts	Sheboygan	Historic	X	9%	2017
Washington Park Townhomes	Milwaukee	New Construction	X	9%	2018
Fifth Street School	Milwaukee	Historic	X	9%	2018
Bishop O'Connor / Holy Name Heights	Madison	Historic		HTC	2016
Century City Homeowners Initiative	Milwaukee		X	9%	2017
Frederick Lofts	Milwaukee	New Construction			2015
Sherman Park Homeowners Initiative	Milwaukee	Rehab + New C	X	9%	2015
Washington Park H.I.	Milwaukee	Rehab + New C	X	9%	2014
Northside Neighborhood Initiative 2	Milwaukee	Rehab	X	9%	2013
Northside Homeowners Initiative 2	Milwaukee	New Construction	X	9%	2013
Northside Neighborhood Initiative	Milwaukee	Rehab	X	9%	2013
Northside Homeowners Initiative	Milwaukee	New Construction	X	9%	2012
Brewhouse Inn & Suites	Milwaukee	Historic			2013
Sherman Park Commons	Milwaukee	Historic	X	9%	2012
Grand River Station	La Crosse	New Construction	X	9%	2010
Villard Square Grandfamily	Milwaukee	New Construction	X	9%	2011
Kannenberg Plaza	Wausau	Rehab	X		2011
Rolling Prairie Resyndication	Sun Prairie	Rehab	X	4%	2010
Blue Ribbon Lofts	Milwaukee	Historic	X	9%	2008
Fairbanks Flats	Beloit	Historic	X	9%	2009
Metcalfe Park Homeowner Initiative	Milwaukee	New Construction	X	4%	2008
Gund Brewery Lofts	La Crosse	Historic	X	9%	2007
Avalon Madison Village	Madison	New Construction	X	9%	2006
Dr. Wesley L. Scott Senior Living Community	Milwaukee	Historic + NC	X	9%	2006
Park East Enterprise Lofts	Milwaukee	New Construction	X	9%	2006
Historic Lofts on Kilbourn	Milwaukee	Historic	X	9%	2005

## HISTORY

Gary J. Gorman started Gorman & Company in 1984 to develop, syndicate, and manage multifamily housing properties. Gorman & Company has become one of the largest and most respected multifamily development firms in the region. Currently Gorman & Company employs over 300 individuals.

Gorman & Company has been ranked the 10<sup>th</sup> largest affordable housing developer nationally by Affordable Housing Finance. With over 100 community revitalization projects in the portfolio, Gorman & Company has experience developing some of the nation's highest quality affordable housing and neighborhood revitalization projects.

## PHILOSOPHY

Gorman & Company works closely with local governments and municipal groups to help cities meet their development, planning, economic and social goals. Gorman's staff brings a broad range of development, design, construction, and real life experience to the development process and applies those skills to solve problems and help communities bring their plans to reality.



Gorman & Company has developed innovative and catalytic properties in partnership with communities in Arizona, Arkansas, Colorado, Florida, Illinois, Mississippi and Wisconsin.

## CORE PURPOSE

Initiate strategies and implement solutions to revitalize communities and build strong neighborhoods.

## CORE VALUES

All of our activities will be executed in a manner that is consistent with our Core Values:

- We create and protect the best reputation at all costs
- We treat our people as our most important asset
- We provide first class service to our customers at all times
- We provide value and quality to meet or exceed customer expectations
- We maintain financial discipline to preserve and build long term economic strength
- We act in an honest, respectful, responsive and professional manner at all times



Acquisition + Rehabilitation | Public Housing Redevelopment | Special Needs + Supportive Housing | Senior Housing + Grandfamily | New Construction

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## ACQUISITION + REHABILITATION

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### **Coffelt-Lamoreaux Apartment Homes | Phoenix, Arizona**

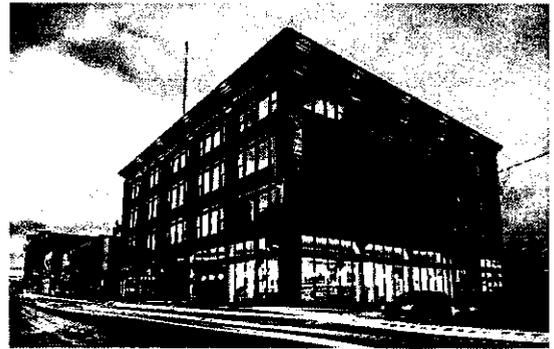


Gorman & Company in partnership with the Housing Authority of Maricopa County (HAMC) redeveloped and revitalized the historic Coffelt-Lamoreaux Apartment Homes. This 301-unit, 38-acre public housing development was originally built for returning Korean War veterans and migrant farmworkers and now houses low-income individuals, families, seniors and households with disabilities in the Phoenix area. Coffelt underwent a 'gut-rehabilitation'. The redeveloped Coffelt has new streets and

sidewalks, new off-street parking bays, underground utilities, new plumbing and electrical, brand new kitchens, baths and appliances, and modernized floorplans. Coffelt was the first project in Arizona to ever be awarded a RAD commitment from the federal government, and has since been added to the National Register of Historic Places.

### **The Alexander Lofts | Milwaukee, Wisconsin**

The Alexander Lofts represents an innovative public private partnership between the City of Milwaukee and Gorman & Company. The partnership resulted in a new state of the art library in a historic space along with market rate apartments. Setting a new rent level in the neighborhood will bring in higher incomes into this historic retail area, which is within a highly distressed qualified census tract that experiences crime and unemployment above the national average, and incomes below the national average. This deal would not have happened but for the presence of the library as a stabilizing force and asset in this community.



### **The Colburn | Denver, Colorado**



The Colburn Hotel is an existing Single Room Occupancy (SRO) subsidized housing community for extremely low-income households. With an affordability period that expired, Gorman acquired the property to prevent it from converting to market rate. The building has been designated on the National Register of Historic Places, and our design and construction teams are working to preserve the history of the building while making physical improvements to the project. The existing tenants represent some of the most vulnerable households in Denver, with more than 90% of residents having incomes below 30% of the Area Median Income. Deep affordability for all residents will be preserved through a long-term project-based rental subsidy contract.

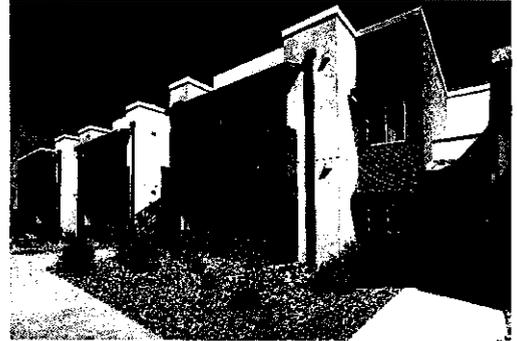
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## PUBLIC HOUSING REDEVELOPMENT

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### **Madison Heights | Avondale, Arizona**

Madison Heights is the first public housing project in Arizona ever to be converted to Project-Based Rental Assistance (PBRA) under HUD's Rental Assistance Demonstration (RAD) program. The Housing Authority of Maricopa County, in partnership with Gorman & Company, leveraged nearly \$30 million in public and private financing to completely redevelop 143 units of public housing. The process for the redevelopment of Madison Heights began with the development of a Health Impact Assessment (HIA), funded in part by LISC Phoenix, the Robert Wood Johnson Foundation and the Pew Charitable Trust. This process allowed the development team to partner with the existing residents to craft a new future for Madison Heights, with healthy living as a leading concept.



### **The Grove at Keith Creek | Rockford, Illinois**



The Grove at Keith Creek consists of new construction of 49 units of family housing on a vacant infill lot in a mixed use neighborhood on Rockford's east side. The project is a mixed-income community comprised of replacement housing for the first phase of the redevelopment of Fairgrounds Valley public housing project converted to Project Based Rental Assistance units under HUD's RAD program. These units include a percentage designated as permanent supportive housing for households with physical or mental disabilities at incomes below 30% AMI. The project also incorporates six unassisted low-income units targeted at 60% AMI income levels.

### **Hilltop Landings | Dade City, Florida**

Working in partnership, the Pasco County Housing Authority and Gorman & Company moved the Section 8 contract on Dade Oaks to a new property known as Hilltop Landings. The existing Dade Oaks was built in 1982, located slab-on-grade, and flooded constantly. The new site, Hilltop Landings, is a significant improvement simply in that it does not flood. The 12-acre parcel consists of 35 duplex buildings, a community room with warming kitchen, community gardens, and a recreational area complete with a playground.



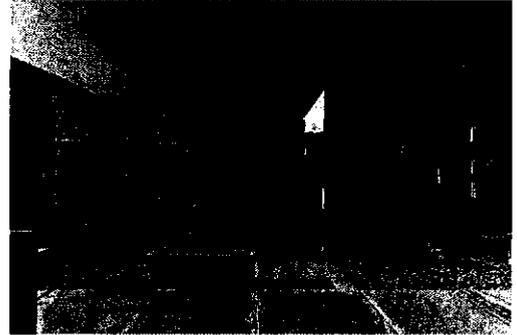
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## SPECIAL NEEDS + SUPPORTIVE HOUSING

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### **Esperanza En Escalante | Tucson, Arizona**

In partnership with Esperanza En Escalante, co-developer and social service provider, Gorman & Company developed 44 units of housing to serve chronically homeless veterans in Tucson and Pima County. This development, known as Esperanza En Escalante, is located on a 17-acre campus which was once a site that stored stockpiles of weapons for the U.S. military during World War I and II. Gorman and the service provider worked with the City of Tucson to secure forty (40) Section 8 Project-Based Vouchers (PBV's) to support the rental assistance needs.



### **Jane Addams Park Apartments | Rockford, Illinois**



Jane Addams Park Apartments is a supportive housing development focused on physically and mentally disabled individuals. It is constructed on a park-like site near downtown Rockford. The development is a partnership with the Rockford Housing Authority and includes a thirty-eight unit, state of the art, supportive housing facility focused on physically and mentally disabled individuals. The remainder of the Jane Addams site includes features such as community garden plots, walking paths, and a playground. The site consists of a variety of buildings. One 16-unit building anchors the corner and houses the common space as well. The remaining 22 units are made up of 7 two- or four-unit buildings built in such a way to look like single family homes. These building are designed to fit the historic nature of the neighborhood. Amenities include a community room, reading room, technology room, health care room, consulting offices, exercise room, and storage units.

### **The Elisabetta | Denver, Colorado**

The Elisabetta is a new construction, mixed-use development incorporating supportive social services for disabled residents. The building will set aside 25% of the units for disabled residents and will include 12,500 square feet of space on the first floor for the Laradon Hall Society for Exceptional Children and Adults (Laradon), which will be the service provider. The site is owned by and located across the street from Laradon. The development will also include 91 units of much-needed affordable housing for residents earning 30%, 50% and 60% AMI. The Laradon Campus is located in the Globeville neighborhood, which is defined by the City of Denver as an Area Vulnerable and Susceptible to Gentrification. Laradon Homes has received an allocation from CHFA for 4% and State LIHTC and a commitment for 22 Section 811 vouchers.



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## SENIOR HOUSING + GRANDFAMILY

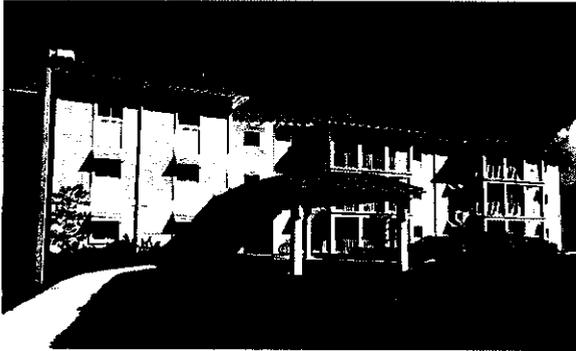
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### **Dr. Wesley L. Scott Senior Living Community | Milwaukee, Wisconsin**

Dr. Wesley L. Scott Senior Living Community provides 80 units of high-quality, affordable housing to seniors age 55 and better, and gives former area residents the opportunity to return and participate in the revitalization of their former neighborhood. Dr. Wesley L. Scott Senior Living Community provides unique and first rate independent homes for seniors. Dr. Wesley L. Scott combines the adaptive reuse of an existing, historic building with a newly-constructed four-story addition. This development was done in partnership with the Milwaukee Urban League, who helped focus our efforts on hiring minorities working on the project, and bringing emerging minority businesses into the development.



### **Paradise Point | Key Largo, Florida**

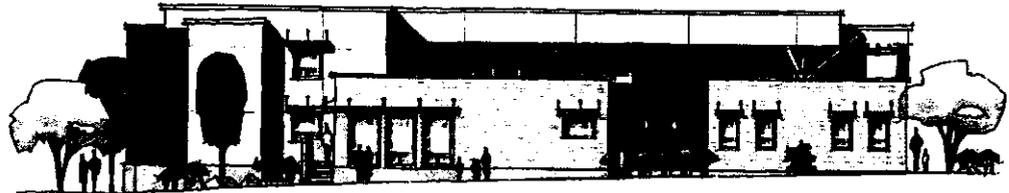


Paradise Point Senior Housing is an affordable housing development located in Key Largo at Mile Marker 106 in the Florida Keys. The development incorporates 42 units of senior housing, including one on-site manager's unit. The site is adjacent to a Winn-Dixie grocery store and pharmacy. Paradise Point will provide much-needed quality affordable housing for seniors in the Florida Keys. The development will include services and accessible features for its senior residents. Amenities include a community room, library, fitness center, service provider office, and walking paths.

### **Generations at West Mesa | Albuquerque, New Mexico**

Generations at West Mesa is a newly constructed senior-intergenerational multi-family development consisting of 54 units. This project serves households earning 30%, 50%, and 60% of the Area Median Income, as well as nine market rate units, and eleven units covered by Section 8 Project-Based Vouchers. At the heart of the development is a community building including property management and social service coordinators. There is a communal kitchen, multipurpose classroom, community pantry, conference room, computer room, and fitness/wellness area.

Enrichment services are provided on-site to all residents at no cost. Child care and after-school programming services are available to all children.



# EXECUTIVE TEAM

## **BRIAN SWANTON | PRESIDENT & CEO**



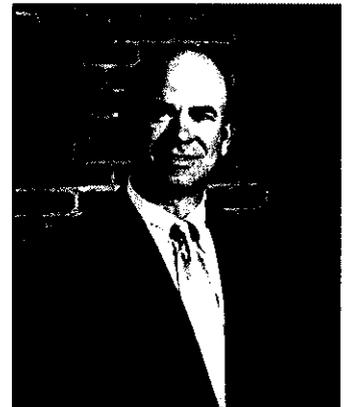
Brian Swanton transitioned into the role of President & Chief Executive Officer for Gorman & Company in 2018, after serving as the Arizona Market President since 2008. During his tenure as Arizona Market President, Mr. Swanton led a multi-disciplinary team that has designed and constructed 15 projects, representing over 1,100 units of new housing across the State. Prior to joining Gorman, Mr. Swanton held various leadership positions in the non-profit sector, where he directed the preservation and construction of over 2,300 units of housing in 29 residential communities across Arizona and successfully refinanced and/or repositioned 1,702 units of existing affordable housing. Mr. Swanton also spent eight years of his career in the public sector, having served as the

Housing Development Manager for the City of Scottsdale, as well as other positions in housing and community development with the City of Glendale, AZ, the Arizona Department of Housing, and the City of Quincy, MA.

Mr. Swanton holds a Master of Public Administration and a Bachelor of Science in Urban Planning, both from Arizona State University where he has taught graduate and undergraduate courses in housing finance and neighborhood revitalization. Brian is also certified as a Housing Development Finance Professional by the National Development Council. Brian is the past Chairman of the Board of Directors for the Arizona Housing Alliance, Arizona's only statewide affordable housing advocacy organization, guiding that organization through a merger with the Arizona Coalition to End Homelessness in 2017. Brian continues to serve on the Board of the newly merged organization, the Arizona Housing Coalition.

## **GARY J. GORMAN | CHAIRMAN OF THE BOARD**

After completing his B.A. in Economics and Law Degrees from the University of Wisconsin at Madison, Mr. Gorman began his career as a practicing attorney focusing on representation of developers and real estate syndicators. In 1984 Mr. Gorman formed a firm for the purpose of developing and syndicating multifamily real estate projects. After the passage of the Tax Reform Act of 1986, Mr. Gorman specialized in the development of affordable multifamily rental communities utilizing the tax credit created by Section 42 of the 1986 Tax Reform Act.



Gorman & Company is now a major developer of affordable rental housing as well as historic renovations. The firm has offices in Wisconsin, Illinois, Arizona, Colorado, and Florida, as well as projects in six states. Gorman & Company has in-house design and construction divisions that have successfully completed over \$900 million of new construction and major renovations. Its affiliated property management firm manages over five thousand units.

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## DEVELOPMENT TEAM

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### **TED MATKOM | WISCONSIN MARKET PRESIDENT**

Ted Matkom has held the role of Wisconsin Market President over the past six years with Gorman & Company and has also served as General Counsel for the past eight years. Ted has a wealth of experience in developing both residential and commercial real estate. Ted has served five years on the board of directors for Menomonee Valley Partners, the non-profit development entity designated to revitalize Milwaukee's Menomonee Valley industrial park. Ted has been President of The Corridor, Inc., a nonprofit organization that has been charged with helping to redevelop the "30th Street Corridor" in the heart of Milwaukee for the past three years. He has also been appointed for the past three years to the Board of Directors for the Milwaukee Area Workforce Investment Board, Inc.



Ted has a Bachelor of Arts in International Relations and Political Science from the University of Wisconsin-Madison, and a Doctorate of Law from Marquette University.

### **KIMBALL CRANGLE | COLORADO MARKET PRESIDENT**

Kimball is the Colorado Market President for Gorman & Company. Since expanding to Colorado in 2014, Gorman has initiated delivery over 500 affordable and Workforce apartment homes in the State with over 220 more homes scheduled to start construction in 2019. Gorman's specialty is helping public and non-profit entities realize their vision, using Gorman's financing and development strategies.

Ms. Crangle was formerly Senior Developer for Denver Housing Authority, the largest Public Housing Authority in Colorado and the Rocky Mountain Region. While at the Denver Housing Authority, she directed the redevelopment of a 17.5-acre distressed Public Housing site into a nationally-acclaimed mixed-income, multi-phase, mixed-use, transit-oriented community. Kimball is a certified CCIM, co-Chair of Blueprint Denver, active in ULI, a founding member of All in Denver, avid mountain biker and a mom of three young children.



**SALLY SCHWENN | ARIZONA MARKET PRESIDENT**

Sally is a local multi-family expert, specializing in the acquisition and disposition of affordable housing for the past 22 years. She most recently served as a Managing Director of Newmark Grubb Knight Frank in Phoenix. Prior to that, she was a founding partner of Crown West Commercial Real Estate where she and her partner brokered nearly 13,000 units of multi-family housing, most of which involved complex affordable housing transactions with a variety of federal, state and local financing sources. Her career-long focus on originating new multi-family transactions will serve her well in her role as Arizona Market President. She has extensive experience in navigating through local government issues, and regularly represents public sector, private sector and non-profit sector clients in her work. She will bring a unique perspective and background to our diverse leadership team.



Sally received a Bachelor of Business Administration degree in Finance from Southern Methodist University and holds a Real Estate Broker's license in Arizona. Sally has served on numerous boards and committees for many local non-profit organizations including Junior League of Phoenix, Combined Metropolitan Phoenix Arts and Sciences, Child Crisis Arizona, and Cystic Fibrosis Foundation.

**RON CLEWER | ILLINOIS MARKET PRESIDENT**

Ron Clewer joined Gorman & Company after working on several projects with the organization as the CEO of Rockford Housing Authority. Ron has more than 20 years of leadership experience and over 17 years of multi-use real estate development and asset management experience.



Ron has been instrumental in developing creative community-building initiatives in Illinois. He brings a vision and "can do" attitude to his work with a determination to merge the best practices for both private and public sectors. His passion lies in quality... quality design, services and quality environments.

He has received awards for his leadership approach, pioneering community and neighborhood visions, affordable housing operations and planning and legislative advocacy.

**NICOLE SOLHEIM | DIRECTOR OF DEVELOPMENT - WISCONSIN**

Nicole Solheim serves as Director of Development for Gorman & Company in the Wisconsin Market. Ms. Solheim works with the WI Market President to identify potential projects, secure funding and entitlements, coordinate real estate closings, and track projects from inception through completion. Previous to her employment with Gorman & Company, Ms. Solheim worked for a commercial real estate development firm and for an economic development nonprofit organization in

Madison, Wisconsin. Ms. Solheim has a BBA in Real Estate and Urban Land Economics and a Master's Degree in Urban and Regional Planning from the University of Wisconsin-Madison.

### **JIN PARK-HIGBEE | DEVELOPMENT COORDINATOR**

Jin Park-Higbee serves as Development Coordinator for Gorman & Company for the Wisconsin and Illinois Markets. Previous to her employment with Gorman & Company, Ms. Park-Higbee worked for a regional economic development organization in Madison, Wisconsin. Ms. Park-Higbee has a BA in International Relations from Boston University, and a Master's Degree in Urban and Regional Planning from the University of Wisconsin-Madison.

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## GENERAL CONTRACTING

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Gorman General Contractors, LLC serves as General Contractor on Gorman & Company development projects. The company believes that the best way to ensure high quality and timely construction is to build its own projects. This level of accountability leads to greater attention to detail and the ability to support each construction phase. Gorman continually improves its construction practices with each successive development because everything is done in-house. Gorman General Contractors, LLC has constructed 50+ multifamily communities and has often led the way with communities and with State Housing Authorities in establishing higher targets for minority and emerging sub-contractors.

Because it continues to build superior relationships with strong subcontractors, Gorman General Contractors, LLC is able to achieve top quality results and often finishes its projects ahead of schedule. Gorman's construction team consists of project managers, on-site field superintendents, and a Director of Construction - all of whom daily oversee work in progress. When challenges arise on the job site, Gorman General Contractors is positioned to quickly resolve issues through close collaboration with its in-house architectural staff.

### **RON SWIGGUM | DIRECTOR OF CONSTRUCTION**



Ron has over 16 years of experience in construction project management, cross-functional projects, budgetary and competitive estimating, coordination of design professionals, space planning, life cycle costing, contract administration, development and training of personnel, strategic business planning, risk management, proformas, staff leadership, P&L oversight, and customer relations. Ron recently directed construction for the largest "Green Communities" Public Housing Authority development to date east of the Mississippi River and is currently overseeing construction GC for an innovative "workforce housing" development in Monroe County, Florida (Florida Keys). Ron also served as Construction Project Manager for award winning Gorman & Company affordable housing development in Glendale, AZ.

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## ARCHITECTURE

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Gorman & Company Architecture and Design was formed in 1998. It has designed 35+ innovative affordable multifamily developments in five states. Gorman's architects have specialized in historic adaptive reuse; mixed use, mixed income; and the preservation of existing affordable housing. Projects designed by Gorman & Company have won many awards and have attained the highest standards of sustainable/green design and accessible design.

We design projects with the intention of creating a sense of community, vitality, and openness. Thoughtful and careful arrangement of the main functions is paramount to a successful project. Gorman's integrated design process includes high efficiency, healthy building, low-impact development techniques, and the incorporation of natural, social and cultural elements in the design.

Working with stakeholders and future residents allows us to tailor amenities to accommodate not only required activities but to find the overlap or synergistic opportunities planned facilities provide. We also design for energy efficiency and ease of maintenance. We manage a great many residential projects and have learned a lot about upkeep and maintenance.

### **SARAH PONKO | LEAD ARCHITECT, WISCONSIN**

Sarah received her Bachelors of Architecture from the University of Notre Dame, School of Architecture. She is a licensed architect in the State of Colorado since 2010. Her professional portfolio demonstrates proficiency across a wide range of project types including multi-family, commercial/retail, mixed use, renovations, and hospitality. Sarah is an active member of the AIA (American Institute of Architects), CSI (Construction Specification Institute), and is registered with NCARB (National Council of Architectural Registration Boards). Sarah strives to deliver thoughtful design, organization, empathy, and consistent communication on every project. She is passionate about developing rewarding and lasting professional relationships with all members of the project team.

### **MARK SMITH | CORPORATE ARCHITECT**

Mark Smith is the Lead Architect on larger, high-profile projects throughout Gorman's portfolio. Mr. Smith works with all architectural staff members to improve design, documentation and project delivery. He received his Master's Degree in Architecture from the University of Wisconsin-Milwaukee, where he previously taught as Adjunct Professor.

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## PROPERTY + ASSET MANAGEMENT

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Gorman & Company formed its property management division in 1991. Gorman & Company manages 60+ apartment communities, totaling over 5,000 units. Controlling our management company within the Gorman & Company umbrella allows us to customize our tenant selection criteria to our specific target population while conforming to investor and Section 42 compliance regulations.

Gorman & Company also provides Asset Management services for projects. The scope of services provided by Gorman for asset management includes asset financial monitoring, performance review, tracking loans and reimbursements, stakeholder reporting, and reserve tracking. Asset management also tracks month to date, year to date, and quarterly NOI and DCR tracking. They also review and approve budgets for assets.

### **LAURA NARDUZZI | VICE PRESIDENT OF OPERATIONS**

Laura received her degree in Hotel and Restaurant Management from the University of Wisconsin – Stout in 1989. She began her hotel career with The North Central Group, a hotel management and development company. She held various positions in her 20-year tenure with that company including the Vice President of Operations. In that role, she was responsible for a \$90 million highly reputable hotel portfolio of Hilton and Marriott brands, which received several brand awards. She joined Gorman & Company in 2009 and now is the Director of Property Management.



She directly oversees the operations of Gorman & Company's management division as well as supervises several corporate functions including Human Resources, Facilities, Marketing, Training and Compliance. She works closely with the third party management companies insuring Gorman & Company's standards are synonymous across all markets. Laura works closely with Development, Design and Construction in the development process to insure strong viability and long-term sustainability.

### **DAN CLARK | DIRECTOR OF PROPERTY MANAGEMENT**

Dan Clark is responsible for Gorman & Company's management division. His primary focuses is on meeting operational objectives to drive positive business results of multifamily and commercial real estate within the company's portfolio. In his role, working with external and internal partners, his responsibilities include multi-state oversight of in-house and third party management companies, financial/ capital planning, and market strategies. Mr. Clark joined Gorman & Company in 2017, previously serving as Senior Regional Portfolio Manager at The ConAm Group of Companies where he was responsible for Southern California's regional operations and investment performance of affordable and market-rate housing developments. He brings



over 25 years of real estate asset management, property management and facilities management experience on high density, mixed use and urban infill projects.

Mr. Clark earned his Bachelor of Science in Applied Management from Grand Canyon University's Colangelo College of Business with an emphasis in servant leadership and management. He previously served as Education Chair with Arizona Apartment Association, Political Action Committee at California Apartment Association, member of Project Management Institute and currently maintains a real estate license in California. CA BRE 01994729

### **KYLE CULOTTA | DIRECTOR OF ASSET MANAGEMENT**



Kyle joined Gorman & Company in 2018 as the Director of Asset Management. In his role he is responsible for developing and maintaining strategic asset management, financial management and risk management activities for the company's portfolio. In his role, he oversees portfolio performance, stakeholder reporting, and insurance administration. Working with external and internal partners, his responsibilities include multi-state oversight of third party management companies, capital planning, and refinancing/disposition of assets.

Prior to joining Gorman, Mr. Culotta most recently worked with the Wisconsin Housing and Economic Development Authority where he was responsible for overseeing the Authority's Tax Exempt Bond Portfolio. He has over 10 years of experience in asset management, valuation, development, acquisition/disposition and the aggregation and deployment of capital for high density multifamily, office, hotel and retail properties. Mr. Culotta received his bachelor's degree in Economics as well as his MBA with an emphasis in Commercial Real Estate Finance from the University of Colorado's Leeds School of Business.

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# GORMAN & COMPANY

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## PROJECT DESCRIPTION

The Landsby Ridge development proposal is a direct result of feedback from the Village of Mount Horeb and the Mount Horeb Area Economic Development Corporation, who partnered to commission a recent housing study in 2017. Among other findings, the study indicated that the need for additional rental options has become even more acute and with growth in jobs in the Village, the needs will grow even more. Large employers in the Village include Duluth Trading Company, Brunsell Lumber, Tyrol Basin, and more; the City of Verona is also home to many large and small employers, and is located only 10 miles to the east.

With rental vacancy rates close to zero, local employees struggle to find any rental housing in the community. The housing study found a need for rental housing at a variety of price points that includes amenities attractive to local employees. Multifamily housing can also serve a wider variety of households, including younger and older households who may not be able to afford single family homes in Mt. Horeb, or prefer rental housing.

According to a 2015 report, "Housing Needs Assessment: Dane County and Municipalities," per 2010 ACS data, Mount Horeb had 250 renter households at 50% AMI below that were cost-burdened. As rental rates have increased dramatically over the last few years, with little added supply, it is extremely likely that this has gone up over time. This also does not include households working in and around Mount Horeb who are living elsewhere because they can't afford to live in the community.

This lack of housing options and affordability affects all aspects of the community. For residents, it means that they are increasingly cost-burdened, paying well over 30% of their income on housing and leaving less money available for items such as transportation, daycare, medical expenses, and basic amenities. For businesses, it means longer commute times for employees, higher employee turnover, and increased business costs. For the municipality, the housing gap leads to increased traffic congestion, increased child mobility and turnover at schools, and difficulty retaining and attracting businesses whose employees can't afford to live nearby.

The Village of Mount Horeb has only one affordable LIHTC development – a 24-unit senior project that was awarded credit in 1997. The Village and Economic Development Corporation have begun to realize the importance of quality affordable housing and its critical role in economic and community development. With all of these findings in mind, we have proposed a new construction multifamily development consisting of three stories and 58 units, 53 of which would be affordable to households at or below 60% AMI, with the remaining 5 units at market rate.

Landsby Ridge will include quality, affordable housing for families and employees that is not readily available in Mount Horeb currently. The development will be a critical initial step in starting to address the need for affordable workforce housing for families in a location outside

of the City of Madison, where the vast majority of new affordable housing has been developed. The development has a guaranteed affordability period of 30 years, and a Land Use Restriction Agreement with WHEDA will be recorded on the property.

**UNIT MIX**

Unit Type	CMI %	# of Units	Net Tenant Rent
1BR	30%	8	\$475
1BR	50%	3	\$810
1BR	60%	6	\$910
2BR	30%	4	\$570
2BR	50%	11	\$975
2BR	60%	10	\$1095
3BR	50%	9	\$1125
3BR	60%	2	\$1295
1BR	MKT	1	\$1000
2BR	MKT	3	\$1200
3BR	MKT	1	\$1400
<b>Total Units:</b>		<b>58</b>	
<b>Affordable Units:</b>		<b>53</b>	
<b>Market Rate Units:</b>		<b>5</b>	

**DEVELOPMENT COSTS & PROFORMA**

A development budget is below and the proforma is attached. We are requesting \$1,300,000 in County AHF and \$50,000 of additional funding for the photovoltaic system. The full amount of this request is necessary to fill the financial gap and score competitively within the WHEDA 9% application. The financial model assumes \$795,000 from the Federal Home Loan Bank AHP program, and 45% deferred developer fee.

Sources		Uses	
LIHTC Equity	7,199,280	Acquisition	550,000
First Mortgage	3,540,000	Hard Construction Costs	9,267,017
FHLB AHP	795,000	Soft Costs	1,880,979
<b>Dane County</b>	<b>1,300,000</b>	Developer Fee	1,359,805
<b>Dane County – PV funding</b>	<b>50,000</b>	PV System	100,000
Deferred Developer Fee	613,635	Reserves	340,114
<b>TOTAL</b>	<b>\$13,497,915</b>	<b>TOTAL</b>	<b>\$13,497,915</b>



## **AMENITIES**

The project consists of a 3-story new construction building with both underground and surface parking, community room, fitness room, energy-efficient features, and accessible design.

The development will feature modern green technologies and sustainable design features. The building will be built to Wisconsin Green Built Home Standards, and a third-party certification confirming this standard will be received after construction. The reduction in energy consumption will come from enhancements to the lighting/electrical systems, building envelope, daylighting features, enhanced windows and plumbing systems. Energy Star rated appliances will be included in all apartments, along with compact florescent lighting in all units and common areas, low flow plumbing fixtures, energy efficient lighting, and high efficiency mechanical systems. In addition, the development's location in a very walkable and bikeable area of the Village lends itself to sustainable living.



204 Blue Mounds St, Mount Horeb

Parcel # 157/0606-114-4100-1



# GORMAN & COMPANY

## Project Location

Landsby Ridge, located at 204 S. Blue Mounds St. in Mount Horeb, furthers Dane County's goal to expand the availability of low-income housing unit to serve target populations, specifically outside of the City of Madison. Per WHEDA records, the Village of Mount Horeb has only one affordable LIHTC development – a 24-unit senior project that was awarded credit in 1997. This proposed development is located within a few blocks of the Village's Downtown, directly adjacent to the Military Ridge bike trail and close to schools, parks, employers, and retail opportunities. This property is not located within a half mile of any projects indicated on Attachment D.

This site qualifies for the Rural set-aside for WHEDA, and is unique in that it is considered rural but is also in close proximity to amenities and downtown. The site scores 9 out of 10 points in the WHEDA "Access to services and amenities" category, and also scores points for being in a census tract with high median income, low unemployment, and within a top performing school district.

204 S Blue Mounds St, Mount Horeb  
Parcel # 157/0606-114-4100-1





### **Photo Voltaic Array & Green Features**

Landsby Ridge will include a photovoltaic (PV) system, to be located either on the roof of the building or on carports in the surface parking area. The exact capacity and cost of the system cannot be determined until plans are finalized and an engineer and solar consultant can review. However, based on cost estimates received by Gorman on a new construction development in Madison, we estimate the total cost to be approximately \$100,000.

In addition, this development will be built to Wisconsin Green Built Home Standards, and a third-party certification confirming this standard will be received after construction. The reduction in energy consumption will come from enhancements to the lighting/electrical systems, building envelope, daylighting features, enhanced windows and plumbing systems. Energy Star rated appliances will be included in all apartments, along with compact florescent lighting in all units and common areas, low flow plumbing fixtures, energy efficient lighting, and high efficiency mechanical systems. The property will also include natural landscaping (prairie/no mow grasses, indigenous plant selection); large shade trees, especially along western property edge; on-site water detention/filtration; and community gardens. All of these features align the development with the Dane County Sustainability Principles.

**Mount Horeb Apartments**

Mt. Horeb, Wisconsin

7/15/2019

**15 Year Cash Flow Pro Forma**

Year	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
Gross Rental Income	\$652,320	\$665,366	\$678,674	\$692,247	\$706,092	\$720,214	\$734,618	\$749,311	\$764,297	\$779,583	\$795,174	\$811,078	\$827,299	\$843,845	\$860,722
Other Income	\$9,600	\$9,792	\$9,988	\$10,188	\$10,391	\$10,599	\$10,811	\$11,027	\$11,248	\$11,473	\$11,702	\$11,936	\$12,175	\$12,419	\$12,667
<b>Gross Income</b>	<b>\$661,920</b>	<b>\$675,158</b>	<b>\$688,662</b>	<b>\$702,435</b>	<b>\$716,483</b>	<b>\$730,813</b>	<b>\$745,429</b>	<b>\$760,338</b>	<b>\$775,545</b>	<b>\$791,056</b>	<b>\$806,877</b>	<b>\$823,014</b>	<b>\$839,475</b>	<b>\$856,264</b>	<b>\$873,389</b>
Less Vacancies	(\$45,662)	(\$46,576)	(\$47,507)	(\$48,457)	(\$49,426)	(\$50,415)	(\$51,423)	(\$52,452)	(\$53,503)	(\$54,571)	(\$55,662)	(\$56,775)	(\$57,911)	(\$59,069)	(\$60,251)
Less Vacancies (Other)	(\$672)	(\$685)	(\$699)	(\$713)	(\$727)	(\$742)	(\$757)	(\$772)	(\$787)	(\$803)	(\$819)	(\$836)	(\$852)	(\$869)	(\$887)
<b>Effective Gross Income</b>	<b>\$615,586</b>	<b>\$627,897</b>	<b>\$640,455</b>	<b>\$653,264</b>	<b>\$666,330</b>	<b>\$679,656</b>	<b>\$693,249</b>	<b>\$707,114</b>	<b>\$721,257</b>	<b>\$735,682</b>	<b>\$750,395</b>	<b>\$765,403</b>	<b>\$780,711</b>	<b>\$796,326</b>	<b>\$812,252</b>
Operating Expenses	\$230,765	\$239,488	\$248,473	\$257,727	\$267,259	\$277,076	\$287,189	\$297,604	\$308,332	\$319,382	\$330,764	\$342,487	\$354,561	\$366,998	\$439,808
Management Fee	\$36,935	\$37,674	\$38,427	\$39,196	\$39,980	\$40,778	\$41,595	\$42,427	\$43,275	\$44,141	\$45,024	\$45,924	\$46,843	\$47,780	\$48,735
Real Estate Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Replacement Reserves	\$17,400	\$17,922	\$18,460	\$19,013	\$19,584	\$20,171	\$20,777	\$21,400	\$22,042	\$22,703	\$23,384	\$34,086	\$24,808	\$25,552	\$26,319
<b>Total Operating Expenses</b>	<b>\$345,100</b>	<b>\$355,084</b>	<b>\$365,359</b>	<b>\$375,936</b>	<b>\$386,822</b>	<b>\$398,027</b>	<b>\$409,560</b>	<b>\$421,431</b>	<b>\$433,649</b>	<b>\$446,228</b>	<b>\$459,172</b>	<b>\$472,496</b>	<b>\$486,213</b>	<b>\$500,331</b>	<b>\$514,862</b>
<b>Net Operating Income</b>	<b>\$270,486</b>	<b>\$272,813</b>	<b>\$275,096</b>	<b>\$277,328</b>	<b>\$279,507</b>	<b>\$281,630</b>	<b>\$283,689</b>	<b>\$285,683</b>	<b>\$287,607</b>	<b>\$289,455</b>	<b>\$291,223</b>	<b>\$292,907</b>	<b>\$294,499</b>	<b>\$295,995</b>	<b>\$297,390</b>
First Mortgage DS	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127
Other Hard DS	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>TOTAL must-pay debt</b>	<b>\$235,127</b>														
<b>Debt Coverage Ratio - (DCR)</b>	<b>1.150</b>	<b>1.160</b>	<b>1.170</b>	<b>1.179</b>	<b>1.189</b>	<b>1.198</b>	<b>1.207</b>	<b>1.215</b>	<b>1.223</b>	<b>1.231</b>	<b>1.239</b>	<b>1.246</b>	<b>1.253</b>	<b>1.259</b>	<b>1.265</b>
Predistribution Cash Flow	\$35,358	\$37,686	\$39,969	\$42,201	\$44,380	\$46,502	\$48,562	\$50,556	\$52,480	\$54,328	\$56,096	\$57,780	\$59,372	\$60,868	\$62,263
Cash Flow Available for Distribution	\$35,358	\$37,686	\$39,969	\$42,201	\$44,380	\$46,502	\$48,562	\$50,556	\$52,480	\$54,328	\$56,096	\$57,780	\$59,372	\$60,868	\$62,263
<b>Cash Flow Waterfall</b>															
1 Asset Management Fee	(\$5,000)	(\$5,150)	(\$5,305)	(\$5,464)	(\$5,628)	(\$5,796)	(\$5,970)	(\$6,149)	(\$6,334)	(\$6,524)	(\$6,720)	(\$6,921)	(\$7,129)	(\$7,343)	(\$7,563)
2 Deferred Fee Payment	(\$30,358)	(\$32,536)	(\$34,864)	(\$37,237)	(\$39,753)	(\$42,406)	(\$45,192)	(\$48,113)	(\$51,270)	(\$54,664)	(\$58,297)	(\$62,169)	(\$66,281)	(\$70,634)	(\$75,327)
3															
4															
5															
<b>Distributable Cash Flow - After Payments</b>	<b>\$0</b>	<b>\$41,873</b>													

# GORMAN & COMPANY

## Financing and Leverage

The projected sources and uses for Landsby Ridge is below. We are requesting \$1,300,000 in County AHF and \$50,000 of additional funding for the photovoltaic system. This amounts to just over \$22,000 per unit, or \$6,164 per affordable unit, and is 10% of total project costs. The full amount of this request is necessary to fill the financial gap and score competitively within the WHEDA 9% application. This development fills an important need for affordable housing in a more rural area of the County, outside of the City of Madison – this also means that fewer gap financing resources are available and the County AHF is absolutely critical in moving the project forward. Requesting additional credits from WHEDA to cover this gap would result in fewer Financial Leveraging points and the project would no longer score about the competitive scoring cutoff.

The financial model assumes \$795,000 from the Federal Home Loan Bank AHP program, and 45% deferred developer fee. Tax credit equity pricing is estimated at \$0.90, based on investor feedback and WHEDA’s current pricing range.

The site is located on the edge of TIF District #5 in Mount Horeb, which was created in 2016. We have had discussions with the Village about extending the district boundary to include this property and thereby make TIF financing an option for the project. At this time, TIF is too preliminary to include as a source but we will continue to pursue it.

Sources		Uses	
LIHTC Equity	7,199,280	Acquisition	550,000
First Mortgage	3,540,000	Hard Construction Costs	9,267,017
FHLB AHP	795,000	Soft Costs	1,880,979
<b>Dane County</b>	<b>1,300,000</b>	Developer Fee	1,359,805
<b>Dane County – PV funding</b>	<b>50,000</b>	PV System	100,000
Deferred Developer Fee	613,635	Reserves	340,114
<b>TOTAL</b>	<b>\$13,497,915</b>	<b>TOTAL</b>	<b>\$13,497,915</b>

**Mount Horeb Apartments**  
Mt. Horeb, Wisconsin

**15 Year Cash Flow Pro Forma**

7/15/2019

Year	1 2022	2 2023	3 2024	4 2025	5 2026	6 2027	7 2028	8 2029	9 2030	10 2031	11 2032	12 2033	13 2034	14 2035	15 2036	
Gross Rental Income	2%	\$652,320	\$665,366	\$678,674	\$692,247	\$706,092	\$720,214	\$734,618	\$749,311	\$764,297	\$779,583	\$795,174	\$811,078	\$827,299	\$843,845	\$860,722
Other Income	2%	\$9,600	\$9,792	\$9,988	\$10,188	\$10,391	\$10,599	\$10,811	\$11,027	\$11,248	\$11,473	\$11,702	\$11,936	\$12,175	\$12,419	\$12,667
<b>Gross Income</b>		<b>\$661,920</b>	<b>\$675,158</b>	<b>\$688,662</b>	<b>\$702,435</b>	<b>\$716,483</b>	<b>\$730,813</b>	<b>\$745,429</b>	<b>\$760,338</b>	<b>\$775,545</b>	<b>\$791,056</b>	<b>\$806,877</b>	<b>\$823,014</b>	<b>\$839,475</b>	<b>\$856,264</b>	<b>\$873,389</b>
Less Vacancies	7%	(\$45,662)	(\$46,576)	(\$47,507)	(\$48,457)	(\$49,426)	(\$50,415)	(\$51,423)	(\$52,452)	(\$53,501)	(\$54,571)	(\$55,662)	(\$56,775)	(\$57,911)	(\$59,069)	(\$60,251)
Less Vacancies (Other)	7%	(\$672)	(\$685)	(\$699)	(\$713)	(\$727)	(\$742)	(\$757)	(\$772)	(\$787)	(\$803)	(\$819)	(\$836)	(\$852)	(\$869)	(\$887)
<b>Effective Gross Income</b>		<b>\$615,586</b>	<b>\$627,897</b>	<b>\$640,455</b>	<b>\$653,264</b>	<b>\$666,330</b>	<b>\$679,656</b>	<b>\$693,249</b>	<b>\$707,114</b>	<b>\$721,257</b>	<b>\$735,682</b>	<b>\$750,395</b>	<b>\$765,403</b>	<b>\$780,711</b>	<b>\$796,326</b>	<b>\$812,252</b>
Operating Expenses	3%	\$290,765	\$299,488	\$308,473	\$317,727	\$327,259	\$337,076	\$347,189	\$357,604	\$368,332	\$379,382	\$390,764	\$402,487	\$414,561	\$426,998	\$439,808
Management Fee	6%	\$36,935	\$37,674	\$38,427	\$39,196	\$39,980	\$40,779	\$41,595	\$42,427	\$43,275	\$44,141	\$45,024	\$45,924	\$46,843	\$47,780	\$48,735
Real Estate Taxes	3%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Replacement Reserves	3%	\$17,400	\$17,922	\$18,460	\$19,013	\$19,584	\$20,171	\$20,777	\$21,400	\$22,042	\$22,703	\$23,384	\$24,086	\$24,808	\$25,552	\$26,319
<b>Total Operating Expenses</b>		<b>\$345,100</b>	<b>\$355,084</b>	<b>\$365,359</b>	<b>\$375,936</b>	<b>\$386,822</b>	<b>\$398,027</b>	<b>\$409,560</b>	<b>\$421,431</b>	<b>\$433,649</b>	<b>\$446,226</b>	<b>\$459,172</b>	<b>\$472,496</b>	<b>\$486,213</b>	<b>\$500,331</b>	<b>\$514,862</b>
<b>Net Operating Income</b>		<b>\$270,486</b>	<b>\$272,813</b>	<b>\$275,096</b>	<b>\$277,328</b>	<b>\$279,507</b>	<b>\$281,630</b>	<b>\$283,689</b>	<b>\$285,683</b>	<b>\$287,607</b>	<b>\$289,455</b>	<b>\$291,223</b>	<b>\$292,907</b>	<b>\$294,499</b>	<b>\$295,995</b>	<b>\$297,390</b>
First Mortgage DS		\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127	\$235,127
Other Hard DS		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>TOTAL must-pay debt</b>		<b>\$235,127</b>														
<b>Debt Coverage Ratio - (DCR)</b>		<b>1.150</b>	<b>1.160</b>	<b>1.170</b>	<b>1.179</b>	<b>1.189</b>	<b>1.198</b>	<b>1.207</b>	<b>1.215</b>	<b>1.223</b>	<b>1.231</b>	<b>1.239</b>	<b>1.246</b>	<b>1.253</b>	<b>1.259</b>	<b>1.265</b>
<b>Pre-distribution Cash Flow</b>		<b>\$35,358</b>	<b>\$37,686</b>	<b>\$39,969</b>	<b>\$42,201</b>	<b>\$44,380</b>	<b>\$46,502</b>	<b>\$48,562</b>	<b>\$50,556</b>	<b>\$52,480</b>	<b>\$54,328</b>	<b>\$56,096</b>	<b>\$57,780</b>	<b>\$59,372</b>	<b>\$60,868</b>	<b>\$62,263</b>
<b>Cash Flow Available for Distribution</b>		<b>\$35,358</b>	<b>\$37,686</b>	<b>\$39,969</b>	<b>\$42,201</b>	<b>\$44,380</b>	<b>\$46,502</b>	<b>\$48,562</b>	<b>\$50,556</b>	<b>\$52,480</b>	<b>\$54,328</b>	<b>\$56,096</b>	<b>\$57,780</b>	<b>\$59,372</b>	<b>\$60,868</b>	<b>\$62,263</b>
<b>Cash Flow Waterfall</b>																
1 Asset Management Fee	3%	(\$5,000)	(\$5,150)	(\$5,305)	(\$5,464)	(\$5,628)	(\$5,796)	(\$5,970)	(\$6,149)	(\$6,334)	(\$6,524)	(\$6,720)	(\$6,921)	(\$7,129)	(\$7,343)	(\$7,563)
2 Deferred Fee Payment		(\$30,358)	(\$32,536)	(\$34,664)	(\$36,737)	(\$38,753)	(\$40,706)	(\$42,592)	(\$44,407)	(\$46,146)	(\$47,804)	(\$49,377)	(\$50,859)	(\$52,243)	(\$53,525)	(\$54,827)
3																
4																
5																
<b>Distributable Cash Flow - After Payments</b>		<b>\$0</b>	<b>\$41,873</b>													



### **Tenancy Addendum**

Gorman & Company agrees to the provisions outlined in in the Tenancy Addendum provided (attached). The list includes provisions related to security deposits, late fees, termination of tenancy, parking, and guest policies. The items are acceptable to Gorman as property manager and the addendum will implemented at Landsby Ridge.

## Tenancy Addendum

Respondents to this RFP that agree to include the following provisions within all tenant leases or as an addendum to all tenant leases will receive 10 points.

- a. **Security Deposits.** The amount of a security deposit shall not be more than one month's rent.
- b. **Late Fees and Other Fees.** Late fees must be set forth in the rental agreement. Late fees shall not exceed 5% of the tenant's portion of the monthly rent. Other penalty fees are prohibited. All other fees must be directly related to the cost for a specific amenity or service provided to the tenant and comply with all applicable laws.
- c. **Rights of Youth to Access Common Spaces.** Youth under the age of 18 are allow to use and enjoy common areas without supervision. This does not preclude reasonable rules in ensure the safety of children and youth.
- d. **Good Cause for Termination.** A tenancy may not be terminated during or at the end of the lease unless there is good cause. Good cause is defined in include the following: (i) a serious violation of the lease; (ii) repeated minor violations of the lease; or (iii) a refusal to re-certify program eligibility. Repeated means a pattern of minor violations, not isolated incidents. Termination notices and procedures shall comply with Chapter 704 of Wisconsin Statutes and federal law, when applicable. Written notice is required for non-renewal and shall include the specific grounds for non-renewal and the right of the tenant to request a meeting to discuss the non-renewal with the landlord or landlord's property management agent within fourteen (14) days of the notice. If requested, the landlord or property management agent will meet with the tenant to discuss the non-renewal, allow the tenant to respond to the alleged grounds for non-renewal, and pursue a mutually acceptable resolution.
- e. **Reasonable Guest Rules.** Tenants have the right to have guests. In the event the property management establishes rules related to guests, they must be reasonable. Unreasonable rules include, but are not limited to the following: (1) Prior authorization of guests by the property management, unless the guest is staying for an extended period of time (e.g. more than 2 weeks); (2) Prohibition on overnight guests; (3) Requiring that the resident be with the guest at all times on the property. (4) Requiring guests to show ID unless requested by the tenant. (5) Subjecting caregivers, whether caring for a child or children, or an adult with disabilities, to limitations on the number of days for guests.

Landlord may ban a person who is not a tenant from the rental premises if the person has committed violent criminal activity or drug related criminal activity at rental premises. No person shall be banned from the rental premises without the consent of the tenant unless the following have taken place:

- (1) A notice of the ban is issued to the tenant stating the:
  - (a) name of the person banned,

(b) grounds for the ban including, (i) the specific facts detailing the activity resulting in the ban; (ii) the source of the information relied upon in making the ban decision; and (iii) a copy of any criminal record reviewed when making the ban decision; and

(c) the right of the tenant to have a meeting to dispute the proposed ban, discuss alternatives to the ban, and address any unintended consequences of the proposed ban.

(2) If requested, a hearing on the ban has taken place to provide the tenant an opportunity to dispute the proposed ban, discuss alternatives of the ban, and address any unintended consequences of the proposed ban.

A tenant may not invite or allow a banned person as a guest on the premises, provided the Landlord has followed the proper procedure and given notice to Tenant as set forth herein.

A tenant who violates the guest policy may be given a written warning detailing the facts of the alleged violation. The written warning shall detail the violation, and warn the tenant that repeated violations may result in termination of tenancy. Tenants that repeatedly violate the guest policy, (e.g. three (3) or more violations within a twelve (12) month period) may be issued a notice of termination in accordance with state and federal law.

Nothing in this policy limits a person's right to pursue a civil order for protection against another individual.

- f. **Parking Policies.** Parking policies and practices must comply with applicable laws. Vehicles shall not be towed to a location that is more than 6 miles from the rental premises, unless there is not a towing company with a tow location available within 6 miles.



## **Housing First**

Landsby Ridge includes 12 integrated supportive housing units that are targeted at 30% AMI and affordable to very low-income households. Units will be targeted to eligible families via outreach and referrals with local community businesses and agencies, including agencies such as the local Joining Forces for Families (JFF) office. Gorman & Company has experience in providing supportive services to its residents and will incorporate many services in partnership with Lutheran Social Services and area service providers.

At this time, we do not anticipate implementing a Homeless Services Consortium (HSC) preference on any units. Rather we will rely on referrals from community partners and LSS to fill all affordable units, particularly the 30% AMI supportive housing units. The targeted population for these units are very low-income families, veterans, and individuals with disabilities, per County RFP guidelines.



## Supportive Services Plan

Landsby Ridge includes (12) integrated supportive housing units at 30% AMI that are affordable to very low income individuals, including veterans and persons with a disability. Units will be targeted to eligible families via outreach and referrals with local community businesses and agencies, including agencies such as the local Joining Forces for Families (JFF) office. Gorman & Company has experience in providing supportive services to its residents and will incorporate many services in partnership with Lutheran Social Services and area service providers.

### **SUPPORTIVE SERVICE TEAM**

Lutheran Social Services (LSS) has a strong history of providing wraparound service coordination and case management services to residents of housing complexes in numerous locations throughout Wisconsin and Upper Michigan. LSS traces its origin to 1882 when Pastor E.J. Homme opened a home for orphaned children in Wittenberg, Wisconsin. Now, their services extend across Wisconsin, helping people all along the lifespan with services as essential as housing and life-changing as adoption. Tenants at this development will have access to the help they need through an LSS Service Coordinator who will help to address their challenges and arrange services so they may learn the skills necessary to develop and maintain a healthy, stable lifestyle.

#### **DENNIS HANSON – EXECUTIVE DIRECTOR FOR HOUSING SERVICES, LSS**

Dennis oversees housing-related programs for Lutheran Social Services. This includes HUD-subsidized multifamily communities for older adults and people with disabilities, market-rate housing for seniors, non-subsidized housing for persons with disabilities, housing service coordination/case management, the Thompson Community Center, the facilities management staff, leased and owned facilities and properties held for sale. He joined LSS in 1993 as program supervisor for a residential facility and previously worked in home health administration, supportive home care, and residential facility management. Additional information can be found on our website at [www.lsswis.org](http://www.lsswis.org) and we have included a program summary at the end of this section.

### **SUPPORTIVE SERVICE PLAN**

**Lutheran Social Services** is the primary service provider and coordinator for this development. LSS serves as a supportive service provider on multiple Gorman projects, including Carbon at Union Corners (complete), Generations at Union Corners (under construction), and Valor on Washington (in development) in Madison.

LSS is a permanent stakeholder as part of the long term ownership of the development. They will own 51% of the Managing Member entity and will receive a portion of developer fee for their participation in the project and as compensation to act as a coordinator of programming services and activities for residents. Services will be provided both on-site and off-site,

depending on the program and referrals. Services are voluntary to residents and begin with an intake assessment by the Service Coordinator. This will lead to the development of a case management plan that may include referral to other resources as well as LSS-provided services.

*Assistance with Benefits* - Through connection to educational workshops and seminars along with in person counseling and assistance, LSS will help individuals access their benefits that have been made available to them. These services will help pay for care, access Medicare, pensions, welfare assistance, social security among other benefits.

*Employment Services* - LSS has the mission and goal to empower people to take control of their lives by becoming independent, productive members of the community. One way to attack this goal is to promote, plan, and provide, health, welfare, and economic well-being for tenants by coordinating employment services counseling they need in order to become a more stable member of the community. Content of employability assistance includes coordination, provision of, or referral of but not limited to: Assessment regarding readiness for employment; Evaluating interest area; Increasing skill level; Resume development, and; Interview skills. These services will be accompanied with continued support and counseling on an as needed basis for individuals seeking out this education.

*Financial Literacy* - LSS Financial Counseling is a non-profit, full-service credit counseling agency. Services include budget and debt counseling, debt management plans, bankruptcy counseling and education, credit report review, financial education, and many others. LSS Financial counselors assist their clients to become financially literate and empower them with the skills they need to understand their finances and create financial plans for their futures. All financial counselors are fully-certified along with other specialized training and certifications. LSS Financial Counseling is an accredited and trusted provider and is associated with associations such as the National Foundation for Credit Counseling and Council on Accreditation.

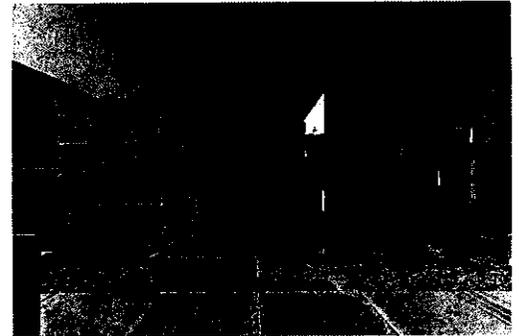
**Gorman & Company**, as Property Manager, addresses integrated supportive services in a variety of ways depending on the nature of the project. However, our basic approach starts with an appropriate design that includes adequate facilities for resident services, as well as properly trained property management staff who are essentially an extension and key element of any resident service program on that site. Gorman & Company also routinely partners with service providers in the community to address specific needs of residents and the community as a whole, as described in the examples below.

Gorman has an established relationship with **Dryhootch**, a peer support nonprofit for Veterans. Our Valor on Washington project in madison, which is moving forward to closing later this year, will have first floor space for Dryhootch. Specific services provided by Dryhootch include transportation for Veterans, support groups for Vets and families, employment programs, community outreach/volunteering, music therapy, pet therapy, housing services, and legal

assistance. This connection to Veteran services will provide a pipeline of Veterans that may be looking for affordable housing in the Mount Horeb area.

### **Esperanza En Escalante | Tucson, Arizona**

In partnership with Esperanza En Escalante, co-developer and social service provider, Gorman & Company developed 44 units of housing to serve chronically homeless veterans in Tucson and Pima County. This development, known as Esperanza En Escalante, is located on a 17-acre campus which was once a site that stored stockpiles of weapons for the U.S. military during World War I and II. Gorman and the service provider worked with the City of Tucson to secure forty (40) Section 8 Project-Based Vouchers (PBV's) to support the rental assistance needs.



### **Jane Addams Park Apartments | Rockford, Illinois**



Jane Addams Park Apartments is a supportive housing development focused on physically and mentally disabled individuals. It is constructed on a park-like site near downtown Rockford. The development is a partnership with the Rockford Housing Authority and includes a thirty-eight unit, state of the art, supportive housing facility focused on physically and mentally disabled individuals. The remainder of the Jane Addams site includes features such as community garden plots, walking paths, and a playground. The site consists of a variety of buildings. One 16-unit building anchors the corner and houses the common space as well. The remaining 22 units are made up of 7 two- or four-unit buildings built in such a way to look like single family homes that fit the historic nature of the neighborhood.

### **The Elisabetta | Denver, Colorado**

The Elisabetta is a new construction, mixed-use development incorporating supportive social services for disabled residents. The building will set aside 25% of the units for disabled residents and will include 12,500 square feet of space on the first floor for the Laradon Hall Society for Exceptional Children and Adults (Laradon), which will be the service provider. The site is owned by and located across the street from Laradon. The development will also include 91 units of much-needed affordable housing for residents earning 30%, 50% and 60% AMI. The Laradon Campus is located in the Globeville neighborhood, which is defined by the City of Denver as an Area Vulnerable and Susceptible to Gentrification. Laradon Homes has received an allocation from CHFA for 4% and State LIHTC and a commitment for 22 Section 811 vouchers.



# CHANGING



## SERVICES FOR CHILDREN AND FAMILIES

- Adoption services for U.S., foreign-born and special needs children
- Alternative education for grades 7-12, supported by special education-certified teachers
- Birth to 3 services for children with developmental delays or disabilities
- Child abuse and neglect education
- Counseling for birth parents considering adoption
- Counseling to help children cope with divorce
- Foster care for children in need of a safe, nurturing place to live
- Parenting education and counseling
- Runaway services for teens and their families
- Service coordination for children with disabilities
- Supervision services for juveniles, including home detention and electronic monitoring
- Youth treatment center and group home

## SUBSIDIZED HOUSING SERVICES

- Older adults
- Persons with chronic mental illness
- Persons with developmental disabilities
- Persons with physical disabilities
- Service coordination for subsidized housing

## SERVICES THAT DEVELOP COMMUNITIES

- Clothing distribution
- Correction, restorative and re-entry services
- Daytime resource centers
- Disaster response
- Homelessness and poverty assistance
- Peer support services
- Refugee and immigration services
- Residential services
- Vocational support

## SERVICES FOR ADDICTION AND RECOVERY

- Case management
- Intensive outpatient treatment
- Jail programming
- Peer support services
- Taskforce coordination
- Transitional residential services

## SERVICES FOR OLDER ADULTS AND THEIR FAMILY CAREGIVERS

- Case management
- Community living skills and support
- Day services
- Residential services

## SERVICES FOR PERSONS WITH DISABILITIES

- Case management
- Community living skills and support
- Day services
- Residential services
- Self direction (IRIS) through Connections

## MENTAL HEALTH SERVICES

- Daytime resource centers
- Services for co-occurring disorders
- Financial counseling and debt management planning
- Outpatient counseling for mental health
- Outpatient counseling for substance abuse
- Sexual assault victims' services
- School-based counseling
- Trauma-informed programming



647 W. Virginia Street  
Milwaukee, WI 53204  
(800) 488-5181  
(414) 281-4400

Lutheran Social Services operates 263 programs in 115 communities throughout Wisconsin and Upper Michigan.

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### **Appleton**

3003-A North  
Richmond Street  
Appleton, WI 54911  
(920) 730-1326

### **Beaver Dam**

809 Park Avenue  
Beaver Dam, WI 53916  
(920) 887-3172

### **Eau Claire**

1320 W. Clairemont  
Avenue, Suite. 200  
Eau Claire, WI 54701  
(715) 834-2046

### **Homme – Wittenberg**

W18105 Hemlock Road  
Wittenberg, WI 54499  
(715) 253-2116

### **Janesville**

612 North Randall Avenue  
Janesville, WI 53545  
(608) 752-7660

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### **La Crosse**

2307 South Avenue  
La Crosse, WI 54601  
(608) 788-5090

### **Madison**

6314 Odana Road  
Madison, WI 53719  
(608) 277-0610

### **Marquette, MI**

1029 N. Third Street  
Marquette, MI 49855  
(906) 226-7410

### **Superior**

33 N. 25th Street East  
Superior, WI 54880  
(715) 394-2054

### **Wausau**

115 N. Sixth Street  
Wausau, WI 54403  
(715) 849-3344

**SECTION 5 – REQUIRED FORMS – ATTACHMENT A**

<b>VENDOR INFORMATION</b>	
<b>VENDOR NAME:</b>	Gorman & Company, LLC

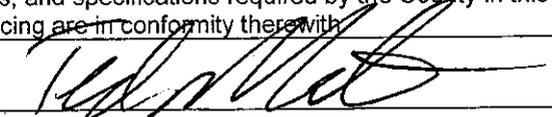
<b>Vendor Information (address below will be used to confirm Local Vendor Preference)</b>			
<b>Address</b>	200 N. Main Street		
<b>City</b>	Oregon	<b>County</b>	Dane
<b>State</b>	Wisconsin	<b>Zip+4</b>	53575-1447
<b>Vendor Rep. Name</b>	Ted Matkom	<b>Title</b>	WI Market President
<b>Email</b>	tmatkom@gormanusa.com	<b>Telephone</b>	414-617-9997
<b>Dane County Vendor #</b>	20377		

<b>Fair Labor Practice Certification (check only 1)</b>	
<input checked="" type="checkbox"/>	Vendor has not been found by the National Labor Relations Board ("NLRB") or the Wisconsin Employment Relations Commission ("WERC") to have violated any statute or regulation regarding labor standards or relations in the seven years prior to the date this bid submission is signed.
<input type="checkbox"/>	Vendor has been found by the National Labor Relations Board ("NLRB") or the Wisconsin Employment Relations Commission ("WERC") to have violated any statute or regulation regarding labor standards or relations in the seven years prior to the date this bid submission is signed.

<b>Local Vendor Purchasing Preference</b>	
<b>Are you claiming a local purchasing preference under DCO 25.08(7)?</b>	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes (complete remainder of this section)
<b>Preference as a Dane County Business:</b>	<input checked="" type="checkbox"/> Dane
<b>Preference as a business located in a county adjacent to Dane County:</b>	<input type="checkbox"/> Columbia <input type="checkbox"/> Sauk <input type="checkbox"/> Iowa <input type="checkbox"/> Green <input type="checkbox"/> Dodge <input type="checkbox"/> Rock <input type="checkbox"/> Jefferson

<b>Cooperative Purchasing</b>	
<input type="checkbox"/>	I <u>agree</u> to furnish the commodities or services of this bid to other municipalities.
<input type="checkbox"/>	I <u>do not agree</u> to furnish the commodities or services of this bid to other municipalities.

<b>Addendums – this vendor hereby acknowledges receipt/review of the following addendums, if any.</b>				
Addendum #1 <input type="checkbox"/>	Addendum #2 <input type="checkbox"/>	Addendum #3 <input type="checkbox"/>	Addendum #4 <input type="checkbox"/>	None <input checked="" type="checkbox"/>

<b>Signature Affidavit</b>			
<p>In signing this bid, we certify that we have not, either directly or indirectly, entered into any agreement or participated in any collusion or otherwise taken any action in restraint of free competition; that no attempt has been made to induce any other person or firm to submit or not to submit a bid; that this bid has been independently arrived at without collusion with any other bidder, competitor or potential competitor; that this bid has not been knowingly disclosed prior to the opening of bids to any other bidder or competitor; that the above statement is accurate under penalty of perjury.</p> <p>The undersigned agrees to hold the County harmless for any damages arising out of the release of any material unless they are specifically identified on Attachment B. The undersigned, submitting this bid, hereby agrees with all the terms, conditions, and specifications required by the County in this Request for Bid, and declares that the attached bid and pricing are in conformity therewith.</p>			
<b>Signature</b>		<b>Title</b>	Wisconsin Market President
<b>Name (Printed)</b>	Ted Matkom	<b>Date</b>	7-12-2019

<b>DESIGNATION OF CONFIDENTIAL AND PROPRIETARY INFORMATION</b>
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The attached material submitted in response to this Proposal includes proprietary and confidential information which qualifies as a trade secret, as provided in Sect 19.36(5), Wisconsin State Statutes, or is otherwise material that can be kept confidential under the Wisconsin Open Records law. As such, we ask that certain pages, as indicated below, of this proposal response be treated as confidential material and not be released without our written approval. Attach additional sheets if needed.

Section	Page #	Topic

Proposer is not designating any information as proprietary and confidential which qualifies as trade secret.

Prices always become public information when proposals are opened, and therefore cannot be designated as confidential.

Other information cannot be kept confidential unless it is a trade secret. Trade secret is defined in Sect. 134(80)(1)(c) Wis. State Statutes, as follows: "Trade secret" means information, including a formula, pattern, compilation, program, device, method technique or process to which all of the following apply:

1. The information derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by other persons who can obtain economic value from its disclosure or use.
2. The information is the subject of efforts to maintain its secrecy that are reasonable under the circumstances.

In the event the Designation of Confidentiality of this information is challenged, proposer hereby agrees to provide legal counsel or other necessary assistance to defend the Designation of Confidentiality.

Failure to include this form in the proposal response may mean that all information provided as part of the proposal response will be open to examination or copying. The County considers other markings of confidential in the proposal document to be insufficient. The undersigned agrees to hold the County harmless for any damages arising out of the release of any material unless they are specifically identified above.

**SECTION 5 – REQUIRED FORM – ATTACHMENT C**

<b>REFERENCE DATA SHEET</b>		
Provide company name, address, contact person, telephone number, and appropriate information on the product(s) and/or service(s) used for three (3) or more installations/services with requirements similar to those included in this solicitation document		
<b>NAME OF FIRM:</b>	City of Milwaukee - Housing and Neighborhood Development	
<b>STREET ADDRESS:</b>	200 E. Wells Street, City Hall Room 201	
<b>CITY, STATE, ZIP</b>	Milwaukee, WI 53202	
<b>CONTACT PERSON:</b>	Maria Prioletta, Manager	<b>EMAIL:</b> maria.prioletta@milwaukee.gov
<b>PHONE #:</b>	414-286-5903	<b>FAX #:</b>
<b>Product(s) and/or Service(s) Used:</b>	Real Estate Development - Tax Credit	
<b>NAME OF FIRM:</b>	City of Madison - DPCED Community Development	
<b>STREET ADDRESS:</b>	215 Martin Luther King Jr., Blvd., Suite 300	
<b>CITY, STATE, ZIP</b>	Madison, WI 53701	
<b>CONTACT PERSON:</b>	Jim O'Keefe, Director	<b>EMAIL:</b> jokeefe@cityofmadison.com
<b>PHONE #:</b>	608-266-7851	<b>FAX #:</b>
<b>Product(s) and/or Service(s) Used:</b>	Real Estate Development - Tax Credit	
<b>NAME OF FIRM:</b>	City of Jefferson	
<b>STREET ADDRESS:</b>	317 S. Main Street	
<b>CITY, STATE, ZIP</b>	Jefferson, WI 53549	
<b>CONTACT PERSON:</b>	Tim Freitag, City Administrator	<b>EMAIL:</b> tfreitag@jeffersonwis.com
<b>PHONE #:</b>	608-674-7700	<b>FAX #:</b>
<b>Product(s) and/or Service(s) Used:</b>	Real Estate Development - Tax Credit	