DANE COUNTY APPLICATION FOR 2024 AFFORDABLE HOUSING **DEVELOPMENT FUND**

This application should be used for project seeking Dane County AHDF funds. Applications must be submitted electronically to DCDHS Division of Housing Access by noon on August 5, 2024. Upload application materials to the **Dane County AHDF Dropbox**.

APPLICATION SUMN	ΙΔ	١R	Υ
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APPLICATION SUMMAR	Υ								
ORGANIZATION NAME	Northpointe [Northpointe Development II Corpration							
MAILING ADDRESS If P.O. Box, include Street Address on second line	230 Ohio St S	TE 200, Oshkosh, WI 54	902						
TELEPHONE	608-334-5665		LE	GAL STATUS					
FAX NUMBER			☐ Private,	☐ Private, Non-Profit					
NAME CHIEF ADMIN/ CONTACT	Sean O'Brien		⊠ Private, F	For Profit .C, LLP, Sole Proprietor					
INTERNET WEBSITE (if applicable)	northpointedev	/.com	Federal EIN	: 85-1243046					
E-MAIL ADDRESS	sean@northpo	ointedev.com	Unique Entiti JUGXJNKZ	ty Identifier (UEI): B987					
PROJECT NAME: Pleas	e list the projec	t for which you are apply	ring.						
PROJECT NAME: Please list the project for which you are applying. PROJECT NAME PROJECT NAME PROJECT NAME F-MAIL									

PROJECT NAME	PROJECT CONTACT PERSON	PHONE NUMBER	E-MAIL	
Broadway Senior	1,820,000	6083345665	sean@northpointedev	

FUNDS REQUESTED: Please list the amount and source of funding for which you are applying.

TOTAL PROJECT COST	AMOUNT OF AHDF FUNDS REQUESTED	PECENT OF AHDF FUNDS TO TOTAL PROJECT COST
\$16,892,211	\$1,820,000	10.7%

Sun OB	Secretary
Signature of Chief Elected Official/Organization Head	Title
Sean O'Brien	7/25/2024
Printed Name	Date

PROJECT DESCRIPTION

A. PROJECT NAME AND LOCATION: Indicate the name, address, and census tract where the project will be located. Attach maps to the application indicating the location of the proposed project.

Project Name:	Broadway Senior
Project Address:	1212 E Broadway
City, State, Zip:	Monona WI 53716
Parcel Number:	#0710281222402 & 0710281222302
Census Tract:	105.01

B. **JURISDICTION:** Indicate the name of the jurisdiction where the project will be located, i.e., City, Town, or Village. Is the jurisdiction supportive of the project? Describe any meetings that have been held with municipal staff, applicable municipal committees, and neighborhood/community groups.

The project is in the City of Monona. Northpointe recently put the site under contract and we've had preliminary discussions with some Council, Plan Commission, Chamber members as well as City staff. Broadway Lofts, a 75 unit workforce project across the street that was developed by Northpointe Development was greatly supported by the City of Monona.

C. MUNICIPAL PARTNERSHIPS: Please describe any partner resources the municipality will be dedicating to support your project including but not limited to tax increment financing; reducing or eliminating permitting or impact fees; local housing funds; density bonus; land dedication or reduced land costs, etc.

The site is located in a TID and the city provided TIF financing for phase I (Broadway Lofts). We expect that they would support this project with TIF as well. The City recently added new bus lines in partnership with Madison Metro which will have a new bus stop right out infront of the site on Broadway.

Is the project eligible for municipal affordable housing resources? If not please indicate why the project is not eligible.

Yes, See above			

D. **ZONING:** Provide the current zoning classifications of the site and describe any changes in zoning, variances, special or conditional use permits, or other items that are needed to develop this proposal. Indicate if the project is consistent with any local comprehensive plans.

The site is currently zoned Community Design District and could be approved under current zoning as housing is consistent with the zoning code and comprehensive plan. However, it is likely that the project will request a rezone to the Planned Development which requires a two-step process included a General Plan approval and a Specific Plan Approval.

E. **PROJECT DESCRIPTION**: Provide a detailed description of the project, including proposed affordability period.

Northpointe Development is proposing to construct the Broadway Senor in Monona, WI; a newly constructed mixed- use fifty two-unit LIHTC multifamily development located on the south side of the Monona, Wisconsin. The development will consist of the new construction of 1, four-story elevatored building containing 30, one bedroom/one bathroom units, 22, two bedroom/one bathroom units. The Developer proposes to set aside all of the units for residents earning 30, 50, or 80 percent or less of the Dane County AMI using the LIHTC Program targeting Seniors.

This project will be the second phase of affordable housing that we have developed in the area as the first phase, Broadway Lofts, will be completed in October of 2024. Monona has very few buildable sites for new multifamily and the City has seen a significant uptick in market rate apartments using those sites and limited new affordable in many years. Monona has a top tier school district and is very well located in County's urban core area which allows residents access to most places in Dane County in less than 20 minutes. The site is located near many retail jobs and has easy access to the Beltline, Interstate 90/94, and the Dutch Mills Park n' Ride.

The project will be built to Wisconsin Green Built Gold Standards and will also receive Energy Star New Construction/ EPA Indoor Air Plus Certifications. We are planning to have an approximate 40 KW PV Solar System on the roof of the building. The project will have high quality materials including LVT flooring and solid surface countertops.

The proposal meets a significant number of priorities identified by the County including:

New highly sustainable development in areas of the city with strong connections. Our site is located on a major thoroughfare very walkable to schools, parks, etc. 23% of the units will be set aside at 30% CMI, Northpointe will work with a local support service provider LSS to house homeless and formerly homeless individuals and coordinate or provide a level of services that meet the tenant needs. The units will not allow smoking and will provide internet at no cost to the residents. The project will have a 40 year affordability period.

F. **GREEN TECHNOLOGIES/SUSTAINABILITY:** Indicate if the project will be pursuing any of the listed energy and sustainability standards. Submit certification of registration for any selected certification.

\boxtimes	Wisconsin Green Built Gold Standard
	2020 Enterprise Green Communities Certification
\boxtimes	ENERGY STAR Multifamily New Construction and EPA Indoor airPLUS
	2020 Enterprise Green Communities Certification Plus
	Passive House (PHIUS)

G. WORK PLAN WITH TIMELINE AND MILESTONES: In the space below, provide a work plan for how the project will be organized, implemented, and administered. Include a timeline and accomplishments from initiation through project completion. Add in extra quarters as needed. Examples of milestones are: acquisition, bid packages released, bids awarded, site preparation, excavation, construction begins, substantial completion, certificate of occupancy, lease-up begins, etc.

ON OR BEFORE	MILESTONES

December 2024	Apply for WHEDA Tax Credits and zoning approvals
	if needed
May 2025	WHEDA announces awards
August 2025	Bid package released
September 2025	Bids awarded
November 2025	Acquire Site and Construction begins
December 2026	Lease up
February 2026	C & O
July 2026	Stabalization
May 2027	Perm Loan Conversion

H. UNITS: In the space below, please list each site (street address) and building where the work will be undertaken. For each address list the number of each units by size, income category, etc. Use additional pages as needed.

ADDRESS #1:		1012 East E	Broadway	Ave, Mon	ona WI						
	# of Bedrooms						Projected Monthly Unit, including Utilities				Itilities
% of County Median Income (CMI)	Total # of Units	# of Studios	# of 1 BRs	# of 2 BRs	# of 3 BRs	# of 4+ BRs	\$ Rent for Studios	\$ Rent for 1 BRs	\$ Rent for 2 BRs	\$ Rent for 3 BRs	\$ Rent for 4+ BRs
≤30%	12		9	3	0			708	850		
40%											
50%	19		12	7	0			1151	1391		
60%											
80%	19		9	12	0			1446	1715		
Affordable Sub total											
Market											
Total Units	52		30	22	0		Notes:	Heat, wa	ter, sewer	trash inclu	ıded

^{*40%} = 31 to 40% CMI, 50%=41%-50% CMI, 60%=51-60% CMI, 80%=61-80% CMI, Market = ≥81%

ADDRESS #2:											
	# of Bed			# of Bedrooms					hly Unit, i	ncluding L	Itilities
% of County Median Income (CMI)	Total # of Units	# of Studios	# of 1 BRs	# of 2 BRs	# of 3 BRs	# of 4+ BRs	\$ Rent for Studios	\$ Rent for 1 BRs	\$ Rent for 2 BRs	\$ Rent for 3 BRs	\$ Rent for 4+ BRs
≤30% 40%											
50%											
60%											
80%											
Affordable Sub total											
Market											
Total Units		00/ 110/ 5/					Notes:		40/		

^{*40% = 31} to 40% CMI, 50%=41%-50% CMI, 60%=51-60% CMI, 80%=61-80% CMI, Market = ≥81%

What percentage of maximum LIHTC rents are used for 50, 60, and 80% units? Describe the project's policy toward limiting rent increases for lease renewals? How will the project ensure long-term tenants are protected from significantly rising rent increases that may be allowed under published rent limits?

The 50% (no 60s) units will be rented at rent maximums given the significant discount to market. The 80's will be rented well below maximums. Underground parking and internet will be included in the rent. The rent increase at lease renewal is reviewed annually. Multiple factors are taken into consideration when setting renewal rates including, comparable rents, the published rent limits, anticipated property expenses, vacancy percentage, and more. Often times, the renewal rents for existing tenants are set at a rate lower than the published rent limit and lower than the listed rent for an identical vacant unit in the building.

I. SITE AMENITIES: Check all that apply.

	Community Building, square feet:			
\boxtimes	Community Room, square feet: 1500			
	Garages, number: and monthly rent:			
\boxtimes	Surface parking, number: 39 and monthly rent: 0			
\boxtimes	Underground parking, number 42 and monthly rent: \$0			

J. **OTHER SITE AMENITIES**: In the following space, describe the other site amenities for tenants and/or their guests.

The site will have a commerical unit that will likely include a coffee shop or other small business that are need of affordable/ smaller space. The apartment building will have underground parking. One of the unique site amenities will be the walkout community room and patio located on the 4th floor of the apartment building which will offer great views of Lake Waubesa. The site will also have walking paths that surround the property, on-site storm water management and significant green space due the adjacent environmental corridor to the West of the property. The property is also surrounded by creeks and other nice water features. There will also be outdoor amenities including an outdoor patio with grilling station, picnic area. There will also be outdoor amenities including an outdoor patio with grilling station, picnic area. The property manager will cordinate onsite activites. An MOU has been signed with LSS to provide a service coordinator at the project to work with all tenants but especially the supportive housing target population. Another MOU will been signed with Dane County Vets office to provider services to the Vet households. The site will contain outdoor and covered bike parking and have access to E-Bikes through BCycle.

LOCATION

K. **NEIGHBORHOOD AMENITIES:** Describe the neighborhood in which the project will be located noting access to social, recreational, educational, commercial, and health facilities and services and other municipal facilities and services.

The site is very well located with walking access to many restaurants, medical clinics, retail shops, hardware stores, grocery, etc. Many other social activities, schools, and recreational activities are just a short drive down Broadway. With all the retail, medical, hardware, and commercial options nearby there are a significant number of jobs in the area which would require no drivetime for access. However,

the site is also very well located near the Dutch Mill Park N Ride and the Beltline that would allow residents to get most places in Dane County in under 20 minutes including easy access to Madison's East Side, the airport, and Downtown. The site is also a piece of a larger tract of land which will be seeing new mixed use with retail and market rate housing being built which will bring more of a residential feel to the area.

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

Type of Amenities & Services	Name of Facility	Distance from Site
Full Service Grocery Store	Pick- N Save	.4 mi
Public Elementary School	Henderson Elementary	.5 mi
Public Middle School	Sennett Middle School	1 mi
Public High School	Monona Grove	1.7 mi
Job-Training Facility, Community College, or Continuing Education Programs	Latino Academy of Workforce Development	1.6 mi
Childcare	Monona Kindercare	.7 mi
Public Library	Monona Public Library	1.75
Neighborhood, Community, or Senior Center	Monona Community Center	1.75
Full Service Medical Clinic or Hospital	Unity Point Health Meriter Clinic	.1
Pharmacy	Pick-N-Save	.4
Public Park or Hiking/Biking Trails	Ahuska Park	.4
Banking	UW Credit Union	.4
Retail	Broadway Rd & Monona Drive	.4
Other (list the amenities)		

L. **TRANSPORTATION:** Identify the travel time and cost via public transportation or public automobile from the neighborhood to places of employment providing a range of jobs for lower-income workers.

The site has a regularly scheduled bus stop right on Broadway which connects directly to 51 to the east & the beltline to the South. Madison metro charges \$28/month to low-income individuals for a bus pass and \$1/ ride for senior citizens. The site has easy access to 151 and the Beltline which allows tenants easy access to Madison, Sun Prairie, or Middleton job centers. However, Monona has the 4th most Jobs per capita of any Dane County community and no new construction family LIHTC properties have been developed recently. Monona is also home to many major retailers like Menards, Goodwill, Michaels, & multiple hotels to serve the Alliant Energy center & downtown Madison. Given its favorable central location, auto transportation will be less than \$1/day for those who will work anywhere in the area. Downtown Madison is approximately 6.9 miles away meaning it would cost about \$2.5 dollars in gas to get downtown and home daily. Additionally, many retailers, grocery, and amenities are within walking distance of the site.

PROJECT APPROACH

M. **PARTNERHIPS:** In the space below, provide information on any partnerships that have been or will be formed in order to ensure the success of the project.

Co- Developer Parnership

Northpointe and Selassie Development have teamed up to co-develop the project. Selassie is an emerging Minority owned development firm building capacity in the affordable housing industry and Northpointe is an experience and established affordable housing development firm. Northpointe has created a paid fellowship program for emerging developers like Selassie to gain more knowledge and experience in all facets of real estate development and operations.

-Supporitive Housing Partners

Northpointe and LSS have a signed MOU service coordination at the site. LSS will coordinate referrals with County, VA and others and provided case management services and service coordination to the tenants. Northpointe will sign a MOU with Dane County Veterans Agency to provide referrals, case management, and service coordination for homeless vets.

Green Initiatives

We've partnered with Focus On Energy to povide development design assistance. We've parntered with Sol Consulting to provide testing and verification for our Energy Star and Wisconsin Green built homes certification

We will be requesting TIF from the city of Monona.

The project will have access to B-Cycle Bikes and tenants will be able to receive free memberships.

Broadway Lofts

This would be the second project developed by Northpointe in the City of Monona using ADHF. Broadway Senior will be able to gain operational efficiencies from our project which is located across the street

Broadway Lofts partnered with the Dane County Tree Canopy Initiative and we would plan for this phase to work together with them as well.

Broadway Senior has also partnered with local Architects (Knothe and Bruce), Engineers (Vierbicher), GC (Connery), Property Manager (ACC), and Council (Reinhart). All have significant experience in the Dane County Market and LIHTC development.

N. LANGUAGE & INFORMATION ACCESS: Describe project's policy and procedures for ensuring services and information will be made available to all applicants and tenants, including those with limited English proficiency and individuals who may have physical, hearing, speech, or visual impairments that require special accommodations. ACC has Spanish speaking staff members in various area of the company, which has been very helpful as that's the most common second language. Otherwise we will work with our partners to make sure that applicants and tenants have the access that they need.

O. **FAIR TENANT SELECTION CRITERIA**: Will the project incorporate tenant selection criteria detailed below? Check all that apply, and attached copy of proposed tenant screening criteria for project.

General Screening Process – will not deny applicants based on the following:

	General Screening Process – will not deny applicants based on the following:					
	Yes	No				
OR.			Inability to meet a minimum income requirement if the applicant can demonstrate the ability to comply with the rent obligation based on a rental history of paying at an equivalent rent to income ratio for 24 months			
D N	\boxtimes		Lack of housing history			
REQUIRED FOR FUNDING	\boxtimes		Membership in a class protected by Dane County fair housing ordinances and non- discrimination ordinances in the municipality where the project is located.			
M M T	\boxtimes		Wisconsin Circuit Court Access records			
<u>~</u>			Inability to meet financial obligations other than housing and utilities necessary for housing (gas, electric, water).			
	\boxtimes		Credit score			
	\boxtimes		Information on credit report that is disputed, in repayment, or unrelated to a past housing or utility (gas, electric, and water only) obligations.			
	\boxtimes		Owing money to a prior landlord or negative rent payment history if the tenant's housing and utility costs were more than 50% of their monthly income.			
			Owing money to a prior landlord or negative rent or utility payment history if applicant does one of the following: (1) establishes a regular record of repayment of the obligation; 2) signs up for automatic payment of rent to the housing provider; or (3) obtains a representative payee.			
			Any eviction filing if meets any of the following: (1) eviction filing was dismissed or resulted in a judgement in favor of the applicant; (2) eviction filing which was settled with no judgement or write of recovery issued (e.g. stipulated dismissal); or (3) eviction filing that resulted in judgement for the landlord more than two years before the applicants submits the application.			
			Criminal activity, except: (i) a criminal conviction within the last two years for violent criminal activity or drug related criminal activity resulting in a criminal conviction, and (ii) if the program or project is federally assisted, criminal activity for which federal law currently requires denial. (<i>Violent criminal activity</i> is defined in 24 C.F.R § 5.100 and means any criminal activity that has as one of its elements the use, attempted use, or threatened use of physical force substantial enough to cause, or be reasonably likely to cause, serious bodily injury or property damage. "Drug related criminal activity is defined in Wis. Stat. s. 704.17(3m)(a)(2). "Drug-related criminal activity" means criminal activity that involves the manufacture or distribution of a controlled substance. "Drug-related criminal activity" does not include the manufacture, possession, or use of a controlled substance that is prescribed by a physician for the use of by a disabled person, as defined in s. 100.264(1)(a), and manufactured by, used, by or in the possession of the disabled person or in the possession of the disabled person or other caregiver.)			

P. **DENIAL PROCESS**: Will the project incorporate the denial process detailed below? This is required for funding.

Yes	No		
	\boxtimes		

1. Prior to a denial based on a criminal record, the housing provider shall provide the applicant access to a copy of the criminal record at least five days prior to the in-person appeal meeting and an opportunity to dispute the accuracy and relevance of the report, which is already required of HUD assisted housing providers. See 24 C.F.R. § 982.553(d), which

	amplicate multiple cusing against administration the continuous
	applies to public housing agencies administering the section 8 rent assistance program.
2.	Prior to a denial based on a criminal record, the housing provider shall provide the applicant the opportunity to exclude the culpable family member as a condition of admission of the remaining family members.
3.	Prior to a denial decision, the housing provider is encouraged to meet with the applicant to review their application and make an individualized determination of their eligibility, considering: (a) factors identified in the provider's own screening policies, (b) if applicable, federal regulations, and (c) whether the applicant has a disability that relates to concerns with their eligibility and an exception to the admissions rules, policies, practices, and services is necessary as a reasonable accommodation of the applicant's disability. In making a denial decision, the housing provider shall consider all relevant circumstances such as the seriousness of the case, the extent of participation or culpability of individual family members, mitigating circumstances related to the disability of a family member, and the effects of denial on other family members who were not involved in the action or failure.
4.	The property manager will base any denial on sufficient evidence. An arrest record or police incident report is not sufficient evidence. Uncorroborated hearsay is not sufficient evidence.
5.	Denial notices shall include the following: a) The reason for denial with details sufficient for the applicant to prepare a defense, including: i) The action or inaction forming the basis for the denial, ii) Who participated in the action or inaction, iii) When the action or inaction was committed, and iv) The source(s) of information relied upon for the action or inaction. b) Notice of the applicant's right to a copy of their application file, which shall include all evidence upon which the denial decision was based. c) Notice of the applicant's right to copies of the property manager's screening criteria. d) Notice of the right to request an in-person appeal meeting on the denial decision by making a written request for a hearing within 45 days. The housing provider is not required to hold the unit open while the appeal is pending. e) Notice of the right to have an advocate present at the in-person appeal meeting and of the right to be represented by an attorney or other representative. f) Notice of the right to present evidence in support of their application, including, but not limited to evidence related to the applicant's completion or participation in a rehabilitation program, behavioral health treatment, or other supportive services.
6.	If the applicant requests an in-person appeal meeting, the hearing will be conducted by a person who was not involved in or consulted in making the decision to deny the application nor a subordinate of such a person so involved.
7.	The in-person appeal meeting shall be scheduled within ten working days of the request, unless the applicant requests a later date.
8.	A written decision on the application shall be provided to the applicant within ten working days after the in-person appeal meeting.

Q. **TENANCY ADDENDUM:** Affirm the project will include the following provisions within all tenant leases or as an addendum to all tenant leases? This is required to be eligible for project funding.

Yes	No
\boxtimes	

- **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.
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

f.

with a tow location available within 6 miles.

R. **TENANT ACCESS TO PROPERTY MANAGEMENT:** Describe access to property management staff on site (e.g. include anticipated office hours of property management, if staff will live on-site.)

Each property, including Broadway Senior have on-site staff that hold M-F office hours. Typically those hours are 10-4. Once and a while weekend office hours are held. Office hours are posted and the managers carry a property cell phone for tenant access.

S. **PARTNERHING TO END HOMELESSNESS:** In the space below, indicate the project's willingness to partner with Homeless Services Consortium member agencies and to end homelessness for individuals and /or families by providing a preference for households experiencing homelessness. To be eligible for funding, projects must be willing to target 10% of the total project units for referrals from Homeless Services Consortium agencies.

The project is willing to partner with HSC and its housing placement system to end homelessness for 23% of the total units. The project will also set aside units for families on the community by-name listand follow all Fair Housing laws. The 12 30% units will have a preference for homeless households. We will work with the Homeless Services Consortium to fill all of our 30% set aside units; however, we plan to work with Dane County VA to fill these units as well.

Total # of Project Units	# of Units Targeted to Individuals/Families experiencing homelessness	% of Units Targeted to Individuals/Families experiencing homelessness
52	12	23%

Describe the process and anticipated timeline for outreach, application submittal, and tenant screening for HSC-set aside units. Also, indicate support that will be made available to for potential applicants during the application process (e.g. transportation to application site, assistance gathering required documents).

4 months prior to occupancy we will start meeting weekly with the property manager, LSS, Dane County Veterans, and Dane County to discuss referrals, applications and screening. LSS and DCVA will coordinate with the property manager on which units are still available and send referrals. Those referals will get assistance from LSS and DCVA to work through the application screening process. From time to time ACC will meet a tenant at a location closer to them vs the property. This process has worked well for our other Dane County projects. On-going the property manager, LSS, and DCVA will stay in touch for when existing tenants move out and new referrals are needed.

T. ACCESS TO UNITS FOR HOUSEHOLDS EXPERIENCING HOMELESSNESS: Will the project incorporate ALL of the listed flexible tenant screening criteria detailed below for applicants referred to units that are being targeted for individuals/families experiencing homelessness? This is required to be eligible for project funding.

Yes	No
\boxtimes	

Project will not deny applicants for units targeted for individuals/families experiencing homelessness based on the following:

- Inability to meet a minimum income requirement if the applicant can demonstrate the ability to comply with the rent obligation based on a rental history of paying at an equivalent rent to income ratio for 24 months
- · Lack of housing history
- Membership in a class protected by Dane County fair housing ordinances and nondiscrimination ordinances in the municipality where the project is located.
- Credit score
- Information on credit report that is disputed, in repayment, or unrelated to a past housing or utility (gas, electric, and water only) obligations.
- Inability to meet financial obligations other than housing and utilities necessary for housing (gas, electric, water).
- Owing money to a prior landlord or negative rent payment history if the tenant's housing and utility costs were more than 50% of their monthly income.
- Owing money to a prior landlord or negative rent or utility payment history if applicant does one of the following: (1) establishes a regular record of repayment of the obligation; 2) signs up for automatic payment of rent to the housing provider; or (3) obtains a representative payee.
- Wisconsin Circuit Court Access records;
- Criminal activity, except: (i) a criminal conviction within the last two years for violent criminal activity or drug related criminal activity resulting in a criminal conviction, and (ii) if the program or project is federally assisted, criminal activity for which federal law currently requires denial. (Violent criminal activity is defined in 24 C.F.R § 5.100 and means any criminal activity that has as one of its elements the use, attempted use, or threatened use of physical force substantial enough to cause, or be reasonably likely to cause, serious bodily injury or property damage. "Drug related criminal activity is defined in Wis. Stat. s. 704.17(3m)(a)(2). "Drug-related criminal activity" means criminal activity that involves the manufacture or distribution of a controlled substance. "Drug-related criminal activity" does not include the manufacture, possession, or use of a controlled substance that is prescribed by a physician for the use of by a disabled person, as defined in s. 100.264(1)(a), and manufactured by, used, by or in the possession of the disabled person or in the possession of the disabled person's personal care worker or other caregiver.)

SUPPORTIVE SERVICES:

U. **SUPPORTIVE SERVICES SUMMARY**: Please provide a summary of supportive services below. Subsequent questions will ask for more detailed information:

Supportive Services Partner:	LSS

Total annual budget for supportive services at project: \$6,000				
Amount of annual funding project and/or developer will provide dire	ctly	\$6,000 see below notes		
to supportive services at project:		on ca	se mar	nager
Full-Time Equivalent position(s) dedicated to providing services at project: .2				
Number of estimated weekly on-site hours of supportive services prov	vided l	by iden	tified	8
partner:				
Project will provide on-site services in a dedicated space:	\boxtimes	Yes		No

V. **SUPPORTIVE SERVICES**: Describe the experience and qualifications of the organization that will be providing supportive services.

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).

Lutheran Social Services will utilize a wraparound service coordination model where residents will be given a single point of entry to accessing community services. An on-site service coordinator will meet with residents to complete an intake assessment and develop a strength-based plan of care. The LSS service coordinator will work with the residents to identify existing natural supports, such as other relatives and faith-based organizations, and other areas of potential needs to fill gaps in supports and build a supportive team.

W. Complete the table for supportive units proposed:

		# of Bedrooms								
% of County Median Income (CMI)	Total # of Units	# of Studios	# of 1 BRs	# of 2 BRs	# of 3 BRs	# of 4+ BRs				
≤30%	12		9	3						
40%										
50%										
60%										

X. **PREFERENCES:** Dane County AHDF requires a minimum of 10% of units provide a preference for households experiencing homelessness. Will the project require that these households meet additional preferences? Indicate all anticipated preferences below.

\boxtimes	Persons with disabilities	\boxtimes	Veterans
	Household experiencing chronic homelessness		Individuals recovering from physical abuse, domestic violence, dating violence, sexual assault or stalking
	Other:		

If the project will provide a preference for more than one target population, describe the approach that will be taken to apply preferences to tenant selection.

There would not be a ranking in preferece as it has been difficult to fill the 30% units on other suburban projects. We would work with LSS, the County, the VA and others to find members of the qualifing population to fill the units.

Y. **SCOPE OF SERVICES:** Detail the services that will be provided to tenants and approaches supportive service partner will use to address needs of tenant population. Indicate if services are targeted only to the supportive housing units, or are available to the broader tenant population. Include what strategies the services partner(s) will use to engage tenants to support their housing retention, including if tenants have potential lease violations or housing is in jeopardy.

LSS will utilize wraparound a service coordination model where all families residing at the property, including Veterans and persons with disabilities, will be given a single point of entry to accessing community and supportive services. An on-site coordinator will meet with individuals and families to complete an intake assessment and develop a strength-based, goal-oriented plan of care. The service coordinator will work with the tenant and their surrounding existing natural supports, to build a comprehensive team, to explore areas of need, and fill gaps in supports where identified.

Tenants from Coordinated Entry would be provided services based on needs. LSS staff has the experience to provide on-site services in the rapid re-housing range (not a high level of intensity). The preference would be to use a progressive engagement approach to best meet the needs of the individual households. If tenants are not referred by Coordinated Entry and are in the designated units for supportive services, LSS would take the same approach and provide an initial needs assessment and proceed with a progressive engagement approach. Tenants will be connected to LSS services, as well as be referred to other community agencies.

Eviction is the last option. If a resident becomes delinquent on rent, a legal notice is issued. Before, during, and after the timeframe of the legal notice, on-site management engages in discussion with the resident regarding the unpaid balance to encourage the resident to pay the balance or seek other resources, often times available rental assistance from local organizations. It is common to work with a resident and the agency over a period of a few months to obtain rental assistance for an unpaid balance and a few months of future rent. Management often files for eviction concurrently while engaging in conversation with the resident and working with them to obtain additional resources. This is necessary to provide fiscally responsible management of the property. Most often, the eviction process ends short of eviction and frequently concludes with a court ordered payment plan.

Z. **TENANT ACCESS:** Describe how tenants will access services. For example, will services be on-site at development in designated space or by referral to off-site community supports.

LSS Staff will have a confidential space at the apartment community where tenants and families can schedule appointments or drop in for support and services.

LSS staff will have consistent office hours which will be posted in several spots in the apartment complex, including the community room and other common areas. If tenants are unavailable during these times the Service Coordinator can be available for appointments or via phone.

If services provided are referral to off-site community supports, please detail how tenants will receive information on supportive services that are available to them before and after needs arise:

LSS Staff will work with the household to identify strengths and needs through an assessment tool. Based on this information, as well as self-reported data, the Service Coordinator will provide detailed information on services the household may qualify for and how to access them. The Service Coordinator can assist in establishing points of contact and arranging service delivery

AA. **SERVICES SCHEDULE**: Detail the frequency of services provided and/or a proposed schedule of when on-site services are available to tenants (e.g. Monday – Friday, 8:30-4:30 p.m.):

LSS Staff will work with the household to identify strengths and needs through an assessment tool. Based on this information, as well as self-reported data, the Service Coordinator will provide detailed information on services the household may qualify for and how to access them. The Service Coordinator can assist in establishing points of contact and arranging service delivery. We are continuing conversations with LSS to provide a case manager to support all of our Dane County projects vs a single site. LSS staff will have consistent office hours which will be posted in several spots in the apartment complex, including the community room and other common areas. If tenants are unavailable during these times the Service Coordinator can be available for appointments or via phone.

BB. **SERVICES COLLABORATION:** How will the supportive services partner identify and collaborate with other community service providers in the target area:

Service Coordinator will also work with the Property Management team to identify alternative strategies to avoid a negative outcome with tenants. This would include identifying and coordinating natural and community supports to assist individuals in continuing placement in their residence.

CC. **SUPPORTIVE SERVICES FUNDING**: Identify sources that will be used to fund supportive services at the development. Describe structure of funding, including annual amounts, and all proposed sources.

Portion of developer fee	\boxtimes	Annual Operating Support
Payments out of available cash flow		Other:

The property has committed to provide \$6,000 to LSS annually for services out of the project budget but that will likley increase through a reserve created from construction contingency. We are currenlty in discussions with LSS to hire a case-manager that would be used by all of our Dane County projects, all of which have County financing and supporve units. This would allow a case manager to have office hours at multiple sites vs a single site. Broadway Lofts, which is across the street, also works with LSS for supportive services and provides annual funding to LSS.

DD. **PERFORMANCE DATA:** Provide relevant performance data that provides insight into the supportive service partner's experience serving the target tenant population(s), and the outcomes for their tenants. Metrics could include the number of individuals served in a related program in a year, housing retention rates for individuals served in that program, connections to employment, etc.

LSS collects data on an ongoing basis utilizing our Evolv database. Currently LSS has 2700 residents enrolled in Service Coordination over 108 total housing sites. Within the last year LSS has provided 66,819 units of direct service and had 19,954 individual 1-1 interaction with 4017 individual residents.

Additionally, residents utilizing a LSS Service Coordinator have an average length of stay of 5.33 years compared to just 3.96 years for those who do not to receive services.

EE. **PROPERTY MANAGEMENT AND SERVICES PARTNER COLLABORATION**: Describe how the supportive services partner, property manager, and the respondent will work together to ensure the best outcomes for tenants, such as housing retention (e.g. regular meetings between property management staff and supportive services provider to identify potential issues before they rise to the level of a noticed lease violation). If applicable, provide an example of how this partnership has worked to keep a tenant housed in other developments

4 months prior to occupancy we will start meeting weekly with the property manager, LSS, Dane County Veterans, and Dane County to discuss referrals, applications and screening. LSS and DCVA will coordinate with the property manager on which units are still available and send referrals. Those referals will get assistance from LSS and DCVA to work through the application screening process. From time to time ACC will meet a tenant at a location closer to them vs the property. This process has worked well for our other Dane County projects. On-going the property manager, LSS, and DCVA will stay in touch for when existing tenants move out and new referrals are needed. All parties will also coordiate as needed for existing tenants when lease violations arise.

EXPERIENCE AND QUALIFICATIONS

FF. **EXPERIENCE AND QUALIFICATIONS**: Describe the experience and qualifications of your organization related to the development of multifamily housing for low-income households.

Northpointe Development II Corporation

Northpointe Development II Corporation is a real estate development company created for the purpose of bringing revitalization and development to various neighborhoods in Wisconsin. Northpointe envisions vibrant communities that strengthen neighborhoods, enhance livelihoods, respond to the environment, and connect people and places. The company's mission is to provide sustainable housing for communities in an collaborative, honest, and transparent manner. Northpointe is highly regarded in the industry by both tax credit investors and state agencies like WHEDA as we are one of WHEDA's largest borrowers to date. Northpointe has had success in obtaining above market equity pricing and terms from investors on a variety of housing types.

Northpointe, as shown below, has developed new construction family and senior apartment housing, historic rehabilitation, and commercial properties throughout Wisconsin. The company has received numerous awards including: the 2013 Top Projects Award in Milwaukee, 2015 National Historic Preservation Award, 2014 runner-up for the prestigious J. Timothy Anderson National Award for Excellence, 2017 Wisconsin Trust for Historic Preservation Award, 2019 Remarkable Milwaukee Award and the 2019 Carolyn Kellogg Historic Preservation Award.

Northpointe Development II Corporation is owned by Cal Schultz, Andy Dumke, and Sean O'Brien. Cal Shultz and Andy Dumke have over 20 years of LITHC housing experience and utilizing government funding sources to build or rehab quality affordable housing. Sean joined Northpointe in 2020, previously working for WHEDA for 15 years as the Director of Commercial Lending. In that role he led WHEDA's Commercial Lending activities as well as the LIHTC program. Sean is also a member of the Federal Home Loan Bank of Chicago Community Investment Advisory Council.

Project Name	Location	Units	Property Type
Rivers Senior Living	Oshkosh WI	60	New Construction
Bayshore Townhomes	Sparta WI	32	New Construction
Fair Acre Townhomes	Oshkosh WI	55	New Construction
Kenwood Senior Living	Ripon WI	24	New Construction
The Fountains of West Allis	West Allis WI	35	Acquisition/Rehab
Oconomowoc School Apts	Oconomowoc WI	55	Adaptive Reuse
Nicolet Townhomes	De Pere WI	60	New Construction
Anthem Luxury Living	Oshkosh WI	80	New Construction
Mercantile Lofts	Milwaukee WI	36	Adaptive Reuse
Shoe Factory Lofts	Milwaukee WI	55	Adaptive Reuse
The Rivers - Phase II-Senior Living	Oshkosh WI	40	New Construction
Woolen Mills Lofts	Appleton WI	60	Adaptive Reuse
Century Building	Milwaukee WI	44	Adaptive Reuse
Cranberry Woods Townhomes	Wisconsin Rapids WI	40	New Construction
Bayside Senior Apartments	Oconto WI	42	New Construction
Whispering Echoes Townhomes	Winneconne WI	28	New Construction
Regency Place Senior Living	Little Chute WI	40	New Construction
Arbor Terrace Senior Living	Wisconsin Rapids WI	40	New Construction
City Center	Brillion WI	40	New Construction
Crescent Lofts	Appleton WI	69	Adaptive Reuse
The Limerick	Fitchburg, WI	127	New Construction
The Waterford	McFarland, Wi	49	New Construction
Uno's-Madison	Madison, Wi	64	New Construction
Quentin Apartments	Palatine, IL	58	New Construction
Klassik Apartments	Verona, WI	63	New Construction
Sawyer School Lofts	Sturgeon Bay, WI	15	Apative Reuse
Oak Meadow	Depere, WI	56	Rehab
Broadway Lofts	Monona, WI	75	New Construction
Hogan Street Cottages	Antigo, WI	50	New Construciton
Brush Village II	Brush, CO	45	New Construction
Under Construction			
CC Lane	Oregon, WI	70	New Construction
Lindoo School Apartments	Ladysmith, WI	40	Adaptive Reuse
Main Street Apartments	Viroqua, WI	65	New Construction
Taylor Place Apartments	McHenry, IL	50	New Construction
Sky Ridge	Sun Prairie, WI	75	New Construction
Fox Hill Senior Living	Yorkville, IL	45	New Construction
Total Units		1,882	

GG. **PROPERTY MANAGEMENT:** Describe the experience and qualifications of the organization that will be handling the ongoing property management.

ACC Management Group, Inc. is a full-service property management firm dedicated to providing professional results-oriented services to its clients. ACC currently operates over 80 properties and 4500 apartments throughout Wisconsin's major markets and Illinois. Headquartered in Oshkosh, WI, ACC's exceptional team of multi-family leaders has a proven track record of excellence in management of affordable housing with various state and federal programs including, Section 42 Tax Credit, Section 8, and Section 515.

Commitment, trust, and reliability is the foundation of our relationships with residents, employees, and partners. Our team works hard to earn the loyalty needed to develop and retain the long-term relationships associated with our shared success.

There are over 100,000 apartments built each year with the use of Low-Income Housing Tax Credits (LIHTC). Over the years, the LIHTC program and other affordable housing programs have become increasingly competitive, and as a result, complex. Most developments with an affordable housing component have multiple layers of financing, each with associated requirements. This includes varying regulations, reporting, and oversight requirements for Section 42 LIHTC, Project Based Section 8, AHP, HOME, and Rural Development. It also includes new components such as preferences, new set asides, RAD and more. Adhering to program requirements during the first year, and each subsequent year during the regulatory period is essential to any successful affordable housing real estate development.

ACC Management Group has established a long history of extraordinary program compliance proven by superior ratings with state and federal agencies, such as WHEDA, IHDA, and HUD. ACC's experienced team of compliance professionals assist you through the initial stages of your development and the entire regulatory period for your property.

With combined affordable housing management experience of nearly 100 years, ACC's leadership team is well qualified to ensure compliance with all regulatory agreements and provide valuable input throughout the development process.

Annually, ACC participates in new affordable housing developments as the management agent and compliance expert. ACC's leadership team typically becomes involved 12-18 months prior to the expected completion date. We offer our clients a fresh perspective on building design, staffing needs, market trends, and much more. As the completion date approaches, ACC's efforts increas and all hands are on deck for the lease-up of the new development. All applicants are qualified and the development is typically fully leased within 30 – 90 days of the completion date with full compliance of all regulatory agreements.

Most recently, ACC has assisted developers transition multiple properties from Public Housing to Section 8 housing through HUD's RAD program.

If a Property Manager has yet to be identified, please describe how one will be selected.	
N/A	

PROJECT FINANCING

HH. BUDGET SUMMARY: Indicate the sources and uses of all funds for this project.

The County requires that the developer defer 40% of the developer fee as a financing source. If the sources and uses for a project indicate that less than 40% of the developer fee has been deferred, the amount requested will be reduced by the difference between the percentage of the developer fee deferred and 40%

For example: Assume the developer fee is \$1,000,000 and \$350,000, or 35% of the fee is deferred. Also assume the request for county funding is \$500,000. The actual award would be reduced by \$50,000 and the project would receive an award of \$450,000, if selected.

SOURCE		AMOUNT
Equity		10,198,980
First Mortgage		4,126,00
Dane County AHDF		1,820,000
City of Monona TIF		300,000
Deferred Dev Fee		447,241
	TOTAL	16.892.221

USES	AMOUNT
Property Acquasition	950,000
Construction/Rehab Costs	12,325,068
Construction Contingency	616,253
Architectural & Engineering	277,400
Interim Construction Costs	910,000
Financing Fees & Expenses	100,000
Soft Cost	229,500
Syndication Costs	12,000
Developer Fees	1,092,000
Operating Reserves	380,000
TOTAL	16,892,221

II. Which of the identified sources have been secured?

The project has not secured funds for this project as it will submit for 9% tax credits in 2025. The site is located in a TID and the city provided a 0% loan to Broadway Lofts (phase I) so we believe that this phase would also be eligible for assistance.

JJ. If the project will be applying for tax credits, please indicate which applications will be submitted (e.g. 4%, 9%, senior), the proposed timeline for submittal.

The project will be applying for 9% Federal tax credits in the 2025 round.

KK. **FUNDS NEEDED:** In the space below, please describe why AHDF funds are needed to ensure the viability of this project.

The Dane County funds will help reduce the finacial gap of the project and allow long term operations while meeting a number of the county's priorities. The project will have 40 year affordablility, all units set-aside at 30, 50, and 80% of the County median. The project will also be designed around sustanabilty and include a 40kw solar system and energy star certifications. The site will also have increased construction costs due to the need for geopiers and soil remediation costs expected based on phase I experiences.

The project is well located in highly traveled location with access to public transportation, retail, jobs, and schools. The site is currenlty being used (underutilized) as vacant land near the beltline and interstate. We will add 12 new 30% units to the City of Monona. Lastly, construciton costs and interest rates have increased significantly over the past 18 months creating a financial gap while using the tax credit program.

LL. **OPERATING BUDGET:** Complete the 20-Year Operating Budget, identifying the income and expenses, use additional pages as necessary. An Excel file may be submitted in lieu of the Operating Budget provided that it contains all of the same column and row headers.

OPERATING BUDGET

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
INCOME						ı	I.	ı		l
Gross	See									
Potential Rent	attached									
Vacancy										
Other Income										
Total Income										
OPERATING EXPENSES										
Marketing										
Payroll										
Other										
Administrative										
Costs										
Management										
Fees										
Utilities										
Security										
Maintenance										
Expenses										
Property Taxes										
Insurance										
Reserves for										
Replacement										
Total										
Operating										
Expenses										
N - 4 O 4			1	I	I	1	I		I	
Net Operating Income										
Debt Service										
Asset										
Management										
Cash Flow										
	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
INCOME									1	
Gross										
Potential Rent										
Vacancy										
Other Income										
Total Income										
OPERATING EXPENSES										
Marketing										
Payroll										
Other										
Administrative										
Costs										
Management			1			1				
Fees										

Utilities					
Security					
Maintenance					
Expenses					
Property					
Taxes					
Insurance					
Reserves for					
Replacement					
Total					
Operating					
Expenses					
Net Operating					
Income					
Debt Service					
Asset					
Management					
Cash Flow					

Broadway Senior 52 Unit PROJECTED CASH FLOW

Annual Income Increase 2.00%
Annual Expense Increase 3.00%

	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046
	<u>Yr 1</u>	YR 2	YR 3	YR 4	YR 5	YR 6	YR 7	YR 8	YR 9	YR 10	YR 11	YR 12	YR 13	YR 14	YR 15	YR 16	YR 17	YR 18	YR 19	YR 20
INCOME																				
Gross Rental Income	763,392	778,660	794,233	810,118	826,320	842,846	859,703	876,897	894,435	912,324	930,571	949,182	968,166	987,529	1,007,280	1,027,425	1,047,974	1,068,933	1,090,312	1,112,118
Vacancy Loss	(53,437)	(54,506)	(55,596)	(56,708)	(57,842)	(58,999)	(60,179)	(61,383)	(62,610)	(63,863)	(65,140)	(66,443)	(67,772)	(69,127)	(70,510)	(71,920)	(73,358)	(74,825)	(76,322)	(77,848)
Net Rental Income	709,955	724,154	738,637	753,409	768,478	783,847	799,524	815,515	831,825	848,461	865,431	882,739	900,394	918,402	936,770	955,505	974,615	994,108	1,013,990	1,034,270
Other Income	10,000	10,200	10,404	10,612	10,824	11,041	11,262	11,487	11,717	11,951	12,190	12,434	12,682	12,936	13,195	13,459	13,728	14,002	14,282	14,568
Interest Income																				
Effective Gross Income	719,955	734,354	749,041	764,022	779,302	794,888	810,786	827,001	843,542	860,412	877,621	895,173	913,076	931,338	949,965	968,964	988,343	1,008,110	1,028,272	1,048,838
EXPENSES																				
Administrative	135,098	139,151	143,325	147,625	152,054	156,615	161,314	166,153	171,138	176,272	181,560	187,007	192,617	198,396	204,347	210,478	216,792	223,296	229,995	236,895
Utilities	15,000	15,450	15,914	16,391	16,883	17,389	17,911	18,448	19,002	19,572	20,159	20,764	21,386	22,028	22,689	23,370	24,071	24,793	25,536	26,303
Maintenance	56,668	58,368	60,119	61,923	63,780	65,694	67,665	69,694	71,785	73,939	76,157	78,442	80,795	83,219	85,715	88,287	90,936	93,664	96,473	99,368
Taxes & Insurance	124,000	127,720	131,552	135,498	139,563	143,750	148,062	152,504	157,079	161,792	166,646	171,645	176,794	182,098	187,561	193,188	198,984	204,953	211,102	217,435
State Compliance	2,340	2,410	2,483	2,557	2,634	2,713	2,794	2,878	2,964	3,053	3,145	3,239	3,336	3,436	3,539	3,646	3,755	3,868	3,984	4,103
Replacement Reserve	15,600	16,068	16,550	17,047	17,558	18,085	18,627	19,186	19,762	20,354	20,965	21,594	22,242	22,909	23,596	24,304	25,033	25,784	26,558	27,355
Total Operating Expenses	348,706	359,167	369,942	381,040	392,471	404,246	416,373	428,864	441,730	454,982	468,631	482,690	497,171	512,086	527,449	543,272	559,570	576,357	593,648	611,458
NET OPERATING INCOME	371,249	375,187	379,099	382,981	386,831	390,642	394,413	398,137	401,812	405,430	408,989	412,483	415,905	419,252	422,516	425,692	428,773	431,753	434,624	437,380
First Mortgage	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396
Second Mortgage																				
Third Mortgage					-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Service	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396	309,396
Operating Cash Flows	61,853	65,791	69,703	73,586	77,435	81,247	85,017	88,742	92,416	96,035	99,593	103,087	106,510	109,856	113,120	116,296	119,377	122,357	125,228	127,984
Transfer from/(to) reserves	-	-	_	-	-	-	-	-	-	-	-	-	-	-	-	_	-	-	-	-
Cash Flow Before Fees	61,853	65,791	69,703	73,586	77,435	81,247	85,017	88,742	92,416	96,035	99,593	103,087	106,510	109,856	113,120	116,296	119,377	122,357	125,228	127,984
	-	-	· -	-	-		-	-												
Defer Dev. Fees -	61,853	65,791	69,703	73,586	77,435	81,247	17,627	-	-	-	-	-	-	-	-	-	-	-	-	-
Cash Flow		-	-	-	-	-	67,390	88.742	92.416	96,035	99.593	103,087	106,510	109,856	113.120	116,296	119,377	122,357	125,228	127.984
3431111011	-	_	-	_	-	-	07,000	55,742	02,410	55,055	55,555	100,007	100,010	100,000	110,120	110,230	113,311	122,001	120,220	127,304
Debt Coverage Ratio	1.20	1.21	1.23	1.24	1.25	1.26	1.27	1.29	1.30	1.31	1.32	1.33	1.34	1.36	1.37	1.38	1.39	1.40	1.40	1.41



RESIDENT SELECTION CRITERIA

Broadway Senior – Effective TBD

The resident selection criteria are used by ACC Management Group, Inc. (ACC) and the sites managed by ACC to uniformly evaluate all potential residents and to help protect the safety, health, and welfare of all other Residents. All adult occupants must complete a separate application and comply with the following criteria.

The Application Process

- 1. All rental applications must be in writing. They may be picked up at the rental office or mailed to those who call.
- 2. Falsification on an application is a basis for automatic denial.
- 3. Applications are processed based on the time and date the completed application is received.
- 4. All adult applicants including co-signers must pay a non-refundable \$15.00 processing fee, unless exempt through Wisconsin Statute 704.085 1(b). If the processing fee is applicable, the application will not be taken or processed prior to receipt of the processing fee from all adult applicants. If the processing fee is applicable, all applicants must sign the "Application Processing Fee Agreement" form and pay the \$15 Processing Fee made payable to the community.
- 5. All adult applicants must provide a government issued proof of ID, Social Security number (Alien Registration ID if no SS#), and a birth certificate for minors in the household under the age of 18.
- 6. All adult applicants must pass our resident selection criteria based on landlord references, credit report and criminal background check including State and Federal sex offender registries and household income. If any of the household members do not pass, then the entire household will be denied. If denied, any applicant would be eligible for reconsideration 60 days from original denial date.
- 7. ACC Management Group, Inc. reserves the right to reject an application for any negative references according to ACC's resident selection criteria.
- 8. If any applicant is in the process of a court eviction or is contesting a court eviction, the application will be held in abeyance until the final court disposition.
- 9. If any applicant has an eviction in the last 2 years, the application will automatically be denied.
- 10. If any applicant owes a landlord money or has a negative rent payment history and they can prove that housing and utility costs were more than 50% of applicant's monthly income, the applicant will not be denied based on this paragraphs criteria.
- 11. If an applicant owes a landlord money or has a negative rent payment history, the application will not be denied if
 - i. proof is provided of a regular record of repayment to the landlord or:
 - ii. agree to sign up for automatic rent payment through the housing providers payment portal or:
 - iii. obtain a representative payee
- 12. If an applicant owes a landlord money or has a negative rent payment history and has met the requirements of #10 & #11 above, the applicant is required to pay one (1) month's rent for security deposit.
- 13. If an applicant owes a landlord money for damages, this will be considered a poor landlord reference and the application will be denied unless the applicant has entered into a payment plan and has made the required payments for the past six consecutive months prior to the application date.
- 14. If any applicant has any stipulated dismissal/court ordered payment plan within the last 2 years, applicant will need to show proof of all terms being met and a security deposit equal to one month's rent would be required.
- 15. A community manager will not approve or deny any applicant. All applications are reviewed by ACC Management Group, Inc. compliance department.
- 16. The security deposit must be paid in full before applicant is given keys to the apartment.

- a. If the applicant is applying for a rental unit with a rent and income level at or below the 60% AMI limit or the applicant has case management services or a rental subsidy, they may pay ½ of the required security deposit at move-in and may pay the remaining balance in a maximum of four monthly installments.
- 17. The applicant may request a reasonable accommodation because of a disability. If a reasonable accommodation is being requested, it should be submitted with the completed rental application.

Income

- 18. The applicant's household monthly gross income must be equal to or greater than two (2) times the monthly rent. Applicants that do not meet this criterion will be required to provide proof of ability to pay the rent under a contract by a sponsor, housing authority, with verification of cash assets, or with proof of ability to pay based on two years of rental history paying a comparable rent amount.
- 19. Tenant-based rental assistance is accepted.

Credit Reports & Co-signer Requirements

- 20. All applications are evaluated based on a credit scoring system. Credit scoring is based on real data and statistics and treats all applicants objectively. If the applicant does not meet the scoring criteria, the applicants will be required to obtain one approved cosigner or other approved method (*see below) for the household in lieu of a co-signer.
- 21. If collection accounts are listed on your credit report, collections that are paid in full or otherwise closed will not be counted. Medical collections and student loans will not be counted. All other collections will be counted and used to determine selection.
- 22. If the total amount of collections for the entire household exceeds \$4,000, the applicants will be required to pay a security deposit equal to one month's rent prior to move in. If the total amount of collections for the entire household exceeds \$8,000 the application will be denied. Information on a credit report that has been formerly disputed, is in repayment and the applicant is current on the repayment agreement, or is substantially unrelated to prior housing obligations will be taken into consideration.
- 23. All applicants must provide proof that any Resident paid utilities do not have outstanding balances that would prohibit them from transferring utilities into the Residents name.
- 24. All first-time renters or applicants without a two-year rental history are required to obtain one approved co-signer or other approved method (*see below) for the household in lieu of a co-signer.
- 25. All cosigners are required to meet the credit terms of the co-sign selection criteria and monthly gross income must be equal to three times the monthly rent. Only one co-signer is needed per household and will have liability for the entire household.
- 26. If an applicant's credit report shows an open bankruptcy the application will be held in abeyance until proof of dismissal is provided; dismissed bankruptcies are not considered in determining resident approval.
- 27. If the applicants do not meet 3 or more of the income and credit criteria without a co-signer or other approved methods, the application will be denied.

*other approved methods in lieu of a co-signer: a) security deposit equal to one month's rent prior to final file approval; OR b) the rent must be paid under contract by a sponsor or housing authority; OR c) proof of ability to pay based on two years of rental history paying a comparable rent amount, OR other approved method.

Criminal Report

- 28. If, within 10 years of the date of application, you have been convicted of manufacturing or distributing a controlled substance as defined in Section 102 of the Controlled Substances Act, your application will be denied.
- 29. If you have been convicted of any other crime that shows a demonstrable risk to resident safety and/or property, your application may be denied after consideration of the nature and severity of the crime and the amount of time that has passed since the criminal conduct occurred. Additional factors may also be considered on a case-by-case basis.
 - a. The applicant will not be denied based on:
 - i. Participation in a diversion or deferral of judgement program, including stays of adjudication and continuances of dismissal without prosecution.
 - ii. Conviction for a crime that is no longer illegal in the State of Wisconsin or City of Madison, regardless of time elapsed from date of conviction.
 - iii. Conviction that has been vacated or expunged, or for which the applicant received a stay of imposition and sentencing and complied with the terms of the stay.
 - iv. Conviction, determination, or adjudication in the juvenile justice system.

- v. Any misdemeanor offense, unless the offense has a substantial relation to tenancy, and the date of conviction is within 2 years of the date of application.
- vi. Any felony offense for which the date of conviction is more than 5 years from the date of application, unless the offense has a substantial relation to tenancy.
- vii. Any felony offense for which the date of conviction is more than 10 years from the date of application.
- 30. Arrest records, without subsequent conviction, will not be considered.
- 31. Along with your application you may provide any mitigating information or documentation that you would like to have considered regarding any prior conviction.
- 32. Registration on the state or Federal Sex Offenders Registry will be a basis for denial of your application.
- 33. Criminal history and the Sex Offenders Registries will be checked annually in advance of lease renewal, and if any member of the household no longer meets the criteria in #28 through #32 above, that household member will be required to vacate the unit or household's lease will not be renewed.

IRS Section 42 Program Guidelines – (Co-signers excluded)

- 34. All applicants applying for a Section 42 apartment must adhere to IRS Section 42 LIHTC income limits to be accepted. Note: We will only allow an employer to fill out an Employment Verification two (2) times. When filling out the Section 42 application, if you do not understand a question, please ask the community manager for assistance before answering the question. An applicant may not be denied admission on the basis that the applicant is or has been a victim of domestic violence, dating violence, sexual assault, or stalking, if the applicant or tenant otherwise qualifies for admission. This applies to persons of all gender identities and sexual orientations, whether actual or perceived.
- 35. Adherence to the Section 42 incomes limits does not guarantee that the available unit will be made available to the first household who qualifies. Under the Section 42 code, some sites have specific income limits at different percentages of County Median Income (CMI). The first household who qualifies for the unit with a lower CMI income limit will be offered said unit.
- 36. The household must be income qualified on the day of move-in. If any circumstances change between the original application, prior to or after move-in, the applicant must notify the management office immediately as qualification to the Section 42 income limits may be affected. _____ (please initial)
- 37. If the household is entirely comprised of full-time students, they must meet one of the student eligibilities factors.

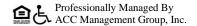
Occupancy Issues

- 38. Maximum occupancy limits are two persons per bedroom, plus one (1) additional occupant under the age of two (2); unless otherwise specified by local ordinance. For the purpose of occupancy limits, all household members will be counted.
- 39. For Section 42 income limit calculations, an unborn child or children are counted as household members.
- 40. The property has adopted a preference for households that meet the minimum occupancy threshold of 1 occupant per bedroom. This provides households on the waiting list that meet the minimum occupancy threshold priority over households on the waiting list that do not meet the minimum occupancy threshold. If there are no households on the waiting list that meet the minimum occupancy threshold, the vacant apartment will be rented to the first otherwise qualifying household based on application date.
- 41. Age restrictions will apply at senior properties. Verification of age is required per #5 listed above. Ask the community manager for details.

Domestic Violence

- 42. An applicant may not be denied admission on the basis that the applicant is or has been a victim of domestic violence, dating violence, sexual assault, or stalking, if the applicant or tenant otherwise qualifies for admission. This applies to persons of all gender identities and sexual orientations, whether actual or perceived.
- 43. An applicant may not be denied due to poor credit history resulting from the perpetrator using the victim's name to open accounts, loans, utilities, et. And failing in the ability to pay medical bills resulting from the abuse or forcing the victim to work without pay.
- 44. An applicant may not be denied due to poor rental history attributable to the perpetrator's actions such as property damage, noise complaints, missed or late rent/utility payments, or drug-related activity.
- 45. An applicant may not be denied due to criminal grounds due to the perpetrator forcing the victim to engage in criminal behavior such as sex work, drug use or sale, or crimes committed by the victim to defend themselves or a third party from abuse.

ACC Management Group, Inc. adheres to all Federal, State and Local Fair Housing Laws and provides ongoing training for onsite and corporate staff.



If you any concerns about these criteria, please contact ACC Management Group, Inc., Compliance Manager, 2375 State Road 44, Suite A, Oshkosh, WI 54904.

Applicant Acknowledgement		
I have received, read, understand and agree to	the above resident selection criteria.	
Applicant Signature	Printed Name	Date
Applicant Signature	Printed Name	Date
Applicant Signature	Printed Name	Date
Applicant Signature	Printed Name	Date
Community Manager Signature	Printed Name	Date

Page 4 of 4



July 24, 2024

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

RE: Broadway Senior

Dear Mr. O'Brien,

This letter serves as evidence of ACC Management's commitment to serve as the Property Management agent for Broadway Senior, an 60-unit affordable multifamily property located in Monona, WI. Northpointe Development plans to apply for Competitive Housing Tax Credits in January of 2025. If awarded tax credits they plan to start construction in November of 2025. ACC has significant experience in managing high-quality affordable housing projects throughout Wisconsin and has partnered with Northpointe on similar developments to-date.

ACC's role in this development will be to serve as the third-party Property Manager. While most property management firms take over when the project is complete, ACC is involved throughout the development process, providing valuable input to the design and development team on such issues as market-oriented amenities, desirable unit layouts and compliance-oriented design issues. ACC will market the property during construction and will manage all aspects of property management and programmatic compliance in the long term. This includes but is not limited to: establishing a tenant selection plan, waiting list, completing all aspects of the resident application process and resident screening, communicating with service providers assisting in supportive housing units, and maintaining the building.

ACC further acknowledges that they are aware and assisted Northpointe with the application's selections to Dane County's Fair Tenant Selection Criteria and have attached the Tenant Selection Plan for the property. We also are aware of Northpointe's commitment to Dane County's Tenancy Addendum as part of their funding application. We have reviewed specifics of the addendum and will include these requirements as part of our lease documents and house rules. Many of the criteria are already part of our standards.

If there are any questions regarding ACC's role as Property Manager or commitment to the County's requirements, please feel free to contact me.

Sincerely,

Chris Hand President

Memorandum of Understanding For Broadway Senior Monona, WI

Lutheran Social Services (LSS) represents that it has substantial skill and experience in assisting organizations to provide social and case management services to residents of housing complexes in numerous locations throughout Wisconsin and Upper Michigan, including in Dane County.

Scope of Services:

LSS will provide Service Coordination services to target the tenants residing in the projects set aside units, who require and request access to supportive services to maintain housing. A designated Service Coordinator will be responsible for linking the target population at the site with supportive, medical or advocacy services in the general community for which they are entitled, with a desired outcome of keeping the tenant housed in their unit. Specific services to be offered under this agreement include:

- Established open office hours onsite at Broadway Senior to conduct individual, one-to-one supportive services meetings. Services will be targeted to the tenants residing in the projects 30% set aside units. The Service Coordinator will also provide coordination of educational programs and workshops, wellness activities and other ongoing programming to be available to residents onsite.
 Potential sessions include self-improvement, employment opportunities and financial management.
- Completion of an intake assessment for residents. The Service Coordinator will make reasonable effort to engage residents in this process. It is understood and agreed that the tenant has to voluntarily agree to participation in the process.
- Development of a case management plan for residents completing the intake assessment. This plan may include referral to other resources, including services and resources specific to their needs. This will include linking residents with programs that support independence and self-sufficiency, employment opportunities and financial assistance and management.
- Outreach to tenants at the project, to market and encourage engagement in the Supportive Services
 program. The onsite Service Coordinator will provide brochures and maintain a local resource
 directory of community services and benefit programs available to tenants. Information will be
 available and posted in communal areas at the property, and as applicable through door-to-door
 distributions. In addition, the Service Coordinator will maintain a recurring newsletter to inform
 residents of the services and schedule of programming each month.
- The Service Coordinator is identified as part of the projects management team. Programming and supportive services for the project will be done through:
 - Site visits by the assigned Service Coordinator during the pre-lease up phase of the development, and attendance at recurring lease up coordination meetings with the property management and development team. After lease-up, the assigned Service Coordinator will provide supportive services onsite as needed for the term of this agreement. An assigned service coordinator will also be available by telephone and email outside of the designated times above.
 - Participation and engagement in ongoing site team meetings. These meetings will provide general property updates, concerns related to resident health and safety, information on lease violation notices provided to residents, and additional topics as needed where the onsite service coordinator can be of support.

In addition, LSS agrees to assist the property management group in outreach efforts with community partners to raise awareness of this unique opportunity with the target population. LSS will work with the management company to market the set aside units to the target population including individuals experiencing homelessness off the Coordinated Entry list. LSS will refer clients from Dane County's Coordinated Entry list and/or LSS's Dane County Homelessness's programs to Broadway Senior during lease up. Thereafter, Broadway Senior property management team will inform LSS of any open set aside units to refer applicable clients to the property.

The goal of the Service Coordinator is to enhance the success of individuals, couples and families, and to promote their ability to remain in their unit. The services identified above will enhance independent living success and promote dignity of residents by addressing needs with a one-on-one approach.

Annual Budget

The fee for providing Service Coordination as above is \$6,000 for Year 1 of services, thereafter a 3% annual cost of living adjustment will be added to the prior annual contracted rate through the length of the project compliance period. These amounts will be paid by Broadway Senior to LSS commencing with certificate of occupancy for the named project, and annually thereafter through completion of the compliance period, as indicated above, on the anniversary of initial certification of occupancy.

By signature below the parties hereby agree to the terms and conditions above.

Northpointe Development II Corporation

By: Seun OB-	Date:	08/01/2024	
Lutheran Social Services of Wisconsin and Upper M	lichigan, Inc.		
By:	Date:_	8/1/2024	

Population Served

All residents of Broadway Senior will be given information on the services offer a wide variety of services will be offered that will meet the needs of families with preference to individuals residing at the targeted set aside units, including those meeting the definition of homelessness, referred from the homeless prioritization list. The project will service Homeless, Vets, Vets experiencing homelessness, individuals with disabilities. 12 units will be set-aside specifically for homeless or those at risk of being homeless at 30% CMI.

Onsite service provision will be provided by Lutheran Social Services of Wisconsin & Upper Michigan, Inc. (LSS). The responsibilities associated with the coordination of services are estimated to be part time, averaging 8 hours per week. In addition to onsite supportive services, LSS will coordinate directly with Institute for Community Alliances-Wisconsin to obtain referrals of individuals currently listed on the homelessness prioritization list. From this list of referrals, LSS will engage with individuals to identify potential tenants interested in residency at Broadway and make associated referral to the Project's management team.

Supportive Services

Northpointe Development is partnering with Lutheran Social Services (LSS) to provide a variety of supportive services to the targeted residents of Broadway Senior. Tenants will have access to the help they need through an LSS Service Coordinator who will help to address their specific challenges, and arrange services, that they may learn the skills necessary to develop and maintain a healthy, stable lifestyle. A designated Service Coordinator will be responsible for linking the target population at the site with supportive, medical or advocacy services in the general community for which they are entitled, with a desired outcome of keeping them independent in their units.

LSS will be on-site and will work with residents to identify funding sources and develop an on-going Supportive Services Plan, based on needs of the tenants, to ensure supportive services are made available to the tenants at the Project. LSS will establish a regular schedule of on or off-site plans to meet with tenants to ensure introduction to, on-going management of, and completion of supportive services programs. Residents will be made aware of the array of services available to them upon move in, or during their new resident orientation. Residents will also be reminded of service opportunities through resident newsletters, calendars, and flyers posted at mailboxes and near entry doors. Services offered by the LSS Service Coordinator are voluntary to all residents at Broadway Senior. LSS will establish a regular schedule of on or off-site plans to meet with the tenants to ensure introduction to, on-going management of, and completion of supportive services programs.

These services may include, but are not limited to, the following:

- Completion of an intake assessment by the Service coordinator. It is understood and agreed that the resident has to voluntarily agree to participation in the process.
- Development of a case management plan. This plan may include referral to other resources, including, Dane County Department of Health and Human Services, the Aging and Disability Resource Center, workforce development, and other community supports.
- Coordination of onsite programming and/or workshops to assist residents in overcoming barriers as identified on the tenant assessments. Potential sessions include selfimprovement, employment opportunities and financial management.

The goal of the Service Coordinator is to enhance the success of each resident served, to promote their ability to remain a tenant at Broadway Senior. The services identified above will work to enhance the resident's housing success and promote dignity of residents by addressing needs with a one-on-one approach. LSS's approach will include ongoing follow-up and case management where needed. Through provision of the wrap around service model, families and individuals at Broadway Senior will have the tools necessary to strengthen family relations, identify necessary and beneficial resources, and positively impact their length of tenancy in this community.

Lutheran Social Services' Experience with Providing Supportive Services

Lutheran Social Services of Wisconsin & Upper Michigan, Inc. provides a multitude of services including but not limited to the following services:

- Services to promote the well-being of children and families.
- Quality mental health services for people of all ages.
- Innovative services for older adults and their family caregivers.
- Comprehensive addiction and recovery services. Our programs work in partnership with most.
- Wisconsin counties, the Department of Health Services, and state and federal corrections departments.
- LSS operates multiple subsidized housing apartment buildings for older adults, persons
 with developmental disabilities, persons with chronic mental illness, and persons with
 physical disabilities.
- Services for persons with disabilities, including support and supervision within more independent living situations and support to learn skills in order to remain independent.
- Services aimed at organizing communities to better provide individuals with their most basic needs of shelter, food, clothing, hope and connection with the ultimate goal to alleviate the conditions associated with poverty, homelessness, disaster and isolation.

Traditional service provision through LSS has long included services to individuals experiancing homelessness.

Current LSS programs known to include disabled individuals as participants/service recipients include:

- HUD Housing and HUD and Tax Credit Housing Service Coordination
- Off the Square Club- a daytime drop in center for people with serious and persistent mental illness as well as homelessness. Emotional support, vocational and recreational opportunities, and structuring of individual schedules are available.
- Rapid Rehousing and Housing First programming in Dane, Waukesha and Racine counties in Wisconsin, and several counties in the Upper Peninsula in Michigan. Including active participation in and attendance at the Dane County Continuum of Care meetings, as well as the Veterans Committee on Homelessness.
- Veterans Housing and Recovery Programming residential facilities for homeless veterans to receive the job training, education, counseling and rehabilitative services they need to obtain steady employment, affordable housing and the skills to sustain a

productive lifestyle

- Outpatient Treatment Services- intensive outpatient treatment for adults and adolescents dealing with addiction.
- Quality Mental Health clinics and services
- Comprehensive addiction and recovery services. Our programs work in partnership with most Wisconsin counties, the Department of Health Services, and the state and federal corrections departments.
- Community Supported Living and Support Brokering for older adults and individuals with disabilities

NORTHPOINTE DEVELOPMENT II CORPORATION

LUTHERAN SOCIAL SERVICES OF WISCONSIN AND UPPER MICHIGAN, INC.

Welcome Account | Notifications | ENERGY | Contacts | Help | Sign Northpointe1: Settings STAR Out Notifications

MyPortfolio

Sharing

Reporting

Recognition

United Residences has been updated.

United Residences



709 Northport, Madison, WI 53711 | Map It Portfolio Manager Property ID: 35424691

Year Built: 2026







Current: N/A

Baseline: N/A

Summary | Details | Energy Water Waste & Materials Goals Design

Basic Information

Construction Status:

Design project that is one single building

Property GFA - Self-Reported:

90,000 Sq. Ft.

Occupancy:

0%



Property Uses and Use Details

View as Diagram

Add Another Type of Use

Add

In order to receive metrics for this property, you must provide information about how the property is used. Select a use type from the dropdown menu above and click "Add" to get started.

Name	Property Use Type	Area	Action
	Property GFA (Buildings):	N/A (used to calculate EUI) N/A	
	Property GFA (Parking):		

Unique Identifiers (IDs)

Portfolio Manager ID:

35424691

Standard IDs:

None

Contam IDea

To edit multiple uses for this property (or multiple properties), you can use the <u>Update Use</u>

<u>Details spreadsheet template</u>.

Gross Floor

