

SECTION 5 – REQUIRED FORMS – ATTACHMENT A

VENDOR INFORMATION

VENDOR NAME: Gorman & Company, LLC

Vendor Information (address below will be used to confirm Local Vendor Preference)

Address	200 N. Main Street		
City	Oregon	County	Dane
State	Wisconsin	Zip+4	53575-1447
Vendor Rep. Name	Ted Matkom	Title	WI Market President
Email	tmatkom@gormanusa.com	Telephone	414-617-9997
Dane County Vendor #	20377		

Fair Labor Practice Certification (check only 1)

<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.

Local Vendor Purchasing Preference

Are you claiming a local purchasing preference under DCO 25.08(7)?	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes (complete remainder of this section)
Preference as a Dane County Business:	<input checked="" type="checkbox"/> Dane
Preference as a business located in a county adjacent to Dane County:	<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

Cooperative Purchasing

<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.

Addendums – this vendor hereby acknowledges receipt/review of the following addendums, if any.

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"/>
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Signature Affidavit

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.

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.

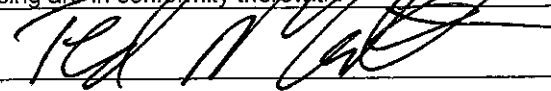
Signature		Title	Wisconsin Market President
Name (Printed)	Ted Matkom	Date	7-12-2019



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Introduction

PROJECT TEAM

The project is a partnership between **Gorman & Company** and **AgeBetter, Inc.**, a local nonprofit dedicated to senior housing and support. AgeBetter is a long term stakeholder in the development; they issued the Request for Proposals for this property and will be 51% of the Managing Member as well as having a right of first refusal to purchase the project. In addition, the property is currently owned by Attic Angel Association (one of two members of AgeBetter, Inc.). AgeBetter will provide supportive services, coordination, and referrals for the development.

AgeBetter, Inc was formerly known as Madison Area Continuing Care Consortium and is best known for its Sharing Active Independent Lives (SAIL) program. SAIL is a nonprofit membership program designed to support the health and well-being of seniors as they age. The focus is on independence and helping older adults continue to thrive through involvement, interactions, and learning. SAIL provides numerous services including access to pre-screened service providers, educational events, transportation, medication reviews, volunteer opportunities, social events, and more.

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.

Co-Developers:

Gorman & Company, LLC
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Oregon, WI 53575
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AgeBetter, Inc.
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Madison, WI 53705
Ann Albert, Executive Director
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Architect:

Gorman & Company, LLC
200 N Main Street
Oregon, WI 53575
Sarah Ponko, WI Lead Architect
sponko@gormanusa.com

General Contractor:

Gorman General Contractors, LLC
200 N Main Street
Oregon, WI 53575
Ron Swiggum, Director of Construction
rswiggum@gormanusa.com

PROPOSED DEVELOPMENT

Elderberry Place is a proposed new construction affordable housing development targeted to seniors age 62+, specifically seniors with disabilities and in need of stable affordable housing. Elderberry Place features 87 units in a 4-story building with underground parking and ample outdoor space. 73 of the 87 units would be designated affordable (60% AMI and below). The parcel is located on the far west side in an established senior community, in close proximity to amenities and services.

Interior common area amenities include a community room and lounge, fitness room, and offices for management and supportive services. The property will also feature an exterior walking path/fitness loop, community gardens, and an outdoor patio adjacent to the community room for social events and gathering. Apartments will have in-unit washer/dryers, and residents will have access to underground parking.

Elderberry Place will serve seniors age 62 and over. The demand for senior housing, particularly affordable senior housing, is extremely high in the Madison and Dane County area, and is expected to continue to grow as the Baby-boomer generation (born 1946-64) ages and needs new housing options. According to the 2016 City of Madison Biennial Housing Report, this age cohort will drive a significant increasing in senior housing demand. Median household income decreases with age, making the affordability component of this development even more critical. The report also indicated a higher disability rate for older individuals, which also increases demand for housing specifically designed for seniors. For this development, AgeBetter has prioritized accessible design and the development team is committed to going above and beyond the minimum code and WHEDA standards to ensure residents can remain in their units as they age and require additional accommodations.



Development and Service Team Background

AGEBETTER, INC. is a 501(c)(3) organization whose members are two well-established nonprofit retirement communities in Dane County, Wisconsin: *Attic Angel Association* and *Oakwood Village*. In 2005, AgeBetter launched the Sharing Active Independent Lives (SAIL) program. SAIL is a non-profit membership organization located in Madison, Wisconsin. As part of the nationwide Village Movement, SAIL celebrates independence and stewardship in older adults, creating a community of learning, activity, socialization, and support for one another. In addition to SAIL, AgeBetter's major initiatives include affordable housing for seniors, community-based garden program, training and education for people working with older adults.

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.



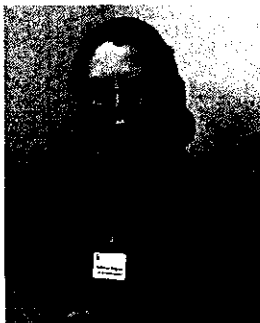
JIN PARK-HIGBEE – DEVELOPMENT COORDINATOR

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.

DEVELOPMENT TEAM: AGE BETTER, INC.

ANN ALBERT – EXECUTIVE DIRECTOR, AGE BETTER

Since 2005, Ann Albert has served as Executive Director of AgeBetter, Inc. Ms. Albert is responsible for direction and leadership toward achieving AgeBetter's mission and its strategic goals and objectives, as well as overall leadership of the organization's administration, staff development and engagement, program implementation, financial management and fundraising coordination, and the establishment of collaborative relationships with external organizations. Ms. Albert's previous experience includes consulting work related to program planning for Madison Area Continuing Care Consortium (a/k/a AgeBetter), as well as Assisted Living Administrator at Oakwood Lutheran Homes Association. Ann Albert has a BS and MS in Rehabilitation Psychology from University of Wisconsin-Madison.



REBECCA ROGERS – MEMBERSHIP SERVICES ASSISTANT, SAIL

Rebecca Rogers provides administrative and technical support to the SAIL team, including data management and assistance in providing basic home technology. Previous to her employment with SAIL, Ms. Rogers was a Recreation Specialist at Charities Adult Day Center as well as Program Services Director at Coventry Village in Madison, WI. Rebecca holds a B.A. in Business from Upper Iowa University.

PEGGY YORK – VOLUNTEER COORDINATOR, SAIL

Peggy York joined SAIL in 2011 and has held various positions over the past 8 years. In her current role, Ms. York recruits, orients, and connects volunteers to assist SAIL members and staff, coordinates social events as well as assists with other SAIL programs and activities. Previous to SAIL, Ms. York was



employed by the State of Wisconsin and University Hospital and Clinics. Peggy York graduated from Edgewood High School and MATC's Practical Nursing Program.



NICOLE SHAEFER – PROGRAM DIRECTOR, SAIL

Nicole Shaefer provides leadership to the daily operations of SAIL, including member services, events and programs, and volunteer program and staff. Prior to her role at SAIL, Ms. Shaefer worked in program and volunteer coordination and management in Chicago and Wilmette, IL. Nicole Shaefer has a B.A. in Psychology from Saint Louis University and a Masters in Organizational Leadership.

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 (2016-19), Gorman has received nine WHEDA 9% 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. This development will be a true long-term collaboration between Gorman and AgeBetter to achieve the goal of providing high quality affordable housing for seniors. AgeBetter issued the Request for Proposals for this property and will be 51% of the Managing Member as well as having a right of first refusal to purchase the project.

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. 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.

INTEGRATED SUPPORTIVE HOUSING EXPERIENCE

AgeBetter will provide supportive services, coordination, and referrals for the development. AgeBetter is best known for its Sharing Active Independent Lives (SAIL) program. SAIL is a nonprofit membership program designed to support the health and well-being of seniors as they age. The focus is on independence and helping older adults continue to thrive through involvement, interactions, and learning. SAIL provides numerous services including access to pre-screened service providers, educational events, transportation, medication reviews, volunteer opportunities, social events, and more. The development will serve as a "hub" for SAIL events and programming. In addition to SAIL, residents will benefit from AgeBetter's partnerships with multiple service agencies that serve Madison area seniors. This includes NewBridge Madison, Inc., a nonprofit formed from the four Madison senior coalitions that will offer case management, home chore, and transportation services to low-income senior residents at Elderberry Place. RSVP (Retired and Senior Volunteer Program) is another nonprofit partner that would provide volunteer opportunities in the community, rides to medical appointments, and educational sessions. Life Assist, a local company that provides personal emergency response services to older adults, is another resource for residents and would provide discounted rates to low-income seniors at Elderberry.

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 10th 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 10th 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



ACQUISITION + REHABILITATION

Coffelt-Lamoreaux Apartment Homes | Phoenix, Arizona

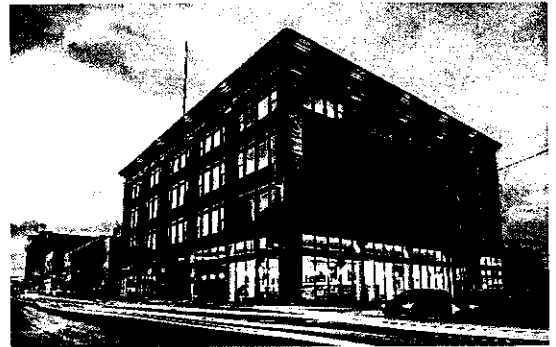


Gorman & Company in partnership with the Housing Authority of Maricopa County (HAMC) redeveloped and revitalized the historic Coffelt-Lamoreaux Apartment Homes. This 301-unit, 38-acre public housing development was originally built for returning Korean War veterans and migrant farmworkers and now houses 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.

PUBLIC HOUSING REDEVELOPMENT

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

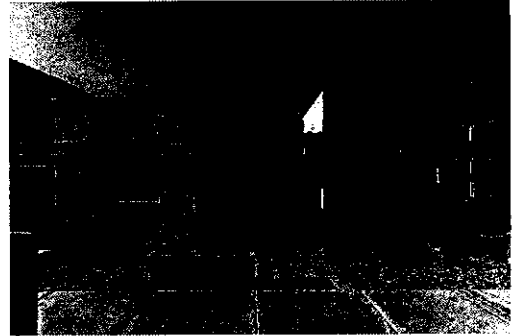
Working in partnership, the Pasco County Housing Authority and Gorman & Company moved the Section 8 contract on Dade Oaks to a new property known as Hilltop Landings. The existing Dade Oaks was built in 1982, located slab-on-grade, and flooded constantly. The new site, Hilltop Landings, is a significant 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.



SPECIAL NEEDS + SUPPORTIVE HOUSING

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.



SENIOR HOUSING + GRANDFAMILY

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

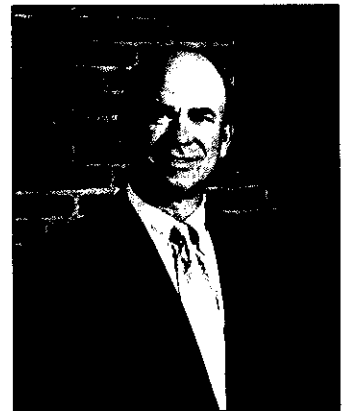
Housing Development Manager for the City of Scottsdale, as well as other positions in housing and community development with the City of Glendale, AZ, the Arizona Department of Housing, and the City of Quincy, MA.

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.



DEVELOPMENT TEAM

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.

GENERAL CONTRACTING

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.

ARCHITECTURE

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.

PROPERTY + ASSET MANAGEMENT

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

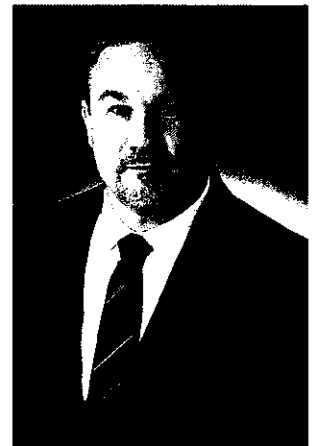
Laura received her degree in Hotel and Restaurant Management from the University of Wisconsin – Stout in 1989. She began her hotel career with The North Central Group, a hotel management and development company. She held various positions in her 20-year tenure with that company including the Vice President 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.



ABOUT US



ABOUT AGEBETTER

AgeBetter, Inc. is a 501(c)(3) organization whose members are two well-established nonprofit retirement communities in Dane County, Wisconsin: **Attic Angel Association** and **Oakwood Village**.

AgeBetter, Inc., formerly named Madison Area Continuing Care Consortium, began as an LLC in 1998. In 2006, and just a year after launching the Sharing Active Independent Lives (SAIL) program, we applied for and were approved as a nonprofit 501 (c)(3) organization.

We soon learned about an organization similar to SAIL located in Boston, MA named **Beacon Hill Village**. Today, SAIL is considered the nation's second oldest "village" among over 200 other villages that were created during the past eleven years. SAIL is a charter member of the **Village to Village Network**—an association of villages throughout the nation.

Our organization held a strategic planning retreat in 2017. It resulted in changing our name to AgeBetter, Inc. and the hiring of a full-time Executive Director whose role is dedicated to developing new initiatives in addition to ensuring long-term sustainability of the SAIL program. The new initiatives are

- Affordable housing for seniors
- Community-based garden program
- Training and education center for people working with older adults
- Shared professional services
- Growing and sustaining the **Sharing Active Independent Lives (SAIL)** program.





OAKWOOD VILLAGE

For more than seven decades, the focus of Oakwood Lutheran Senior Ministries has been to help older adults lead lives of growth, happiness, health and security. At the center of our longstanding mission are two non-profit continuing care retirement communities we own and manage in Madison, Wisconsin.



ATTIC ANGEL COMMUNITY

EXTRAORDINARY *Giving.*

EXCEPTIONAL *Living.*

Attic Angel Association is a not-for-profit, independent organization of volunteers who improve the quality of life within Dane County. Members meet health and human service needs through volunteer and financial support with special concern for children and the elderly.

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Project Description

Elderberry Place is a proposed new construction affordable housing development located on the far west side of Madison. The development will be targeted to seniors age 62+, specifically seniors with disabilities and in need of stable affordable housing. Elderberry Place features 87 units in a 4-story building with underground parking and ample outdoor space. 73 of the 87 units would be designated affordable (60% AMI and below). The parcel is located in an established senior community, in close proximity to amenities and services. The current plan features (59) one-bedroom and (28) two-bedroom units, targeted to seniors. The proposal does not currently include any Section 8 project-based vouchers.

Elderberry Place includes (18) integrated supportive housings at 30% AMI that are affordable to very low income individuals, including veterans and persons with a disability. This development will serve seniors age 62 and over. For the supportive housing units in particular, the targeted population will be extremely low-income seniors that are veterans and/or have a disability, and are in need of stable, accessible, affordable housing. In addition, the development will emphasize outreach to ensure the housing is available to a diverse set of seniors. Elderberry Place will have 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%	14	\$470
1BR	50%	25	\$805
1BR	60%	11	\$1,015
2BR	30%	4	\$565
2BR	50%	9	\$965
2BR	60%	10	\$1,160
1BR	Market rate	9	\$1,135
2BR	Market rate	5	\$1,350
Total Units:		87	
Affordable Units:		73	
Market Rate Units:		14	

DEVELOPMENT COSTS AND PROFORMA

A development budget is below and the proforma is attached. We are requesting \$400,000 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 the following additional sources: \$1.6 million in City

funding; \$900,000 from the Federal Home Loan Bank AHP program, and almost 50% deferred developer fee.

Sources		Uses	
LIHTC Equity	10,125,537	Acquisition	500,000
First Mortgage	5,203,000	Hard Construction Costs	13,780,012
City of Madison	1,600,000	Soft Costs	2,420,332
FHLB AHP	900,000	Developer Fee	1,800,000
Dane County	400,000	Reserves	464,270
Dane County – PV funding	50,000	PV System	140,000
Deferred Developer Fee	826,077		
TOTAL	\$19,104,614	TOTAL	\$19,104,614

ZONING

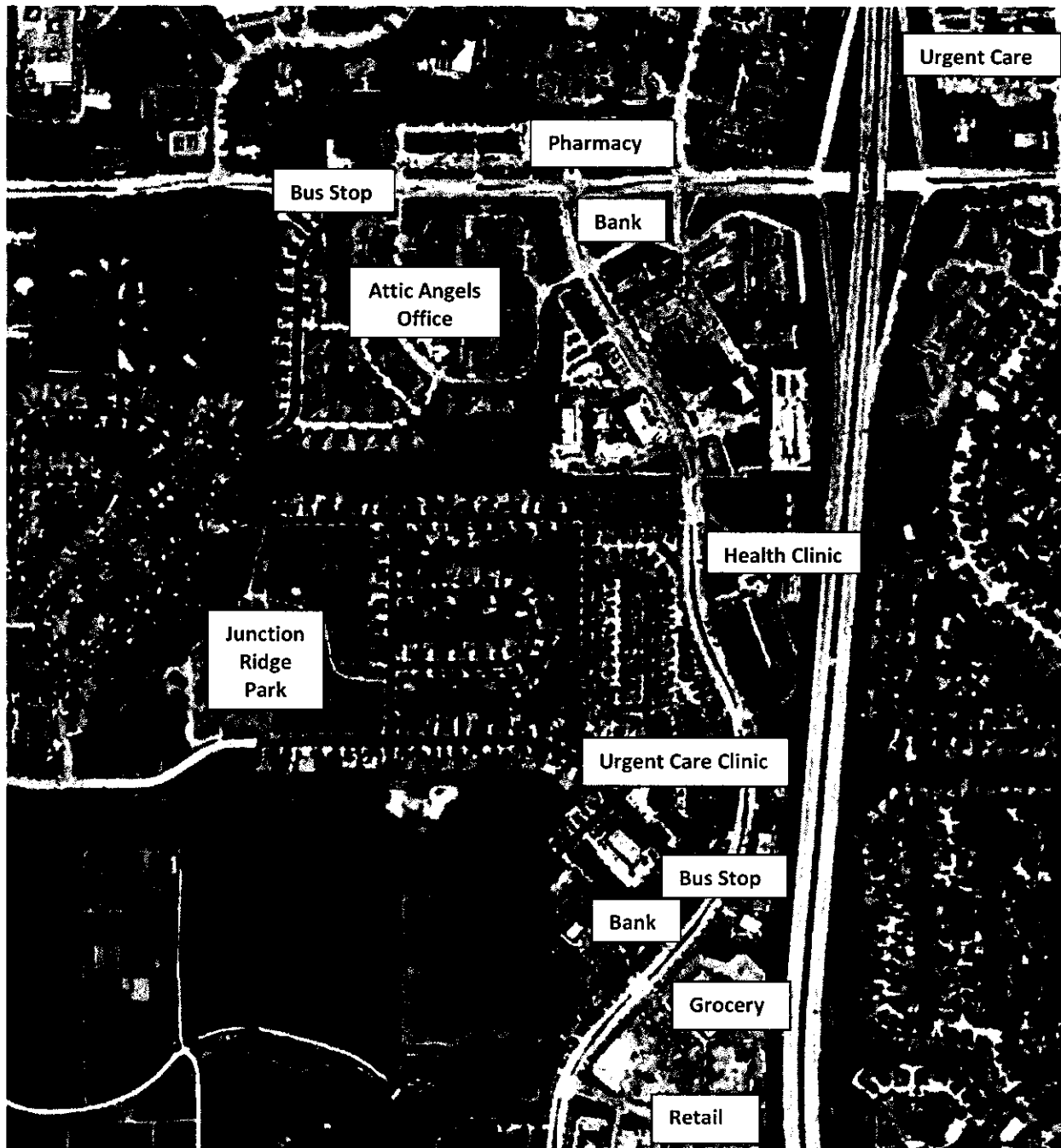
The property has a recorded Amended GDP on file from 2011 that permits up to 100 units and 4 stories on this parcel. The proposal has been designed to fit within the current parameters. Zoning has been reviewed with City of Madison staff and believe that permissive zoning is in place for purposes of a WHEDA application. We anticipate submitting detailed plans for SIP approval after receiving a WHEDA award.

AMENITIES

Interior common area amenities include a community room and lounge, fitness room, and offices for management and SAIL. The property will also feature an exterior walking path/fitness loop, community gardens, and an outdoor patio adjacent to the community room for social events and gathering.

In-unit internet will be at no cost to residents, per current WHEDA scoring. The building and outdoor areas will be designated non-smoking. This development will serve seniors age 62 and over, and therefore it is anticipated that many of these households will have a disability and require accessible units with additional universal design features. AgeBetter has prioritized accessible design and the development team is committed to going above and beyond the minimum code and WHEDA standards to ensure residents can remain in their units as they age and require additional accommodations. Unit floor plans and common areas are being designed and programmed in tandem with AgeBetter, including input from Jane Earl, a SAIL member who is an advocate for incorporating universal design. Apartments will have in-unit washer/dryers, and residents will have access to underground parking.

8552 Elderberry Road, Madison, WI
Parcel # 070822208059



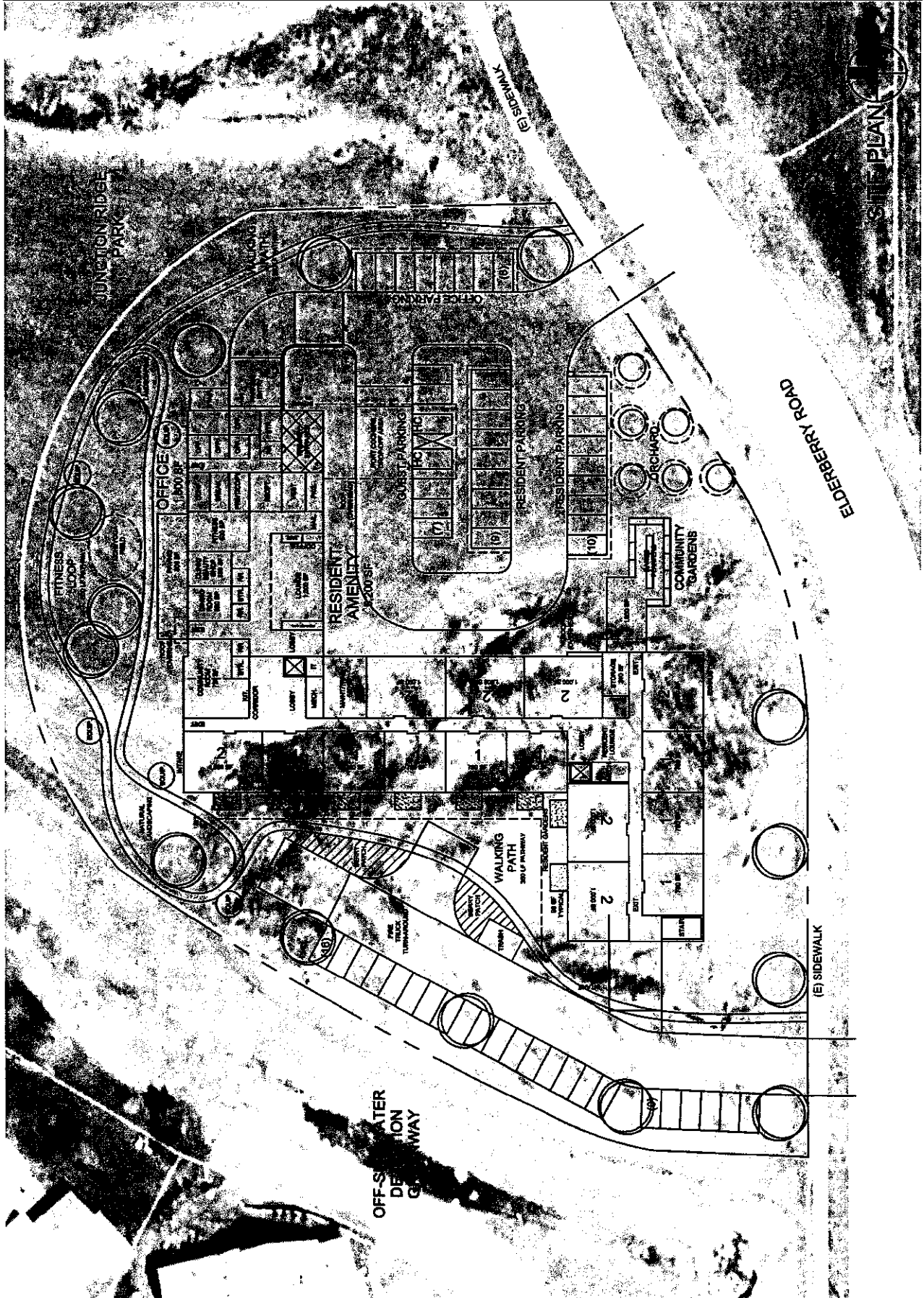
Project Location

Elderberry Place is located on a currently vacant parcel on the west side of Madison at 8552 Elderberry Road. The site is within an established senior community, in close proximity to amenities and services. This property is not located within a half mile of any projects indicated on Attachment D.

The closest transit stop with seven-day per week service is located less than 1/2 mile away at the intersection of Elderberry Road and Junction Road. Weekday routes are 15 and 73, and the Weekend route is 68. Route 15 is half-hour service between 5:30am-noon and 4:30pm-6pm, Route 73 is half-hour service throughout the day, and Route 68 is hourly throughout the day.

8552 Elderberry Road, Madison, WI
Parcel # 070822208059





Gorman & Company / AgeBetter

Elderberry Place
Madison, Wisconsin

15 Year Cash Flow Pro Forma

6/26/2019

	Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
		2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
Gross Rental Income	2%	\$928,560	\$947,131	\$966,074	\$985,395	\$1,005,103	\$1,025,205	\$1,045,709	\$1,066,624	\$1,087,956	\$1,109,715	\$1,131,909	\$1,154,548	\$1,177,639	\$1,201,191	\$1,225,215
Other Income	2%	\$16,500	\$16,830	\$17,167	\$17,510	\$17,860	\$18,217	\$18,582	\$18,953	\$19,332	\$19,719	\$20,113	\$20,516	\$20,926	\$21,345	\$21,771
Gross Income		\$945,060	\$963,961	\$983,240	\$1,002,905	\$1,022,963	\$1,043,423	\$1,064,291	\$1,085,577	\$1,107,288	\$1,129,434	\$1,152,023	\$1,175,063	\$1,198,565	\$1,222,536	\$1,246,987
Less Vacancies	7%	(\$64,999)	(\$66,299)	(\$67,625)	(\$68,978)	(\$70,357)	(\$71,764)	(\$73,200)	(\$74,664)	(\$76,157)	(\$77,680)	(\$79,234)	(\$80,818)	(\$82,435)	(\$84,083)	(\$85,765)
Less Vacancies (Other)	7%	(\$1,155)	(\$1,178)	(\$1,202)	(\$1,226)	(\$1,250)	(\$1,275)	(\$1,301)	(\$1,327)	(\$1,353)	(\$1,380)	(\$1,408)	(\$1,436)	(\$1,465)	(\$1,494)	(\$1,524)
Effective Gross Income		\$878,906	\$896,484	\$914,414	\$932,702	\$951,356	\$970,383	\$989,791	\$1,009,586	\$1,029,778	\$1,050,374	\$1,071,381	\$1,092,809	\$1,114,665	\$1,136,958	\$1,159,698
Operating Expenses	3%	\$314,415	\$323,848	\$333,563	\$343,570	\$353,877	\$364,494	\$375,428	\$386,691	\$398,292	\$410,241	\$422,548	\$435,224	\$448,281	\$461,730	\$475,581
Management Fee	6%	\$52,734	\$53,789	\$54,865	\$55,962	\$57,081	\$58,223	\$59,387	\$60,575	\$61,787	\$63,022	\$64,283	\$65,569	\$66,880	\$68,218	\$69,582
Real Estate Taxes	3%	\$100,000	\$103,000	\$106,090	\$109,273	\$112,551	\$115,927	\$119,405	\$122,987	\$126,677	\$130,477	\$134,392	\$138,423	\$142,576	\$146,853	\$151,259
Replacement Reserves	3%	\$26,100	\$26,883	\$27,689	\$28,520	\$29,376	\$30,257	\$31,165	\$32,100	\$33,063	\$34,055	\$35,076	\$36,129	\$37,212	\$38,329	\$39,479
Total Operating Expenses		\$493,249	\$507,520	\$522,208	\$537,325	\$552,885	\$568,901	\$585,385	\$602,353	\$619,819	\$637,795	\$656,299	\$675,345	\$694,950	\$715,130	\$735,901
Net Operating Income		\$385,656	\$388,964	\$392,206	\$395,377	\$398,471	\$401,482	\$404,405	\$407,233	\$409,960	\$412,579	\$415,082	\$417,464	\$419,716	\$421,829	\$423,797
First Mortgage DS		\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291
Other Hard DS		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL must-pay debt		\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291
Debt Coverage Ratio - (DCR)		1.150	1.160	1.170	1.179	1.188	1.197	1.206	1.215	1.223	1.231	1.238	1.245	1.252	1.258	1.264
Predistribution Cash Flow		\$50,365	\$53,673	\$56,914	\$60,085	\$63,180	\$66,191	\$69,114	\$71,942	\$74,668	\$77,288	\$79,791	\$82,172	\$84,424	\$86,537	\$88,505
Cash Flow Available for Distribution		\$50,365	\$53,673	\$56,914	\$60,085	\$63,180	\$66,191	\$69,114	\$71,942	\$74,668	\$77,288	\$79,791	\$82,172	\$84,424	\$86,537	\$88,505
Cash Flow Waterfall																
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		(\$45,365)	(\$48,523)	(\$51,610)	(\$54,622)	(\$57,552)	(\$60,394)	(\$63,144)	(\$65,792)	(\$68,334)	(\$70,764)	(\$73,071)	(\$75,251)	(\$77,295)	(\$64,361)	\$0



Photo Voltaic Array & Green Features

As a long term stakeholder and owner, AgeBetter has prioritized long term sustainability and financial feasibility of the project. Elderberry Place 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 90-unit new construction development in Madison, we estimate the total cost to be approximately \$140,000.

In addition, Elderberry Place 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; community gardens; and, "active" stairs to encourage resident daily use.



Project Financing and Leverage

The projected sources and uses for Elderberry Place is below. We are requesting \$400,000 in County AHF and \$50,000 of additional funding for the photovoltaic system. This amounts to just over \$5,000 per unit, or \$6,164 per affordable unit, and is 2% 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. 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 the following additional sources: \$1.6 million in City of Madison funding; \$900,000 from the Federal Home Loan Bank AHP program, and almost 50% deferred developer fee. Tax credit equity pricing is estimated at \$0.92, consistent with recent LOIs received for Madison-area developments.

Sources		Uses	
LIHTC Equity	10,125,537	Acquisition	500,000
First Mortgage	5,203,000	Hard Construction Costs	13,780,012
City of Madison	1,600,000	Soft Costs	2,420,332
FHLB AHP	900,000	Developer Fee	1,800,000
Dane County	400,000	Reserves	464,270
Dane County – PV funding	50,000	PV System	140,000
Deferred Developer Fee	826,077		
TOTAL	\$19,104,614	TOTAL	\$19,104,614

Gorman & Company / AgeBetter

Elderberry Place
Madison, Wisconsin

15 Year Cash Flow Pro Forma

6/26/2019

Year	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
Gross Rental Income	\$928,560	\$947,131	\$966,074	\$985,395	\$1,005,103	\$1,025,205	\$1,045,709	\$1,066,634	\$1,087,956	\$1,109,715	\$1,131,909	\$1,154,548	\$1,177,639	\$1,201,191	\$1,225,215
Other Income	\$16,500	\$16,830	\$17,167	\$17,510	\$17,860	\$18,217	\$18,582	\$18,953	\$19,332	\$19,719	\$20,113	\$20,516	\$20,926	\$21,345	\$21,771
Gross Income	\$945,060	\$963,961	\$983,240	\$1,002,905	\$1,022,963	\$1,043,423	\$1,064,291	\$1,085,577	\$1,107,288	\$1,129,434	\$1,152,023	\$1,175,063	\$1,198,565	\$1,222,536	\$1,246,987
Less Vacancies (Other)	(\$64,969)	(\$66,299)	(\$67,625)	(\$68,978)	(\$70,357)	(\$71,764)	(\$73,200)	(\$74,664)	(\$76,157)	(\$77,680)	(\$79,234)	(\$80,818)	(\$82,435)	(\$84,083)	(\$85,765)
Effective Gross Income	\$880,091	\$897,662	\$915,615	\$933,927	\$952,606	\$971,659	\$991,091	\$1,010,913	\$1,031,131	\$1,051,754	\$1,072,793	\$1,094,245	\$1,116,130	\$1,138,453	\$1,161,222
Operating Expenses	\$314,415	\$323,848	\$333,563	\$343,570	\$353,877	\$364,484	\$375,428	\$386,691	\$398,292	\$410,241	\$422,548	\$435,224	\$448,281	\$461,730	\$475,581
Management Fee	\$52,734	\$53,789	\$54,865	\$55,962	\$57,081	\$58,223	\$59,387	\$60,575	\$61,787	\$63,022	\$64,283	\$65,569	\$66,880	\$68,218	\$69,582
Real Estate Taxes	\$100,000	\$103,000	\$106,090	\$109,273	\$112,551	\$115,927	\$119,405	\$122,987	\$126,677	\$130,477	\$134,392	\$138,423	\$142,576	\$146,853	\$151,259
Replacement Reserves	\$26,100	\$26,883	\$27,689	\$28,520	\$29,376	\$30,257	\$31,165	\$32,100	\$33,063	\$34,055	\$35,076	\$36,129	\$37,212	\$38,329	\$39,479
Total Operating Expenses	\$493,249	\$507,520	\$522,208	\$537,325	\$552,885	\$568,901	\$585,385	\$602,353	\$619,819	\$637,795	\$656,299	\$675,345	\$694,950	\$715,130	\$735,901
Net Operating Income	\$385,656	\$388,964	\$392,206	\$395,377	\$398,471	\$401,482	\$404,405	\$407,233	\$409,960	\$412,579	\$415,082	\$417,464	\$419,716	\$421,829	\$423,797
First Mortgage DS	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291
Other Hard DS	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL must-pay debt	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291	\$335,291
Debt Coverage Ratio - (DCR)	1.150	1.160	1.170	1.179	1.188	1.197	1.206	1.215	1.223	1.231	1.238	1.245	1.252	1.258	1.264
Predistribution Cash Flow	\$50,365	\$53,673	\$56,914	\$60,085	\$63,180	\$66,191	\$69,114	\$71,942	\$74,668	\$77,288	\$79,791	\$82,172	\$84,474	\$86,537	\$88,505
Cash Flow Available for Distribution	\$50,365	\$53,673	\$56,914	\$60,085	\$63,180	\$66,191	\$69,114	\$71,942	\$74,668	\$77,288	\$79,791	\$82,172	\$84,474	\$86,537	\$88,505
Cash Flow Waterfall															
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	\$45,365	\$48,523	\$51,610	\$54,622	\$57,552	\$60,394	\$63,144	\$65,792	\$68,334	\$70,764	\$73,071	\$75,251	\$77,295	\$79,361	\$81,450



Fair Tenant Selection

Gorman & Company has experience in working with persons who might otherwise not have access to quality, affordable housing due to credit problems, past homelessness, evictions, and other traditional barriers to housing. While we cannot agree to every item in Attachment E, we have included alternative flexible screening criteria to be incorporated at this development.

Gorman & Company, as property manager, will draft a tenant selection plan that clearly outlines income and occupancy criteria, standards for credit reports and housing history, preferences/age restrictions, and the waitlist process. The TSP will also comply with the Violence Against Women Act (VAWA). Gorman management will utilize tenant screening policies to achieve flexibility and accommodations for resident applicants with barriers to housing. In making any determination with respect to an applicant admission, Gorman & Company shall work with the Applicant so as to not reject such Applicant unless a preponderance of the information available demonstrates that such Applicant, if admitted, would be likely to interfere with other residents in such a manner as to diminish their enjoyment of the premises, adversely affecting their health, safety or welfare, the physical environment, or the financial stability of the Property. Specifically, Gorman will not deny an Applicant solely based on:

- Lack of housing history
- A low credit/screening score provided the Applicant has a qualified cosigner or is enrolled in a credit repair program.
- Information on a credit report that is or has been formally disputed, in repayment, or unrelated to a past housing or housing utility obligation.
- The applicant owes money to a prior landlord for rent or damages or to a utility company, provided the applicant has entered into a payment arrangement with the debtor and is current on the repayment arrangement.
- The applicant has a criminal conviction other than for a violent criminal action or other activity that would threaten the health, safety, or right to peaceful enjoyment of others.

In all instances where unfavorable information would cause an Applicant family to fail to meet the screening criteria set forth above, best efforts will be made to obtain mitigating information from all available sources. Sources of information may include, but are not limited to: landlord, employers, family social workers, parole officers, court records, drug treatment centers, clinics, physicians or police departments where warranted by particular circumstances and as allowable by law. Please note, all Tenant Selection Criteria must be in compliance with Section 42 regulations.



Tenancy Addendum

Gorman & Company and AgeBetter agree 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 Elderberry Place.

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

Elderberry Place includes (18) integrated supportive housing units at 30% AMI that are affordable to very low income individuals, including veterans and persons with a disability. This development will serve seniors age 62 and over. For the supportive housing units in particular, the targeted population will be extremely low-income seniors that are veterans and/or have a disability, and are in need of stable, accessible, affordable housing. At this time, we do not anticipate setting aside specific units for individuals on the Homeless Services Consortium (HSC) list, but rather rely on referrals from community partners and AgeBetter's SAIL network to fill all affordable units, particularly the 30% AMI supportive housing units.

SAIL is a nonprofit membership program of AgeBetter that is designed to support the health and well-being of seniors as they age. The focus is on independence and helping older adults continue to thrive through involvement, interactions, and learning. SAIL provides numerous services including access to pre-screened service providers, educational events, transportation, medication reviews, volunteer opportunities, social events, and more.

Referrals and services for Elderberry Place will be coordinated with a number of partners, with an emphasis on outreach to underserved senior populations, particularly African Americans, to ensure the housing is available to a diverse set of seniors. This includes working with the Urban League, 100 Black Men of Madison, and local churches to identify low-income seniors that may be interested and eligible for housing at Elderberry Place. AgeBetter has partnerships with multiple service agencies that serve Madison area seniors including NewBridge Madison, Inc., a nonprofit formed from the four Madison senior coalitions and RSVP(Retired and Senior Volunteer Program). Lastly, Gorman has an established relationship with Dryhootch, a peer support nonprofit for Veterans. Our Valor on Washington project, which is moving forward to closing later this year, will provide a pipeline of Veteran seniors that would qualify for Elderberry Place.



Supportive Services Plan

Elderberry Place includes (18) integrated supportive housing units at 30% AMI that are affordable to very low income individuals, including veterans and persons with a disability. This development will serve seniors age 62 and over. For the supportive housing units in particular, the targeted population will be extremely low-income seniors that are veterans and/or have a disability, and are in need of stable, accessible, affordable housing.

AgeBetter, Inc. (formerly known as Madison Area Continuing Care Consortium) will provide supportive services, coordination, and referrals for the development. AgeBetter is best known for its Sharing Active Independent Lives (SAIL) program, funded with a combination of member dues, donations, grants, and program income. SAIL is a nonprofit membership program designed to support the health and well-being of seniors as they age. The focus is on independence and helping older adults continue to thrive through involvement, interactions, and learning. SAIL provides numerous services including access to pre-screened service providers, educational events, transportation, medication reviews, volunteer opportunities, social events, and more. Residents at the property will be offered membership in SAIL; membership fees will vary with income levels, as AgeBetter has the ability to offer discounted or free memberships to low-income seniors. As with all services, participation is voluntary. Residents will have access to all SAIL services and events throughout Madison and at the property. The development will serve as a "hub" for SAIL events and programming.

ANN ALBERT – EXECUTIVE DIRECTOR, AGE BETTER

Since 2005, Ann Albert has served as Executive Director of AgeBetter, Inc. Ms. Albert is responsible for direction and leadership toward achieving AgeBetter's mission and its strategic goals and objectives, as well as overall leadership of the organization's administration, staff development and engagement, program implementation, financial management and fundraising coordination, and the establishment of collaborative relationships with external organizations. Ms. Albert's previous experience includes consulting work related to program planning for Madison Area Continuing Care Consortium (a/k/a AgeBetter), as well as Assisted Living Administrator at Oakwood Lutheran Homes Association. Ann Albert has a BS and MS in Rehabilitation Psychology from University of Wisconsin-Madison.

REBECCA ROGERS – MEMBERSHIP SERVICES ASSISTANT, SAIL

Rebecca Rogers provides administrative and technical support to the SAIL team, including data management and assistance in providing basic home technology. Previous to her employment with SAIL, Ms. Rogers was a Recreation Specialist at Charities Adult Day Center as well as Program Services Director at Coventry Village in Madison, WI. Rebecca holds a B.A. in Business from Upper Iowa University.

PEGGY YORK – VOLUNTEER COORDINATOR, SAIL

Peggy York joined SAIL in 2011 and has held various positions over the past 8 years. In her current role, Ms. York recruits, orients, and connects volunteers to assist SAIL members and staff, coordinates social events as well as assists with other SAIL programs and activities. Previous to SAIL, Ms. York was employed by the State of Wisconsin and University Hospital and Clinics. Peggy York graduated from Edgewood High School and MATC's Practical Nursing Program.

NICOLE SHAEFER – PROGRAM DIRECTOR, SAIL

Nicole Shaefer provides leadership to the daily operations of SAIL, including member services, events and programs, and volunteer program and staff. Prior to her role at SAIL, Ms. Shaefer worked in program and volunteer coordination and management in Chicago and Wilmette, IL. Nicole Shaefer has a B.A. in Psychology from Saint Louis University and a Masters in Organizational Leadership.

AgeBetter, Inc. is the primary service provider and coordinator for this development through the SAIL program and their connections to other senior service providers. The SAIL program is funded with a combination of member dues, donations, grants, and program income.

AgeBetter is a co-applicant for this funding and is a permanent stakeholder as part of the long term ownership of Elderberry Place. They issued the RFP for this property with the primary goal of providing stable, affordable housing for low-income seniors. AgeBetter, Inc. will own 51% of the Managing Member entity and will have a right of first refusal to purchase the project. They will receive a portion of developer fee, cash flow, and residual value as part of 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.

In addition to SAIL, residents will benefit from AgeBetter's partnerships with multiple service agencies that serve Madison area seniors. This includes NewBridge Madison, Inc., a nonprofit formed from the four Madison senior coalitions that will offer case management, home chore, and transportation services to low-income senior residents at Elderberry Place. RSVP(Retired and Senior Volunteer Program) is another nonprofit partner that would provide volunteer opportunities in the community, rides to medical appointments, and educational sessions. Life Assist, a local company that provides personal emergency response services to older adults, is another resource for residents and would provide discounted rates to low-income seniors at Elderberry.

The Goodman Foundation has also indicated interest in supporting MSCR classes and equipment for older adults at Elderberry Place. Lastly, Gorman has an established relationship with Dryhootch, a peer support nonprofit for Veterans. Our Valor on Washington project, which

is moving forward to closing later this year, will provide a pipeline of Veteran seniors that would qualify for Elderberry Place.

As property manager, Gorman has experience and interaction with multiple nonprofits and agencies in the Madison area that serve both families and seniors. This includes the Community Action Coalition, Joining Forces for Families, VA Homeless Program, YWCA, Porchlight Veterans program, Housing Initiatives, and the Goodman Center.

SAIL's 2018 Programs

SAIL is an incredibly active organization! Both independently and in partnership with other local organizations, SAIL connected members with 180 events in 2018, including activities focused on education, health, in-home support, socializing, technology, and volunteer opportunities! Below are just a few of the great events SAIL members were able to participate in during 2018.

Education:

- Attic Angel Lecture Series
- "Embracing Change—All Of It!"
- Brain Health Workshop
- "Life's A Daring Adventure"
- SAIL Vendor Fair

Social Activities:

- Book Club
- Men's Roundtable
- Lunch Bunch
- "On Our Own"
- Holiday Tea
- Holiday Fantasy In Lights Tour

Technology:

- Monthly tech tutoring
- Intro to managing digital photos
- "Is a smartphone right for you?"
- Low vision support group

In-Home Support:

- Mattress flipping
- "Two Men Without A Truck"
- Free Shredding
- Winterization Car Check
- Minor maintenance support
- Pre-screened vendor list

Health and Wellness:

- Attic Angel Health and Safety Fair
- Intro to Mindfulness and Meditation
- "Food As Medicine"
- "Only Leaves Should Fall"
- "No More Spring Breaks" with UW Pharmacy School
- Partnership with Edgewood Nursing Students

Volunteer Activities:

- Birthday calls to fellow members
- Giving rides to fellow members
- Sunday Drives
- Handyman (and woman!) support
- Patient advocacy for fellow members





6/27/2019

Ann Albert
AgeBetter, Inc.
6209 Mineral Point Rd, #210
Madison, WI 53703

RE: Proposed Affordable Senior Housing Development
8522 Elderberry Rd, Madison

Dear Ann,

As President of Life Assist USA, I am excited to hear about your proposed affordable housing development for seniors on the west side of Madison. Through our work with the senior community, we understand the strong and growing need for affordable senior housing in the Madison area.

Life Assist USA is a local and family owned company providing personal emergency response services to over 10,000 people, mostly older adults, living in local communities and throughout the country. We have worked collaboratively with the SAIL—Sharing Active Independent Lives program for five years offering services at significantly reduced fees to its members.

We are interested in working with AgeBetter to provide our services to resident seniors in the proposed development at a discounted rate making the service affordable to those with low incomes. Specifically, this would include discounts on installation and our most popular land line and cellular based systems.

Please keep us advised as your project moves forward and let us know anything we can help with to make this project a success.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael Y. Larson", with a stylized flourish at the end.

Mike Larson



Friday, June 21, 2019

Ann Albert
AgeBetter, Inc.
6209 Mineral Point Rd. #210
Madison, WI 53703

RE: Proposed Affordable Senior Housing Development
8522 Elderberry Rd, Madison

Dear Ann,

As the Executive Director for NewBridge Madison, I am excited to hear about your proposed affordable housing development for older adults on the west side of Madison.

NewBridge Madison, Inc. is a nonprofit organization that started in 2019 after the four Madison Senior Coalitions merged in 2019. While a new organization, it has a long history of over 40 years of service. To ensure longer, safer and healthier independent lives, NewBridge provides a variety of services for older adults at no or low cost, which include: Case Management, Nutrition program, Home Chore volunteer program, Guardian and Representative Payee volunteer program, Cultural Diversity program, and social and educational activities.

We are interested in partnering with AgeBetter to provide our services to resident older adults in the proposed development. Specifically, this would include

- Case Management services for residents 60 years and older who are income eligible.
- Transportation from the housing development to the closest nutrition site for a donation price.
- Home Chore volunteers for residents who are Case Management clients and who are income eligible.
- Site for social and education activities.

We also look forward to increasing connections of older adults we work with through NewBridge with AgeBetter housing and SAIL-Sharing Active Independent Lives programs and services, thus expanding the resources that help older adults live safely and independently in our community.

Sincerely,

★ MAIN OFFICE
South Madison

128 E. Olin Ave #110
Madison, WI 53713

North Madison

1625 Northport Dr #125
Madison, WI 53704

East Madison/Monona

4142 Monona Dr
Madison, WI 53716

West Madison

5724 Raymond Rd.
Madison, WI 53711



...where volunteers make a difference

June 21, 2019

Ann Albert, Executive Director
AgeBetter, Inc.
6209 Mineral Point Rd, #210
Madison, WI 53703

RE: Proposed Affordable Senior Housing Development
8522 Elderberry Rd, Madison

Dear Ann:

As Executive Director of RSVP of Dane County, I am excited to hear about your proposed affordable housing development for seniors on the west side of Madison. Through our daily work with the senior community, we understand the strong and growing need for affordable senior housing in the Madison area.

RSVP (Retired and Senior Volunteer Program) is a nonprofit organization that recruits adults age 55 and older for meaningful volunteer assignments in the community. RSVP's Driver Services/Vets Helping Vets program which provides transportation and delivers meals, helps seniors remain independent and able to age in place.

We are interested in partnering with AgeBetter to provide our services to resident seniors in the proposed development. Specifically, this would include volunteer opportunities in the community, rides to medical appointments, and continued collaboration in the Triad Crime Prevention and Safety Program which includes educational sessions plus car winterization that would benefit residents at the new Elderberry housing. We are excited about the opportunity to expand our partnership with AgeBetter and support the proposed Elderberry Senior Housing Development.

Sincerely,

Margie Zutter

Margie Zutter
Executive Director



DANE COUNTY EXECUTIVE – Joe Parisi
DEPARTMENT DIRECTOR – Shawn Tessmann
DIVISION ADMINISTRATOR – Todd Campbell
ADRC MANAGER – Jennifer Fischer

Ann Albert
AgeBetter, Inc.
6209 Mineral Point Rd, #210
Madison, WI 53703

July 17, 2019

RE: Proposed Affordable Senior Housing Development – 8522 Elderberry Rd, Madison, WI

Dear Ann Albert,

This letter confirms our understanding to initiate a collaborative relationship with your agency and other local partners to connect future residents of the proposed development with appropriate services and service providers in Dane County. Through our daily work with the Dane County community, we understand the strong and growing need for affordable senior housing in the Madison area.

The Aging and Disability Resource Center (ADRC) is the first place to go to get accurate, unbiased information on all aspects of life related to aging or living with a disability. The ADRC provides information on a broad range of programs and services and helps people understand the various long-term care options available to them, help people apply for programs and benefits, and serves as the single access point for publically funded long-term care.

We are interested in collaborating with AgeBetter to provide our services to resident seniors in the proposed development. We understand AgeBetter will be helping to connect residents to the ADRC by distributing the ADRC brochures and newsletters, offering ADRC outreach and speaking opportunities at the site, providing residents with volunteer transportation to the ADRC for scheduled appointments, and providing ADRC staff notices of apartment vacancies as they occur. We look forward to helping AgeBetter residents learn about and have access to the many services and resources available throughout Dane County.

Sincerely,

Jennifer Fischer, ADRC Manager

SECTION 5 – REQUIRED FORMS – ATTACHMENT A

VENDOR INFORMATION	
VENDOR NAME:	Gorman & Company, LLC

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

Fair Labor Practice Certification (check only 1)	
<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.

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

Cooperative Purchasing	
<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.

Addendums – this vendor hereby acknowledges receipt/review of the following addendums, if any.				
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"/>

Signature Affidavit	
<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>	
Signature	
Title	Wisconsin Market President
Name (Printed)	Ted Matkom
Date	7-12-2019

DESIGNATION OF CONFIDENTIAL AND PROPRIETARY INFORMATION
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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

REFERENCE DATA SHEET		
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		
NAME OF FIRM:	City of Milwaukee - Housing and Neighborhood Development	
STREET ADDRESS:	200 E. Wells Street, City Hall Room 201	
CITY, STATE, ZIP	Milwaukee, WI 53202	
CONTACT PERSON:	Maria Prioletta, Manager	EMAIL: maria.prioletta@milwaukee.gov
PHONE #:	414-286-5903	FAX #:
Product(s) and/or Service(s) Used:	Real Estate Development - Tax Credit	
NAME OF FIRM:	City of Madison - DPCED Community Development	
STREET ADDRESS:	215 Martin Luther King Jr., Blvd., Suite 300	
CITY, STATE, ZIP	Madison, WI 53701	
CONTACT PERSON:	Jim O'Keefe, Director	EMAIL: jokeefe@cityofmadison.com
PHONE #:	608-266-7851	FAX #:
Product(s) and/or Service(s) Used:	Real Estate Development - Tax Credit	
NAME OF FIRM:	City of Jefferson	
STREET ADDRESS:	317 S. Main Street	
CITY, STATE, ZIP	Jefferson, WI 53549	
CONTACT PERSON:	Tim Freitag, City Administrator	EMAIL: tfreitag@jeffersonwis.com
PHONE #:	608-674-7700	FAX #:
Product(s) and/or Service(s) Used:	Real Estate Development - Tax Credit	