

DANE COUNTY APPLICATION FOR 2024 AFFORDABLE HOUSING DEVELOPMENT FUND

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

APPLICATION SUMMARY

ORGANIZATION NAME	Northpointe Development II Corporation	
MAILING ADDRESS If P.O. Box, include Street Address on second line	230 Ohio St STE 200, Oshkosh, WI 54902	
TELEPHONE	608-334-5665	LEGAL STATUS
FAX NUMBER		<input type="checkbox"/> Private, Non-Profit
NAME CHIEF ADMIN/ CONTACT	Sean O'brien	<input checked="" type="checkbox"/> Private, For Profit
INTERNET WEBSITE (if applicable)	northpointedev.com	<input type="checkbox"/> Other: LLC, LLP, Sole Proprietor
E-MAIL ADDRESS	sean@northpointedev.com	Federal EIN: <u>85-1243046</u>
		Unique Entity Identifier (UEI): JUGXJNKZB987

PROJECT NAME: Please list the project for which you are applying.

PROJECT NAME	PROJECT CONTACT PERSON	PHONE NUMBER	E-MAIL
The Argus Apartments	3,000,000	6083345665	sean@northpointedev

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

TOTAL PROJECT COST	AMOUNT OF AHDF FUNDS REQUESTED	PERCENT OF AHDF FUNDS TO TOTAL PROJECT COST
\$20,547,560	\$3,000,000	14.6%



Signature of Chief Elected Official/Organization Head

Sean O'Brien

Printed Name

Secretary Title

7/25/2024

Date

PROJECT DESCRIPTION

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

Project Name:	The Argus Apartments
Project Address:	1050 N. Edge Trail, Verona, WI
City, State, Zip:	Verona, WI 53593
Parcel Number:	286/0608-104-4507-2
Census Tract:	108.01

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

City of Verona- A private party owns the site currently. The City previously approved a 64 unit market rate project on the site, that project was un successful in reaching the finish line. Northpoite/DreamLane were connected via our arcitect our shared architect. The city of Verona was supportive of the market rate project and have also supported our work force project. The project will be fully approved in September. The local business surrounding the project have also been supportive.

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

We have requested the City of Verona to provide \$2,100,000 from their affordable housing fund, contingent on successfully securing the other gap sources. This contrubtion will be made in the form of a loan to the project.

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

Yes, See above

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

The property is currenty zoned SC (Suburban Commercial) and our proposed Mixed use project can be approved through a PD. We have brought the proposal through both Plan Commission and Common Council and they support the use. The final approvals will be granted in September.

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

Northpointe Development is proposing to construct the Argus Apartments in Verona, WI; a newly constructed mixed- use sixty-unit LIHTC multifamily development located on the north side of Verona, Wisconsin. The development will consist of the new construction of 1, four-story elevated building containing 36, one bedroom/one bathroom units, 11, two bedroom/one bathroom units, and 13, three bedroom/two bathroom units. The Developer proposes to set aside all of the units for residents earning 30, 50, or 80 percent or less of the Dane County AMI using the LIHTC Program targeting residents of all ages.

The project will be built to Wisconsin Green Built Gold Standards and will also receive Energy Star New Construction/ EPA Indoor Air Plus Certifications. We are planning to have an approximate 29 KW PV Solar System on the roof of the building. The project will have high quality materials including LVT flooring and solid surface countertops.

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

New highly sustainable development in areas of the city with strong connections. Our site is located on a major thoroughfare very walkable to schools, parks, etc. 20% of the units will be set aside at 30% CMI, which is a significant commitment for a non-competitive LIHTC project as there will be less available equity for the project, and over 20% of the affordable units will be three-bedrooms for large families. The property will contain an outdoor play space and Northpointe will work with a local support service provider LSS to house homeless and formerly homeless individuals and coordinate or provide a level of services that meet the tenant needs. The units will not allow smoking and will provide internet at no cost to the residents. The project will have a 40 year affordability period.

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

<input checked="" type="checkbox"/>	Wisconsin Green Built Gold Standard
<input type="checkbox"/>	2020 Enterprise Green Communities Certification
<input checked="" type="checkbox"/>	ENERGY STAR Multifamily New Construction and EPA Indoor airPLUS
<input type="checkbox"/>	2020 Enterprise Green Communities Certification Plus
<input type="checkbox"/>	Passive House (PHIUS)

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

ON OR BEFORE	MILESTONES
November 2024	Apply for WHEDA Tax Credits
September 2024	County Announcement and City approvals

December 2024	Bid package released
January 2025	Bids awarded
May 2025	Acquire Site and Construction bigines
February 2026	Lease up
June 2026	C & O
August 2026	Stabalization
May 2027	Perm Loan Conversion

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

ADDRESS #1:	1050 N. Edge Trail, Verona, WI										
	# of Bedrooms						Projected Monthly Unit, including Utilities				
% of County Median Income (CMI)	Total # of Units	# of Studios	# of 1 BRs	# of 2 BRs	# of 3 BRs	# of 4+ BRs	\$ Rent for Studios	\$ Rent for 1 BRs	\$ Rent for 2 BRs	\$ Rent for 3 BRs	\$ Rent for 4+ BRs
≤30%	12		8	2	2			708	850	982	
40%											
50%	24		18	2	4			1151	1391	1604	
60%											
80%	24		10	7	7			1447	1716	2079	
Affordable Sub total											
Market											
Total Units	60		36	11	13		Notes:	Heat, water, sewer, trash, parking, internet included			

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

ADDRESS #2:											
	# of Bedrooms						Projected Monthly Unit, including Utilities				
% of County Median Income (CMI)	Total # of Units	# of Studios	# of 1 BRs	# of 2 BRs	# of 3 BRs	# of 4+ BRs	\$ Rent for Studios	\$ Rent for 1 BRs	\$ Rent for 2 BRs	\$ Rent for 3 BRs	\$ Rent for 4+ BRs
≤30%											
40%											
50%											
60%											
80%											
Affordable Sub total											
Market											
Total Units							Notes:				

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

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

The 50% (no 60s) units will be rented at rent maximums given the significant discount to market. The 80's will be rented well below maximums. Underground parking and internet will be included

in the rent. The rent increase at lease renewal is reviewed annually. Multiple factors are taken into consideration when setting renewal rates including, comparable rents, the published rent limits, anticipated property expenses, vacancy percentage, and more. Often times, the renewal rents for existing tenants are set at a rate lower than the published rent limit and lower than the listed rent for an identical vacant unit in the building.

I. SITE AMENITIES: Check all that apply.

<input type="checkbox"/>	Community Building, square feet:
<input checked="" type="checkbox"/>	Community Room, square feet: 1500
<input type="checkbox"/>	Garages, number: and monthly rent:
<input checked="" type="checkbox"/>	Surface parking, number: 41 and monthly rent: 0
<input checked="" type="checkbox"/>	Underground parking, number 64 and monthly rent: \$0

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

The site will have a commercial unit that will likely include a coffee shop or other small business that are need of affordable/ smaller space. The apartment building will have underground parking. There will also be outdoor amenities including an outdoor patio with grilling station, picnic area and large/ safe play area. Badger Prairie Middle School and Sugar Creek Elementary Schools are located just adjacent to the site. The property manager will coordinate onsite activities. An MOU has been signed with LSS to provide a service coordinator at the project to work with all tenants but especially the supportive housing target population. Another MOU will be signed with Dane County Vets office to provide services to the Vet households. The site will contained outdoor and covered bike parking.

LOCATION

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

As seen below the site is very walkable to a significant amount of employment opportunities, schools of all levels, public transportation, grocery, park, etc. The site is located on a two major thoroughfares leading into and out of Verona. Almost every daily activity can be done on foot or bicycle. Many food and retail options are within walking distance. The City of Verona has requested a section of 1st Floor be reserved "commercial" for a mixtures of uses in the future.

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

Type of Amenities & Services	Name of Facility	Distance from Site
Full Service Grocery Store	Millers Grocery	1 mi

Public Elementary School	Sugar Creek Elementary	.1 mi
Public Middle School	Bradger Prairie Middle School	.2 mi
Public High School	Verona Area High School	1.5 mi
Job-Training Facility, Community College, or Continuing Education Programs	Mckenzie Regional Workforce Center	3.4 mi
Childcare	La Petite Academy of Verona	.1 mi
Public Library	Verona Public Library	.5 mi
Neighborhood, Community, or Senior Center	Verona Senior Center	1 mi
Full Service Medical Clinic or Hospital	UW Health Verona Clinic Family Medicine Clinic	1.2 mi
Pharmacy	Walgreens Pharmacy	.8 mi
Public Park or Hiking/Biking Trails	Ice Age Junction Area Natural Resource Area	.2 mi
Banking	Capitol Bank	.9 mi
Retail	Verona Downtown	1 mi
Other (list the amenities)		

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

The City of Verona is located approximately 12 miles southeast of Madison along the USH 151 corridor. CTH M also runs north-south through our community and provides an alternative route to surrounding suburban communities. Interstate 39/90 is approximately 15 miles east of Verona via USH 151 and USH 12/18. Dane County Regional Airport is approximately 17 miles northeast of Verona via USH 151.

Madison Metro Transit Bus Routes 55 & 75 are limited service routes from the west side of Madison and Downtown Madison to Epic's campus with stops along Verona Ave. Round Trip to downtown Madison and back is likely less than \$5 daily.

A Park & Ride lot is located off of Exit 81 on south bound USH 151 or exit 79 north bound on USH 151 and Old PB. The lot has 139 vehicle stalls, 6 handicap stalls and a bike rack. The Park & Ride lot is also an access point to both the Military Ridge State Trail and the Ice Age National Trail. Military Ridge State Trail is 40 miles long between Dodgeville and Fitchburg. The Verona segment goes through Downtown Verona and is approximate 2.5 mile long. Other trail connections include Badger and Capital City State Trails. The Ice Age National Scenic Trail is a 1,000 mile foot path entirely in the state of Wisconsin. The City of Verona segment is approximate 3 miles long and traverses across the eastern section of the City from north to south.

PROJECT APPROACH

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

Co- Developer Partnership

Northpointe and DreamLane Real Estate have teamed up to co-develop the project. DreamLane Real Estate is an emerging Minority owned development firm building capacity in the affordable housing industry and Northpointe is an experience and established affordable housing development firm.

-Supportive Housing Partners

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

LSS to be included in the ownership of the project to as well as provide the coordination of services to the project's homeless, physically disabled, and veterans.

Ownership partnership- Dane County Housing Authority, Northpointe, and DreamLane Real Estate will own 51%, 25%, 24% of the managing member and all will have substantial involvement throughout the entire process including the 15-year compliance period.

Green Initiatives

We've partnered with Focus On Energy to provide development design assistance.

We've partnered with Sol Consulting to provide testing and verification for our Energy Star and Wisconsin Green built homes certification

The City of Verona will be providing a \$2.1 million dollar loan from their affordable housing fund.

The Klassik

This would be the second project developed by Northpointe in the City of Verona using ADHF. The Argus Apartments will be able to gain operational efficiencies from our project which is located nearby.

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

- N. **LANGUAGE & INFORMATION ACCESS:** Describe project's policy and procedures for ensuring services and information will be made available to all applicants and tenants, including those with limited English proficiency and individuals who may have physical, hearing, speech, or visual impairments that require special accommodations.

ACC has Spanish speaking staff members in various area of the company, which has been very helpful as that's the most common second language. Otherwise we will work with our partners to make sure that applicants and tenants have the access that they need.

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

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

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

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

Yes	No
<input type="checkbox"/>	<input checked="" type="checkbox"/>

1.	Prior to a denial based on a criminal record, the housing provider shall provide the applicant access to a copy of the criminal record at least five days prior to the in-person appeal meeting and an opportunity to dispute the accuracy and relevance of the report, which is already required of HUD assisted housing providers. See 24 C.F.R. § 982.553(d), which
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	applies to public housing agencies administering the section 8 rent assistance program.
2.	Prior to a denial based on a criminal record, the housing provider shall provide the applicant the opportunity to exclude the culpable family member as a condition of admission of the remaining family members.
3.	Prior to a denial decision, the housing provider is encouraged to meet with the applicant to review their application and make an individualized determination of their eligibility, considering: (a) factors identified in the provider's own screening policies, (b) if applicable, federal regulations, and (c) whether the applicant has a disability that relates to concerns with their eligibility and an exception to the admissions rules, policies, practices, and services is necessary as a reasonable accommodation of the applicant's disability. In making a denial decision, the housing provider shall consider all relevant circumstances such as the seriousness of the case, the extent of participation or culpability of individual family members, mitigating circumstances related to the disability of a family member, and the effects of denial on other family members who were not involved in the action or failure.
4.	The property manager will base any denial on sufficient evidence. An arrest record or police incident report is not sufficient evidence. Uncorroborated hearsay is not sufficient evidence.
5.	Denial notices shall include the following: a) The reason for denial with details sufficient for the applicant to prepare a defense, including: i) The action or inaction forming the basis for the denial, ii) Who participated in the action or inaction, iii) When the action or inaction was committed, and iv) The source(s) of information relied upon for the action or inaction. b) Notice of the applicant's right to a copy of their application file, which shall include all evidence upon which the denial decision was based. c) Notice of the applicant's right to copies of the property manager's screening criteria. d) Notice of the right to request an in-person appeal meeting on the denial decision by making a written request for a hearing within 45 days. The housing provider is not required to hold the unit open while the appeal is pending. e) Notice of the right to have an advocate present at the in-person appeal meeting and of the right to be represented by an attorney or other representative. f) Notice of the right to present evidence in support of their application, including, but not limited to evidence related to the applicant's completion or participation in a rehabilitation program, behavioral health treatment, or other supportive services.
6.	If the applicant requests an in-person appeal meeting, the hearing will be conducted by a person who was not involved in or consulted in making the decision to deny the application nor a subordinate of such a person so involved.
7.	The in-person appeal meeting shall be scheduled within ten working days of the request, unless the applicant requests a later date.
8.	A written decision on the application shall be provided to the applicant within ten working days after the in-person appeal meeting.

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

Yes	No
<input checked="" type="checkbox"/>	<input type="checkbox"/>

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.	<p>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.</p> <p style="padding-left: 40px;">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:</p> <p style="padding-left: 40px;">(1) A notice of the ban is issued to the tenant stating the:</p> <p style="padding-left: 80px;">(a) name of the person banned,</p> <p style="padding-left: 80px;">(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</p> <p style="padding-left: 80px;">(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.</p> <p style="padding-left: 40px;">(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.</p> <p>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.</p> <p>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.</p>

	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.

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

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

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

The project is willing to partner with HSC and its housing placement system to end homelessness for 20% of the total units. The project will also set aside units for families on the community by-name listand follow all Fair Housing laws. The 12 30% units will have a preference for homeless households. We will work with the Homeless Services Consortium to fill all of our 30% set aside units; however, we plan to work with Dane County VA to fill these units as well.

Total # of Project Units	# of Units Targeted to Individuals/Families experiencing homelessness	% of Units Targeted to Individuals/Families experiencing homelessness
60	12	20%

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

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

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

Yes	No
<input checked="" type="checkbox"/>	<input type="checkbox"/>

Project will not deny applicants for units targeted for individuals/families experiencing homelessness based on the following:
<ul style="list-style-type: none"> • Inability to meet a minimum income requirement if the applicant can demonstrate the ability to comply with the rent obligation based on a rental history of paying at an equivalent rent to income ratio for 24 months
<ul style="list-style-type: none"> • Lack of housing history
<ul style="list-style-type: none"> • Membership in a class protected by Dane County fair housing ordinances and non-discrimination ordinances in the municipality where the project is located.
<ul style="list-style-type: none"> • Credit score
<ul style="list-style-type: none"> • Information on credit report that is disputed, in repayment, or unrelated to a past housing or utility (gas, electric, and water only) obligations.
<ul style="list-style-type: none"> • Inability to meet financial obligations other than housing and utilities necessary for housing (gas, electric, water).
<ul style="list-style-type: none"> • Owing money to a prior landlord or negative rent payment history if the tenant's housing and utility costs were more than 50% of their monthly income.
<ul style="list-style-type: none"> • Owing money to a prior landlord or negative rent or utility payment history if applicant does one of the following: (1) establishes a regular record of repayment of the obligation; 2) signs up for automatic payment of rent to the housing provider; or (3) obtains a representative payee.
<ul style="list-style-type: none"> • Wisconsin Circuit Court Access records;
<ul style="list-style-type: none"> • Criminal activity, except: (i) a criminal conviction within the last two years for violent criminal activity or drug related criminal activity resulting in a criminal conviction, and (ii) if the program or project is federally assisted, criminal activity for which federal law currently requires denial. (Violent criminal activity is defined in 24 C.F.R § 5.100 and means any criminal activity that has as one of its elements the use, attempted use, or threatened use of physical force substantial enough to cause, or be reasonably likely to cause, serious bodily injury or property damage. "Drug related criminal activity" is defined in Wis. Stat. s. 704.17(3m)(a)(2). "Drug-related criminal activity" means criminal activity that involves the manufacture or distribution of a controlled substance. "Drug-related criminal activity" does not include the manufacture, possession, or use of a controlled substance that is prescribed by a physician for the use of by a disabled person, as defined in s. 100.264(1)(a), and manufactured by, used, by or in the possession of the disabled person or in the possession of the disabled person's personal care worker or other caregiver.)

SUPPORTIVE SERVICES:

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

Supportive Services Partner:	LSS
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Total annual budget for supportive services at project:	\$6,000		
Amount of annual funding project and/or developer will provide directly to supportive services at project:	\$6,000 see below notes on case manager		
Full-Time Equivalent position(s) dedicated to providing services at project:	.2		
Number of estimated weekly on-site hours of supportive services provided by identified partner:	8		
Project will provide on-site services in a dedicated space:	<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/> No

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

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

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

W. Complete the table for supportive units proposed:

% of County Median Income (CMI)	# of Bedrooms					
	Total # of Units	# of Studios	# of 1 BRs	# of 2 BRs	# of 3 BRs	# of 4+ BRs
≤30%	12		8	2	2	
40%						
50%						
60%						

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

<input checked="" type="checkbox"/>	Persons with disabilities	<input checked="" type="checkbox"/>	Veterans
<input type="checkbox"/>	Household experiencing chronic homelessness	<input checked="" type="checkbox"/>	Individuals recovering from physical abuse, domestic violence, dating violence, sexual assault or stalking
<input type="checkbox"/>	Other:		

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

<input type="checkbox"/>	Portion of developer fee	<input checked="" type="checkbox"/>	Annual Operating Support
<input type="checkbox"/>	Payments out of available cash flow	<input type="checkbox"/>	Other :

The property has committed to provide \$6,000 to LSS annually for services out of the project budget but that will likely increase through a reserve created from construction contingency. We are currently in discussions with LSS to hire a case-manager that would be used by all of our Dane County projects, all of which have County financing and support units. This would allow a case manager to have office hours at multiple sites vs a single site.

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

LSS collects data on an ongoing basis utilizing our Evolv database. Currently LSS has 2700 residents enrolled in Service Coordination over 108 total housing sites. Within the last year LSS has provided 66,819 units of direct service and had 19,954 individual 1-1 interaction with 4017 individual residents. Additionally, residents utilizing a LSS Service Coordinator have an average length of stay of 5.33 years compared to just 3.96 years for those who do not to receive services.



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

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

EXPERIENCE AND QUALIFICATIONS

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

Northpointe Development II Corporation

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

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

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

Multi Family Developments

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

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

ACC Management Group, Inc. is a full-service property management firm dedicated to providing professional results-oriented services to its clients. ACC currently operates over 80 properties

and 4500 apartments throughout Wisconsin's major markets and Illinois. Headquartered in Oshkosh, WI, ACC's exceptional team of multi-family leaders has a proven track record of excellence in management of affordable housing with various state and federal programs including, Section 42 Tax Credit, Section 8, and Section 515.

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

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

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

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

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

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

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

N/A

PROJECT FINANCING

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

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

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

SOURCE	AMOUNT	USES	AMOUNT
Equity	6,249,804	Property Acquisition	1,540,000
First Mortgage	5,949,000	Construction/Rehab Costs	13,901,190
AHP	2,000,000	Construction Contingency	686,310
City of Verona	2,100,000	Architectural & Engineering	416,400
Dane County	3,000,000	Interim Construction Costs	881,160
Deferred Dev Fee	1,248,756	Financing Fees & Expenses	105,000
		Soft Cost	155,500
		Syndication Costs	12,000
		Developer Fees	2,400,000
		Operating Reserves	450,000
TOTAL	20,547,560	TOTAL	20,547,560

II. Which of the identified sources have been secured?

Federal Equity and WHEDA First Mortgage can be applied for at any time. City of Verona affordable housing funds will be used to match successfully securing funds from AHP and Dane County, .

We have also applied for FHLBC AHP funds and will be notified in October. Based on the project location, City assistance, and favorable timeline we believe we have a good chance on receiving those funds.

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

The project will be applying for 4% Federal tax credits in November. Awards are granted after the project shows that it has a complete application and has scored over 120 points.

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

The project will provide the same level of county priorities without competitive credits (less equity). The Dane County funds will help reduce the financial gap of the project and allow long term operations. The project will meet a significant number of the county's priorities. The project will have 40 year affordability, all units set-aside at 30, 50, and 80% of the County median. The project will also be designed around sustainability and include a 29kw solar system and energy star certifications. Over 20% of the units will be three-bedrooms designated for families.

The project is well located in highly traveled location with access to public transportation, retail, jobs, and schools. The site is currently being used (underutilized) as single story retail and has acquisition costs that are above average due to the current use and excellent location. The project will add 12 new 30% units to the City of Verona. Lastly, construction costs and interest rates have increased significantly over the past 18 months creating a financial gap while using the federal 4% program. However, WHEDA has yet to publish their new QAP so it is unknown what sites in Dane County would be best suited to move forward. We believe that with the county's investment in this project we would be able to start construction in May of next year vs waiting until late 2025 or early 2026 to start construction.

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

OPERATING BUDGET

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

OPERATING EXPENSES										
Marketing										
Payroll										
Other Administrative Costs										
Management Fees										
Utilities										
Security										
Maintenance Expenses										
Property Taxes										
Insurance										
Reserves for Replacement										
Total Operating Expenses										
Net Operating Income										
Debt Service										
Asset Management										
Cash Flow										

verona 60 4%
Monks
PROJECTED CASH FLOW

Annual Income Increase	2.00%
Annual Expense Increase	3.00%

	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	
	Yr 1	YR 2	YR 3	YR 4	YR 5	YR 6	YR 7	YR 8	YR 9	YR 10	YR 11	YR 12	YR 13	YR 14	YR 15	YR 16	YR 17	YR 18	YR 19	YR 20	
INCOME																					
Gross Rental Income	919,848	938,245	957,010	976,150	995,673	1,015,587	1,035,898	1,056,616	1,077,749	1,099,304	1,121,290	1,143,715	1,166,590	1,189,921	1,213,720	1,237,994	1,262,754	1,288,009	1,313,769	1,340,045	
Vacancy Loss	(64,389)	(65,677)	(66,991)	(68,331)	(69,697)	(71,091)	(72,513)	(73,963)	(75,442)	(76,951)	(78,490)	(80,060)	(81,661)	(83,295)	(84,960)	(86,660)	(88,393)	(90,161)	(91,964)	(93,803)	
Net Rental Income	855,459	872,568	890,019	907,820	925,976	944,495	963,385	982,653	1,002,306	1,022,352	1,042,799	1,063,655	1,084,928	1,106,627	1,128,760	1,151,335	1,174,361	1,197,849	1,221,806	1,246,242	
Other Income	11,160	11,383	11,611	11,843	12,080	12,322	12,568	12,819	13,076	13,337	13,604	13,876	14,154	14,437	14,725	15,020	15,320	15,627	15,939	16,258	
Interest Income																					
Effective Gross Income	866,619	883,951	901,630	919,663	938,056	956,817	975,953	995,472	1,015,382	1,035,689	1,056,403	1,077,531	1,099,082	1,121,064	1,143,485	1,166,355	1,189,682	1,213,475	1,237,745	1,262,500	
EXPENSES																					
Administrative	122,231	125,898	129,675	133,565	137,572	141,699	145,950	150,329	154,838	159,484	164,268	169,196	174,272	179,500	184,885	190,432	196,145	202,029	208,090	214,333	
Utilities	38,000	39,140	40,314	41,524	42,769	44,052	45,374	46,735	48,137	49,581	51,069	52,601	54,179	55,804	57,478	59,203	60,979	62,808	64,692	66,633	
Maintenance	64,065	65,987	67,967	70,006	72,106	74,269	76,497	78,792	81,156	83,590	86,098	88,681	91,341	94,082	96,904	99,811	102,806	105,890	109,066	112,338	
Taxes & Insurance	153,500	158,105	162,848	167,734	172,766	177,949	183,287	188,786	194,449	200,283	206,291	212,480	218,854	225,420	232,183	239,148	246,322	253,712	261,323	269,163	
State Compliance	2,700	2,781	2,864	2,950	3,039	3,130	3,224	3,321	3,420	3,523	3,629	3,737	3,850	3,965	4,084	4,207	4,333	4,463	4,597	4,734	
Replacement Reserve	18,000	18,540	19,096	19,669	20,259	20,867	21,493	22,138	22,802	23,486	24,190	24,916	25,664	26,434	27,227	28,043	28,885	29,751	30,644	31,563	
Total Operating Expenses	398,496	410,451	422,764	435,447	448,511	461,966	475,825	490,100	504,803	519,947	535,545	551,612	568,160	585,205	602,761	620,844	639,469	658,653	678,413	698,765	
NET OPERATING INCOME	468,123	473,500	478,866	484,215	489,545	494,851	500,128	505,373	510,579	515,743	520,858	525,920	530,922	535,859	540,724	545,511	550,213	554,822	559,332	563,735	
First Mortgage	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	
Second Mortgage	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Third Mortgage	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Total Debt Service	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047	407,047									
Operating Cash Flows	61,076	66,453	71,819	77,168	82,498	87,804	93,081	98,326	103,532	108,696	113,811	118,873	123,875	128,812	133,677	138,464	143,166	147,775	152,285	156,688	
Transfer from/(to) reserves	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Cash Flow Before Fees	61,076	66,453	71,819	77,168	82,498	87,804	93,081	98,326	103,532	108,696	113,811	118,873	123,875	128,812	133,677	138,464	143,166	147,775	152,285	156,688	
Defer Dev. Fees	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Cash Flow	-	-	-	-	-	-	87,068	133,677	138,464	143,166	147,775	152,285	156,688								
Cash Flow	-	-	-	-	-	-	-	-	-	-	-	-	-	-	87,068	133,677	138,464	143,166	147,775	152,285	156,688



RESIDENT SELECTION CRITERIA

The Argus – Effective TBD

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

The Application Process

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

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

Income

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

Credit Reports & Co-signer Requirements

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

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

Criminal Report

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

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

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

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

Occupancy Issues

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

Domestic Violence

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

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

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

Applicant Acknowledgement

I have received, read, understand and agree to the above resident selection criteria.

_____ Applicant Signature	_____ Printed Name	_____ Date
_____ Applicant Signature	_____ Printed Name	_____ Date
_____ Applicant Signature	_____ Printed Name	_____ Date
_____ Applicant Signature	_____ Printed Name	_____ Date
_____ Community Manager Signature	_____ Printed Name	_____ Date



July 24, 2024

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

RE: The Argus

Dear Mr. O'Brien,

This letter serves as evidence of ACC Management's commitment to serve as the Property Management agent for the Argus, an 60-unit affordable multifamily property located in Verona, WI. Northpointe Development plans to apply for Non-competitive Housing Tax Credits in November of 2024. If awarded tax credits they plan to start construction in April of 2025. ACC has significant experience in managing high-quality affordable housing projects throughout Wisconsin and has partnered with Northpointe on similar developments to-date.

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

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

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

Sincerely,

A handwritten signature in black ink, appearing to read "CHAND", written over a horizontal line.

Chris Hand
President

The Argus
LSS Support Service Provider

SUPPORTIVE SERVICES PLAN: Provide a detailed description of how supportive services will be secured for project tenants. Use the table below to provide details of how supportive services will be provided to tenants. The plan should note any differences between services targeted to units with the HSC preference and services that will be available building-wide. Attach a letter from the identified partner(s) confirming the details of the plan.

Name of Supportive Services Partner, and number of staff dedicated to project:	Lutheran Social Services with have one part time staff dedicated to this project as well as a supervisor providing oversight.
Scope of Services provided to tenants and approaches supportive service partner will use to address needs of tenant population:	Lutheran Social Services will utilize wraparound a service coordination model where families residing at the property, including Veterans and persons with disabilities, will be given a single point of entry to accessing community and supportive services. An on-site coordinator will meet with individuals and families to complete an intake assessment and develop a strength-based, goal-oriented plan of care. The service coordinator will work with the tenant and their surrounding existing natural supports, to build a comprehensive team, to explore areas of need, and fill gaps in supports where identified.
Where tenants will access services. For examples will services be on-site at development in designated space or by referral to off-site community supports:	LSS Staff will have a confidential space at the apartment community where tenants and families can schedule appointments or drop in for support and services. The Service Coordinator is also available by phone and email when offsite, to provide additional supports as needed during business hours.
If services provided are referral to off-site community supports, please detail how tenants will receive information on supportive services that are available to them before and after needs arise:	LSS Staff will work with the household to identify strengths and needs through an assessment tool. Based on this information, as well as self-reported data, the Service Coordinator will provide detailed information on services the household may qualify for and how to access them. The Service Coordinator can assist in establishing points of contact and arranging service delivery.
The frequency of services provided and/or a proposed schedule of when services are available to tenants:	LSS staff will have consistent office hours which will be posted in several spots in the apartment complex, including the community room and other common areas. If tenants are unavailable during these times the Service Coordinator can be available for appointments or via phone.
How the supportive services partnership will be funded, including if the respondent is providing funding to support the partnership:	The property has committed to provide \$6,000 to LSS annually for services. We continue to have conversations with LSS to look for other avenues to obtain financial resources for our partner.
Relevant performance data that provides insight into the supportive service partner's experience serving the target	LSS collects data on an ongoing basis utilizing our Evolv database. Currently LSS has 2700 residents enrolled in Service Coordination over 108 total

<p>tenant population, and the outcomes for their tenants. Metrics could include the number of individuals served in a related program in a year, housing retention rates for individuals served in that program, connections to employment, etc:</p>	<p>housing sites. Within the last year LSS has provided 66,819 units of direct service and had 19,954 individual 1-1 interaction with 4017 individual residents. Additionally, residents utilizing a LSS Service Coordinator have an average length of stay of 5.33 years compared to just 3.96 years for those who do not to receive services.</p>
<p>How the supportive services partner and the respondent will work together to ensure the best outcomes for tenants, such as housing retention:</p>	<p>Service Coordinator will also work with the Property Management team to identify alternative strategies to avoid a negative outcome with tenants. This would include identifying and coordinating natural and community supports to assist individuals in continuing placement in their residence.</p>

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

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

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

Population Served

All residents of The Argus (Argus) will be given information on the services offered. A wide variety of services will be offered that will meet the needs of families with preference to household's meeting the homeless category as well as to individuals with physical, mental or developmental disabilities.

The service coordination will be handled by Lutheran Social Services of Wisconsin & Upper Michigan, Inc. (LSS). The responsibilities associated with the coordination of services are estimated to be part-time.

Supportive Services

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

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

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

- Completion of an intake assessment by the Service coordinator. It is understood and agreed that the resident has to voluntarily agree to participation in the process.
- Development of a case management plan. This plan may include referral to other resources, including the Disability Resource Center, and other community supports.
- The scheduling of regular educational services with an emphasis on presentations designed to assist residents in overcoming barriers as identified on the tenant assessments. Potential sessions include self-improvement, employment opportunities and financial management.
- Other empowerment services will also include:
 - *Assistance with Benefits* - Through connection to educational workshops and seminars along with in person counseling and assistance, LSS will help individuals access their benefits that have been made available to them. These services will help pay for care, and assist with access to Medicare, Veterans benefits, pensions, welfare assistance, and social security among other benefits.

- o *Employment Services* - LSS has the mission and goal to empower people to take control of their lives by becoming independent, productive members of the community. One way to attack this goal is to promote, plan, and provide, health, welfare, and economic well-being for tenants by coordinating employment services counseling they need in order to become a more stable member of the community. Content of employability assistance includes coordination, provision of, or referral of but not limited to: Assessment regarding readiness for employment; Evaluating interest area; increasing skill level; Resume development, and; Interview skills. These services will be accompanied with continued support and counseling on an as needed basis for individuals seeking out this education.
- o *Financial Literacy* - LSS Financial Counseling is a non-profit, full-service credit counseling agency. Services include budget and debt counseling, debt management plans, bankruptcy counseling and education, credit report review, financial education, and many others. LSS Financial counselors assist their clients to become financially literate and empower them with the skills they need to understand their finances and create financial plans for their futures. All financial counselors are fully-certified along with other specialized training and certifications. LSS Financial Counseling is an accredited and trusted provider and is associated with associations such as the National Foundation for Credit Counseling and Council on Accreditation.

The goal of the Service Coordinator is to enhance the success of resident with an identified disability, to promote their ability to remain a tenant at Argus. The services identified above will enhance independent living success and promote dignity of residents by addressing needs with a one-on-one approach.

Lutheran Social Services Experience with Providing Supportive Services

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

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

Traditional service provision through LSS has long included services to individuals with disabilities. LSS has experience working with the above referenced population. Current LSS programs known to include disabled individuals as participants/service recipients include:

- HUD Housing and HUD and Tax Credit Housing Service Coordination
- Off the Square Club- a daytime drop in center for people with serious and persistent mental illness as well as homelessness. Emotional support, vocational and recreational opportunities, and structuring of individual schedules are available.
- Rapid Rehousing and Housing First programming in Dane, Eau Claire, Racine and Kenosha Counties, in Wisconsin, and several counties in the Upper Peninsula in Michigan. Including active participation in and attendance at the Dane County Continuum of Care meetings, as well as the Veterans Committee on Homelessness.
- Veterans Housing and Recovery Programming - residential facilities for homeless veterans to receive the job training, education, counseling and rehabilitative services they need to obtain steady employment, affordable housing and the skills to sustain a productive lifestyle
- Outpatient Treatment Services- intensive outpatient treatment for adults and adolescents dealing with addiction.
- Quality Mental Health clinics and services
- Comprehensive addiction and recovery services. Our programs work in partnership with most Wisconsin counties, the Department of Health Services, and the state and federal corrections departments.
- Community Supported Living and Support Brokering for older adults and individuals with disabilities

Funding for Supportive Services

Northpointe and LSS will enter into a supportive services agreement, in a form mutually agreeable to Northpointe and LSS.

Marketing Plan/ Referral Network:

LSS will provide wraparound service coordination to individuals seeking support. Linking them to supportive community services with a desired outcome of keeping them in a stable housing. Specific services offered by LSS include:

- Completion of an intake assessment to identify strengths and areas of need.
- Development of a strength based plan of care. This plan may include referral to other community agencies, and identification of additional resources.
- The LSS Wraparound Service Coordinator will facilitate programming and supportive services. This will be done through:
 - An on-site presence by the Service Coordinator. LSS staff will have on-site visits at the Apartment complex where individuals can schedule appointments or drop in for support and services.
 - Facilitation of educational training and events. These will be based on the needs of the residents and can focus on resident identified issues such as, budgeting, financial education.

In addition to providing LSS services the on-site wraparound service coordinator will refer residents to other community resources based on their individual plan of care. Currently LSS has developed or/is in process of developing community partnerships with the following:

- Wisconsin Senior Employment Program, in coordination with the Job Centers of Wisconsin, will provide subsidized, part-time work experience to obtain the skills necessary for obtaining permanent employment.
- UW Extension Dane County will provide onsite trainings and educational events of no cost to our site. Training topics include;
 - o Financial coaching and one to one consultations,
 - o Nutritional education programs on topics such as choosing healthy diets on a limited budget and shopping strategies for spending wisely at the grocery store.
- Referral to local food pantries and economic support.
- Partnering with UW Health to provide access to healthcare of other service.
- Referral to a Financial Counselors through WIBBEC to promote financial stability and entrepreneurial ship.

LSS will also assist the property management group in outreach efforts with community partners to raise awareness of this unique opportunity with residents. LSS will work with the management company to market the units to other in need.

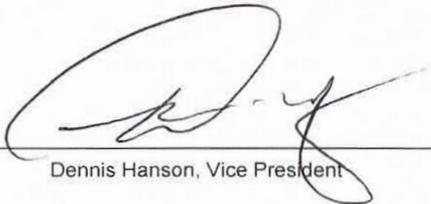
These services will enhance independent living success and promote the dignity of residents by addressing needs with a one-on-one approach. This approach will include ongoing follow-up and case management where needed. Through provision of the wrap around service model, families and individuals at Hogan will have the tools necessary to strengthen family relations, identify necessary and beneficial resources, and positively impact their length of tenancy in this community.

Signature Page

NORTHPOINTE DEVELOPMENT

LUTHERAN SOCIAL SERVICES OF
WISCONSIN AND UPPER MICHIGAN,
INC.

By: Sean OB

By: 
Dennis Hanson, Vice President

The Argus 1050 N Edge Trail, Verona WI

Supportive Service Plan and referral sources

For the 20% special needs units:

ACC will affirmatively market to individuals with physical, mental, or developmental disabilities by working closely with:

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

ACC will:

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

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

Characteristics of the specific target population.

Individuals or Veterans that are experiencing homeless or at-risk for becoming homeless as well as formally homeless families. Assist households in re-establishing independence and self-sufficiency through Case Management services, such as budgeting, daily living skills education, coordination of benefits counseling, health care assessments, housing assistance, family counseling, as well as and employment placement.

Describe how the proposal addresses the local area's housing priorities and needs.

There is clearly a need for affordable housing in Dane County and specifically for homeless or at-risk households. Currently there are 486 individuals and 130 families listed on the Dane County Homeless

Consortium's webpage. Also, according to the United States Census Bureau, Dane County has a large population of military personnel who served in the Vietnam War.

The project will provide affordable housing options for individuals at or below 30% CMI, 50% CMI, and 80% CMI. The property will have a total of 60 units of which 20% or 12 units will be set-a-side for the target population at or below the 30% CMI level. An Additional 7 units at 50% CMI will be set-a-side for vets. Through the efforts of the property management staff, support service providers and case managers, the property will work with the services provided by the Lutheran Social Services, Joining Forces for Families, Veterans Assistance Foundation and the various public and private agencies in providing the quality housing needed at affordable level needed in the community along with the support services needed by our tenants. Federal housing subsidies have been greatly reduced in recent years and the project is ideally suited to fill the gap for the affordable housing needs.

Evidence of outreach activities and engagement with local collaborative long-term support partners specifically to reach target population.

Lutheran Social Services of WI and Upper Michigan
6737 W Washington Street, STE 2275
West Allis WI, 53214
414-246-2300

Lutheran Social Services (LSS) has a strong history of providing wraparound service coordination and case management services to residents of housing complexes in numerous locations throughout Wisconsin and Upper Michigan, and is recognized as a provider of choice in the state for partnering with development companies to develop supportive services within affordable housing.

Joining Forces for Families
1200 East Verona Ave
Verona WI 53713

Joining Forces for Families (JFF) is a voluntary, community-based, supportive service that helps families address their basic human needs. By quickly linking clients to resources, JFF often keeps families stable and deflects them away from costly formal system interventions.

The JFF program encourages cooperation between agencies in caring for families. JFF uses the combined talents and resources of the Dane County Human Services Department, public health, county and local law enforcement agencies, school districts, human services organizations, and residents to support the success of children, youth and families in home, school and the community.

Badger Prairie Needs Network
1200 E Verona Road, Verona WI
608.848.2499

BPNN operates one of the busiest food pantries in Dane County, Wisconsin. More than a food pantry, we also offer free community meals, nutrition education for seniors and children, hands-on cooking classes in our Prairie Kitchen, a community garden, and legal advocacy to fight homelessness and level the playing field for people with limited financial resources. BPNN is a founding member of the Kitchen

to Table: Wisconsin Food Recovery Network with a mission to reduce food waste by repackaging and distributing surplus prepared food donated by commercial food services organizations.

Wisconsin Department of Veterans Affairs
2135 Rimrock Road, Madison, WI 53713
608.266.1311

Programs included in the department's mission are the: Wisconsin Veterans Homes, Wisconsin Veterans Memorial Cemeteries, Veterans Administration Regional Claims Office, Military Funeral Honors Program, Veterans Assistance Program and the Wisconsin Veterans Museum. These programs are designed to provide health, educational assistance, economic assistance and other services to specified veterans of the armed forces of the United States.

U.S. Department of Veterans Affairs
5400 W. National Avenue, Milwaukee, WI 53214
800.273.8255

The U.S. Department of Veterans Affairs offers numerous benefits and services to veterans. Services include: housing assistance, medical services and counseling, career training and placement, educational and vocational counseling, independent living services, transportation, financial support, and housing.

Wisconsin Department of Veterans Affairs (WDVA)
201 W. Washington Avenue, Madison, WI 53707
800.947.8387

The WDVA provides numerous benefits and services to Wisconsin veterans and works closely with the county veteran service officers. Services include: health care aide including medical, dental, vision and hearing, grants and financial aid, housing and nursing and skilled care for elderly.

Dane County Veterans Services Office
210 Martin Luther King Jr Blvd, Madison, WI 53703
608.266.4158

The Mission of CVSO is to assist Dane County veterans and their families with obtaining local, state, and federal veterans benefits. The Dane County Veterans Service Office is committed to customer service and advocacy as veterans seek out eligible benefit entitlements.

Eligibility screening and assessment procedures to affirmatively market units specifically for the target population being proposed for the units.

The property management staff and Service Provider will ensure equal opportunity and affirmatively further fair housing. Through affirmative measures we will ensure access for assisted veterans housing regardless of race, color, religion, national origin, sex, familial status and disability. The property design will also provide accessible housing to person with all varieties of disabilities.

See attached Fair Housing Policy.

Potential residents from the target population will be offered housing on a first-come basis unless referred to the property from the Homeless Services Consortium service provider. The service provider and or the Veterans Case Manager will assess each individual or family to determine needs and coordinate with the various public and private agencies in providing the most effective supportive services needed.

A waiting list policy specifically designed for the target population, which includes engagement with the specified local collaborative long-term support partner(s).

A waiting list will be maintained with housing available on a first come basis. Individuals and families referred by service provider or any of the local or state veterans organizations will be placed on the waiting list if a housing option is not currently available with priority status. The waiting list will be routinely updated and status of available apartments will be communicated to the individual/family or referral agency to ensure delivery of housing as soon as it is made available.

Description of how supportive services will be made available to tenants, outlining the role of any primary and collaborative service provider partners, including all publicly and privately available resources. Include engagement strategies that will be used to ensure tenants have choice of service provider, regardless of supportive housing management plan in place.

Prior to completion of the building, management will contact all of the service providers in determining available services currently offered. A Support Service Reference Manual will be created which will be used to explain to residents the options for services.

Determination of supportive services and assistance needed by residents will initially be determined by the Services providers prior to their residency. The appropriate agency or organization would then be contacted to availability for the services or funding. In some cases there are options for services or funding while others are very limited and depend on availability or current funding. Coordination with the agency will be provided and assistance to the resident to complete necessary procedures and application process.

Partial List of Services:

- Vocational and rehabilitation counseling;
- Employment and training;
- Educational assistance;
- Health care services;
- Daily living services;
- Personal financial services;
- Transportation;
- Income support;
- Fiduciary and representative payee services;
- Legal services;
- Housing counseling;

- Time-limited payments to third parties to maintain or obtain housing.



FAIR HOUSING

ACC Management Group firmly believes in upholding all Federal, State and Local Fair Housing Laws and requires strict compliance by its employees. Through education, seminars and to avoid discrimination lawsuits, ACC keeps its employees current on all changes regarding Fair Housing. Failure to abide by these guidelines can create damaging financial consequences. This section is provided to outline your responsibilities in relation to this important area of property management.

A. FAIR HOUSING - PROTECTED CLASSES

Fair Housing Laws will always impact the marketing of your apartment community. Since the Civil Right's Act of 1968, there have been protected classes both by Federal and by State definition. At a minimum, the Federal protected classes must be honored in your state. If the state in which you do business has additional protected classes, these also must be added to the list of protected classes that cannot be discriminated against.

FEDERALLY PROTECTED CLASSES DEFINED

Protected Classes	Description
Race	Generally, a member of a group united or classified together based on a common history, nationality or geography.
Color	The color of a person's skin.
Family Status	A household with minor children. A person who is pregnant or seeking custody of a child, or is planning adoption or guardianship is included
Handicapped/Disability	Having a physical or mental impairment that substantially limits one or more major life activities, or having a record of, or being perceived as having a disability.
Sex	Being male or female.
National Origin	Generally, a member of a nation by birth or naturalization or having common origins or traditions.
Religion/Creed	Sincerely held religious, moral or ethical beliefs and practices.

Listed below are the protected classes for the State of Illinois, Iowa and Wisconsin:

Protected Class	Illinois	Iowa	Wisconsin
Race	√	√	√
Color	√	√	√
Religion/Creed	√	√	√
Sex	√	√	√
Handicap/Disability	√	√	√
Familial/Family Status	√	√	√
National Origin/Ancestry	√	√	√
Marital Status	√		√

Sexual Orientation		√	√
Lawful Source of Income			√
Age			√
Unfavorable Discharge from the Military	√		
Military Status	√		
Gender Identity		√	
Retaliation		√	

States, counties and local municipalities may develop their own fair housing ordinances, which may be defined differently in each state, county or municipality, so it is important to become familiar with the local fair housing ordinances affecting your area. These ordinances tend to offer broader protections and may have more protected classes than federal or state law.

Until 1988, the Federal Fair Housing Law carried only minimal consequences to apartment communities that discriminated in housing. In 1988, however, some very significant changes were made in the Federal Fair Housing Law through the Fair Housing Amendment of 1988. Essentially, two federally protected classes were added in 1988, those being **families** and **the physically and mentally challenged**. Not only did the list of protected classes grow, but also the penalties for discriminating against these classes were also increased substantially.

In the past, the person who was discriminated against would have to bring a charge against the party accused of discrimination in a civil court proceeding. This is no longer necessary. HUD and State Fair Housing Agencies have the right to file a discrimination complaint and to mediate these discrimination complaints without going through civil proceedings. Not only are the penalties much greater (\$10,000 - \$100,000 +), the possibility of having a discrimination suit filed against a property has also increased. Therefore, ACC has established clear guidelines for you to use to avoid discrimination on your rental property.

The Equal Housing Opportunity Agreement Form **[ACC-FH-205]** must be signed by **ALL** staff members associated with the apartment community and goes in their personnel file.

This form expresses each of ACC's employees' intent to not discriminate. Its purpose is to reduce any liability that the ACC would face should an employee choose to or inadvertently discriminate. It sets forth ACC's standards and clarifies the management company's position toward discrimination. This is an important tool for the management company to have in place should a discrimination suit be filed. Whenever there is a discrimination suit, both the individual accused of discrimination and the management company may be held liable.

The safest approach to Fair Housing is to treat everyone equally and to implement all policies consistently. If you apply company policies consistently and treat all parties equally, you will better protect yourself and ACC from a discrimination suit. You are never completely safeguarded from a discrimination complaint, because at any time an individual who chooses to do so may file a complaint. However, you will have resources available to dispute the complaint if you have consistently applied company policies and treated all parties fairly.

EACH NEW EMPLOYEE **MUST** VIEW THE IREM "FAIR HOUSING IN THE 90'S" VIDEO AND SATISFACTORILY PASS THE QUIZ BEFORE COMPLETING THEIR ORIENTATION.

In order to assure conformance to this requirement, ACC has implemented the use of the “Rental Board and Weekly Traffic Report” [ACC-M-305]. All ACC properties are required to list **each** call and **each** visit on this form so that there are consistent records in the event of a discrimination complaint. This form also helps you and your staff to ask the appropriate qualifying questions to each prospect so that you can market your property more effectively. The Weekly Traffic Report is required to be submitted weekly with all other reports. This worksheet will be discussed in Section III in more detail.

FAIR HOUSING DO'S AND DON'TS (Include but are not limited to)
--

- | |
|--|
| <ul style="list-style-type: none">Treat all residents and prospects equally.Always quote the same rental rates.Offer the same concessions to all prospective renters.Disclose unit availability consistently.List all calls and visits on the required ACC form.Do not steer prospects to a particular unit, building, or location within the property.Offer property tours (model, common areas, etc.) consistently to all prospects.As much as possible, spend equal time with and give the same information to each prospect.Provide prompt and courteous maintenance service to all residents.Enforce all ACC policies, procedures, and regulations consistently. |
|--|

One question that commonly occurs when discussing Fair Housing is, "Do you mean I have to rent to these protected classes even if I think they will not make good residents?" *The answer is "it depends"*. These laws are created to protect certain parties from being discriminated against solely because they are in a certain class of people. For instance, if you decide not to rent to a minority, the question may become "why"? Did you not rent to the minority because you wanted an all-white resident population? If so, then you discriminated. If you did not rent to a minority person because of poor credit, a bad landlord reference, or insufficient income to qualify to live on your property, then you have not discriminated as long as you use the same qualifying criteria for all prospects. Qualifying criteria are discussed in more detail in Section V. You may be accused of discrimination, but your records should clearly show why you refused to rent the apartment and that should substantiate any counter claim you must make. Whenever you are unclear about whether or not to rent to someone, consult your Supervisor.

We have attempted here to touch on the highlights of the program so that you have a working knowledge from which to begin leasing and management of your community. If you remember to treat everyone fairly and offer everyone the same rental rates and concessions; if you do not attempt to steer individuals to a certain apartment; and if you consistently disclose what units you have available at a particular time; you are well protected within the law. The grounds on which you may accept or reject an application are discussed later in this manual with ACC leasing guidelines. These guidelines should be the only criteria upon which a leasing decision is made.

B. IT REALLY HAPPENED!

The following situation occurred in the Washington D.C. area and resulted in a penalty of \$2.4 million to the Owner of the property!

P.S. The party required to pay the \$2.4 million was the management company!

A mother of two young children inquired about an apartment for rent. The Resident Manager told the woman that the rental community was "**all adult**" and that no children were allowed.

The would-be renter complained to a local Fair Housing group who sent a tester to investigate. The same thing occurred to the tester. The Resident Manager told the tester that the rental community did not allow children.

The would-be renter and the Fair Housing group filed a lawsuit against the management company for discrimination against families with children.

During the investigation, the attorneys were permitted to go through rental applications held by the management company's properties for the past year. The attorney saw comments handwritten on the application that repeatedly denied rentals because of the fact that the applicant has children.

The attorneys were able to convince the jury that the management company had by "**pattern and practice**" been refusing to rent to families, which was a violation of the Fair Housing Law. The jury awarded the rejected applicant \$2,000.00 for her out-of-pocket losses, and \$413,000.00 to the Fair Housing group so that they could test all of that management company's properties in the future. Finally, it ordered the management company to pay \$2 million to the applicant and the Fair Housing group for punitive damages.

Needless to say, the management company is appealing.

Karen Barr, Esq. Wilmer, Cutler and Pickering, 2445 "M" St., NW, Washington, DC 20037

C. ADVERTISING AND FAIR HOUSING

Fair Housing Law does not allow discrimination against protected classes in your advertising. The use of people in display advertising and in ACC brochures is prohibited. In addition, many words or references to certain geographical locations (such as "near St. Michael's Cathedral") are prohibited.

HUD regulations provide that all advertising, whether visual or auditory, for the sale, rental or financing of housing should contain the Equal Housing Opportunity logo, statement or slogan. This is not limited to newspaper advertisements, but applies to all written, radio, television and video advertising also. It should appear in bold and be clearly visible.

In order to protect your property from advertising discrimination, **THE ACC MARKETING DEPARTMENT AND/OR YOUR SUPERVISOR MUST APPROVE ALL ADVERTISEMENTS BEFORE THEY ARE PLACED.**

D. OCCUPANCY GUIDELINES

ACC maintains a general occupancy guideline of two persons per bedroom. However, each ACC property is required by law to have specific occupancy guidelines. These occupancy guidelines are dictated by the appropriate local municipality. Each Regional Manager will retain a copy of local occupancy codes from each municipality in which they oversee a property. Regional Managers will monitor these restrictions and advise Community Managers if there is any deviation from the ACC policy of two persons per bedroom.

These guidelines must be strictly adhered to. **NO EXCEPTIONS are permitted.**

E. SPECIAL CONSIDERATIONS FOR FAIR HOUSING

1. ADA COMPLIANCE

The Americans with Disabilities Act requires common, public areas to be accessible to handicapped individuals. This means that access to the building(s), hallways, the rental office, and other areas that are open to the general public must be handicap-accessible. This compliance is required on all properties unless financial or architectural hardships make this impossible. If any of your common areas are not easily accessible to the handicapped, harsh penalties can be incurred. Please bring any such restricted areas to the attention of your Supervisor so that reasonable alterations can be made to conform to these requirements.

TDD phone numbers are required for all government-assisted properties.

2. ALTERATIONS FOR THE PHYSICALLY AND MENTALLY CHALLENGED

The 1988 Federal Fair Housing Amendment requires property owners to be flexible in providing alterations in apartments for the physically challenged. In general, these guidelines state that

**Memorandum of Understanding and Service/Marketing Plan
For
The Argus
Verona, WI**

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

Scope of Services:

LSS will provide Service Coordination services to low-income Veterans and families experiencing or at risk of homelessness, who require and request access to supportive services to maintain housing. The project will include 60 units, 12 low-income units with very low rents (30% CMI units) that can be offered to the target population including referrals from Dane County's Coordinated Entry and Homeless Veterans. A designated Service Coordinator will be responsible for linking the target population at the site with supportive, medical, or advocacy services in the general community for which they are entitled, with a desired outcome of keeping them independent in their units.

Specific services to be offered under this agreement include:

- Completion of an intake assessment for Veteran residents or families experiencing homelessness. The Service Coordinator will make reasonable effort to engage these residents in this process. It is understood and agreed that the tenant has to voluntarily agree to participation in the process.
- Development of a case management plan for Veterans or families experiencing homelessness, completing the intake assessment. This plan may include referral to other resources, including Veteran specific services and resources and supportive community services for families. Specific services will include linking residents with programs that support independence and self-sufficiency, employment opportunities and financial assistance and management.
- The Service Coordinator will facilitate programming and supportive services for the project. This will be done through:
 - o Monthly on site visits by the assigned Service Coordinator during the three month lease of phase and quarterly on site visits by the assigned Service Coordinator quarterly thereafter for the term of this agreement. An assigned service coordinator will also be available by telephone and email outside of the designated times above.
 - o Facilitation of an annual meeting where tenants and the management company can meet to discuss any issues or concerns.

The scheduling of quarterly educational services with an emphasis on presentations designed to assist Veteran residents and families experiencing homelessness in overcoming

barriers as identified on the tenant assessments. Potential sessions include self-improvement, employment and educational opportunities and financial management, and developing relationships with the County Veterans Service Officer and the Center for Veterans Issues.

In addition LSS agrees to assist the property management group in outreach efforts with community partners to raise awareness of this unique opportunity with the target population. LSS will work with the management company to market the low-income units to the target population as able.

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

Traditional service provision through LSS has long included services to Veterans and individuals at risk of homelessness. The Business Leadership Team of LSS has identified targeting and expanding services to Veterans as a need and priority. As a result of the above LSS has over three years' experience working with Veterans and homeless families. Current LSS programs known to include Veterans and at risk homeless populations as participants/service recipients include:

- HUD Housing and HUD Housing Service Coordination
- Off the Square Club- a daytime drop in center for people with serious and persistent mental illness as well as homelessness. Emotional support, vocational and recreational opportunities, and structuring of individual schedules are available.
- Veterans Housing and Recovery Programming - residential facilities for homeless veterans to receive the job training, education, counseling and rehabilitative services they need to obtain steady employment, affordable housing and the skills to sustain a productive lifestyle
- Dane County Rapid Rehousing Program - a program providing homeless families with rent assistance and supportive case management services
- Outpatient Treatment Services- intensive outpatient treatment for adults and adolescents dealing with addiction.
- Pre-marriage workshops

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

NORTHPOINTE DEVELOPMENT



Date 05/24/2024

LUTHERAN SOCIAL SERVICES



Date 5/24/2024

Lutheran Social Services (LSS) has a strong history of providing wraparound service coordination and case management services to residents of housing complexes in numerous locations throughout Wisconsin and Upper Michigan, and is recognized as a provider of choice in the state for partnering with development companies to develop supportive services within affordable housing.

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

Scope of Services:

LSS will provide wraparound service provision and coordination, linking residents to supportive community services with a desired outcome of keeping the tenant and family members in stable housing. Specific services offered by LSS include:

- Completion of an intake assessment to identify strengths as well as areas of need for individuals and families. The Service Coordinator will make reasonable effort to engage residents in this process. It is understood and agreed that the resident has to voluntarily agree to participate in the process.
- Development of a case management plan for residents completing the intake assessment. This plan may include referral to other resources, including services and resources specific to their needs. This will include linking residents with programs that support independence and self-sufficiency, access to benefits, employment opportunities and financial assistance and management.
- The LSS Wraparound Service Coordinator will facilitate programming and supportive services for families. This will be done through:
 - An onsite presence by the Service Coordinator. LSS Staff will have a confidential space at the apartment community where tenants and families can schedule appointments or drop in for support and services. The Service Coordinator is also available by phone and email when offsite, to provide additional supports as needed, during business hours.
 - Facilitation of educational presentations and workshops. These will be based on the needs of the residents and can focus on resident identified issues such as positive parenting, budgeting, employment, educational resources, and benefit eligibility.
 - Connection to existing LSS services in the Madison area, including but not limited to, mental health counseling and psychiatric care through telehealth.

In addition to providing families access to LSS services the onsite wraparound service coordinator will refer residents to other community resources based on their individual plan of care. Currently LSS is in the process of developing community partnerships with the following:

- State of Wisconsin Department of Workforce Development, in coordination with the Job Centers of Wisconsin, to provide subsidized part-time work experience to obtain the skills necessary for obtaining permanent employment.
- UW Extension Dane County will provide onsite trainings and educational events of no cost to families. Training topics could include:
 - Financial coaching and one to one consultations
 - Nutritional education programs on topics such as choosing healthy diets on a limited budget and shopping strategies for spending wisely at the grocery store
- Dane County Veteran Services who can assist veterans and their families with obtaining local, state and federal benefits. Veterans Services also could assist tenants with the application process.
- Wisconsin Women's Business Initiative Corporation (WWBIC) has partnered with LSS to provide group training and events that focus on assisting tenants with managing household finances and increasing financial capabilities.

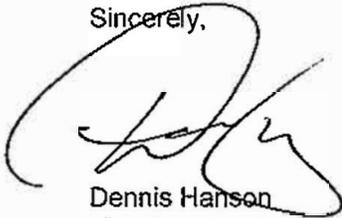
The goal of the Service Coordinator is to enhance the success of Veteran residents, and families experiencing homelessness, and to promote their independence and ability to remain in their unit. The services identified above will enhance independent living success and promote dignity of residents by addressing needs through a person specific approach.

LSS is a member and attends the Dane County Continuum of Care meetings, and currently operates several Rapid Rehousing programs in Dane County. In addition, LSS currently operates three Veterans Housing and Recovery Programs within the state of Wisconsin, for homeless veterans to receive the job training, education, counseling and rehabilitative services they need to obtain steady employment, affordable housing and the skills to sustain a productive lifestyle. LSS provides wrap around Service Coordination at other sites in the Madison area, and are familiar with the supports in the community to serve Veterans and individuals and families experiencing homelessness.

In addition to services outlined above LSS will assist property management in outreach efforts with community partners to raise awareness of this unique opportunity for Veterans and families at risk or experiencing homelessness. LSS will work with the management company to market the low-income units to families in need.

We strongly believe that through provision of the wrap around service model, families at Uptown Hills will have the tools necessary to strengthen family relations, identify necessary and beneficial resources, and positively impact their length of tenancy in this community. We look forward to partnering with Northpointe Development on this exciting development.

Sincerely,



Dennis Hanson
Vice President: Residential/Housing Services/Facility & Asset Management

MyPortfolio | Sharing | Reporting | Recognition

Congratulations! You have successfully created your design property.

The Argus Apartments



1050 N Edge Trail, Verona, WI 53593 | [Map It](#)
 Portfolio Manager Property ID: 35424664
 Year Built: 2026
[Edit](#)

Not currently eligible for ENERGY STAR Certification

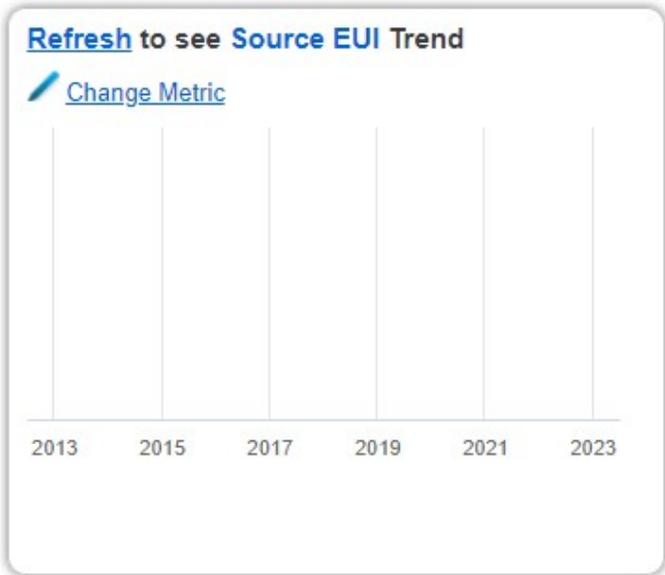
[Change Metric](#)

Weather Normalized Source EUI (kBtu/ft²) Why not score?

Current: N/A

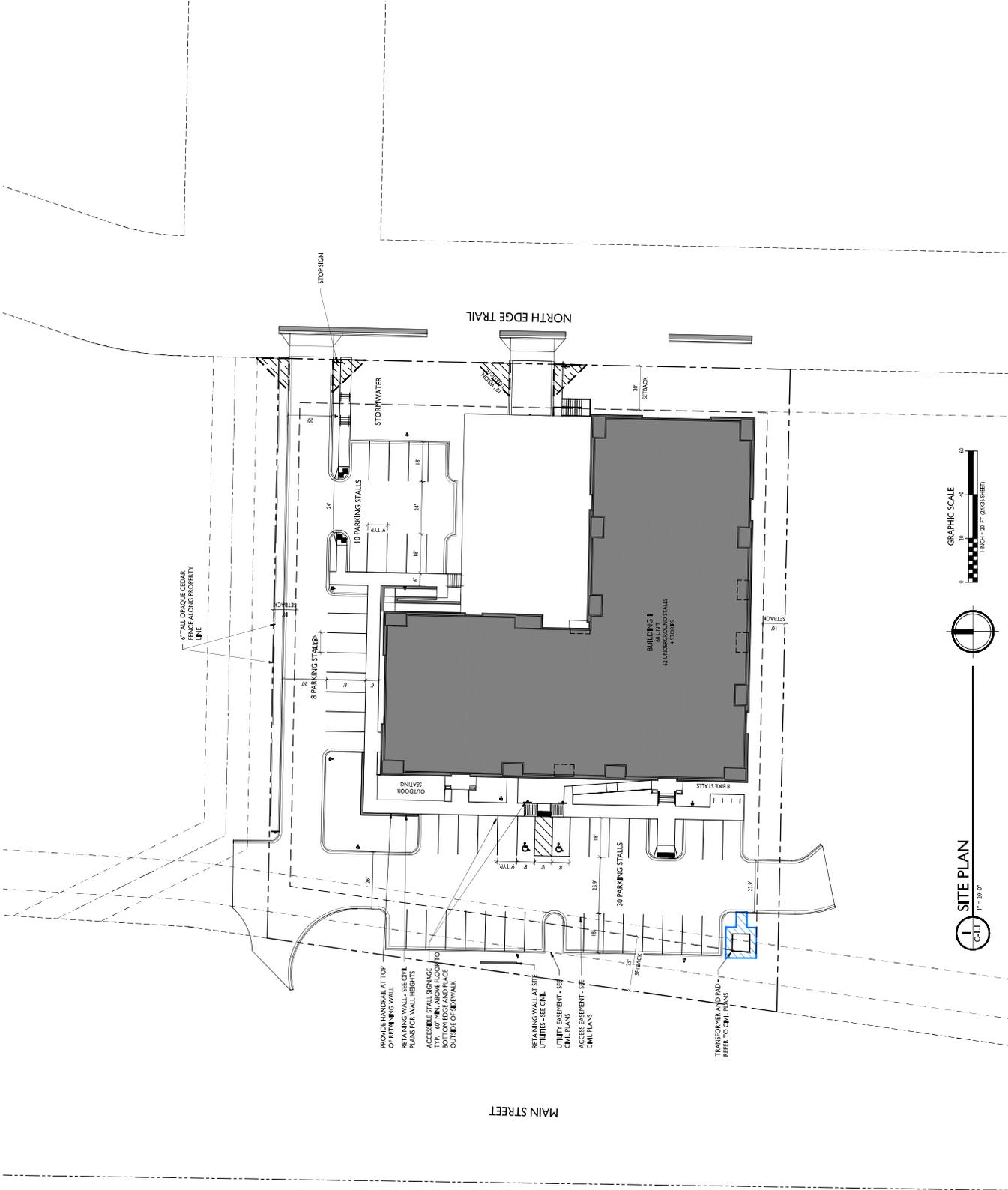
Baseline: N/A

Summary | **Details** | Energy | Water | Waste & Materials | Goals | Design



[Change Metrics](#)
[Change Time Periods](#)

Metric	Not Available (Energy Baseline)	Not Available (Energy Current)	Change
ENERGY STAR Score (1-100)	Not Available	Not Available	N/A
Source EUI (kBtu/ft ²)	Not Available	Not Available	N/A
Site EUI (kBtu/ft ²)	Not Available	Not Available	N/A
Energy Cost (\$)	Not Available	Not Available	N/A
Total (Location-Based) GHG Emissions Intensity (kgCO ₂ e/ft ²)	Not Available	Not Available	N/A
Water Use (All Water Sources) (kgal)	Not Available	Not Available	N/A
Total Waste (Disposed and Diverted) (Tons)	Not Available	Not Available	N/A



PROVIDE HANDRAIL AT TOP OF RETAINING WALL - SEE CIVIL PLANS FOR WALL HEIGHTS
 ACCESSIBLE STALL RENOVATION - 60" MIN. ABOVE FLOOR TO TOP OF SEATING - SEE CIVIL PLANS FOR WALL HEIGHTS OUTSIDE OF SEAWALK

RETAINING WALL AT SITE UTILITY - SEE CIVIL PLANS
 UTILITY EMBANKMENT - SEE CIVIL PLANS
 ACCESS EMBANKMENT - SEE CIVIL PLANS

TRANSFORMER AND PAD - REFER TO CIVIL PLANS

1 SITE PLAN
 C-1.1 11 x 24 1/2"

GRAPHIC SCALE
 1" = 20' FT (BASED ON SHEET)



Concept Image



Concept Image





Concept Image



Concept Image



Concept Image