

DANE COUNTY APPLICATION FOR 2025 NON-LIHTC FUND

This application should be used for project seeking Dane County Non-LIHTC funds. **Applications must be submitted electronically to DCDHS Division of Housing Access by 12:00 p.m. (CST) on September 5, 2025.** Upload application materials to the [Dane County AHDF Dropbox](#).

APPLICATION SUMMARY

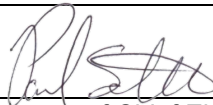
ORGANIZATION NAME	Sunny Side Development		
MAILING ADDRESS <small>If P.O. Box, include Street Address on second line</small>	1231 E. Dayton St. Madison, WI 53703		
TELEPHONE	(608) 239-8500	LEGAL STATUS <input checked="" type="checkbox"/> Private, Non-Profit <input type="checkbox"/> Private, For Profit <input type="checkbox"/> Other: LLC, LLP, Sole Proprietor Federal EIN: 82-5451776 Unique Entity Identifier (UEI): ZQ5JD6ZRCEX9	
FAX NUMBER	N/A		
NAME CHIEF ADMIN/ CONTACT	Paul Schechter		
INTERNET WEBSITE (If applicable)	www.sunnysidedevelopment.org		
E-MAIL ADDRESS	paul@sunnysidedevelopment.org		

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

PROJECT NAME	PROJECT CONTACT PERSON	PHONE NUMBER	E-MAIL
Greenway Cross	Paul Schechter	608-239-8500	paul@sunnysidedevelopment.org

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

TOTAL PROJECT COST	AMOUNT OF COUNTY FUNDS REQUESTED	PERCENT OF COUNTY FUNDS TO TOTAL PROJECT COST
\$ 3,590,000	\$ 1,200,000	33.4%



 Signature of Chief Elected Official/Organization Head

Paul Schechter

 Printed Name

Executive Director

 Title

9/5/2025

 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:	Greenway Cross
Project Address:	1810-1814 Greenway Cross
City, State, Zip:	Fitchburg, WI 53713
Parcel Number:	225/0609-031-2012-5
Census Tract:	14.02
Project Type:	<input type="checkbox"/> New construction <input type="checkbox"/> Preservation of Existing Income & Rent-restricted Rental Housing <input checked="" type="checkbox"/> Improvement of Existing Rental Stock through acquisition and/or rehab

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

The jurisdiction where the property is located is Fitchburg, WI. We have had several meetings, phone calls, and emails with City representatives regarding this project. Our project aligns well with the City's Comprehensive Plan, which lists goals of more affordable housing and sustainability initiatives (see 'K' for more details). In addition, both Mayor Julia Arata-Fratta and the Council President and District 2 Alder, where the property is located, Gabriella Gerhardt, have expressed support for the project via email. No neighborhood meetings have been scheduled yet, as funding has not yet been secured, but we have reached out to the Alder to ask if and when such meetings would be appropriate. Given that this development is not fundamentally changing any aspect of what already exists—other than ownership, it is unknown if full neighborhood meetings are necessary. Regardless, closing is not until 2026 so sufficient time exists to hold such meetings if it is appropriate to do so.

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

The municipality has provided verbal support for the project, as noted above, but no explicit monetary partnership has been established with the municipality.

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

It is possible that this project would be eligible for future City of Fitchburg affordable housing funding, but to our knowledge, no funding is available at the moment. Our understanding is that the City has released an RFP seeking consultants to assist with their future housing strategy planning. In lieu of municipal funding, this project has applied for \$1M in AHP funding from the FHLBank Indianapolis. Awards will be announced November 21, 2025. We have also secured \$1.39M in debt financing from Old National Bank—please see the attached commitment letter. Approximately 67% of project funding has already or will likely be secured by December 2025.

- D. **PROJECT DESCRIPTION:** Provide a detailed description of the project. If the project will preserve an existing low-income housing project, include if the project has, and will continue to have, a rental assistance contract, or includes income and rent-restricted units.

1810-1814 Greenway Cross is a 16-unit apartment built circa 1974. It consists of eight 1-BR units, eight 2-BR units, tenant storage lockers in the basement, and 24 outdoor parking stalls. Currently, there are no income or rent restrictions on the property and tenants do not receive rental assistance. The property fits the definition of Naturally Occurring Affordable Housing (NOAH) as current rents are approximately at the 50% AMI level for Dane County. However, the property was listed for sale in March 2025 with "significant upside potential" meaning that all rents would likely increase significantly if sold to a for-profit investor. This is chronically occurring throughout Dane County, especially for missing middle housing. Sunny Side Development secured site control of this property on 4-16-2025 and if it can successfully purchase the property, it will keep rents permanently affordable to very low-income tenants. In addition, we intend to significantly reduce, or completely eliminate, the carbon footprint of this property via a large solar array, heat pumps replacing natural gas HVAC, and increased insulation and air sealing. Every tenant will also have access to free EV charging for their personal use, and the general public will be able to purchase EV charging at a low cost.

What is the proposed affordability period for the project?

Permanently affordable.

- E. **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.

Tier 1	
<input type="checkbox"/>	Zero Energy Ready Homes
<input checked="" type="checkbox"/>	WI Green Built Gold Plus
<input type="checkbox"/>	Phius CORE
<input type="checkbox"/>	Enterprise Green Communities (EGC) Plus
Tier 2	
<input type="checkbox"/>	Green Built Gold Net Zero
<input type="checkbox"/>	Phius Zero
<input type="checkbox"/>	Living Building Challenge
<input type="checkbox"/>	LEED Zero Energy

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

ON OR BEFORE	MILESTONES
December 2025/January 2026	Receive notice of award of all funding sources
January 2026	Finalize engineering, design, and scope of work that meets WI Green Built Home Gold standards and Focus on Energy HEAR/HOME requirements.

January 27, 2026	Financial closing and property acquisition (if there are delays on releasing funding, this timeline can be pushed back up to 3 months per purchase contract).
~March 2026 (or directly after closing)	Competitively bid Scope of Work to contractors
April, 2026	Receive municipal permitting
May, 2026	Begin construction
December 31, 2026	Complete construction
January 31, 2027	Substantial completion, project close-out

- G. **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.)

While this existing 16-unit property is too small for a live-in manager's unit, Broihahn Management and Consulting's office is located 4.1 miles away, providing convenient accessibility for all tenants' concerns. Their normal business hours are weekdays 8am - 4pm and they have on-call staff available for emergencies 24/7. Also, coincidentally, BMC managed this exact property several years ago, so they are quite familiar with it. Their former management ended when the property changed hands and the new owner used their own management team.

- H. **ALTERNATIVES TO EVICTION:** Describe the project's approach to successfully utilizing alternatives to eviction, both pre- and-post filing, such as payment plans, mediations, etc. to avoid evictions.

We have followed the City of Madison's best practices regarding tenant selection and eviction since our first City award in 2020 and will continue to do so with future projects including Greenway Cross. Eviction—especially for monetary reasons, is always viewed as a last resort. Alternatives to evictions including payment plans and personal conversations with the tenants, in an attempt to better understand the cause of missed payments and find ways to remediate them, are always taken as first steps. Other helpful techniques include assistance from third parties such as the Tenant Resource Center or Joining Forces For Families, who may have resources to help resolve tenants' financial challenges.

- I. **LANGUAGE & INFORMATION ACCESS:** Describe project's policies 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.

Zapata Cooperative provides 12 units of cooperative housing that is culturally appropriate to the Hispanic community. In developing Zapata Cooperative, we made several connections with stakeholders in the Hispanic community, including Centro Hispano, who translated the application to Spanish and helped mediate communication between potential new members and housing staff. We hope to use these established relationships to assist with language barriers that may present themselves with current or future residents of Greenway Cross. We will also provide reasonable accommodations to any tenant who needs assistance with accessibility, language, speech, hearing and other special accommodations.

- J. **SITE CONTROL:**

- a. Date Site Control Secured (or anticipated): 4/16/2025

- b. Site Specific application without Site control (check if no site control): ☐
- c. Check if Site is Yet-To-Be Identified (targeted area proposal): ☐

IF PROJECT DOES NOT HAVE IDENTIFIED SITE, SKIP TO S.

- K. **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, and the anticipated timeline for obtaining any necessary approvals

According to the attached letter from the City of Fitchburg Zoning Administrator, Deanna Schmidt, the current zoning classification for this property is R-HA under the City of Fitchburg zoning code and the property is in good standing with no unresolved zoning violations. Additionally, the Zoning Administrator does not see any items in our proposed Scope of Work that would require zoning approval. Also, the project aligns closely with housing goals, objectives, and policies laid out in the Growing Fitchburg 2030 Comprehensive Plan, adopted March 2020. In particular, the following three objectives are noted in the plan:

Objective 1.2: Promote the development and preservation of long-term entry-level housing for low to moderate income residents.

Objective 1.3: Recognize the value of existing housing and established neighborhoods, and support rehabilitation efforts, both public and private, while maintaining the historic, cultural and aesthetic values of the City

Policy 1.3.1: Promote maintenance and rehabilitation of existing aging housing stock using sustainable construction techniques, particularly for multi-family housing.

- L. **CAPITAL NEEDS:** For projects that include rehabilitation, have you completed a capital needs assessment for this property? If so, summarize the scope and cost; and attach a copy of the capital needs assessment. If a capital needs assessment has not been completed, please detail the scope and cost of work to be completed, and how necessary rehabilitation work was determined.

The property received a commercial building inspection from a licensed building inspector in the spring of 2025. The inspection report, which is attached, found that the property is in good condition overall. It did find a few sidewalk trip hazards, three missing smoke detectors, and recommended improving the grading to the exterior of the house to help keep water away from the foundation. The report also offered some 'future-proofing' recommendations including replacing the still-functional natural gas furnace due to its age, and a few of the 2nd floor balconies and sliding glass doors. The total estimated cost for all repair recommendations was just under \$60,000, which is itemized on page 4 of the report.

In addition to completing the recommended repairs, Sunny Side Development is interested in 'greenifying' the property with solar, electric heat pumps, and increased insulation/weather sealing. Such improvements are required to achieve WI Green Built Home Gold status and represent the bulk of the rehab costs, but will pay dividends for many decades to come in the form of reduced utility bills for the tenants and house, improved comfort for residents, and reduced impact on the planet. Cost estimates for the green improvements were obtained from local contractors who toured the property multiple times and provided quotes that are attached. The project has also applied to the "Charge-up Dane County" RFP, advanced to the next round, and completed the onsite walk-thru with their engineers. Charging stations and the potential funding to pay for them from the County are not included as a Source or Use because notice of award will not occur until 2026 and the chargers are optional, and do not need to be installed for this project to be a success. If awarded, such EV charging stations will provide a convenient source of fuel for electric vehicles

owned by tenants. Free charging may also provide incentive for tenants to purchase EV's and/or for future tenants who also own EVs to move into this property.

- M. **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 units by size, income category, etc. Use additional pages as needed.

ADDRESS #1:	1810 Greenway Cross (four 1BR units, four 2BR units)										
	# 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%	5		4	1				\$1175	\$1225		
60%											
80%	2			2				\$1275	\$1325		
Market	1			1				\$1275	\$1325		
Total Units	8		4	4			Notes:				

*40% = 31 to 40% CMI, 50%=41%-50% CMI, 60%=51-60% CMI

ADDRESS #2:	1814 Greenway Cross (four 1BR units, four 2BR units)										
	# 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%	5		2	3				\$1175	\$1225		
60%											
80%											
Market	3		2	1				\$1275	\$1325		
Total Units	8		4	4			Notes: FHLBank requires four >80% units for economic diversity points (necessary to receive an award). The property is located in a high poverty census tract, so points are awarded if higher income tenants live in this lower income census tract..				

*40% = 31 to 40% CMI, 50%=41%-50% CMI, 60%=51-60% CMI

- N. **SITE AMENITIES:** Check all that apply.

<input type="checkbox"/>	Community Building, square feet: N/A
<input type="checkbox"/>	Community Room, square feet: N/A
<input type="checkbox"/>	Garages, number: N/A and monthly rent: N/A
<input checked="" type="checkbox"/>	Surface parking, number: 24 and monthly rent: No charge
<input type="checkbox"/>	Underground parking, number N/A and monthly rent: N/A

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

Each unit receives a dedicated basement storage unit, provided at no charge. Also, as previously described, we would like to offer tenants free EV charging with personal chargers installed at every unit's dedicated parking space. Gasoline prices can fluctuate significantly and add substantial costs to a household's monthly expenses. Free transportation fuel would reduce these costs and create more financial peace-of-mind for low-income households.

- P. **RELOCATION:** Will any businesses, including churches and non-profits, or residential tenants (owner or renter be displaced temporarily or permanently)? If so, please describe the relocation requirements, relocation plan, and relocation assistance that you will implement or have started to implement.

We do not anticipate any relocation—whether temporary or permanent, needed for this development. Most of the rehabilitation will be outside or in common spaces. The small amount of rehab needed in private units is expected to take less than one day and will not require tenant relocation. Should unexpected relocation be required, all Uniform Relocation Act requirements will be followed and the project will pay for all costs associated with the relocation.

LOCATION

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

This property is in an urban district generally located in the south-central Madison area. As is shown in the non-exclusive amenities list below, there are numerous services, jobs, educational, recreational, and other types of amenities within a short distance of the property. The property is in a low-income census tract, which may be one reason why rents are naturally lower. However, the neighborhood is rapidly gentrifying and especially as development of the South Park St. corridor continues to move south, the market will support ever increasing real estate prices, which threatens to gentrify this working class neighborhood in much the same way that development of the East Washington corridor significantly increased rents in that area. Supporting this project would allow permanent affordability in a high value, amenity-rich neighborhood.

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

Type of Amenities & Services	Name of Facility	Distance from Site (miles)
Full-Service Grocery Store	La Hispana Grocery	0.6 mi
	Pick 'n Save	1.3 mi
Public Elementary School	Lincoln Elementary School	1.4 mi
Public Middle School	Wright Middle School	1.7 mi
Public High School	West High School	4.0 mi
Job-Training Facility, Community College, or Continuing Education Programs	Latino Academy of Workforce Development	1.2 mi
	Madison College South Campus	1.2 mi
Childcare	Creek Day School	0.9 mi
Public Library	Madison Public Library - Goodman South Madison	1.4 mi

Neighborhood, Community, or Senior Center	Arbor Good Neighbor House Village at Park Community Center Badger Rock Neighborhood Center Fitchburg Community Center	0.9 mi 1.4 mi 2.1 mi 2.9 mi
Full Service Medical Clinic or Hospital	Specialty Care Free Clinic UW Health South Park	0.8 mi 2.1 mi
Pharmacy	Modern Health Pharmacy	0.3 mi
Public Park or Hiking/Biking Trails	Aldo Leopold Park	0.4 mi
Banking	Park Bank	0.1 mi
Retail	Fitchburg Ridge Shopping Center	0.7 mi
Other (list the amenities)	Many others. This property is located in a central urban district.	

- R. **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.

Lower-income employment opportunities within 2-3 blocks (walkable) of the property: Zimbrick, Einstein's Bagels, Take 5 Oil Change, Interim Home Healthcare, Park Bank, Baymont Inn & Suites, Wendy's & McDonalds.
Employment opportunity within 2 - 3 miles: medical corridor on South Park St, Home Depot, Don's Home Furniture, Ashley Furniture, Culvers, Madison College, Centro Hispano, and many more.
There is a bus stop across the street from the property, making these employment opportunities accessible by multiple forms of transportation including public transportation, bicycle, or electric vehicle, in 15 minutes or less.

IF PROJECT HAS IDENTIFIED SITE, SKIP TO Y

TARGET AREA ONLY (NO IDENTIFIED SITE)

- S. **GENERAL AREA OF PROPOSED SITE:**

Explain why this area was chosen.

- T. **PROPOSED HOUSING TYPE:** Describe the type of housing project you propose to develop (i.e., new construction, preservation, or acquisition and rehab).

- U. **PROPOSED UNITS:** Number of Units and proposed rent/income restrictions you anticipate developing in target area.

- V. **TARGET AREA AMENITIES:** Identify the distance of the following amenities that exist in the area which you have identified. If an amenity/service does not exist within that area, determine and list the next location.

Type of Amenities & Services	Name of Facility	In Targeted Area? (yes/no)
Full-Service Grocery Store		
Public Elementary School		
Public Middle School		
Public High School		
Job-Training Facility, Community College, or Continuing Education Programs		
Childcare		
Public Library		
Neighborhood, Community, or Senior Center		
Full Service Medical Clinic or Hospital		
Pharmacy		
Public Park or Hiking/Biking Trails		
Banking		
Retail		
Other (list the amenities)		

- W. **NEIGHBORHOOD ENGAGEMENT:** Describe your familiarity with this neighborhood and community. Have you previously worked with the Neighborhood Association or elected representatives? Describe the response of the Association or elected representative(s), if applicable. What issues or concerns with the anticipated project have been identified, if any? How will these be addressed?

- X. **SUPPLY:** Are there adequate sites available in this targeted area that can feasibly be identified and developed within the timeframe listed in the Guidelines? Please explain how you anticipate selecting a site.

PROJECT APPROACH

- Y. **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.

While Sunny Side Development is developing this project alone (no co-developer), we will be working with several trusted stakeholders.

1. The Veterans Administration of the William S. Middleton Memorial Veterans' Hospital, a support service provider for homeless veterans and their families.
2. Broihahn Management & Consulting (BMC) longtime property manager and partner of ours on several other projects.
3. Aire Serv - Full service HVAC installer that has installed heat pumps for us at three previous projects.
4. Full Spectrum Solar - Solar installer who installed solar for us at five previous projects.
5. Ben Schlichter - HVAC engineer we have worked with at two previous projects.
6. Focus on Energy - Design Assistance and HOMES/HEAR rebates.

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

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

	Yes	No	
A I R E Q U I R E D F O R F U N D I N G	<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 it 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 writ 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"/>	<input 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.)
--	--	--	--

AA. DENIAL PROCESS: Will the project incorporate the denial process detailed below?

Acceptance is required for funding.

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

BB. 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.
c.	All other fees. 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. Non-essential services must be transparently identified, and allow tenant to opt out of services if tenant chooses. Junk fees are prohibited and defined as unnecessary, deceptive, or poorly disclosed charges not tied to a legitimate service or cost, and that place an undue burden on tenants. (For example, application fees above \$25 dollars pursuant to Wis. Stat. § 704.085, compounding fees, penalty fees, eviction filing fees, attorney's fees, processing fees, convenience fees for payment, pest control fees, insurance fees, administrative fees or any fees that encompass basic tenancy service.)
d.	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.
e.	Written Notice for Termination of Tenancy. Landlord or landlord's agent must serve written notice upon the tenant specifying the grounds (e.g., the dates of relevant event/s, names of parties, reasoning, source of information and relevant documents) for the action at least 30 days before the termination of tenancy, unless shorter timeframe is required by federal funding. Termination for imminent threat of serious physical harm under WI Statute § 704.16(3) and criminal activity under WI Statute § 704.17(3m) are exempted from this requirement.
f.	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.
g.	<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>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</p>

	<p>person shall be banned from the rental premises without the consent of the tenant unless the following have taken place:</p> <p>(1) A notice of the ban is issued to the tenant stating the:</p> <ul style="list-style-type: none"> (a) name of the person banned, (b) grounds for the ban including, (i) the specific facts detailing the activity resulting in the ban; (ii) the source of the information relied upon in making the ban decision; and (iii) a copy of any criminal record reviewed when making the ban decision; and (c) the right of the tenant to have a meeting to dispute the proposed ban, discuss alternatives to the ban, and address any unintended consequences of the proposed ban. <p>(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> <p>Nothing in this policy limits a person's right to pursue a civil order for protection against another individual.</p>
h.	<p>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.</p>

CC. PARTNERING TO END HOMELESSNESS: In the space below, indicate the project's willingness to partner with Homeless Services Consortium (HSC) member agencies and to end homelessness for individuals and /or families by providing a preference for households experiencing homelessness.

We are more than willing to permanently dedicate two units to families experiencing homelessness. Also, while not necessarily homeless, we are also more than willing to accept families with tenant-based Section 8 vouchers in any of the units. Please note, however, that the property is currently fully occupied and we are unable to displace existing tenants. However, the homeless families will be the first to receive vacant units, when they become available due to natural turnover, which will likely be <1yr after closing. Finally, while we are willing to partner with any HSC member, the answers below are in specific reference to support services from the Veteran's Administration, which is part of the William S Middleton Memorial Veterans Hospital.

Total # of Project Units	# of Units Targeted to Individuals/Families experiencing homelessness	% of Units Targeted to Individuals/Families experiencing homelessness
16	2	12.5%

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 potential applicants during the application process (e.g., transportation to application site, assistance gathering required documents).

The Veteran's Administration (VA) provides significant supportive services to homeless veterans. The exact services vary depending on initial screening of the veterans, their individual needs, and which program they would be best suited for. However, all housing support includes helping applicants gather the correct documentation, fill out applications, and attend showings. The VA also educates potential landlords about what it's like renting to this population with wrap-around services provided by the VA, the financial support that is offered, and the overall process of [housing homeless veterans](#).

Regarding application timing, the HUD VASH housing coordinator, Heather Campbell, stated that currently 219 homeless veterans in the Dane County area are supported with VA services and vouchers, and at any given time 10 to 15 vets have been prescreened and are actively searching for housing. Therefore, it is likely that homeless vets referred to Greenway Cross will have already completed these initial steps and received their voucher, with finding housing being the last step. When a vacancy arises at Greenway Cross we will reach out to the VA asking for referrals. After a potential tenant has viewed the property with their case manager, if they are interested in submitting an application, it typically only takes a couple days for the case manager to complete the application with the vet, and submit it. This usually occurs quickly because much of the paperwork had already been gathered as a requirement for their voucher approval. From here, the property manager will need 1 to 2 weeks to process the application. After approval, an *unsigned* lease is sent to the VA, as well as a completed "Request for Tenancy Approval" form. This triggers the ordering of a [NSPIRE](#) inspection, which typically takes 1-2 weeks to occur. After passing the inspection, the tenant is cleared to sign the lease and move-in. Heather estimates the total process typically takes 3 to 4 weeks.

Describe how the project will work with partners to provide households with rental subsidies or maintain rents at or below 30% rent limits for the period of affordability.

In 2010, the HUD VASH–Veteran Administration Supportive Housing voucher system was deployed throughout the Country and was adopted by the Middleton Memorial Veterans Hospital. This is the preferred rental subsidy program for vets needing permanent supportive housing. The 2025 VASH rental limit for 1BR units, including rent and utilities, is \$1301 per month, which is higher than anticipated rents and tenant-paid bills at Greenway Cross. The tenant only pays 30% of their income, which is considered affordable by HUD, and their VASH voucher pays the rest.

What additional barriers can the project remove to ensure households experiencing homelessness are able to access targeted units (e.g. waiving of screening criteria).

According to Heather Campbell, common reasons why applications from veterans with vouchers are denied are low credit scores and a history of previous eviction(s). A criminal history, often caused by PTSD, can also cause issues. As a general practice, we will never deny a tenant with a voucher due to financial related blemishes, including credit score or evictions for nonpayment of rent, in their housing history.

SUPPORTIVE SERVICES:

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

Supportive Services Partner:	Veterans Administration of the William S. Middleton Memorial Veterans' Hospital.		
Total annual budget for supportive services at project:	\$0 - the program coordinator stated that services are included with the VASH voucher.		
Amount of annual funding project and/or developer will provide directly to supportive services at project:	N/A		
Full-Time Equivalent position(s) dedicated to providing services at project:	Each full staff member serves approx. 25 veterans.		
Number of estimated weekly on-site hours of supportive services provided by identified partner:	Initially 1 to 2 hrs / wk. Then 1hr/mn.		
Project will provide on-site services in a dedicated space:	<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/> No
Services are typically provided inside the client's apartment.			

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

The William S. Middleton Memorial Veterans' Hospital was built in 1951 and has served Vets continuously since its founding. Housing Coordinator Heather Campbell stated that their VA has been providing supportive services to homeless Vets in Dane County since the HUD VASH program was started in 2015. Each of their case managers is either a Licensed Clinical Social Worker or has a Master's degree in a related field.

FF. Complete the table for supportive units proposed:

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

We will provide some combination of 1BR or 2BR units to homeless veterans, based on availability and need of the household. This will not be known until natural vacancies arise, which is why unit quantity is currently listed as X. The homeless units will be supported by a voucher that will pay rent in excess of 30% of the household's income. Because of this, we would rather not place income limits on homeless family's income, lest upward mobility (income increasing from 30% to 40% AMI, for example) makes them no longer eligible for a unit and they are forced to vacate. Not imposing income-limits, other than requiring that the tenant qualifies as being homeless, was specifically requested by VA staff because they've experienced formerly homeless veterans losing their housing because they were no longer income-eligible, due to a new job or a promotion.

GG. PREFERENCES: If the project will be targeting a set number of units, will the project require that these households meet additional preferences? Indicate all anticipated preferences below.

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

<input type="checkbox"/>	Other:		
--------------------------	--------	--	--

We will not *require* the head of a homeless family to be a veteran, but given that referrals will be coming from the VA, there is a high likelihood that they will be a veteran.

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.

From experience we have learned that affordable housing development can be challenging, especially if trying to address too many social concerns in a single project. The main goal of this project is to preserve existing affordable housing in perpetuity and slow gentrification. A secondary goal is to achieve our nonprofit's mission of reducing carbon as much as possible. Finally, a third goal is to provide additional housing for the homeless by reserving two units for this demographic. Achieving these three goals simultaneously will be a major accomplishment that will take years of effort and millions of dollars of resources.

HH. SCOPE OF SERVICES: Detail the services that will be provided to tenants and approaches supportive service partner(s) will use to address the needs of tenant population. Indicate if services are targeted only to the supportive housing units, or are available to the broader tenant population.

After veterans are housed, they determine their own treatment plan with their case manager. Common goals include budgeting, increasing income, maintaining sobriety, and so forth. The VA also helps veterans connect to the Aging and Disability Resource Center (ADRC), and with similar organizations that may be able to provide additional resources. The ADRC helps adults over 60 navigate the hurdles of applying for and receiving benefits or services they would otherwise be eligible for. These may include SSI, SSDI, Medicaid, Medicare Advantage, FoodShare, drug coverage issues, debt collection difficulties, and similar. While many of these services are open to the public, the personalized assistance in connecting with service providers are only offered to clients of the VA.

II. SERVICES STRATEGIES: Detail strategies the services partner(s) will use to engage tenants to support their housing retention, including tenants who have potential lease violations or whose housing is in jeopardy.

VA case managers have regular check-ins with their clients and property management. These meetings are more frequent initially, about 1 or 2 per week, and transition to once per month after the veteran is stable. Meetings discuss any and all issues that might impact housing retention. Common issues include paying the tenant's portion of the rent on time, especially if there is no Payee; smoking in undesignated areas, and similar minor issues. Case management does not have a magic wand to correct or prevent all issues, but they do have a nationally-recognized retention rate. Last fiscal year (Oct. - Sept), 161 vets were housed and only one vet returned to homelessness, and this person has since re-entered treatment.

JJ. SERVICES STAFF TRAINING: Detail specific trainings that staff are provided/will be provided and their frequency, in particular, trainings focused on case management basics, community networking, progressive engagement, trauma informed care, harm reduction, de-escalation, and/or trainings related to cultural competency.

VA staff are trained in case-management best practices through the Integrated Case Management Standards of Practice, with ongoing training in progressive engagement, trauma-informed care, and harm reduction. All VA staff complete PMDB de-escalation training upon hire and annually thereafter. Additional mandatory trainings include Military Sexual Trauma (MST) awareness, opioid overdose prevention and naloxone use (OEND), and annual cultural-competency trainings (including LGBTQ+ Veteran care and Veteran Cultural Competence workshops). CVSO staff maintain federal accreditation via the National Association of County Veterans Service Officers,

requiring 16 hours of continuing education annually and an annual recertification exam, ensuring proficiency in VA benefits, case-management, and community resource coordination.

KK. 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.

VA case management provides service based on need. Therefore, if a client is having difficulty—especially if it threatens their housing, services will be increased in an effort to stabilize the tenant. Tenants may call case managers directly to access service or property managers may contact the VA to request assistance. The VA operates weekdays from 8am - 4:30pm with on-call services available for emergencies. Typically all meetings—both regular (described above) and high intensity, will occur onsite in the tenant's apartment. This is done to minimize disruption for clients—some have agoraphobia and do not like going outside; and for the case manager to put eyes on the unit for an added layer of protection.

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:

Most of the services are not referrals to off-site support. However, the VA does attempt to connect clients with benefits offered by other organizations that clients may be eligible for. Information regarding how tenants can access these services is provided directly to clients during their in-person meetings, or during their initial intake.

LL. 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.):

Clients are separated into two categories: high-intensity and low-intensity/stable. High-intensity clients are seen more frequently, typically one to two times per week, or as needed. Low-intensity, stable clients have case management meetings once per month. Meetings are held at times convenient for both parties, typically between 8am - 4:30pm on weekdays.

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

The VA case management staff attend weekly homeless case-conferencing meetings, which includes representatives from all other providers of services directed to homeless veterans. VA social workers also attend Homeless Services Consortium meetings that occur once per month. Such meetings are a good way to check-in with other service providers and collaborate on achieving the veteran's goals. The VA takes referrals from anyone in these meetings.

NN. 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 type="checkbox"/>	Annual Operating Support
<input type="checkbox"/>	Payments out of available cash flow	<input checked="" type="checkbox"/>	Other: Support service funding will come directly from VASH voucher.

Unlike LIHTC developments, this project has a very small, one-time, developer fee of \$20,000 and this fee is not the motivation for undertaking the project. The sole purpose is to fulfill our nonprofit mission of creating affordable, sustainable housing. In this case, numerous existing low-income tenants will not be forced out of housing that is affordable to them because the property was purchased by a for-profit investor. Maintaining this affordability is only possible by keeping rental revenue low, so cashflow is also small—see the financial section below. Therefore neither the developer’s fee nor ongoing cashflow is sufficient to pay ongoing supportive services costs in perpetuity. Because of this, we purposely chose a homeless service provider whose costs are satisfied from outside sources. VA case management support comes from the VASH vouchers themselves and additional 3rd party funding is not needed. Cashflow from the development will support Sunny Side Development’s in-house expenses (office rent, staff salaries, etc), which are needed to support the goals of our mission, such as developing projects like Greenway Cross.

- OO. **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.

In fiscal year 2024 (Oct. to Sept.) the VA housed 161 homeless veterans and only one vet returned to homelessness. This level of success, over 99%, is within the top ten of support service providers in the nation. Also, the veteran that returned to homelessness has been reevaluated and is now back on a path towards stable housing. In addition, of those veterans who are supported by the VA and also eligible for employment—i.e those who are not disabled or retired, 53% are currently working. This is slightly better than the national average, which is 50% of eligible and previously homeless vets, now being gainfully employed.

- PP. **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, joint training on trauma informed services, or de-escalation). If applicable, provide an example of how this partnership has worked to keep a tenant housed in other developments.

Broihaan Management & Consulting has a great deal of experience working with support service providers for homeless veterans on other projects. For Greenway Cross, the two groups will collaborate by having joint meetings—either with or without the tenant, discussing all aspects of the tenancy—specifically: what is working well and what needs improvement in order to maintain housing retention. They may also collaborate with other organizations that may lend support. For example, finding a Payee that can assist in paying the tenant-portion of rent. Also finding a suitable location for tenants to smoke, which is not in their unit and not disruptive to other tenants, is another issue that can be resolved ahead of time, before escalation occurs.

EXPERIENCE AND QUALIFICATIONS

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

Sunny Side Development (SSD) was founded in 2018, by Paul Schechter, who has two decades of experience developing affordable housing. SSD and its principals have received three awards from the City of Madison for ‘missing middle’ projects, four AHP awards, one LIHTC award from WHEDA,

and a Rural Development loan from the USDA. All projects also received traditional debt financing from several different financial institutions. With these sources, SSD has developed six affordable housing projects—four multifamily and two single family, with a total of 144 units. Two more multifamily projects are scheduled for 2026. The projects serve extremely low-income seniors, the disabled, homeless youth, and immigrant populations. Also, our flagship project, the 92-unit Greenspire Apartments in Stoughton, became Wisconsin's first 100% net-zero tax credit development, setting a model for others to follow. Further details regarding these projects are available in the Project Portfolio and Resume document, which is attached.

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

Broihaan Management & Consulting, LLC (BMC) was formed in early 2001 by Sue Broihahn, CPM®, WI Broker and HCCP. With her extensive experience as a property manager and running a property management firm, she felt that she could provide clients with the best possible living experience through ownership of her own company. Since the conception of BMC, Sue and her team of employees have provided excellent customer service to more than 2,500 residents annually.

Our philosophy is simple; we empower our employees to treat each property as if it were their very own, we strongly believe in long-term relationships with our clients, we are committed to Fair Housing and employment practices and our consistent attention to detail and service to our customers (residents, owners, vendors, government agencies and employees) is our defining trademark and unequalled in the marketplace.

Our goal is to satisfy all customers' needs by hiring knowledgeable, caring and responsive employees, providing quality maintenance, efficient accounting, aggressive marketing, attention to all legal aspects and effortless communication.

We maintain our philosophy by focusing on service, education, innovation and communication. We recognize that excellence is not always convenient. We realize the value and model BMC's future success with other well known, service-focused companies whose people constantly deliver exceptional customer service and without fail go out of their way to please the customers. This also includes meeting the expectations of housing programs that are administered and monitored by government agencies such as WHEDA, HUD and Rural Development. It is the joy we receive and our personal sense of hard work that pays off.

Additionally, our association and involvement with numerous trade organizations assists us in staying abreast with the ever-changing local, state and national laws and regulations and the latest in property management technology and enhancement. Employees also benefit by broadening their real estate skills through educational opportunities offered by these organizations, which is supported by BMC.

Sue Broihahn and her staff have a passion for affordable housing and their management experience (Section 8 Housing Vouchers, Home Funds, AHTC, HUD, and Rural Development spans four decades. BMC's affordable property management experience spans over 25 years of experience in the affordable housing arena.

BMC's current affordable portfolio experience includes:

Acewood Condominiums, Madison, WI (22 units, Mixed, Affordable Condo, Conversion from Apartments to Affordable Condominiums).

Edgerton Retirement Apartments, Edgerton, WI (24 units, Senior/Disabled, Rural Development, Existing Building)

Ezra Foot Memorial Manor, Footville, WI (10 units, Senior/Disabled, Rural, Existing Building)

Greenspire Apartments, Stoughton, WI (92 units, Senior, HUD/Rural, Existing building, recently completed some rehab through RD MPR program)

Heather Grove Condominiums. Oregon, WI (64 units, Mixed, Affordable Condos)

Hometown Apartments (12 units, affordable market rate apartments)

Lake Point Apartments & Bridge Lake Point Community Center, Madison, WI (4 units + commercial, Mixed, Affordable and Commercial, Existing Building)

Parkside Condominiums, Madison, WI, 28 (Affordable condominiums, existing building)

Park Place Condominiums, Madison (32 units, mixed, affordable condominiums)

Toussaint Apartments, Madison, WI (4 units, Mixed, Affordable Apartment, Existing Building)

*Other market rate properties are not included.

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

N/A

PROJECT FINANCING

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

SOURCE	AMOUNT
FHLBank Indianapolis AHP	\$1,000,000
Hard debt - Old National Bank	\$1,390,000
Dane County Non-LIHTC	\$1,200,000
TOTAL	\$3,590,000

USES	AMOUNT
Acquisition	2,450,000
Hard costs	992,261
Soft costs	50,083
Financing costs	32,156
Operating reserves	65,500
TOTAL	\$3,590,000

Which of the identified sources have been secured?

Of the 11 Federal Home Loan Banks across America, this project scored best for Indianapolis, which is why we applied to their 2025 AHP round with financial partner Old National Bank. Our AHP self-score was 64, and last year winning projects scored between 56 - 68. We have received four previous AHP awards and feel quite confident that this project will also be awarded. Our \$1.39M in debt

financing from Old National Bank is a firm commitment, but subject to receiving the AHP award. Combined, these two sources account for approximately 67% of the total development cost.

TT. FUNDS NEEDED: In the space below, please describe why Dane County funds are needed to ensure the viability of this project.

Dane County funding of this project would allow us to achieve our mission of creating permanently affordable, environmentally sustainable housing. While the higher cost of deep sustainability upgrades is somewhat atypical for affordable housing projects, these costs will be fully paid for from our AHP award, if we are successful. The AHP funds and debt financing originate from outside of Wisconsin and add significant leverage, at a ~1:3 ratio, to any funding provided by the County. Also, in absolute terms, the County subsidy request works out to \$100,000 per affordable unit (10 <=50% AMI & 2 <=80% AMI). While this subsidy per affordable unit number may seem high relative to the same ratio for LIHTC deals, the tax credit equity in LIHTC projects represents the largest funding source for those projects, which is not available to smaller, missing middle projects. Therefore, AHP and County funding are proportionately much larger sources resulting in higher subsidy per unit figures. The City of Madison's non-tax credit RFP provides an analogous comparison. In 2024, most applications to the City requested subsidy per unit amounts far greater than \$100k/unit—please see the table pasted below. Still, if our subsidy request is too high, or not competitive with other projects, we would much rather receive a negotiated smaller amount rather than no funding at all.

Developer	Project	Requested Subsidy	Total Units	Subsidy per unit	Affordable Units	Subsidy per affordable unit
MDC	Bankston Apartments	2,241,369	17	131,845	11	203,761
Hispanic Housing	Parker Place	2,895,912	70	41,370	54	53,628
Kaba Baal LLC	311 E Johnson	2,800,000	22	127,273	18	155,556
Catalyst 4 Change LLC	Scattered site homeless	600,000	4	150,000	4	150,000

City of Madison 2024 Non-Tax Credit RFP Requested Subsidy Per Unit Figures

UU. 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	230,056	234,657	239,351	244,138	249,020	254,001	259,081	264,262	269,548	274,939
Vacancy	11,503	11,733	11,968	12,207	12,451	12,700	12,954	13,213	13,477	13,747
Other Income	0	0	0	0	0	0	0	0	0	0
Total Income	218,554	222,925	227,383	231,931	236,569	241,301	246,127	251,049	256,070	261,192
OPERATING EXPENSES										
Marketing	750	773	796	820	844	869	896	922	950	979

Payroll										
Other Administrative Costs	1,500	1,545	1,591	1,639	1,688	1,739	1,791	1,845	1,900	1,957
Management Fees	15,420	15,883	16,359	16,850	17,355	17,876	18,412	18,965	19,534	20,120
Utilities	12,478	12,852	13,238	13,635	14,044	14,465	14,899	15,346	15,807	16,281
Security										
Maintenance Expenses	15,000	15,450	15,914	16,391	16,883	17,389	17,911	18,448	19,002	19,572
Property Taxes	28,584	29,442	30,325	31,235	32,172	33,137	34,131	35,155	36,209	37,296
Insurance	9,800	10,094	10,397	10,709	11,030	11,361	11,702	12,053	12,414	12,787
Reserves for Replacement	4,800	4,800	4,800	4,800	4,800	4,800	4,800	4,800	4,800	4,800
Total Operating Expenses	88,332	90,838	93,419	96,078	98,816	101,636	104,542	107,534	110,616	113,790
Net Operating Income	130,222	132,087	133,964	135,853	137,753	139,664	141,585	143,515	145,454	147,401
Debt Service	105,429	105,429	105,429	105,429	105,429	105,429	105,429	105,429	105,429	105,429
Asset Management										
Cash Flow	24,793	26,658	28,535	30,424	32,324	34,235	36,156	38,087	40,026	41,972
	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
INCOME										
Gross Potential Rent	280,437	286,046	291,767	297,602	303,554	309,626	315,818	322,134	328,577	335,149
Vacancy	14,022	14,302	14,588	14,880	15,178	15,481	15,791	16,107	16,429	16,757
Other Income	0									
Total Income	266,416	271,744	277,179	282,722	288,377	294,144	300,027	306,028	312,148	318,391
OPERATING EXPENSES										
Marketing	1,008	1,038	1,069	1,101	1,134	1,168	1,204	1,240	1,277	1,315
Payroll										

Other Administrative Costs	2,016	2,076	2,139	2,203	2,269	2,337	2,407	2,479	2,554	2,630
Management Fees	20,723	21,345	21,985	22,645	23,324	24,024	24,745	25,487	26,252	27,039
Utilities	16,769	17,272	17,791	18,324	18,874	19,440	20,024	20,624	21,243	21,880
Security										
Maintenance Expenses	20,159	20,764	21,386	22,028	22,689	23,370	24,071	24,793	25,536	26,303
Property Taxes	38,415	39,567	40,754	41,977	43,236	44,533	45,869	47,245	48,662	50,122
Insurance	13,170	13,565	13,972	14,392	14,823	15,268	15,726	16,198	16,684	17,184
Reserves for Replacement	4,800	4,800	4,800	4,800	4,800	4,800	4,800	4,800	4,800	4,800
Total Operating Expenses	117,060	120,428	123,897	127,470	131,150	134,940	138,844	142,866	147,008	151,274
Net Operating Income	149,356	151,316	153,282	155,253	157,227	159,204	161,183	163,162	165,141	167,117
Debt Service	105,429	105,429	105,429	105,429	105,429	105,429	105,429	105,429	105,429	105,429
Asset Management										
Cash Flow	43,927	45,887	47,853	49,824	51,798	53,775	55,754	57,733	59,712	61,688