

RECOMMENDATION

TO THE HONORABLE MAYOR AND COMMON COUNCIL:

We, the City Plan Commission, hereby recommend that the Council work with the SC Swiderski proposal for redevelopment of the Sunset School parcel, and work with Maritime Heights for the redevelopment of the parking lot parcel on the south side of Erie Street.

Respectfully submitted,
City Plan Commission
By: David Ward, Chair

RESOLVED, that the foregoing recommendation be adopted.

Date: October 28, 2020

Introduced by _____;

Moved by Alderperson _____, seconded by
Alderperson _____ that said recommendation be
adopted.

Passed by the Council on the _____ day of _____, 2020.



MEMO

To: City Plan Commission
From: Marty Olejniczak, Community Development Director *MO*
Date: October 27, 2020
Subject: Additional Information Regarding Proposals to Redevelop Sunset School

A summary of the three proposals to redevelop Sunset School into multiple-family housing was included in the Plan Commission agenda packets. This memo provides additional information.

Horizon update

Horizon has revamped its financial proposal. They will now cover the building demolition costs (a savings of \$200,000 to \$471,000 depending upon the estimate used), but they want their proposed \$240,000 payment for the school property to be deferred for 15 years. Their updated proposal is attached.

Maritime Heights LLC update

Doreen Phillips reports that for the building proposed on the parking lot site she would like to use the same design as her current apartments. But for the school site she intends to keep the building design, but change the coloring. Ms. Phillips feels that changes to the building design will impact the affordability of the units. She believes the current type of housing being built by Maritime Heights meets the community's needs for both type of units and affordability. See attached info.

SC Swiderski update

Swiderski is open to making changes to their site layout proposal if it works for both parties.

They also indicated that they don't necessarily need the parking lot site for their proposal. They were going to use that site for a large garage building for additional storage for residents. Therefore, if Swiderski is chosen as developer, one option is to allow Maritime Heights to build one building on the parking lot site and confine Swiderski's project to the school site.

Financial Proformas

Staff requested that RW Baird conduct analyses of the proposals if tax incremental financing is to be used for the projects. The proformas are expected to be ready in time for the Plan Commission meeting and will be presented at that time.

The City is able to create a tax increment district, if necessary, but is nearing its remaining capacity. A city can create a new TID if not more than 12% of its assessed value is already within a TID. Currently, the city is at 11.28% of its assessed value with TID's, meaning that a little more than \$7,000,000 can be added.



October 26, 2020

Marty Olejniczak
Community Development Director
City of Sturgeon Bay
421 Michigan Street
Sturgeon Bay, WI 54235

via email: MOlejniczak@sturgeonbaywi.org

Re: Eventide on 8th
Amended Proposal for Sunset Elementary School

Dear Mr. Olejniczak,

In response to feedback received from the City on our initial proposal, Horizon is submitting the attached amendment to revise our financial request for the Sunset Elementary School RFP.

Thank you again for the opportunity to submit a proposal for this exciting project. We are confident that the quality of construction and long-term affordability delivered by Eventide on 8th will be a strong step toward meeting the City's demand for workforce housing.

If you have questions or feedback regarding our amended submittal, please don't hesitate to contact me at w.rutherford@horizondbm.com or (608) 354-0843.

Thank you again for your consideration.

Sincerely,

Will Rutherford, Development Associate
Horizon Development Group, Inc.

After receiving feedback from City staff, Horizon has amended our initial request to reduce the School District's contribution to the project.

Here is a summary of our amended proposal:

1. Initial Request:
 - a. School District pay for the demolition of \$471,596 if Horizon pays for the land at \$240,000.
2. Amended Request:
 - a. Horizon will pay for the land at \$240,000 and the demolition cost of \$471,596, if the School District will provide a seller-financed note on the land acquisition that bears 0.00% interest with not less than a 16-year term, that must be paid in full when the project is refinanced after the initial 15-year tax credit compliance period.

The following table illustrates a comparison of our amended request with our initial request:

Eventide on 8th			
Sources and Uses Comparison – Initial Request vs. Amended Request			
48-unit Mixed-Income, Workforce Housing Development			
827 N8th Avenue, Sturgeon Bay, WI			
Financing Sources	Initial Request	Amended Request	Delta
First Mortgage	\$1,533,284	\$1,510,079	-\$23,205
Federal Home Loan Bank	\$630,000	\$645,000	+\$15,000
Seller Financed Note	\$0.00	\$240,000	+\$240,000
Demolition Contribution	\$471,596	\$0.00	-\$471,596
City-Financed TIF Loan	\$475,000	\$475,000	\$0.00
Financing Gap	\$482,683	\$457,621	-\$25,062
Tax Credit Equity	\$6,528,297	\$6,799,420	+\$271,123
Total Sources	\$10,120,860.00	\$10,127,120.00	+\$6,260
Uses of Funds	Initial Request	Amended Request	Delta
Acquisition Cost	\$240,000	\$240,000	\$0.00
Demolition	\$471,596	\$471,596	\$0.00
Hard Costs	\$7,056,000	\$7,056,000	\$0.00
Soft Costs	\$1,736,747	\$1,742,288	+\$5,541
Financing and Reserves	\$616,517	\$617,236	+\$719.00
Total Uses	\$10,120,860.00	\$10,127,120.00	+6,260

To accomplish this change, the project needed to convert one of our market rate 3-bedrooms from market rate to a 60% three-bedroom unit. As a side note, this also allowed us to increase our request to the Federal Home Loan Bank by \$15,000 (they incentivize projects to request no more than \$15,000 per rent-restricted unit, so we could maintain the same score and increase our request with an additional tax credit unit).

Here is an updated table of our unit mix:

Unit Type	Total Units	Market Rate	Tax Credit	30% Units	50% Units	60% Units
One-Bedrooms	18	2	16	10	6	0
Two-Bedrooms	20	2	18	0	6	12
Three-Bedrooms	10	1 (-1)	8	0	7	2 (+1)
Total Units	48	5	42	10	19	13

Olejniczak, Marty

From: Doreen Phillips <doreenphillips777@gmail.com>
Sent: Monday, October 26, 2020 7:36 AM
To: Olejniczak, Marty
Subject: Re: Sunset School Property Proposal Submission
Attachments: school property colors.jpg

Good Morning Marty.

I guess I did not clarify the looks of the new buildings very well with the proposal, I would like to keep the new building that would go on the current parking lot to remain the same design and color as our properties that abut this lot.

The school property buildings, I would like the same design, but would like to change the color scheme, please see attached pictures of the suggested colors. I was thinking of the blue on the bottom and the lighter gray on top, (the middle section of the picture), the rest is irrelevant, as they are 3 story units.

If we were to try building a different type of design, it would increase costs to the point of defeating the purpose of constructing these units in this area. The rents would be much higher and so would the vacancy rates.

We are getting the people that are in need of this type of housing at the cost they can afford, the 3 bedrooms are definitely needed, and families are extremely happy with these townhouses.

If you have more questions feel free to reach out to me, I am hoping we can work out acceptable details if we get accepted on this project.

Thank you

Doreen A. Phillips
920-621-2800



Virus-free. www.avg.com

On Fri, Oct 23, 2020 at 2:16 PM Doreen Phillips <doreenphillips777@gmail.com> wrote:
I will get back to you on Monday, if that is ok,?

On Fri, Oct 23, 2020, 2:15 PM Doreen Phillips <doreenphillips777@gmail.com> wrote:

On Fri, Oct 23, 2020, 9:41 AM Olejniczak, Marty <MOlejniczak@sturgeonbaywi.org> wrote:

Thanks for the response. One more question:

The Plan Commission was wondering whether your design is "set in stone". In other words, would you consider changes to the look of the buildings? We realize that if your construction costs are increased due to design changes, then you might need a higher level of tax rebate.



Olejniczak, Marty

From: Jacqui Miller <jmiller@scswiderski.com>
Sent: Friday, October 23, 2020 11:29 AM
To: Olejniczak, Marty
Cc: Madeline Check
Subject: RE: questions on proposal

Marty,

We are open to changes so we can make the site something that works for both parties. If we flip the buildings, would it be ok for the driveways of the east buildings to enter off of N 8th Ave? The road for the west buildings would be close to the west lot line and the back of the buildings would face each other allowing better backyards for all four buildings.

We do not need to do the additional garages. We know there is demand for them because our other site always has requests for extra garage stalls so we thought that would be a good use of the extra lot and doesn't need water/sewer.

Jacqui Miller, Realtor

Business Development Manager



jmillier@scswiderski.com
Direct: 715-693-7823 Cell: 715-846-1210
Main: 715-693-9522 Fax: 715-693-9523

EXPERTISE | EXPERIENCE | INTEGRITY

401 Ranger Street, Mosinee, Wisconsin 54455 www.scswiderski.com

Learn about the SC Swiderski Difference – [Video](#)

From: Olejniczak, Marty [mailto:MOlejniczak@sturgeonbaywi.org]
Sent: Friday, October 23, 2020 10:52 AM
To: Jacqui Miller <jmiller@scswiderski.com>
Subject: questions on proposal

Jacqui:

We are still reviewing the proposals for Sunset School. I have two questions.

Is Swiderski fully committed to the building design and layout shown in the proposal? For instance, one plan commissioner thought it would be better to have the buildings flipped such that garages are facing the street. We recognize that the ultimate building design and layout could impact the amount of financial incentive needed to do the development.

The plan shows the parking lot parcel being used for the 20-stall parking garage. Is that needed to meet the parking demand or would there be enough parking already provided on the main site?

Thanks,

Marty Olejniczak
Community Development Director
City of Sturgeon Bay
920-746-6908



MEMO

To: City Plan Commission
From: Marty Olejniczak, Community Development Director
Date: October 23, 2020
Subject: Proposals to Redevelop Sunset School

Three proposals to redevelop Sunset School into multiple-family housing were submitted. These were provided to the Plan Commission in order to obtain feedback on the proposals. The decision to approve any particular development will be a jointly determined by the Council and School Board.

Below are summaries of the key aspects of the proposals, all of which involve rental units:

Logical Home Design / Maritime Heights

Units: 32-50 depending upon the number of buildings and units within each building. There would be 8-10 units on the parking lot parcel and 24-40 units on the school parcel.

Affordable v. Market Rate Units: All units would be market rate. Rents are project to be \$795 for a 2BR unit and \$995 for a 3BR unit.

Bedroom Mix: 6 studio, 8 one-bedroom, 11 two-bedroom, and 16 three-bedroom units.

Building Design: The buildings would be the same or similar as the Maritime Heights project within the former Amity Field parcel. There would be 8-10 2-story townhomes per building, with a 3BR unit on each end and 6-8 2BR units in between. Separate garage buildings would be provided.

Parking: There would be a garage building paired with each townhome building along with additional onsite outdoor parking.

Financial package/Incentives: The developer will pay \$10,000 for the properties and will cover the cost of demolition. The developer is requesting \$30,000 in tax rebates that could be spread over two years beginning when construction is complete.

Project Value: The developer estimates the project will cost \$3.5 - \$4 Million to construct depending upon the ultimate number of units. The assessed value will likely be lower than that, but probably in the range of \$2.5 to \$3.25 Million.

Schedule: Construction commences on parking lot in summer 2021 followed by commencement of construction on school property in the fall, 2021. No completion was given.

Note: Maritime Heights (Doreen Phillips) is the developer for the Amity Field project.

SC Swiderski

Units: 24 or 28 depending on the concept chosen. All units are located on the school parcel.

Affordable v. Market Rate Units: All units would be market rate. Rents are project to range from \$845 to \$1145.

Bedroom Mix: Mostly two-bedroom units with a couple of 3BR units.

Building Design: Two-story townhouse style with attached garages. These would be 8-unit or 4-unit buildings.

Parking: Garages and parking are internal to the site. Each unit gets one attached garage space. A 20-unit detached garage is proposed for the parking lot site.

Financing/TIF Support: The proposal calls for obtaining the property for \$1. The school or city would be responsible for demolition costs and environmental costs. Incentives of \$200,000 are requested with \$50,000 being paid upon completion of each building.

Project Value: The developer estimates the project to have a value of \$3,000,000.

Schedule: Demolition commences in summer, 2021. Building construction commences fall, 2022 and completed in fall, 2023.

Notes: SC Swiderski is the developer of the Sturgeon Bay Estates apartment project located on Grant Ave at the west edge of the City.

The demolition estimate submitted by Maritime Heights had a cost of just under \$200,000. The School District had a higher estimated demolition cost.

Eventide on 8th (Horizon Development Group)

Units: 48

Affordable v. Market Rate Units: 42 units are affordable to 30-80% of County Median Income. The other 6 units are market rate units.

Bedroom Mix: 18 one-bedroom, 20 two-bedroom, and 10 three-bedroom units are proposed.

Building Design: Three 16-unit buildings, all of which are on the school site. The buildings are 2-story with garages at each end.

Parking: 24 stalls within attached garages and the rest of the parking is surface parking on the main site, with some auxiliary parking on the parking lot site.

Financing/TIF Support: The developer will pay \$240,000 for the property. They are requesting the school district to demolish the school building. They are also requesting \$478,000 in financial assistance from the City through tax increment financing.

Project Value: As a low-income housing project the assessed value will be determined using the income approach to value and will be less than actual building value. The proposal shows an assessed value of about \$1,500,000.

Schedule: Construction is expected to start in April 2022 and be completed in December 2022.

Notes: The project relies on the award of WHEDA low income housing tax credits. These tax credits are competitive and are awarded in April.

DEVELOPMENT PROPOSAL

Sunset Elementary School Property



City of Sturgeon Bay, Wisconsin
&
Sturgeon Bay School District

SUBMITTED BY:

LOGICAL HOME DESIGN, LLC.

and

MARITIME HEIGHTS, LLC

1640 Rustic Oaks Court
Green Bay, WI 54301

Doreen Phillips, CEO/Manager

SECTION 1: Executive Summary

This proposal outlines the anticipated development project of the 2.76-acre Sunset Elementary School property located at 827 N 8th Avenue ("School Property") along with a 0.81-acre parcel that contains a parking lot and storm water detention pond ("Parking Lot"). This parcel is located directly adjacent to property developed by Logical Home Designs, LLC/Maritime Heights LLC and Doreen Phillips in 2018-2020 known as Maritime Heights.

As with the last project, this quality and aesthetic design is a proposed development intended to expand AFFORDABLE, as opposed to LOW-INCOME housing to fill the needs of the community of Sturgeon Bay.

Our development solutions include:

Parking Lot Property:

1 building with 8 to 10 units
Including 6 to 8 2-bedroom townhomes with detached garages
and 2 3-bedroom townhomes with detached garages

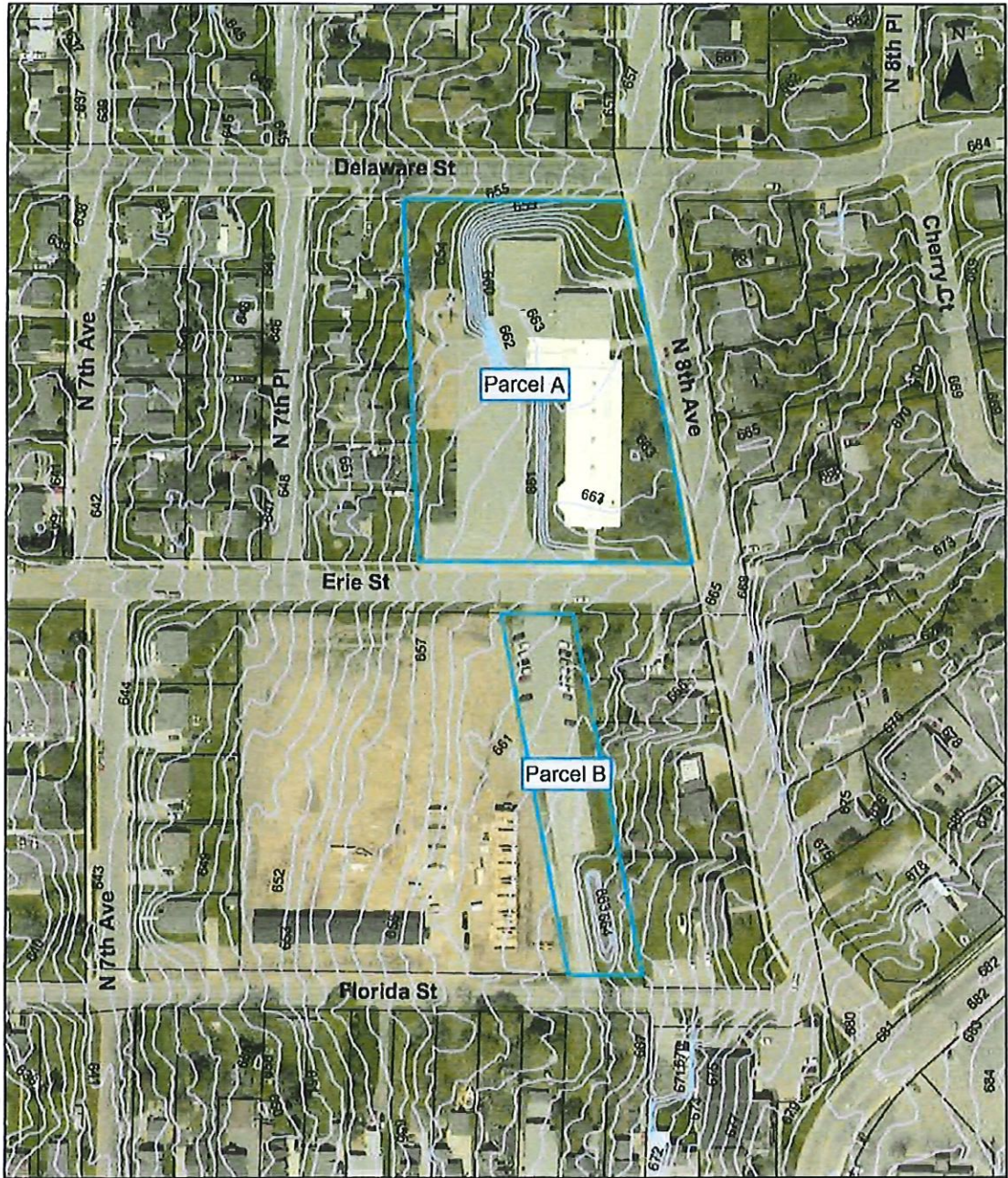
AND

School Property:

Up to 4 buildings with
6 to 8 2-bedroom units* per building with detached garages
(*including a first floor, Type A handicapped accessible 2-bedroom unit on
the first floor)
and 2 3-bedroom units per building with detached garages

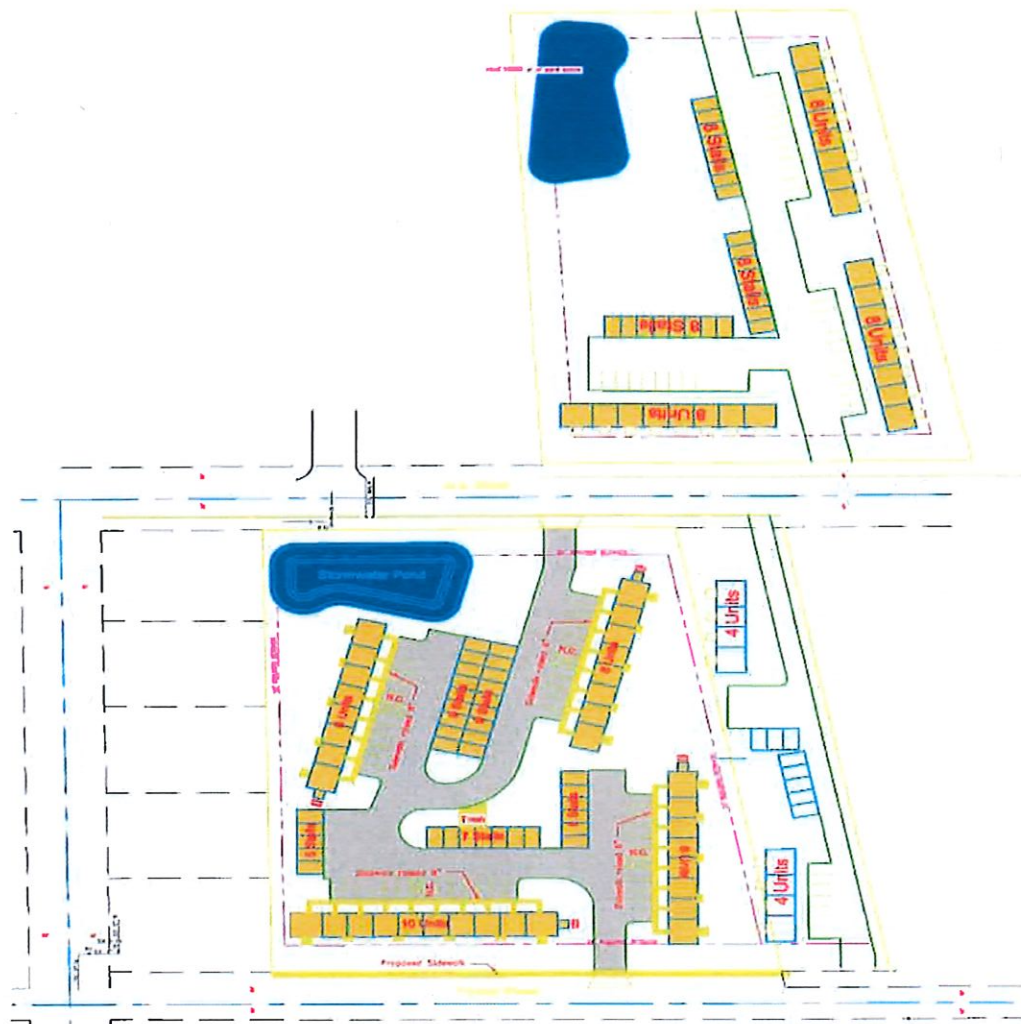
SECTION 2: SITE OVERVIEW

Sturgeon Bay School District Parcels



Notes: 1-ft contour lines are shown
Air photo is from 2019

SECTION 3: PRELIMINARY DEVELOPMENT DESIGN



This preliminary site plan visualizes the layout of buildings, green space and access but will be formalized with the help of Mau & Associates to meet the precise requirements of the City of Sturgeon Bay as it is submitted for comments and approvals.

Proposed Development:

The Developer's goal is to create a townhome living estate similar to the recently-completed project built on Amity Field and known as Maritime Heights. Similar building styles and color schemes will help pull the aesthetics of Maritime Heights onto the new property for a beautiful homogenous campus. It is the intent of the Developer to maintain the same color scheme for the Parking Lot property which is closest in proximity to Amity Field/Maritime Heights and to incorporate blue/gray/white color pallets into the buildings and amenities on the School Property.

Building and unit totals are somewhat flexible and will be adjusted during the approval process.

All buildings will have detached garages with 11' x 22' units to provide extra storage of tenant possessions and make better neighbors of all inhabitants, not only within the development but also with regard for nearby neighborhoods.

The layout of buildings has some flexibility which will impact the final number of units. The optimal design includes 4 buildings with 6 to 8 2-bedroom units per building with detached garages and 2 3-bedroom units per building with detached garages on the larger School Property lot and 1 building with 10 units with 8 2-bedroom townhomes with 11' x 22' detached garage units and 2 3-bedroom/1.5 bathroom townhomes with the same detached garages on the smaller Parking Lot property.

Targeted Demographic:

As with Maritime Heights, the development is not available for short-term tourist or seasonal rentals but is intended to fill gaps in available affordable housing for families and employees with one-year or longer leases. Units currently rent as follows:

2-bedroom, 1 bath units with 11 x 22 garage stalls	\$795/month
3-bedroom 1.5 bath units with 11 x 22 garage stalls	\$995/month

All units include appliances (range, refrigerator, dishwasher) as well as washers and dryers.

The proximity of the development to shopping, restaurants and industry increase the attractiveness to this targeted demographic. The inclusion of 3-bedroom units has met a demand which continues to increase in the area.

SECTION 4: FEASIBILITY ANALYSIS & ESTIMATED END VALUE

Preliminary due diligence estimated demolition and site preparation costs – as detailed on the following page by Wisconsin EarthWorks, LLC – of \$135,000 to \$200,000. Using similar contractors and materials as Maritime Heights, total construction is estimated at \$3.5 to \$4 million by completion, including demolition, site preparation, infrastructure, construction and landscaping/finishing.

Construction financing, as necessary after initial investments, will be provided by Fox Communities Credit Union, which is prepared to provide financing commitments and contingencies within ninety (90) days of project acceptance by the City / School District. The strength of the Developer and ability to finance the project has been shown by the on-time completion of the Maritime Heights project without financing issues or delays.

Preliminary estimates based on current mil rate and assessing within the City suggest upwards of \$80,000.00 additional taxes being paid annually to the City upon completion of the project.



October 2, 2020

Site work Proposal

Phillips Development
1640 Rustic Oaks Ct
Green Bay, WI 54301

Wisconsin Earth Works, LLC. is pleased to provide to you the following proposal for a demo at Sunset Elementary School in Sturgeon Bay

Project Location

Sunset Elementary
827 N 8th Ave
Sturgeon Bay, WI 54235

Install temp fencing for demolition of project Add \$6,860.00

Demo

Pulverize asphalt and salvage for future project

Tear down 29,000 sqft building

Separate steel, concrete, and demo

Haul demo to landfill

Landfill charges included

All material that can be recycled will be.

Remove all concrete foundations

Backfill two basements with structural fill.

All concrete from foundation walls and footings to be crushed and used for future project.

Demo Price \$134,770.00

Option for concrete removal

To haul all block and concrete off site instead of stockpiling on site and reusing for future development.

Option Add \$54,985.00

All demo Rights go to Wisconsin Earthworks

Bid Excludes

Testing for asbestos.

Permits

Erosion control

Landscaping, seeding, fertilizing, or mulching

Additional cost due to winter conditions

Soil and compaction testing

Brent Hendricks
Cell 920-606-8253

Brenthendricks11@yahoo.com

SECTION 5: CITY AND SCHOOL DISTRICT INVESTMENTS

The Developer is, by this proposal, offering to purchase the subject properties for Ten Thousand Dollars (\$10,000.00), payable in cash or the equivalent at the closing and transfer of clear title.

The purchase price stated above is offered as an investment incentive by the Developer in exchange for tax credits of Thirty Thousand Dollars (\$30,000.00) over a period of two years following completion of the project. In addition, the Developer seeks assessments for real property taxes during construction made solely on the value of improvements completed by January 1 of each year of construction, beginning in 2022, providing a year of tax abatement (2021) to reducing holding costs while the project is commenced.

The Developer is flexible in structuring the final form of tax credits and other incentives that will benefit both the City and the Developer, provided the overall return to the Developer after application of such credits is not less than \$30,000.00.

SECTION 6: TERMS OF PURCHASE

Developer is offering to purchase and develop the project on the following basic terms:

Purchase Price of \$10,000.00

Earnest Money of \$5,000.00 paid within 3 days of bid acceptance

Plans submitted for preliminary approvals on or before January 15, 2021.

Closing on land on May 31, 2021, provided site and development approvals have been given by the appropriate municipal, State or County bodies.

Construction to begin on Parking Lot property immediately after the end of the 2020-2021 school year.

Occupancy of buildings on School Property completed by the end of August of 2021.

SECTION 7: MEET THE DEVELOPER

Doreen Phillips

Logical Home Designs, LLC

Maritime Heights, LLC

A Realtor, developer and home builder for more than twenty years, Doreen Phillips is no stranger to hard work, perseverance, quality and excellence. She has owned, constructed and managed commercial and residential properties successfully for herself and clients in both Brown and Door Counties. She undertook land division projects in the City of De Pere, City of Green Bay, Village of Howard, Town of Gibraltar/Fish Creek and in the City of Sturgeon Bay. Through Phillips Development LLC. and it's wholly owned subsidiaries like Maritime Heights, LLC, Logical Homes, LLC, Carstenson Homes, LLC and DAP Rentals, LLC, Doreen manages the following:

- 22 Townhouse units in Brown County
- 34 Townhouse units in Sturgeon Bay
- 7 duplexes
- 6 single family homes
- Owner-occupied residence in Allouez (Brown County)
- Second Home in Fish Creek (Door County)

Doreen Phillips has been involved with the development of the Fire Lane Commercial Properties located in the industrial park in the Village of Bellevue, which includes six 3600-square feet of warehouses with office and 14 storage buildings.

She, as a co-owner of Realty Executives and Huron Development, LLC, constructed and managed a 26,000 square foot office building, consisting of the main real estate office and 4 other office rental suites, which as been purchased by Coldwell Banker The Real Estate Group.

Since 2002, Doreen Phillips has owned and managed Logical Home Designs LLC, a construction company focused on building single-family homes and duplexes. Logical Home Designs builds approximately two to three homes a year, preferring quality, well designed unique homes over mass-produced spec homes. Doreen works personally with each customer, lending her eye for design and style to each home.

Jeff Halbrook, the main builder and expeditor of Logical Home Designs' construction jobs, has vast experience in such undertakings as:

- Beginning in 1982, as a finish carpenter and painter, working for Sunnyside Builders (Jim DeMoulin) and Tim Halbrook Builders, Inc.
- In 1996, started Jeff Halbrook Construction LLC to design and construct over 40 homes in Green Bay and the surrounding areas.
- Worked with Halbrook Builders Inc in Menasha as a job supervisor/expeditor, which constructed homes, duplexes and commercial properties.
- Worked with Tim Halbrook Builders finishing apartment complexes
- Joined Doreen Phillips at Logical Home Designs LLC with responsibilities of design, cost control, expediting and on-site finish carpenter, painter and cabinet installer.

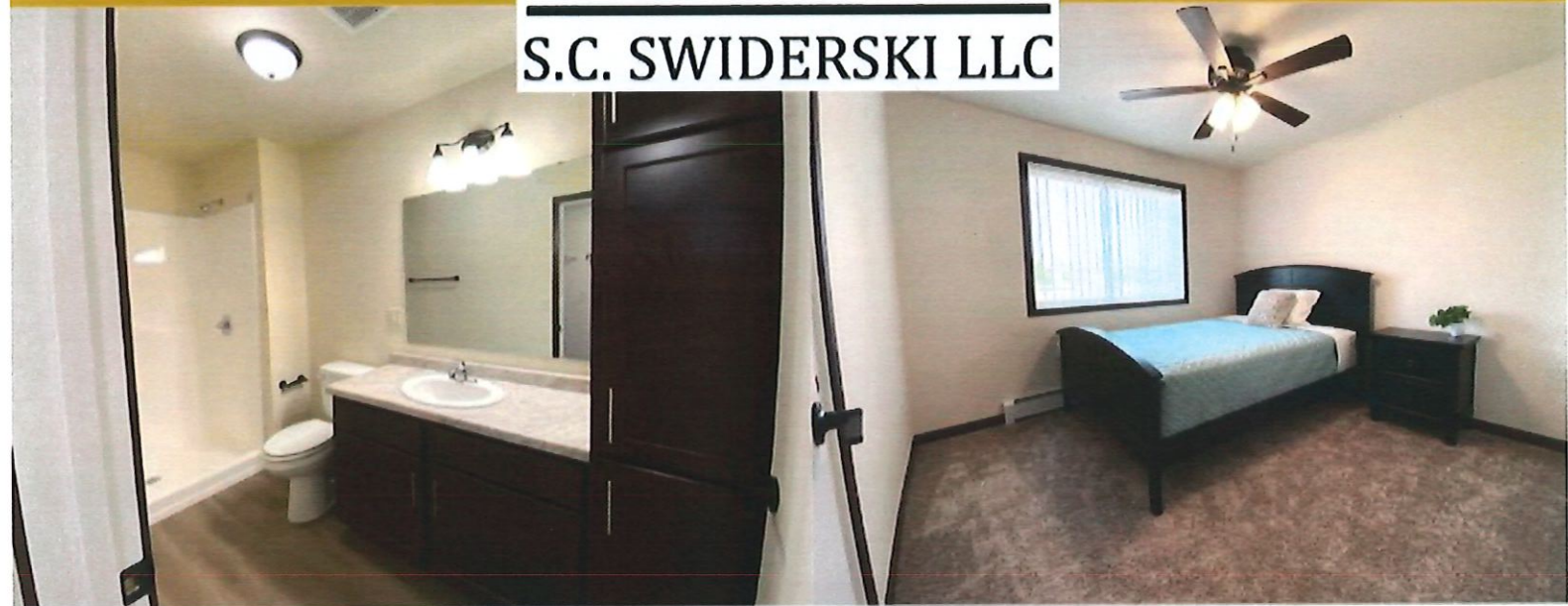
In 2019, Doreen implemented, from concept to completion, the development of Amity Fields – adding 34 quality rental townhomes to expand the affordable housing available to Sturgeon Bay residents. Maritime Heights was created with the City of Sturgeon Bay, completed without delays within the parameters of the developer's agreement entered into with the City and will successfully add approximately \$50,000-\$60,000 to the tax base.

A solid local businesswoman, Doreen is a well-known reliable developer with the means and expertise to complete this development with class and accountability.



SCS

S.C. SWIDERSKI LLC



SCS Sunset Estates- RFP Response for 827 N 8th Avenue

SCS

S.C. SWIDERSKI LLC

401 Ranger St., Mosinee, WI 54455

715-693-9522

Jacqui Miller

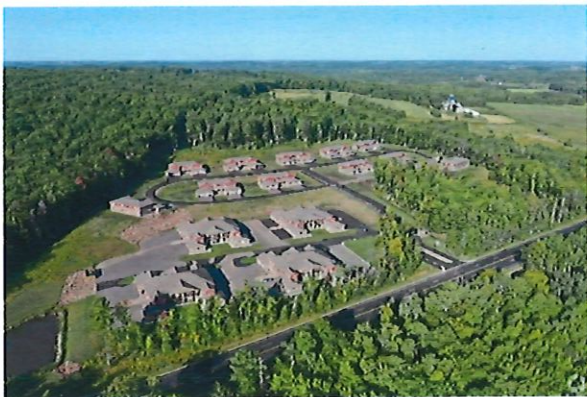
Business Development Manager

jmiller@scswiderski.com

www.scswiderski.com

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*The images shown are for illustrative purposes only and designed only to be a representation of the project.

October 18, 2020

Marty Olejniczak
Community Development Director
City of Sturgeon Bay
421 Michigan Street
Sturgeon Bay, WI 54235

To Mr. Olejniczak:

S.C. Swiderski, LLC is excited to present our proposal for the planning, construction, and management of the re-development site at 827 N 8th Avenue, Sturgeon Bay that we have named SCS Sunset Estates. SCS Sunset Estates will capitalize on the prime location and proximity to recreational opportunities, NE Wisconsin Technical College, retail options and numerous employers.

Our vision for the redevelopment of this site is to build quality housing with great service. The area is challenged with aging housing stock, a shortage of housing options, and a lack of rental options. Adding new, quality housing is an important goal of the City that we will help fulfill with this project. We will utilize new building prototypes designed by S.C. Swiderski based on extensive knowledge of the rental market. We are offering two conceptual site plans that we will work with the City to determine the best fit for this project. The buildings have modern floor plans offering a variety of sizes and price points. This should help meet demand for market rate rental housing with rent rates appropriate for those earning 60 to 120% of the area median income, commonly referred to as workforce housing as well as being attractive to empty nesters choosing a maintenance free lifestyle. These apartment homes will be market rate rentals.

Our plan provides an economic benefit to the City and its residents by expanding the City's tax base. It also has the added benefit of providing more opportunities for those employed in Sturgeon Bay to live in the area and those ready to sell their homes to stay in the area. The plan will return the City's investment through property tax revenue and will offer much-needed housing options.

S.C. Swiderski has a twenty eight year history of building and managing multi-family housing. We are committed to providing quality housing and great service to our tenants and have achieved 98.2% occupancy on our existing portfolio. S.C. Swiderski is headquartered in Mosinee, Wisconsin; we understand the rural markets and have 861 apartment units located in 10 communities with populations under 10,000 as well as other locations throughout the state. We completed 56 apartment homes at Grant and Sycamore in Sturgeon Bay; the completed project is currently 100% occupied with a waiting list. Rent rates range from \$845- \$1145. With this experience and feedback of thousands of tenants over many years, we are able to design buildings that work in communities like Sturgeon Bay. We are committed to providing quality housing and great service to our tenants.

Upfront, the project will be handled by the development team which has a seamless transition to the construction department. Completed buildings are leased out and maintained by our comprehensive property management department.

We believe the experienced team we have assembled on this proposal will deliver the right project to meet the City's objectives. The credentials of the team and the company's financial capacity for the project, combined with the vision of the City, will make this project a success for generations to come.

Project Summary

SITE FEATURES

Four buildings
20 stall garage building
Private roads
Trash enclosure
Sign at entrance
Mail shed
Green space

UNIT FEATURES

6 Floor Plans
889-1244 FSF
Include attached garages
Private entrances
In-Unit Laundry
All appliance
Deck or patio

Rent includes heat, water,
trash, snow removal and lawn
care, cable and high speed
internet.

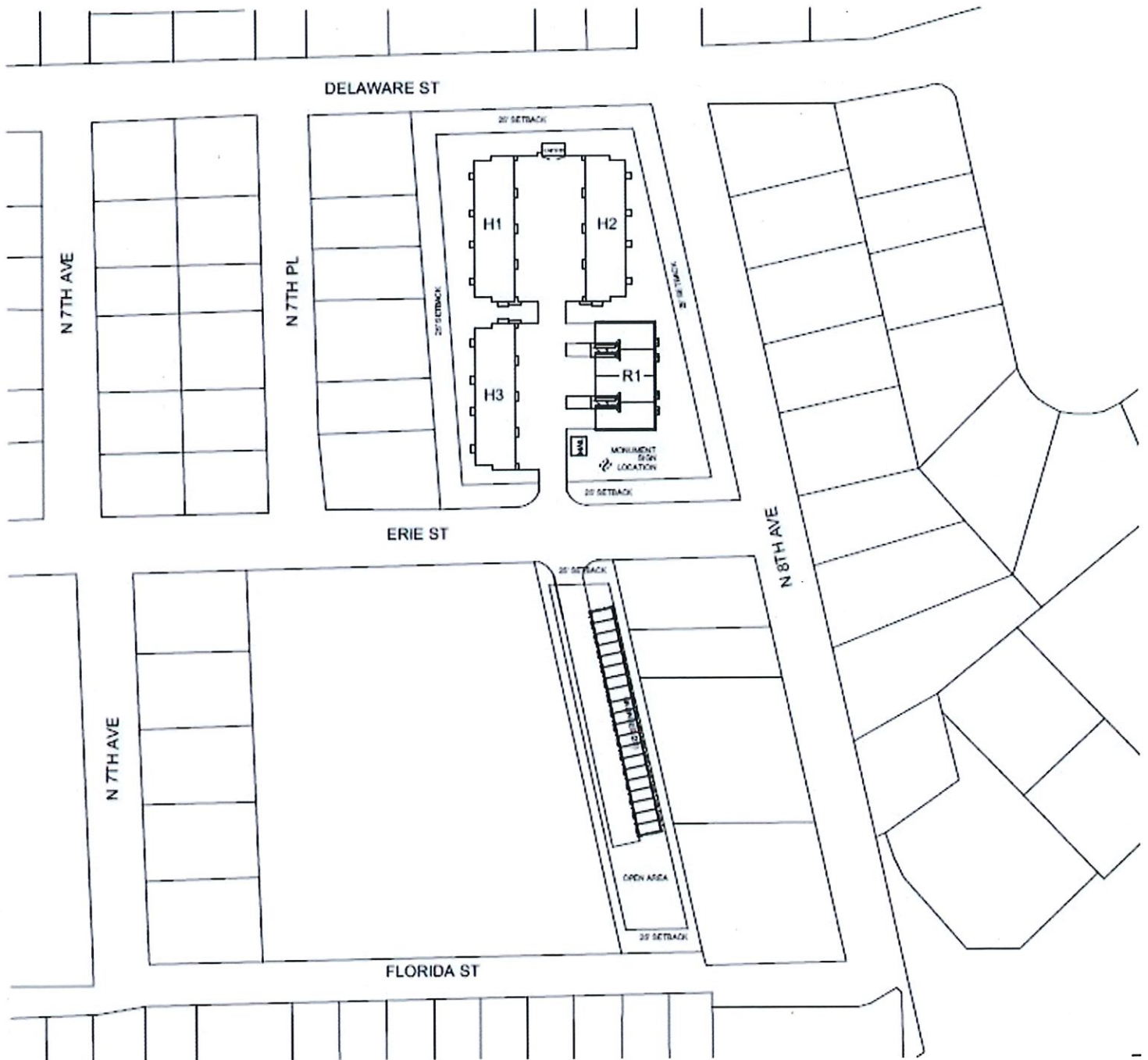
CONCEPT 1

3 Huntington Buildings
8 units X 3 = 24
1 Bedford or Rockwell
4 units X 1 = 4
28 Total Apartments

CONCEPT 2

2 Huntington Buildings
8 X 2 = 16
2 Bedford or Rockwell
4 units X 2 = 8
23 Total Apartments

Conceptual Site Plan 1



Conceptual Site Plan 2



Huntington 8 Unit

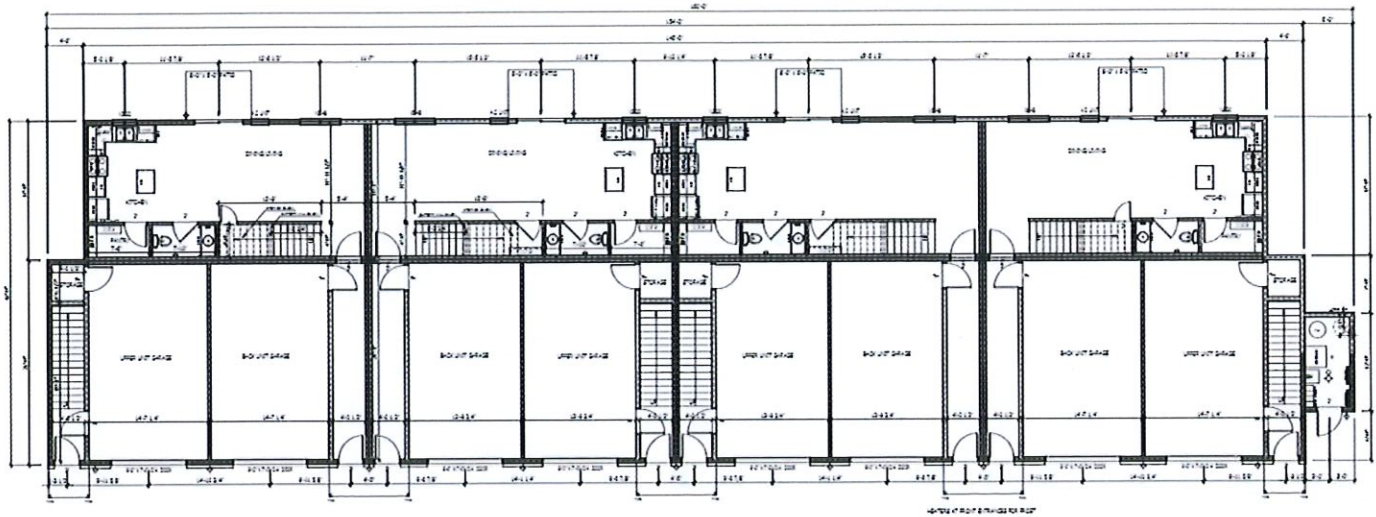


Huntington 8 Unit



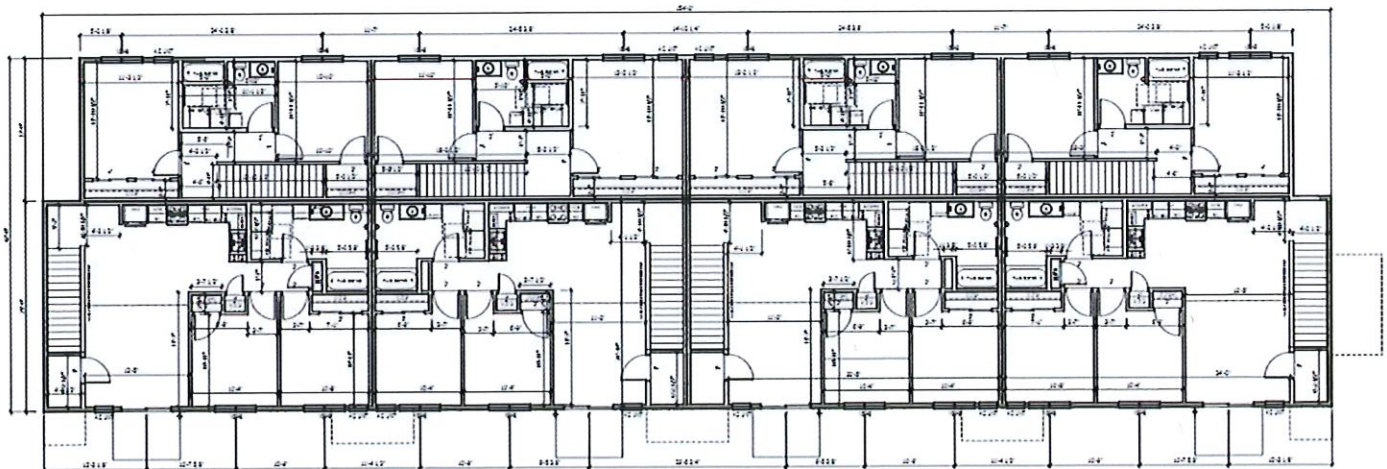
Huntington Floor Plans

Main Level with 8 one car garages, 8 entrances to apartments and main level living for 4 townhome units.



FIRST FLOOR PLAN
SCALE: 1/8" = 1'-0"

Upper Level with 4 upper level units and the second story for four two story townhome units.

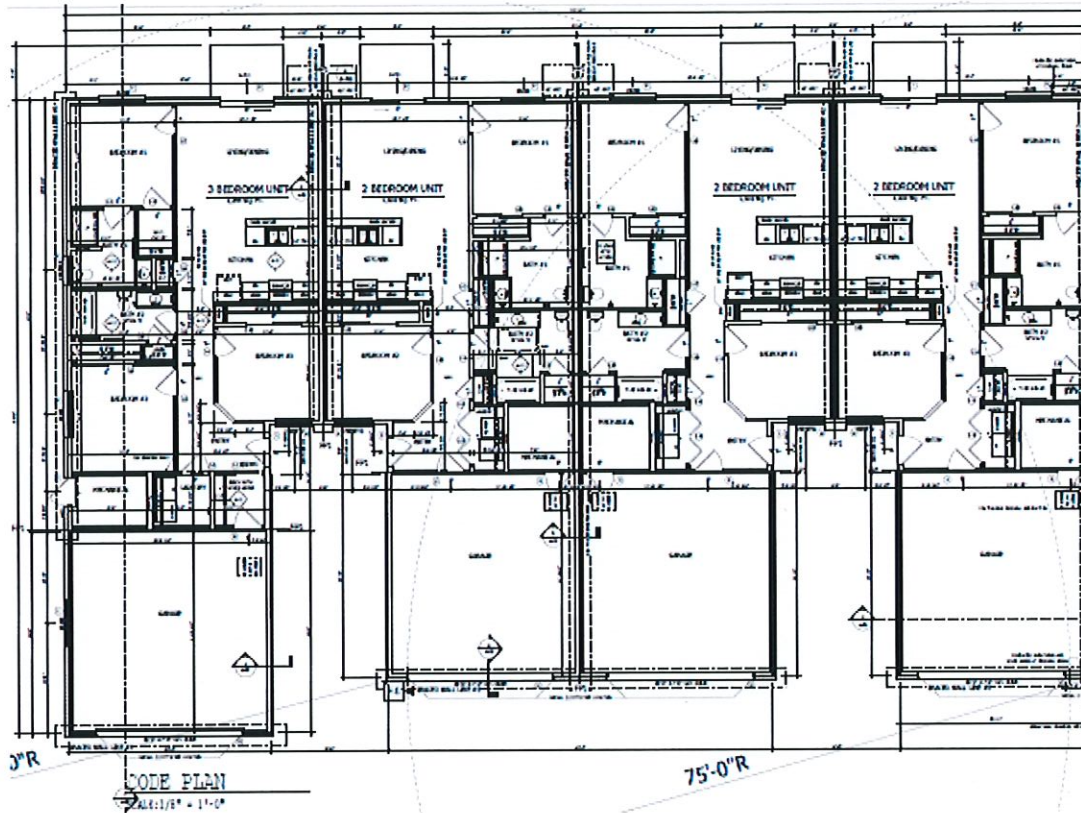


SECOND FLOOR PLAN
SCALE: 1/8" = 1'-0"

Bedford 4 Unit



Bedford Floor Plans



*Optional: The Rockwell building is in design and will be a smaller version of this building with one car attached garage instead of two.

Garage Stalls



Conceptual Interior Finishes



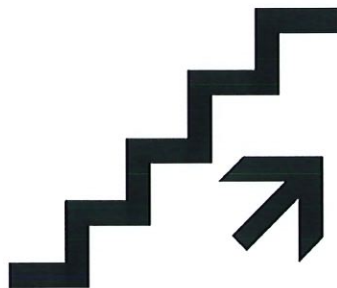
Project Timeline

This is a preliminary timeline subject to change.

Fall 2020	Proposal Selection
Winter- Summer 2021	Due Diligence & Planning
Fall – Winter 2021	Site Engineering & Approvals
Summer 2022	Mass Excavation, Roads & Site Utilities
Fall 2022	Buildings Started
Spring 2023	First Building Opens
Fall 2023	Phase I Completed

Lease Up & Occupancy

Our lease-up efforts start at groundbreaking and advertising begins six months in advance of a building opening. Rent rates are finalized at that time and will include heat, water, snow removal and lawn care. Based on our experience in similar markets, we expect each building to open at 50% occupied. We typically achieve 90% occupancy six months after a building opens. At the above project schedule, we expect this site to be 90% occupied by May 2024.



Marketing

S.C. Swiderski has a comprehensive marketing plan that is implemented by an experienced marketing coordinator in cooperation with the Lease Up Property Manager. A few highlights of the plan are below.

Create new page for property on company website

Join local Chamber of Commerce

Host groundbreaking event with local Chamber of Commerce

Press release announcing start of construction

Temporary sign on property

Engrain Interactive Site Map added to website

Floor plans added to website

Form for people to be on interest list for project updates

Hard hat tours for people on interest list

Ads on rental websites (Apartments.com, Zumper, Rent.com)

Paid ads on Facebook

Facebook Marketplace posts

Craigslist ads

Radio campaign

Mailing to area businesses

VIP Open House

Grand opening event

Press release announcing building openings

Weekly open house until stabilization

Corporate and furnished housing program outreach

Permanent sign installation



Property Management

S.C. Swiderski Leasing

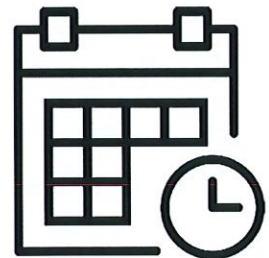
Professionally trained on-site staff
Highly experienced area manager and administrative support staff
Comprehensive applicant screening process with income guidelines
Extensive rules and regulations for tenants that are enforced
Tenant portal for on-line payments and maintenance requests
All equal housing guidelines followed
Virtual tours and contactless transactions offered



S.C. Swiderski Maintenance

Full service maintenance technicians
Dedicated administrative staff for service requests
24 hour emergency maintenance service

AVERAGE RESPONSE TIME 2 days 20 hours and 50 minutes
AVERAGE WORK ORDER COMPLETION 55 minutes



REGULARLY SCHEDULED MAINTENANCE

Pressure washing of building
Annual dryer vent cleaning
Monthly building lighting and general building inspections
Regular landscape inspections
Annual inspection of asphalt parking and driveway areas
Filter changes per type of equipment specifications
Annual testing of fire alarms & fire suppression systems



Financial Information

Initial projections indicate a project value of \$3 million. These numbers are subject to change as we work with the City through the design process to create the optimal project for the site.

S.C. Swiderski will fund the project through owner equity contribution and construction financing.

S.C. Swiderski will be the developer and sole owner of the project. They have fostered strong, long-standing relationships with local and national lenders throughout the last twenty eight years and have demonstrated the ability to secure financing for their projects. The company has successfully funded similar projects and this project would represent only a small portion of their funding capacity.

Financial statements and other documents presenting the financial condition of the company can be provided upon selection.

City Participation

This proposal includes economic development assistance to the Developer.

1. Sell the parcel of 2.76 acres at 827 N 8th Avenue and the adjacent parcel of .81 acres to S.C. Swiderski for \$1.
2. The owners are responsible for building and parking lot demolition, any asbestos and lead based paint abatement and performing a Phase I Environmental Study prior to closing.
3. The City shall pay a Cash TIF development incentive to S.C. Swiderski in the amount of \$200,000 with the following payment schedule: \$50,000 upon occupancy permit for each building.

The requested assistance will allow the project to achieve the goal of providing market rate rental housing from a private investor. S.C. Swiderski is open to negotiations with the City upon selection on these requests.

The proposed project would increase the property value with an estimated value of \$3 million. This would provide property tax revenue to the city.

Developer Qualifications & Organizational Overview

S.C. Swiderski, LLC is a real estate, construction, and property management company specializing in multifamily projects. The Real Estate Division manages the company's real estate portfolio handling acquisitions, sales, project design, planning, and development. The Construction Division oversees project budgets and scheduling, contract procurement, project management, and construction management. The Property Management Division provides professional leasing, management, grounds keeping, and maintenance for the real estate portfolio. All areas of the company work together to proudly deliver quality housing with great service known as the SCS Difference.

S.C. Swiderski was formed in 1992 and is a privately held company with corporate headquarters in Mosinee, Wisconsin. The company has a sound business model and is unique in that it designs, plans, constructs, owns and operates its real estate portfolio. The company attributes its success to their ability to listen to tenants, focus on continuous improvement, develop their team, and operate with integrity.

S.C. Swiderski has apartment locations throughout the state and the company continues to expand by investing in its people, processes, and properties. S.C. Swiderski demonstrates innovation, quality, and pride that one can expect from a Made in Wisconsin certified company. The company embraces its Wisconsin roots and is committed to the communities and tenants that it serves.

The company has extensive experience in collaborating with cities and completing desirable multi-family projects.

Registered Corporations: The company consists of four LLCs under private ownership of Shane and Sheila Swiderski.

S.C. Swiderski, LLC created on July 31, 1998

S.C. Swiderski Management Corporation created on January 12 2015

S.C. Swiderski Construction, LLC created on January 12, 2015

S.C. Swiderski Land Company, LLC created on January 12, 2015

To date, there have been no debarments, suspensions bankruptcies or loan defaults for any of the four entities.

Completed Multi-Family Projects

ANTIGO

Prosser Place Estates

EAGLE RIVER

Mill Street Estates

EDGAR

Hilltop Apartments

KRONENWETTER

Pine View Estates

MARATHON CITY

Blue Stone Estates

MERRILL

SCS Merrill

Northside Estates

MOSINEE

Westhaven Apartments

PLOVER

Willow Estates

RICE LAKE

Moon Lake Estates

STEVENS POINT

River View Apartments

STURGEON BAY

SCS Sturgeon Bay

WAUPACA

Timber Ridge Apartments

WAUSAU

Urban West

Westwood Estates

WESTON

River Trail Estates

WISCONSIN RAPIDS

Birchwood Apartments

Countryside Apartments

Countryside Estates

Woodland Estates

Multi-Family Projects Under Construction

KRONENWETTER

Village Estates

MARSHFIELD

SCS Marshfield Phase II

PLOVER

Willow Estates II

WAUPACA

Timber Ridge Phase II

WESTON

River Trail Estates Phase II



Municipal References

S.C. Swiderski has completed residential projects in all of the municipalities below. We are currently working on additional residential projects in all of these municipalities.

1. Village of Weston

Jennifer Higgins, Planning & Development Director
715-241-2638, jhiggins@westonwi.gov

2. City of Merrill

David Johnson, City Administrator
715-536-5594, David.Johnson@ci.Merrill.wi.us

3. Marathon City

Andrew Kurtz, Administrator
715-443-2221, akurtz@marathoncity.org

4. City of Waupaca

Aaron Jensen, City Administrator
715-258-4411, ajenson@cityofwaupaca.org

5. Village of Kronenwetter

Randy Fifrick, Community Development Director
715-693-4200 ext. 113, rfifrick@kronenwetter.org



Project Team



Jacqui Miller, Business Development Manager
jmiller@scswiderski.com
715-693-7823

Education:

Bachelor of Science in Marketing
St. Cloud State University
WI Real Estate Salesperson License

Jacqui has 23 years of experience in real estate and marketing. She began her career as a Realtor in the Twin Cities; she was named Top 30 Under 30 in the nation. She joined S.C. Swiderski in 2016. Jacqui oversees real estate acquisitions and dispositions, development, project planning and approval along with the company's growth objectives and strategic marketing direction.

Nathanael Popp, Operations Manager
npopp@scswiderski.com
715-693-7808

Education:

Bachelor of Science in Industrial Management
University of Wisconsin- Stout
WI Real Estate Salesperson License

Nathanael oversees all divisions of the company and is responsible for implementing the vision of the owners. He has 16 years of construction and management experience. He works closely with the owners and the development team to bring new projects to fruition and secures project financing.



Project Team



Kortni Wolf
Real Estate Dev. Administrator
8 years in real estate



Madeline Check
Architectural Drafter
2 years in design



Jay Trowbridge
Excavation Manager
21 years in excavation



April Pankow
Development Project Manager
11 years in construction



Amber Keller
Project Manager
10 years in construction



Tom Woller
Construction Manager
30 years in construction

Property Management Team



Kari Kussow
Leasing Manager
19 years in management



Pat McElroy
Lease Up Property Manager
20 years in customer service



Ali Montalbano
Area Manager
6 years in property mgt.



Jon Sawicky
Maintenance/Grounds Manager
30 years in construction



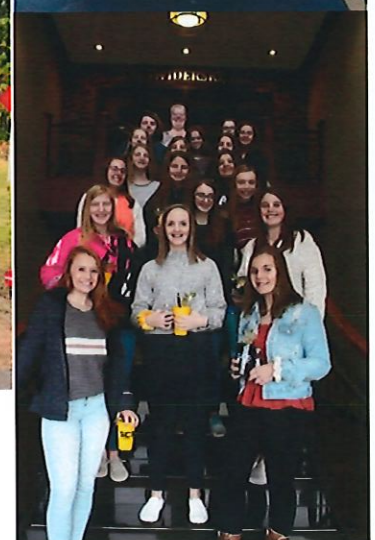
Lori Minnihan
Leasing Administrator
20 years in customer service



Sam Kaczor
Marketing Coordinator
3 years in marketing

Community Involvement

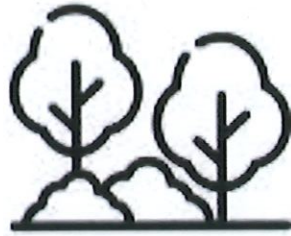
S.C. Swiderski is committed to be involved in the communities that we serve. In addition to events for our tenants, our employees volunteer at community events, in schools, nursing homes and through non-profit organizations.



SCS SUSTAINABLE AND GREEN MEASURES



**EFFICIENT HYDRONIC
HEATING AND HOT
WATER**



**PLANTING TREES
AND SHRUBS**



**MONITORED
THERMOSTAT
SETTINGS**



**ENERGY STAR
APPLIANCES**



LED LIGHT FIXTURES



**LOW FLOW
WATER FIXTURES**



**FULL BLOWN
INSULATION IN
FLOOR TRUSSES**



**R50 INSULATION
TO CONSERVE
ENERGY**

SCS
S.C. SWIDERSKI LLC

Eventide on 8th

Proposal for the Sunset Elementary School RFP

City of Sturgeon Bay
Attn: Marty Olejniczak
421 Michigan Street
Sturgeon Bay, WI 54235

Horizon Development Group
October 19, 2020



October 19th, 2020

Marty Olejniczak
Community Development Director
City of Sturgeon Bay
421 Michigan Street
Sturgeon Bay, WI 54235

Re: Eventide on 8th
Proposal for the Sunset Elementary School RFP

Dear Mr. Olejniczak,

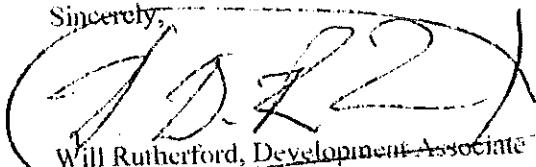
Horizon Development Group is pleased to submit Eventide on 8th in response to the City's request for proposals to acquire and redevelop the Sunset Elementary School.

Eventide on 8th will be a 48-unit, mixed-income, workforce housing community featuring a variety of two-story, walk-up apartments, an on-site leasing office, a clubroom, and covered parking. Our proposal will benefit the community by helping to provide quality affordable housing options to the entry-level employment base for Sturgeon Bay's major employers in proximity to shopping, jobs, health care, and the historic downtown.¹ Demand for this product type is well-documented in the community - the Door County Economic Development Corporation's 2018 Housing Analysis forecasted a need for the creation of 170 units of new housing at our proposed rent levels by 2023.

Horizon is a leading developer, builder, and property manager of workforce and affordable housing communities across the Midwest. We pride ourselves on a systematic development process, high quality, budget-conscious construction, and long-term, responsive management. Our experience, reputation, and integrated service platform make us an ideal candidate to improve access to workforce housing in Sturgeon Bay.

Please feel free to contact me at w.rutherford@horizondbm.com (608) 354-0843 with any questions or comments. Thank you for the opportunity to submit this proposal - we look forward to working with the City and School District on this exciting project.

Sincerely,


Will Rutherford, Development Associate
Horizon Development Group, Inc.

¹ Based on the recommendation provided by our independent market study analyst, we estimate that the project's rent restricted units will contain rents affordable to individuals and families with maximum qualifying incomes ranging from \$15,660 to \$48,300

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- II. FINANCIAL FEASIBILITY AND INVESTMENT STRATEGY
- III. PROJECT TEAM AND MANAGEMENT QUALIFICATIONS
- IV. DEVELOPMENT ORGANIZATION AND FINANCIAL CAPACITY
- V. FINANCIAL REQUEST AND PROPOSED LAND PRICE
- VI. MILESTONE SCHEDULE
- VII. REFERENCES
- VIII. APPENDICES
 - 1. Site Plan
 - 2. Letter of Recommendation
 - 3. Sources and Uses Statement and Project Summary Page
 - 4. Summary of Requests

I. DESCRIPTION OF PROPOSED DEVELOPMENT

Prior to submitting this proposal, our development team worked with City staff, the Door County Economic Development Corporation, Sturgeon Bay employers, an independent market study analyst, and our architect to create a solution that addressed the housing needs and economic challenges of your community. It was important to our team to propose a product type that was responsive to Sturgeon Bay's broader community development goals and would enhance the character of the surrounding neighborhood. In this section, we explain our proposed product type and targeted demographics, provide imagery illustrating similar projects, and justify demand for our proposed product type with data from the Door County Housing Analysis.

Overview and Product Type Introduction:

After careful consideration, Horizon is proposing to demolish the Sunset Elementary School and construct a 48-unit mixed-income, workforce housing community. The project will consist of 3 separate two-story, 16-unit, stacked flat apartment buildings with a variety of spacious one-, two-, and three-bedroom unit types. In response to robust housing demand in the City across different unit types and price points, the community will feature both market rate and rent-restricted units, with rents set at levels affordable to a broad range of Sturgeon Bay's entry-level occupations.

Given the residential character of the surrounding neighborhood, our development team concluded the stacked flats construction style would blend best with the neighborhood aesthetics. The following picture illustrates the architectural style of the product type we are proposing and we have included our proposed Concept Site Plan in the Appendix Section. *Please keep in mind that our site plan is conceptual and subject to change and the below imagery was created for a market rate property in a high rent market. Eventide on 8th will therefore contain less masonry.*



Sample Imagery of Product Type



Most Recent Example of Product Type: Diamond Ridge Apartments (See Section VII)

Product Type & Familiarity

In the past 5 years, Horizon has seen strong demand for this product type, having built just under 2,000 units across the Midwest. We expect that demand will continue to expand for stacked flats-style units, especially during the coronavirus pandemic as the private entries and minimal common space reduce close interactions amongst residents compared to a traditional apartment building.

Amenities

Each unit will be designed to include its own ground floor, private entry, spacious one-, two-, or three-bedroom layout, including a private patio or balcony, individually controlled heating and cooling, storage spaces, and in-unit washer/dryers.

Community amenities will include ample green space, an on-site leasing office, clubroom, and covered parking. Our proposed design will also feature a number of energy efficiency upgrades and accessible design features to reduce resident housing costs and improve access to housing options for people with permanent disabilities.

Unit Mix & Financing Strategy

Ultimately, our goal with this proposal is to demonstrate that there is a need for the proposed use in the community, which requires that we establish demand for the specific unit mix. But first we explain how the financing incentives for workforce housing influence the project's unit mix.

The development team is proposing an affordable housing finance strategy that includes public/private partnership at the federal, state, local, and regional levels. One component of the financing plan would be to apply for affordable housing tax credits administered by Wisconsin Housing and Economic Development Authority (WHEDA). The Section 42 federal tax credit program advances affordable housing in many communities across the state and allocates tax credits on a competitive basis each year. If awarded tax credits, an interested equity investor would purchase the credits and the sale proceeds would be used to fund a significant portion of the project. Other financing would include a permanent first mortgage, Affordable Housing Program funds through a Federal Home Loan Bank district, a developer contribution,² a City-financed TIF loan, and a contribution for demolition costs from the School District.³ Please note that the attached Sources and Uses Statement shows a financing gap. Section III also explains our strategy for closing the remaining gap.

It is worth noting that each of the proposed financing sources will be necessary to close the project's financing gap and - aside from the permanent debt and contributions from the City, the School District, and Horizon - funding from each must be obtained through competitive application processes. Each application has its own priorities for the number and type of units and the income levels they want to see from prospective applications. The proposed project must therefore contain a mix of unit types and targeted income levels that is competitive across all funding platforms.

In preparation for this RFP, Horizon analyzed the funding priorities for all major financing sources and created the unit mix illustrated on the following table to maximize the project's competitive profile. As background, the rent restrictions for workforce housing projects are categorized based on county median income. To qualify for residency, household income must be at or below the applicable percentage of county median income for each unit. For example, 30% units must be occupied by households earning at or below 30% of county median.⁴

Unit Mix by Type:

Unit Type	Total Units	Market Rate	Tax Credit	30% Units	50% Units	60% Units
One-Bedrooms	18	2	16	10	6	0
Two-Bedrooms	20	2	18	0	6	12
Three-Bedrooms	10	2	8	0	7	1
Total Units	48	6	42	10	19	12

² Please note that the Developer Contribution is not listed in the project's Sources and Uses Statement, but we are expecting that Horizon will provide a financial commitment to help the project close the financing gap remaining after the tax credit application.

³ See the Appendix Section for a complete illustration of the project's proposed sources and uses and financial projections.

⁴ It is also important to note that the project's market rate units will not contain income restrictions and can be rented by any resident who passes HMS' credit and background check.

Target Demographic & Demand

The proposed project will target the following demographics:

1. Sturgeon Bay's entry-level workforce;
2. Veterans; and
3. Individuals or families where one member of the household has a permanent developmental, physical, sensory, mental or physical, medical or mental health disability or a combination of impairments that may require support services to maintain independent housing.

On its website, the City includes a housing affordability chart evidencing the need for workforce housing which shows entry-level salaries for the following occupations that would qualify to live in the proposed project's rent restricted units:

1. Elementary School Teacher (\$3,000 / month);
2. Welder (\$2,667);
3. Construction Laborer (\$2,336 / month);
4. Hotel Clerk (\$1,958 / month); and
5. Cook (\$1,700 / month).

The same affordability chart indicates that the project's market rate units would also be affordable the following professions:

1. Patrol Officer (\$4,680 / month);
2. Registered Nurse (\$4,597 / month); and
3. County Social Worker (\$4,027 / month);

Please see Section II for the project's proposed rent levels.

Density, Zoning Requests, & Parking

Horizon is proposing to acquire the Sunset Elementary School site (2.766 acres) and the parking lot across the street (0.80 acres). Section IV of the RFP document indicates that proposals developing both parcels at once may include the acreage from the parking lot site in the total density calculation, even if the housing units are constructed exclusively on the Sunset Elementary School site.

We have therefore calculated the project's gross density as follows:

- $2.766 \text{ acres} + 0.80 \text{ acres} = 3.566 \text{ total acres}$
- $48 \text{ units} / 3.56 \text{ acres} = 13.46 \text{ units per-acre.}$

Zoning Requests

If selected, the development team will need to obtain permissive zoning to construct the number and type of units proposed no later than December 10th, 2020. This will require that the City Council approve the following two requests:

1. Re-zone the property to R-4 to accommodate the proposed density. We believe this request is reasonable because there are two examples of R-4 immediately across the street.

2. Simultaneously approve a Planned Unit Development District that grants the project a density bonus to allow for 48 units as proposed. We believe this request is reasonable, as the RFP contemplates a maximum density request of 3,000 square feet per-unit, which would net a maximum of 51 units on-site.

The project currently complies with all setback, impervious surface area, and parking requirements. Please see the below table for a list of applicable standards:

Zoning Restriction	R-4 / Multifamily Standard	Proposed Project
Setbacks	Street: 25 feet Side: 10 feet Rear: 25 feet	Street: 25 feet Side: Not applicable Rear: 25 feet
Impervious Surface Ratio	Not to exceed 70%	School site: Sq. Feet: 120,486 sf Impervious sf: 72,406 Impervious Ratio: 60% Parking lot site: Sq. Feet: 34,848 Impervious SF: 18,270 Impervious Ratio: 52.4% Both sites together: Sq. Feet: 155,583 Impervious SF: 90,676 Impervious Ratio: 58.3%
Density Restriction	Current: not to exceed 3,500 square feet of lot area per-unit Per RFP's Recommendation, include PUD Density Request: not to exceed 3,242 square feet of lot area per-unit	3.566 acres = 155,583 square feet 155,583 divided by 3,500 = 44 units max 155,073.6 divided by 3,000 = 51 units max Proposed project: 48 units

Parking Requirement by Bedroom Type	1-Bed: 1.5 stalls req. * 18 = 27 2-Bed: 1.75 stalls req. * 20 = 35 3-BR: 2 stalls req. * 10 = 20 82 stalls required	Parking Provided: Garage stalls: 22 Surface stalls behind garages: 5 School site surface parking: 42 Existing Parking lot stalls: 39 Total parking: 108
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Stabilized Property Value Estimate

Projected Stabilized Value for Taxation: \$1,500,000

II. FINANCIAL CAPACITY & INVESTMENT STRATEGY

To support the cost of construction, the proposed project will need to obtain financial support from the City of Sturgeon Bay and apply for several other affordable housing funding sources. This section explains Horizon’s familiarity with the proposed financing strategy, amounts required, and the schedule for obtaining each, together with our anticipated rent structure and long-term management strategy.

To understand the overarching strategy of financing a mixed-income, workforce housing project, we first need to separate the different types of capital sources into two categories: competitive applications and noncompetitive applications.

Application Type:	Permanent Debt	Cash Contribution	Equity	Soft Funding
Competitive			Tax credits/tax credit equity	FHLB Funds;
Noncompetitive	First mortgage; TIF loan and loan commitment;	Developer contribution;		

The first part of this section covers the macro strategy for obtaining the competitive application capital sources and then addresses the individual strategy for obtaining each one.

Macro Financing Strategy: Competitive Applications

While Section 42 tax credits, and FHLB funding, each have their own separate applications and strategies for obtaining funding, there are two critical attributes that all workforce housing funding platforms value: a quality development team and a layered public/private partnership. The competitive application sources aim to invest in projects that benefit the community, which is far more likely when applicants evidence that they are ready to move forward and structured to operate efficiently over the long-term. By including a qualified development team and a layered public/private partnership in their applications, workforce housing projects demonstrate that they possess (1) the skill to navigate the complexity of development process, (2) the political support to obtain approvals, and (3) the financial support necessary to build and operate a quality project. All Horizon project’s therefore feature a team of industry experts⁵ and partnerships with local municipalities that are willing to incentivize housing development.

⁵ Sections III and IV expand on our development team’s qualifications, similar project examples, and references.

Section 42 Tax Credit Equity

WHEDA's funding priorities for Section 42 tax credits have the largest influence on the proposed project's financing strategy because tax credit equity accounts for the largest portion of the proposed project's capital stack. Horizon's history developing similar project's in Wisconsin dates back to when the Section 42 program was created and we have developed a comprehensive strategy for determining the most competitive project structure.

Familiarity & Macro Strategy:

Horizon is one of the largest developers, builders, and managers of workforce and affordable housing projects utilizing Section 42 tax credits in the State of Wisconsin. Since the program was created in 1986, Horizon has completed 71 projects, totaling over 3,700 units. Over the years, Horizon has developed a proprietary method for systematically evaluating tax credit projects and identifying the most competitive deal structure possible for each application. Our organization routinely applies for these tax credits and, despite how competitive the application process is each year, we have an excellent track record in receiving awards.

Historically, only 1 in 3 projects submitting applications receive awards. In the most recent application cycle, Horizon submitted three applications in Wisconsin and one in Iowa and received awards on all four. We credit this success to our experience and understanding of the tax credit process and we have sustained this success for some time. Since 2015, Horizon has received awards on 12 of our last 14 Section 42 tax credit applications.

Although an award of credit remains an unknown and cannot be guaranteed, we have taken time to carefully evaluate tax credit scoring and believe this opportunity is competitive. Below are WHEDA's most important application requirements that Horizon has already addressed in preparation for this RFP:

1. **Income Targeting and Large Family Units.** Points here are maximized through the project's unit mix if it targets the appropriate number of rent restricted units and includes the required number of 3-bedrooms. Our unit mix accounts for the maximum amount of points in both categories.
2. **Permissive Zoning.** The project must have permissive zoning in place to allow the number and type of units being proposed. As explained in Section I, Horizon is therefore requesting that the City approve a rezoning of the property to R4 with a PUD granting the appropriate density.
3. **Development Team.** WHEDA incentivizes project teams that include experience developing, designing, constructing, and managing Section 42 projects. See Section III for expanded detail on our project team's qualifications.
4. **Job Creation.** WHEDA awards points for projects located in municipalities with an employer that has created at least 50 jobs in the past 5 years and can provide a certification from that employer verifying the amount of jobs created. Horizon has

- already met with one of Sturgeon Bay's employers, verified that they have created at least 50 jobs, and they have committed to providing a certification for our application.
5. **Market Study.** WHEDA requires that projects hire an independent market study analyst to conduct a market study establishing demand for the target demographic in the local market. Horizon has already begun the market study research for the proposed project with our independent market study analyst.
 6. **Supportive Housing.** WHEDA awards points to projects that target a percentage of their units to veterans and individuals with disabilities if they are able to set up a network of supportive service providers who can connect these residents with services they may need to maintain independent housing. Horizon will be targeting units to veterans and individuals with disabilities and we have already obtained the certificate from the Department of Health and Human Services that is required to generate points in these categories. We have also identified service providers for both demographics and are finalizing the terms of our agreement with both organizations.
 7. **Design Features.** WHEDA awards points to projects that include energy efficiency upgrades and accessible design features. Horizon worked closely with our architect and construction team to ensure that the cost increases resulting from all design features required to maximize points in these categories have been accounted for in the project budget.
 8. **Financial Leverage.** WHEDA incentivizes projects to request the fewest tax credits possible so that this resource may be allocated to as many projects as possible across the state. In general, this means that projects containing the largest amount of funding from outside sources earn more points. There are seven different point thresholds in this category, and the proposed development aims to achieve the highest score possible. The financial leverage scoring category is often a distinguishing factor between projects that do and do not receive an allocation of credit.
 - a. It is worth noting that we did not propose a historic renovation project for this RFP because projects that include historic tax credit equity cannot score in the top category for Financial Leverage, which creates a 4-point disadvantage according to WHEDA's rules.

Timing:

Application: December 2020

Award: April 2021

Amount:

\$6,528,297.

FHLB Funding

Familiarity:

The Federal Home Loan Banks have programs that provide gap financing to affordable housing projects through a competitive application process. Horizon has extensive experience obtaining these funds and we have structured the proposed project to maximize the competitive profile of our application.

Timing:

If the project is awarded tax credits, we will apply for FHLB funds later in 2021, with funding awards being announced in November of 2021.

Amount: \$630,000

Tax Increment Financing

Familiarity & Request:

In the current construction market, where costs have continued to rise, workforce housing projects have been forced to rely more regularly on tax increment financing and other gap funding sources to achieve feasibility. Across the Midwest, construction and operating costs have increased more rapidly than county median incomes, which has resulted in workforce housing projects having less income to support building and operational costs. Not surprisingly, the above trends have required all 5 of Horizon's recent comparable projects to utilize tax increment financing to achieve feasibility.

Beyond feasibility, the commitment for tax increment financing evidences a local component to the project's public/private partnership and makes the project's applications for tax credits and FHLB funds more competitive.

Strategy & Request:

This section contains two primary requests:

1. Provide a resolution executed by the City that commits the City to creating a new Tax Increment District (TID) and providing the project with a City-financed tax increment financing loan paid exclusively with 95% of the available new tax increment generated for a period of 20 years. The City's obligation in the resolution may be conditioned on the project receiving an award of tax credits in the 2021 application cycle. WHEDA understands that the Joint Review Board will need to approve the district, but it requires

municipalities to include such a resolution anyhow if projects want to include TIF in their capital stack.

2. Provide a separate loan commitment from the City with the projected principal amount, interest rate, and amortization period that the City TIF loan is likely to contain. Without this commitment, the project will be required to include a smaller loan size for the City TIF loan in our application because WHEDA will require that we size the TIF loan with an interest rate of 5.35%⁶. The gap resulting from the smaller TIF loan size will need to be made up by requesting more tax credits, which could reduce the project's score in Financial Leverage and jeopardize the competitive profile of our WHEDA application.
 - a. The commitment would be conditioned on the project's ability to obtain tax credits and must require that the City replace the loan with the City-financed tax increment financing loan described in #1.

Amount:

Principal Amount: TBD, but currently projected at \$478,000

Interest Rate: 2.50%

Amortization Period: 20 years

Term: 16 years

Both the TIF loan Resolution and the parallel loan commitment need to show a principal amount of \$478,000, an interest rate of 2.50%, and an amortization period of 20 years.

Timing:

Horizon is requesting the loan commitment and the TIF resolution prior to the tax credit application so that the project may include it in our application to WHEDA. Funding will need to be in place by the time the project closes in April of 2022.

Demolition Cost Contribution from Sturgeon Bay School District

Familiarity & Request:

Horizon is requesting that the School District and/or City provide funding to the project for the cost demolishing the existing Sunset Elementary School building. We are specifically requesting:

⁶ WHEDA requires that projects including loan commitments without a locked interest rate utilize WHEDA's senior debt rate as the loan's interest rate, which is currently 5.35%.

1. The funding is provided in time for the projected closing date of April 1, 2022;
2. No demolition work occurs prior to the closing date;

This structure is critical to maintaining competitive scores with WHEDA and FHLB. It would hurt both of those applications if, for example, the School District proceeded with demolishing the building on its own prior to closing. Removing vacant buildings gives the project more points in its application to FHLB and keeping these costs in the project budget improves our Financial Leverage score to WHEDA.

The commitment will need to contain the following terms:

1. Amount: An original amount of not less than \$471,596, to be increased based on the actual demolition and environmental remediation costs up to a maximum of \$594,000.
2. The commitment may be subject to the project receiving an award of tax credits in the upcoming application cycle.

Timing:

We will need the commitment prior to the tax credit application. Funding will need to be in place by the time the project closes in April of 2022.

Amount:

Not less than \$471,596 – see above.

Permanent First Mortgage

Familiarity:

As a leading developer of workforce and affordable housing in the Midwest region, Horizon has established relationships with a number of banks that provide permanent debt to projects leveraging Section 42 tax credits. Our organization competes each year in WHEDA's competitive application cycle for 9% tax credits, which requires that we stay in regular contact with lenders who provide permanent financing to projects like Eventide on 8th.

Projects applying to WHEDA for 9% tax credits need to size their permanent debt appropriately to meet WHEDA's underwriting standards the debt coverage ratio. To minimize the financial request from the City and the project's dependence on supplemental capital subsidies for affordable housing, Horizon sizes the permanent debt as large as WHEDA permits. There are three primary underwriting controls that restrict the size of permanent debt:

1. **Stabilized Debt Coverage Ratio.** Project's must demonstrate a minimum debt coverage ratio of at least 1.175 for their baseline operating assumptions.

2. **Required Debt Coverage Ratio Over First 16 Years.** Once the property is fully leased, each year must illustrate a minimum debt coverage ratio of at least 1.15.
3. **Interest Rate and Amortization Terms.** Projects that do not have a firm commitment from a private lender to provide permanent debt with a fixed interest rate and amortization period must underwrite their first mortgage with the interest rate and amortization period posted on WHEDA's website on the day prior to the application due date (currently listed at 5.35% and 35 years).

The below terms therefore incorporate the interest rate and amortization period currently posted on WHEDA's website.

Amount:

Principal amount: \$1,533,284

Interest Rate: 5.35%

Amortization Period: 35 years

Term: 16 years

Timing:

Once the project receives an award of tax credits, Horizon will request proposals for permanent and construction financing from lenders. The project's lender will be selected on the same schedule as the equity investor, by July of 2021.

Remaining Financing Gap – First Mortgage Proceeds, Developer Contribution, & HOME Funds

Projects financed with Section 42 tax credits regularly have financing gaps prior to the tax credit application. As a result, Horizon is well-versed at analyzing whether a project contains a financing gap that can reasonably be eliminated prior to closing.

Eventide on 8th currently contains a financing gap of \$482,683, which we intend to close through a combination of the following options:

1. **Additional First Mortgage Proceeds.** As discussed, the first mortgage is sized based on WHEDA's senior debt terms (5.35% interest, 35-year amortization). These terms are conservative and, as the country rebounds from the coronavirus recession, interest rates are expected to remain lower. We therefore expect to obtain a more favorable interest rate than WHEDA's required terms, which would allow us to increase the size of our first mortgage and reduce the project's gap by up to \$200,000.

2. **HOME Funds.** The project may be eligible to apply for federal HOME funding allocated by the Wisconsin Department of Administration. Applications are typically due in June and funding announcements occur within 90 days. Horizon has structured the project to be competitive in this program, but we cannot rely exclusively on this source because the amount of annual funding available for each State in 2021 will be determined as part of the Senate Appropriations Committee’s budgetary negotiations, usually announced in December. The amount of funding each project is eligible to apply for changes each year.
3. **Developer Contribution.** Horizon will invest the remaining funds necessary to close the project’s financing gap and start construction.

Anticipated Rent Structure

To set our rents, Horizon worked with an independent market study analyst to research existing market rate and Section 42 properties in the City of Sturgeon Bay and Door County. We accounted for Section 42’s required income restrictions, projected household size, and how the amenities and construction quality of Eventide on 8th will compare to competitor properties.

The project is currently projecting the following rents⁷:

Proposed Unit Mix by Rent Level:

Unit Type	Market Rate	30% Units	50% Units	60% Units
One Bedrooms	\$800	\$335	\$605	
Two Bedrooms	\$900		\$715	\$810
Three Bedrooms	\$1,150		\$826	\$929

Please keep in mind that these rents are preliminary and likely to change prior to the project being placed-in-service.

We also analyzed our proposed rents against the findings of the Door County Housing Analysis’ projected demand for workforce and affordable senior housing. The housing study projects that workforce and affordable senior housing will have demand for additional rental units at the following price points:

Unit Type Demand by HH	\$0.00 – \$499	\$500- \$799	\$800-\$999	\$1,000 - \$1,499	+ \$1,500
Workforce Units		20	20	5	
Aff. Senior Units	45	40	35	35	5
Totals	45	65	60	40	5

⁷ These rents correspond with the rent schedule provided in our project SUMMARY sheet – page 5 of the Appendix Section.

Demand by Rental Price Point

It appears proposed project rent levels are sized to address price points in the market where the Door County Housing Analysis is forecasting additional demand.

Proposed Management Strategy

Eventide on 8th will be professionally managed by Horizon Management Services, Inc. (“HMS”) As the property management division of the Horizon group of companies, HMS oversees a portfolio of nearly 3,000 units in Wisconsin, Iowa, and Illinois. HMS has extensive experience with Section 42 developments and manages other properties in this region.

The management strategy for all Horizon properties includes hands-on attention at the local, regional, and corporate levels. HMS’ corporate team creates an operating budget that is tailored to the specific challenges of each property to maximize the long-term value of the community. For Eventide on 8th, the budget will be overseen our Regional Manager out of Appleton, who will provide support to a local, part-time Property Manager. The Property Manager will manage day-to-day operations in the facility’s on-site leasing office (located in Building 3). Lastly, HMS’ Property Manager and Tax Credit Compliance team work together to ensure that the project is occupied by tenants who qualify from an income perspective and have passed background and credit checks.

III. PROJECT TEAM AND MANAGEMENT QUALIFICATIONS

Project Team

- Lead Developer: Horizon Development Group, Inc. (HDG);
- Co-Developer: Midwest Affordable Housing Corporation (MAHC);
- General Contractor: Horizon Construction Group, Inc. (HCG);
- Property Manager: Horizon Management Services, Inc. (HMS);
- Architect: Knothe & Bruce Architects, LLC (KBA).

Horizon Develop Build Manage – Overview

Horizon Develop Build Manage is a vertically integrated group of companies⁸ specializing in the development, construction, and property management multifamily housing. Started in 1984 and headquartered in Madison, Wisconsin, Horizon began as a development firm that eventually grew to add construction and property management divisions. In our 36-year history, Horizon has completed over \$2 billion in development and construction work, and our management portfolio includes nearly 3,000 units that are more than 97% occupied. While we have a portfolio of completed housing communities nationwide, Horizon focuses on projects in the Midwest region, including Wisconsin, Iowa, and Illinois. Our success has been driven by a proprietary, systematic development process, careful selection of project and community partners, and a steadfast commitment to our core values of honesty, respect, integrity, and compassion.

Horizon employs a “build and hold” approach to development that produces resourceful housing solutions designed to operate successfully over the long-term. We believe that the quality of our work is measured by our ability to positively impact the community and the lives of our residents, and we embrace that responsibility. The Horizon group of companies was structured strategically to involve development, construction, and property management experts in the conceptual planning stage of every project. Our team systematically identifies what it will take to build and operate every project by leveraging a wealth of current and historical data trends from comparable projects in our pipeline or portfolio. This data is paired with our team’s analysis of rental demand data from the community to understand who our future residents will be and what amenities and rental price points they will need to live comfortably in that community. Designing and locating our projects to first address the needs of our residents and the housing needs of their community has always resulted in our most successful projects.

Horizon Development Group, Inc. – Key Staff and Relevant Experience

Since the Low-Income Housing Tax Credit was created in 1986, Horizon Development Group, Inc., has developed 50 workforce and affordable housing projects in the State of Wisconsin,

⁸ Horizon Development Group, Inc.; Horizon Construction Group, Inc.; and Horizon Management Services, Inc.

creating over 2,800 units with over \$280 million in total development costs. Please see Section VII for expanded detail on Horizon's experience with similar projects.

Key Staff:

1. Will Rutherford, Development Associate
 - a. Will is responsible for leading all facets of the development process to ensure the project achieves financial closing and starts construction according to the milestone schedule. Will's expertise includes site identification, predevelopment due diligence, market research and feasibility analyses, discounted cash-flow and financial modeling analyses, coordination of financing and entitlements applications, and the layering and procurement of affordable housing tax credits and soft financing sources. Since graduating from the University of Wisconsin Law School in 2016, Will has been involved in the development of 456 units of multifamily housing in two states, 381 of which leveraged Section 42 tax credits to create affordable housing. Will's passion for affordable housing stems from his time in law school, where upon learning of the nation's housing affordability crisis, he decided to pursue a career in the development of affordable housing. Will finished law school while taking cross-listed classes on real estate development through the Wisconsin School of Business' Graaskamp Center for Real Estate and worked as a law clerk for the Wisconsin Housing and Economic Development Authority and the Wisconsin Economic Development Corporation. He is a licensed attorney and is an active member of the Wisconsin State Bar Association and United Way of Dane County's Lead United Council.
2. Dan Fitzgerald: Project Principal and Executive
 - a. Dan is the President and CEO of Horizon. As an owner in the proposed project and its Project Executive, Dan serves as the project's ownership representative, ensuring that Horizon's standards for quality, profitability, and risk are met. Dan is a licensed real estate broker, a member of the Wisconsin Realtor's Association, and he serves on Downtown Madison, Inc.'s, Economic Development Committee. Prior to becoming CEO, Dan was the Director of Development at Horizon, where he presided over the development of over 3,100 units of housing and hundreds of thousands of square feet of commercial development.
3. Curt Peerenboom: Project Principal and Chief Financial Officer
 - a. Curt is the Chief Financial Officer for the Horizon group of companies. As an owner in the project and Horizon's Chief Financial Officer, Curt manages the underwriting process and interfaces with Horizon's legal counsel and the project's lenders and investors to ensure that the project achieves financial closing for debt and equity. Prior to joining Horizon, Curt was a Senior Manager for SVA Certified Public Accounts, S.C., where he worked as a consultant and accountant for projects utilizing Section 42, Historic, and New Markets tax credits. Curt has consulted on or managed the closing process for more than 1,000 units of Section 42 tax credits.

Horizon Construction Group, Inc. – General Contractor

Horizon Construction Group, Inc., (“HCG”) provides an integrated approach to preconstruction, estimating, and project management services. HCG has built over 10,000 residential units, totaling over \$1 billion in total construction costs. HCG has constructed more than 2,700 units of workforce and affordable housing in the State of Wisconsin. Over time, HCG has developed a comprehensive understanding of WHEDA construction requirements for Section 42 housing and consistently delivers tax credit projects on-budget and on-time.

Key Staff:

1. Mick Hintz, Project Principal and Director of Preconstruction Services
 - o As an owner in the project and the Director of Preconstruction Services, Mick is responsible for managing preconstruction cost estimating and coordinating the design process to ensure the that project is designed to meet budget.

Horizon Management Services, Inc. – Property Manager

Horizon Management Services, Inc., (HMS) provides management and administrative expertise in residential real estate. As the management arm of the Horizon group of companies, HMS utilizes a proactive approach to property management that produces property-specific solutions to meet the bottom line.

HMS is certified by WHEDA to manage affordable housing on an annual basis and has over 26 years of experience in managing workforce and affordable housing projects. HMS manages nearly 3,000 multifamily units in Wisconsin, Iowa, and Illinois, and its portfolio is over 97% occupied.

Key Staff:

1. Becky Hildebrandt, Project Principal and President of Horizon Management Services. As an owner in the project and the President of Horizon Management Services, Becky is responsible for managing the tax credit compliance and leasing processes, developing the project’s operating budget, and ensuring that the property is maintained and operated according to Horizon’s standards.

Co-Developer and Project Partner: Midwest Affordable Housing Corporation

Midwest Affordable Housing Corporation (“MAHC”) has been involved in affordable housing for over 20 years and its Directors have over 32 years of affordable housing experience. Many of the housing projects that MAHC has worked on have involved Section 42 tax credits and layered financing. As a Project Partner and Co-Developer, MAHC will assist with the acquisition of soft financing and the coordination of supportive services for veterans and disabled individuals.

Key Staff:

1. Philip Schultz, President and Chairman of the Board
 - o As the President of MAHC and a Co-Developer on this project, Philip Schultz will assist with development, construction, and property management oversight and will have an ongoing role with reviewing and approving annual budgets and monthly financial statements, reviewing weekly leasing reports, performing property inspections, participating in regular asset management meetings, monitoring the property management agent, and addressing replacements and long-term capital needs. Philip has been involved in the development, construction, and management of affordable housing since 1985. He is an active member of the Rotary Club of Milwaukee.

The Horizon Group of Companies and MAHC:

Horizon and MAHC have a proven track record of success together that extends beyond their portfolio of completed projects. Over the past 18 years, the Horizon group of companies and MAHC have partnered to develop, build, manage, and own 217 units of housing leveraging Section 42 tax credits, and they currently have another 185 units that are either under construction or are proceeding with the closing process with all necessary financing commitments in hand.

Project Architect: Knothe Bruce Architects

Knothe Bruce Architects (“KBA”) is an award-winning architecture and design firm based in Madison, Wisconsin. They have experience in a wide range of projects – from multifamily, mixed-use, historic renovations, modern mid-rise apartments, student housing, and senior living campuses.

KBA has design over 1,000 units of workforce and affordable housing in the State of Wisconsin and they have extensive experience working with the Horizon group of companies.

Key Staff

1. Kevin Burow, Principal and Project Architect
 - o Play up that Kevin used to work for us.

Horizon Group of Companies, MAHC, & Knothe Bruce:

The Horizon group of companies and Knothe Bruce have designed, developed, and built over 500 units of mixed-income housing together in three states. This includes 124 units designed specifically for the Horizon/MAHC team, and KBA is currently designing 145 of the 185 units that the Horizon/MAHC team has with tax credits and financing in place, which are set to close and start construction in Q1 2020.

IV. DEVELOPMENT ORGANIZATION AND FINANCIAL CAPACITY

Lead Developer: Horizon Development Group, Inc.

1. State of Organization: Wisconsin.
2. Official Registered Name: Horizon Development Group, Inc.

Statement Demonstrating Financial Capacity to Perform

Horizon Development Group, Inc., is a 36-year-old, well-capitalized development firm with adequate financial resources to make financial guarantees, and to close and operate the proposed project. If Horizon is selected, we are happy to provide additional detail establishing our financial capacity to perform.

HDG does not have any suspensions, defaults, bankruptcies, or other matters which may have an effect or impact in this proposal.

Co-developer: Midwest Affordable Housing Corporation

1. State of Organization: Wisconsin;
2. Official Registered Name: Midwest Affordable Housing Corporation.

MAHC will not be responsible for making financial guarantees.

V. FINANCIAL REQUEST AND PROPOSED LAND PRICE

To help the project minimize the financing gap created by the rent restrictions and competitive scoring process tied to the Section 42 tax credits, Horizon is requesting the following financial assistance for the City and the School District of Sturgeon Bay:

1. Land Acquisition Price: \$240,000. Horizon will pay for the land, provided that the City/School District is willing to pay for the cost of demolition.
2. Demolition & Remediation Cost Loan: \$471,596 -\$594,000. Horizon is requesting a contribution to pay for the cost of demolishing the Sunset Elementary School and disposing of environmentally contaminated materials (See Section II for expanded detail). We are specifically requesting that the City/School District:
 - a. Wait to demolish the school until after we have closed – the presence of a vacant building on-site will improve our application score to a number of different financing sources.
 - b. Allow Horizon Construction Group to contract directly with the demolition contractor and manage the process.
 - c. Provide a commitment letter to the project prior to the tax credit application for a contribution in the minimum amount of \$471,596.
3. Provide the project with a City-financed tax increment financing loan sized based on the present value of 95% of the new increment generated by the project for a period of 20 years, with a discount rate equal to the City's borrowing rate prior to closing.
 - a. While the City's borrowing rate, and therefore the size of the loan, cannot yet be determined, Horizon is requesting a 20-year amortization period and 16-year term on the loan that begins on the date the project is placed-in-service.
 - b. We are currently projecting a loan size of \$478,000 based on the project's stabilized projected value of \$1,500,000 and a potential interest rate of 2.50%.
4. City to provide Horizon with a loan commitment to the project for the anticipated size and terms of the TIF loan.⁹
 - a. Loan commitment must be executed by both the City and Horizon and may be subject only to the project's ability to obtain tax credits in the upcoming application cycle.
 - b. Commitment will give City the option of replacing the loan prior to closing with the City-financed TIF loan, provided that the terms requested on that loan are approved officially.

⁹ See Sections II & the Summary of Request Appendix for expanded detail.

VI. MILESTONE SCHEDULE

Step	Milestone	Projected Date
1	Identify Partners Agencies and Negotiate Agreements with Organizations Providing Support Services for Veterans and Individuals with Permanent Disabilities	October 2020
2	Receive RFP award	November 2020
3	Complete Market Study	November 2020
4	Obtain Re-zoning, Municipal Funding Commitments, and the Offer to Purchase	December 2020
5	Submit WHEDA Application for 9% Section 42 tax credits	December 2020
6	Receive Tax Credit Award	April 2021
7	Apply for Federal Home Loan Bank Funds	June 2021
8	Finalize Creation of New TID and Development Agreement with City	September 2021
9	Finalize Planned Unit Development and Obtain Approval of Final Site Plan	September 2021
10	Obtain Award for Federal Home Loan Bank Funding	November 2021
11	Obtain Building Permit from City	March 2022
12	Achieve Financial Closing and Start Construction	April 2022
13	Complete Construction	December 2022
14	Achieve Stabilization	August 2023

VII. REFERENCES

Walnut Glen / Cedar Glen/ Harmonee Square – City of Wauwatosa

Reference:

Paulette Enders,
Development Director
City of Wauwatosa
(414) 479 – 3531

Horizon has a long-standing relationship with the City of Wauwatosa that has produced 3 phases of three different types of housing relevant to this RFP.

1. The first phase (Cedar Glen) featured an 80-unit affordable senior community;
2. The second phase (Harmonee Square) includes a 30-unit market rate apartment community over 7,500 square feet of commercial in the heart of the Village;
3. The third phase is a 101-unit, intergenerational workforce and affordable senior housing community with tax credits in hand that will be starting construction in Q1 of 2020.

Workforce and Affordable Senior Housing

Cedar Glen and Walnut Glen are prime examples of Horizon's ability to develop affordable housing on challenging sites. These projects are located on a land fill that had historically been used as a gravel quarry and construction rubble deposit area, this site was highly underutilized and contained numerous soils and environmental challenges.

Cedar Glen

Cedar Glen Senior Housing set the tone for Horizon's relationship with the City of Wauwatosa and it illustrates that Horizon's development, construction, and property management of an affordable housing project was successful enough to cultivate a relationship with the City that has led to two subsequent phases of housing. Horizon repurposed this site to develop a beautiful, 80-unit affordable senior community that helped stimulate the redevelopment of what has now become a 20-acre master-planned neighborhood, including nearly 500 units of housing for affordable senior, market rate senior, non-age-restricted market rate, and workforce housing. After an 10-month construction period, the project leased in just 4 months and is currently over 98% occupied.



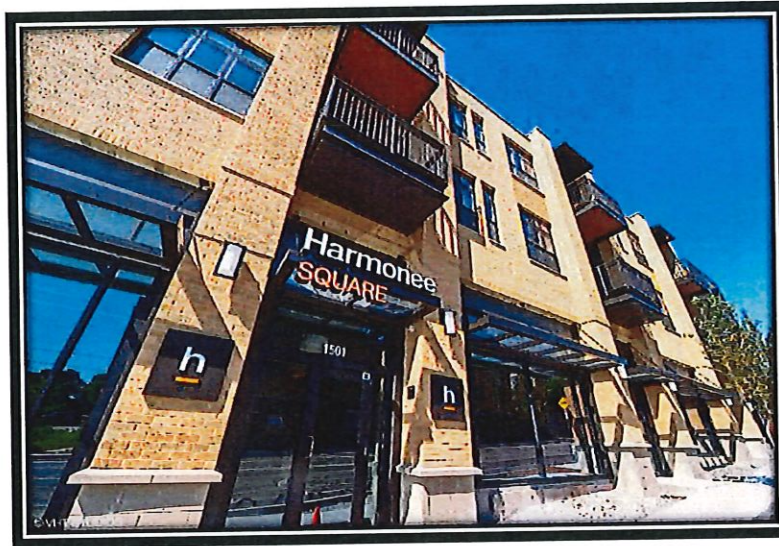
Cedar Glen Entry



Cedar Glen Community Room Kitchen

Harmonee Square

Harmonee Square is relevant to this RFP because Horizon won a City-issued RFP to develop this site in a high-profile location in Wauwatosa, in part based on our success developing and operating affordable housing in the community (Cedar Glen). This 30-unit, market rate, mixed-use community has such beautiful units that one of our first residents is a member of City staff. Our success with this project and Cedar Glen helped lay the groundwork for our most recent project: Walnut Glen.



Harmonee Square Retail Entrance



Private Grilling Station and Patio

Walnut Glen

Walnut Glen will be a 101-unit, intergenerational workforce and affordable senior housing community that will be developed in the same master-planned neighborhood as Cedar Glen. This project received tax credits in the 2020 9% application cycle and has all of its financing in place and we will be closing and starting construction in Q1 of 2020. To address similar environmental and soils challenges to Cedar Glen, this project is leveraging 9% tax credit equity, federal home loan bank funding, TIF from the City, and funding from the County – a capital stack that is almost identical to what we’re proposing for this RFP.



Townhomes at Walnut Glen



Apartments at Walnut Glen

Landing at Eagle Flats / Riverwalk Place / Grandview Townhomes – City of Appleton

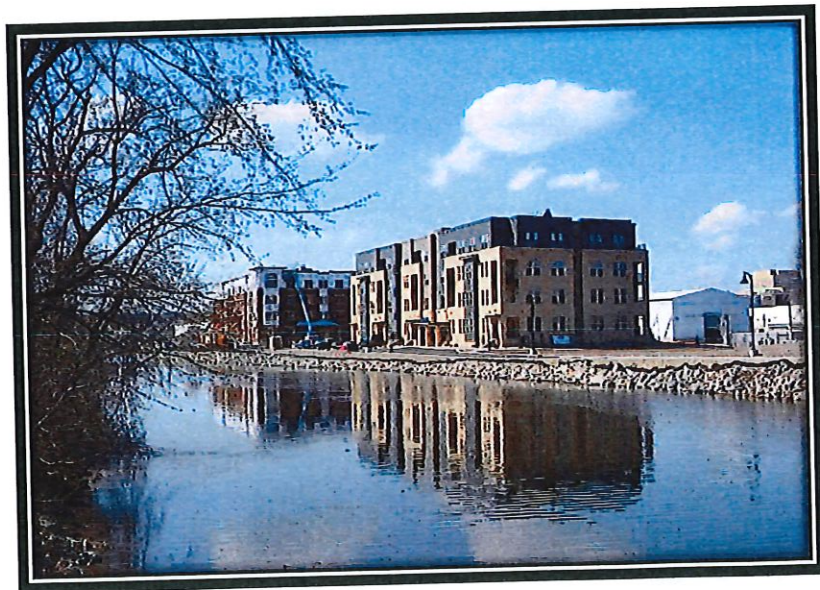
Reference:

Monica Stage (formerly, Monica Klaeser – see attached letter of recommendation)
Deputy Director, Community and Economic Development
City of Appleton
(920) 832 - 3943

The Landing at Eagle Flats and River Walk Place are side-by-side examples of Horizon’s versatility in developing multifamily housing with Section 42 tax credits. These projects serve different demographics and employ completely different project structures and they were each successful enough to win us a recommendation from the City and a repeat client.

The Landing at Eagle Flats

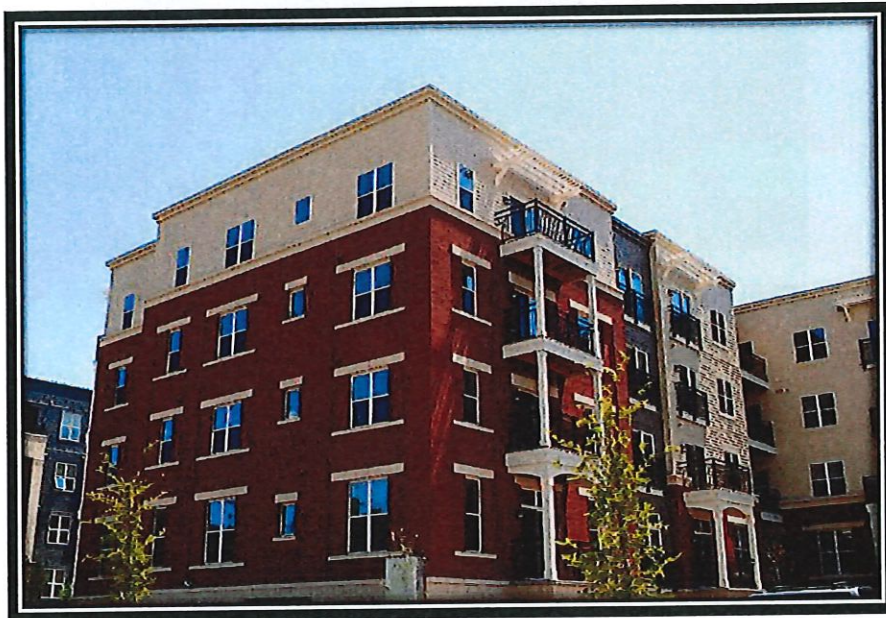
The Landing at Eagle Flats is a 54-unit workforce housing project developed on the Fox River in downtown Appleton. The project redeveloped the site of a century-old paper mill that had deteriorated enough that it could not be repurposed with historic tax credits. Horizon leveraged financing from a number of different sources to handle environmental remediation costs, waterfront development challenges, and the incorporation of a state-of-the-art solar panel system that fuels the building’s domestic hot water and heating.



The Landing at Eagle Flats in the foreground, River Walk Place in the background

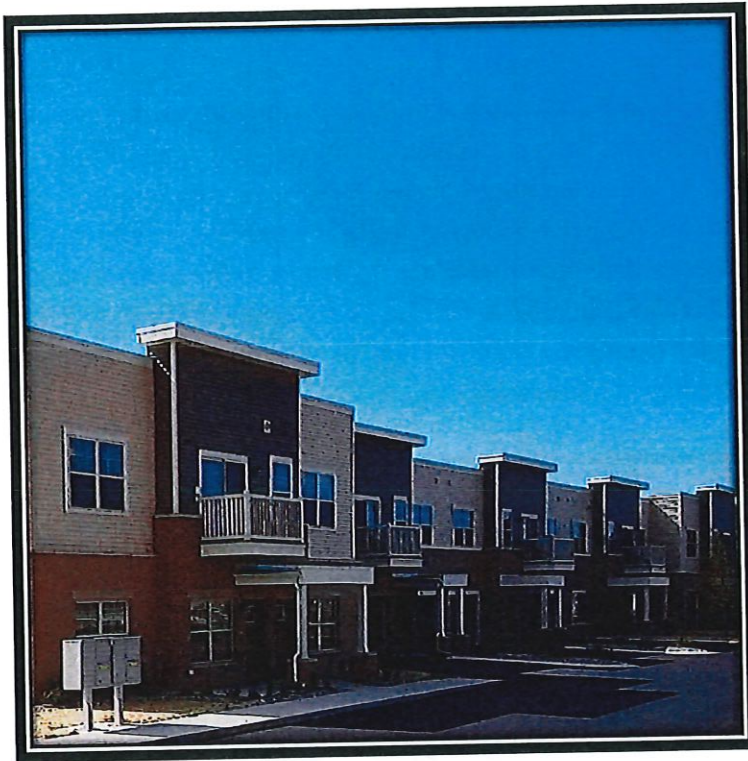
River Walk Place

River Walk Place is a 70-unit affordable senior community that Horizon developed for the Appleton Housing Authority. This project had an atypical financing strategy because it was developed to replace an obsolete senior housing facility for very low-income households. Horizon worked with the Appleton Housing Authority to preserve and extend the existing Section 8 HAP contract which provides rental assistance to the entire tenant base. The Section 8 HAP contract paired with Section 42 tax credits, a government grant, and tax increment financing from the City to create a beautiful new facility for some of the community's most economically disadvantaged households.



Grand View Townhomes

The success of River Walk Place and The Landing at Eagle Flats gained favor with the Appleton Housing Authority, who requested that Horizon develop their next project in Grand Chute called Grand View Townhomes. Grand View Townhomes was a 40-unit, new construction townhome project that paired 9% Section 42 tax credits with Section 8 Project-Based Vouchers, Federal Home Loan Bank funding, HOME funds from the Department of Administration, and a below market interest rate loan from a local credit union. While this project is located in a neighboring City, it is a prime example of the goodwill that Horizon projects create with our community partners and clients, and the momentum it generates for future projects.



Grand View Townhomes

Diamond Ridge Apartments / City of Janesville

Reference:

Gale Price
Economic Development Director
City of Janesville
(608) 755 - 3059

Horizon has a portfolio of completed housing communities in the City of Janesville dating back to the late 1980s that includes both market rate and Section 42 tax credit financing structures. Our relationship with City began in 1989 when we developed just our sixth project financed in part by 9% Section 42 tax credit equity. Since that time, Horizon has developed 5 more projects with 9% Section 42 tax credits and, our most recent project, Diamond Ridge, which utilized a conventional financing structure.

Diamond Ridge Apartments is a 115-unit market rate, stacked flats apartment community that just recently opened the third building of six and leasing of the units has gone extremely well. We are including this project because it represents a nearly identical product type to what we are proposing for this RFP. Thanks in part to a public/private partnership with the City that provided

an expansive City-financed tax increment financing package, the project overcame numerous challenges to feasibility and opened on-time and on-budget.



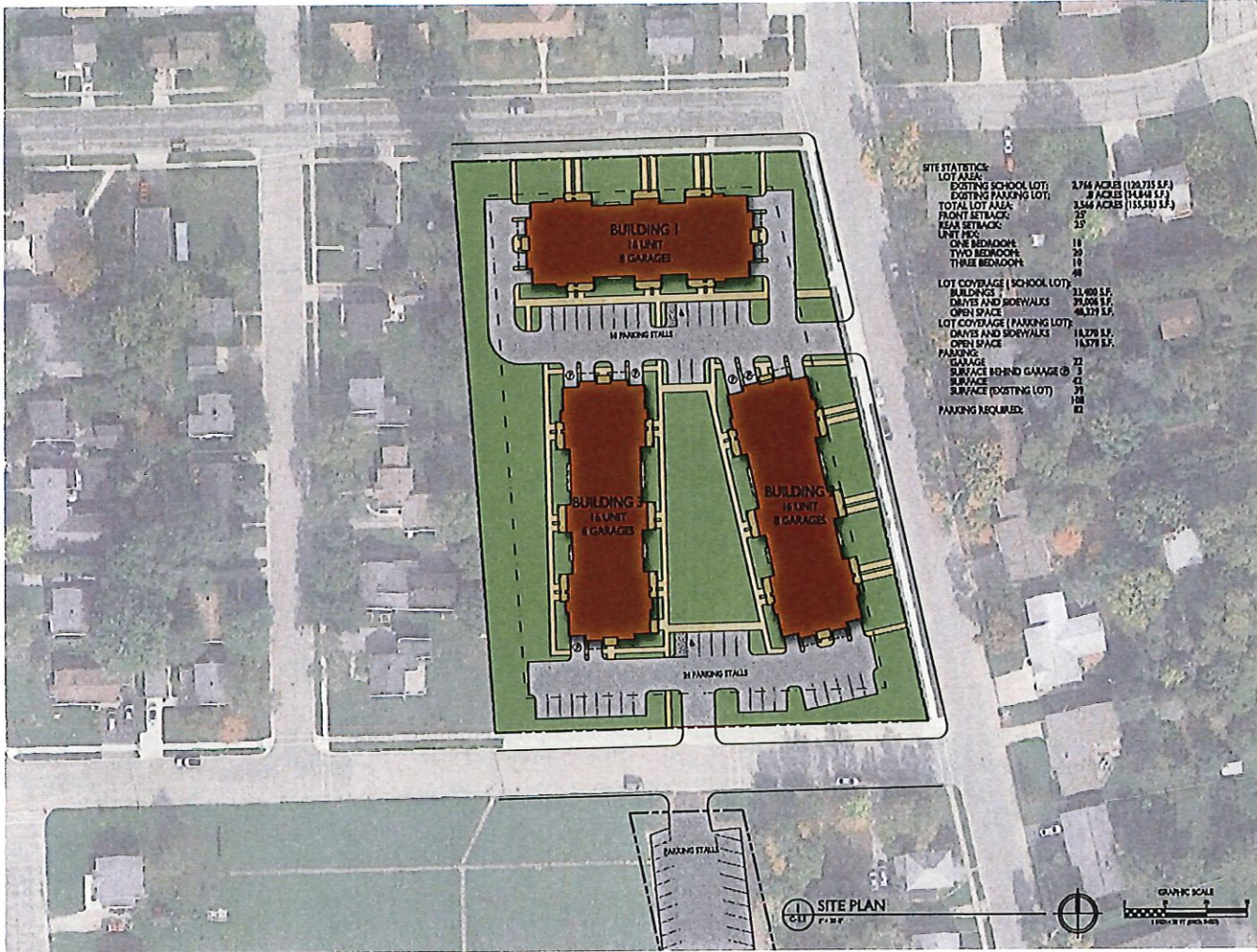
Diamond Ridge Aerial View



Diamond Ridge Unit Finishes

VIII. APPENDICES

1. Site Plan
2. Letter of Recommendation
3. Sources and Uses Statement and Project Summary Page
4. Summary of Requests



SITE STATISTICS:

LOT AREA:	
EXISTING SCHOOL LOT:	2.746 ACRES (120,715 S.F.)
EXISTING PARKING LOT:	0.8 ACRES (34,848 S.F.)
TOTAL LOT AREA:	3.546 ACRES (155,563 S.F.)
FRONT SETBACK:	25'
REAR SETBACK:	25'
UNIT MIX:	
ONE BEDROOM:	18
TWO BEDROOM:	20
THREE BEDROOM:	10
	48
LOT COVERAGE (SCHOOL LOT):	
BUILDINGS 1:	31,800 S.F.
DRIVES AND SIDEWALKS:	70,000 S.F.
OPEN SPACE:	48,119 S.F.
LOT COVERAGE (PARKING LOT):	
DRIVES AND SIDEWALKS:	18,278 S.F.
OPEN SPACE:	16,578 S.F.
PARKING:	
GARAGE:	72
SURFACE BEHIND GARAGE:	3
SURFACE:	41
SURFACE (EXISTING LOT):	75
TOTAL:	193
PARKING REQUIRED:	82

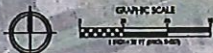
MS-SD
 Issued by Land Use Technical - 03/05

PROJECT TITLE
 Sunset School
 Property
 Redevelopment

827 N 8th Avenue
 Scargoon Bay, Wisconsin
 SHEET TITLE
 Site Plan

SHEET NUMBER
C-1.1
 PROJECT NO. 0000
 © Knothe & Bruce Architects, LLC

SITE PLAN
 1" = 30'





REVISED
 Date: Oct 14, 2018

PROJECT TITLE
 Sunset School
 Property
 Redevelopment

837 N 8th Avenue
 Sturgeon Bay, Wisconsin
 SHEET TITLE
 Site Plan - Existing
 Parking Lot

SHEET NUMBER

C-1.2
 PROJECT NO. 0000
 © Knothe & Bruce Architects, LLC



"...meeting community needs...enhancing quality of life."

COMMUNITY DEVELOPMENT

100 North Appleton Street
Appleton, WI 54911-4799
Phone: (920) 832-6468
Fax: (920) 832-5994
www.appleton.org

November 29, 2012

Mr. John Thode
Horizon Development Group, Inc.
5201 East Terrace Drive, Suite 300
Madison, WI 53718

Dear John:

Please accept this letter of appreciation on behalf of the City of Appleton for the recent housing development completed by Horizon Development Group, Inc. The City is grateful for Horizon's involvement in the Eagle Flats redevelopment site downtown along the Fox River. The 70-unit Riverwalk Place and 54-unit Landing at Eagle Flats, both affordable housing tax credit developments, serve to fulfill a critical housing need locally and opened in 2012 with 100% occupancy. This new neighborhood is also tremendously beneficial to the City as the developments help to:

- Increase downtown and riverfront activity and life
- Increase housing units in urban area, which benefits local stores and restaurants
- Increase the municipal tax base
- Act as a catalyst for other new development
- House employees close to their downtown employers
- Repurpose and redevelop an obsolescent and blighted property

With a combined density of 58 units per acre, the Riverwalk and Landing projects have brought numerous households to the downtown and riverfront since opening this year and we project they'll continue to contribute greatly to economic development. We applaud Horizon's efforts in assisting with this high quality development and would highly recommend affordable housing to other communities that might be considering similar proposals.

Please feel free to pass my contact information along to others that might be interested in a more detailed discussion. I may be reached at (920) 832-3943 or by email at Monica.Klaeser@appleton.org.

Sincerely,

Monica N. Klaeser
Deputy Director

City of Appleton
Community Development

Eventide on 8th - Sources and Uses
Sources and Uses Statement
9% Tax Credit Application - 2021 Cycle

48-unit Workforce Housing

Sources of Funds

Permanent Mortgage	(5.35%, 35-year Am.)	\$ 1,533,284	15.1%
Federal Home Loan Bank AHP Grant		\$ 630,000	6.2%
Demolition Contribution		\$ 471,596	4.7%
City-Financed TIF Loan	(2.50% int., 20-year Am)	\$ 475,000	4.7%
Financing Gap		\$ 482,683	4.8%
Tax Credit Equity		<u>\$ 6,528,297</u>	<u>64.5%</u>
		\$ 10,120,860	100.0%

Uses of Funds

Acquisition Cost		\$ 240,000	2.4%
Demolition Costs		\$ 471,596	4.7%
Hard Construction Costs		\$ 7,056,000	69.7%
Soft Costs		\$ 1,736,747	17.2%
Financing and Reserves		<u>\$ 616,517</u>	<u>6.1%</u>
		\$ 10,120,860	100.0%

Eventide on 8th
Sturgeon Bay
Horizon Development Group, Inc.
SUMMARY

Last Change Made: 10/19/2020

UNITS	43
QUALIFYING UNITS	42
APPLICABLE FRACTION	66.42%
DEBT SERVICE COVERAGE 1ST MORTGAGE	1.115
ANNUAL RENT INCREASE:	2.00%
ANNUAL EXPENSE INCREASE:	3.00%
ANNUAL SECTION 42 CREDITS	768,100
FEDERAL HISTORIC CREDITS	0
TOTAL HARD COSTS/ PER UNIT	161,825
TOTAL DEVELOPMENT COST/ PER UNIT	210,851

FINANCING:	PRINCIPAL	INTEREST RATE	AMORTIZATION PERIOD	TERM	MONTHLY PAYMENT
MORTGAGE	1,533,284	5.35%	35	15	8,064
FHLB Chicago	630,000	0.00%	0	0	0
Other	0	0.00%	0	0	0
Demolition Contribution	471,598	0.00%	30	15	0
City-Financed TIF Loan	475,000	2.50%	20	15	2,517
FINANCING GAP	492,683	0.00%	0	0	0
GRANTS	0	0.00%	0	0	0
BRIDGE LOAN	0	0.00%	0	0	0
CONSTRUCTION LOAN	6,556,341	4.60%	0	8	0

EXPENSES:	YEAR	PUP/	COMP

PARKING IS INCLUDED IN RENT

RENTS	CMR	BR%	# of Units	Square Footage	Initial Rents	Utility Allowance	Gross Rent	County Maximum	% of County Maximum	% of Market Rate Rents	Other Adj's	NO
D Unit - 1 Bath (HOME)	30%	1	6	817	335		308	419	94.99%		Older Adj's	NO
D Unit - 1 Bath (HOME)	30%	1	4	660	335		308	419	94.99%		Rehabilitation	NO
D Unit - 1 Bath	50%	1	6	660	605		668	898	95.70%		CHS	NO
A Unit - 1 Bath	50%	2	4	1,014	715		768	838	94.03%		HFA Boost	YES
A Unit - 1 Bath	50%	2	2	1,117	715		768	838	94.03%		Tax benefit calc	NO
A Unit - 1 Bath	60%	2	6	1,014	810		883	1,006	87.77%		Subordinate fees	NO
A Unit - 1 Bath	60%	2	6	1,137	810		883	1,006	87.77%		Incent Mgt fee	YES
C Unit - 2 Bath	50%	3	5	1,300	828		908	968	93.76%			
C Unit - 2 Bath	50%	3	2	1,425	828		908	968	93.80%			
C Unit - 2 Bath	60%	3	1	1,425	929		1,011	1,162	87.01%			
SUBTOTAL			42	43,473	27,659							

MARKET RATE					
1-BR Market Rate	2	860	800		
2-BR Market Rate	2	1,137	900		
3-BR Market Rate	2	1,425	1,150		
SUBTOTAL	6	6,844	5,700		
SUBTOTAL	43	60,317	33,369		

MANAGER UNIT					
	0	1,040	0		
GRAND TOTAL	48	60,317	33,369		

COMMON AREA					
		7,543			
TOTAL SQUARE FEET		57,865			

VARIANCY	YEAR 1	YEAR 2	THREYEAR
Residential	99.65%	7.00%	7.00%
Commercial	0.00%	10.00%	10.00%

OTHER INCOME (PER UNIT PER MONTH): \$0.00

PARKING:	NUMBER OF SPACES
	\$0.00 22

COMMERCIAL INCOME:			

	SQ. FT.	COST
	0	\$0.00

INTEREST RATE - RESERVES: 0.50%

ASSUMED TAX BRACKETS:

	FEDERAL	STATE
INCOME & LOSS	21.00%	0.00%
CAPITAL GAIN	21.00%	0.00%
PASSIVE LOSSES (P=NO, I=YES)	1	

ASSET MANAGEMENT FEE: 3.00%

INCSHA STANDARDS: LMT & STANDARD ACTUAL

	LMT &	STANDARD	ACTUAL

TOTAL HORIZON

ALLOCATIONS: MANAGER MEMBER INVESTOR

INCOME & LOSS	0.01%	0	0	99.99%
TAX CREDITS	0	0	0	99.99%
CASH FLOW	0	0	0	99.99%
RESIDUAL	90.00%	0.00%	0.00%	10.00%
INCENTIVE MANAGEMENT I	50.00%			
REALLOC LOSS	0	0	0	
EQUITY CONTRIBUTIONS	100	0	0	6,528,197

PAYMENT SCHEDULE

Equity Closing	04/01/22	20.00%	100	0	1,305,639
25% Completion	06/01/22	0.00%	0	0	-
50% Completion	08/01/22	0.00%	0	0	-
55% Completion	01/01/23	0.00%	0	0	-
100% Completion	04/01/21	65.00%	0	0	4,243,328
Qualified Occupancy	01/01/22	10.00%	0	0	652,820
6609 Issued	01/01/22	5.00%	0	0	328,410
Permanent Financing	06/01/21	0.00%	0	0	-
					6,528,297

DEPRECIABLE LIVES TAX AMORTIZATION PERIOD

RESIDENTIAL LIVES	30.0
COMMERCIAL COSTS	39
LAND IMPROVEMENTS	15
PERSONAL PROPERTY	5
ORGANIZATION COSTS	15
MORTGAGE COSTS	15
COMPLIANCE FEE	15
OPERATIVE DEFICIT GUARANTEE COSTS	4
SELLING COMMISSION AND COST OF SALE:	6.00%

Summary of Requests:

1. Land Acquisition:
 - a. Request:
 - i. Horizon is proposing to acquire both the Sunset Elementary School and the parking lot across the street for a fee of \$240,000;
 - b. Logistics:
 - i. Horizon will need to negotiate terms for an offer to purchase that will need to be approved and executed by the parties prior to the tax credit application.
 - c. Timing:
 - i. Horizon must have an executed offer to purchase by December 10th with a projected close date of April 1, 2022.
2. Re-zoning Request:
 - a. Request:
 - i. Horizon is requesting that the property be rezoned to R-4 with a PUD that allows for 3,242 square feet per-unit as a maximum density (155,583 square feet divided by 48 units).
 - b. Justification:
 - i. We believe this is reasonable because:
 1. there is R-4 and PUD zoning immediately across the street; and
 2. the proposed density bonus will allow for the density necessary to absorb the cost of construction, and the Door County Housing Analysis shows demand for our proposed rent levels that exceeds the number of units we're proposing.
 - c. Timing
 - i. Horizon is requesting that, prior to selecting a winner for the RFP, the City begin the process to re-zone the property so the re-zoning is finalized ahead of WHEDA's December 11th, 2020 application deadline.
 - ii. If zoning is not in place, the project cannot apply for tax credits.
3. Financing Commitments:
 - a. TIF:
 - i. Request:
 1. Pass resolution before December 11th stating that the City is committed to:
 - a. creating a new TID that includes the proposed project;
 - b. providing the project with a City-financed TIF loan that will be paid for exclusively with 95% of the new available tax increment generated by the project on an annual basis for a period of 20 years.
 - c. The loan will be sized based on the present value of 95% of new available tax increment generated by the project for a period of 20 years, discounted by the City's municipal borrowing rate when the loan is requested in 2021. We are currently assuming a borrowing rate of 2.50% and an original principal amount of \$478,000.
 - d. Commitment may be conditioned on project's ability to obtain tax credits in the upcoming application cycle to WHEDA.
 - ii. Timing:

1. Resolution needs to be approved and executed prior to the WHEDA application due date of December 11th so it may be included in our application
- b. Loan Commitment from City to serve in place of TIF commitment at application:
 - i. Request:
 1. Provide loan commitment from City to project with the same terms that we currently project the TIF loan will contain at closing:
 - a. Principal: \$478,000;
 - b. Interest Rate: 2.50%;
 - c. Amortization: 20 years;
 - d. Term: 16 years from Placed-in-Service date of 12/1/2022.
 2. Other components:
 - a. Commitment may be conditioned on project's ability to obtain tax credits in the upcoming application cycle to WHEDA
 - b. Commitment cannot be subject to further approvals outside the developer's control
 - c. Loan to contain a provision requiring the City to replace the loan commitment with the above-referenced City-financed TIF loan.
 - ii. Timing
 1. Commitment needs to be approved and executed by City and executed by the City and Horizon prior to the WHEDA application deadline of December 11th.
- c. Demolition Contribution:
 - i. Request:
 1. City and/or School District execute commitment to provide the project with funding equal to the cost of demolishing the Sunset Elementary School and properly disposing of any contaminated materials and debris in the following format:
 - a. Original commitment will be for \$471,596 – this will be the minimum amount of funds provided to the project;
 - b. Contains provision saying the funding commitment will increase to a maximum of \$594,000 if actual demolition costs exceed the original commitment amount;
 - c. Horizon will pay for costs in excess of \$594,000;
 - ii. Logistics
 1. Horizon Construction Group to manage the demolition process within the project budget.
 2. No demolition work to be done in advance of closing.
 - iii. Format:
 1. This will not be a loan and will not be repaid.
 - iv. Timing:
 1. Commitment needs to be approved by City and executed by the parties prior to the WHEDA application deadline of December 11th.
 2. Funding should be available by the projected closing date of April 1, 2022.



City of Sturgeon Bay Hypothetical Tax Increment District Cash Flow Proforma Analysis

Assumptions	
Annual Inflation During Life of TID	1.00%
2019 Gross Tax Rate (per \$1000 Equalized Value)	\$23.17
Annual Adjustment to tax rate	0.00%
Investment rate	0.50%
Data above dashed line are actual	

Year	Background Data					(e)
	(a)	(b)	(c)	(d)	(e)	
	TIF District Valuation	Inflation Increment	Construction Increment	TIF Increment Over Base	Tax Rate	
	<i>(January 1)</i>					
	Base Value					\$0
2021	\$0	\$0	\$400,000	\$400,000	\$23.17	
2022	\$400,000	\$0	\$800,000	\$1,200,000	\$23.17	
2023	\$1,200,000	\$0	\$800,000	\$2,000,000	\$23.17	
2024	\$2,000,000	\$0	\$800,000	\$2,800,000	\$23.17	
2025	\$2,800,000	\$28,000		\$2,828,000	\$23.17	
2026	\$2,828,000	\$28,280		\$2,856,280	\$23.17	
2027	\$2,856,280	\$28,563		\$2,884,843	\$23.17	
2028	\$2,884,843	\$28,848		\$2,913,691	\$23.17	
2029	\$2,913,691	\$29,137		\$2,942,828	\$23.17	
2030	\$2,942,828	\$29,428		\$2,972,256	\$23.17	
2031	\$2,972,256	\$29,723		\$3,001,979	\$23.17	
2032	\$3,001,979	\$30,020		\$3,031,999	\$23.17	
2033	\$3,031,999	\$30,320		\$3,062,319	\$23.17	
2034	\$3,062,319	\$30,623		\$3,092,942	\$23.17	
2035	\$3,092,942	\$30,929		\$3,123,871	\$23.17	
2036	\$3,123,871	\$31,239		\$3,155,110	\$23.17	
2037	\$3,155,110	\$31,551		\$3,186,661	\$23.17	
2038	\$3,186,661	\$31,867		\$3,218,528	\$23.17	
2039	\$3,218,528	\$32,185		\$3,250,713	\$23.17	
2040	\$3,250,713	\$32,507		\$3,283,220	\$23.17	
2041	\$3,283,220	\$32,832		\$3,316,052	\$23.17	
		\$516,052	\$2,800,000			

Year	Revenues				(i)
	(f)	(g)	(h)	(i)	
	Tax Revenue	Land Sale	Investment Proceeds	Total Revenues	
	<i>(1)</i>				
2021	\$0	\$10,000	\$0	\$10,000	
2022	\$9,268	\$0	\$50	\$9,318	
2023	\$27,804	\$0	\$22	\$27,826	
2024	\$46,340	\$0	\$22	\$46,361	
2025	\$64,875	\$0	\$68	\$64,943	
2026	\$83,410	\$0	\$92	\$83,502	
2027	\$101,945	\$0	\$116	\$102,061	
2028	\$120,480	\$0	\$140	\$120,620	
2029	\$139,015	\$0	\$164	\$139,179	
2030	\$157,550	\$0	\$188	\$157,738	
2031	\$176,085	\$0	\$212	\$176,297	
2032	\$194,620	\$0	\$236	\$194,856	
2033	\$213,155	\$0	\$260	\$213,415	
2034	\$231,690	\$0	\$284	\$231,974	
2035	\$250,225	\$0	\$308	\$250,533	
2036	\$268,760	\$0	\$332	\$269,092	
2037	\$287,295	\$0	\$356	\$287,651	
2038	\$305,830	\$0	\$380	\$306,210	
2039	\$324,365	\$0	\$404	\$324,769	
2040	\$342,900	\$0	\$428	\$343,328	
2041	\$361,435	\$0	\$452	\$361,887	
	\$1,203,021	\$10,000	\$43,026	\$1,256,047	

Year	Expenditures			(l)
	(j)	(k)	(l)	
	Cash Grant to Developer	Other Expenses	Combined Expenditures	
2021	\$0	\$0	\$0	
2022	\$15,000	\$0	\$15,000	
2023	\$15,000	\$12,826	\$27,826	
2024	\$15,000	\$37,174	\$52,174	
2025	\$0	\$0	\$0	
2026	\$0	\$0	\$0	
2027	\$0	\$0	\$0	
2028	\$0	\$0	\$0	
2029	\$0	\$0	\$0	
2030	\$0	\$0	\$0	
2031	\$0	\$0	\$0	
2032	\$0	\$0	\$0	
2033	\$0	\$0	\$0	
2034	\$0	\$0	\$0	
2035	\$0	\$0	\$0	
2036	\$0	\$0	\$0	
2037	\$0	\$0	\$0	
2038	\$0	\$0	\$0	
2039	\$0	\$0	\$0	
2040	\$0	\$0	\$0	
2041	\$0	\$0	\$0	
	\$30,000	\$50,000	\$80,000	

Year	TID Status		
	(m)	(n)	(o)
	Annual Balance	Year End Cumulative Balance	Cost Recovery
	<i>(December 31)</i>		
2021	\$10,000	\$10,000	
2022	\$50	\$10,050	
2023	(\$5,682)	\$4,368	
2024	\$0	\$4,368	
2025	\$9,187	\$13,555	Expenditures Recovered
2026	\$64,943	\$78,498	Expenditures Recovered
2027	\$65,917	\$144,415	Expenditures Recovered
2028	\$66,901	\$211,316	Expenditures Recovered
2029	\$67,898	\$279,214	Expenditures Recovered
2030	\$68,906	\$348,120	Expenditures Recovered
2031	\$69,925	\$418,045	Expenditures Recovered
2032	\$70,957	\$489,002	Expenditures Recovered
2033	\$72,000	\$561,002	Expenditures Recovered
2034	\$73,056	\$634,057	Expenditures Recovered
2035	\$74,124	\$708,181	Expenditures Recovered
2036	\$75,204	\$783,385	Expenditures Recovered
2037	\$76,296	\$859,681	Expenditures Recovered
2038	\$77,402	\$937,082	Expenditures Recovered
2039	\$78,520	\$1,015,602	Expenditures Recovered
2040	\$79,651	\$1,095,253	Expenditures Recovered
2041	\$80,795	\$1,176,047	Expenditures Recovered

Type of TID: Mixed-Use

- 2021 TID Inception
- 2036 Final Year to Incur TIF Related Costs
- 2041 Maximum Legal Life of TID (20 Years)

(1) Per City estimates.

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City of Sturgeon Bay Hypothetical Tax Increment District Cash Flow Proforma Analysis

Assumptions	
Annual Inflation During Life of TID	1.00%
2019 Gross Tax Rate (per \$1000 Equalized Value)	\$23.17
Annual Adjustment to tax rate	0.00%
Investment rate	0.50%

Data above dashed line are actual

Year	Background Data			
	(a) TIF District Valuation (January 1)	(b) Inflation Increment	(c) Construction Increment	(d) (e) TIF Increment Over Base Tax Rate
2021	\$0	\$0	\$0	\$0
2022	\$0	\$0	\$1,000,000	\$23.17
2023	\$1,000,000	\$0	\$500,000	\$23.17
2024	\$1,500,000	\$15,000		\$23.17
2025	\$1,515,000	\$15,150		\$23.17
2026	\$1,530,150	\$15,302		\$23.17
2027	\$1,545,452	\$15,455		\$23.17
2028	\$1,560,906	\$15,608		\$23.17
2029	\$1,576,515	\$15,765		\$23.17
2030	\$1,592,280	\$15,923		\$23.17
2031	\$1,608,203	\$16,082		\$23.17
2032	\$1,624,285	\$16,243		\$23.17
2033	\$1,640,528	\$16,405		\$23.17
2034	\$1,656,933	\$16,569		\$23.17
2035	\$1,673,503	\$16,735		\$23.17
2036	\$1,690,238	\$16,902		\$23.17
2037	\$1,707,140	\$17,071		\$23.17
2038	\$1,724,211	\$17,242		\$23.17
2039	\$1,741,453	\$17,415		\$23.17
2040	\$1,758,868	\$17,589		\$23.17
2041	\$1,776,457	\$17,765		\$23.17
		\$294,221	\$1,500,000	

Year	Revenues				(i) Total Revenues
	(f) Tax Revenue	(g) Land Sale Proceeds	(h) Investment Proceeds	(j) Debt Service	
2021	\$0	\$0	\$0	\$0	\$0
2022	\$23,170	\$0	\$0	\$0	\$23,170
2023	\$34,755	\$0	\$0	\$0	\$34,755
2024	\$35,102	\$0	\$0	\$0	\$35,102
2025	\$35,453	\$0	\$0	\$0	\$35,453
2026	\$35,808	\$0	\$0	\$0	\$35,808
2027	\$36,166	\$0	\$0	\$0	\$36,166
2028	\$36,527	\$0	\$0	\$0	\$36,527
2029	\$36,893	\$0	\$0	\$0	\$36,893
2030	\$37,262	\$0	\$0	\$0	\$37,262
2031	\$37,634	\$0	\$0	\$0	\$37,634
2032	\$38,011	\$0	\$0	\$0	\$38,011
2033	\$38,391	\$0	\$0	\$0	\$38,391
2034	\$38,775	\$0	\$0	\$0	\$38,775
2035	\$39,162	\$240,000	\$0	\$0	\$279,162
2036	\$39,554	\$0	\$75	\$0	\$39,629
2037	\$39,950	\$0	\$273	\$0	\$40,223
2038	\$40,349	\$0	\$474	\$0	\$40,823
2039	\$40,753	\$0	\$678	\$0	\$41,431
2040	\$41,162	\$240,000	\$1,499	\$578,181	\$905,213
2041	\$41,576	\$240,000	\$1,499	\$578,181	\$905,213

Year	Expenditures				(n) Combined Expenditures
	(k) Principal (3/15)	(l) Interest (3/15) AVG= 4.00%	(m) Debt Service	(o) Other Expenses	
2021	\$0	\$0	\$0	\$0	\$0
2022	\$17,283	\$19,120	\$36,403	\$0	\$36,403
2023	\$17,924	\$18,479	\$36,403	\$0	\$36,403
2024	\$18,692	\$17,712	\$36,403	\$0	\$36,403
2025	\$19,499	\$16,964	\$36,403	\$0	\$36,403
2026	\$20,217	\$16,166	\$36,403	\$0	\$36,403
2027	\$20,983	\$15,420	\$36,403	\$0	\$36,403
2028	\$21,855	\$14,538	\$36,403	\$0	\$36,403
2029	\$22,739	\$13,594	\$36,403	\$124	\$36,527
2030	\$23,649	\$12,594	\$36,403	\$490	\$36,893
2031	\$24,565	\$11,541	\$36,403	\$858	\$37,262
2032	\$25,577	\$10,426	\$36,403	\$1,231	\$37,634
2033	\$26,600	\$9,253	\$36,403	\$1,607	\$38,011
2034	\$27,644	\$8,022	\$36,403	\$1,988	\$38,391
2035	\$28,710	\$6,735	\$36,403	\$2,371	\$38,775
2036	\$29,800	\$5,391	\$36,403	\$2,756	\$39,162
2037	\$30,915	\$4,000	\$36,403	\$3,141	\$39,554
2038	\$32,057	\$2,562	\$36,403	\$3,526	\$39,950
2039	\$33,227	\$1,075	\$36,403	\$3,911	\$40,349
2040	\$34,427	\$0	\$36,403	\$4,296	\$40,753
2041	\$35,658	\$0	\$36,403	\$4,681	\$41,162
	\$478,000	\$200,181	\$678,181	\$50,000	\$728,181

Year	TID Status	
	(p) Annual Balance	(q) Year End Cumulative Balance (December 31)
2021	\$0	\$0
2022	\$0	\$0
2023	(\$36,403)	(\$36,403)
2024	(\$13,233)	(\$49,637)
2025	(\$1,649)	(\$51,285)
2026	(\$1,301)	(\$52,586)
2027	(\$950)	(\$53,536)
2028	(\$537)	(\$54,073)
2029	(\$237)	(\$54,309)
2030	\$0	(\$54,309)
2031	\$0	(\$54,309)
2032	\$0	(\$54,309)
2033	\$0	(\$54,309)
2034	\$0	(\$54,309)
2035	\$0	(\$54,309)
2036	\$0	(\$54,309)
2037	\$69,296	\$14,927
2038	\$39,629	\$54,555
2039	\$40,222	\$94,777
2040	\$40,823	\$135,601
2041	\$41,431	\$177,031

(1) Per City estimates.

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Project C1 - Swiderski (assumes \$472,000 demolition expense)



**City of Sturgeon Bay
Hypothetical Tax Incremental District
Cash Flow Proforma Analysis**

Assumptions

Annual Inflation During Life of TID: 1.00%

2019 Gross Tax Rate (per \$1000 Equalized Value): \$23.17

Annual Adjustment to tax rate: 0.00%

Investment rate: 0.50%

Data above dashed line are actual

Example New Issue
State Trust Fund Loan
Dated March 15, 2022

Year	Background Data				Revenues				Expenditures				TID Status			
	(a) TIF District Valuation (January 1)	(b) Inflation Increment	(c) Construction Increment	(d) TIF Increment Over Base	(e) Tax Rate	(f) Tax Revenue	(g) Investment Proceeds	(h) Total Revenues	(i) Cash Grant to Developer	(j) Principal (3/15)	(k) Interest (3/15) RATE= 3.00%	(l) Debt Service	(m) Combined Expenditures	(n) Annual Balance	(o) Year End Cumulative Balance (December 31)	(p) Cost Recovery
2021	\$0	\$0	\$0	\$0	\$23.17	\$0	\$0	\$0	\$200,000	\$51,389	\$15,660	\$67,049	\$0	\$0	\$0	\$0
2022	\$0	\$0	\$500,000	\$500,000	\$23.17	\$0	\$0	\$0	\$200,000	\$52,892	\$14,157	\$67,049	\$267,049	(\$257,049)	(\$257,049)	\$0
2023	\$0	\$0	\$2,500,000	\$3,000,000	\$23.17	\$0	\$0	\$11,585	\$0	\$54,518	\$12,532	\$67,049	\$67,049	(\$55,464)	(\$322,514)	\$0
2024	\$3,000,000	\$30,000	\$0	\$3,030,000	\$23.17	\$11,585	\$0	\$69,509	\$0	\$56,153	\$10,896	\$67,049	\$67,049	\$2,460	(\$320,054)	\$0
2025	\$3,030,000	\$30,300	\$0	\$3,060,300	\$23.17	\$69,509	\$0	\$70,204	\$0	\$57,838	\$9,211	\$67,049	\$67,049	\$3,155	(\$316,899)	\$0
2026	\$3,060,300	\$30,603	\$0	\$3,090,903	\$23.17	\$70,906	\$0	\$70,906	\$0	\$59,553	\$7,497	\$67,049	\$67,049	\$3,857	(\$313,042)	\$0
2027	\$3,090,903	\$30,909	\$0	\$3,121,812	\$23.17	\$71,616	\$0	\$71,616	\$0	\$61,360	\$5,690	\$67,049	\$67,049	\$4,566	(\$308,476)	\$0
2028	\$3,121,812	\$31,218	\$0	\$3,153,030	\$23.17	\$72,332	\$0	\$72,332	\$0	\$63,200	\$3,849	\$67,049	\$67,049	\$5,282	(\$303,193)	\$0
2029	\$3,153,030	\$31,530	\$0	\$3,184,560	\$23.17	\$73,055	\$0	\$73,055	\$0	\$65,096	\$1,953	\$67,049	\$67,049	\$6,006	(\$297,188)	\$0
2030	\$3,184,560	\$31,846	\$0	\$3,216,406	\$23.17	\$73,786	\$0	\$73,786	\$0	\$66,984	\$0	\$67,049	\$67,049	\$6,736	(\$291,452)	\$0
2031	\$3,216,406	\$32,164	\$0	\$3,248,570	\$23.17	\$74,523	\$0	\$74,523	\$0	\$68,872	\$0	\$67,049	\$67,049	\$7,466	(\$285,716)	\$0
2032	\$3,248,570	\$32,486	\$0	\$3,281,056	\$23.17	\$75,269	\$0	\$75,269	\$0	\$70,760	\$0	\$67,049	\$67,049	\$8,200	(\$280,000)	\$0
2033	\$3,281,056	\$32,811	\$0	\$3,313,866	\$23.17	\$76,021	\$0	\$76,021	\$0	\$72,648	\$0	\$67,049	\$67,049	\$8,934	(\$274,286)	\$0
2034	\$3,313,866	\$33,139	\$0	\$3,347,005	\$23.17	\$76,782	\$0	\$76,782	\$0	\$74,536	\$0	\$67,049	\$67,049	\$9,668	(\$268,560)	\$0
2035	\$3,347,005	\$33,470	\$0	\$3,380,475	\$23.17	\$77,549	\$0	\$77,549	\$0	\$76,444	\$0	\$67,049	\$67,049	\$10,402	(\$262,834)	\$0
2036	\$3,380,475	\$33,805	\$0	\$3,414,280	\$23.17	\$78,325	\$61	\$78,386	\$0	\$78,352	\$0	\$67,049	\$67,049	\$11,136	(\$257,108)	\$0
2037	\$3,414,280	\$34,143	\$0	\$3,448,423	\$23.17	\$79,108	\$449	\$79,557	\$0	\$79,229	\$0	\$67,049	\$67,049	\$11,870	(\$251,382)	\$0
2038	\$3,448,423	\$34,484	\$0	\$3,482,907	\$23.17	\$79,899	\$843	\$80,742	\$0	\$80,010	\$0	\$67,049	\$67,049	\$12,604	(\$245,656)	\$0
2039	\$3,482,907	\$34,829	\$0	\$3,517,736	\$23.17	\$80,698	\$1,242	\$81,940	\$0	\$81,816	\$0	\$67,049	\$67,049	\$13,338	(\$239,930)	\$0
2040	\$3,517,736	\$35,177	\$0	\$3,552,913	\$23.17	\$81,505	\$1,648	\$83,153	\$0	\$83,029	\$0	\$67,049	\$67,049	\$14,072	(\$234,204)	\$0
2041	\$3,552,913	\$35,529	\$0	\$3,588,442	\$23.17	\$82,317	\$2,060	\$84,377	\$0	\$84,253	\$0	\$67,049	\$67,049	\$14,806	(\$228,478)	\$0
		\$588,442	\$3,000,000			\$1,292,672	\$6,302	\$1,298,975	\$200,000	\$522,000	\$81,444	\$603,444	\$803,444	\$83,565	\$495,530	\$0

Type of TID: Mixed-Use
 2021 TID Inception
 2036 Final Year to Incur TIF Related Costs
 2041 Maximum Legal Life of TID (20 Years)

(1) Per City estimates.

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Project C2 - Swiderski (assumes \$200,000 demolition expense)



City of Sturgeon Bay Hypothetical Tax Increment District Cash Flow Proforma Analysis

Assumptions	
Annual Inflation During Life of TID.....	1.00%
2019 Gross Tax Rate (per \$1000 Equalized Value).....	\$23.17
Annual Adjustment to tax rate.....	0.00%
Investment rate.....	0.50%

Data above dashed line are actual

Example New Issue
\$272,000
State Trust Fund Loan
Dated March 15, 2022

Year	Background Data				(e)
	(a)	(b)	(c)	(d)	
	TIF District Valuation (January 1)	Inflation Increment	Construction Increment	TIF Increment Over Base	Tax Rate
	Base Value \$0		(4)		
2021	\$0	\$0	\$500,000	\$0	\$23.17
2022	\$0	\$0	\$500,000	\$500,000	\$23.17
2023	\$500,000	\$0	\$2,500,000	\$3,000,000	\$23.17
2024	\$3,000,000	\$30,000	\$3,030,000	\$3,060,000	\$23.17
2025	\$3,030,000	\$30,300	\$3,060,300	\$3,090,300	\$23.17
2026	\$3,060,300	\$30,603	\$3,090,903	\$3,121,812	\$23.17
2027	\$3,090,903	\$30,909	\$3,121,812	\$3,153,030	\$23.17
2028	\$3,121,812	\$31,218	\$3,153,030	\$3,184,560	\$23.17
2029	\$3,153,030	\$31,530	\$3,184,560	\$3,216,406	\$23.17
2030	\$3,184,560	\$31,846	\$3,216,406	\$3,248,570	\$23.17
2031	\$3,216,406	\$32,164	\$3,248,570	\$3,281,056	\$23.17
2032	\$3,248,570	\$32,486	\$3,281,056	\$3,313,866	\$23.17
2033	\$3,281,056	\$32,811	\$3,313,866	\$3,347,005	\$23.17
2034	\$3,313,866	\$33,139	\$3,347,005	\$3,380,475	\$23.17
2035	\$3,347,005	\$33,470	\$3,380,475	\$3,414,280	\$23.17
2036	\$3,380,475	\$33,805	\$3,414,280	\$3,448,423	\$23.17
2037	\$3,414,280	\$34,143	\$3,448,423	\$3,482,907	\$23.17
2038	\$3,448,423	\$34,484	\$3,482,907	\$3,517,736	\$23.17
2039	\$3,482,907	\$34,829	\$3,517,736	\$3,552,913	\$23.17
2040	\$3,517,736	\$35,177	\$3,552,913	\$3,588,442	\$23.17
2041	\$3,552,913	\$35,529	\$3,588,442	\$3,624,371	\$23.17

Year	Revenues				(h)
	(f)	(g)	(i)	(j)	
	Tax Revenue	Investment Proceeds	Cash Grant to Developer	Principal (3/15)	Total Revenues
2021	\$0	\$0	\$200,000	\$51,750	\$0
2022	\$0	\$0	\$200,000	\$53,029	\$0
2023	\$11,585	\$0	\$0	\$54,370	\$11,585
2024	\$69,509	\$0	\$0	\$55,729	\$69,509
2025	\$70,204	\$0	\$0	\$57,122	\$70,204
2026	\$70,906	\$0	\$0	\$0	\$70,906
2027	\$71,616	\$0	\$0	\$0	\$71,616
2028	\$72,332	\$0	\$0	\$0	\$72,332
2029	\$73,055	\$0	\$0	\$0	\$73,055
2030	\$73,786	\$0	\$0	\$0	\$73,786
2031	\$74,523	\$101	\$0	\$0	\$74,625
2032	\$75,269	\$474	\$0	\$0	\$75,743
2033	\$76,021	\$853	\$0	\$0	\$76,874
2034	\$76,782	\$1,237	\$0	\$0	\$78,019
2035	\$77,549	\$1,628	\$0	\$0	\$79,177
2036	\$78,325	\$2,023	\$0	\$0	\$80,348
2037	\$79,108	\$2,425	\$0	\$0	\$81,533
2038	\$79,899	\$2,833	\$0	\$0	\$82,732
2039	\$80,698	\$3,246	\$0	\$0	\$83,945
2040	\$81,505	\$3,666	\$0	\$0	\$85,171
2041	\$1,292,672	\$18,487	\$200,000	\$272,000	\$1,311,160

Year	Expenditures			(p)
	(k)	(l)	(m)	
	Interest (3/15) RATE= 2.50%	Debt Service	Combined Expenditures	Cost Recovery
2021	\$6,800	\$58,550	\$0	\$0
2022	\$5,521	\$58,550	\$258,550	\$0
2023	\$4,181	\$58,550	\$58,550	(\$258,550)
2024	\$2,821	\$58,550	\$58,550	(\$305,516)
2025	\$1,428	\$58,550	\$58,550	(\$294,557)
2026	\$0	\$58,550	\$58,550	(\$282,902)
2027	\$0	\$58,550	\$58,550	(\$270,546)
2028	\$0	\$58,550	\$58,550	(\$198,931)
2029	\$0	\$58,550	\$58,550	(\$126,959)
2030	\$0	\$58,550	\$58,550	(\$53,544)
2031	\$0	\$58,550	\$58,550	\$20,242
2032	\$0	\$58,550	\$58,550	\$94,866
2033	\$0	\$58,550	\$58,550	\$170,609
2034	\$0	\$58,550	\$58,550	\$247,483
2035	\$0	\$58,550	\$58,550	\$325,502
2036	\$0	\$58,550	\$58,550	\$404,679
2037	\$0	\$58,550	\$58,550	\$485,027
2038	\$0	\$58,550	\$58,550	\$566,561
2039	\$0	\$58,550	\$58,550	\$649,293
2040	\$0	\$58,550	\$58,550	\$733,237
2041	\$0	\$58,550	\$58,550	\$818,409

Type of TID: Mixed-Use
2021 TID Inception
2036 Final Year to Incur TIF Related Costs
2041 Maximum Legal Life of TID (20 Years)

(4) Per City estimates.

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RECOMMENDATION

TO THE HONORABLE MAYOR AND COMMON COUNCIL:

We, the City Plan Commission, hereby recommend that the Council accept the development proposal from Northpointe Development Corporation for the West Waterfront redevelopment, and negotiate with Northpointe to finetune the proposal, including increasing the number of units.

Respectfully submitted,
City Plan Commission
By: David Ward, Chair

RESOLVED, that the foregoing recommendation be adopted.

Date: October 28, 2020

Introduced by _____;

Moved by Alderperson _____, seconded by
Alderperson _____ that said recommendation be
adopted.

Passed by the Council on the _____ day of _____, 2020.



MEMO

To: City Plan Commission
From: Marty Olejniczak, Community Development Director *MO*
Date: October 27, 2020
Subject: Update - Proposals to Redevelop West Waterfront

City staff reached out to Northpointe and T. Wall Enterprises regarding issues raised by the Plan Commission. The following is the additional information for the Commission to consider:

Northpointe Development Corporation

The developer indicated that they are willing to adjust the site layout and the building design. They would work with the City to find a design solution that works for both parties from a financial and development standpoint.

Adding commercial use would be considered, but it adds a layer of complexity to the project.

Increasing the number of units is problematic because of the use of the CDBG funds and having to retain 51% of the units as affordable. Northpointe is willing to consider that but it likely means increasing the required TIF incentive.

T. Wall Enterprises

The development site plan extends beyond the limits of the actual development site. It involves changes to Locust Street and the parking area in front of the Maritime Museum that is currently titled to the Waterfront Redevelopment Authority. It also would impact the design of the central walkway leading to the waterfront promenade. It is not clear from their proposal if the developer would be responsible for the cost of the changes to the street and parking lot.

The developer estimates about 80 vehicles can be accommodated in the underground parking, which is also under the plaza. But they would like to have additional surface parking. They are not sure if undesignated public parking in the public space below the high water mark would be OK or whether spaces specifically designated for the tenants would be needed. If designated spaces are needed, spaces in the Maritime Museum lot could potentially be designated for tenants.

In regard to commercial use, the developer prefers not to include it. Given the current state of retail, it could be difficult to keep a tenant in the commercial space. Plus, banks are less likely to finance mixed-use projects. But T. Wall did not absolutely say no to adding commercial.

Northpointe Development Corporation

Use: 40-unit MF housing – no commercial space

Affordable v. Market Rate Units: 21 units would be reserved for people earning 80% of county median income. The developer would commit to keep these affordable units for 10 years. The other 19 units would be market rate.

Bedroom Mix: 19 one-bedroom and 21 two-bedroom units.

Building Design: Rectangular building set an angle such that it is parallel to the rear lot line which adjoins the parkland. There are 4 stories containing the housing units over a parking level. It is unclear if the parking level is at grade or partially below grade.

Amenities: onsite management, community room with balcony, fitness room, bike racks and pedestrian path connecting to the public parkland/promenade. Green infrastructure is proposed to be incorporated.

Parking: 24 indoor stalls under the building and 26 outdoor spaces for a total of 50 spaces.

Financing/TIF Support: The proposal includes \$740,000 in TIF support. The TIF assistance would be "Pay as You Go" developer-financed loan. Northpointe is also seeking the use of \$1.4 Million in Community Development Block Grant (CDBG) funds.

Building Value: The developer projects the building to have an assessed value of about \$3,810,000. As a partially low-income housing project, the building will be assessed using the income approach to property value assessment. The anticipated value yields about \$88,000 annually in tax increment.

Schedule: Construction commences April, 2021 and completed in June, 2022.

Notes: Northpointe Development Corporation was the developer of the proposed affordable housing project at the West Side School/West Side Field. That project failed to obtain the required WHEDA tax credits and, hence, do not proceed.

The County's \$1.4 Million must be used for a CDBG-eligible project and needs to be committed to a project by early 2021. The City and County previously approved converting the City's revolving loan fund (RLF) into a joint city/county fund in exchange for using the County's CDBG funds on an affordable housing project in the City. The project was originally expected to be the West Side School/West Side Field housing project, but could be used at the west waterfront or other area in the City.

T. Wall Enterprises

Use: 78-unit MF housing – no commercial space

Affordable v. Market Rate Units: All of the units are proposed to be market rate units.

Bedroom Mix: Studio, one-bedroom, two-bedroom, and three-bedroom units are all included, but the exact mix is unknown.

Building Design: L-shaped building with a plaza connecting the two wings. There are 4 stories over an underground parking level.

Amenities: Community room/plaza, luxury fixtures, high-quality finishes.

Parking: 80 stalls most of which would be underground. The surface parking shown is likely within the public space and would have to be public parking spaces.

Financing/TIF Support: The proposal requests 70% of the tax increment generated from the project. More specifically, they are looking for an upfront cash payment of \$2,500,000 and it would take about 70% of the tax increment for the City to finance that. The developer is open to a developer-financed loan in lieu of the upfront cash grant, but that would require higher TIF support due to the higher interest rate that the developer would pay compared to the City.

Building Value: The developer projects the building to have an assessed value of about \$10,300,000. The anticipated value yields about \$238,000 annually in tax increment.

Schedule: Construction is expected to last one year. A specific start date was not indicated. Their prior proposal included an 18-month contingency period to commit to the project and commence construction.

Notes: T. Wall Enterprises also provided a second option that included a total of 104 units split into two phases. That project was not considered being it involved property that is already controlled by third parties (Harbor Club Marina) due to previous development contracts and other factors.

Prior to the issuance of the Request for Proposals, T. Wall Enterprises attempted to enter into an option to purchase with the City for the development site. Their project at that time is essentially the same as the current proposal except that they projected to require 65% of the tax increment as incentive. The Finance Committee, which reviewed the letter of intent to purchase the site, rejected that proposal and directed staff to issue the RFP.

The architect on the team is the same architectural firm that designed The Bay Lofts.



MEMO

To: City Plan Commission
From: Marty Olejniczak, Community Development Director
Date: October 15, 2020
Subject: Proposals to Redevelop West Waterfront

The City issued a request for proposals (RFP) to the redevelopment of the West Waterfront area. Three proposals were submitted. All involve multiple-family dwelling units.

The Plan Commission is requested to review the proposals and provide a recommendation to the Common Council regarding which proposal, if any, to select. The City can then work with the selected developer to refine the proposal and negotiate a sale and/or development agreement.

The proposals are included in the packet. Attached are summaries of the key aspects for the proposals.



Proposal to Develop City of Sturgeon Bay West Waterfront Site

City of Sturgeon Bay
421 Michigan Street
Sturgeon Bay, Wisconsin

The following proposal is in response to the City of Sturgeon Bay's request for proposals for development of the site along E. Maple Street, part of the city's West Waterfront Redevelopment Project.

September 23, 2020

EXECUTIVE SUMMARY

Northpointe Development is pleased to provide the following proposal for the acquisition and development of the West Waterfront Site located along E. Maple Street. Northpointe will act as the lead Developer for the project. We applaud the City for publishing the RFP as it will certainly generate development ideas and add much needed housing for Sturgeon Bay. Northpointe is proposing to build 40 rental housing units with a variety of bedroom sizes, including one and two-bedroom units. Our development will focus on housing intended to create a vibrant, family-oriented new neighborhood and attract people and activity to the neighboring downtown and adjoining parkland. This development will be a focal point and catalyst for development in the area. The City of Sturgeon Bay, as documented in the 2019 Housing Study, has a strong need for new rental housing for the community. Our proposal meets the City's needs and would be a great fit for community members looking for quality housing that is safe. In addition, our mixture of bedroom sizes will allow both new and existing working families to have a home near where they work.

We believe that this plan delivers long range financial benefits to the community within a sensible timeline and requires an overall low upfront investment from the City. Northpointe is an experienced and financially stable development team that has successfully delivered similar projects throughout the state. As a long-term owner, we continue to own and successfully operate all the properties we have developed to date. Our proposed improvements mostly rely on financing and sources already available to the development team; however, we are requesting that the city partner with us to provide the land and a sensible amount of additional resources for the development. If selected, we will work with the City and neighborhood to get feedback and address concerns so we can deliver the most complete and desirable layout of buildings and landscaping. Our proposal delivers a feasible and executable plan and brings much needed quality new housing into the community, and we look forward to working with you on this opportunity.

Questions regarding this proposal should be directed to:

Andrew Dumke
Principal
Northpointe Development Corporation
(920) 379-1645
andy@northpointedev.com

PROPOSAL HIGHLIGHTS

- 40-unit multifamily development including 1 and 2-bedroom units
- Proposed development will be four stories and includes a pedestrian connection to the adjacent park
- Elevated community room balcony for resident functions
- Proposal to include professional management, sufficient parking (both underground and surface stalls), and a significant level of amenities
- Soil raised for flood protection per ordinance
- Developer requests that the City transfer the site to Northpointe for \$1 as well as provide Tax Incremental Financing in an amount needed to balance the sources and uses of the project
- Developer is working with the County to security CDBG Grant funds that can used for the project
- Maximized long-term financial benefits and amenities to the City and community
- Site to connect to existing utilities reducing the need for upfront infrastructure
- Development does not include site B, which could be added to the park
- Development plan intended to be amenable to Council and community feedback

TABLE OF CONTENTS

SECTION 1	Overall Project Approach Project Overview Project Timeline Site Plan & Building Elevation Development Team
SECTION 2	Northpointe Development Overview & Key Staff Examples of Similar Development Projects References
SECTION 3	Financial Projections Sources and Uses of Funds City Assistance Request

Section 1

Overall Project Approach & Project Review

The City of Sturgeon Bay has a strong need for new rental housing. Northpointe Development is proposing to develop the West Waterfront Site with a newly constructed 40-unit development. The development will consist of a four-story apartment building containing 19 one-bedroom units and 21 two-bedroom units. 52% of the units will be rented to households with incomes at 80% of the County Median Income, and 48% of the units will be market-rate.

The development will not require significant upfront infrastructure investment from the City as no new public streets are needed to access the development and utilities will be connected from those already existing. This approach allows the City to target most of their resources to the future public park land.

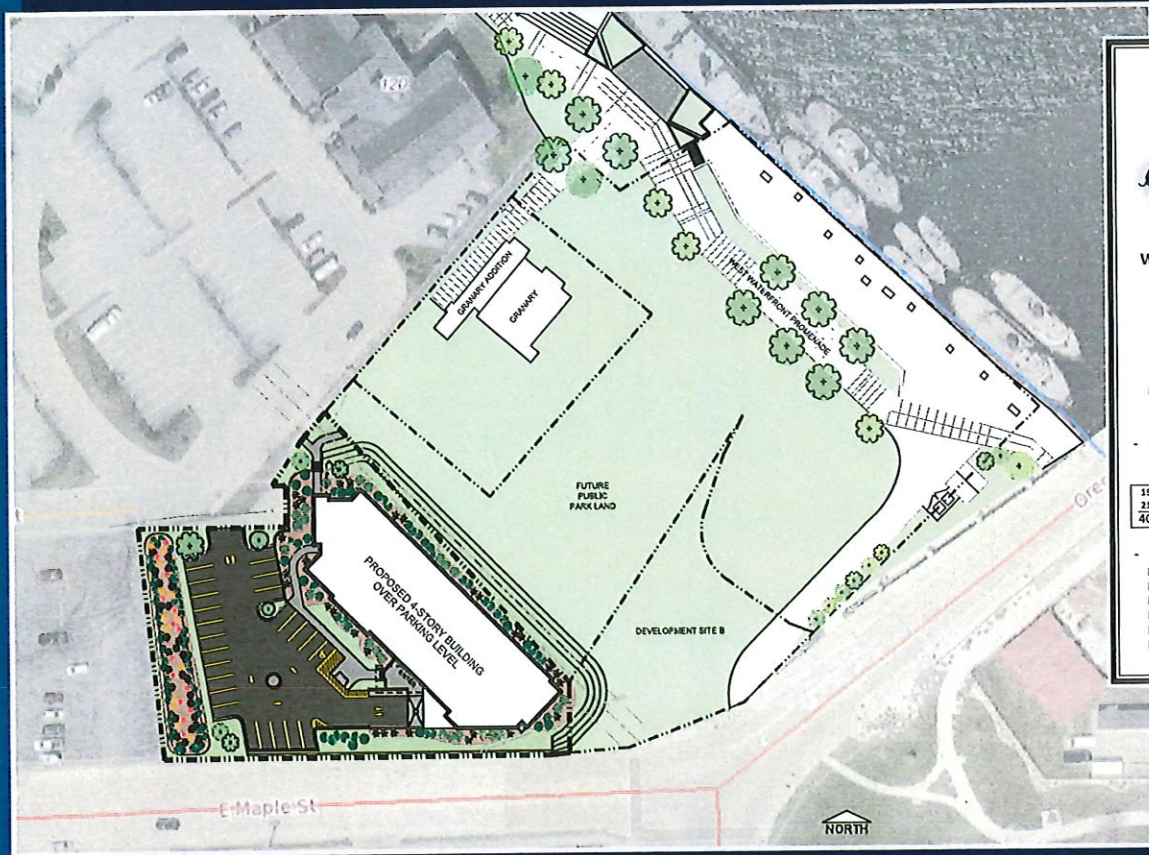
Our projects are sustainably built with high quality materials and will provide many desirable amenities including: on-site professional management, security lighting, community room with large balcony overlooking the water, exercise and fitness room, bike parking, 24 underground parking spaces along with additional surface parking sufficient for households with multiple cars and their guests. All units will have an in-unit washer/dryer included along with other standard appliances. Green infrastructure ideas will be implemented and a bioretention basin will be built on the site to handle stormwater. One full-time employee will be employed on-site at the development, as well as numerous third-party subcontractors for snow removal, lawn care, maintenance, etc.

The financial sources and uses can be found in Section 3. Northpointe Development is asking Door County for a grant of \$1,400,000 to be used towards the development of this project. Northpointe is also seeking TIF assistance from the City of Sturgeon Bay as outlined in Section 3. Other sources include debt provided by a local lender and equity funds.

Lastly, Northpointe has earned a top-notch reputation in the industry after years of successful fundings and project completion. Over the last 10 years, Northpointe has built a significant portfolio in the State of Wisconsin, including similar developments, such as Anthem Luxury Living in Oshkosh, Riverfront Senior Apartments in Oshkosh, and Woolen Mills Lofts in Appleton, details of which can be found in Section 2. By choosing a qualified developer that has experience in complex waterfront redevelopment sites, the City will have assurances that the overall development plan will come to fruition.

Project Timeline

- Anticipated closing date: March 1, 2021
- Construction commencement: April 1, 2021
- Construction completion: June 1, 2022



WATERFRONT PROPERTY REDEVELOPMENT

PROPOSAL BY:



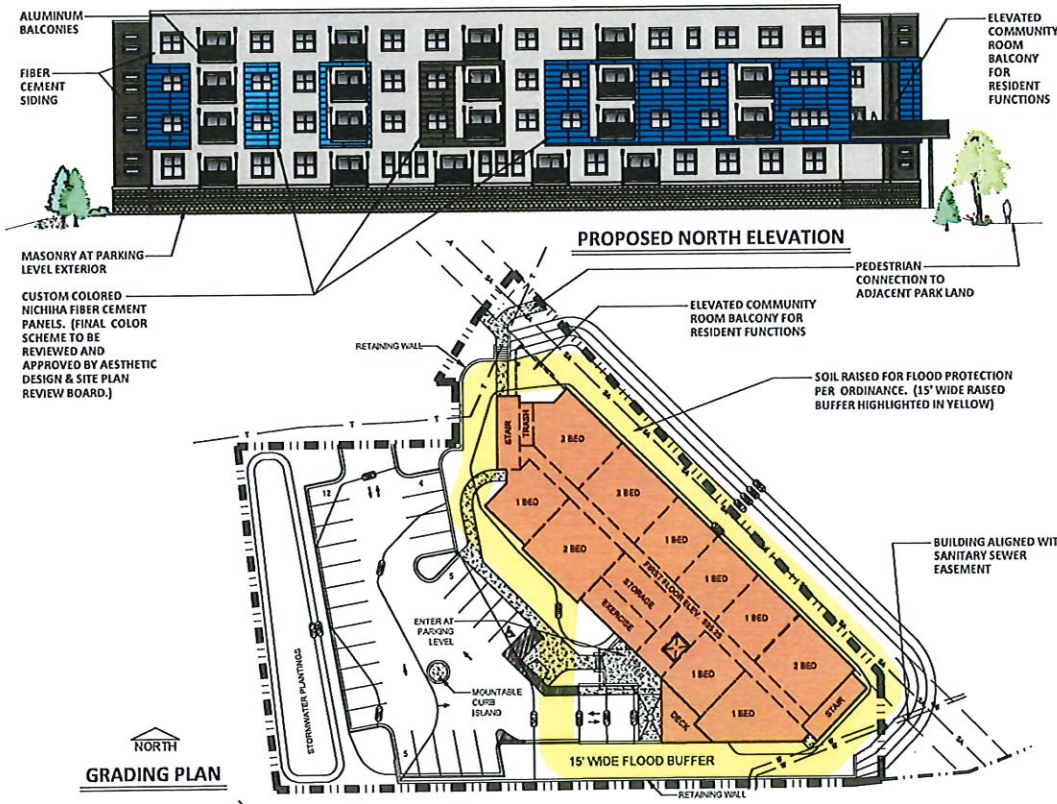
NORTHPOINTE
DEVELOPMENT CORPORATION

- 4-STORY APARTMENT BUILDING OVER
INDOOR PARKING LEVEL

UNIT MIX	PARKING COUNT
19 1-BEDROOM UNITS	24 INDOOR PARKING SPACES
21 2-BEDROOM UNITS	26 SURFACE PARKING SPACES
40 DWELLING UNITS	50 PARKING SPACES

- AMENITIES

- ☑ ON SITE LEASING OFFICE
- ☑ EXTERIOR BALCONIES
- ☑ COMMUNITY ROOM WITH LARGE BALCONY
- ☑ EXERCISE & FITNESS ROOM
- ☑ IN-UNIT WASHER / DRYER
- ☑ ON SITE STORAGE LOCKERS FOR RESIDENTS



ALUMINUM BALCONIES

FIBER CEMENT SIDING

ELEVATED COMMUNITY ROOM BALCONY FOR RESIDENT FUNCTIONS

PROPOSED NORTH ELEVATION

MASONRY AT PARKING LEVEL EXTERIOR

CUSTOM COLORED NICHHA FIBER CEMENT PANELS. (FINAL COLOR SCHEME TO BE REVIEWED AND APPROVED BY AESTHETIC DESIGN & SITE PLAN REVIEW BOARD.)

PEDESTRIAN CONNECTION TO ADJACENT PARK LAND

ELEVATED COMMUNITY ROOM BALCONY FOR RESIDENT FUNCTIONS

SOIL RAISED FOR FLOOD PROTECTION PER ORDINANCE. (15' WIDE RAISED BUFFER HIGHLIGHTED IN YELLOW)

RETAINING WALL

BUILDING ALIGNED WITH SANITARY SEWER EASEMENT

NORTH

GRADING PLAN

15' WIDE FLOOD BUFFER



WATERFRONT PROPERTY REDEVELOPMENT

PROPOSAL BY:

NORTHPOINTE DEVELOPMENT CORPORATION

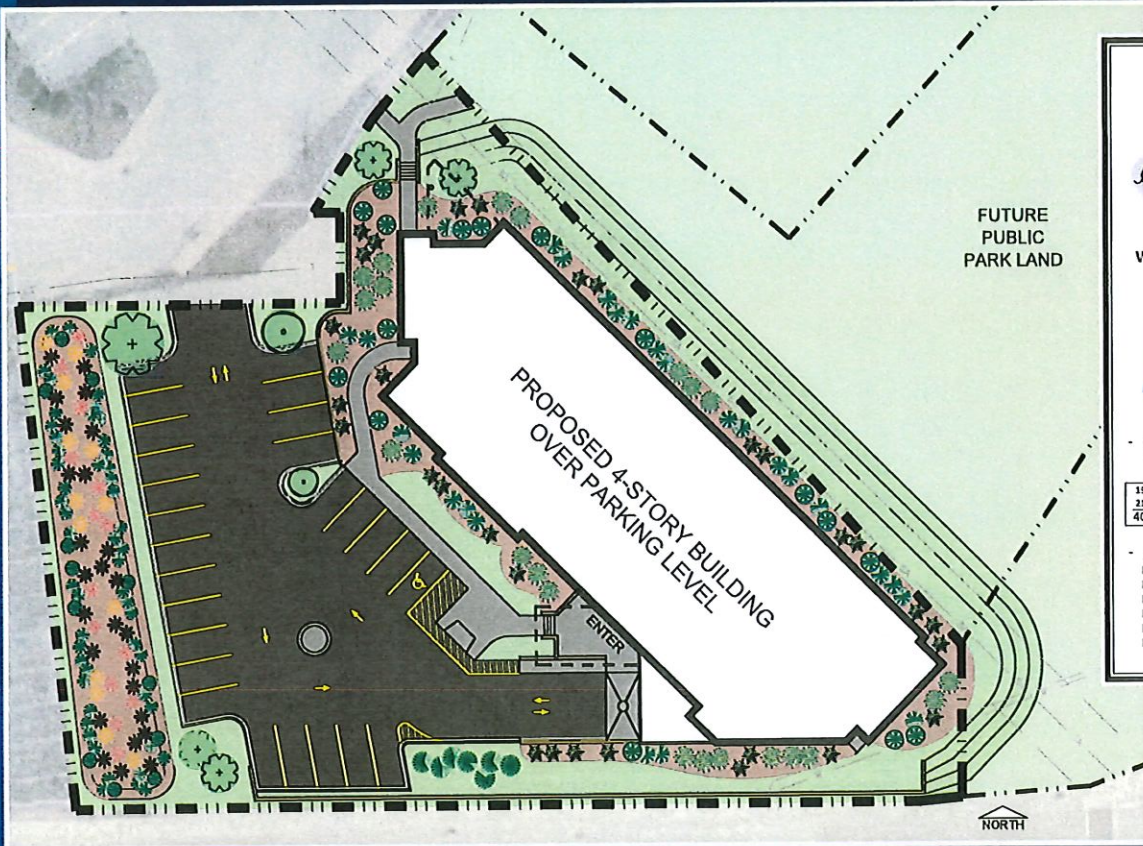
4-STORY APARTMENT BUILDING OVER INDOOR PARKING LEVEL

UNIT MIX		PARKING COUNT	
19	1-BEDROOM UNITS	24	INDOOR PARKING SPACES
21	2-BEDROOM UNITS	26	SURFACE PARKING SPACES
40	DWELLING UNITS	50	PARKING SPACES

AMENITIES

- ON SITE LEASING OFFICE
- EXTERIOR BALCONIES
- COMMUNITY ROOM WITH LARGE BALCONY
- EXERCISE & FITNESS ROOM
- IN-UNIT WASHER / DRYER
- ON SITE STORAGE LOCKERS FOR RESIDENTS

NORTHPOINTE
Let's Build.



FUTURE
PUBLIC
PARK LAND

PROPOSED 4-STORY BUILDING
OVER PARKING LEVEL

ENTER

NORTH



WATERFRONT PROPERTY REDEVELOPMENT

PROPOSAL BY:



NORTHPOINTE
DEVELOPMENT CORPORATION

- 4-STORY APARTMENT BUILDING OVER
INDOOR PARKING LEVEL

UNIT MIX	PARKING COUNT
19 1-BEDROOM UNITS	24 INDOOR PARKING SPACES
21 2-BEDROOM UNITS	26 SURFACE PARKING SPACES
40 DWELLING UNITS	50 PARKING SPACES

- AMENITIES

- ON SITE LEASING OFFICE
- EXTERIOR BALCONIES
- COMMUNITY ROOM WITH LARGE BALCONY
- EXERCISE & FITNESS ROOM
- IN-UNIT WASHER / DRYER
- ON SITE STORAGE LOCKERS FOR RESIDENTS

DEVELOPMENT PROPOSAL
West Waterfront Site
Sturgeon Bay, WI

Project Development Team

The success of Northpointe Development's many apartment projects have included the following partners. If awarded the project, these are the likely entities and contacts that will be involved in the West Waterfront Site Development:

Developers: Northpointe Development Corporation
230 Ohio Street, Suite 200
Oshkosh, WI 54902
(920) 379-1645
Contact: Andrew Dumke
andy@northpointedev.com

Architect: Precedent Architecture, LLC
229 E Division St.
Fond du Lac, WI 54935
(920) 933-2860
Contact: Jonathan Brinkley, AIA, PE
Jonathan.b@precedentarchitecture.com

Engineer: Precedent Architecture, LLC
229 E Division St.
Fond du Lac, WI 54935
(920) 933-2860
Contact: Jonathan Brinkley, AIA, PE
Jonathan.b@precedentarchitecture.com

Contractor: Northcentral Construction Corp
631 South Hickory Street
Fond du Lac, WI 54935
(920) 929-9400
Contact: Mark Dudzinski
Markd@nccbuilds.com

Property

Management: ACC Management Group, Inc.
2375 State Road 44
Oshkosh, WI 54904
(920) 966-9905
Contact: Rose Andler
Rose@accmanagementgroup.com



Section 2

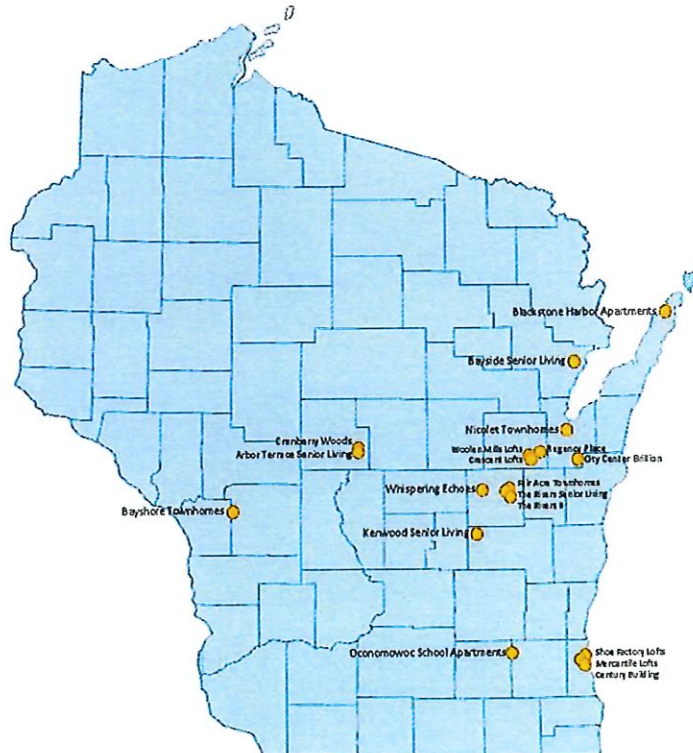


230 Ohio Street, Suite 200
Oshkosh, WI 54902
Office: (920) 230-3628
Fax: (920) 230-6484

NORTHPOINTE DEVELOPMENT CORPORATION

Northpointe Development 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 has a great reputation with the communities where we've developed housing and with WHEDA. Northpointe is one of WHEDA's largest and long-term customers and consistently scores the highest developer team score possible for a for profit developer. Northpointe and its principals have the financial capacity to successfully complete the project as well as secure market to above market equity pricing. Personal Financials of Northpoint's principals will be submitted upon request.

Northpointe, as shown below, has developed new construction family and senior apartment housing, historic rehabilitation, and commercial properties throughout Wisconsin. Most of the projects have utilized the Low-Income Housing Tax Credit program as well as other available resources including: Home, TIF, Brownfield Grants, Federal and State Historic Credits. Connecting with government entities, including the Department of Natural Resources, HUD, WHEDA, WEDC, the Federal Energy Regulatory Commission, etc is commonly required to successfully complete the development project. 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.



Multi Family Developments

<u>Project Name</u>	<u>Location</u>		<u>Units</u>	<u>Property Type</u>
Rivers Senior Living	Oshkosh	WI	60	New Construction 9% LIHTC
Bayshore Townhomes	Sparta	WI	32	New Construction 9% LIHTC
Fair Acre Townhomes	Oshkosh	WI	55	New Construction 9% LIHTC
Kenwood Senior Living	Ripon	WI	24	New Construction 9% LIHTC
The Fountains of West Allis	West Allis	WI	35	Acquisition/Rehab 9% LIHTC
Blackstone Harbor Apts.	Sister Bay	WI	24	New Construction 9% LIHTC
Oconomowoc School Apts	Oconomowoc	WI	55	Adaptive /Historic 9% LIHTC
Nicolet Townhomes	De Pere	WI	60	New Construction 9% LIHTC
Anthem Luxury Living	Oshkosh	WI	80	New Construction 20/80
Mercantile Lofts	Milwaukee	WI	36	Adaptive /Historic 9% LIHTC
Shoe Factory Lofts	Milwaukee	WI	55	Adaptive /Historic 9% LIHTC
The Rivers - Phase II-Senior Living	Oshkosh	WI	40	New Construction 9% LIHTC
Woolen Mills Lofts	Appleton	WI	60	Adaptive /Historic 9% LIHTC
Century Building	Milwaukee	WI	44	Adaptive /Historic 9% LIHTC
Cranberry Woods Townhomes	Wisconsin Rapids	WI	40	New Construction 9% LIHTC
Bayside Senior Apartments	Oconto	WI	42	New Construction 9% LIHTC
Whispering Echoes Townhomes	Winneconne	WI	28	New Construction 9% LIHTC
Regency Place Senior Living	Little Chute	WI	40	New Construction 9% LIHTC
<u>Under Construction</u>				
Arbor Terrace Senior Living	Wisconsin Rapids	WI	40	New Construction 9% LIHTC
City Center	Brillion	WI	40	New Construction 9% LIHTC
Crescent Lofts	Appleton	WI	69	Adaptive /Historic 9% LIHTC
<u>2020 Awards</u>				
The Limerick	Fitchburg	WI	126	New Construction 4% State
Cabrini	Oshkosh	WI	33	Adaptive/ Historic 4% State
Total Units			1,117	

NORTHPOINTE DEVELOPMENT PRINCIPALS

Cal Schultz
420 South Koeller Street
Oshkosh, WI 54902
(920) 303-9404
cal@northpointedev.com

Andy Dumke
230 Ohio Street
Oshkosh, WI 54902
(920) 230-3628
andy@northpointedev.com

Sean O'Brien
2628 Saw Tooth Drive
Fitchburg, WI 53711
(608) 334-5665
sean@northpointedev.com

Callan L. Schultz

Callan Schultz graduated from the University of Wisconsin-Oshkosh with a Bachelor of Business Administration with majors in finance and management information systems and a Masters of Business Administration. Cal is a licensed Wisconsin Real Estate Broker. He was a 1999 class member of the Massachusetts Institute of Technology "Birthing of Giants" program.

Cal formed Keystone Development, LLC in 1999. The company has developed over 2,000 apartment units throughout Wisconsin, Michigan, Ohio and Iowa. In 2011 he and Andy Dumke formed Northpointe Development Corporation for the purpose of developing and owning affordable housing in Wisconsin.

Andrew J. Dumke

Andrew Dumke began developing and managing real estate in 1993. He has grown his portfolio to include multi-family apartments, commercial office buildings, warehouse buildings, and retail centers. His company Alliance Development has developed over \$200,000,000 in real estate. Samples of nationally accredited tenants he works with are Starbucks, Panera, Fed EX/Kinkos, TJ Maxx, JoAnn Fabrics, US Cellular, Verizon, Buffalo Wild Wings, Chipotle, Qdoba, Baker Tilly, Old National Bank, and Olive Garden. Andrew's current portfolio contains over 1,000,000 square feet of commercial office, warehouse, and retail space.

In 2011, Andrew started Northpointe Development Corporation in conjunction with Cal Schultz. The purpose of this entity is to develop, own and provide market-rate, affordable, and senior housing in Wisconsin.

Sean O'Brien

Sean O'Brien joined Northpointe Development as a Partner in 2020. With over 15 years of housing and community development experience, Sean joined to help grow Northpointe Development's state and national footprint.

Prior to joining Northpointe Development, Sean worked at the Wisconsin Housing and Economic Development Authority (WHEDA) for 14 years. The last 6 years of his tenure he was the Director of Commercial Lending. As Director, Sean led the development of Wisconsin's Affordable Housing Policy and allocation of the Low-Income Housing Tax Credit Program. In 2018, the Commercial Lending team implemented the State Housing Tax Credit Program which allowed WHEDA to allocate a new credit that has created or preserved approximately a thousand affordable homes annually. For three years, Sean also served on the Community Investment Advisory Council for the Federal Home Loan Bank of Chicago.

Sean is a Verona Area High School Graduate and holds a Bachelor of Business Administration degree from the University of Wisconsin - Madison. In 2019, Sean and his wife Emily created OB Development, LLC with the intention of providing development in consulting services for the creation and preservation of decent, safe and affordable housing.

DEVELOPMENT PROPOSAL
West Waterfront Site
Sturgeon Bay, WI

Examples of Similar Development Projects & References

1. Anthem Luxury Living located at 431 Marion Road, Oshkosh, WI
Contact: Darlene Brandt, Grants Coordinator for City of Oshkosh; Address: 215 Church Avenue, Oshkosh, WI; Phone: (920) 236-5029; E-mail: dbrandt@ci.oshkosh.wi.us

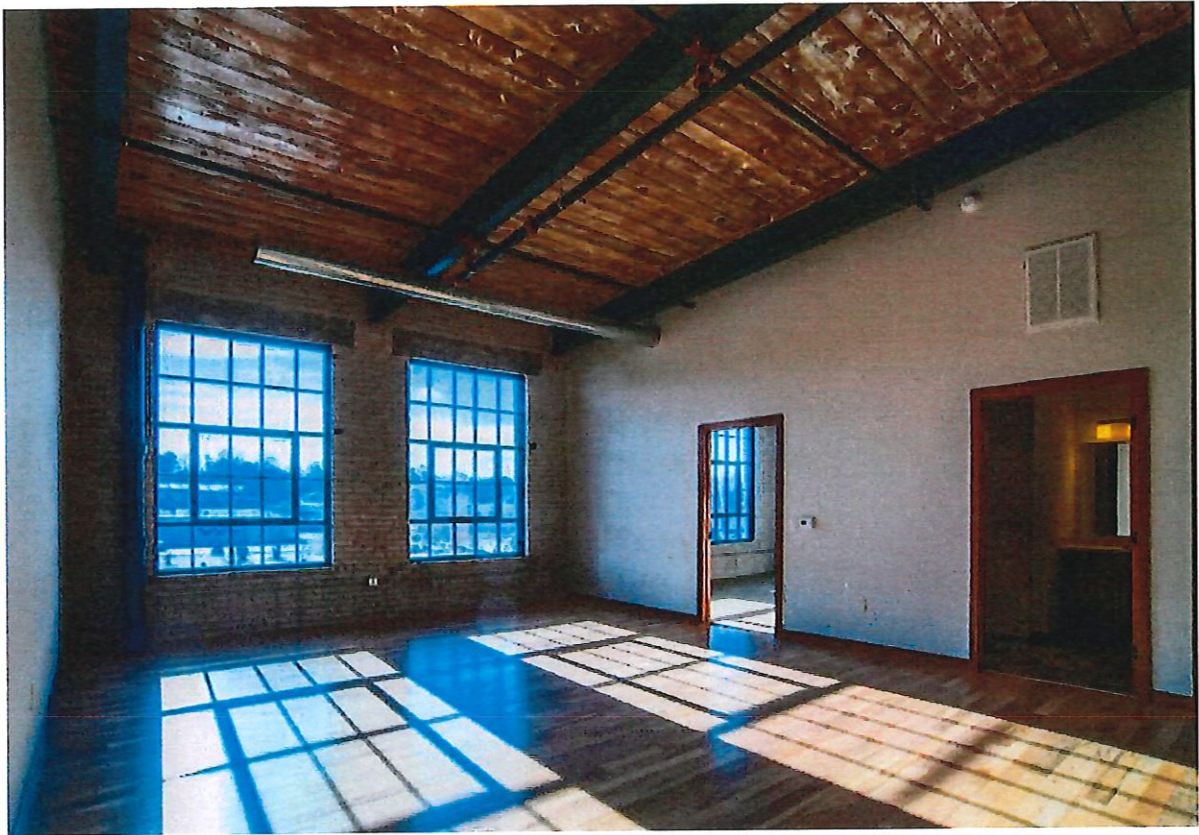
Photo of development:



DEVELOPMENT PROPOSAL
West Waterfront Site
Sturgeon Bay, WI

3. Woolen Mills Lofts located at 218 E South Island Street, Appleton, WI
Contact: Karen Harkness, Director of Community and Economic Development; Address:
100 N. Appleton Street, Appleton, WI; Phone: 920-832-6408; E-mail:
Karen.Harkness@Appleton.org

Interior Photo of Development:



DEVELOPMENT PROPOSAL
West Waterfront Site
Sturgeon Bay, WI

2. Riverfront Senior Living located at 475 Marion Road, Oshkosh, WI
Contact: Darlene Brandt, Grants Coordinator for City of Oshkosh; Address: 215 Church Avenue, Oshkosh, WI; Phone: (920) 236-5029; E-mail: dbrandt@ci.oshkosh.wi.us

Photo of development:



DEVELOPMENT PROPOSAL
West Waterfront Site
Sturgeon Bay, WI

SECTION 3

FINANCIAL PROJECTIONS

INCOME		#	Current	Proforma	Utility	Gross	CMI
	<u>Unit Type</u>	<u>Units</u>	<u>Rents</u>	<u>Rate</u>	<u>Allowance</u>	<u>Rent</u>	<u>2020 Limit</u>
80% CMI							
52.5%	1 Bedroom	11		\$995	30	\$1,025	\$1,118
	2 Bedroom	10		\$1,100	37	\$1,137	\$1,342
	3 Bedroom	-				\$0	
Market							
47.5%	1 Bedroom	8		\$1,200		\$1,200	
	2 Bedroom	11		\$1,500		\$1,500	
	3 Bedroom	-				\$0	
		-					
Gross Rental		40					

SOURCES AND USES OF FUNDS

First Mortgage	\$5,087,000
Equity	\$420,033
Door County CDBG Funds	\$1,400,000
TIF Present Value	\$740,000
Deferred Developer Fee	\$881,518
TOTAL SOURCES OF FUNDS	\$8,528,551
Property Acquisition	\$1
Construction/Rehab Costs	\$6,654,525
Construction Contingency	\$332,726
Architectural & Engineering	\$186,400
Interim Construction Costs	\$301,048
Financing Fees & Expenses	\$144,870
Soft Costs	\$27,463
Developer Fee	\$881,518
TOTAL USES OF FUNDS	\$8,528,551

DEVELOPMENT PROPOSAL
West Waterfront Site
Sturgeon Bay, WI

PROFORMA SUMMARY

INCOME	<u>Unit Type</u>	<u>Units</u>	<u>Rents</u>	<u>Monthly</u>	<u>Annual</u>	
80% CMI						
	52%	1 Bedroom	11	\$995	\$10,945	\$131,340
		2 Bedroom	10	\$1,100	\$11,000	\$132,000
Market						
	48%	1 Bedroom	8	\$1,200	\$9,600	\$115,200
		2 Bedroom	11	\$1,500	\$16,500	\$198,000
Gross Rental		40		\$48,045	\$576,540	
Vacancy		7.00%		(\$3,363)	(\$40,358)	
Rental Concessions						
Net Rental Income				\$44,682	\$536,182	
Misc. Income				\$125	\$1,500	
Parking Residential		25	/stalls	\$1,250	\$15,000	
Other Income Vacancy				(\$88)	(\$1,050)	
Effective Gross Income				\$45,969	\$551,632	
EXPENSES						
Administrative				\$5,327	\$63,922	
Utilities				\$2,200	\$26,400	
Maintenance				\$3,913	\$46,960	
Taxes & Insurance				\$4,500	\$54,000	
Total Operating Expenses				\$15,940	\$191,282	
NET OPERATING INCOME				\$30,029	\$360,351	

CITY ASSISTANCE REQUEST

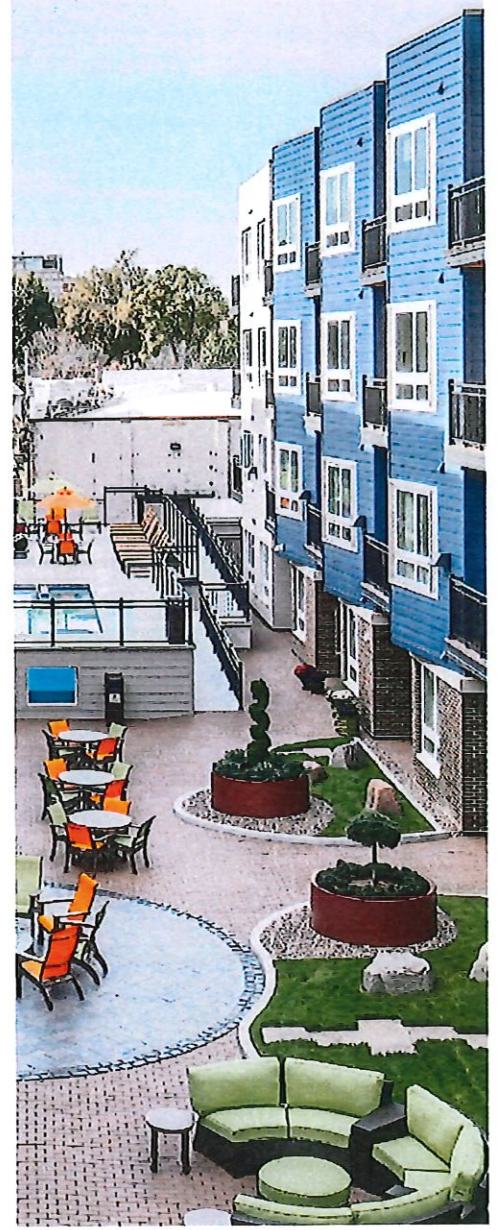
TIF CALCULATOR

Calculate Value	Calculate Time
Increment [?]	
<input type="text" value="3814164"/>	
Mill Rate (Amount/\$1,000 of Value) [?]	
<input type="text" value="13.807"/>	
Allocation (% of Increment paid) [?]	
<input type="text" value="90"/>	
Interest Rate [?]	
<input type="text" value="4.8"/>	
Payback Time (Years) [?]	
<input type="text" value="27"/>	
Payback Delay (Years) [?]	
<input type="text" value="0"/>	
Net Present Value = \$742,997.16	

We request that the City sell us the site for \$1. The project would not be financially feasible without this assistance. In addition, we are requesting that the City provide direct financial assistance through TIF as outlined above. Finally, we will be working with the Door County to consider this project for the \$1,400,000 CDBG grant.

- PROPOSAL -

West Waterfront
City of Sturgeon Bay
September 24, 2020



T. Wall Enterprises LLC
Creating Places Where People Interact



September 24, 2020

Stephanie Reinhardt, Clerk
City of Sturgeon Bay
421 Michigan Street
Sturgeon Bay, WI 54235



RE: Proposal to Develop City of Sturgeon Bay West Waterfront Site

Dear selection committee;

T. Wall Enterprises, LLC and its affiliates are pleased to provide the following response to the City of Sturgeon Bay for the West Waterfront RFP.

INTRODUCTION

Please accept our proposal for the West Waterfront RFP from T. Wall Enterprises, LLC. We are excited to provide two high quality development proposals for this site. The first proposal offers a single-phase development plan for the property, and the second proposal offers a development plan consisting of two phases. Both proposals offer unique livable communities that will support the city's continued effort to create better connectivity within the downtown area and incorporate the waterfront design and vision.

We want our community to be an integral part of downtown Sturgeon Bay where the community can gather and create experiences and memories that will last a lifetime, which is why our development will create a lively and active plaza event space. Our plan will provide new housing for a diverse group of residents in the downtown district and will bring tens of millions of dollars of disposable income that will support the core downtown businesses.

Through our experience as one of Wisconsin's leading multi-family developers, we understand the importance of developing communities that are visually appealing and desirable as a *lifestyle*



decision. Our apartments will become the residents' homes for life. Because of this, we believe in developing communities in an environmentally sustainable and sensitive manner as well as making the additional investment to ensure long-term quality. For example, we invest in top quality HVAC systems, wider hallways, taller ceilings, fully insulated walls, glass top stoves, ice makers, faucet sprayers, in-unit laundry, and much more.

We have a long and mutually beneficial history of working with local municipalities. In fact, we have the longest and most successful track record of working with municipalities as well as developing award-winning communities with the best amenities compared to any other developer in Wisconsin.

T. Wall Enterprises, LLC has taken pride in developing underutilized sites that integrate and involve the surrounding communities. Our communities offer connectivity to the street with well-articulated facades and landscaping, which offer a pleasant 'pedestrian experience'.

Keeping in line with the intentions of the RFP, similar to what we strive to provide in all of our developments, we also intend to increase the connectivity to the future waterfront promenade as well as strengthen commercial activity. Incorporating these connections encourages residents to explore and enjoy the unique amenities of the waterfront and greater downtown community.

To give an example of our previous RFP experience, in 2018 we submitted an RFP to the City of Middleton for the Parmenter St/Clark St parcel to create a vibrant community alongside the coveted Pheasant Branch Conservancy, called Conservancy Bend Residences. Similar to the Waterfront development, in terms of location to downtown and the type of development, our plans created a community linkage between Middleton High School, beltline commuters and the bustling downtown Middleton. T. Wall Enterprises, LLC successfully won the bid with our plans that highlighted the beautiful features of the Conservancy while making the building appealing to both renters and buyers. Conservancy Bend's plans



included 87 units of multi-family apartments for the growing population of renting millennials as well as the downsizing empty-



nesters. On the north side of the property, facing the Conservancy our plans are to add 19 zero-lot-line townhomes. Construction began in May of this year and is set to be open for occupancy by May 2021.

T. Wall Enterprises, LLC has been one of the most experienced developers with complex and often complicated projects in Wisconsin. With this comes ample experience and knowledge on the development process as well as what residents want when it comes to anything from unit size/mix, architectural styles all the way down to the little details such as wall fixtures.

We recognize a development in the West Waterfront and downtown district may be a sensitive situation and there are many stakeholders. We have experience in dealing with these situations and have the ability to help by using our proactive approach in engaging the neighborhood from the start. We engage the neighbors at the start with a blank slate to get them involved as opposed to most developers who tend to look for approvals with a full set of plans without engaging any stakeholders.

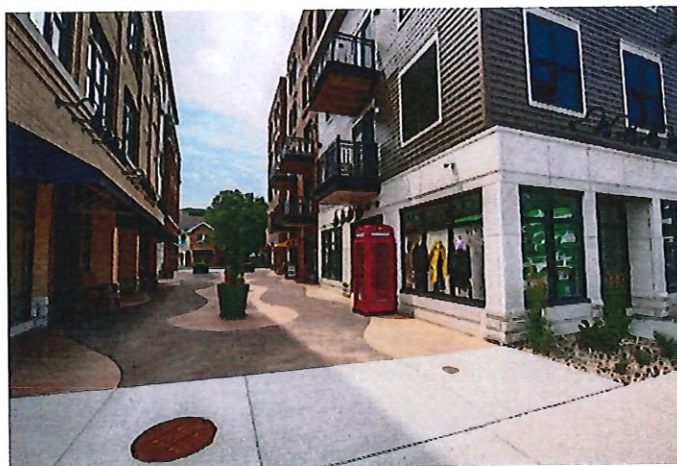


After analyzing all possibilities for this site, we've realized that one of the main priorities for this development should be creating a community and social area that becomes part of the fabric of the surrounding community. Partnering together with communities to create enriching public spaces is something the T. Wall team has done successfully across Wisconsin. We invite you to review the following case studies and explore our website (TWallEnterprises.com) to learn more.

SUCCESSFUL URBAN REDEVELOPMENT EXAMPLES

Middleton

In the heart of Middleton, Middleton Center has revitalized downtown and provides a city gathering and event space in the form of a new town square that downtown Middleton was lacking. With a mix of office space, first floor retail, and 220 multi-family units, Middleton Center has quickly become the "go-to" attraction in the city. Quaint coffee shops, restaurants, gyms, a rock climbing wall, racquet ball courts, and unique locally owned retailers draw people to downtown, turning a dying city center into the community gathering place.





Middleton Center has been able to grow the city's tax base by an astounding \$42 million and has provided jobs to local residents. As a sidenote, T. Wall developments in Middleton's TID #3 have created the most successful Tax Incremental District in the entire state of Wisconsin. As part of our development of Middleton Center, we also worked with the city to acquire the adjacent properties. Because of this, the city has plans to create a public square/community gathering event space complete with a bandshell, light display, walking path, as well as an open space for the



community to gather for concerts, farmers markets, movie nights, art fairs, and much more.

Green Bay

Green Bay's long standing downtown regional mall was defunct, and the city turned to T. Wall Enterprises, LLC to create a new downtown redevelopment plan. The city later implemented that plan bringing in a

new Schreiber Foods headquarters. Next came City Deck Landing, a 76-unit multi-family building with first floor retail. At a time when developers were not interested in breaking into the market and most of the downtown retail stores were vacant, T. Wall



Enterprises, LLC pioneered a new building along the Fox River, and because of our investment, the city rebuilt the Fox River waterfront with a



new boardwalk called City Deck to accommodate concerts, farmers markets, weekly lunches, and community events, which has now spurred area-wide development and ultimately has revitalized downtown Green Bay. City Deck grew the City of Green Bay's tax base by over \$8 million.

Madison

T. Wall Enterprises, LLC has long recognized underutilized areas and led the charge in redeveloping those areas. Two examples are the East Washington Avenue Redevelopment and the Park Street Redevelopment in Madison.

Veritas Village

T. Wall Enterprises, LLC was among the first to build in the recent surge of redevelopment along the East Washington corridor, with



Veritas Village. Veritas Village is a 189-unit, luxury apartment complex that encompasses the feel and design of the East Madison area.



Veritas has brought many residents into the downtown area to live, who otherwise wouldn't have considered the East Washington corridor before it's redevelopment.

Peloton

The recently constructed Peloton Residences is one of the first of its kind built on Park Street during the City of Madison's effort to revitalize the area. Peloton is a 172-unit, luxury multi-family apartment whose views encapsulate all of Madison. The sky-deck on the 6th story gives site lines of the Madison skyline across Lake Monona and the UW-Madison Campus.



Peloton will provide students, young professionals and empty nesters alike a place to live. T. Wall Enterprises, LLC strives to make our apartments a "living community" not just a temporary apartment. This is why we include high class amenities and



views at all of our properties. Along with a 6th story sky-deck, Peloton also has a full-sized fitness room, community courtyard with grill stations, fire pits, turf, and patio seating, as well as an in-house coffee shop for residents to use at their

convenience. As typical for our properties, the units are equipped with



high-quality finishes and fixtures including granite countertops, stainless steel appliances, floor to ceiling windows and in-unit washer and dryers.

APPROACH

Alongside our success with creating communities, we have been one of the most active developers in Wisconsin. Given the Covid-19 crisis, it's more important than ever for municipalities to select developers with strong banking relationships and the financial capacity to ensure that developments are started and completed in a timely manner. We are proud to say that we were the first developer to break ground on a new development in Dane County during the height of the Great Recession. T. Wall Enterprises would be a trusted partner for the City of Sturgeon Bay.

When we initially approached this opportunity, we considered the need for additional housing in the community and then we looked at how we could incorporate an urban design to tie into the existing downtown. This approach helped us decide on a multi-family development that addresses the need for density with a minimal footprint.

After being selected for the RFP we will meet with city leaders, something we always do for our developments, to solicit feedback and collaborate so we may develop the most effective design solution. It's important to us to keep the dialogue open so we can gain valuable insights into the goals and desires of the City and the greater community.

SCOPE OF WORK

In the site plans below there are two options: Option A includes a single apartment building while Option B includes a two-phased development with an opportunity to acquire a portion of the Door County Maritime Museum parking lot.

Option A

The first option consists of a four-story multi-family building with a total of 78 units and 80 parking stalls. The majority of the parking stalls would be



climate-controlled underground parking while a small portion shall be surface parking. The building will take one year to be constructed and then one year to stabilize.

The development will contain studio, one bedroom, two bedroom, and three bedroom units. The units will offer mudrooms, walk-in closets, in-unit laundry, luxury fixtures, and will be built with higher quality finishes and materials than other developers provide. We will also provide amenities within the building along with a community clubhouse/plaza for residents to use.

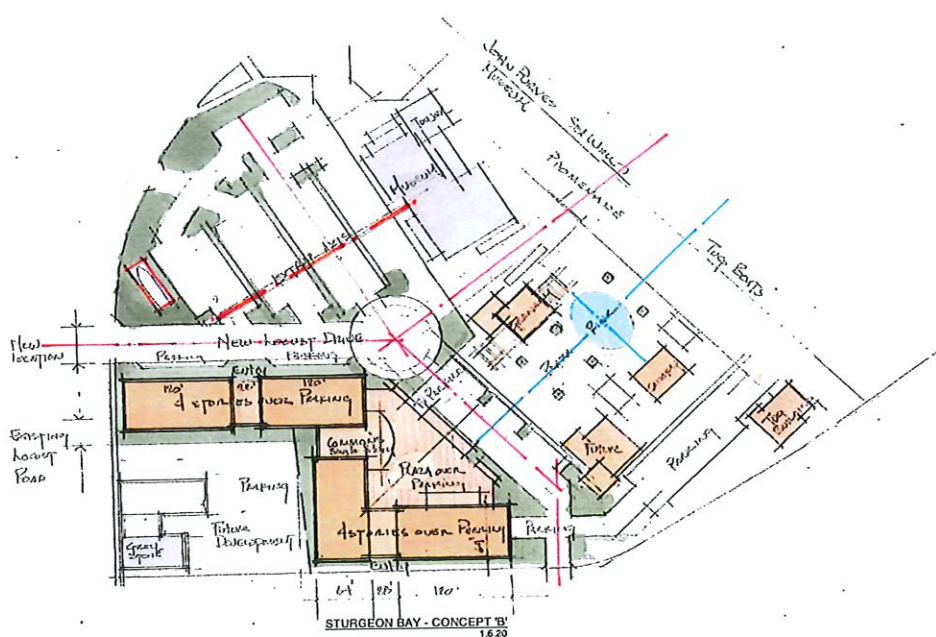




Option B

Our second option consists of two, four-story multi-family buildings with a total of 104 units and 110 surface and underground parking stalls. Each building will take about one year to be constructed and one year to stabilize, before the next building would begin. Each building is split into two, four-story sections with a first floor connecting entry, which allows for increased sight lines to the future waterfront promenade and the newly constructed maritime tower. Not only does this make it more marketable for tenants, but it also encourages the "eyes on the street" concept which has been proven to reduce crime. This particular option would require the relocation of Locust Drive to the North, to allow for the second phase to be constructed.

As Sturgeon Bay continues to grow, its housing needs grow with it. The additional units that this option provides would be an opportunity to accommodate the city's growth.





LEVEL OF INVESTMENT & FINANCIAL VIABILITY

We only work on three to five developments per year, making this opportunity an important one. T. Wall has developed over three-quarters of a billion dollars over the last 30 years, and has been recognized by both local governments, non-profits, and the State of Wisconsin for exceptional work, sustainable development, and other community benefits.

Our philosophy is to stay lean and efficient. We work diligently on just a handful of developments at a time in order to provide outstanding customer service.

We have developed and owned thousands of multi-family apartments over the past two decades. We stay committed and have a proven track record of working with others to achieve a common goal.

We also have a pool of over 700 investors to provide the capital for development during this financially stressed time. Our access to capital and level of investment is extremely high and something that we have worked very hard to obtain. *We have the financial capability to move forward with this project once our proposal is chosen.*

We have also been chosen as the development partner for the City of Middleton in the past as well as for several banks and the City of Madison (and that's not easy!). We're proud to have received recognition from area organizations and from Governor Doyle for our green initiatives.

In addition, JLA Architects, our architecture firm, has a deep knowledge and understanding of the Sturgeon Bay community. Their architects have evaluated the site carefully to ensure it can be maximized to its best use without detracting from the unique fabric of the downtown. ***We want to ensure that Sturgeon Bay remains a successful place to live, work, shop, and play.***



DEVELOPMENT ORGANIZATION OVERVIEW

Included in materials attached.

EXECUTIVE SUMMARY

TIF Assistance

We will need TIF assistance at 70% of the new tax increment created by the development. The feasibility of this project, including all the benefits it will bring to the city would not be possible without the help of TIF.

Land Purchase

Along with TIF we will also be requesting to purchase the property for \$1.00.

Environmental Sustainability

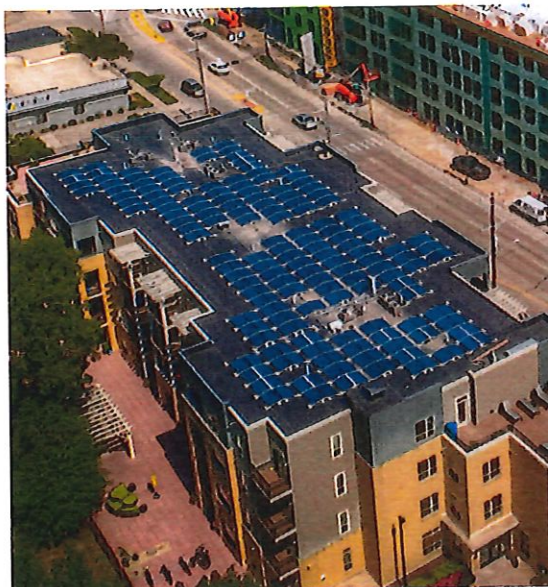
T. Wall is a leader in environmentally sustainable development and the only developer to win the **Governor's Award for Energy Efficiency** as well as the **Friend of the Environment Award**. Terrence Wall founded and taught the first sustainable development university level course in the country at the University of Wisconsin – Madison.

T. Wall partners with **Focus on Energy** to have an 'energy usage analysis' completed at each of our properties. We incorporate energy efficient fixtures and appliances, such as low flow lavatories and faucets and LED lighting and motion detection systems, which are more efficient than those required by code to further reduce our footprint. In addition, the exterior of the buildings we develop will be covered primarily with a combination of stone, brick, smartsiding, and/or hardiplank, all of which are long lasting sustainable materials.



Renewable Energy

T. Wall has contracted with **Sun Peak** to complete four solar installations on four of T. Wall's established multi-family properties for a total of 1,624 solar panels, with another 3 installations on the way. *T. Wall has put in place more solar capacity than any other multi-family developer in the state of Wisconsin.* We also installed the single largest solar installation on a multi-family building in the entire state. These solar installations mark a milestone for renewable energy in Wisconsin. Utilizing renewable energy through the incorporation of solar arrays at new and existing properties is yet another way T. Wall continues to be a leader in environmentally sustainable development.



Environmental Clean-up

If needed, T. Wall Enterprises has tremendous experience with remediating environmentally contaminated sites. We also have received over a half a dozen grants from the WEDC for remediations. For example, Hidden Creek Residences, a multi-phase, multi-family development of ours on Madison's east-side, which is located adjacent to Starkweather Creek, was redeveloped with no issues because of our expertise and the help of our skilled environmental engineers. There are plenty of developers and builders who do not have experience in remediation and because of this they've caused further contamination and erosion when building in sensitive areas. We are not one of those developers.

T. Wall was also the first developer, and we believe the only developer, to have created new wetlands. This land was later recognized by the Army



Corps of Engineers as a model for wetlands trading and wetlands creation.

Team Members

Included in materials attached.

Management and Maintenance

As a developer and property owner/manager we already provide best-in-class leasing, property management, and maintenance staff on site. We feel the only way to provide top quality customer service is to do it ourselves.

CLOSING

We understand the importance for continued positive, creative and high-quality development in the City of Sturgeon Bay. We know the options that our team has proposed will add to the quality of development this community is experiencing now and desires for the future.

T. Wall Enterprises, LLC is very interested in developing the West Waterfront site into a community that will be enjoyable for the residents and the downtown district. Thank you for your consideration.

**NOTE: Please note that we have purposefully excluded actual architectural renderings and elevations. As with our previous developments, we look forward to working with city staff and the community to create a winning architectural theme and material pallet. We've included renderings and/or completed photos of previous developments developed by T. Wall Enterprises.*



Sincerely,

T. WALL ENTERPRISES, LLC
Terrence R. Wall, President & CEO

DISCLAIMER:

The information contained herein this Request for Proposal ("RFP") is a draft for discussion and negotiation purposes only and shall not be construed or interpreted as an agreement. A subsequent purchase agreement (the "Agreement") signed by the parties that incorporates the business terms described herein shall govern over the terms contained herein this RFP. Furthermore, this RFP shall be null and void upon execution of the Agreement. If the City of Sturgeon Bay, or its representative, initiates negotiations of terms different than this RFP then all of the terms in this RFP will be subject to renegotiation by T. Wall Enterprises, LLC. Notwithstanding any indication of assent to any matters under negotiation, T. Wall Enterprises, LLC shall not be under any legal obligation until T. Wall Enterprises, LLC has obtained all approvals necessary for such Agreement and such Agreement has been executed. Only the signed Agreement shall bind T. Wall Enterprises, LLC to any terms contained in this RFP. The information contained in this RFP is confidential, privileged, proprietary and only for the information of the intended recipient and may not be used, published or redistributed without the prior written consent of T. Wall Enterprises, LLC, or its Agent. If you receive this document via a third party (by accident or deliberately) then you must destroy this document immediately and notify the sender. Anyone who illegally distributes this document without the Owner's prior written consent shall be liable for damages. T. Wall Enterprises, LLC, any affiliates or subsidiaries, and its managers, employees and agents cannot be held liable for the use of and reliance of the opinions, estimates, forecasts and findings in these documents. This RFP is a best effort to offer terms for discussion/negotiation purposes with the City of Sturgeon Bay.



SITE PLAN OPTION A

Note: Site plan option A inserted after this page



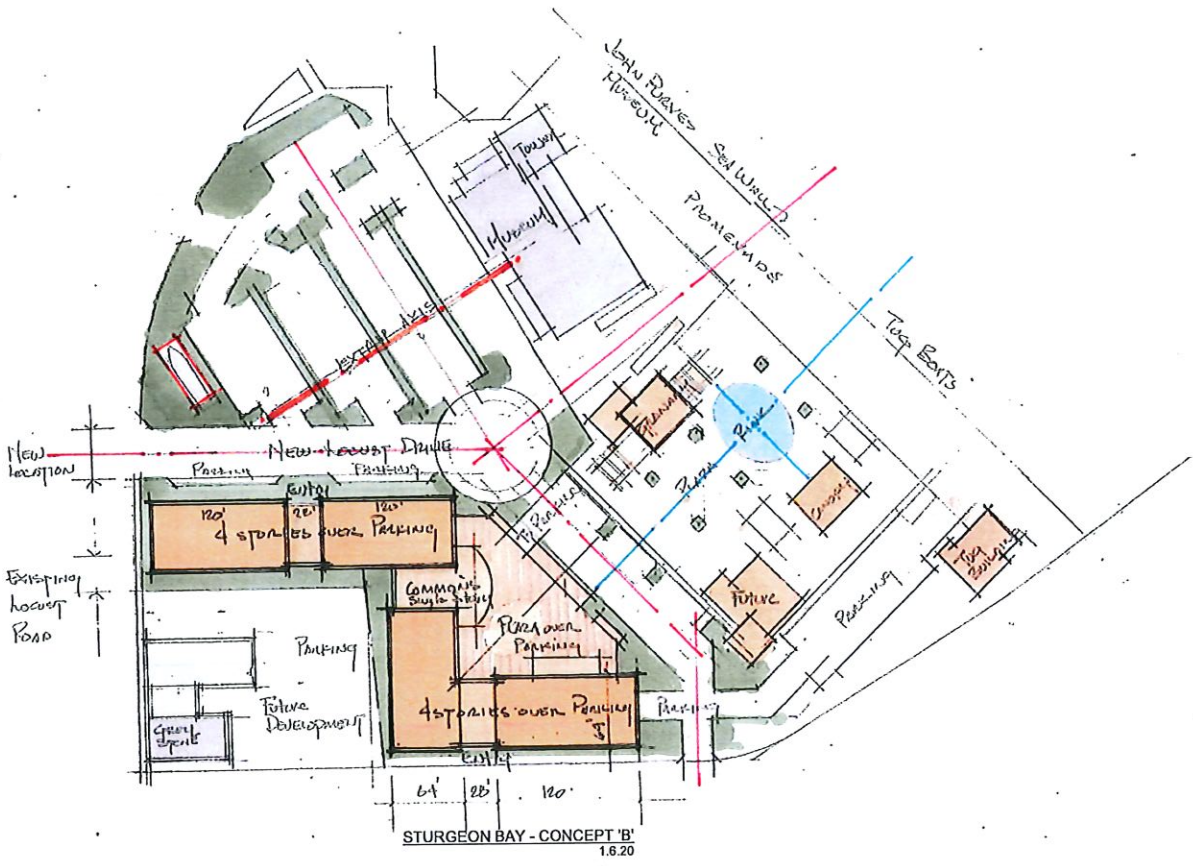
STURGEON BAY - CONCEPT 'A'
1.6.20

24-25



SITE PLAN OPTION B

Note: Site plan option B inserted after this page

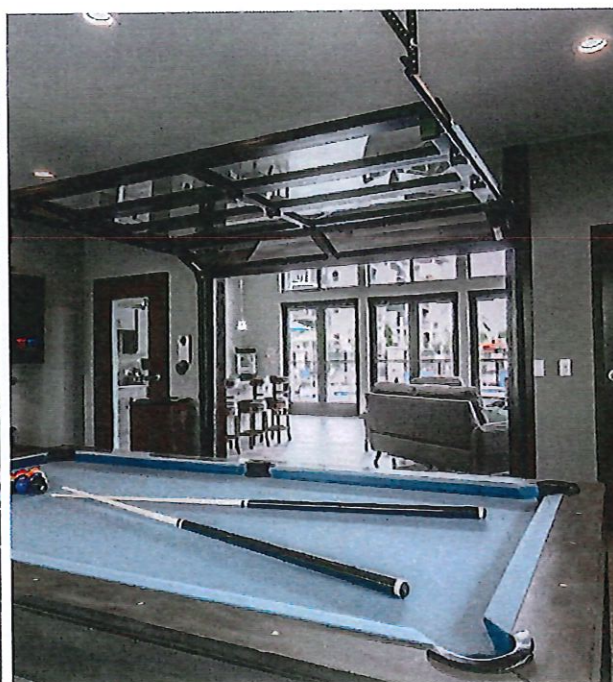




EXAMPLE IMAGERY & APPEARANCE

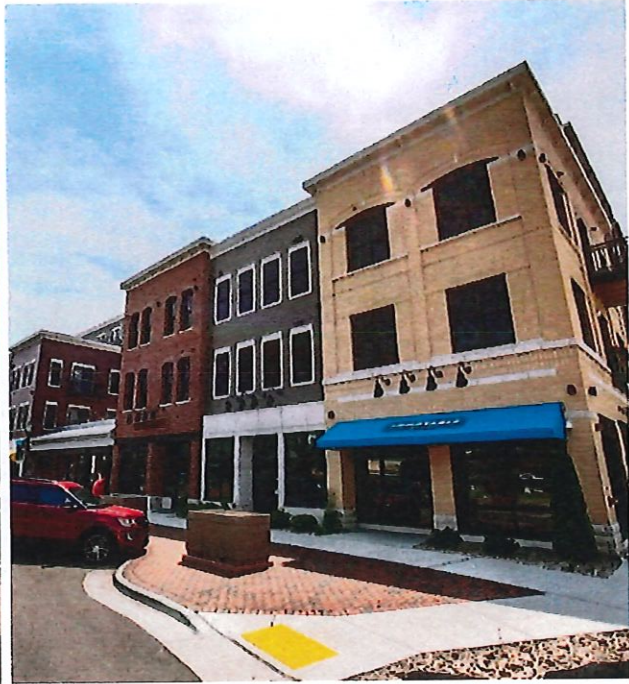
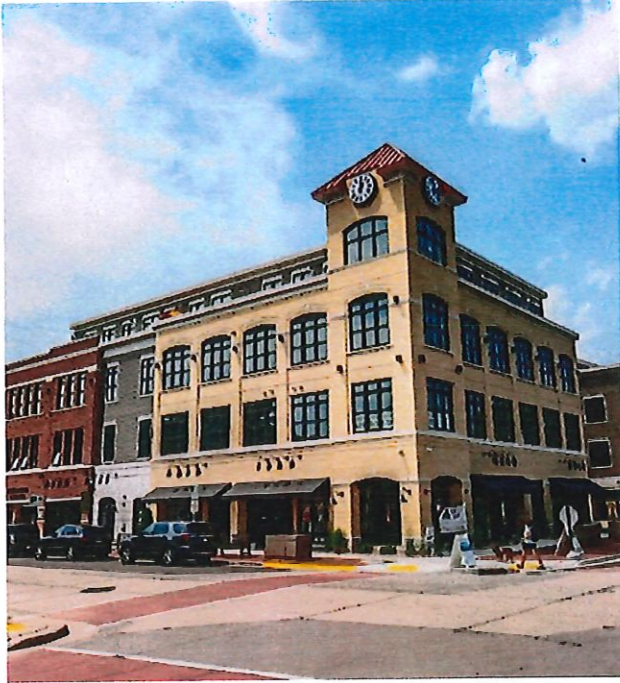
As you can see below, we are committed to a quality design using quality materials and appropriate detailing. We go out and research appropriate imagery for this location and review a variety of images with a plan commission member for suitability. The architect and our team will develop a custom-designed architectural image and buildings. These designs below, from previous T. Wall Developments were created to bring out the most utilization of the site and create a community within a community.

Note: Below are example images of previous developments for design direction

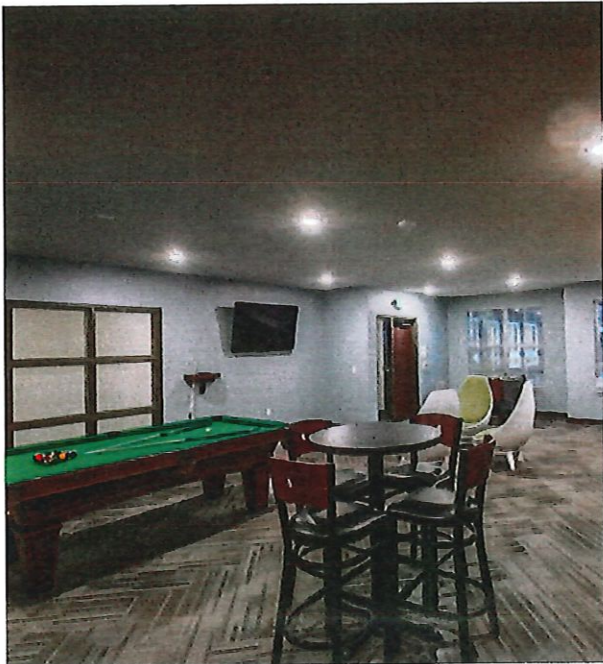
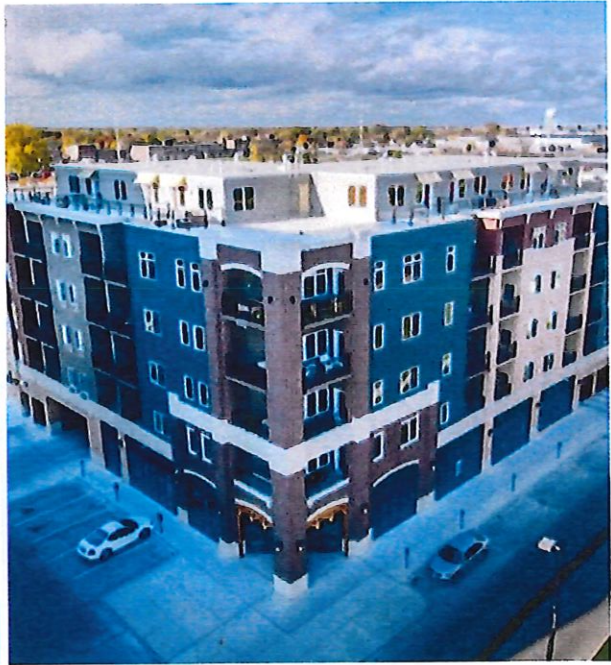




T. Wall Enterprises Mgt









DEVELOPMENT ORGANIZATION OVERVIEW



DEVELOPER

1818 Parmenter Street
Middleton, WI 53562
Ph. 608.826.4000 | www.twallenterprises.com



ARCHITECT

800 W. Broadway Suite 200 Madison, WI 53713
Ph. 608.241.9500 | www.jla-ap.com



ENGINEER

999 Fourier Drive Suite 201
Madison, WI 53717
Ph. 608.826.0532 | www.Vierbicher.com





Education

*BA in Economics
UW-Madison*

*Masters in Real Estate Appraisal
and Investment Analysis UW-
Madison*

Completed coursework at:

*Harvard University Executive
Education Program, Loyola
University, and Kellogg School
of Management (Chicago)*



TERRENCE WALL

CEO & PRESIDENT

Terrence has been involved with real estate analysis, leasing and marketing since 1979. He began developing in 1989. He has developed in a wide range of markets including:

- Over 500 multi-family units
- Five retail centers (including Target, Verizon, Bed Bath & Beyond, Michael's Craft, Ashley Furniture, American TV, and many more)
- A 160-acre industrial park with multiple buildings
- Largest portfolio of office buildings in the state of Wisconsin with over 45 office buildings at 3.5 million square feet of space
- Planned and developed five major mixed-use centers that included office space, hotels, retail, and residential
- Presently developing a master planned community which includes seven neighborhoods and a town center, known as The Community of Bishops Bay, in Middleton, Wisconsin

Philanthropy

- Terrence Wall has previously raised donations for and developed the Dane County Children's Zoo Carousel Building, Boy Scout's Glacier's Edge Council Office and Store and the John Wall Family Pavilion at Tenney Park.
- He has also been a major donor to Edgewood High School, American Family Children's Hospital, James A. Graaskamp Real Estate Center, Congress Park, High Crossing Park, Madison Central Library, Madison Children's Museum, Middleton's Soccer Field, Asset Builders of America, and Domestic Abuse Intervention Services



T. WALL ENTERPRISES DEVELOPMENT, LLC PROJECT TEAM



Taylor Brengel

Taylor Brengel joined T. Wall Enterprises in 2012. As general counsel, Taylor oversees the company's legal activities, including real estate negotiation and purchases, development financing, project entitlement coordination, landlord tenant issues and commercial lease negotiation, lender relations, entity organizational structuring and corporate governance.

Taylor earned his Juris Doctorate from Marquette University Law School and his Bachelor of Arts from Lawrence University. His prior experiences include working for the in-house legal department of a Fortune 100 company and working for the Honorable John Coffey of the U.S. Seventh Circuit Court of Appeals



Erica Koch

Erica Koch is the Director of Operations & Property Management for all multi-family communities. Her role is to oversee the property managers and ensure the overall maintenance of the properties. She has spent the last 20 years in the multi-family housing industry in Wisconsin with various roles and responsibilities including managing all aspects of the company's operations, customers and properties. Erica earned her BBA at the University of Wisconsin-Whitewater with a major in Marketing. She is also a licensed real estate salesperson in Wisconsin.



Scott Tebon

Scott Tebon is the Director of Construction responsible for management and coordination of construction activities within the portfolio. He has over 20 years of experience in the construction industry and has overseen in excess of \$200 million of projects encompassing over 2 million square feet of space and managed build-outs for over 250 commercial customers.

Scott earned his BBA at the University of Wisconsin-Whitewater with majors in Economics and Finance with a Real Estate emphasis.



Nick Patterson

Nick is the development analyst responsible for assisting with development and entitlement processes pertaining to multi-family developments. Nick coordinates with architects, engineers, city planners, surveyors, contractors, and others to ensure efficient design, organization, and execution of plans; Nick analyzes and budgets new development opportunities as well.

Nick earned his Bachelor of Science degree in Finance with an emphasis on Real Estate from Iowa State University. His prior experience includes assisting in student and multi-family property management.



JLA
ARCHITECTS

COMPANY OVERVIEW

With offices in Madison and Milwaukee, JLA Architects provides a full range of planning & architectural services for various project types. With a focus on providing creative, real-world solutions to meet project goals they maintain client satisfaction as their highest priority. Founded in 2007 by Joseph Lee, JLA believes the firm's success is dependent on the happiness of their clients and their success of each completed project.

KEY TEAM MEMBERS



JOSEPH LEE | President / Principal

Joe's role on this project will be to serve as general oversight throughout all phases of the project. Joe will collaborate on design concepts & lend his experience throughout the entitlement process. As the project progresses, Joe will maintain involvement & assist the project team as needed. He will help to ensure that the process is smooth & enjoyable. Throughout the process Joe will be a visible & 'reachable' member of the JLA Team.



JOHN SCHMIED | Project Manager

Marc would serve as project manager. He has worked several years as a project manager on several developments. He will be responsible for the daily management & coordination of the project throughout the entire process. He will be intimately involved at all phases ensuring consistency & continuity throughout the project & will serve as the primary daily contact for the development team, consultants & contractor.



JOSEPH LEE, AIA

FOUNDER & PRESIDENT

JLee@JLA-AP.com

C: 608.215.1495

Education

Masters of Architecture
UW-Milwaukee May 1998

Masters of Urban Planning
UW-Milwaukee May 1998

Bachelor of Science
Architectural Studies
UW-Milwaukee May 1995

Project Manager Bootcamp
PSMJ
2006

Strategies for the Construction
Administrator
UW-Extension Course 2005

Professional Affiliations

Licensed Architect
Wisconsin 2003–present

American Institute of Architects
2003–present

Awards & Recognition

Franciscan Health Care Center
Finalist—New Construction

Nursing Homes Long Term Care
Management 2003

Joe is a Madison native & graduated with both a Masters of Architecture & a Masters of Urban Planning from the University of Wisconsin–Milwaukee. During his schooling & after his graduation from UWM, Joe resided in Milwaukee for 13 years, working in both the public & private sectors.

Prior to founding JLA Architects & Planners in February 2007, Joe was an Associate at Eppstein Uhen Architects in Milwaukee where he was a lead designer on multi-family, mixed-use, & retail projects.

Joe's background in both architecture & urban planning has allowed him to develop a unique blend of skills & market knowledge that brings distinct value to JLA clients. He has gained the respect of both clients & peers by managing & designing projects of various types & sizes with an unpretentious style.

As the Owner & Managing Principal of JLA Architects, his main goal is client satisfaction. He is involved at every phase to assist with conceiving & developing sound designs, navigating through entitlement processes, producing complete & accurate construction documents, & following up with thorough construction administration. Joe values each client relationship & works to exceed expectations on every project.

Representative Project Experience

The Bay Lofts
The Current Apartments
Prairie Trail apartments
MOSH Performance Village
Velo Village at Ballpark Commons
Jade at North Hills
50Twenty apartments
Ballpark Commons– Mixed Use Sports Facilities
The Brewery – Mixed Use
Synergy @ the District – Mixed Use
The Junction Apartments
Sun Prairie Ice Arena
Wright & Wagner Lofts
Veritas Village Apartments
22 Slate Apartments
Factory District Apartments
Vim & Vigor Apartments

Sturgeon Bay, Wis.
Monona, Wis.
Sun Prairie, Wis.
Franklin, Wis.
Franklin, Wis.
Menomonee Falls, Wis.
Madison, Wis.
Franklin, Wis.
Milwaukee
Wauwatosa, Wis.
Menomonee Falls, Wis.
Sun Prairie, Wis.
Beloit, Wis.
Madison, Wis.
Madison, Wis.
Madison, Wis.
Milwaukee



vierbicher
planners | engineers | advisors



COMPANY OVERVIEW

Vierbicher is a team of planners, engineers, landscape architects and surveyors committed to providing the highest level of skill and expertise to clients throughout Wisconsin and the Upper Midwest. Our multi-disciplined, team-based approach enables us to combine our strengths and bring unique perspective to a wide range of projects.

Having this diverse in-house experience provides many benefits to our clients, including creative solutions, efficient project flow and cost-effective results. We have been delivering unmatched customer service to private and municipal clients for over 40 years, and it has been a cornerstone of our success in this highly competitive field.



ROD ZUBELLA, PE | President & CEO

Rod has over 28 years of experience providing civil engineering services for local government and real estate developers. As a practicing civil engineer, Rod blends his passion, experience and compassion to find sound solutions for his clients' issues.



MATT SCHREINER, PE | Engineering Manager

Matt provides engineering services on municipal, commercial and residential projects. His responsibilities include stormwater & utility design, permitting, grading design, site layout, contract documents and construction inspection



COMPANY OVERVIEW

The Bruce Company of Wisconsin, Inc. Provides a unique culture that is family-focused and employee driven. Together we are building a bright future that delivers the service and quality products that our customers have come to expect over the years.

Since 1952 and to this very day, we are dedicated to serving our customers, our employees and the communities with which we work. We have several licensed landscape architects on staff working hand in hand with estimators, designers and project managers who work primary in corporate settings around the state of Wisconsin. We are members of the Laborers Union as well. Let us make your project come to life in AutoCad and computerized 3D fly-through.



RICH STROMBERGER, RLA | Landscape Architect

Education

- BS in Landscape Architecture 1988 – University of Madison Wisconsin
- Registered Landscape Architect in Wisconsin in 1995

Experience

- Has 30 years experience with Bruce Company
- 2 years experience with University of Wisconsin Department of Planning and Construction



GENERAL CONTRACTOR

If chosen, our team will work with a reputable Wisconsin-based general contractor. Based on our past successful projects, we would choose one of the following companies to partner with:



Encore Commercial
6840 Schneider Rd.
Middleton, WI 53562
Ph: 608.836.9601

OR



Stevens Construction
2 Buttonwood Court
Madison, WI 53718
Ph: 608.222.5100

MULTI-FAMILY



PELTON RESIDENCES INFILL REDEVELOPMENT

LOCATION: Madison, Wis.

PROGRAM: 157 market-rate multi-family units and 12,000 s.f. of commercial space.
246,348 s.f.
Amenities include: club room, community room, fitness center, and landscaped patio

REFERENCE: Heather Stouder, Planning Division
Director – City of Madison,
Ph. (608) 266-5974

MULTI-FAMILY



VERITAS VILLAGE MULTI-FAMILY DEVELOPMENT

LOCATION: Madison, Wis.
PROGRAM: 189 market-rate units
Central courtyard & pool with green roof areas; over parking level
Amenities include: fitness room, community room, concierge desk, clubroom, and game room
REFERENCE: Heather Stouder, Planning Division Director – City of Madison | Ph. (608) 266-5974



MULTI-FAMILY



 **T. Wall Enterprises**^{LLC}
Creating Places Where People Interact



PRAIRIE TRAILS MULTI-FAMILY DEVELOPMENT

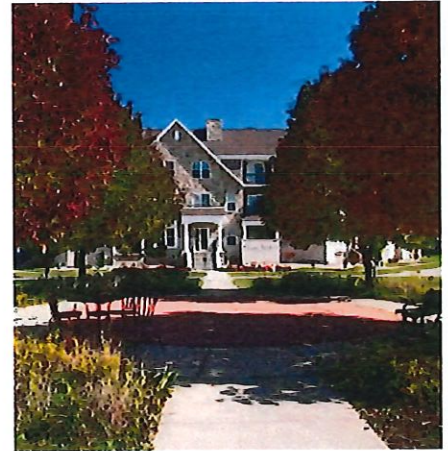
LOCATION: Sun Prairie, Wis.

PROGRAM: Three-story, 54 units
56,516 s.f.

Amenities include: community room, club room, outdoor patio, library, event space with kitchenette/restroom, and landscaped patio

Underground parking

REFERENCE: Scott Kugler, Planning Director – City of Sun Prairie | Ph. (608) 825-1107



MIXED-USE



MIDDLETON CENTER MIXED-USE DEVELOPMENT

LOCATION: Middleton, Wis.

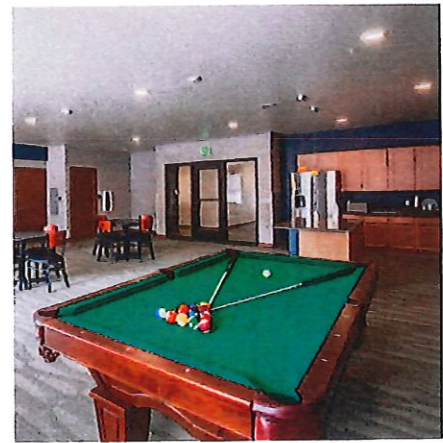
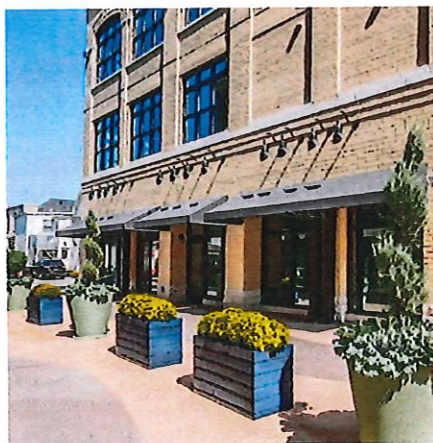
PROGRAM: 157,100 s.f.
Public Private Partnership (P3)

Three phase redevelopment of the Old Middleton Center

Phase One Includes: 62 market-rate multi-family units, 11,388 s.f. of commercial space, and 21,483 s.f. of office space

Amenities include: club room, community room, fitness center, and landscaped patio

REFERENCE: Eileen Kelley, Director Planning / Zoning Administrator – City of Middleton
Ph. (608) 821-8370



MIXED-USE



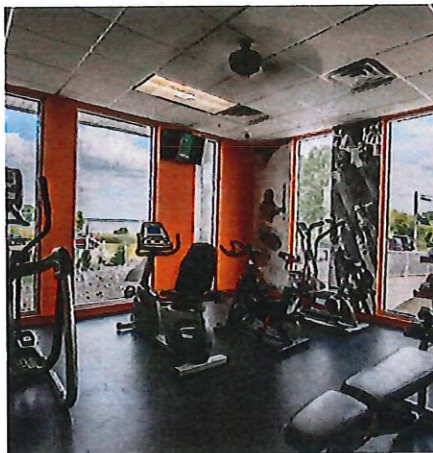
 **T. Wall Enterprises** LLC
Creating Places Where People Interact



WATERMARK LOFTS INFILL MIXED-USE DEVELOPMENT

LOCATION: Madison, Wis.
PROGRAM: 80 market-rate units
18,922 s.f. commercial space
Amenities include: club room,
community room, fitness center,
and landscaped patio

REFERENCE: Heather Stouder, Planning Division
Director - City of Madison
Ph. (608) 266-5974



MIXED-USE



 **T. Wall Enterprises** LLC
Creating Places Where People Interact

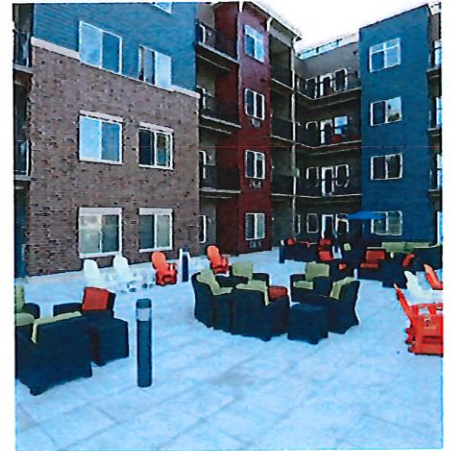


CITYDECK LANDING

MIXED-USE

LOCATION: Green Bay, Wis.
PROGRAM: 115,000 s.f.
Seven-story mixed-used building
Partnered with City of Green Bay
Amenities include: club room, community room, fitness center, and landscaped patio

REFERENCE: Kim Flom, Director of Planning & Development - City of Green Bay
Ph. (920) 448-3413
kimfl@greenbaywi.gov



PUBLIC PROJECT EXPERIENCE



Listed below are other representative public projects that T. Wall Enterprises has been involved with.

GREENWAY CENTER

Madison, WI

Project Value: \$189,500,000

Size: 1,021,000 s.f.

Reference: Kurt Sonnentag, Mayor

City of Middleton

Ph. (608) 335-0888

Email: mayor@ci.middleton.wi.us

This mixed-use development located on Madison's west side. Initially comprised of a office buildings and retail, restaurant, and hotel components, additional buildings were later added as in-fill to create a mini town center. T.Wall served as overall developer for the project.

THE CENTER FOR INDUSTRY & COMMERCE

MADISON, WI

Public Private Partnership (P3)

Project Value: \$37,000,000

Size: 160-acre site

Reference: Don Marx, Manager

Office of Real Estate Services

City of Madison

Ph. (608) 267-8717

Email: dmarx@cityofmadison.com

The Center for Industry & Commerce, is a 160-acre mixed-use development on Madison's east side. The development is the culmination of a 10 year partnership between T.Wall and the City of Madison. T.Wall served as master developer for this project.

CITY CENTER WEST

Project Cost: \$135,000,000

Completion: 2003

The City Center West project included the development of two 8-story towers, constructed in phases with connections at each floor, as well as a 1,532 stall, five-level parking ramp. The project features 440,000 s.f. of office, retail, and restaurant space.

HIGH CROSSING ENVIRON

MADISON, WI

Project Value: \$88,000,000

Size: 309,000 s.f.

Reference: Don Marx, Manager

Office of Real Estate Services

City of Madison

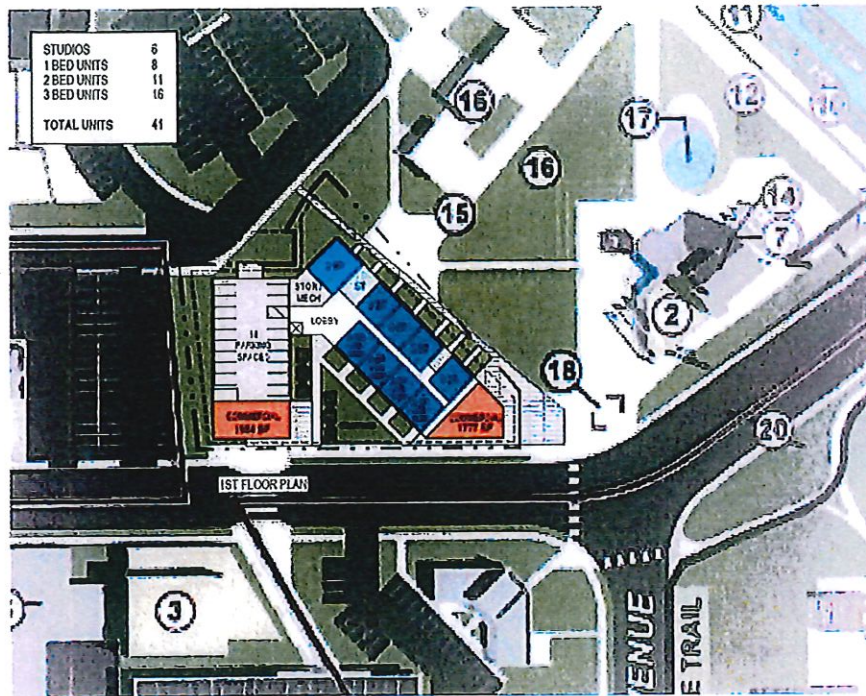
Ph. (608) 267-8717

Email: dmarx@cityofmadison.com

High Crossing is proud to be the first large-scale, mixed-use development in Dane County. The site consists of office, retail, restaurant, hotel, and residential properties. T.Wall served as overall developer for the High Crossing project.

Response to Sturgeon Bay, WI RFP

Mixed Income, Mixed-Use,
Multi Family Development



The Village at West Waterfront

Cinnaire Solutions
FIT Investment Group, LLC
Engberg Anderson Architects

September 24, 2019





Introduction

FIT Investment group, LLC in Partnership with Cinnaire Solutions Corp propose to build The Village at West Waterfront, a new construction mixed-use housing development consisting of a mix of affordable and market-rate units and live/work units, targeting families and working professionals. As highlighted in the 2019 Door County Housing Study, there is a significant gap in the amount of available affordable housing in the county needed to meet the demand for both temporary seasonal workers and year-round residents. This proposed development will help to fill this gap while creating a vibrant and activated site, that can help to attract and retain professionals and young families to the Sturgeon Bay Waterfront year-round.

The project will include 41 total units in one four-story building. To activate frontage along E. Maple Street, a target of 8 units will be designed as walkup townhomes, increasing the walkability of the district. In addition, 4 of the townhome units will include a live/work component. The 1st level of those units will feature retail-like space with glazing and garage doors allowing entrepreneurs/small business owners to interact with clients and sell goods and services. With the recent shift towards more remote work /work from home, affordable residential space on the waterfront can attract a diverse demographic from throughout Door County.

Our development team believes in the City of Sturgeon Bay's vision to redevelop and revitalize the West Waterfront and believe our development will add a critical component towards that end. The project team includes Engberg Anderson Architects, who with over 30 years in the business brings significant depth and experience in architectural design, interior design and planning of mixed-use large-scale projects. In addition, they were closely involved in the prior planning and design work completed for the Door County Four Seasons Market feasibility study by Vandewalle & Associates in 2012. They bring a recognition and understanding of the site's history and engagement with the needs of the community, and would be happy to build upon that previous effort.

Our development team is committed to working closely with the city and community stakeholders to meet and/or exceed all of the goals of the city's Waterfront Redevelopment Plans.

Development Details

The proposed development features 41 apartment units total, consisting of (6) studio units, (8) one-bedroom units, (11) two-bedroom units, and (16) three-bedroom units. We are targeting 8 walkup townhome units and 4 of those units will have 1st floor retail space.

Additional amenities include: designated fitness room, management office and business center, storage units, and a club room, which residents can reserve for events. Apartment units will feature an open concept design with a large kitchen and living space, energy efficient appliances and fixtures, closets and storage spaces, secure entry, high-speed internet and cable hookups, in-unit washer/dryers, and modern finishes. The building will be developed in compliance with accessibility standards of the Fair Housing Act and Section 504, and will include Universal Design features per WHEDA requirements and scoring standards so that units are accessible to residents with disabilities

Parking

A covered parking garage with 18 stalls will be available on the first floor of the building, along with a lobby and common area for the apartments. We are exploring the use of Site B for additional private surface-lot parking to support additional parking needs of the residents. In addition, we are open to working with the city and neighboring property owners on a shared-used parking arrangement as needed.

Outdoor Space

Outdoor amenity space will greenspace, an outdoor reading garden, bike racks, and incorporate walking paths that tie in to the West Waterfront public spaces. A public artwork space will be incorporated to add connectivity and pay tribute to the Maritime history/culture of the Waterfront. Green infrastructure will also be incorporated throughout the building and the site, and may include green roofing, rain gardens, and potentially porous pavers.

Unit Mix

The project will have at least a 30-year period of affordability with the following unit mix:

Type	Incomes	Rent Ranges	# of Units
Affordable	30% - 80%	\$460 - \$900	37
Market Rate	-	\$900 - \$1350	4
Total			41

There is a shortage of affordable family units within Door County, particularly at moderate to low-income levels. This development includes a mix of 40%, 50% and 60% of CMI units, which will further Door County's goal to expand the availability of affordable housing units to serve families and working professionals with a range of income levels.

Rents for the affordable units will be set according to WHEDA standards and income limits for residents at or below 80% AMI. Rents, shown in above table, will be confirmed with a market study during the due diligence process. A projected 15-year Proforma is attached which reflects these assumptions.

In addition, there will be 2 retail units available with approximately 3700 SF total of leasable space.

Long-term Affordability Requirement

We are committed to long-term affordability at this site for at least 30 years. The project will be subject to a 30-year Land Use Restriction Agreement (LURA) that is tied to the WHEDA tax credits and may also be subject to other affordability restrictions tied to additional gap financing sources.

Sustainability & Energy Efficiency

The project teams planning and design will align with Wisconsin Green Built Home criteria, which generally include items such as hard surface flooring, dual flush toilets, low flow plumbing fixtures, high reflectivity roofing, Energy Star appliances and energy efficient windows and doors. An integrated design process will be followed which includes high energy efficiency, sustainable building materials wherever possible and low environmental impact development techniques. In addition, the development's location in a walkable area with access to parks and other public amenities lends itself to sustainable living.

Zoning:

It is anticipated that project will utilize PUD zoning. We will work with the city to obtain any required zoning and conditional use approvals. Additional design work for the exterior of the building will be completed after input from the neighborhood and City staff and committees. Note that permissive zoning would have to be in place prior to a December 1, 2020 WHEDA application.

Development Team Background

FIT Investment Group

FIT Investment Group is an emerging Real Estate Development company in Wisconsin, focused on revitalizing community neighborhoods through the development of quality and affordable residential and mixed-used projects and rehabilitation of foreclosed/neglected homes. Current notable projects include a \$8.1MM 43-unit affordable housing scattered site development including single-family, duplex, triplex, and fourplex residences located within the near-north side neighborhoods of Milwaukee, WI. The transformative project will help to remove blight and provide much needed affordable/workforce units to a working-class blue-collar community within a stone's throw from Harley Davidson and MillerCoors Corporations.

Cinnaire Solutions

Cinnaire Solutions is the development division at Cinnaire. We are a skilled and trusted partner that brings to the table the experience and capabilities to address the most challenging housing and economic development opportunities. Our team of experienced professionals merge exceptional capacity, knowledge, and resources — including the full range of Cinnaire services, technical expertise, and financial tools— with our partners' vision and human context to bring transformative development projects to life. Whether it's design and planning, deal structuring, site selection, or any other aspect of the financing and development process, Cinnaire Solutions has the people and tools to solve the problems and surmount challenges. Cinnaire Solutions' areas of expertise include historic adaptive reuse; acquisition and rehabilitation; mixed-use development; non-profit facilities; technical consultation; market-rate development serving targeted populations; and others. Cinnaire's presence in Wisconsin revolves around co-partnerships with neighborhood organizations and development firms involving various mixed-use, mixed-income projects

Relevant project examples of completed similar development projects include (more details in the attached developer resumes)

1. BAY LOFTS | \$8MM | 2018 –Sturgeon Bay, WI
2. PARKSIDE REDEVELOPMENT | \$16MM | 2021- Camden, New Jersey.
3. PARK EAST ENTERPRISE LOFTS | \$12MM | 2007 -Milwaukee, WI



Financing Strategy

In order to finance the redevelopment, our team would apply to the Wisconsin Housing and Economic Development Authority (WHEDA) in December 2020 simultaneously for 9% and 4% low-income housing tax credits. Our current financial model, based on the site plan enclosed and proposed unit mix, contemplates a need of ~\$350,000 in TIF (or other) support and land donated by the City of Sturgeon Bay.

For WHEDA competitive scoring purposes, the financial model includes 10% market rate units, maximum Credit Usage points, and Financial Participation from multiple sources. Cinnaire Solutions has had an extremely successful record of WHEDA Tax Credit awards in Wisconsin, most recently was awarded 3 projects in the last round.

Project Timelines and Key Dates

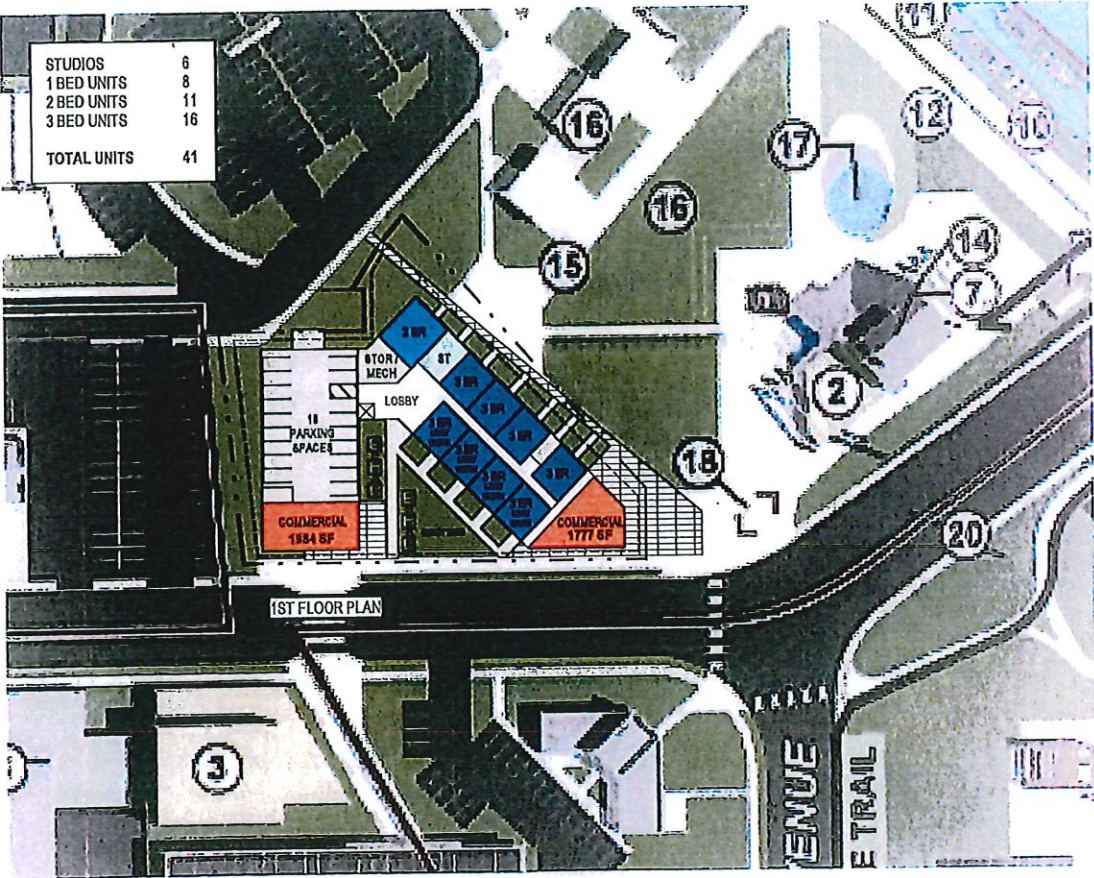
Key Milestones	Date
Closing	December 15, 2021
Construction Commencement	January 1, 2022
Construction Completion	Nov 1, 2022
Certificate of Occupancy	Nov 1, 2022
Stabilized Occupancy	June 1, 2023
Permanent Conversion	September 1, 2023

Projected Sources and Uses:

See attached proforma

Site Plan and Design

The site plan enclosed includes details on the proposed layout, parking, and height. The proposed building will be 4 stories in height, 44 feet tall. We will provide detailed renderings in subsequent steps.



STUDIOS	6
1 BED UNITS	8
2 BED UNITS	11
3 BED UNITS	16
TOTAL UNITS	41

1ST FLOOR PLAN

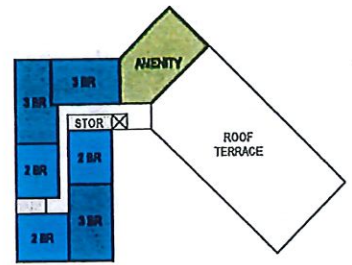
COMMERCIAL
1884 SF

COMMERCIAL
1777 SF

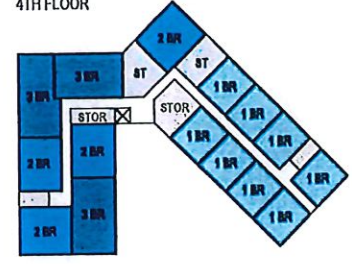


VILLAGE AT WEST WATERFRONT

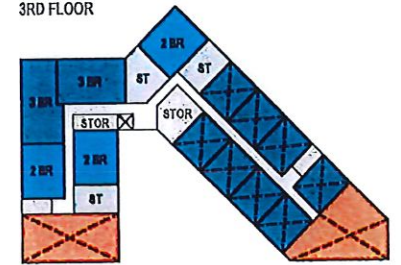
SITE PLAN
SCALE: As indicated
Engberg Anderson Project No. 00000.00



4TH FLOOR



3RD FLOOR



2ND FLOOR



A. MICHAEL ADETORO

MANAGING PARTNER, FIT INVESTMENT GROUP



Milwaukee, WI



414-345-7520



info@fitgroupinc.com

EDUCATION



M.S. Electrical Engineering
University of Michigan



Associates in Commercial Real Estate
Marquette University/MSOE

Michael is a real estate developer in Milwaukee, WI with over 10 years' experience in the field. He has a technology background with an entrepreneurial spirit, and a passion for community development. His firm has invested significantly in the redevelopment of distressed scattered-sites housing, which has been shown to be an effective strategy for reducing neighborhood blight, increasing neighborhood stability, and attracting private capital.

In his free time, Michael enjoys playing sports, musical instruments, and volunteering on service trips with his church.

RELEVANT EXPERIENCE

Founder, FIT Investment Group, 2013. Real Estate Investment company focused on improving city neighborhoods through development of quality and affordable residential and mixed-used projects and rehabilitation of foreclosed/neglected homes.

Currently actively managing 3 portfolios of scattered site housing totaling 19 residential units combining for ~\$900K in assets, including a 6,000 SF mixed-used building currently being **redeveloped to an Arts & Wine venue with housing above.**

Example Projects

Washington Park United Homes: 2020 awarded \$8.1M WHEDA Tax Credit project consisting of **43 units of affordable workforce** housing in Milwaukee, opening Winter 2021/22.

MERI Phase1: Partnership with City of Milwaukee to redevelop vacant tax-foreclosed scattered site housing. Completed 6 units of scattered site acquisition + rehab as part of Revive MKE LLC Project in 2019. **\$400K Project Cost**, 8 RPP workers (**workforce dev, Avg Pay \$16.90/hr.**), 100% Occupied. Phase 2 underway in 2020 with city for an **additional 10 – 15 units, ~\$1M project.**

3 project proposals currently in the pipeline in Wisconsin totaling over **\$15M in Total Project Costs.**

OTHER EXPERIENCE

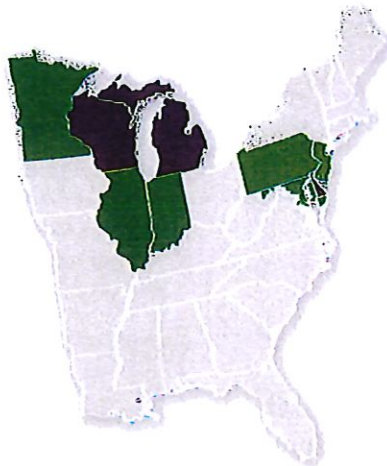
Electronics Sourcing Leader, *GE Healthcare, 2016 – present*
Lead Electrical Engineer, *GE Healthcare, 2005 – 2016*



Cinnaire Solutions supports communities through innovative development planning and execution by merging our capacity and experience with their vision and human context.

CHRISTOPHER LAURENT, PRESIDENT
 608-234-5291 / CLAURENT@CINNAIRE.COM
 2 E. MIFFLIN ST. SUITE 403, MADISON, WISCONSIN

JAMES DOW, DEVELOPMENT MANAGER
 312-237-5837 / JDOW@CINNAIRE.COM
 1350 W. WASHINGTON ST. SUITE 1350, CHICAGO, ILLINOIS



PRIORITY GEOGRAPHIES

- Michigan
- Wisconsin
- Delaware

EXTENDED FOOTPRINT

- Eastern Pennsylvania
- New Jersey
- Minnesota
- Illinois
- Indiana
- Maryland

**EMPOWERING PEOPLE.
 REVITALIZING COMMUNITIES.**



PEOPLE
 WE STRONGLY VALUE SAFETY, SECURITY AND ECONOMIC WELL-BEING FOR THE PEOPLE WE SERVE



PLACE
 WE IMPACT THROUGH DESIGN TO COMPLEMENT AND SUPPORT A COMMUNITY'S VISION OF PLACE WHILE PROTECTING THEIR AUTHENTICITY



PARTNERSHIPS
 WE FOCUS ON EXPANDING THE FINANCIAL AND TECHNICAL CAPACITY OF OUR DEVELOPMENT PARTNERS

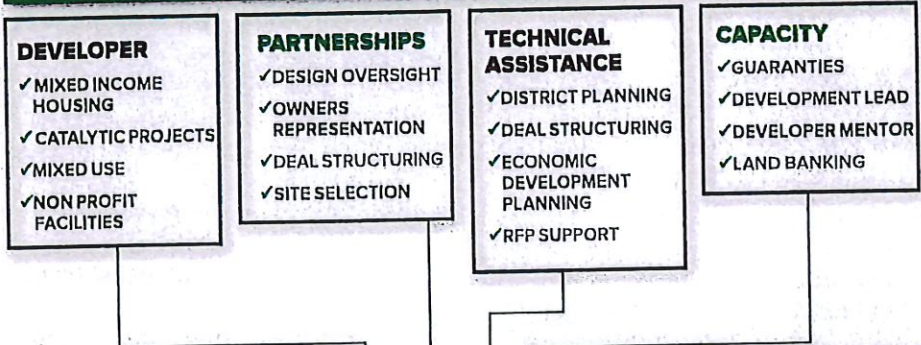


PIONEERING
 BY LEADING RATHER THAN FOLLOWING WE ACHIEVE GREATER BENEFITS FOR OUR COMMUNITIES



PROSPERITY
 WE BELIEVE THAT ALL PEOPLE DESERVE THE OPPORTUNITIES PROVIDED BY LIVING IN HEALTHY COMMUNITIES

CINNAIRE SOLUTIONS OFFERS



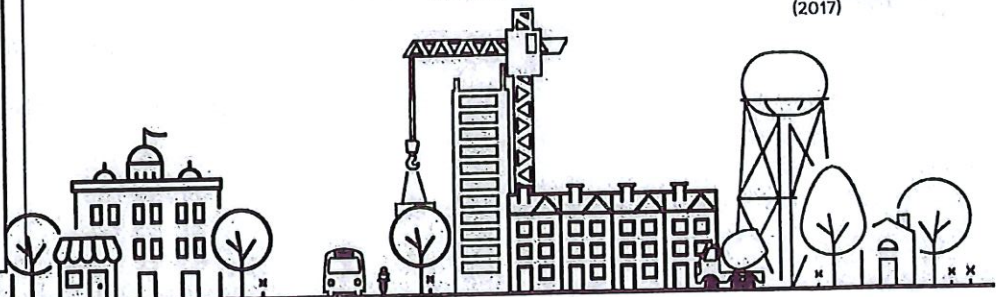
CINNAIRE SOLUTIONS IMPACT

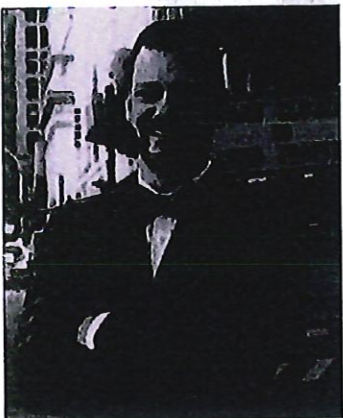
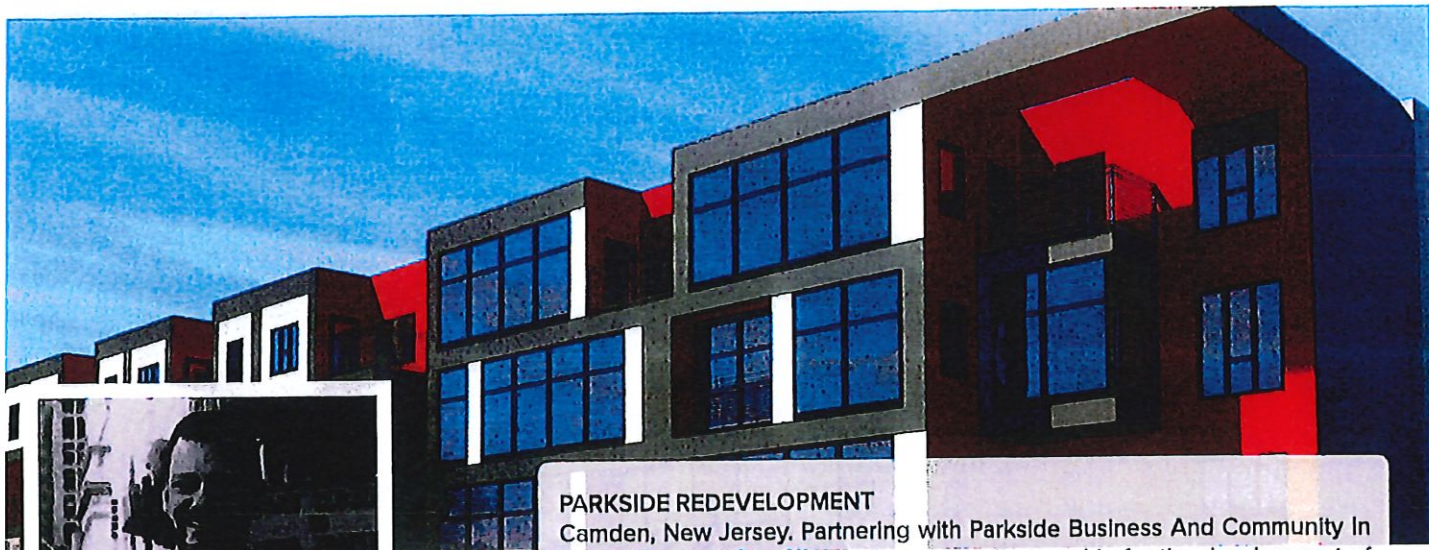
2,044
 PORTFOLIO UNITS

33 PROJECT
 INVENTORY

3,270
 RESIDENTS SUPPORTED

12
 COMMUNITY ENGAGEMENTS (2017)





CHRISTOPHER LAURENT
PRESIDENT, CINNAIRE SOLUTIONS

PARKSIDE REDEVELOPMENT

Camden, New Jersey. Partnering with Parkside Business And Community In Partnership and Cornerstone Community Partnership for the development of a \$16.3MM mixed-use neighborhood development that entails thirty-six one and two-bedroom mixed-income residential units for workforce/supportive housing above 6,923SF of retail, townhomes, 25,000SF health center/hospital with pharmacy, community kitchen, and wellness center and new elementary school and childcare center. Parkside is working to become a Purpose Built Community in 2020.

CHRIS LAURENT leads Cinnaire's nonprofit development affiliate, Cinnaire Solutions, in its work throughout its footprint in the Upper Midwest and Mid-Atlantic, with particular focus in Detroit, Wilmington, DE, and La Crosse, WI. Throughout his career Chris has been involved in the development and financing of over \$600 million of residential real estate. In his free time, Chris practices Bikram yoga, volunteers in the community, plays and performs vocals and guitar, is a hobbyist photographer, loves to cook, and is a trained Zamboni driver. He enjoys travel in his camping trailer to national parks and treasures his time with his four children and wife, Chris, a behavioral analyst in the autism field.

EDUCATION

Bachelor of Science in Zoology
University of Wisconsin

PREVIOUS WORK

Business Development, SVP
Cinnaire Corporation, 2015-2018
Consultant & Principal
Urban Apex, 2010-2019
WI Market President & Sr Dev. Manager
Gorman & Company, 2003-2009
Director of Tax Legislation and Policy
NCSHA, 2003
Manager of Multifamily Dev &
Multifamily Dev Officer
WHEDA, 1998-2003

AFFILIATIONS

Board Member
Madison Reading Project
Dane County Housing Authority
ACRE Advisory Board
Porchlight
PeppNation
Wisconsin Coalition Against Homelessness

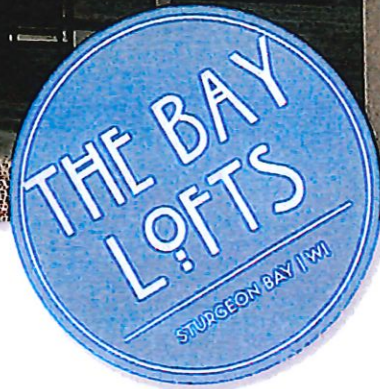
RELEVANT EXPERIENCE

- PARKSIDE REDEVELOPMENT | \$16MM | 2021
Camden, New Jersey
- NORMAN TOWER APARTMENTS | \$22M | 2018
Monroe, Michigan
- *VILLARD SQUARE | \$10MM | 2011
Milwaukee, Wisconsin
- *GRAND RIVER STATION | \$23MM | 2010
La Crosse, Wisconsin
- *BLUE RIBBON LOFTS | \$16MM | 2009
Milwaukee, Wisconsin
- *GUND BREWERY LOFTS | \$13M | 2009
La Crosse, Wisconsin
- *METCALFE PARK HOMES | \$7MM | 2009
Milwaukee, Wisconsin
- *DR. WESLEY L. SCOTT SENIOR LIVING | \$12MM | 2008
Milwaukee, Wisconsin
- *PARK EAST ENTERPRISE LOFTS | \$12MM | 20078
Milwaukee, Wisconsin

* Non-Cinnaire projects



CATALYTIC DEVELOPMENT IN STURGEON BAY'S WEST SIDE WATERFRONT DISTRICT



THE FIRST PROJECT IN STURGEON BAY'S CATALYTIC WEST SIDE WATERFRONT TIF DISTRICT. The Bay Lofts represents the

development team's commitment to infill development in a vibrant mixed-use community. Anchored by local retailer Bayshore Outfitters, the 37-unit apartment community offers a unique living alternative for area professionals, commuters from Green Bay, and empty nesters looking for a year-round Door County experience.

NUMBER OF UNITS
37

UNIT MIX
12 ONE-BEDROOMS
22 TWO-BEDROOMS
3 THREE-BEDROOMS

3,250 SF COMMERCIAL/RETAIL

METRO MARKET
STURGEON BAY

SITE SIZE
1.05 ACRES

GROSS BUILDING AREA
48,640

AMENITIES
ZEN VISTA DECK
BICYCLE STORAGE
COMMUNITY SUITE
BUSINESS CENTER
EXERCISE SUITE

WALKSCORE
63

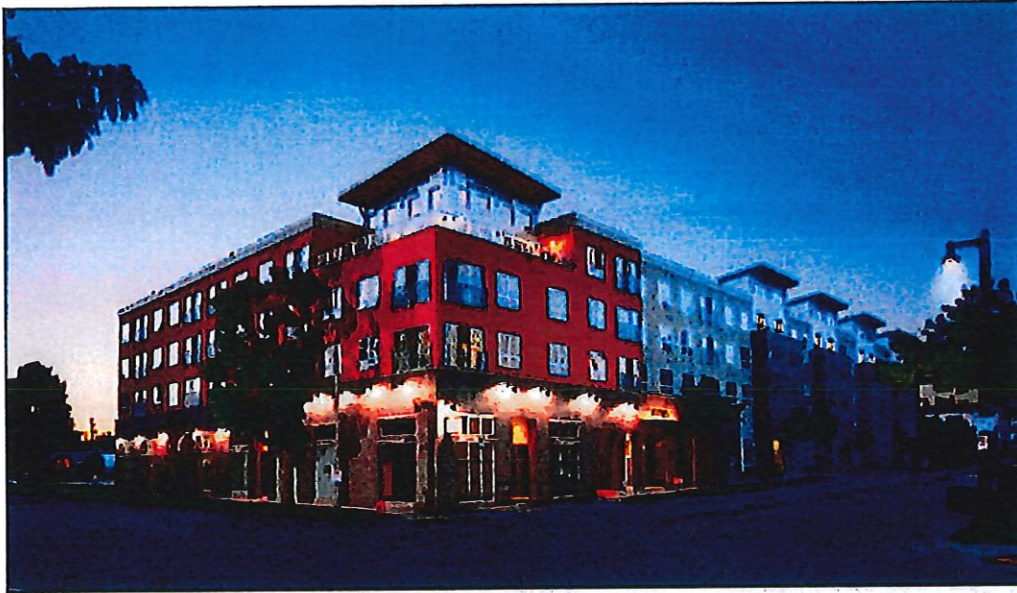
Financial Summary

Uses of Funds	in \$ millions
Construction costs	6.3
Acquisition costs	0.8
Development cost	0.1
Soft costs	0.8
Total	8.0
Sources of Funds	in \$ millions
Private Loan	4.9
TIF Loan	0.9
Private Equity	2.2
Total	8.0

THE BAY LOFTS, LLC
4906 Femrite Drive
Madison, WI 53716
(503) 869-6544
cilaurenturbanapex.com



Park East Enterprise Lofts
1407 N. Martin Luther King, Milwaukee, WI

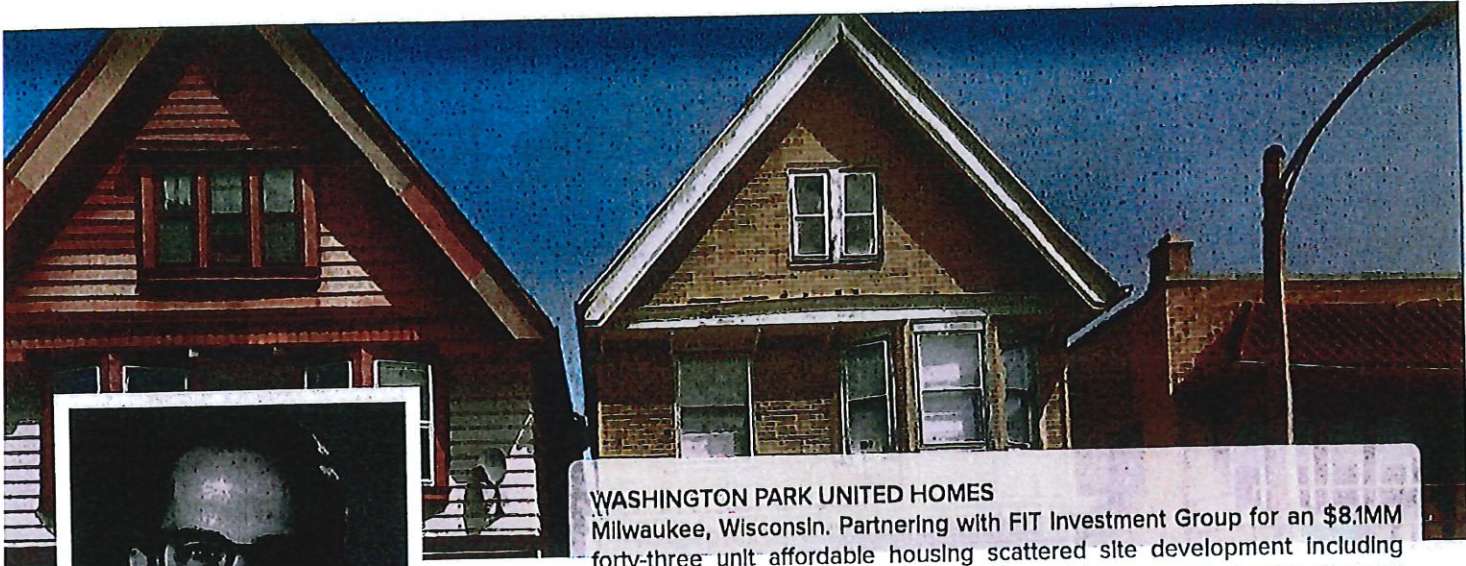


Project Details	
Number of Units	85
Unit Types	1BR, 2BR, 3BR
Income Restrictions	50%, 60% AMI, Market Rate
Development Type	Affordable Rental Mixed Use

Key Dates	
Selected as Developer	2004
Closing	2005
Placed in Service	2006

This mixed-use, mixed-income, 85-unit "live-work" development is designed to serve up-and-coming entrepreneurs and other members of a city's "creative class." It is part of a visionary redevelopment district that has been made possible by tearing down an expressway. The development features live-work units that have commercial street entrances, activating the street and allowing small business owners to combine their office, studio, and residence in one place. Amenities include a fitness center, business center, community room, conference rooms, movie theatre and gallery space.

Financing Sources and Amounts	
Mortgage	\$4,670,000
Section 42 - LIHTC - 9% Tax Credits	\$7,499,250
Brownfield Grant	\$107,500
Developer Self Financing - Deferred Fees	\$308,041
Total Construction Costs	\$9,220,052
Total Development Costs	\$12,584,791
<i>Investor – Alliant Capital</i>	



JAMES DOW
REAL ESTATE DEVELOPMENT MANAGER

WASHINGTON PARK UNITED HOMES
Milwaukee, Wisconsin. Partnering with FIT Investment Group for an \$8.1MM forty-three unit affordable housing scattered site development including single-family, duplex, triplex, and fourplex residences located within the near north side neighborhoods of Washington Park, Metcalfe Park, Sherman Park, and Walnut Hill in the City of Milwaukee. The proposed scattered sites would be redeveloped using Low-Income Housing Tax Credits ("LIHTC") targeting households of all ages with incomes up to 80 percent of area median income ("AMI") to include one, two, three, four, and five bedroom units.

A RESIDENT OF CHICAGO, James' favorite aspect about the city is the diversity and rich culture of each neighborhood, from the people to its built spaces. With a keen passion for urban planning and innovative solutions surrounding housing and economic development, James' enthusiastic and sincere development style transfers into authentic, trusted relationships when collaborating with and coaching our partners. James rounds out his time rock climbing, vegetable gardening, curing/fermenting, and camping with his fiancée and their two dogs.

EDUCATION

Master in Urban Planning and Public Policy
University of Illinois
Bachelor of Science in City & Regional Planning
Ohio State University

PREVIOUS WORK

Community Investment Analyst
Community Investment Department Federal Home Loan Bank, Chicago IL, 2014-2016

AFFILIATIONS

Illinois Housing Council - Member
Young Real Estate Professionals, Chicago - Member
Sarah's Circle - Associate Board Member & Housing Facilities Committee Member
Urban Land Institute - Member

RELEVANT EXPERIENCE

- WASHINGTON PARK UNITED HOMES | \$8.1MM | 2021
Milwaukee, Wisconsin
- CANNERY TRAIL RESIDENCES PHASE II | \$8.5MM | 2021
Darlington, Michigan
- THE MEADOWS | \$7.3MM | 2021
Darlington, Michigan
- ALLEN PLACE | \$11.1MM | 2020
Lansing, Michigan

* Non-Cinnaire projects



THE HIVE ON RUSSEL

Detroit, Michigan. Partnering with Develop Detroit for the development of an \$11.8MM premier 71-unit affordable rate housing apartment complex, one mile northeast of Detroit's downtown/central business district. Designed by the highly celebrated African-American architect, the late Phil Freelon, The Hive on Russell serves as an epicenter, connecting Eastern Market, the oldest continuously operating market in the United States, and Lafayette Park, containing the world's largest collection of Mies Van der Rohe residential architecture, and is an extension of the progressive drive and creative spirit of its bordering neighbors in a new residential community.

HAILING FROM MILWAUKEE, Fatima is passionate about creating equity in under-served communities via conscious real estate development, interior design and the arts. Being a visual artists of mixed-media abstractions, Fatima loves experimenting with new concepts, stretching the narrative of what is possible, and creating culturally rich milieus. Fatima also loves biking and traveling nationally and internationally to visit different artists and art spaces and absorb different architecture styles, cultures and languages.



FATIMA LASTER
DEVELOPMENT ASSOCIATE

EDUCATION

Associates in Commercial Real Estate
Milwaukee, WI
Bachelors in Finance, Marketing, and
Entrepreneurship
Washington University in Saint Louis

PREVIOUS WORK

Freelance Artist & Interior Designer
FKL Visual Arts/FKL Designs 2010-cuurent
Assistant Project Manager
Jordan Construction Services, 2016-2018
Offiicer - Product Delivery Underwriting
Bank of America.Merrill Lynch, 2006-2011

AFFILIATIONS

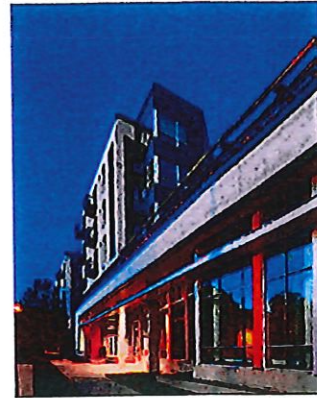
Founder and Director
5 Points Art Gallery & Studios

RELEVANT EXPERIENCE

- THE HIVE ON RUSSEL | \$12MM | 2021
Detroit, Michigan
- THE ANCHOR AT MARINERS INN | \$18MM | 2021
Detroit, Michigan
- WASHINGTON PARK UNITED HOMES | \$5MM | 2021
Milwaukee, Wisconsin
- *5 POINTS ART GALLERY & STUDIOS | \$600M | 2018
Milwaukee, Wisconsin

* Non-Cinnaire projects

Engberg Anderson Architects



Who We Are

Engberg Anderson, Inc was founded in 1987 and has been an active corporation for 30 years. Our 41 person firm is comprised of six partners and six principals with a professional staff who bring together a depth of diverse architectural, interior design and planning experience. From sensitive historic preservation projects to complex public and private community projects of a highly technical nature, we collaborate with clients to help them achieve their goals with inspired work that supports activities and institutions at the heart of a vibrant community.

A Full Range of Architectural, Interior Design & Planning Services

Building Design	Site Evaluation	Construction Admin.
Interior Design	Site Planning	Adaptive Reuse
Space Planning	Zoning & Code Analysis	Heritage Conservation/
Programming	Feasibility Assessments	Historic Preservation
Master Planning	ADA Compliance	Public Art Coordination

Multifamily Housing

Our portfolio showcases a variety of housing types from multifamily housing to supportive housing or mixed-use developments in urban centers to suburban zones. Each feature a variety of amenities and services unique to that facility and community. Before we draw the first line, we go through a research phase gathering information of the surrounding demographic, the neighborhood, the client and market needs or desires. We want to provide a design that ultimately fulfills the demands of the market.

Neighborhood Context

Our design expertise responds to the community in which it sustains itself and the current market trends and conditions. We design with community perspective and history in mind along with financial drivers and trends. A neighborhood is one that fosters a sense of community. There are two essential components of a growing neighborhood: walkable streets and reasons to walk. A sense of community requires a juxtaposition of land use including offices, retail, housing, parks, schools and civic buildings, which are integrated into the neighborhood fabric, while the building fronts themselves give the streets life and vitality.

Materials + Apartment Design

Costs, durability, maintenance, and design goals guide our architects and interior designers choices of materials. Our team is knowledgeable of the range of issues relative to making these choices, working closely with the developer and the contractor to maintain budget goals throughout the process. As a team we are consistently challenging our assumptions, keeping up with code issues and technical developments. In the end our integrated approach allows for our team to develop the design of the apartment units to unify the interior design with the overall project.

PARTNERS

Mark Ernst, AIA, LEED AP
Bill Williams, AIA, LEED AP
Joe Huberty, AIA, LEED AP
Bill Robison, AIA, LEED AP
Alex Ramsey, AIA
Eric Ponto

PRINCIPALS

Timothy Wolosz, Assoc. AIA
Felipe Ornelas, Assoc. AIA
Jim Brown, AIA
Shaun Kelly, AIA
Jeff Hanewall
Josie Vega

STAFF

34 Architects, Designers
& Interior Designers

WEBSITE

www.engberganderson.com

LOCATIONS

Milwaukee

320 E Buffalo St, Ste 500
Milwaukee, WI 53202
(414) 944-9000

Madison

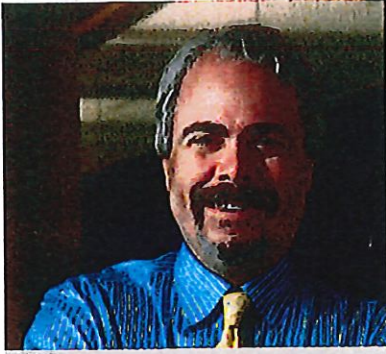
305 W Washington Ave
Madison, WI 53703
(608) 250-0100

Tucson

2 E Congress, Ste 900
Tucson, AZ 85701
(520) 882-6900

Chicago

8618 W. Catalpa Ave, Ste 1116
Chicago, IL 60656
(847) 704-1300



Mark R. Ernst

AIA | LEED AP BD+C | NCARB | PARTNER IN CHARGE

Mark is a Partner at Engberg Anderson and a recognized architectural planning and design leader in the Milwaukee area. As an art activist, he has served on numerous non-profit arts groups' boards and assisted with their facility design. His proven commitment has strengthened many groups including Theater X, Ko Thi Dance Company, Sharon Lynne Wilson Center for the Arts, Kenosha Public Museum, and Milwaukee Theatre.

EDUCATION

University of Wisconsin - Milwaukee
Master of Architecture, 1978

The Architectural Association
London, England, 1974

Miami University, Oxford, OH
Bachelor of Environmental Design
1975

REGISTRATIONS

Registered Architect
WI | NY | TX | MN | VA

National Council of Architectural
Registration Boards
(NCARB) Certified

LEED Accredited Professional
Building Design + Construction (LEED
AP BD+C)

ACTIVITIES | AFFILIATIONS

Congress for New Urbanism
Member

Future MKE Participant, 1988

Greater Milwaukee Committee
Member

Bradley Technology & Trade School
Commissioner

Urban Land Institute, Member

US Green Building Council (USGBC)
Member

Wisconsin Trust for
Historic Preservation
President, 2005 - Present
Current Member

RELEVANT EXPERIENCE

Riverheath, Appleton, WI

A new development that reclaims a brownfield industrial waterfront site. The project combines multi-unit housing, office and retail space into a dense core. LEED-ND® (Neighborhood Development) Pilot Project.

Spur 16, Mequon, WI

The development features a mix of retail, multifamily housing and townhomes, and public spaces. The residential development includes a clubhouse with fitness center and pool as well as pedestrian-friendly access to the retail spaces. Additionally, a public market and restaurant offer patrons 9 different local restaurant options. Aesthetically, the project features the reuse of three existing buildings to retain Mequon's historic charm.

Element 84, West Allis, WI

Element 84 is a mixed-use development that features 209 units of market-rate housing, four story buildings. Development amenities include first level walk ups, private courtyards, swimming pool, fitness room, and a rooftop club room with outdoor terrace.

Racine @ North Beach, Racine, WI

Racine @ North Beach is a multi-phase, mixed-use development bordered by Lake Michigan and Racine's Root River. The development will contain approximately 470 units and numerous amenities, along with several retail spaces at street level.

The North End, Milwaukee, WI

Master Plan

Master Plan for a 450-unit condominium development on a former leather company brownfield site along the Milwaukee River north of downtown. LEED-ND® (Neighborhood Development) Pilot Project.

ONEat North End (Phase One)

ONE at North End includes 83-units (including some WHEDA financed) with 13,000 sf retail space and 144-space underground parking structure

Portrait + Silhouette (Phase Two)

Two additional mixed-use retail and apartment buildings: Portrait contains 55-units; Silhouette is 100-units (including some WHEDA financed). Phase 2 also includes a new public park (Denim Park)

Vignette (Phase Four)

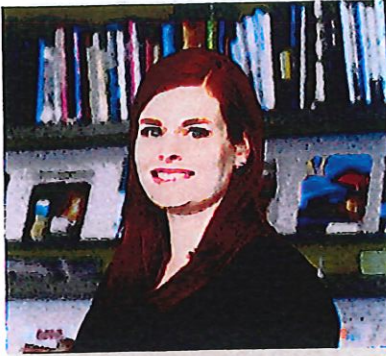
Vignette expands the North End with an additional 155-units, an outdoor swimming pool and grilling station, mini-bowling lanes, a fitness center, and an extension of the Riverwalk

Chroma (Phase Five)

Chroma includes 88-units, a pet grooming center, and a rooftop clubhouse with 30'X30' outdoor terrace and grilling station

Columbia Square Housing, Milwaukee, WI

Mixed-use development including 22-unit apartment complex over 6,000 sf of retail space in an urban neighborhood.



Amanda Koch

AIA | ARCHITECT

Amanda enjoys working with clients to determine the best way to achieve their goals for a project while guiding them to a solution that is both functional and aesthetically pleasing. Since joining Engberg Anderson, she has been involved in multiple community charrettes and an international urban planning project. Amanda is an integral member of our design team, having worked on several complex multi-building, mixed-use projects.

Since 2012, she has taught various design courses as an Adjunct Professor at both MIAD and the UWM School of Architecture and Urban Planning.

RELEVANT EXPERIENCE

EDUCATION

University of Wisconsin-Milwaukee
Master of Architecture, 2015

Milwaukee Institute of Art and
Design
Bachelor of Fine Arts, 2011

REGISTRATIONS

Registered Architect: WI

ACTIVITIES | AFFILIATIONS

American Institute of Architects,
Member

Five Fifty Ultra Lofts, Milwaukee, WI

Part of the new Milwaukee Bucks Arena District, Five Fifty Ultra Lofts is a mixed-use project that features 112 units and many amenities including a rooftop club room and outdoor terrace, fitness room, an indoor/outdoor lounge, storage areas on every residential floor and an on-site leasing office.

Spur 16, Mequon, WI

Adaptive re-use project with a mix of retail, multifamily housing, townhomes, and retail. The residential development includes a clubhouse with fitness center and pool as well as pedestrian-friendly access to the retail spaces. Additionally, a public market and restaurant create a neighborhood destination. Eight buildings on the property are LEED Certified.

Edge of the River, Racine, WI

Multi-phase development on Racine's Root River. The development will house approximately 300 residences in three to seven buildings, including the redevelopment of existing buildings on the site, the construction of two new residential/retail buildings and new riverfront townhomes.

Racine @ North Beach, Racine, WI

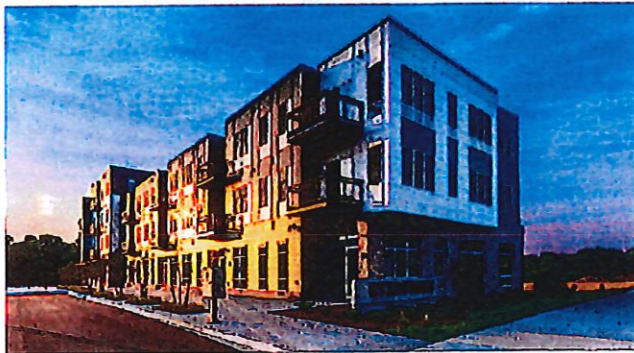
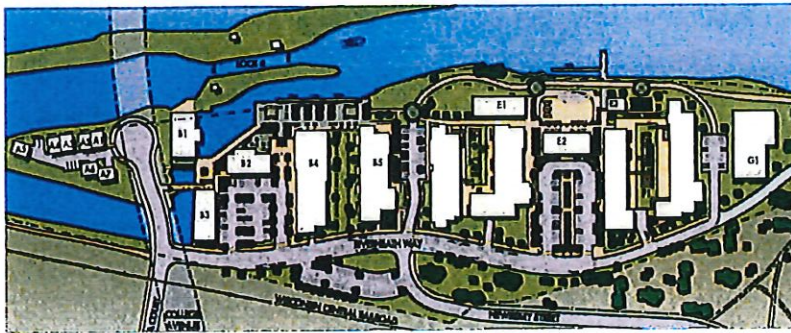
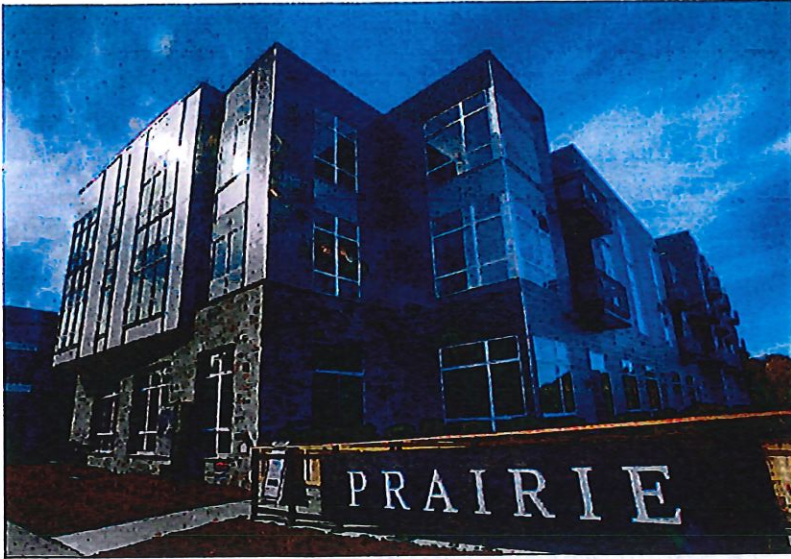
Racine @ North Beach is a multi-phase, mixed-use development bordered by Lake Michigan and Racine's Root River. The development will contain approximately 470 units and numerous amenities, along with several retail spaces at street level.

Plamann Park Pavillion + Parking Lot, Appleton, WI

Engberg Anderson worked with Outagamie County to reimagine the Plamann Park Pavillion into a warm, inviting atmosphere for visitors. All designs include a divisible event space with fireplace and exposed natural materials, seamless integration from interior to exterior, public multipurpose space and restrooms open year-round for park visitors, and a modern kitchen with direct access to the event space. The site design welcomes visitors to the pavillion with new landscaping and site lighting, a generous drop off area, and a network of pathways that connect to nearby park amenities and an outdoor ceremony area.

Big Top Chautauqua, Bayfield, WI

Master Plan for a 900 seat music and events program/venue that holds 60 performances and events a year.



Riverheath

Appleton, Wisconsin

Aimed at providing Appleton with a vibrant, interconnected community environment, Riverheath is a new development reclaiming a dormant industrial waterfront site. The site, comprised of 15 acres along the Fox River at the heart of Appleton, is within walking distance of Lawrence University and College Avenue.

A combination of townhomes, multi-unit housing, retail spaces, walkable spaces and parkland, Riverheath is a multi-phase project serving as a showcase for sustainable urban development. The USGBC® selected the project to be a LEED-ND® (Neighborhood Development) pilot project, aiming to integrate the principles of smart growth, new urbanism and green building.

Status

Completed 2014 | Evergreen
 Completed 2016 | Prairie
 Completed 2017 | Marriot
 In Progress | Willow

Est. Construction Cost

\$25 million



Rethke Terrace

Madison, Wisconsin

Working with Heartland Alliance, Rethke Terrace is the third project our teams have collaborated on and the first in Madison. Rethke Terrace serves the homeless population in the City of Madison by providing 60-units of supportive housing. Of the 60-units, 25 are reserved for homeless veterans and six are reserved for residents earning 30% less of the Area Median Income. The building features a variety of amenities, including onsite parking, community room, fitness room, library and computer lab. On the exterior residents can enjoy an outdoor courtyard, edible landscape and a space for gardening. Onsite supportive services ensure continued assistance to help residence improve their health, become self-sufficient and ultimately to build a better future. Tax Credit Financing was provided by WHEDA (Wisconsin Housing and Economic Development Authority).

Status

Completed 2016

Size

37,300 sf; 60 units

Construction Cost

\$6.1 million



Milwaukee Public Library | Villard Square Branch

Milwaukee, Wisconsin

In response to the Milwaukee Public Library system's "Rethinking Libraries for the 21st Century" plan to review service models for the system, the Villard Square Branch is the first library built as part of a mixed-use development, with three floors of affordable housing above. The new branch features expanded children's and teen areas, RFID, autosort, laptops, a meeting room that converts to additional browsing and seating when not in use, and a central hearth to draw the community together. Public art throughout the spaces of the library adds to the character of the building and helps to tell the community's story through words and pictures.

Status

Completed 2011

Size

12,770 sf

Construction Cost

\$1.5 million

Recognition

Wisconsin Builder/Daily Reporter Top Projects of 2011



Mequon Public Market | Spur 16

Mequon, WI

Part of Spur 16 development, the Mequon Public Market is a unique destination where people come together to experience community, specialty shopping, quality dining and farm-fresh produce from local businesses. The market works to honor history, promote growth and provide an outlet for community arts.

Status

Completed 2019

Size

12,200 sf

Spur 16 features a mix of retail, multifamily housing and townhomes, and public spaces. The residential development includes a clubhouse with fitness center and pool as well as pedestrian-friendly access to the retail spaces. Aesthetically, the project features the reuse of three existing buildings to retain Mequon's historic charm.

