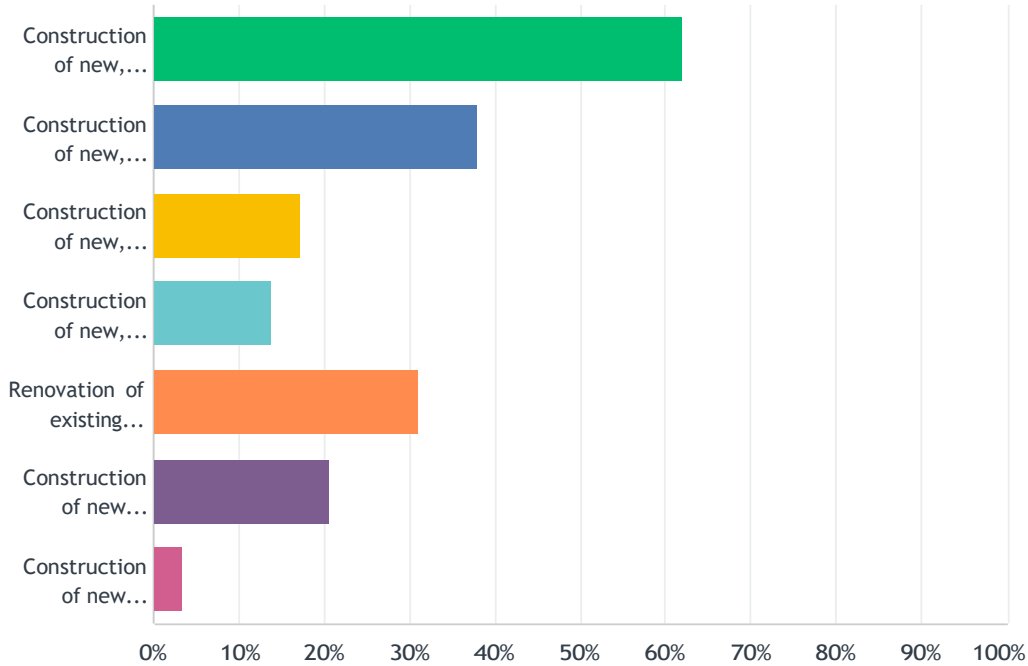


Q1 In the past 5 years, with which of the following projects have you or our firm been part of? (Check all that apply.)

Answered: 29 Skipped: 3



ANSWER CHOICES	RESPONSES	
Construction of new, multi-family rental housing of 45 units or more, most of which are income and/or rent restricted	62.07%	18
Construction of new, multi-family rental housing of 10-45 units, most of which are income and/or rent restricted	37.93%	11
Construction of new, multi-family rental housing of fewer than 10 units, most of which are income and/or rent restricted	17.24%	5
Construction of new, market-rate, multi-family rental housing, any scale	13.79%	4
Renovation of existing multi-family affordable rental housing	31.03%	9
Construction of new single-family housing for owner occupancy	20.69%	6
Construction of new multi-family housing focused on housing students	3.45%	1

Total Respondents: 29

Q2 In a typical five-year period, what number of housing projects are you or your firm likely to initiate, and what kind of projects are they (affordable multi-family, multi-family, student, owner-occupied, etc...)?

Answered: 29 Skipped: 3

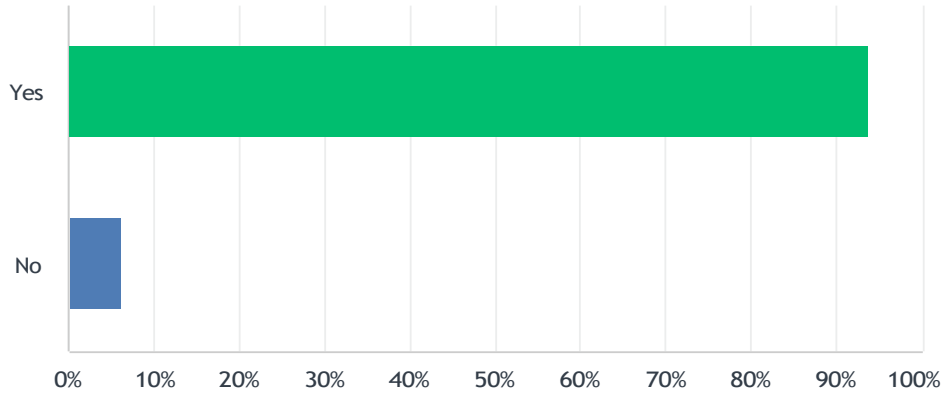
#	RESPONSES	DATE
1	4 Projects in 5 years. Affordable, Workforce, Multi-Family	2/19/2024 2:29 PM
2	one per year, affordable multifamily	2/19/2024 9:56 AM
3	We mainly do missing middle affordable housing, cooperative housing, and some larger LIHTC and RD housing. Currently we have 4 projects undering varying stages of development and this amount will likely continue.	2/15/2024 5:06 PM
4	5 so far affordable rental	2/15/2024 4:51 PM
5	2-3 projects in Wisconsin per year. Affordable multi-family	2/15/2024 4:25 PM
6	typically averaging one project per year of affordable multifamily	2/15/2024 10:32 AM
7	We have not sought out opportunities after the development of the Tree Lane Apartments	2/14/2024 3:53 PM
8	affordable	2/13/2024 4:11 PM
9	all the above	2/13/2024 2:20 PM
10	affordable multi -family , 2 to 3 projects	2/13/2024 12:14 PM
11	2-3 affordable multifamily	2/13/2024 12:07 PM
12	Approx 10-12 developments initiated. Always MF, generally affordable.	2/13/2024 10:00 AM
13	Over the last 5 years, our firm has acquired/preserved and developed over 1250 units of affordable/workforce housing in the State of Wisconsin. Of these 464 were in Dane County and 299 in the City of Madison.	2/13/2024 9:09 AM
14	in a regular clip, we should be doing at least 1 project every 5 years	2/12/2024 4:52 PM
15	15	2/12/2024 10:19 AM
16	We are planning to produce 35 new permanently affordable homeownership units in the next 5 years	2/7/2024 4:31 PM
17	Affordable multi-family rental	2/7/2024 1:44 PM
18	typically averaging one project per year of affordable multifamily	2/6/2024 3:07 PM
19	Once every 5 years, affordable multi-family projects.	2/6/2024 1:43 PM
20	NA	2/6/2024 11:56 AM
21	20-50 affordable multifamily projects (nationwide)	2/5/2024 10:14 AM
22	1-2 new tiny house villages	2/4/2024 11:17 AM
23	10-15 affordable multifamily	2/2/2024 8:58 AM
24	10 market rate or mixed income rental apartment developments that may have ground floor retail depending on city requirements	2/2/2024 8:49 AM
25	40+ - primarily affordable multifamily financed with LIHTC	2/2/2024 8:09 AM
26	affordable multi-family, affordable home ownership	2/1/2024 7:03 PM
27	5-7 affordable senior and family and market rate multi family	2/1/2024 5:50 PM

Housing Developer Survey

28	DD	1/26/2024 3:34 PM
29	asdf	1/26/2024 3:33 PM

Q3 Since 2014, have you or your firm undertaken an affordable housing development for which you have requested financial assistance from the City of Madison?

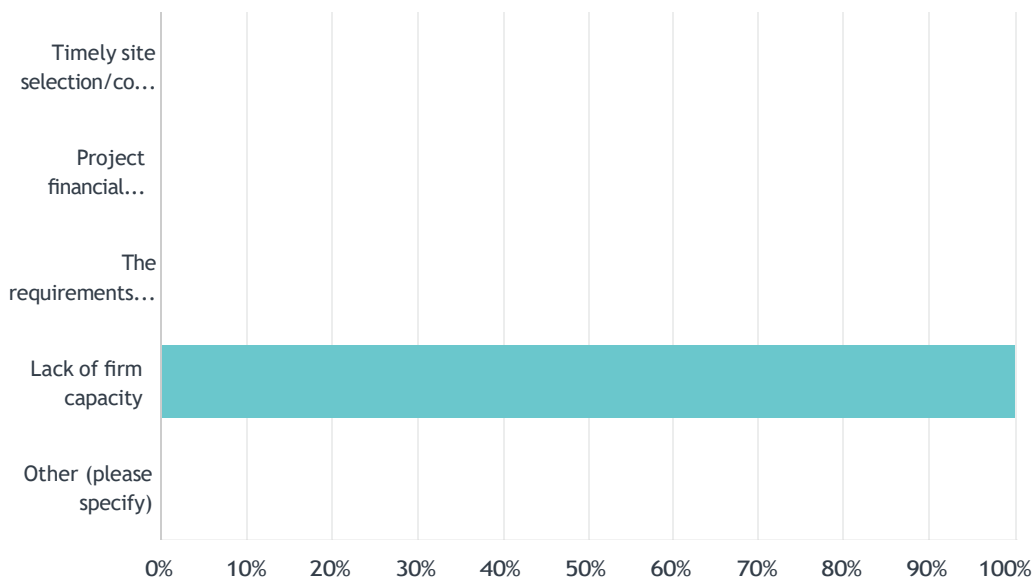
Answered: 32 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	93.75%	30
No	6.25%	2
TOTAL		32

Q4 If not, what kept you from applying?

Answered: 2 Skipped: 30

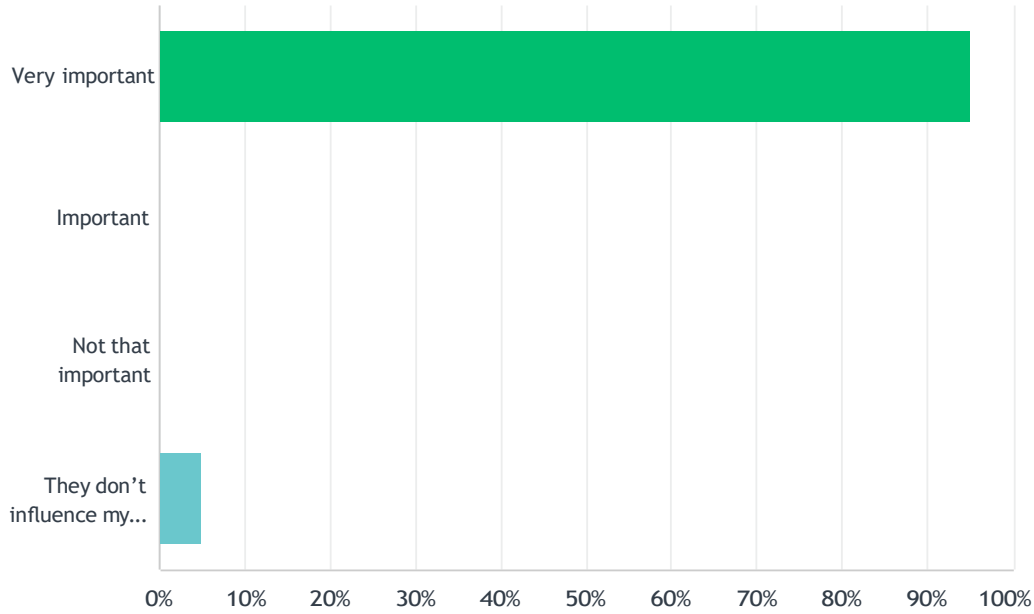


ANSWER CHOICES	RESPONSES	
Timely site selection/control	0.00%	0
Project financial feasibility	0.00%	0
The requirements that came with the funding	0.00%	0
Lack of firm capacity	100.00%	2
Other (please specify)	0.00%	0
Total Respondents: 2		

#	OTHER (PLEASE SPECIFY)	DATE
	There are no responses.	

Q5 In general, how important to you are the City of Madison’s policies, regulatory structures and incentives in making decisions to develop or redevelop properties to create more affordable or owner-occupied housing?

Answered: 20 Skipped: 12



ANSWER CHOICES	RESPONSES	
Very important	95.00%	19
Important	0.00%	0
Not that important	0.00%	0
They don't influence my decisions much at all	5.00%	1
TOTAL		20

Q6 What specific City policies, zoning or land-use regulations do you think find most detrimental to developing affordable or owner-occupied housing in Madison?

Answered: 20 Skipped: 12

#	RESPONSES	DATE
1	Relocation (4 years of rent differential is detrimental to improvements).	2/19/2024 2:52 PM
2	In regards to developing missing middle and housing cooperatives, the zoning/land-use regulations have improved greatly in recent years. A few policies are still biased against SRO and co-op housing such as the City of Madison Resource Recovery Special Charge, where housing with 20 low-income residents have to pay for 20 units worth of fees, whereas a 4 unit apartment building with 20 residents would only have to pay for 4 units worth of fees. Also, property tax and park impact fees are confusing and often add insurmountable costs to smaller affordable development projects. Also, DCR compliance forms are very cumbersome.	2/16/2024 10:20 AM
3	I mean this with the utmost respect, but the DCR policies are challenging. The intention is worthy but the implementation is difficult. I could go into more detail but there is not enough space here.	2/15/2024 5:55 PM
4	Zoning is favorable. Long process for land use and site plan review/permitting are most detrimental.	2/15/2024 4:50 PM
5	The two issues that often limit or negatively effect the ability to put a project together are the focus on specific areas of the city that are heavily preferred because there are often good locations that are just outside those locations etc. and the second issue is the requirement for meeting the city's tenant selection requirements which sometimes cause serious problems in the long-term operation of projects due to accepting tenants who present difficult problems of various types that effect the ability to manage properties. This is especially problematic for larger multi-family projects. these projects need to have both stronger management which means higher cost for property management as well as imbedded supportive services and service coordination. It is recommended that the city establish a property management council to work closely with the city to fine tune these policies to make projects stronger	2/15/2024 11:16 AM
6	Urban Design Restrictions. Limited Parking.	2/13/2024 4:17 PM
7	approval process, neighborhood "veto" power, urban design review	2/13/2024 2:25 PM
8	Time to secure approvals to build	2/13/2024 12:35 PM
9	The impact fees and permits are very expensive and take a long time to complete.	2/13/2024 10:43 AM
10	The extremely long timelines for project approval -- typically 18 - 30 months depending on project complexity.	2/13/2024 10:24 AM
11	I dont think the regulations are the issues. The lack of clarity and/or alignment of thinking between city agencies is the issue	2/12/2024 5:07 PM
12	land-use regulations in general	2/12/2024 10:36 AM
13	The DCR policies requiring significant tracking, compliance work, and time to track the demographics and time of contractors and subcontractors who worked on a development - a requirement for all projects that have more than (I think) \$200,000 in City funds in subsidy - it's a well meaning program with detrimental impacts to affordable housing development	2/7/2024 5:32 PM
14	Bike stall requirements, bird-safe glass, EV charging, Tenant Selection Plan requirements... these elements are all admirable in theory, but in practice, they are onerous and add costs and thus reduce supply	2/7/2024 3:17 PM
15	There need to be fewer restrictions on the use of public funds that flow through the city for property acquisition and rehab. Long-term LURAs are fine to keep the property in service of the	2/6/2024 3:07 PM

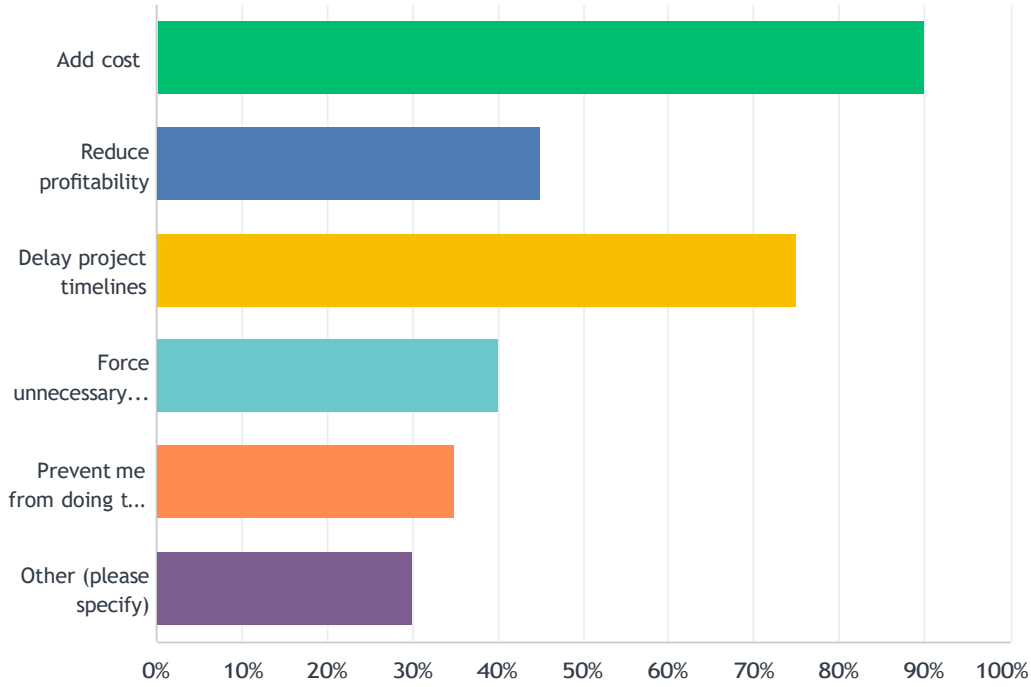
Housing Developer Survey

intended clientele, but policies need to incentivize affordable housing development since it does not otherwise cash-flow very well.

16	Site plan review process it too cumbersome and too long.	2/6/2024 12:06 PM
17	Tiny house village ordinance still doesn't work, still need to pursue PD	2/4/2024 11:27 AM
18	UDC review. It does not appear the members appreciate how their decisions continue to negatively impact housing affordability. We all would love to design and develop buildings that have the most expensive materials. However, that increase in cost is directly leading to an increase in rents/purchase price for residents. There needs to be a balance.	2/2/2024 8:54 AM
19	Property tax assessments are consistently aggressive and require owners to sue the city to get the correct assessment and rebate. This is a "tax" on affordable projects. The city assessors office is challenging to work with. Zoning and land-use regulations have slowly improved, but still has a ways to go. Certain staff members seem to get off on being difficult.	2/2/2024 8:33 AM
20	The current DCD policy regarding property management and it's tenant selection policies are extremely detrimental to developing quality, safe affordable housing in Madison	2/1/2024 6:13 PM

Q7 What impact(s) do the polices & regulations listed above have on development projects? (Check all that apply.)

Answered: 20 Skipped: 12



ANSWER CHOICES	RESPONSES	
Add cost	90.00%	18
Reduce profitability	45.00%	9
Delay project timelines	75.00%	15
Force unnecessary changes to project design	40.00%	8
Prevent me from doing the project I want to do	35.00%	7
Other (please specify)	30.00%	6

Total Respondents: 20

#	OTHER (PLEASE SPECIFY)	DATE
1	Compliance forms are confusing to fill out and even more confusing for contractors to fill out. They don't reflect the reality of hiring labor for very small projects in a market where contractors often avoid small projects to begin with and having to fill out an excess of forms pushes them further away from working on your job.	2/16/2024 10:20 AM

2	1. There are not enough building code reviewers to get projects approved in a timely fashion. 2. It is almost impossible to get an idea of future property taxes for affordable housing in Madison (necessary for proforma modeling) because it is a total wild card as to what the City assessor will decide. In one instance that told me to fill out a state exemption form, which we did, then waited 1.5 years, then they said it wasn't applicable. Then they called our lawyer to review the	2/15/2024 5:55 PM
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case law, which he then billed us for. In the end, we are still paying market rate taxes and having to increase rents on 30% AMI homeless youth to pay for it.

3	Add uncertainty	2/15/2024 4:50 PM
4	Again, its not the regulations. Its the way they are administered by city staff.	2/12/2024 5:07 PM
5	Because of added cost, they limit supply	2/7/2024 3:17 PM
6	Increase rents.	2/2/2024 8:54 AM

Q8 In your own experience, are there specific City procedural or administrative requirements that have significantly delayed or complicated housing developments? Please describe the requirement and how it affected the project.

Answered: 20 Skipped: 12

#	RESPONSES	DATE
1	The required Letter of Credit on our last project complicated things a bit. We still have to figure out how to have that released.	2/19/2024 2:52 PM
2	Beyond what is mentioned above, the length of time to close can be an obstacle in a competitive real estate market. When there are multiple offers on the table for a property, the seller is not going to pick the one with city financing.	2/16/2024 10:20 AM
3	YES the City Assessor should be fired/replaced. The DCR folks are very nice, but there is no easy to understand step-by-step guide to implement MEURs and CRR reports. Also I'm pretty sure it would be easier to qualify as an undercover CIA agent than for an aspiring woman/person of color to join the Minority and Women Owned Business lists. Given that the intent is to hire more of these demographics, I don't understand why they need to scrub literally every detail of their background, what is the point of that? These are marginalized people who may not have a perfect history. Imagine if the CDA had the same requirements for Section 8 family enrollment. The DCR should ensure basic eligibility and let developer's vet subs for everything else.	2/15/2024 5:55 PM
4	The initial land use process is lengthy but not too atypical of communities like Madison. I have found the site plan review process - after you get zoning approval, before permit is issued - to be complicated and very lengthy. There are many design and engineering changes during this process. You have to work with a local firm that understands the process and who to talk to, otherwise it will add months to your timeline. It limits who you can work with.	2/15/2024 4:50 PM
5	Perhaps the city should more actively plan projects including being more directly involved in the impacts on the financial feasibility of projects due to policies it pairs with the funding it provides	2/15/2024 11:16 AM
6	Moving documents through the city	2/13/2024 4:17 PM
7	neighborhood veto power, urban design review	2/13/2024 2:25 PM
8	The CDD is great to work with, and very helpful	2/13/2024 12:35 PM
9	none yet.	2/13/2024 10:43 AM
10	Specifically, the time it takes to finalize a develop agreement with city engineering, and last-minute costs assessed against the project. Also, the time involved to facilitate numerous neighborhood meetings and Urban Design coordination (where applicable), add significant time to the project approval timeline.	2/13/2024 10:24 AM
11	The main issues have to do with City agencies not being on the same page/not communicating/saying conflicting things/providing different information. The administrative requirements are not the issue; if there were any examples of requirements, they would be the historic preservation requirements, which require significant delays in time and increases in costs, even if the project or part of the project is not actually doing anything to affect the historic integrity of a building.	2/12/2024 5:07 PM
12	Planning department approvals, impact fees, reporting requirements	2/12/2024 10:36 AM
13	One issue is the amount of time it can take to get a loan contract routed, gather all the necessary materials, and get to closing on an aquisition-rehab property where we have been approved for City Affordable Housing Funds. It can add a contingency in an offer that may be unappealing to a seller, and it can make the timeline from offer to closing go several weeks	2/7/2024 5:32 PM

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longer. The way the city subsidy/loans are set up for developers is not conducive to acquiring and preserving NOAH in Madison. Another issue we have encountered is the need for a full certified survey map for zoning (CSM), which can add ~\$4,000 on a small one lot project.

14	Sanitary sewer special assessments; urban design approvals; delays in issuing developer's agreement and building permits	2/7/2024 3:17 PM
15	The City ties a great deal (but not all) of its funding to the successful award of tax credits, but tax credits almost always follow the QAP and therefore seldom address the most affordable housing brackets (<30% - 50% CMI). Also, City Building Inspection runs roughshod over existing affordable/supportive housing owners. A huge amount of work is generated due to frequent inspections. There is no question that all buildings must meet minimum housing code, but the city is not seen as a source of support in making this very difficult type of housing successful. Rather, it becomes a driving force that injects high costs & enforcement, but no support.	2/6/2024 3:07 PM
16	Developer's agreement is complicated, onerous, and lenthly	2/6/2024 12:06 PM
17	The requirement of the files to be in a certain format cost us money to hire another firm to give the city the same info we already gave them	2/4/2024 11:27 AM
18	UDC. We are working on a project not close to the city center, but we had to go through UDC numerous times. Each time it added costs to our project and delays. Our project is next to a single story day care, retail center and 2 story office building.	2/2/2024 8:54 AM
19	Plan review and approval, urban design commission, commercial space requirements, certain requirements of the affordable housing money from the city.	2/2/2024 8:33 AM
20	I feel that the City sign off process is much more cumbersome then any other municipality I have developed in. 90 conditions of approval is not uncommon from my experience and significantly adds time between plan commission approval and a building permit	2/1/2024 6:13 PM

Q9 In your opinion, are there any aspects of City policies, procedures or regulations that are favorable, or helpful, with regard to developing affordable housing? If yes, briefly describe them.

Answered: 19 Skipped: 13

#	RESPONSES	DATE
1	YES!! City HOME funds have been critical to our last 2 City of Madison projects. Thank YOU!! Priorities to Non-Profits are appreciated as the units are likely to stay affordable longer.	2/19/2024 2:52 PM
2	Allowing license to hunt has been very helpful. It is very difficult to find a property and keep it under contract for months waiting to find out about a city award unless you already own the property.	2/16/2024 10:20 AM
3	Yes CDD staff is excellent! They respond to emails quickly and provide excellent technical support.	2/15/2024 5:55 PM
4	City zoning is favorable because there are a lot of permitted uses and density is generally supported. Affordable housing is understood by staff/officials and generally supported, a few NIMBY voices do not usually sway staff and officials.	2/15/2024 4:50 PM
5	It is a good idea to focus on tenant selection however it needs to be done in partnership with those who do the management and service providers to establish both good working relationships and policies that produce and support well planned and operated multifamily projects	2/15/2024 11:16 AM
6	zoning code improvements have widened the ability to integrate diverse housing types and formats within a project	2/13/2024 2:25 PM
7	Yes, a preference for permanent affordable housing developments built and owned by non-profits	2/13/2024 12:35 PM
8	So far the city staff is super helpful and kind.	2/13/2024 10:43 AM
9	Yes, the use of TIF and the AHF to offset project funding gaps.	2/13/2024 10:24 AM
10	Yes. Many of them make a lot of sense, when taken by themselves. Environmental review, encouraging prevailing wages, etc. all make a lot of sense and are good policy. The issues that we deal with and hear about have to do with lack of alignment amongst city departments.	2/12/2024 5:07 PM
11	Increased down payment assistance	2/12/2024 10:36 AM
12	In some RFPs (example the land at Mosaic Ridge), there was a preference for permanent affordability. I think this is generally good policy for stretching the impact of limited subsidy dollars. The incentive to add a story if affordable units are included in a development is something I'm in favor of.	2/7/2024 5:32 PM
13	City AHF	2/7/2024 3:17 PM
14	Some policies - such as reduced parking quotas - are very helpful. The quick gathering of DATs around a project is also a helpful change from the past.	2/6/2024 3:07 PM
15	Target area map. Access to staff for input and guidance.	2/6/2024 12:06 PM
16	Appreciate efforts during COVID, changes to neighborhood plans, development assistance, advice, etc.	2/4/2024 11:27 AM
17	The fact they have an affordable housing trust fund is a good thing.	2/2/2024 8:54 AM
18	The city seems to recognize and embrace the need for affordable housing. The availability of city resources for projects is key, but with the other challenges and requirements of the city funds results in increased costs. For every dollar of support you get from the city you net, after hoops and headaches, .65 cents on the dollar for the benefit of the project/residents.	2/2/2024 8:33 AM

Q10 What factors, other than City policies, practices and incentives affect your ability or willingness to develop affordable or owner-occupied housing in Madison?

Answered: 18 Skipped: 14

#	RESPONSES	DATE
1	Finding land. Getting funding (with reasonable interest rates) and zoning.	2/19/2024 2:52 PM
2	Personally, as a smaller developer getting into the affordable market, my time has been limited due to the necessity of having a full time job apart from real estate development for many years. While there are developer fees built into the project, one typically doesn't get paid until the very end, which means an unstable income flow. This is manageable if you have a string of multiple overlapping projects, or significant savings or passive income, but most people don't, especially if they are just starting out.	2/16/2024 10:20 AM
3	The fact that we must assume full market rate taxes makes it much harder to make financial models pencil-out and often leads to needing additional sources or abandoning projects altogether.	2/15/2024 5:55 PM
4	The Madison real estate market is so hot right now - land is so expensive and desirable parcels can't be held under purchase contract for the length of time needed to secure funding and approvals for affordable housing. Less desirable sites are chosen because they are more affordable and sellers are more open to purchase contracts.	2/15/2024 4:50 PM
5	High cost and fierce competition that create additional risks	2/15/2024 11:16 AM
6	construction costs	2/13/2024 2:25 PM
7	cost of construction, high interest rates	2/13/2024 12:35 PM
8	Might be too much 50-80% rents	2/13/2024 10:43 AM
9	Construction costs remain high and more importantly (currently), much higher interest rates.	2/13/2024 10:24 AM
10	Lack of alignment in terms of the way that city staff support / administer their respective roles in the development review process.	2/12/2024 5:07 PM
11	Construction costs and community donations	2/12/2024 10:36 AM
12	Amount of subsidy per unit has been a bit too low. Many projects are not doable with the subsidy of \$150k per unit.	2/7/2024 5:32 PM
13	Ability to secure tax credits and purchase a site in a favorable location	2/7/2024 3:17 PM
14	The availability of buildable land; Financing options that subsidize the high cost of construction; PSC code that supports high utility costs	2/6/2024 3:07 PM
15	Market demand, cost of borrowing	2/6/2024 12:06 PM
16	Cost of land, lack of support for residents once housing is built	2/4/2024 11:27 AM
17	Neighborhood support or opposition. Alder support or opposition. Cost. City staff/departments	2/2/2024 8:33 AM
18	Taxes. Madison aggressively assessing affordable housing	2/1/2024 6:13 PM

Q11 What impact, if any, does the current labor market (e.g., labor costs, labor supply) have on the ability to develop affordable or owner-occupied housing?

Answered: 18 Skipped: 14

#	RESPONSES	DATE
1	Costs have risen significantly, slowing down the development of housing.	2/19/2024 2:52 PM
2	It's definitely a contractor's market. Finding availability of contractors is very difficult and has caused significant delays to projects, which bumps up the number of months of holding costs e.g. debt service, insurance, property tax.	2/16/2024 10:20 AM
3	Prices have increased significantly. For one project every single GC bid was over double our budget. We had to do significant value engineering and ended up hiring a construction manager instead of a GC to save costs.	2/15/2024 5:55 PM
4	A lot of impact - huge competition for labor/subcontractors. Affordable projects come with a lot of strings tied to reporting, sustainability features, etc. that are not present in market rate projects. So you are essentially asking contractors to do more for a less expensive development that comes with a lower contractor fee.	2/15/2024 4:50 PM
5	Increased costs and delays in projects (sometimes)	2/15/2024 11:16 AM
6	large driver of construction cost increases	2/13/2024 2:25 PM
7	high level of impact due to costs	2/13/2024 12:35 PM
8	makes margins tiny with little room for change. Impacting long term quality	2/13/2024 10:43 AM
9	Tight labor market forces contractors and their subs to pay higher wages, which they pass onto owners/developers in the form of higher construction costs.	2/13/2024 10:24 AM
10	Significant. Building costs continue to be a major impediment to creating low-income housing.	2/12/2024 5:07 PM
11	Sub-contractor availability and cost	2/12/2024 10:36 AM
12	Labor costs mean we get fewer developer fees or need more subsidy	2/7/2024 5:32 PM
13	Some impact on general contractor's interest, availability, and price	2/7/2024 3:17 PM
14	The biggest impact currently is the high cost of construction labor and materials. This has become a huge driver of the cost to develop new properties.	2/6/2024 3:07 PM
15	Makes it more costly and takes longer	2/6/2024 12:06 PM
16	We use sweat equity, so little. More issues with supply costs and delays	2/4/2024 11:27 AM
17	Significant	2/2/2024 8:33 AM
18	I think with interest rates rising so much a lot of market rate projects will stall and affordable housing projects in the pipeline will benefit with a more competitive labor supply.	2/1/2024 6:13 PM

Q12 Are the impacts of labor market forces on multi-family rental developments about the same as on single/multi-family owner occupied development, or are they different? If different, how?

Answered: 13 Skipped: 19

#	RESPONSES	DATE
1	Not sure. We focus on multi-family rentals.	2/19/2024 2:52 PM
2	Not sure owner occupied vs rental, but small vs large, the impacts are definitely greater on small developments, and even more so on rehab projects compared to new construction.	2/16/2024 10:20 AM
3	Smaller projects (i.e. owner-occupied) do not require as much construction overhead and therefore construction supervision can be done in-house or with just a construction manager instead of a GC, which saves costs.	2/15/2024 5:55 PM
4	In my experience the subcontractors have generally been different between multi-family and single family, although there is some overlap for smaller/missing middle housing and single family.	2/15/2024 4:50 PM
5	the impacts are the same but the construction industry is fairly different between the two segments	2/15/2024 11:16 AM
6	don't know , we only do multi-family	2/13/2024 12:35 PM
7	no.	2/13/2024 10:43 AM
8	About the same.	2/13/2024 10:24 AM
9	Somewhat similar, however it is much more efficient/effective in terms of net units of housing to create multi-family.	2/12/2024 5:07 PM
10	Different scale	2/12/2024 10:36 AM
11	not sure	2/7/2024 5:32 PM
12	Not sure.	2/6/2024 3:07 PM
13	I think it is a different pool of contractors that do single family from multi family in the scale we build.	2/1/2024 6:13 PM

Q13 Have you seen or had occasion to work with successful program models elsewhere that could be adopted here to create more affordable housing?

Answered: 14 Skipped: 18

#	RESPONSES	DATE
1	No.	2/19/2024 2:52 PM
2	Resident-owned manufactured housing communities are a very successful model (ROC-USA) with a track record of creating and preserving affordable housing in hundreds of communities around the country. A ROC-USA affiliate I spoke with awhile back would be interested in doing that in Madison but funding is an issue. No existing programs quite fit that model. I'd also like to see more affordable cohousing. Around the country, there is great demand for cohousing but typically it is all market-rate and there is great demand for affordability but few/no programs to make it affordable.	2/16/2024 10:20 AM
3	Currently the City of Madison has no way to preserve NOAH (Naturally Existing Affordable Housing). This is a huge problem. Simply buying a property and keeping it affordable is way easier/cheaper/simpler than new construction or acquisition/rehab. The City could double or triple the impact of Affordable Housing Funds by figuring out a way for nonprofits to quickly purchase NOAH properties that are on the open market. This is difficult now because the nonprofit RFP only occurs once every 2 years and then it takes 9 - 12 months to actually close. Very few properties (NOAH or otherwise) can stay under contract that long. License to hunt could help the initial application requires specific details of what type of property will be purchased, the financial model, AMI levels, etc which will never line-up exactly with an unknown future NOAH property. Rolling applications instead of RFP (or both) is the solution but CDD staff says they do not have enough staff to support this.	2/15/2024 5:55 PM
4	I think the City does a great job with the tools it has available. Innovations like the height bonus need to continue to be explored.	2/15/2024 4:50 PM
5	the city may want to look more closely into the use of manufactured housing (not house trailers but modular single family home builders and developers as a way to lower costs	2/15/2024 11:16 AM
6	no	2/13/2024 12:35 PM
7	No. overall Madison does it pretty well.	2/13/2024 10:43 AM
8	Yes. Most other communities throughout the State of Wisconsin do not have a neighborhood input process nor an urban design committee, both of which add considerable time to the project approval process. Many communities also have no park impact fees or extensive special assessments for ROW improvements.	2/13/2024 10:24 AM
9	Again, the issues that we see have to do with lack of clarity and / or alignment within city departments, lack of focus (or stability) in terms of the Common Council, and conflicting guidance/review at the committee/commission level.	2/12/2024 5:07 PM
10	No	2/12/2024 10:36 AM
11	San Francisco's Housing Accelerator Fund offers more flexible money for quick purchase of properties for developing affordable housing: https://www.sfhaf.org/ . In Montgomery County, Maryland, public bond financing is being invested directly into private, mixed-income housing projects, paying directly for affordable units and cutting out the need for for-profit equity investors: https://www.nytimes.com/2023/08/25/business/affordable-housing-montgomery-county.html . In Seattle, where there is also a state pre-emption on inclusionary zoning, the mayor worked with developers on what they called a "grand bargain" where they made voluntary commitments to include a certain amount of affordable units in new housing developments. Minneapolis completely eliminated parking minimums for all developments city-wide in 2019. Asheville, Portland, Flagstaff, Austin, and other cities have passed housing bonds to channel more funds into affordable housing production.	2/7/2024 5:32 PM

Housing Developer Survey

12	I have heard of - but not worked directly with - social equity bonds as a means of supplying capital for project financing.	2/6/2024 3:07 PM
13	Yes! A number of progressive cities better utilize TIF and design their city financing programs to better align with tax credit financing structures. Some cities are less antagonistic at the staff level, and others have a more appropriate balance of neighborhood input and influence.	2/2/2024 8:33 AM
14	More flexible TIF policy or allow Developer Financed TIF for affordable projects. I could go on for hours about how Madison does not use TIF as effectively as neighboring communities.	2/1/2024 6:13 PM

Q14 In your experience, what factors are most important to ensuring the long-term success and community integration of affordable housing projects? How do you measure and ensure ongoing resident satisfaction and community well-being in your housing developments?

Answered: 15 Skipped: 17

#	RESPONSES	DATE
1	Multi-income projects are important to a successful community integration. Turnovers and tenant complaints are good measures of ongoing satisfaction.	2/19/2024 2:52 PM
2	Specifically for the co-ops that I have been involved with, I find that monitoring key indicators of co-op health is essential for long term success. NASCO does interviews with its member co-ops yearly and provides a report that gives an overview of its methodology. https://www.nasco.coop/sites/default/files/srl/The%20Health%20of%20Our%20Sector%20NASCO%202021%20Report.pdf	2/16/2024 10:20 AM
3	Missing middle housing that is spreadout through out a community instead of concentrated, highly marginalized populations all in the same place (i.e. Tree In and Rethke)	2/15/2024 5:55 PM
4	Management. Many affordable housing projects have too many requirements - they can't solve every problem. With the funds available, it is almost impossible to balance everything that is asked for - top notch design and construction, amenities, supportive services, serving vulnerable populations, and energy efficiency/sustainability. Projects are in a position where debt is maximized to support costs, which means a very low operating budget to support long term operations and staffing. Management is key.	2/15/2024 4:50 PM
5	Working closely with neighborhoods, developers, service providers to take the time needed to plan projects more carefully. To do this will require more direct involmnet by the city or planners contracted by the city. consider actually planning projects with the neighborhood by the city (CDA for example) and then soliciting for developers to carry out the development. Affordable multifamily projects should be owned and operated by the nonprofit sector and be maintained as permanent affordable housing whenever possible. to do this the nonprofit sector needs to be strengthened by providing the organizations with access to increased net worth and technical assistance and training	2/15/2024 11:16 AM
6	community room, underground parking, outdoor space, exercise rooms and mixed income levels	2/13/2024 12:35 PM
7	We pride our selves in good management. hence we survey our residents regularly. Management is incentivized (secondarily) to get email addresses from residents and send Lickert surveys after interactions such as s maintenance requests or moveouts.	2/13/2024 10:43 AM
8	The need for more gap funding sources. The cost of quality affordable housing is no different than market-rate housing. Therefore, developing more affordable/workforce housing requires extensive subsidy in order to deliver below market rents. Only 1/3 of 9% competitive tax credit applications are actually approved, which barely scratches the surface of meeting the demand. In the State of Wisconsin only 1/3 of those individuals & families that qualify for affordable housing can find it. The rest are left to spend more (sometimes considerably more) than 30% of their income on housing and can never get ahead. The possibility for owning their own home someday remains permanently out of reach!	2/13/2024 10:24 AM
9	availability of land, and ability to maximize units on the land.	2/12/2024 5:07 PM
10	Transparency and education	2/12/2024 10:36 AM
11	Ensuring long-term affordability (with land use restriction agreements or CLTs) is the way to be sure the project will have lasting impact and that residents won't be evicted at the end of a compliance period. at MACLT we have residents on our board of directors and involved in a committee to give feedback regarding their satisfaction. We also conduct regular surveys.	2/7/2024 5:32 PM

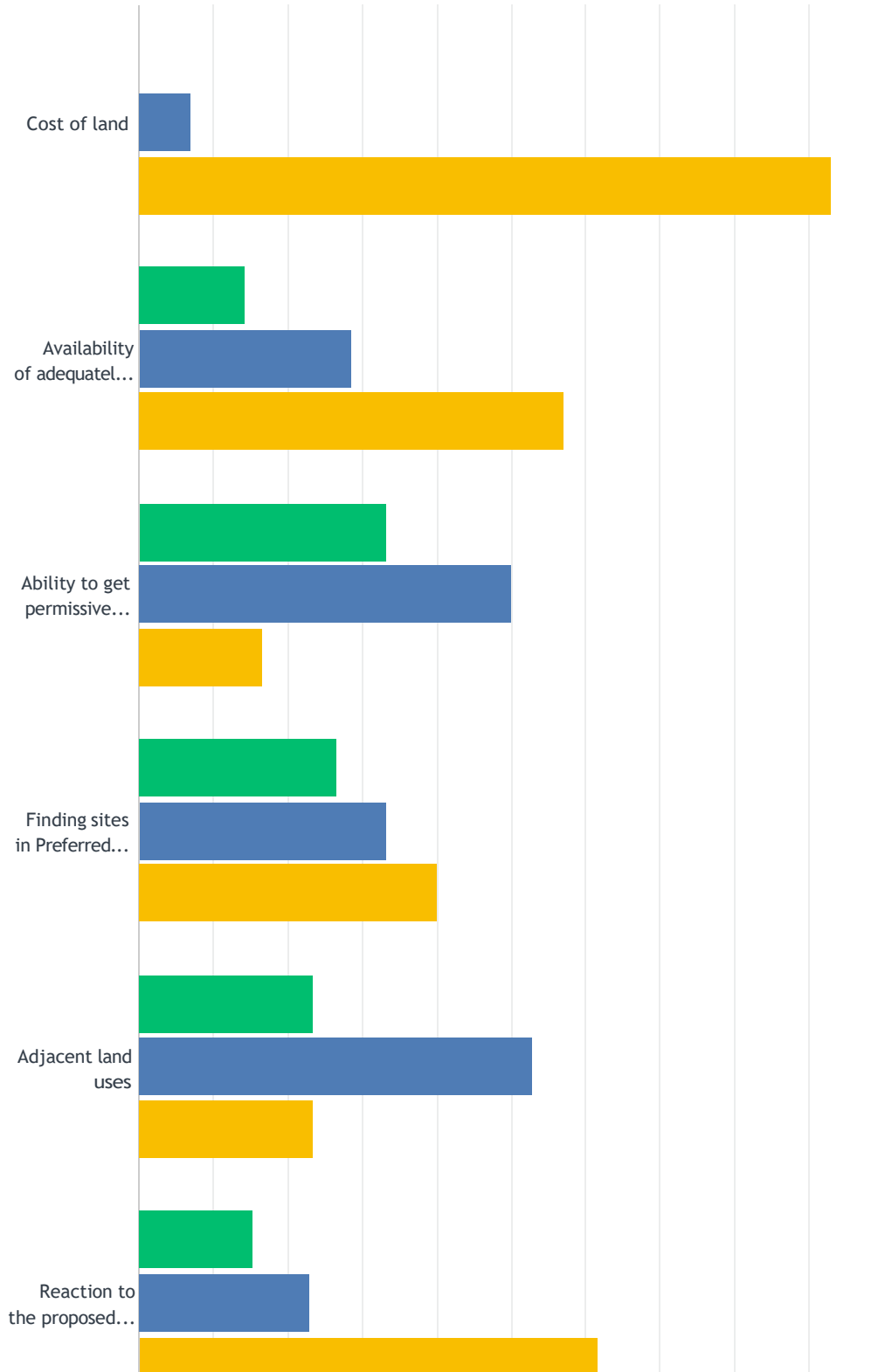
Housing Developer Survey

Having ongoing post-purchase support is essential to the residents' long-term success and satisfaction.

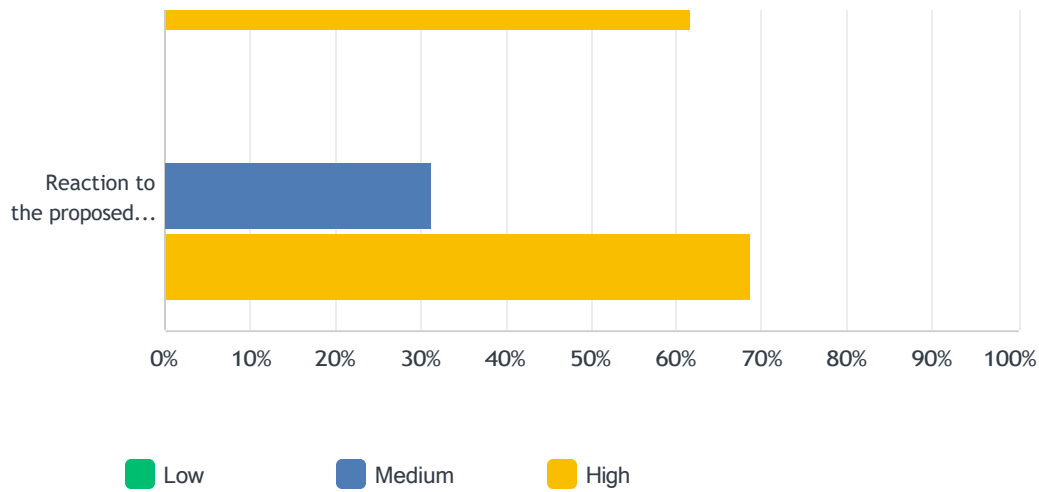
12	Location close to amenities and job opportunities, thoughtful design, and professional and accountable management	2/7/2024 3:17 PM
13	There needs to be the legal/deed provision for long-term affordability, not just a limited compliance period. These projects should also be scaled to a level that they do not create huge concentrations of affordability, but can be interspersed more easily throughout the city on smaller parcels.	2/6/2024 3:07 PM
14	Permanent housing through non-profits who's missions keep the housing affordable instead of losing our investments after 15 or 30 years or through foreclosures/bankruptcies	2/4/2024 11:27 AM
15	Through active property management and asset management and monitoring online reviews.	2/1/2024 6:13 PM

Q15 Please indicate how important (low, medium, or high) the following factors are in identifying sites on which to develop affordable or owner-occupied housing in Madison:

Answered: 19 Skipped: 13



Housing Developer Survey



	LOW	MEDIUM	HIGH	TOTAL	WEIGHTED AVERAGE
Cost of land	0.00% 0	7.14% 1	92.86% 13	14	2.93
Availability of adequately sized parcels	14.29% 2	28.57% 4	57.14% 8	14	2.43
Ability to get permissive zoning in time to meet WHEDA application deadline	33.33% 4	50.00% 6	16.67% 2	12	1.83
Finding sites in Preferred Areas that also score well with WHEDA	26.67% 4	33.33% 5	40.00% 6	15	2.13
Adjacent land uses	23.53% 4	52.94% 9	23.53% 4	17	2.00
Reaction to the proposed use by City staff	15.38% 2	23.08% 3	61.54% 8	13	2.46
Reaction to the proposed use by neighborhood residents	0.00% 0	31.25% 5	68.75% 11	16	2.69

#	OTHER (PLEASE SPECIFY)	DATE
1	Specifically for rehab co-op/missing middle projects, finding properties with some upside and good potential for missing middle, that don't immediately get snapped up by conventional investors.	2/16/2024 10:20 AM
2	SITE CONTROL!!!! It's very difficult to hold on to a property for 1, 2, 3 years or more while waiting for government funding.	2/15/2024 5:55 PM
3	Ability to hold land for 1-2 years	2/15/2024 4:50 PM
4	Both WHEDA and local governments need to consider the issue regarding how they geographically target their resources and devise a different way to do this. For the city carrying out more detailed neighborhood planning in advance rather than leaving that work up to developers would be a good start	2/15/2024 11:16 AM
5	thank you for the great work, City Team!	2/13/2024 12:35 PM
6	Unfortunately, the question only allows one response in each column	2/7/2024 3:17 PM

Q16 What potential partnerships or collaborations between housing developers, local government or non-profit organizations do you think could lead to the production of more housing to serve very low- income households, i.e., less than 30% AMI?

Answered: 17 Skipped: 15

#	RESPONSES	DATE
1	Our mission is workforce housing 50-80% AMI.	2/19/2024 2:52 PM
2	Within the housing co-op space I think working with other local nonprofits for referrals has been really helpful. Co-ops are very affordable and can be a great fit for residents at 30% AMI, providing a supportive community and numerous amenities not found in typical rentals (such as common area furniture and kitchen appliances) that further reduce the cost of living..	2/16/2024 10:20 AM
3	I'm not sure if I have additional thoughts on this. The City and especially the County have done a lot of work in this area and I think it is good. Perhaps helping new supportive service providers get started and/or enable existing ones to grow.	2/15/2024 5:55 PM
4	It would be interesting if developments supported by City affordable housing funds could share service coordination support via a funded position (either within City/County or within a nonprofit, with some City/County support).	2/15/2024 4:50 PM
5	Putting the nonprofits, city and neighborhoods in the drivers seat instead of the developers. The developer's are for the most part transaction based while the neighborhoods are relationship based. Each has a role to play but in the end the relational (human impact) aspect of development is what is truly important. the transactional aspect is just that.	2/15/2024 11:16 AM
6	30% - 60%	2/13/2024 4:17 PM
7	increase in direct funding opportunities	2/13/2024 2:25 PM
8	not an area we have expertise in	2/13/2024 12:35 PM
9	If Madison had additional PBVs available that could be applied for that would be great. Also waivers for fees for affordable housing would be good. See San Antonio's program. Finally, an asset map of NPOs with capacity to provide resident services to developments (with minimal expense to already thin operations) would be so welcome.	2/13/2024 10:43 AM
10	Simply more gap funding sources!	2/13/2024 10:24 AM
11	Again, the issues that we have faced have to do with conflicting guidance and varying levels of support within different city departments. The city could be more deliberate about neighborhood development, pairing community service support with housing support in a very direct, deliberate way.	2/12/2024 5:07 PM
12	Local government led collaborations	2/12/2024 10:36 AM
13	the biggest thing is more \$\$ is needed to reach those incomes, including for supportive services. I do think that to preserve the affordability of these units, permanent affordability restrictions through LURAs or collaboration with the CLT would be a good idea	2/7/2024 5:32 PM
14	A potential partnership might be for some of the architectural, construction, and development firms to commit to projects where they partner with developers of very low-income/supportive housing to drive down costs while integrating best practices in the creation of small to mid-size housing projects.	2/6/2024 3:07 PM
15	Access to more Housing Choice and project based vouchers combined with tax credits	2/6/2024 12:06 PM
16	Stop funding private developers and invest in non-profits who will keep the housing affordable through their mission, may need more support for training nonprofit developers	2/4/2024 11:27 AM

17 Partnerships don't drive housing production developers that take the risk do. To create more units the City needs to tax affordable properties more fairly and local government needs to provide the financial incentives to build 30% AMI units

2/1/2024 6:13 PM

Q17 What additional challenges do you think come with developing housing that is affordable to very low-income households, i.e., those with incomes below 30% of the county median income? What incentives, protections or other measures might be used to help overcome them?

Answered: 17 Skipped: 15

#	RESPONSES	DATE
1	Social services are usually required and necessary onsite. Multi-income developments have proven a history of success.	2/19/2024 2:52 PM
2	Some challenges are simply due to the stresses of having less means. Small emergencies can snowball and become a crisis. Also, financial literacy would help many people. Being unbanked or underbanked can be really expensive.	2/16/2024 10:20 AM
3	I copied you on an email about this, but I think the would be much greater acceptance of tenant-based Section 8 families if basic financial education classes were a requirement of enrollment. Simply giving families a voucher for 70% of their rent does nothing to help them budget and pay the 30% that they owe on their own. Because these are some of the most marginalized families, the tenant portion is frequently delinquent, which is why they are not accepted. Progressives believe in regulation that helps protect the vulnerable. Without finance education, these families are falling prey to check-cash stores the prevent them from breaking out of the cycle of poverty.	2/15/2024 5:55 PM
4	30% AMI units operate at an extreme deficit. Funds need to be provided to offset the loss of debt that is tied to providing those units. Right now funding incentives those units but also comes with many other requirements that add costs.	2/15/2024 4:50 PM
5	for the most part people with very low income often need support to overcome barriers they face. As a result they need access to supportive services of various kinds. Providing these services costs money. if the services are not provided there is often negative impact on the operation of the housing. Integrating very low income people into larger multifamily projects is a positive however if the services needed are not available there are often problems . Consider providing funding to pay for service coordinators as part of project's operating budgets as a way to address this. Property managers are not in a position to provide this kind of service as their role is really to protect the investment not the tenants.	2/15/2024 11:16 AM
6	Inventory and resources	2/13/2024 4:17 PM
7	social services by local providers	2/13/2024 12:35 PM
8	We need to fed to issue more HCVs. Short of that, figure out a weighted method to award greater muni help to more deeply skewed units. also consider mid-level targets (i.e. 25% AMI, 35%AMI etcetra). Fianlly these households often need more access to, or assistance in, obtaining opportunity. Developers would benefit from greater contact with services providers from all sectors.	2/13/2024 10:43 AM
9	Ongoing operational costs associated with serving a vulnerable population. So, in addition to the need for upfront project cost subsidy, ongoing operational cost support is critical for addressing the needs of residents in both family and senior projects.	2/13/2024 10:24 AM
10	na	2/12/2024 5:07 PM
11	Down payment (ownership), percent of income required for housing	2/12/2024 10:36 AM
12	affordability timelines of 99 years, wrap-around support services, quality property management	2/7/2024 5:32 PM
13	The biggest challenges involve: 1) Compliance reporting; 2) Additional public scrutiny & inspections; 3) Availability of appropriate supportive services for residents.	2/6/2024 3:07 PM
14	Very low income often require additional services to provide stability. More and stronger	2/6/2024 12:06 PM

Housing Developer Survey

partnerships with community based organizations.

15	More case managers available to those who want them	2/4/2024 11:27 AM
16	Property tax assessments that ignore state guidelines for affordable housing. City staff.	2/2/2024 8:33 AM
17	Funding for security deposits and co-signors	2/1/2024 6:13 PM

Q18 Do you think the requirements the City places on developers, or developments, in return for City financial assistance, are excessive? If yes, please explain.

Answered: 16 Skipped: 16

#	RESPONSES	DATE
1	No. We appreciate the City's support. The factors that slow down or prohibit development include: Relocation requirements, LURA requirements that do not expire or are not forgiven, Letter of Credit requirements, etc.	2/19/2024 2:52 PM
2	Not necessarily. I think the requirements are high, but the technical assistance provided is also extremely helpful and necessary in meeting those requirements.	2/16/2024 10:20 AM
3	No the requirements are fine. But the implementation of the requirements could be improved.	2/15/2024 5:55 PM
4	Yes. I understand the requirements/incentives to serve very low income and homeless households because the need is great. But operating budgets for these developments do not support the services necessary to support those residents and ensure they remain stably housed. It adds substantial risk to the project. The City does a good job of connecting developers and service providers, but our local service providers and nonprofits are overwhelmed with commitments and can't do the work for free.	2/15/2024 4:50 PM
5	Yes - not well thought out as explained above	2/15/2024 11:16 AM
6	no, they are fine	2/13/2024 12:35 PM
7	Unsure.	2/13/2024 10:43 AM
8	Yes. The requirement of deep rental subsidy and associated coordinated entry requirements tied to an AHF award, limits the number of affordable units a developer can deliver to the marketplace. The city's apparent strategy of tying AHF funding to solutions for or homelessness as well as affordable/workforce is highly problematic. These two needs are mutually exclusive and should have separate funding sources..	2/13/2024 10:24 AM
9	not at all.	2/12/2024 5:07 PM
10	Yes, reporting	2/12/2024 10:36 AM
11	The primary issue I have is the DCR requirements, as explained in a previous answer. I also think yearly income compliance work for rental properties can be harmful and cumbersome. Perhaps income compliance could be completed every 3 years. That way a resident wouldn't be non-renewed so quickly if their income goes up.	2/7/2024 5:32 PM
12	Yes. In return for serving what is often the most challenging population to house, the City offers financing that introduces application barriers up front, with increased reporting & compliance requirements long-term, with little to no equity for the developer.	2/6/2024 3:07 PM
13	Underwriting for TIF is too conservative.	2/6/2024 12:06 PM
14	No - would like to see more oversight once built to ensure units are going to people who need them most	2/4/2024 11:27 AM
15	Yes! There is a real cost to receiving these funds that results in the project realizing a significantly lower benefit due to expensive requirements.	2/2/2024 8:33 AM
16	Incredibly. At the end of the day, the developer is at risk financially and reputationally for these projects and the City seems to be less focused on creating units as it is trying to micromanage how companies operate their businesses and have operated them for decades	2/1/2024 6:13 PM

Q19 What else, beyond the current programs, could the city do to help housing developers overcome the financial barriers associated with constructing income and rent-restricted housing?

Answered: 16 Skipped: 16

#	RESPONSES	DATE
1	Land banking.	2/19/2024 2:52 PM
2	A stipend for predevelopment costs for promising projects would be helpful.	2/16/2024 10:20 AM
3	1. Allow for the timely purchase of NOAH properties. 2. Require Section 8 families to open a free checking account and teach them how to use it so they are not forced to live paycheck-to-paycheck and fall victim to ridiculously high fees and interest rates of check-cashing stores. 3. Tell the City Assessor to provide property tax reductions on affordable housing properties. 4. Ease the intake process to get on the MWE Business list. 5. Create a step-by-step guide, that's EASY to understand, on how to fill out MEURs/CCSR.	2/15/2024 5:55 PM
4	Offer very low-interest predevelopment funding to support the entitlement process; lower the threshold for what is needed for initial entitlement approvals.	2/15/2024 4:50 PM
5	increase coordination with the other funders of affordable housing including Dane County, WHEDA, FHLBC, Etc.	2/15/2024 11:16 AM
6	encourage local employers to support AH efforts through the Dane Workforce Housing Fund run by MDC!	2/13/2024 12:35 PM
7	Expedited permitting would help.	2/13/2024 10:43 AM
8	Fund separate solutions for homeless programs and affordable/workforce housing. These are different populations with different needs and service providers.	2/13/2024 10:24 AM
9	See everything already said re: Alignment of city staff	2/12/2024 5:07 PM
10	recovery of construction cost	2/12/2024 10:36 AM
11	Developing a really robust and well-funded landbanking program that could acquire properties near transit and RFP it out to developers for affordable housing.	2/7/2024 5:32 PM
12	Create incentives or set-asides to make land available for development for developers who are mission-driven to provide rent-restricted and/or supportive housing.	2/6/2024 3:07 PM
13	Remove conditional use requirements.	2/6/2024 12:06 PM
14	Planning process more transparent - materials are difficult to understand and seemingly contradictory at times, there are always surprises	2/4/2024 11:27 AM
15	City staff not being obstacles prior, during and after completion. Consistent property tax assessments that comply with state guidelines. A more efficient tax appeal process that doesn't require litigation to get the city to recognize their errors.	2/2/2024 8:33 AM
16	Come up with a more clear method for assessing and taxing affordable properties	2/1/2024 6:13 PM

Q20 Would you be willing to share a “menu” of your input costs for your developments with the City?

Answered: 15 Skipped: 17

#	RESPONSES	DATE
1	Yes.	2/19/2024 2:52 PM
2	Yes, although this is already on Legistar, as a proforma is required when applying for city funding.	2/16/2024 10:20 AM
3	Sure, but the City requires this anyway for their RFP applications.	2/15/2024 5:55 PM
4	Our developments typically incur \$800k - \$1mm of predevelopment costs before closing, and that assumes land isn't purchased until closing. That is where most of the risk lies. That does not include any costs related to staff time and payroll.	2/15/2024 4:50 PM
5	probably	2/15/2024 11:16 AM
6	yes	2/13/2024 12:35 PM
7	sure. I think we already have.	2/13/2024 10:43 AM
8	Yes. This is essentially required as part of any TIF request or AHF application.	2/13/2024 10:24 AM
9	sure	2/12/2024 5:07 PM
10	yes	2/12/2024 10:36 AM
11	of course! olivia@maclt.org	2/7/2024 5:32 PM
12	Yes	2/6/2024 3:07 PM
13	Don't understand the question	2/4/2024 11:27 AM
14	Yes	2/2/2024 8:33 AM
15	Yes	2/1/2024 6:13 PM

Q21 In your opinion, are there steps the City of Madison could take that that would encourage the production of more condos or townhouses? Briefly describe them.

Answered: 16 Skipped: 16

#	RESPONSES	DATE
1	Townhomes are hard to pencil out in this construction environment, with interest rates and construction costs high. As such, additional financial incentives would be necessary to sway a developer away from multi-family to townhomes.	2/19/2024 2:52 PM
2	I haven't personally developed any condos or townhouses, but would be open to doing so in the future.	2/16/2024 10:20 AM
3	I'm not sure.	2/15/2024 5:55 PM
4	Not the City - state condo law needs to change. Right now the economics and risk incentivize apartments over condos.	2/15/2024 4:50 PM
5	Owner occupied housing of any kind required more patient money as the financing used to produce this housing is structured differently than tax credit financing. The fees associated with for sale homes is directly tied to the cost/value of the units produced so there is very low incentive to produce lower cost owner occupied housing. One thing the city could consider is to provide guarantees to developers who are willing to build and sell for sale homes as a way to help them leverage the construction financing they need. Typically construction lenders of these kinds of projects require that their loans be paid back first and that any developer fee is paid at the end of the projects when the last units are sold. This requires that the developer be able to wait to earn their fee meaning they have enough working capital to cover their costs for a fairly long period. this excludes many would be developers	2/15/2024 11:16 AM
6	None. Barriers exist in financing and construction costs	2/13/2024 2:25 PM
7	provide land for them, they are expensive to make the numbers work	2/13/2024 12:35 PM
8	Make the income band wider. 80% to 140% AMI with down-payment assistance and reduced cost closing costs to increase pool of buyers.	2/13/2024 10:43 AM
9	NA	2/13/2024 10:24 AM
10	sure. thats easy, in terms of resource allocation, but it is not very strategic or tactical, given the limitations the city has re: Funding allocation and who ultimately would qualify for this housing. In essence this is saying that a municipality should subsidize housing for well-off (economically) residents when our lower-income residents continue to face extreme financial pressure when it comes to housing.	2/12/2024 5:07 PM
11	advocate for improved restrictive/townhouse statutes	2/12/2024 10:36 AM
12	If the City partnered with MACLT by providing an initial equity investment in the development process at the beginning of pre-development, that would make construction financing/underwriting much faster and easier, and make funding pre-development costs much easier. MACLT could pay back the City on that initial equity investment after the units are sold. This would be a 0% interest 2 year loan, separate from the long-term subsidy (deferred payment loan) they would additionally provide that would stay more permanently with MACLT.	2/7/2024 5:32 PM
13	This appears to be mostly impacted by financing restrictions that are outside the scope of city control.	2/6/2024 3:07 PM
14	That is a market issue. Not sure what the city could do.	2/6/2024 12:06 PM
15	Anything that reduces the cost to develop. But the reality is that lending requirements dictate whether these types of projects proceed.	2/2/2024 8:33 AM
16	I guess if they provided free land people would build it? It's not my business so i honestly don't	2/1/2024 6:13 PM

have an opinion.

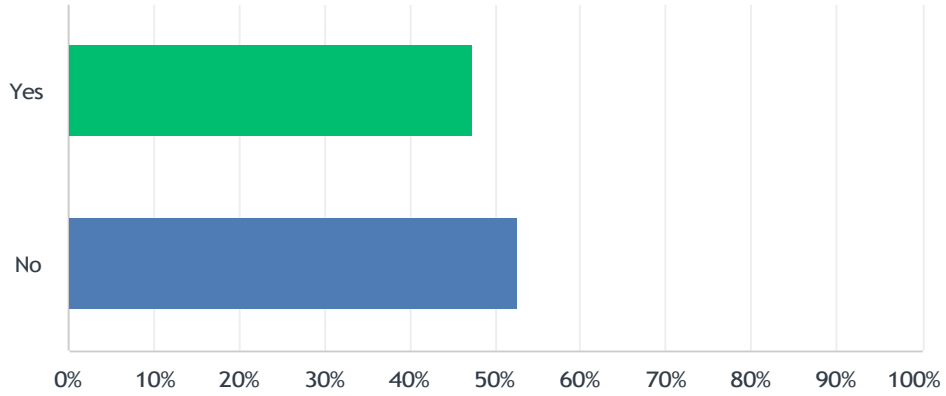
Q22 Are there other barriers to developing single/multi-family owner-occupied housing that you think are significant but might be outside the City's direct control?

Answered: 15 Skipped: 17

#	RESPONSES	DATE
1	Land, Financing, Zoning, Permitting, Relocation, LURAs, pre-development Costs - Those are the largest barriers to development.	2/19/2024 2:52 PM
2	I've gotten feedback from folks in the City's affordable income range who desire to live in affordable cohousing (in Wisconsin, these are typically legally organized as condominiums). Good sites for this are priced for rental development, which provides cash flow while owner-occupied housing doesn't.	2/16/2024 10:20 AM
3	Inclusive zoning would help, but that's under State control.	2/15/2024 5:55 PM
4	See above - state condo law.	2/15/2024 4:50 PM
5	If the city were to own the land and develop the infrastructure for say a subdivision or a townhouse project it would have more control over the kind of housing produced meaning lower cost housing.	2/15/2024 11:16 AM
6	financing and construction costs	2/13/2024 2:25 PM
7	interest rates	2/13/2024 12:35 PM
8	Condo development is the worst of both worlds. Developers are on the hook for warranty related repairs or building failures, but dont have a way to recoup those losses later.	2/13/2024 10:43 AM
9	NA	2/13/2024 10:24 AM
10	all kinds. Preemption, shared revenue issues at the state level are challenging, inconsistent alignment between county funding and city funding cycles or between county and city priorities, and/or lack of alignment between city housing efforts and county funding priorities for human services. Lack of state support for green infrastructure. There are a lot of things that are outside of the city's control/purview.	2/12/2024 5:07 PM
11	no	2/12/2024 10:36 AM
12	hard to find and compete to buy properties (I think landbanking and a housing acelerator fund would help with this)	2/7/2024 5:32 PM
13	The demand for permanent supportive housing so far outstrips supply that it creates an environment that is often toxic to those who do get housed; those few who gain housing are oftentimes overrun by their homeless friends, which in turn jeopardizes their own housing. This speaks only to that specific sector of the housing market, but the impacts are profound (ask MPD).	2/6/2024 3:07 PM
14	Bank underwriting requirements, market conditions	2/6/2024 12:06 PM
15	100% the financial world is not comfortable with owner occupied multifamily of any scale	2/1/2024 6:13 PM

Q23 Thank you for your participation, would you like to be listed in acknowledgements, in the final report:

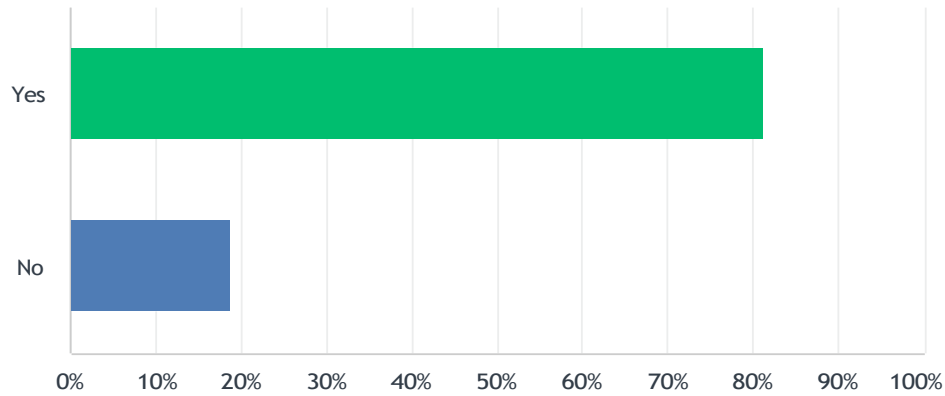
Answered: 19 Skipped: 13



ANSWER CHOICES	RESPONSES	
Yes	47.37%	9
No	52.63%	10
TOTAL		19

Q24 Are you interested in being engaged, and perhaps meeting, with the City's Housing Strategy Committee as it works to formulate recommendations around housing policies?

Answered: 16 Skipped: 16



ANSWER CHOICES	RESPONSES	
Yes	81.25%	13
No	18.75%	3
TOTAL		16

Q25 Please provide the following:

Answered: 13 Skipped: 19

ANSWER CHOICES	RESPONSES	
Name:	100.00%	13
Company (if completed on behalf of business):	100.00%	13
Email:	100.00%	13

#	NAME:	DATE
1	Abigail Wallhaus	2/19/2024 2:52 PM
2	Abby Davidson	2/16/2024 10:20 AM
3	Paul Schechter	2/15/2024 5:55 PM
4	Dave Porterfield	2/15/2024 11:16 AM
5	Lorrie K. Heineamnn	2/13/2024 12:35 PM
6	Sonya Shifflett	2/13/2024 10:43 AM
7	Mike Slavish	2/13/2024 10:24 AM
8	Justice Castañeda	2/12/2024 5:07 PM
9	Steve Hanrahan	2/12/2024 10:36 AM
10	Olivia Williams	2/7/2024 5:32 PM
11	Brad Hinkfuss	2/6/2024 3:07 PM
12	Brenda Konkel	2/4/2024 11:27 AM
13	Jacob Klein	2/1/2024 6:13 PM
1	Madison Development Corp	2/19/2024 2:52 PM
2	Sunny Side Development	2/16/2024 10:20 AM
3	Sunny Side Development	2/15/2024 5:55 PM
4	Movin' Out	2/15/2024 11:16 AM
5	Madison Development Corporation	2/13/2024 12:35 PM
6	Cohen-Esrey Affordable Partners	2/13/2024 10:43 AM
7	Wisconsin Housing Preservation Corp. (WHPC)	2/13/2024 10:24 AM
8	Common Wealth Development, Inc.	2/12/2024 5:07 PM
9	Habitat for Humanity of Dane County	2/12/2024 10:36 AM
10	Madison Area Community Land Trust	2/7/2024 5:32 PM
11	Housing Initiatives, Inc.	2/6/2024 3:07 PM
12	Occupy Madison	2/4/2024 11:27 AM

Housing Developer Survey

15

J T Klein Company

2/11/2024 6:13 PM

#

EMAIL:

DATE

Housing Developer Survey

1	abbie@mdcorp.org	2/19/2024 2:52 PM
2	abby@sunnysidedevelopment.org	2/16/2024 10:20 AM
3	paul@sunnysidedevelopment.org	2/15/2024 5:55 PM
4	dave@movin-out.org	2/15/2024 11:16 AM
5	Lorrie@mdcorp.org	2/13/2024 12:35 PM
6	sshifflett@cohenesrey.com	2/13/2024 10:43 AM
7	msslavish@whpc.com	2/13/2024 10:24 AM
8	justice@cwd.org	2/12/2024 5:07 PM
9	shanrahan@habitatdane.org	2/12/2024 10:36 AM
10	olivia@maclt.org	2/7/2024 5:32 PM
11	bhinkfuss@housinginitiatives.org	2/6/2024 3:07 PM
12	occupymadisoninc@gmail.com	2/4/2024 11:27 AM
13	Jacob@JTKlein.com	2/1/2024 6:13 PM