

Application for Neighborhood and Community Development Funds

Applications should be submitted electronically to the CDD by 12:00 p.m. on the first Friday of the month and will be reviewed by the CDBG Committee on the first Thursday of the following month.

Program Title: Mills Street Apartments Amount Requested: \$ 550,000 (approximately \$128,000 in 2012 Contract plus \$422,000 in Reserve Fund funding requested)

Agency: Movin' Out, Inc. Tax ID/EIN/FEIN: 39-1833482

Address: 600 Williamson Street, Madison, WI. DUNS #: 019470348

Contact Person: David Porterfield Telephone: (608) 251-4446 x 8

Email: dp@movin-out.org Fax: (608) 819-0623

1. **Program Abstract:** Provide an overview of the project. Identify the community need to be addressed. Summarize the program's major purpose in terms of need to be addressed, the goals, procedures to be utilized, and the expected outcomes. Limit response to 150 words.

The project involves redeveloping a new affordable multifamily project on a site currently owned by Meriter Hospital in a joint venture between Movin' Out, Inc. and Gorman & Company, Inc. Movin' Out will be the co-developer and co-owner of the project. The project will consist of 50 newly constructed multifamily housing units on approximately 1 acre of land located at 101-113 Mills Street and 1020 - 1022 Mound Street. The housing will be a mixed income project with 46 units reserved for households with incomes below 60% of median (13 units reserved for HH at 30%, 16 at 50%, and 17 at 60% CMI) and 4 market rate units. There will be a combination of 1,2 and 3 bedroom units plus community space (meeting rooms, resident business offices, leasing office, storage, underground parking and green space). The project is designed to meet the workforce housing needs for the surrounding area. Through affirmative fair marketing Movin' Out will market to households that include someone with a permanent disability as part of the tenant mix for approximately 25% of the units. It will be designed to be highly energy efficient and to meet Wisconsin Greenbuilt building standards. All units will include all new energy star appliances. Units are divided between two buildings on either side of St. James Court. The northern building is 3 stories in height with 15 units. The building to the south is 4 stories tall with 35 units. These buildings may be connected above St. James Court with a skywalk. (please see preliminary site plan attached) The enclosed site and floor plans are conceptual only and can be modified based on comments by Meriter and/or the neighborhood. We anticipate the exterior design and final site/floor plans to be consistent with the Greenbush-Vilas Neighborhood Housing Revitalization Strategy and to incorporate a collaborative process between Movin' Out, Gorman & Company, Meriter, and the community.

2. **Target Population:** Identify the projected target population for this program in terms of age, residency, race, income eligibility criteria, and other unique characteristics or sub-groups.

The project is designed to meet housing needs of working families in the area and to provide affordable and accessible housing options for people with permanent disabilities. Through affirmative fair marketing Movin' Out will be making extra efforts to include households that include someone with a permanent disability as part of the tenant mix.

99 # unduplicated individuals estimated to be served by this project.

50 # unduplicated households estimated to be served by this project.

3. Program Objectives: The 5-Year Plan lists 9 project objectives (A through N). Circle the one most applicable to your proposal and describe how this project addresses that objective.

- | | |
|---|--------------------------------|
| A. Housing – Existing Owner-Occupied | G. Neighborhood Civic Places |
| B. Housing – For Buyers | K. Community-based Facilities |
| C. Housing – Rental Housing | L. Neighborhood Revitalization |
| E. Economic Dev. – Business Creating Jobs | N. Access to Housing Resources |
| F. Economic Dev. – Micro-enterprise | |

This project will meet program objective C. Rental Housing. It meets this by producing a minimum of 11 units with rents that meet the HOME rent level requirements. The project will meet or exceed all required building codes. The amount per unit being requested is \$50,000. The project will exceed all accessibility and energy requirements. The proposed project is consistent with the Greenbush-Vilas Neighborhood Housing Revitalization Strategy. The project will be within the total secured funds to value ratio policy of the City and a minimum of 85% of the funds will be used for project capital costs as defined by the City.

4. Fund Objectives: Check the fund program objective which this project meets. (Check all for which you seek funding.)

- | | | | |
|-----------------------|---|----------|---|
| Acquisition/
Rehab | <input type="checkbox"/> New Construction, Acquisition,
Expansion of Existing Building | Futures | <input type="checkbox"/> Prototype |
| | <input type="checkbox"/> Accessibility | | <input type="checkbox"/> Feasibility Study |
| | <input type="checkbox"/> Maintenance/Rehab | | <input type="checkbox"/> Revitalization Opportunity |
| | <input type="checkbox"/> Other | | <input type="checkbox"/> New Method or Approach |
| Housing | <input checked="" type="checkbox"/> Rental Housing | Homeless | <input type="checkbox"/> Housing |
| | <input type="checkbox"/> Housing For Buyers | | <input type="checkbox"/> Services |

5. **Budget:** Summarize your project budget by estimated costs, revenue, and fund source.

EXPENDITURES	TOTAL PROJECT COSTS	AMOUNT OF CD REVENUES	AMOUNT OF NON-CD REVENUES	SOURCE OF NON-CD FUNDED PORTION
A. Personnel Costs				
1. Salaries/Wages (attach detail)				
2. Fringe Benefits				
3. Payroll Taxes				
B. Non-Personnel Costs				
1. Office Supplies/Postage				
2. Telephone				
3. Rent/Utilities				
4. Professional Fees & Contract Services				
5. Work Supplies and Tools				
6. Other:				
C. Capital Budget Expenditures (Detail in attachment C)				
1. Capital Cost of Assistance to Individuals (Loans)				
2. Other Capital Costs:	\$10,576,833	\$550,000	\$10,026,833	See Attachment C
D. TOTAL (A+B+C)	\$10,576,833	\$550,000	\$10,026,833	

6. Action Plan/Timetable

Estimated Month of Completion
(If applicable)

Describe the major actors and activities, sequence, and service location, days and hours which will be used to achieve the outcomes listed in # 1.

Use the following format:
(Who) will do (what) to (whom and how many) (when) (where) (how often). A flowchart may be helpful.

Action Plan/ Timetable		
Project Activity/ Milestone	Begin	Complete
Site Control	November 15, 2012	January 15, 2012
WHEDA Tax Credit		
Initial Application	November 15, 2012	January 31, 2013
Tax Credits Award Announcement		April 15, 2013
Finalize Project Design and City Approvals	April 15, 2013	August 1, 2013
Close on Financing	October 15, 2013	
Construction	October 15, 2013	October 15, 2014
Marketing/ Rent-up	August 1, 2014	April 1, 2015

7. What was the response of the alderperson of the district to the project?

Have met with alderperson for district 13, Sue Ellingson and described the project and this request for funding. She indicated support for the project and will be assisting us as we work with the surrounding neighborhood to get input regarding the details of planning the project.

8. Does agency seek funds for property acquisition and/or rehab? [If applicable, describe the amount of funds committed or proposed to be used to meet the 25% match requirements (HOME or ESG) with its qualifications.]

- No Complete Attachment A
- Yes Complete Attachment B and C and one of the following:
- D Facilities
 - E Housing for Buyers
 - F Rental Housing and Proforma

Section 42 tax credit equity will provide required match.

9. Do you qualify as a Community Housing Development Organization (CHDO)? (See attachment G for qualifications.)

No Yes - Complete Attachment G

10. Do you seek Scattered Site Acquisition Funds for acquisition of service-enriched housing?

No Yes - Complete Attachment B, C, F, and H

11. Do you seek ESG funds for services to homeless persons?

No Yes - Complete Attachment I

12. This proposal is hereby submitted with the approval of the Board of Directors/Department Head and with the knowledge of the agency executive director, and includes the following:

<input type="checkbox"/>	Future Fund (Attachment A)	<input type="checkbox"/>	Housing for Resale (Attachment E)
<input type="checkbox"/>	Property Description (Attachment B)	<input checked="" type="checkbox"/>	Rental Housing and Proforma(Attachment F)
<input checked="" type="checkbox"/>	Capital Budget (Attachment C)	<input checked="" type="checkbox"/>	CHDO (Attachment G)
<input type="checkbox"/>	Community Service Facility (Attachment D)	<input type="checkbox"/>	Scattered Site Funds Addendum (Attachment H)
		<input type="checkbox"/>	ESG Funding Addendum (Attachment I)

13. Affirmative Action: If funded, applicant hereby agrees to comply with City of Madison Ordinance 39.02(9) and file either an exemption or an affirmative action plan with the Department of Civil Rights. A Model Affirmative Action Plan and instructions are available at: <http://www.cityofmadison.com/dcr/aaForms.cfm>.

14. Non-Discrimination Based on Disability: Applicant shall comply with Section 39.05, Madison General Ordinances, Nondiscrimination Based on Disability in City-Assisted Programs and Activities. Under section 39.05(7) of the Madison General Ordinances, no City financial assistance shall be granted unless an Assurance of Compliance with Sec. 39.05 is provided by the applicant or recipient, prior to the granting of the City financial assistance. Applicant hereby makes the following assurances: Applicant assures and certifies that it will comply with section 39.05 of the Madison General Ordinances, entitled "Nondiscrimination Based on Disability in City Facilities and City-Assisted Programs and Activities," and agrees to ensure that any subcontractor who performs any part of this agreement complies with sec. 39.05, where applicable, including all actions prohibited under section 39.05(4),. MGO."<http://www.cityofmadison.com/dcr/aaForms.cfm>

Signature: Date: 12-7-12 *Claudia Vindler, CPA*
President-Board of Directors/Department Head

Signature: Date: 12-7-2012 *Howard Mandarke*
Executive Director

For additional information or assistance in completing this application, please contact the CDBG Office at 267-0740.

COMPLETE IF PROJECT INVOLVES PURCHASE, REHAB, OR CONSTRUCTION OF ANY REAL PROPERTY:
 INFORMATION CONCERNING PROPOSALS INVOLVING REAL PROPERTY

ADDRESS	ACTIVITY (Circle Each Applicable Phase)	NUMBER OF UNITS		Number of Units Currently Occupied	Number of Tenants To Be Displaced?	APPRAISED VALUE:		PURCHASE PRICE (If Applicable)	ACCESSIBLE TO INDIVIDUALS WITH PHYSICAL HANDICAPS?		PRIOR USE OF CD FUNDS IN BUILDING?
		Prior to Purchase	After Project			Current	After Rehab/Construction		Currently?	Post-project?	
Meriter Mills Street Properties	Purchase Rehab Construct	9	50	3	3 units	\$1,425,500 (current assessed value)	\$12,000,000	\$500,000	N	Y	N
	Purchase Rehab Construct										
	Purchase Rehab Construct										

ATTACHMENT C

CAPITAL BUDGET

Amount and Source of Funding: ***	TOTAL	Amount	Source/Terms** City HOME- Deferred 0%	Amount	Source/Terms** First Mortgage- 6.6% 30 yr Fixed	Amount	Source/Terms** Equity	Amount	Source/Terms**
Acquisition Costs:									
Acquisition	\$500,000	\$26,000		\$113,456		\$380,544		\$0	
Title Insurance and Recording	\$40,000	\$2,080		\$9,076		\$28,844		\$0	
Appraisal	\$11,500	\$598		\$2,609		\$8,293		\$0	
*Predv/pmnt/feasibility/market study	\$5,000	\$260		\$1,135		\$3,605		\$0	
Survey	\$20,000	\$1,040		\$4,538		\$14,422		\$0	
*Marketing/Affirmative Marketing	\$0	\$0		\$0		\$0		\$0	
Taxes during Const	\$50,000	\$2,600		\$11,346		\$36,054		\$0	
Other/Leader/Investor Legal/Accounting	\$111,000	\$5,772		\$25,187		\$80,041		\$0	
Construction:									
Construction Costs	\$6,504,488	\$338,237		\$1,475,942		\$4,690,319		\$0	
Soils/site preparation	\$250,000	\$13,000		\$56,728		\$180,272		\$0	
Const. Period Insurance	\$38,000	\$1,976		\$8,623		\$27,401		\$0	
Landscaping, play lots, sign	\$75,000	\$3,900		\$17,018		\$54,082		\$0	
Financing Costs	\$320,700	\$16,677		\$72,770		\$231,253		\$0	
print plans/specs	\$0	\$0		\$0		\$0		\$0	
Other: demolition	\$100,000	\$5,200		\$22,691		\$72,109		\$0	
Fees: (Impact and utility)	\$27,500	\$1,430		\$6,240		\$19,830		\$0	
Architect	\$150,000	\$7,800		\$34,037		\$108,163		\$0	
Engineering	\$209,000	\$10,868		\$47,424		\$150,708		\$0	
*Accounting	\$8,500	\$442		\$1,929		\$6,129		\$0	
*Legal	\$65,000	\$3,380		\$14,749		\$46,871		\$0	
*Development Fee	\$1,133,232	\$58,929		\$257,143		\$817,161		\$0	
WHEIDA Fees	\$85,735	\$4,458		\$19,454		\$61,823		\$0	
Investor Fees	\$50,000	\$2,600		\$11,346		\$36,054		\$0	
Project Contingency	\$335,000	\$17,420		\$76,015		\$241,565		\$0	
Const. Bond Fee	\$127,905	\$6,651		\$29,023		\$92,231		\$0	
Reserves Funded from Capital:									
Post Const Interest Carry	\$77,285	\$4,019		\$17,537		\$55,729		\$0	
Replacement Reserve	\$211,978	\$11,023		\$48,100		\$152,855		\$0	
Operating Reserve	\$0	\$0		\$0		\$0		\$0	
Other	\$70,000	\$3,640		\$15,884		\$50,476		\$0	
(Specify): Perm. Relocation Costs									
TOTAL COSTS:		\$10,576,833		\$2,400,000		\$7,626,833		\$0	

* If CDBG funds are used for items with an *, the total cost of these items may not exceed 15% of the CDBG amount.

** Note: Each amount for each source must be listed separately, i.e. Acquisition: \$50,000 HOME, \$125,000 CRF.

- D. Does the project include plans to provide support services to assisted residents or to link assisted residents to appropriate services? If yes, describe.

Movin' Out does not develop, own or operate any housing that congregates special needs households or requires any licenses. Our mission is to provide affordable and accessible housing opportunities to households with disabilities in highly integrated settings. We plan to accomplish this through affirmative marketing efforts.

For the households that include people who need supportive services Movin' Out coordinates with other residential support service agencies to ensure those services are available. These proposed tenants receive comprehensive, self-directed, community-based supportive services funded and administered by the Adult Community Services Division of the Dane County Department of Human Services (ACS). Service planning and coordination is undertaken by ACS and its affiliated support brokers and service providers. Each tenant has a support broker who assists the tenant in creating a service plan and budget, identifying service providers, and monitoring and documenting the quality of support delivered. Participants have a range of supportive service providers capable of planning and providing individualized services.

The initial tenants have access to support brokers who help to identify and coordinate supports within the supportive service funding available to the person. The support broker assists the person in developing an individualized person-centered plan. Tenants may choose a support broker from among the support broker agencies that contract with Dane County Department of Human Services.

These tenants are expected to be eligible for supportive services funded by Medicaid waiver and other programs and administered by the Adult Community Services Division of Dane County Department of Human. Prospective tenants are now affiliated or may choose to affiliate with an county-approved agency that meets their needs and choices.

The initial tenants are expected to be eligible for vocational services or adult day services administered by the Adult Community Services Division of the Dane County Department of Human Services. Prospective tenants are now affiliated or may choose to affiliate with a county or managed care contracted agency that meets their needs and choices.

The Dane County Department of Human Services website, <http://www.danecountyhumanservices.org>) provides information on the self-directed services program, supportive service provider agencies, and other community resources. Information about applying for supportive services is available at the intake line at 608-242-6440 or email DDInfo@countyofdane.com or from the independent living center, Access to Independence, <http://www.accesstoind.org>.

RESIDENTIAL RENTAL PROPERTY

A. Provide the following information for rental properties:

Table A RENTAL									
# of Units	# of Bedrooms	Amount of CDs	Use of CD Funds	HOME Units	Rent	Utility Allowance	Gross Rent	Household Income Category	
Income Restricted Units:									
	2	1	\$100,000	See Att. F	2	\$344	\$99	\$443	30%
	3	1				\$640	\$99	\$739	50%
	11	1				\$787	\$99	\$886	60%
	2	1				\$787	\$99	\$886	60% PBV
	2	2	\$100,000	See Att. F	2	\$417	\$115	\$532	30%
	3	2				\$771	\$115	\$886	50%
	6	2				\$949	\$115	\$1,064	60%
	4	2				\$949	\$115	\$1,064	60% PBV
	1	3	\$150,000	See Att. F	3	\$483	\$131	\$614	30%
	10	3	\$200,000	See Att. F	4	\$893	\$131	\$1,024	50%
	2	3				\$1,097	\$131	\$1,228	60% PBV
Subtotal	46		\$550,000		11				
Market Rate Units:									
	1	1				\$850			Market
	2	2				\$1,050			Market
	1	3				\$1,350			Market
Subtotal	4								
Total	50								

B. Indicate how the project will demonstrate that the housing units will meet housing and code standards.

The project will be designed by a licensed architect and engineer who will ensure it meets or exceeds all required codes and building standards.

C. Describe briefly your tenant selection criteria and process.

To identify prospective tenants, Movin' Out engages in affirmative marketing which is intended to reach populations that may not otherwise hear of our housing opportunities. We also use an extensive network among disability related organizations, brokers and local residential service agencies to get the word out that a unit is available. All applicants are required to complete an application and submit income and disability verifications. Each application undergoes a criminal and credit check as well as a review of the applicant's rental history. Attached to this application is a copy of Movin' Out's Tenant Selection Policy.

COMMUNITY HOUSING DEVELOPMENT ORGANIZATION (CHDO) ONLY

A. Please describe how the organization meets the following key criteria:

Yes a. Possesses not-for-profit, tax exempt 501(c) status;

Yes b. Has a board with fewer than 1/3 of its members as public officials;

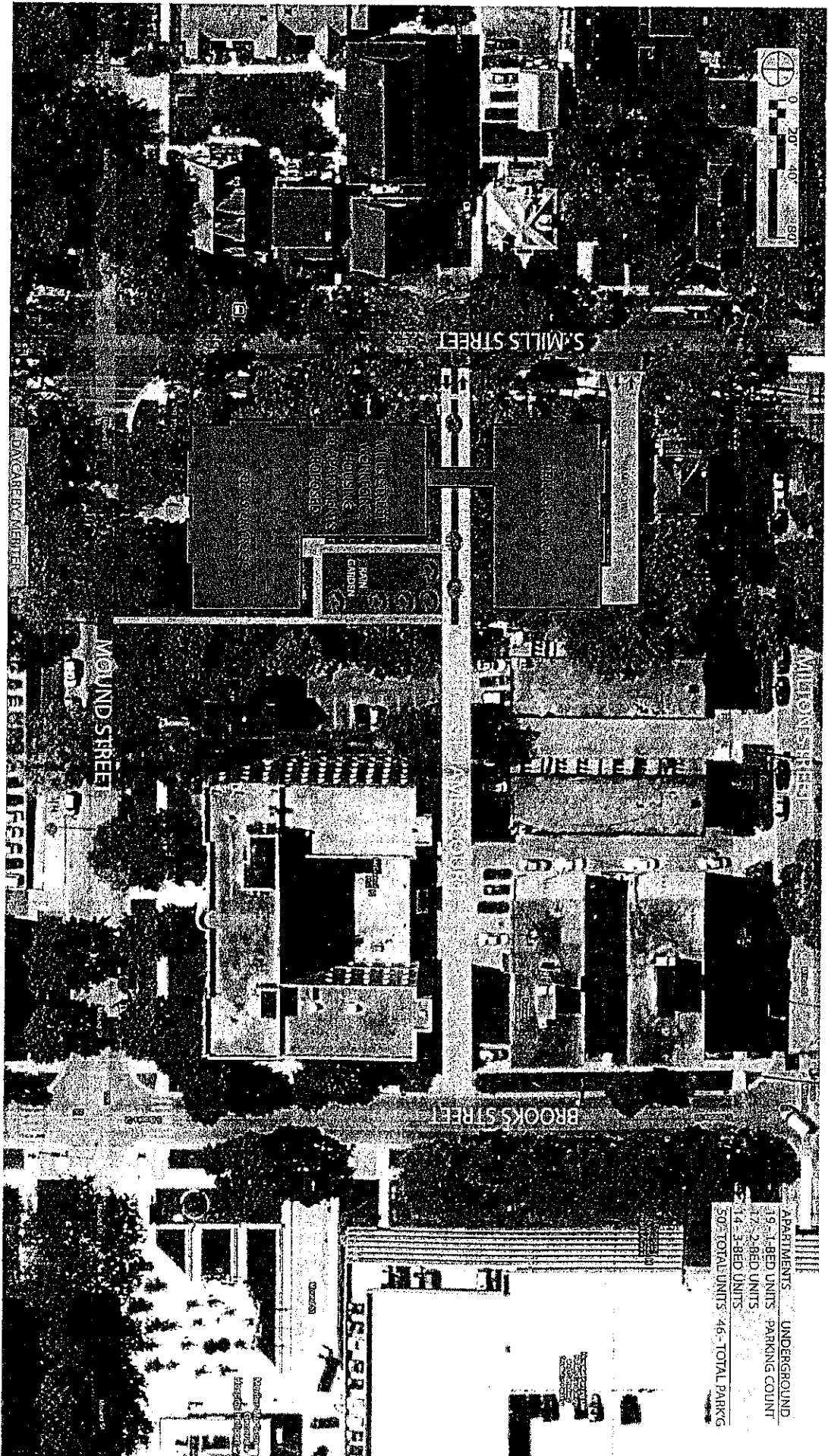
Yes c. Includes provision of affordable housing within its statement of purpose;

Yes d. Includes lower income or lower income representatives for a minimum of 1/3 of its board and includes a means for lower-income participation;

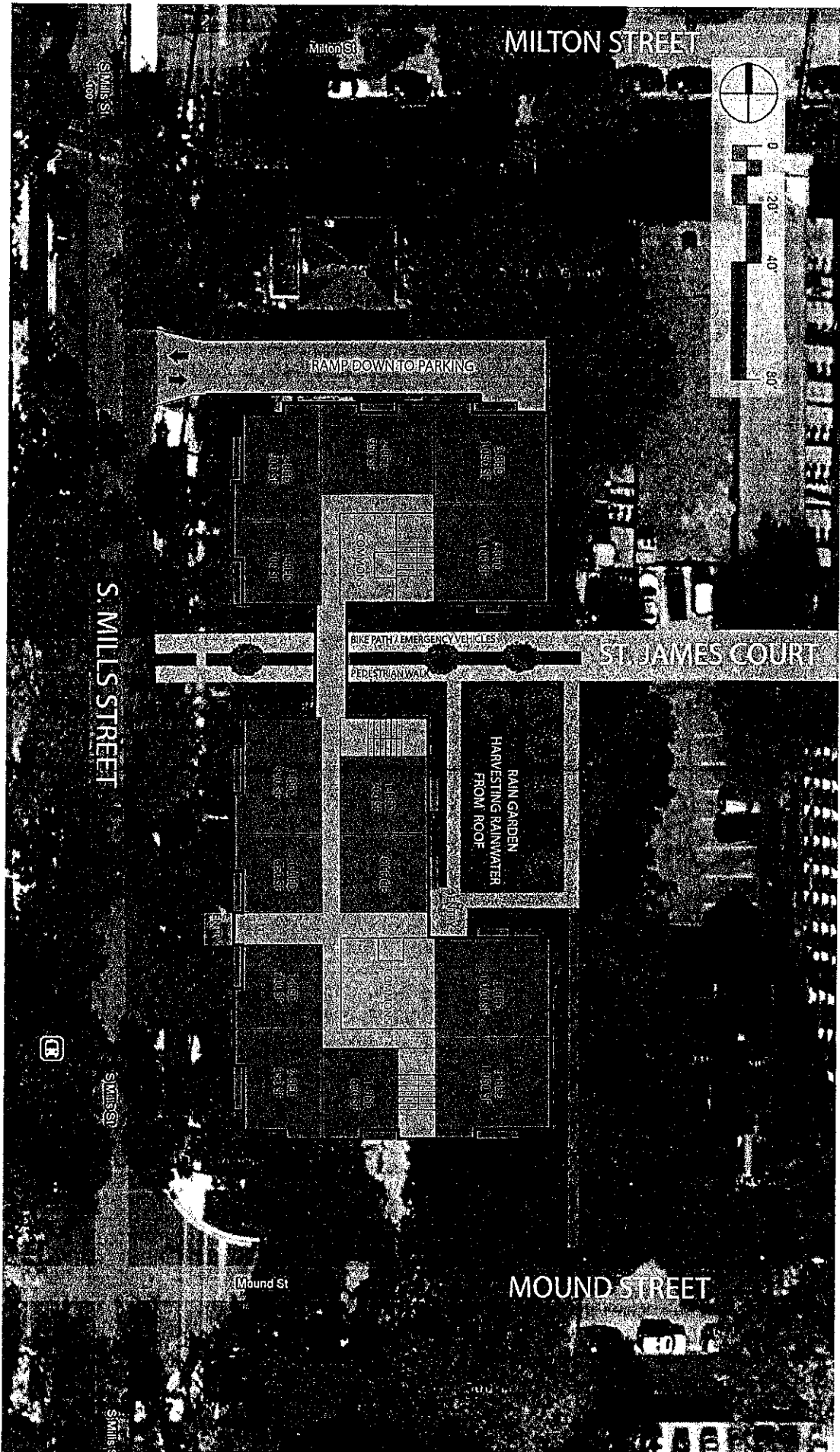
Yes e. Demonstrates its capacity and experience in service the community.

MILLS STREET WORKFORCE HOUSING PROPOSAL

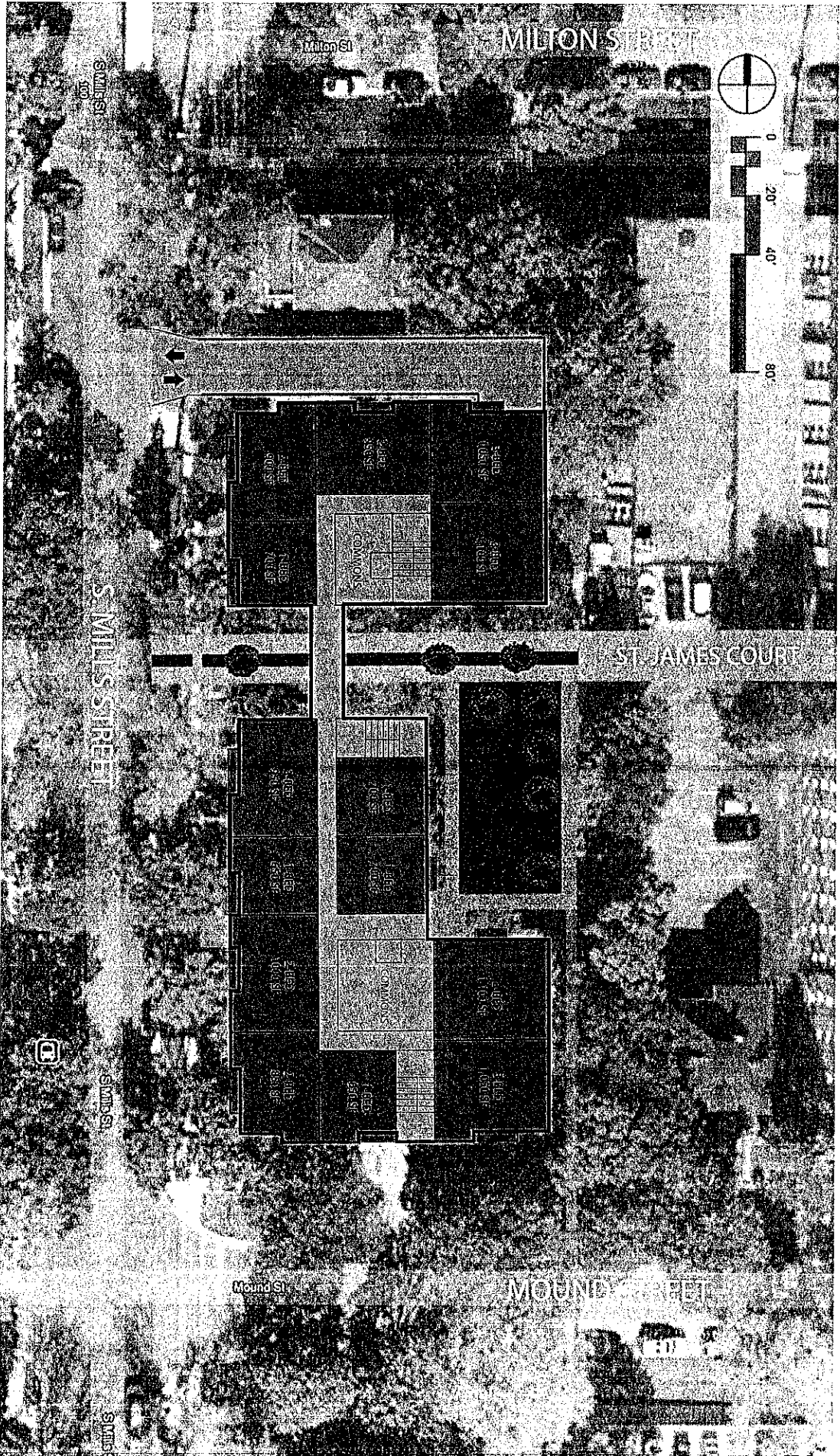
SITE PLAN



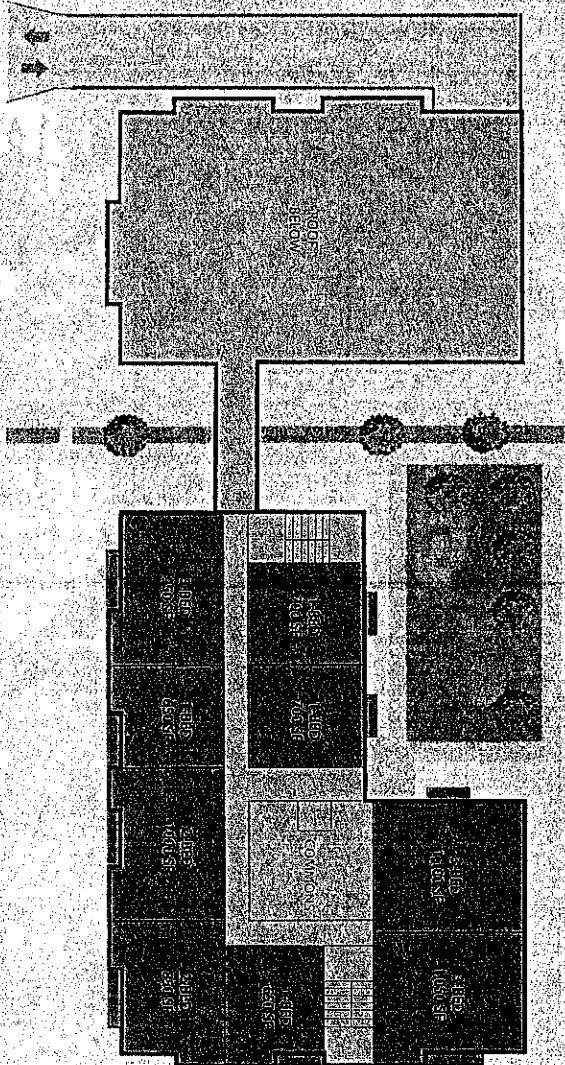
MILLS STREET WORKFORCE HOUSING PROPOSAL
FIRST FLOOR PLAN



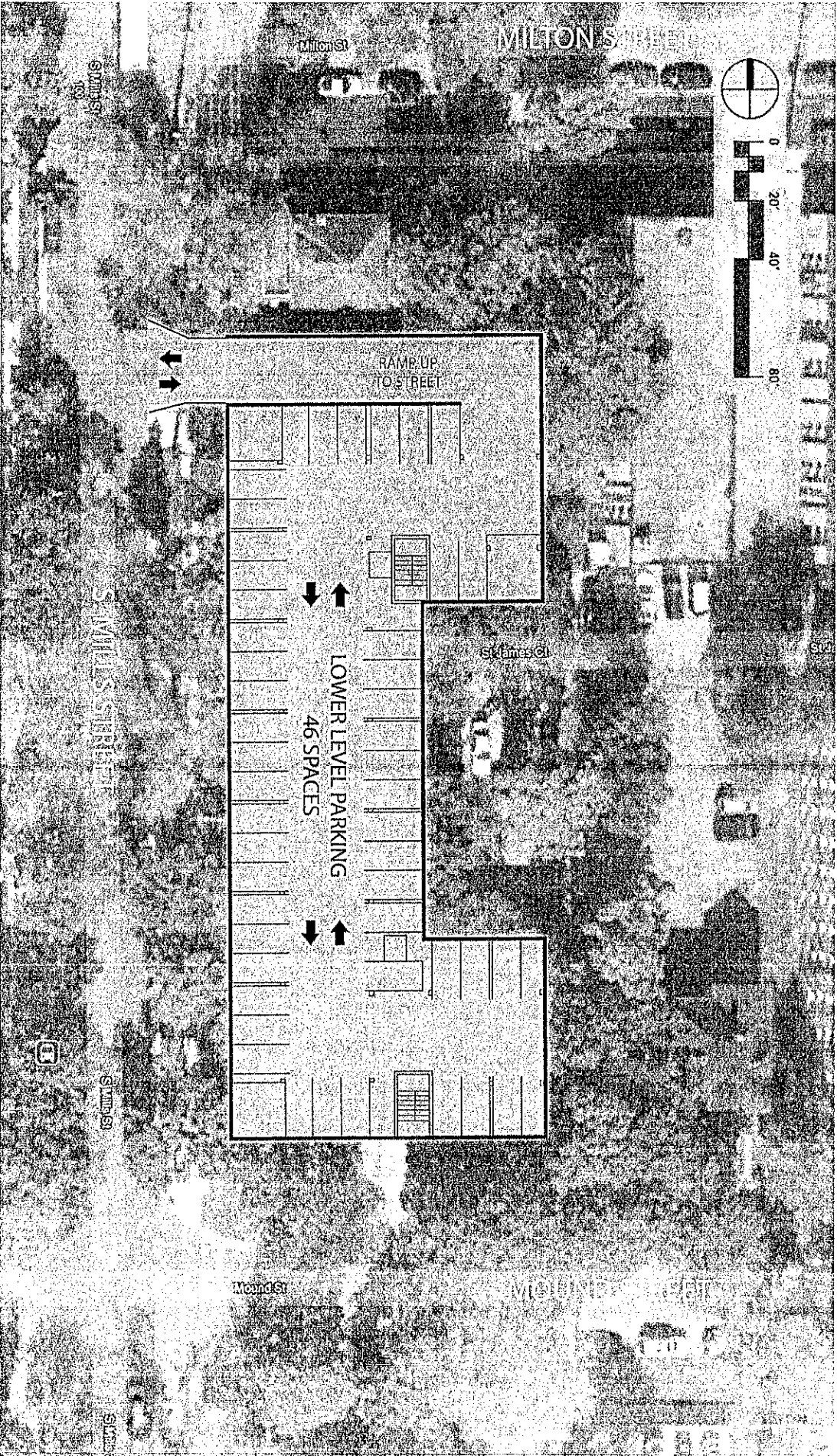
MILLS STREET WORKFORCE HOUSING PROPOSAL
SECOND/THIRD FLOOR PLAN



MILLS STREET WORKFORCE HOUSING PROPOSAL
FOURTH FLOOR PLAN



MILLS STREET WORKFORCE HOUSING PROPOSAL
LOWER LEVEL FLOOR PLAN



Movin' Out, Inc.

Tenant Selection Policy

All Applicants for rental housing will be reviewed based on the following criteria:

1. Eligibility to Rent Unit:

A. Proof of Disability: All applicants must provide proof that at least one member of the household is an Individual with a Disability. "Verification of Permanent Disability" form is available from Movin' Out, Inc.

B. Income Eligibility: All applicants must complete an Income Certification Form to certify that their total annual household income does not exceed the limits established for the unit that the applicant(s) wishes to rent. Income will be verified annually by Movin' Out at the time of renewal of lease.

2. Age:

All applicants must be 18 years of age or older.

3. Occupancy:

Maximum occupancy is two (2) persons per bedroom. The number of unrelated adults living in the unit cannot exceed the number of bedrooms, except in the case of an unmarried couple where evidence to substantiate the relationship is provided.

4. Security Deposit:

The security deposit shall be equal to one-half of one month's rent and *shall be payable with the signed lease*. The security deposit check should be made payable to Movin' Out, Inc.

5. Pet Policy / Pet Deposit:

If applicant's household includes a pet, the following rules apply:

- a) Dog, cat, bird, reptile, fish only.
- b) Birds, fish, and reptiles must be kept in cage or aquarium.
- c) The tenant must provide a sanitary indoor litter box for cats.
- d) Proof of rabies vaccination and pet registration as required by law must be submitted with application.

Size Limit: No pet may exceed thirty-five (35) pounds in weight. Note that if the rental unit is part of a condominium, any size or weight restrictions imposed by the condo association will override the restrictions above.

A Pet Deposit of \$150 must be submitted along with the security deposit (waived for service animals). The Pet Deposit will be refunded when the tenant moves out, minus any damages caused by the pet(s), as determined by Movin' Out.

6. **Parking:**
If applicant reserves a parking space as part of the lease document, applicant must submit a copy of current vehicle registration with the application.
7. **Ability to Pay:**
The tenant will provide reliable evidence of ability to pay the monthly rent or availability of a guarantor who completes the application and signs all the required paperwork prior to the applicant moving into the unit.
8. **Credit:**
An applicant's credit report may be considered. Applicants with significant negative credit may not meet credit requirements. Medically-related credit issues may be considered. An applicant who has had a foreclosure in the past 12 months or has filed bankruptcy in the past three (3) years would be accepted only with the approval of the Executive Director.
9. **Residency / Rental History:**
Tenants must show two years of verifiable residency at current address, and/or at least 12 months of rental or home ownership history. Applicants will not meet the rental history requirements if they have been evicted or are currently in the process of being evicted by a landlord for cause. Applicants will not meet the rental history requirements if they have unresolved debts to a current or previous landlord and/or non-compliance with any terms of the lease and/or community policies (more than two late payments or checks per year returned for insufficient funds would be unacceptable.)
10. **Criminal Background:**
Background checks will be processed on all applicants. Applicants within two (2) years of release from incarceration, parole, probation, or paid fine, or applicants who have been convicted of disturbance of neighbors, violence to persons or destruction of property, drug-related crimes or manufacture or distribution of a controlled substance do not meet the background requirements.

All of the criteria listed above must be met for approval of this application. Copies of the rental agreement and all written rules are available for review by the applicant before application and security deposit are submitted. We reserve the right to modify the criteria for future applications, given that the modified criteria will be applied equally to all future applications.

An Applicant will automatically be denied for the following reasons:

- a) Falsification of information on the rental application;
- b) Convicted of manufacturing or distributing a controlled substance.

Denial of an applicant's application for rental housing by Movin' Out, Inc must be in writing and based on one or more of the above criteria.

11. Additional Criteria

- Additional criteria established by local ordinance will also be included.
- Movin' Out Inc will provide all tenants with at least 30 days notice of any increases in rent.
- Movin' Out does not discriminate against recipients of Section 8 vouchers.

12. Waiting List

- If the number of applicants exceeds the number of available rental units, Movin' Out, Inc. will maintain a written waiting list of approved applicants.
- This list will be reviewed and updated on a quarterly basis by MOI staff.
- When a rental unit becomes available, applicants will be chosen from the list on a first-come, first-serve basis. MOI reserves the right to match rental units with households that are appropriate in terms of size and accessibility needs, giving priority to those with a documented need for comprehensive residential support services.

13. Confidential Information

Movin' Out, Inc. will keep all applicant information strictly confidential. Please note that our funders require us to report demographic information about our applicants and tenants, including race and age. Because we strictly adhere to all Fair Housing laws, *this information is used solely for funding purposes and is not used to make rental decisions.*

Sign below to confirm your receipt and understanding of the above criteria.

I (WE) HAVE READ THE ABOVE AND UNDERSTAND THE CRITERIA ON WHICH MY (OUR) APPLICATION WILL BE APPROVED OR DENIED.

Applicant Signature

Date

Guardian or Other Applicant's Signature

Date



Movin' Out



For more information contact:

Dave Porterfield
Movin' Out
Real Estate Developer
600 Williamson St, L-1
Madison, WI 53703

608/251-4446 x 8
608/819-0623 FAX

dp@movin-out.org
movin-out.org

Information for Developers

Who is Movin' Out?

- Movin' Out is a state-wide nonprofit housing organization. Our mission is to provide affordable housing options to households that include a family member with a permanent disability.
- Movin' Out assists households with both home ownership and affordable rental opportunities.
- Movin' Out provides specialized housing counseling to assist households to create and carry out a housing plan.
- Movin' Out has over 17 years of experience and has assisted over 1,500 Movin' Out home owners and rental tenants.
- Movin' Out partners with other developers to develop housing that includes some units marketed to people with disabilities.
- Movin' Out owns and operates over 250 units of community-integrated, affordable, barrier free rental housing, some in partnership with other developers.
- Movin' Out develops community-integrated housing that does not require licensing for supportive services provided therein.
- Movin' Out does not provide any direct care giving services but does coordinate with other service providers and funders to ensure that all households we assist are able to maintain their housing.

Why partner with Movin' Out?

- Movin' Out provides access to a strong market of stable, high quality tenants.
- Movin' Out has extensive experience in securing housing subsidies (HOME, AHP, CDBG, others) for projects. Movin' Out is certified as a Community Housing Development Organization in five HOME jurisdictions.
- Movin' Out staff has many years of affordable housing development experience and is well-versed in developing LIHTC and HUD Section 811-financed integrated housing projects in partnership with other developers.
- Movin' Out has state-wide long-standing working relationships with Wisconsin county human service and Family Care agencies and will establish and provide ongoing coordination for project supportive services.

How does Movin' Out participate in projects?

In most development projects, Movin' Out participates as a co-developer or co-owner.

- Co-developer: Movin' Out brings valuable resources, expertise, staff capacity and scoring points to the development team.
- Co-owner: Movin' Out brings participation as an eligible 501(c)(3) nonprofit. If structured properly, projects can qualify under the non-profit set-aside and/or earn WHEDA scoring points.

Next Steps?

- As a developer, you know that affordable housing projects take time to plan and develop. The development of affordable supported housing options requires careful advance planning to be successful. Movin' Out works directly with likely future tenants and long-term support service providers and funders. Working with individuals with disabilities, their families, and the long-term support systems takes time and experience to help make plans and commitments for a transition. This time can pay off in the form of rapid lease ups and high quality tenants.

For more information contact:

Dave Porterfield
Movin' Out Real Estate Developer
608/251-4446 x 8
dp@movin-out.org
movin-out.org



Movin' Out



For more information contact:

Howard Mandeville
Movin' Out Executive Director
600 Williamson St, L-1
Madison, WI 53703

608/251-4446 x 3
608/819-0623 FAX

howard@movin-out.org
movin-out.org

Information for Long Term Care Agencies

Who is Movin' Out?

- Movin' Out is a state-wide nonprofit housing organization. Our mission is to provide affordable housing options to households that include one or more members whose disabilities qualify them for long-term support services.
- Movin' Out assists households with both home ownership and affordable rental opportunities.
- Movin' Out provides specialized housing counseling to assist households to create and carry out a housing plan.
- Movin' Out housing counseling complements ADRC options counseling and long-term care individualized service planning.
- Movin' Out has over 17 years of experience and has assisted over 1,500 Movin' Out home owners and rental tenants.
- Movin' Out partners with managed care organizations and Medicaid waiver programs to match affordable, accessible, community-integrated housing with the needs and preferences of people with disabilities.
- Movin' Out has generated over 250 units of community-integrated, affordable, barrier free rental housing, often in partnership with other developers.
- Successful Movin' Out home owners with disabilities live in 67 Wisconsin counties. Movin' Out tenants live in housing located in five counties (with additional locations now in planning).
- Movin' Out develops community-integrated housing that does not require licensing for supportive services provided therein.
- Movin' Out does not provide any direct care giving services but does coordinate with service funders and providers to ensure that all households we assist are able to maintain their housing.

Why partner with Movin' Out?

- Movin' Out provides access to affordable, accessible, stable housing integrated into ordinary neighborhoods.
- Stable housing can contribute to an overall increase in stability in the life of a person who relies on long term care.
- The Wisconsin Medicaid program recognizes the higher costs associated with the provision of residential services in licensed settings and sees the merit in expanding options for people to lease or own their own homes.



- The Americans with Disabilities Act and the Olmstead decision require that we ensure that people with long-term support needs are cared for in their own homes and community settings in the least restrictive and most integrated location to meet the person's needs.
- Movin' Out has extensive experience in securing affordable housing subsidies--an effective strategy to reduce housing costs.
- Movin' Out staff has many years of affordable housing development experience and is well-positioned to work with affordable housing funders and long term support systems to leverage housing resources for people with disabilities.

How does Movin' Out increase housing options for people in long term care?

- Movin' Out can partner with local long term support funders and providers by marketing units in specific projects to people with disabilities.
- Movin' Out housing counselors can provide a wealth of housing information to people with disabilities, their families, and their systems of support. They will facilitate the development of an individualized housing plan.

Next Steps?

- Affordable housing projects take time to plan and develop. The development of affordable supported housing options requires careful advance planning to be successful. Movin' Out works directly with prospective tenants and long-term support service providers and funders. Working with individuals with disabilities, their families, and the long-term support systems takes time and experience to help make plans and commitments for a transition. This time can pay off in the form safe, stable housing managed with a high standard of reliability.

For more information contact:

Howard Mandeville
Movin' Out Executive Director
608/251-4446 x3
howard@movin-out.org
movin-out.org



Movin' Out

David C. Porterfield
Real Estate Developer
Movin' Out, Inc.
Madison, Wisconsin 53703

Employment History:

Real Estate Developer
Movin' Out, Inc.
February 2008 to Present

Responsibilities: Lead staff responsible for developing and operating rental housing stock for Movin' Out, a statewide nonprofit that provides community integrated affordable housing for people with disabilities. Duties include site identification, market analysis, zoning and permitting, construction contracting, construction management, marketing and community relations, financial packaging and property management.

Principal
Porterfield Consulting LLC
March 2008 to Present

Senior Consultant – Community Planning
ICF International
January 2004 to Present

Responsibilities: Provide technical assistance to various communities on affordable housing and community development efforts. Most recent efforts include working on *State of Louisiana Road Home Program* – Participate as part of planning team to assess, plan and implement a financing program focused on providing replacement housing opportunities for people with disabilities displaced as a result of Hurricane Katrina. Currently participating as a member of the policy team for Road Home Small Rental Program.

Development Planning Director
Wisconsin Partnership for Housing Development, Inc.
December 1989 to December 2007

Responsibilities: Led and participated in partnership teams developing housing and providing hands-on technical assistance in housing development to state and local governments and community-based organizations. Responsible for affordable housing development activities including site identification, market analysis, zoning and permitting, construction contracting, construction management, marketing and community relations, financial packaging and direction of development team members. Provides consulting services to design new public and private initiatives to expand resources for affordable housing development. Examples include:

- *The Uplands, Sun Prairie, Wisconsin* – Development and construction of \$21 million mixed-income, mixed-tenure subdivision of 142 homes now under construction. Negotiated with city and county officials, state and federal agencies and property owners to successfully structure purchase and development agreements necessary to carry out the project. Ensured project zoning and permit approvals, Secured financing commitments of grant, debt and equity funds for infrastructure construction, Section 42 tax credit and debt financing for rental housing and construction financing for spec home development. Currently overseeing all building construction and marketing.



Movin' Out

- *Coachyard Square Condominiums, Wisconsin* - Development and construction of (mixed-income 23 unit condominiums project, including 6 homes for people with disabilities. Identified urban infill site for project and assisted with recruitment of development team. Negotiated necessary development agreements and zoning required to carry out development. Ensured timely sale of condos and coordinated use of "green" construction practices and on-site recycling of project waste. Project received a HUD Fair Housing award in 2002.
- *Dane County, Wisconsin Development Fund* – Coordinated designed and submitted Dane County's application to receive federal CDBG and HOME funds as an Urban County and helped negotiate participation agreements with local governments. Coordinated development of consolidated plan and recommended programs for use of the county's \$1.7 million annual allocation.
- *Supported Housing Partnerships* – Provided technical assistance extensively statewide and nationally with groups that seek to expand housing opportunities for people with disabilities included training and consultation on policy development. Established comprehensive housing and service partnerships among government agencies, human service providers and housing developers to assist people with mental illnesses and developmental and physical disabilities, as well as families and individuals who have experienced homelessness to secure permanent affordable supported housing.
- *Training and Policy Development* - Worked with public agencies to redesign state and local human service policy and delivery systems. Conducted training in multiple states focused on housing and development financing for public and private human services agencies to increase supply of community integrated affordable housing with access to long-term care services.
- *Milwaukee Safe Haven* - Designed and established comprehensive supported housing program for homeless people with mental illness. Secured \$7.5 million in federal funds to support safe haven and permanent affordable rental housing and coordinated services for more than 200 individuals.
- *Creation and Technical Assistance for Nonprofit Housing Organizations* - Coordinated groups of volunteers, families and human services professionals to establish two new non-profit housing groups in Dane County Wisconsin. Housing Initiatives provides supported rental housing opportunities for homeless individuals who have mental illness using Shelter + Care, SHP and HOME funding to develop and operate housing. Movin' Out, Inc. provides comprehensive housing counseling and down payment assistance statewide in Wisconsin to homebuyers who have a disability. To date Movin' Out has assisted over 1,300 households in becoming homeowners and created over 200 units of integrated affordable rental housing.
- *Provided Technical assistance in establishing state-wide Community Development Financial Institution* - assisted in the creation of Forward Community Investments (formerly The Dane Fund) a state-wide CDFI which provides financing for affordable housing and economic development projects in Wisconsin.



Movin' Out

Community and Civic Involvement –

- Vice President of the Board of Directors for Wisconsin Initiatives in Sustainable Housing, Inc. a nonprofit organization established through a national demonstration project grant from the Joseph P. Kennedy Jr. Foundation to create a pooled, statewide, nonprofit housing trust which holds and manages housing for the benefit of people with disabilities who need long-term, affordable housing.
- City of Madison Housing Committee -Chair 2008 - 2011
- Federal Home Loan Bank of Chicago Community Advisory Board 1999 – 2002.

GORMAN & COMPANY, INC.

HISTORY

Gary J. Gorman started Gorman & Company in 1984 to develop, syndicate, and manage multifamily housing properties. As it enters its twenty-eighth year, Gorman & Company has become one of the largest and most respected multifamily development firms in the region. Currently Gorman & Company employs 165 people throughout the state of Wisconsin.

Gorman & Company has previously been ranked among the top 20 affordable housing developers nationally by Affordable Housing Finance.



PHILOSOPHY

Gorman & Company works closely with local governments and community groups to help communities meet their development, planning, economic and social goals. Gorman's staff brings a broad range of development, construction and real life experience to the development process and applies those skills to solve problems and help communities bring their plans to reality.



Gorman & Company brings a wide range of development experience to its communities. Its neighborhoods range from upscale condominium communities to mixed-use developments in downtown redevelopment areas. Gorman's unique affordable housing communities offer high quality amenities that serve the creative class, seniors, accessibility-challenged, entrepreneurs, families, and individuals. On the following pages you will find an overview of Gorman & Company's development experience.

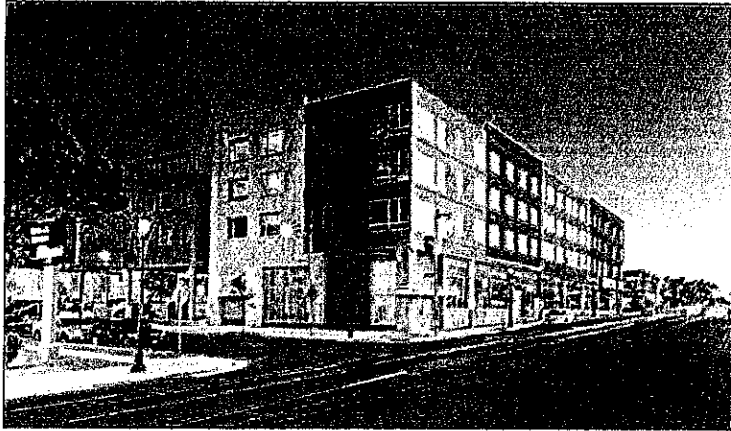
Gorman & Company has developed innovative and catalytic properties in partnership with the Wisconsin communities of Milwaukee, Racine, Kenosha, Madison, Portage, Sheboygan, Evansville, Fond du Lac, Cudahy, Janesville and Wisconsin Dells. Gorman & Company has also completed developments in Moline, Illinois; Gulfport, Mississippi; Tavernier, Florida; and Phoenix, Arizona.

EXPERIENCE

NEW CONSTRUCTION

VILLARD SQUARE GRANDFAMILY MILWAUKEE, WI

Villard Square GrandFamily Milwaukee is a mixed-use development that addresses two strong needs of Northwest Milwaukee – relocation of a neighborhood library that's currently housed in a building that is failing, and housing for families where grandparents are the primary caregivers for their children's kids. Villard Square was recently awarded a national award from Affordable Housing Finance for Best Master-Planned/Mixed-Use Development, The Milwaukee Mayor's Design Award, Public Policy Forum's Project of the Year for Best Public-Private Cooperation, and the 2012 MANDI LISC State Farm Insurance Building Blocks Award for a real estate project that contributed significantly to the enhancement of the community.



PARK EAST ENTERPRISE LOFTS MILWAUKEE, WI

These stylish urban lofts provide entrepreneurially-minded residents with creative space in their units and also unit and project amenities that give them the opportunity to start businesses from their homes. Community amenities include multiple conference rooms, office spaces, copy and media/presentation center, and a library. The development also has a community kitchen, fourth-floor community room with rooftop patio and fireplace, and health facility. This property has helped spur redevelopment of the Park East corridor in Milwaukee and is across the street from Manpower International's new world headquarters. In 2007 Park East received an award of excellence in urban design from Milwaukee Mayor Tom Barrett, received a 2007 WCREW award, was a



large project finalist in the 2007 MANDI awards, and was an Affordable Housing Finance's reader's choice finalist.

BLUE WATER TAVERNIER, FL

Blue Water is a 36 unit development on a 2.7 acre site on Tavernier Key in Monroe County. Gorman & Company teamed with Duany Plater-Zyberk (DPZ), an internationally renowned architectural and planning firm to focus on creating innovative design approach to housing. The team was competitively selected by the Florida Keys (Monroe County, FL) to develop viable workforce housing. The County contributed land, fees and entitlements to the project.

GLENDALE ENTERPRISE LIVE-WORK LOFTS GLENDALE, AZ

Glendale Enterprise Live-Work Lofts is a 28-unit, mixed income development specifically designed to serve the city's downtown workforce as a "live-near-work" development. Gorman & Company, along with ABIL, plans on working closely with Glendale's largest employers to understand their workforce housing needs. The idea, in part, will be to offer Glendale Enterprise Live-Work Lofts as an asset to companies in their efforts to recruit and retain employees. In addition, some of the unit designs, and most of the common amenities, are designed to allow entrepreneurial people to further their work and small businesses.



MOLINE LIVE-WORK LOFTS MOLINE, IL

In the Quad Cities, Gorman & Company created a mixed-use, mixed-income, 69-unit "live-work" development. It is designed to serve up-and-coming entrepreneurs and other members of the region's evolving "creative class." The development is the result of an innovative partnership that includes: the city;



the local Housing Authority; a business-focused nonprofit organization; and three of the region's largest employers. 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.

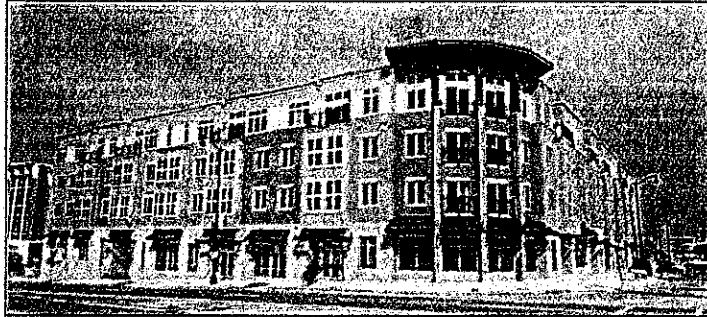
THE LOFTS AT MCKINLEY PHOENIX, AZ

The Lofts at McKinley is 60-unit, mixed-use, affordable development specifically designed to serve independent seniors 55 years and better in the city's downtown core. The Lofts at McKinley is a 3-story, urban loft building. It fronts W. McKinley St. and N. 5th Avenue in downtown Phoenix's historic Roosevelt Neighborhood. It involves a subterranean, podium parking structure with three stories of residential units constructed on top of the podium. Amenities are targeted towards the creative class, with a computer graphics lab, a clay potters room, and a painting studio. This offers unique synergies between the creative class offerings in the Roosevelt Historic Neighborhood.



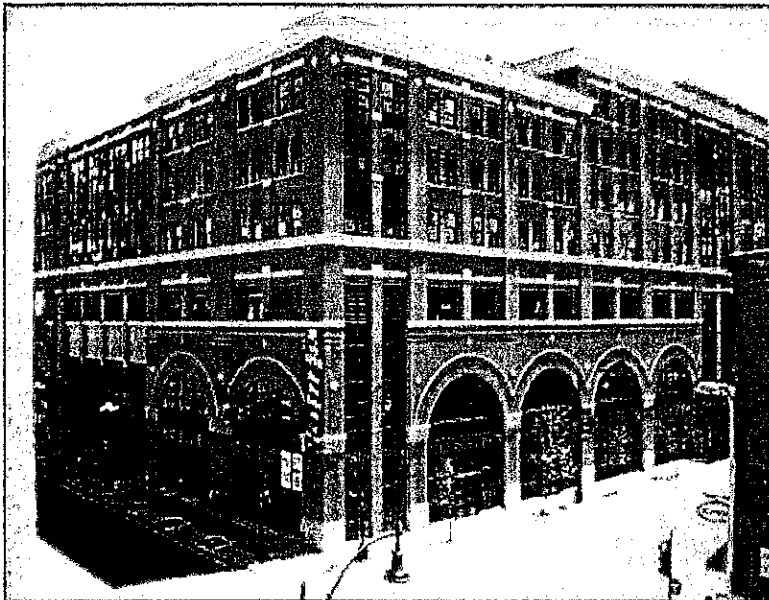
**STATE AT MAIN
RACINE, WI**

State at Main is the northern anchor of Racine's downtown redevelopment. This mixed-use community provides 16,800 square feet of retail, 84 active-adult affordable apartment homes and 23 market-rate condominiums. This multi-faceted development brings a vibrant urban feel to Racine's reemerging downtown. Located across the street from Belle Harbor, State at Main is helping Racine meet its goals of bringing and keeping more people and employment back to downtown Racine. State & Main received a recognition award from Sustainable Racine.



**GRAND RIVER STATION
LA CROSSE, WI**

Grand River Station Apartments is comprised of a number of components which include a transit center, retail, rental housing, and a parking deck. The rental housing component of this development includes 72 units and will be targeted toward artists and entrepreneurs. The design of the units includes live/work



space and project amenities such as a business center, artists' workspace, and an art gallery to cater toward these populations. The first floor transit center serves as a hub for public transportation in downtown La Crosse consisting of 10,000 square feet and also located at ground level. The third floor of the building has a parking deck available to all residents.

ADAPTIVE REUSE OF HISTORIC PROPERTIES

Gorman & Company has successfully demonstrated its capacity to develop affordable housing with both new construction and the adaptive reuse of historic properties. Over the past five years Gorman & Company has become a leader in the region in converting historic buildings into loft apartments. It has successfully partnered with municipalities to convert blighted and run-down buildings into treasured community assets and landmarks. These properties become symbols of community rejuvenation, provide much needed housing for households at a variety of income levels, increase the tax base and boost civic pride. Previous uses of the converted properties include manufacturing facilities, hospitals, schools, warehouses, office space and a theatre. These conversions are anchors for redevelopment throughout these communities and serve as catalysts for further economic development.

SHERMAN PARK SENIOR LIVING COMMUNITY MILWAUKEE, WI

Sherman Park Senior Living Community is a development located in the center of the Milwaukee Sherman Park Neighborhood. Gorman & Company, Inc. has collaborated with the Sherman Park Neighborhood Association and the Milwaukee Department of City Development to create a site plan that will provide for 68 units of senior housing. This development saves a historic neighborhood school (Jackie Robinson Middle School) and provide a much needed catalyst for the Sherman Park neighborhood to maintain its forward momentum.



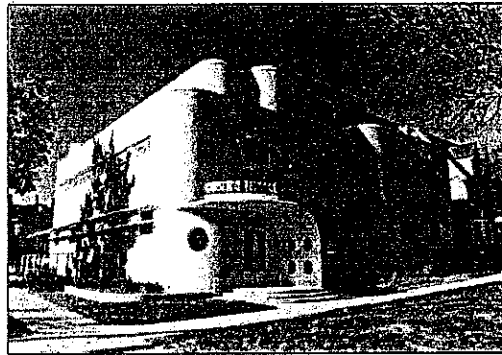
BLUE RIBBON LOFTS MILWAUKEE, WI

Located at 925-945 West Winnebago Street, Milwaukee on the edge of The Brewery redevelopment of the 20-acre Pabst complex, Blue Ribbon Lofts is the former keg house and parking storage facility for the brewer. Gorman & Company's development and architectural teams have worked to design a compelling plan that meets the live-work needs of its artist and entrepreneurial residents. The 95-unit redevelopment will have one-, two-, and three-bedroom units and provide 66 parking spaces. Its amenity rich package includes a fitness center, movie theater and education center, business center, conference rooms, artisan workshop and studio spaces, music studio, and outdoor playground and tot lots. Its location on one of the most prominent hills near downtown ensures that *Blue Ribbon Lofts* will be a legacy landmark to Milwaukee's rich history and bright future.



**QUISLING TERRACE
MADISON, WI**

Preserving a historic neighborhood treasure, Gorman & Company transformed a well-known but abandoned medical clinic near the University of Wisconsin – Madison campus and in the shadow of Wisconsin's State Capitol into 60 art-deco styled lofts.



**OLD MOLINE HIGH SCHOOL LOFTS
MOLINE, IL**

Originally constructed in 1915 and serving as a high school until 1959, the former Moline High School was converted into office space that was poorly maintained. Formerly vacant and subjected to frequent vandalism, the former school has been renovated into 60 loft apartments overlooking the Mississippi River and valley. The development consists of one-, two-, and three-bedroom units that target artists and the "creative class." Amenities in the building are specifically designed to complement this particular lifestyle – art gallery, exercise facility and movie theater. The development targets 20% of its units to households with members who have physical disabilities. The units are designed for greater accessibility through enhanced cabinet and countertop design, roll-in showers, and side-by-side front loading washers and dryers. *Old Moline High School Lofts* was accomplished through a strong partnership between Gorman & Company, the City of Moline, the Moline Housing Authority, and Renew Moline. The City of Moline identified this property as a target for redevelopment, contributed significant funding in the form of TIF, and created and extended an Enterprise Zone to benefit the *Old Moline High School Lofts* redevelopment.



**MAJESTIC LOFT APARTMENTS
MILWAUKEE, WI**

Completed in December of 2004, this 14-story historic building was converted from office space to 135 loft apartments in downtown Milwaukee. Residents enjoy the convenience of downtown life and building amenities including a basketball court, a putting green, game room, cyber lounge, and theatre. Its proximity to the award-winning Grand Avenue Mall was a pioneering affordable rental housing development in the central business district. Residents enjoyed unparalleled proximity to employment, services, restaurants, and entertainment.

KUNZELMANN-ESSER LOFTS
MILWAUKEE, WI

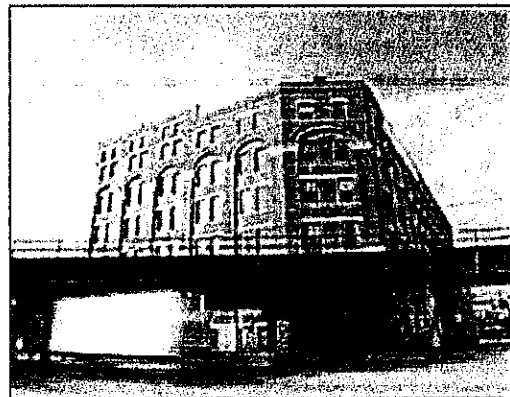
Gorman & Company converted a well-known furniture store in an emerging redevelopment area into 67 live-work artists' loft apartments. The property has unique amenities such as a dark room, wood workshop, painters' studio, pottery kiln, and several gathering places and has made a significant contribution to a neighborhood's renaissance on Milwaukee's near south side. *Kunzelmann-Esser* is a quarterly fixture in Gallery Night, Milwaukee's multi-site focus on artist venues and the works contained therein.

MITCHELL WAGON LOFTS
RACINE, WI

Located in Racine's arts district, this former wagon manufacturing plant was converted into 100 high-quality artist live-work lofts. This development breathed new life into a changing city and is receiving national attention for its instrumental role in assisting Racine's revitalization.

HISTORIC FIFTH WARD LOFTS
MILWAUKEE, WI

Gorman & Company converted a large Romanesque building into 98 large loft apartments with brick and exposed timber finishes - preserving a piece of Milwaukee's history. This development was a catalyst for the economic rejuvenation of the Historic Fifth Ward. The Department of City Development credits it with stimulating 110 million dollars in investment in the area.



GARTON TOY FACTORY LOFTS
SHEBOYGAN, WI

Gorman & Company converted a former toy factory along the Sheboygan River near downtown Sheboygan, WI into 72 large loft apartments. City leaders have credited the toy factory and Gorman's companion *Riverwalk Apartments* as key catalytic contributions to Sheboygan's recent downtown resurgence.

BELLE HARBOR
RACINE, WI

Gorman & Company converted a former grain storage building in downtown Racine and paired that with new construction to create 78 loft apartments. *Belle Harbor*, a former eyesore, is now a proud gatekeeper welcoming visitors to the heart of downtown Racine.

DEVELOPMENT TEAM

GARY J. GORMAN PRESIDENT

After completing his B.A. in Economics and Law Degrees from the University of Wisconsin at Madison, Mr. Gorman began his career as a practicing attorney focusing on representation of developers and real estate syndicators.

In 1984 Mr. Gorman formed a firm for the purpose of developing and syndicating multifamily real estate projects. After the passage of the Tax Reform Act of 1986, Mr. Gorman specialized in the development of affordable multifamily rental communities utilizing the tax credit created by Section 42 of the 1986 Tax Reform Act.

Gorman & Company, Inc. is now a major developer of affordable rental housing as well as historic renovations. The firm has offices in Wisconsin, Illinois, Arizona, and Florida, as well as projects in six states. Gorman & Company, Inc. has in-house design and construction divisions that have successfully completed over \$350 million of new construction and major renovations. Its affiliated property management firm manages over three thousand units.

Mr. Gorman serves as a board member for Catholic Charities and Northern Bankshares, Inc. Mr. Gorman also serves as a member of the Steering Committee for the Housing Credit Group of National Association of Homebuilders (NAHB) and on the Advisory Board for the Federal Home Loan Bank of Chicago. In addition, Mr. Gorman previously served on the Board of Directors for the Madison Area Apartment Association, Credit Bureau of Madison, South Madison Community Development Corporation, and Business Education Partnership.



TOM CAPP CHIEF OPERATING OFFICER

Tom Capp has directed Gorman & Company's real estate development since 1994. Under his direction, the company has focused on urban revitalization, mixed-income housing, historic preservation and the preservation of affordable housing.

Prior to joining Gorman & Company, Mr. Capp was a Senior Associate at Camiros, Inc., an urban planning firm based in Chicago. Mr. Capp is a former public official having served as mayor of Fitchburg, Wisconsin, where he also served as chairman of the city's Planning Commission and chairman of its Economic Development Commission. As executive assistant to Dane County Executive Rick Phelps from 1993-1994, he directed land use and development policy for Dane County (Madison, Wisconsin and surrounding areas).



Mr. Capp has a degree in Economics and Political Science from the University of Illinois at Champaign-Urbana. Tom has served on many industry boards and commissions. He currently serves on the Board of Directors of the National Housing and Rehabilitation Association. In 2007 he was appointed by the White House as a Panel Expert for the Preserve America Summit, an initiative created by executive order to modernize our nation's approaches to historic preservation. He is a frequent speaker and presenter at conferences sponsored by state housing authorities, planning associations, and housing industry groups such as NCSHA, NH&RA, and IPED.

EDWARD (TED) MATKOM
WISCONSIN MARKET PRESIDENT

Ted Matkom has held the role of general counsel and senior development manager over the past two years with Gorman & Company. Ted has a wealth of experience in developing both residential and commercial real estate developments. Ted is a former Village Trustee for the Village of Whitefish Bay, a northern suburb of Milwaukee, Wisconsin and he served five years on board of directors for Menomonee Valley Partners, the non-profit development entity designated to revitalize Milwaukee's Menomonee Valley industrial park. Ted has been practicing real estate law relating to property development for 14 years and specialized in affordable housing.



Ted has a Bachelor of Arts in International Relations and Political Science from the University of Wisconsin-Madison, and a Doctor of Law from Marquette University.

BRIAN SWANTON
ARIZONA MARKET PRESIDENT

Brian Swanton is the Arizona and Southwestern US Market President for Gorman & Company, which specializes in the development of affordable housing, renovation of historic buildings and revitalization of traditional urban neighborhoods.

Mr. Swanton was formerly the President and CEO of Community Services of Arizona, Inc., Arizona's largest non-profit developer of mixed-income housing, where he directed the preservation and construction of over 2,300 units of housing in 29 residential communities across Arizona and successfully refinanced and/or repositioned 1,702 units in the organization's multi-family portfolio. Mr. Swanton also spent 8 years of his career in the public sector, having served as the Housing Development Manager for the City of Scottsdale, as well as other positions in housing and community development with the City of Glendale, AZ, the Arizona Department of Housing, and the City of Quincy, MA.



Mr. Swanton holds a Master of Public Administration and a Bachelor of Science in Urban Planning, both from Arizona State University where he currently teaches graduate and undergraduate courses in housing finance and neighborhood revitalization. Brian is also certified as a Housing Development Finance Professional by the National Development Council.

HANA ESKRA
FLORIDA MARKET PRESIDENT

Hana Eskra serves as Florida Market President for Gorman and Company. Her experience includes more than 18 years of affordable housing development consultation, financial feasibility and packaging, and project management services as well as housing policy analysis and implementation. Ms. Eskra has worked for both non-profit and for-profit housing development organizations as well as for local government and has an operational knowledge of nearly all aspects of affordable housing. She has been directly involved in the development of over \$140 million of affordable multi-family and single-family housing units and has worked with local government officials to create housing policies and procedures that encourage the development of affordable housing in their communities.



Ms. Eskra previously worked for a national non-profit to acquire, recapitalize and rehabilitate a failing low-income housing tax credit portfolio and was Acting Director of Miami-Dade County's Office of Community and Economic Development. In that capacity, she managed 120 employees and oversaw a \$400 million operating and capital budget that incorporated federal, state and local funding for affordable housing. Ms. Eskra has also worked as a technical advisor for a Florida state-wide affordable housing organization providing technical assistance and training to non-profits and local governments and was the Director of Real Estate for the Greyston Foundation, a non-profit community development corporation located in Yonkers, New York. Ms. Eskra has a Master of Public Administration from the University of North Carolina at Chapel Hill and wrote her Master's thesis on the low-income housing tax credit. She resides in Miami, Florida.

DEBBIE DIXON
ILLINOIS MARKET PRESIDENT

Debbie Dixon has over 27 years of experience in the areas of Real Estate Development, Property Management, Asset Management, and Mortgage Banking. Prior to joining Gorman & Company, Ms. Dixon served as Associate Director for NHS Redevelopment Corporation (NHSRC), the direct development arm of Neighborhood Housing Services of Chicago (NHS) for 21 years. During her tenure with NHSRC, Ms. Dixon developed over 200 units of affordable rental housing for low- to moderate income families requiring \$18.7 million in funding, and participated in 8 New Homes for Chicago program projects throughout the City with over 85 homes sold. Under her leadership, NHSRC received the AIA Chicago – Distinguished Building Award and the Richard Driehaus Foundation Award for Architectural Excellence in Community Design for Roseland Ridge, a 40-unit new construction development on South Michigan Ave. Recent efforts over the past 6 years have focused on completing the development of 463 units of senior housing including a "Senior Campus" in Roseland. Other senior developments under Ms. Dixon's tenure with NHSRC were completed in the communities of South Chicago and Wrightwood in partnership with Pathway Senior Living and 3 Diamond Development, representing a total of over \$111.8 million in funding using HUD 202/232, LIHTC, B-Bonds, IHDA Risk Share/Trust Funds, HOME, FHLB, and Energy Grants.



Prior to joining NHS, Ms. Dixon worked in real estate consulting, the mortgage banking industry, and real estate sales for ten years. She previously served Lodestar Development & Management. Services included project feasibility analysis, land acquisition, financing, coordinating closings, and project management. In mortgage banking, her tenure began as a conventional loan underwriter with several promotions to senior management during her service at Capital Mortgage Funding Corporation. Ms. Dixon attended the University of Southern California and National Louis University.

OTHER CORE DEVELOPMENT TEAM MEMBERS

MEGAN SCHUETZ DEVELOPMENT ASSOCIATE

Megan Schuetz serves as Development Associate for Gorman & Company with primary focus on the Illinois and Arizona markets. Since 2006, Ms. Schuetz has worked under the direction of the Chief Operating Officer and Market Presidents in all markets to assist in building Gorman's presence nationwide. Ms. Schuetz coordinates developments from inception through completion including preliminary site research and proposals, funding applications, and due diligence associated with closings. Previous to her employment with Gorman, Ms. Schuetz worked as a marketing assistant and project coordinator at multiple firms in Madison, Wisconsin. She has previously attended the University of Wisconsin-Madison.

NICOLE SOLHEIM DEVELOPMENT ANALYST

Nicole Solheim serves as Development Analyst for Gorman & Company, in the Wisconsin and Florida markets. Ms. Solheim works with the Market Presidents to identify potential projects, secure funding and prepare applications, coordinate real estate closings, and track projects from inception through completion. Previous to her employment with Gorman & Company, Ms. Solheim worked for a commercial real estate development firm and for an economic development nonprofit organization in Madison, Wisconsin. Ms. Solheim has a BBA in Real Estate and Urban Land Economics and a Master's Degree in Urban and Regional Planning from the University of Wisconsin-Madison.

ZACH JOHNSON REAL ESTATE ANALYST

Zach Johnson has worked for Gorman & Company since 2008. In his role as Real Estate Analyst, Mr. Johnson has developed financial models for numerous projects in Gorman & Company's various markets. Mr. Johnson completes the financial budgeting and forecasting process from predevelopment through construction and operations. Mr. Johnson received his degree in Finance from UW-Whitewater. In his spare time, Mr. Johnson serves as a little league coach and volunteers at the St. Mary's Care Center.

OTHER KEY EXECUTIVES

JOYCE WUETRICH DIRECTOR OF ASSET MANAGEMENT

Joyce joined Gorman & Company in 1989 and currently is the Director of Asset Management. She directly supervises the management team for the management portfolio for Gorman & Company, as well as the coordination with the management companies in the markets outside of Wisconsin/Illinois. She is involved in the development process from the management perspective, insuring that developments are designed and built to insure long term sustainability. Joyce is involved in the budgeting, financial analysis, lender and investor relations. She also supervises the Human Resources functions, as well as the Compliance team and is a Certified Occupancy Specialist. Prior to joining Gorman & Company she was the legal administrator for a Madison-based law firm. Joyce holds a degree in accounting from Upper Iowa University and is a Certified Public Accountant.



Joyce is an active member of the Wisconsin Institute of Certified Public Accountants, the Society of Human Resource Management, the Institute of Real Estate Management, the National Multi-Housing Council, Financial Executives International, NAHMA and Wisconsin Commercial Real Estate Women. She has served on various boards in the past, and is currently on the Board of Directors for the Badger Chapter of the American Red Cross.

KATHLEEN BAHMAN DIRECTOR OF SALES AND MARKETING

Kathleen began her career at Gorman and Company in 1995 with the launch of the Condominium Division. As Director of the For Sale group, she has responsibility for all of the condominium and subdivision operations of the company.

Kathie graduated from the University of Illinois at Champaign-Urbana with a Bachelor of Arts in Speech Communications with an emphasis on Public Relations. She has an extensive background in sales and marketing as the Director of Sales and Marketing for a regional hotel developer as well as working for a non-profit association.



Kathie has held various volunteer positions. She is active in the REALTORS Association of South Central Wisconsin and has held positions on the Zoo Benefit Committee, Real Estate Transaction Guide Committee, and the REALTORS Association local convention committee. She most recently served as President of the REALTORS Association of South Central Wisconsin. She serves on the Board of Directors for the South Central Wisconsin Multiple Listing Service.

GENERAL CONTRACTING AND ARCHITECTURE

Gorman General Contractors is a subsidiary of Gorman & Company, Inc. It has constructed 48 multifamily communities. It specializes in construction of "tight sight" developments in downtowns and urban neighborhoods. Gorman General Contractors has often led the way with communities and with State Housing Authorities in establishing higher targets for minority and emerging sub-contractors.

Gorman & Company believes that the best way to ensure high quality and timely construction is to build its own projects. With accountability remaining in-house, it provides a greater attention to detail and is better able to support each construction phase. Gorman has the ability to continually improve its construction practices with each successive development because everything is done in-house.

Because it continues to build superior relationships with strong subcontractors, Gorman & Company is able to achieve top quality results and often finishes its projects ahead of schedule. Gorman & Company's construction team consists of project managers and on-site field superintendents – all of whom daily oversee work in progress. When challenges arise on the job site, Gorman & Company is positioned to quickly resolve issues through close collaboration with its in-house architectural staff.

Gorman & Company routinely conducts construction and design charrettes for its new development projects. These early design meetings include architects, key contractors, engineers, other consultants, management, construction and ownership. By including many disciplines in the design phase, potential construction issues are ironed out on paper instead of in the field. Gorman & Company's architect and architectural technicians keep projects on track by promptly resolving issues that arise in the field.

Emerging Business Enterprise (EBE) Participation

Gorman & Company was the pioneer participant in WHEDA's EBE programs. Since the program's inception, Gorman has been an active participant and the results of Gorman's efforts in this program have been used to set the bar for other developers. Gorman collaborated with WHEDA and Chamness Consulting in a pilot program to raise the level of minority involvement in WHEDA-financed developments. This pilot program focused on Gorman's development of the Majestic, which served as a state model to increase minority participation. Gorman & Company has continued that commitment, often surpassing municipal and WHEDA targets.

RON SWIGGUM
DIRECTOR OF CONSTRUCTION

Ron has over 16 years of experience in project management, encompassing cross-functional projects, price/cost management, budgetary and competitive estimating, coordination of design professionals, space planning, life cycle costing, contract administration, development and training of personnel, strategic business planning, risk management, proformas, staff leadership, P&L oversight, and customer relations. Ron recently directed construction for the largest "Green Communities" Public Housing Authority development to date east of the Mississippi River and is currently overseeing construction GC for an innovative "workforce housing" development in Monroe County, Florida (Florida Keys). Ron also served as Construction Project Manager for award winning Gorman & Company affordable housing development in Glendale, AZ.



BEN MARSHALL
ARCHITECT

Ben has more than 16 years of experience in architectural design and construction administration. He is a registered Architect in Wisconsin and Arizona. His experience encompasses a wide range of commercial and residential building types. Since 2010, he has been the staff architect at Gorman and Company, Inc. specializing in multi-family housing and rehabilitation projects. Prior to joining Gorman and Company, Ben was with a firm recognized as a regional leader in the design of multi-family housing. He has been responsible for architectural design and construction administration for over 600 housing units in the past 7 years.



CHRISTOPHER DEAN
ARCHITECTURAL TECHNICIAN

Christopher Dean began working in the construction industry after training in drafting from the US Army. Chris enhanced his knowledge in Computer Aided Drafting (CAD) at Platt College in San Diego, CA. Before joining Gorman & Company Chris was CAD Manager and Network Administrator for an engineering firm specializing in aquatic recreation. At Gorman & Company Chris contributes above and beyond his CAD duties, incorporating the newest technologies in architectural drafting to provide for a new level of modeling and reporting for estimates.

BRYAN FRASER
ARCHITECTURAL TECHNICIAN

Bryan Fraser has six years of architectural experience in multifamily residential, commercial, and adaptive reuse projects. During his time at Gorman, Mr. Fraser has worked on varied project types ranging from pre-design through construction administration. Before joining Gorman and Company, Mr. Fraser worked for a nationally recognized developer specializing in historic preservation.

PETER MEYER
ARCHITECTURAL TECHNICIAN

Peter Meyer has been a registered architect in Wisconsin for the past 10 years. Mr. Meyer is experienced in design and construction administration of single and multi-family residential and commercial projects in both new construction and rehabilitation. He has been a Project Architect at Gorman & Company since 2011.

PATRICK PATRELLO
ARCHITECTURAL TECHNICIAN

Patrick Patrello has more than 10 years of experience in commercial and residential architectural design. He is a registered Architect in Wisconsin, Illinois, Florida, Michigan and is NCARB certified. His experience includes a wide range of construction types and occupancy classifications including adaptive reuse. Prior to joining Gorman & Company, Patrick worked for the City of Detroit. Previously, he was with an award winning Chicago architecture firm recognized as a leader in the design of mid to high-rise residential and mixed-use developments. Patrick received his Bachelors and Masters of Architecture degrees from the University of Michigan. He is passionate about urban redevelopment.

PROPERTY MANAGEMENT

Gorman & Company formed its management division in 1991. The management company has earned high marks from local communities and state agencies for its professional criteria in resident selection, as well as its capacity to work with complicated compliance issues. Gorman & Company, Inc. manages 38 apartment communities, 35 of which are affordable housing properties.

Gorman's management team has been led over the past three years by Gary Gorman and Joyce Wuetrich. Due to the growth of our management division, as well as the growth of our asset management role outside of Wisconsin, Joyce Wuetrich has been promoted to the Director of Asset Management. Gorman & Company has hired a Controller to assume the financial tasks formerly performed by Joyce, in order to give Joyce the time to commit to the property management and asset management functions. She remains the Corporate Secretary of the Company and will still be an integral part of its leadership team, just with more focus on the management component of Gorman & Company. Joyce has been with Gorman & Company for 23 years and has a strong knowledge and background in the company. She is a certified public accountant, is a Certified Occupancy Specialist, and is involved in the IREM and NAMHA organizations, as well as others. She will continue to supervise the compliance, IT, and HR functions of the company.

The philosophy of the management division is to create an environment where regional managers are accountable for the operations of their portfolio, and property managers are expected to operate their property as a small business within authorized budgets and guidelines. An integral part of this team is the Director of Education, who is responsible for recruitment of qualified team members, as well as training and support for all management operations. The team members are:

LORI M. PURVIS

DIRECTOR OF EDUCATION

Lori Purvis has 23 years of experience in Residential Multi-Family Property Management. Prior to joining Gorman & Company, she was employed by RAM Development where her responsibilities were the day to day operations of condominium conversion/sales. Prior to RAM Lori Purvis was with Equity Residential Properties, the largest publicly traded owner and developer of multi family housing. During her 13 year career with Equity Residential, Lori held many positions ranging from Assistant Manager, Property Manager, Regional Trainer/Mentor and General Manager of 700+ units. Lori holds a Real Estate license as well as a Condominium Association Managers license in Florida. Lori also attended Palm Beach Community College where she received her certification as an EMT/Paramedic. Lori has completed the coursework for the Housing Credit Compliance Professional designation, and also serves on the Real Estate Advisory Board for Madison College.

JAMES R. BUSSE
REGIONAL MANAGER

Mr. Busse received his B.B.A. in Finance and Investment Banking from the University of Wisconsin, Madison. Mr. Busse holds a Certified Property Manager designation from the Institute of Real Estate Management and a licensed Real Estate Broker in the state of Wisconsin. Mr. Busse has over 35 years of development and management experience and is experienced in multifamily, Section 42 and commercial management.

SONJA DROSTE
REGIONAL MANAGER

Sonja Droste has 26 years experience in the management of residential real estate. Sonja oversees all new development lease-ups in addition to being a Regional Manager for a portfolio of 11 properties including Section 8, Tax Credits and new construction. Prior to joining Gorman & Company, Inc. Sonja Droste was a regional manager for Insignia Management Company out of Greenville, SC. overseeing 2800 + units. She was responsible for the Wisconsin, Illinois, Minnesota, Nebraska and Iowa regions. Sonja Droste is a Certified Occupancy Specialist and holds a Wisconsin Broker License.

LAURA NARDUZZI
REGIONAL MANAGER

Laura received her degree in Hospitality Management from the University of Wisconsin – Stout in 1989. She held a number of positions in the hotel industry, including almost 20 years at North Central Group. Her last position at North Central Group was as the Vice President of Operations. She joined Gorman & Company as a regional manager in May 2009, and her portfolio includes our properties in the Racine, Kenosha and Milwaukee areas. Her excellent communication and leadership skills have contributed to significant improvements in her portfolio.

BEN KUEPERS
INFORMATION TECHNOLOGY MANAGER

Ben received his Bachelor's degree from the University of Wisconsin – Stout in Telecommunications Systems. Ben has been involved with Information Technology since his graduation in the spring of 2000. Prior to joining Gorman & Company, Ben was a Systems Engineer for Modern Business Technology. Ben holds many technology certifications including his Microsoft Certified Systems Engineer certificate and his Cisco Certified Network Associate certificate.

The Gorman & Company portfolio had very strong performance in 2011. The portfolio improved its economic occupancy from 92.87% in 2010 to 94.36% in 2011. Physical occupancy for the portfolio improved from 94.4% in 2010 to 96.1% in 2011. The portfolio Debt Coverage Ratio was 1.41 in 2011 which was an increase from 1.26 in 2010. Our WHEDA financed portfolio had an annual physical occupancy of 97.42% in 2011 and an economic occupancy of 96.26% in 2011. During 2011, Gorman also successfully refinanced five tax credit properties with HUD insured financing through the 223(f) program with Berkadia Mortgage. This lowered our debt service on these properties significantly which will result in even stronger operations in 2012.