



City of Madison
CDBG Meeting
for
6702 Odana Road

Merchant Place Senior

Northpointe Development

Who are we?

Northpointe Development Corporation is a real estate development company created for the purpose of bringing revitalization and development to various neighborhoods in the Midwest.

Highly regarded developer and long-term owner.

Vision Statement:

Northpointe envisions vibrant communities that strengthen neighborhoods, enhance livelihoods, respond to the environment, and connect people and places.

Mission Statement:

Provide sustainable housing for communities in a collaborative, honest, and transparent manner.

Marion Road Oshkosh, WI

The Rivers- 60 Unit Senior Affordable
The Rivers II- 40 Unit Senior Affordable
Anthem Lofts- 80 Unit Market Rate



About Selassie Development

- WI Commercial Real Estate Developer
- 9+ years experience allocating Low-Income Housing Tax Credits in Wisconsin
- Certified Occupancy Specialist
- 5+ years experience in both Section 8 and Section 42 compliance monitoring
- Graduate of WHEDA's Annual Developer Training Course
- Member of Madison's Black Chamber of Commerce



SELASSIE DEVELOPMENT

About ACC Management Group, Inc.

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

ACC currently manages a portfolio of affordable housing that includes more than 175 properties and 8500 apartments throughout Wisconsin and Northern Illinois. We have worked with Northpointe Development since 2011 by leasing and managing 27 properties and 1278 apartments.

ACC's experience includes:

- Section 42:
 - 4%, 9%, New Construction, Adaptive Reuse, Veterans, PBV's, AHP, HOME
- Section 8, RAD
- Section 515, Rural Housing
- Working with service partners to provide added benefits to properties

ACC Management Group has established a long history of extraordinary program compliance proven by superior ratings with state and federal agencies, such as WHEDA, IHDA, and HUD.

About Way Forward Resources

Mission: Way Forward brings our community together to create food and housing Security through action and advocacy

Vision: A community where everyone has the stability to thrive

Because what we eat, where we live and our connection to community are key determinants of well-being and health, Way Forward focuses on providing access to these resources for people in our community. Way Forward hosts one of the **largest food pantries in Dane County and provides case management, referrals, and privately-fundraised housing stability assistance** to all low-income residents of the West Madison, Middleton, and Cross Plains communities. Way Forward (previously Middleton Outreach Ministry) has provided services to the west side community for 40 years

Way Forward Resources at Merchant Place Apartments

Service Coordination: A Service Coordinator will be provided by Way Forward and general supportive services will be offered to all tenants including the targeted 30% units and households referred by the Dane County VA and Community-Wide Priority List

Case Management : Way Forward currently has capacity to provide case management to 2-4 households and will provide staff as needed for appropriate case management.

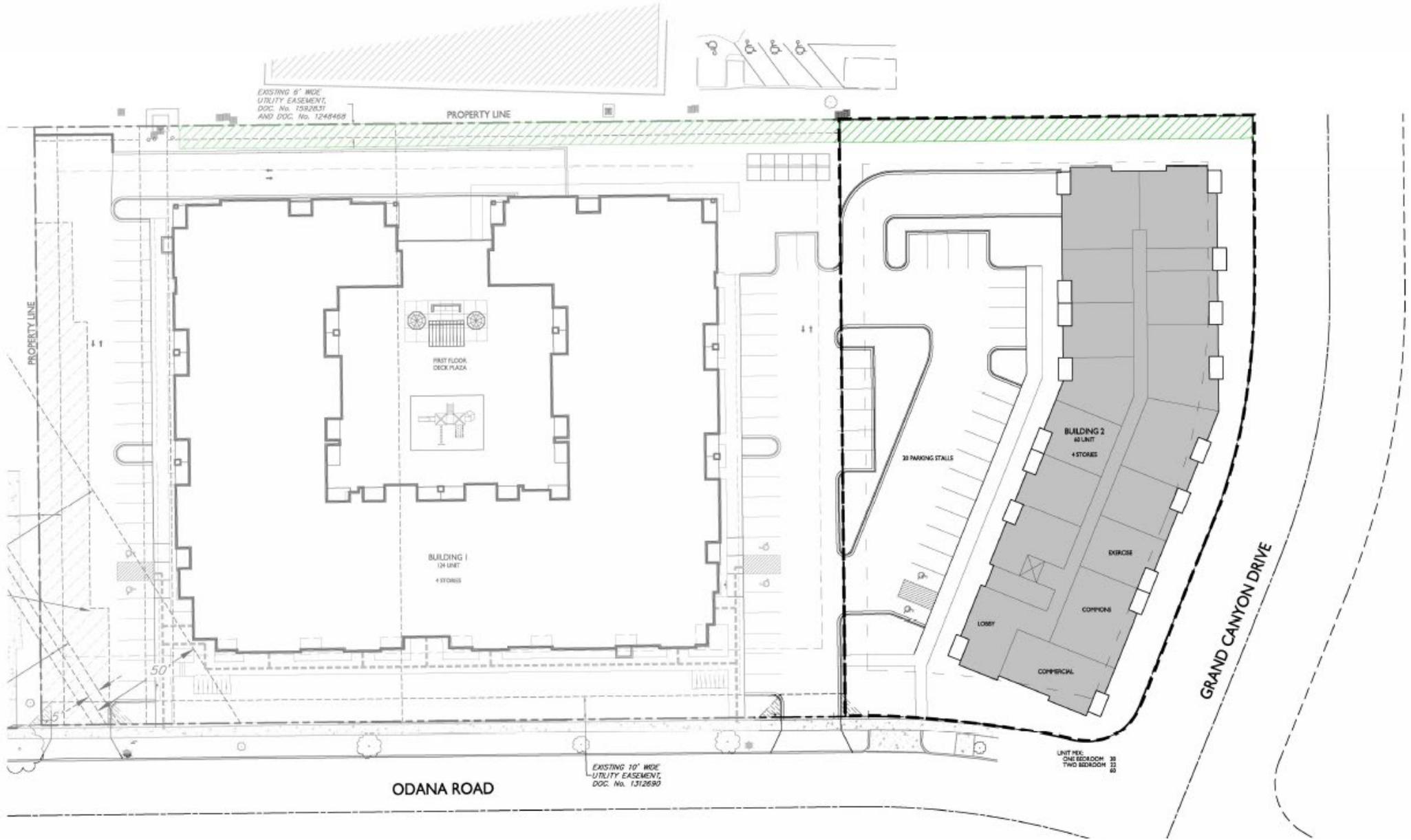
Community Service Facility: Way Forward and Northpointe have agreed to lease approximately 1,000 square feet of first floor office space for \$1 annually at Merchant Place Apartments. Way Forward will use this space for meeting with tenants and other members of the community for case management services as well as provide food pantry services

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ODANA RD





Project Details: Merchant Place Senior

- 60 Units – Senior 55+
 - 38 one bedrooms
 - 22 two bedrooms
- Off-street Parking
 - 45 underground stalls
 - 26 surface
 - 71 total
- Local Team: Connery Construction/ ACC Management/ Knothe Bruce Architects/ Vierbicher Engineering
- Rent and Income Restricted
 - 30-80% of County Median Income

Wayforward resources to coordinate supportive services for residents

Sustainable Development

- Wisconsin Green Built Homes Certification
- Energy Star and EPA Indoor Air Plus Certification
- Will include rooftop solar system
- Stormwater managed on-site

Building Amenities

- On-site management/ controlled entry
- Community room/ fitness room/ parcel room
- In unit washer/ dryer/ dishwasher included
- Picnic area with grilling station
- Bike Parking/ Tenant Storage/ patios or balconies
- Granite countertops/ Stainless Steel Appliances/ LVT Flooring/ patio's and balconies

Merchant Place Senior

Tax Credits and Timeline

- Workforce Housing- meaning housing priced affordably to the workforce in an area
- Northpointe intends to compete for 4% Fed non-competitive Housing Tax Credits from WHEDA
 - Credits are sold to an investor which generates equity for the project.
 - In return for the credits, a portion of the units have income and rent caps
 - Northpointe Development and Selassie will be the long-term owner
- Units targeted to households earning 30-80% of county median
 - \$30,240-\$80,640 two-person households
 - \$37,770-\$100,720 four-person households
- 20% of the units will set aside at 30% CMI. Additionally, 20% of the units will be targeted to veterans and households in need of supportive services.
 - MOU with Wayforward

- Timeline
 - **August 2024-** Neighborhood meeting
 - **November 2024-** Madison Affordable Housing Fund selections
 - **November 2024-** Apply for WHEDA Tax Credits
 - **May 2025 -** Acquire site and Construction begins
 - **February 2026-** Lease up
 - **July 2026-** Occupancy/ move-in

Merchant Place Senior

Unit Mix & Sources and Uses

<u>INCOME</u>	<u>Unit Type</u>	<u>Units</u>			
<i>30% CMI</i>	1 Bedroom	9		First Mortgage	\$5,655,000
	2 Bedroom	3		FED LIHTC Equity	\$8,019,326
<i>50% CMI</i>	1 Bedroom	17		City of Madison AHF	\$2,500,000
	2 Bedroom	7		Dane County AHDF	\$2,400,000
<i>80% CMI</i>	1 Bedroom	12		Deferred Developer Fee	\$1,301,829
	2 Bedroom	12		TOTAL SOURCES OF FUNDS	<u>\$19,876,154</u>
		<u>60</u>		Construction & Acquisition	\$14,949,528
Gross Rental				Construction Contingency	\$683,726
				Architectural & Engineering	\$281,400
				Interim Construction Costs	\$835,000
				Financing Fees & Expenses	\$100,000
				Soft Costs	\$2,596,500
				Operating Reserves	\$430,000
				TOTAL USES OF FUNDS	<u>\$19,876,154</u>

Merchant Place Senior

Summery of Benefits and City Priorities

- Mixed-use site plan
 - First Floor Commercial Space
 - Planned to lease to White House Shop Business or local non-profit
- Innovative plan to maximize corner island parcel, operating efficiencies, and supportive services
- Permanent affordability
 - Northpointe has offered to meet this priority over the past three cycles. One of the few/ only developers to do so.
- Excellent Proximity to Amenities
 - Near BRT and multiple bus lines
 - Grocery, retail, health care
 - New walking path to connect to Mineral Point and Grand Canyon
- Preferred TOD Development Area
- Significant Sustainability Features
 - PV Solar- approximately 75kw
 - Energy Star New Construction and EPA Indoor Air Plus Certified.
- Minimum 50% of the units ADA or convertible to ADA
- 20% of the units at 30% of CMI
- Experienced Property Manager
- Integrated Supportive Housing
 - Partnership Wayforward to provide on-site service coordination and services
 - Housing individuals and families currently on the Coordinated Entry List
- Local Co-development and co-ownership by an emerging BIPOC developer



LOOKING NORTH















Questions?

Sean O'Brien

Northpointe Development Corporation

sean@northpointedev.com

608-334-5665

Sam Haile

Selassie Development, LLC

selassiedevelopmentllc@gmail.com

608-669-0994



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