



August 28, 2025

Matt Frater
Community Development Specialist
City of Madison Community Development Division
215 Martin Luther King, Jr. Blvd., Suite 300
Madison, WI 53703-3348

Re: 1 S Franklin Affordable Housing Funds 2025 RFP

Dear Mr. Frater,

Wash Franklin, LLC c/o Bear Development, LLC ("Bear") is applying to the City of Madison's 2025 Affordable Rent Housing Development: Tax Credit RFP for the new construction of 223 housing units. The site is located at 1 S Franklin Street (formerly known as 501 E Washington Avenue, pending address change through the development permitting process) and is located in the preferred transit-oriented development area identified in the RFP. The site is in a prominent downtown location only a few blocks from the Capitol. The proposed development includes the redevelopment of the former WMC Headquarters into a single seven-story building containing a lower-level parking garage with residential units and amenity space above. The project will provide much-needed housing along a major corridor and is close to many of the City's amenities including the BRT.

Bear has developed 4,000+ housing units across the Midwest over the past decade. Recently, Bear completed another downtown project at 402 West Wilson Street and is under construction on The Intersect at 808 Melvin Court. Bear Development is part of the Bear Real Estate Group of companies which includes Bear Property Management, Inc (Property Management) and Construction Management Associates, Inc (General Contractor) who will be involved in the development. The development team also includes several organizations who bring local expertise including JLA Architects as the architect, JSD Professional Services as civil engineer and surveyor, and Dane County Veterans Service Office ("DCVSO") & the local HUD-VASH office as the supportive service partner through the referral network described in the application for the five units set aside for homeless veterans.

The project development team in a collaborative effort met with stakeholders including Alders Marsha Rummel (former district alder) and Davy Mayer (current district alder), city staff, Development Assistance Team (DAT), Urban Design Commission (UDC), and the Capitol Neighborhood Association throughout the entitlement process. Neighborhood feedback has been critical in creating a successful building that integrates into the community. The Urban Design Commission approved the design in June of 2025, and the Landmarks Commission determined the site does not have historic significance allowing for the approval of the demolition permit which ultimately allowed for the approval of the conditional use permit. The development has also committed to WHEDA's net zero stretch goals and will be certified NGBS Green + Net Zero and will provide a green roof. Several other environmentally conscious energy efficient features will be included such as windows with lower U-Factors, Energy Star ranges and bath fans, Watersense certified fixtures, high efficiency furnaces amongst others.



As evidenced by the conditional use permit approval, the proposed development is consistent with the *City of Madison Downtown Plan* by creating new housing on underutilized non-historic site and will further increase the affordable & workforce housing stock in the City. By providing 223 units targeted towards households earning 30-80% of the area median income, the development increases the range of quality housing options. The conditional use permit, demolition permit, and certified survey map allowing for the development were approved by Common Council in July of 2025, and construction is anticipated to start in the first quarter of 2026 with an anticipated construction period of approximately two years.

All of the 223 housing units will be income restricted and targeted toward households earning 30%-80% of the area median income of which 151 units will targeted towards households earning at or below 60% AMI. The development will bring 24 units targeted towards 30% AMI units. Five (5) units will be hard set aside for veterans experiencing homelessness or are at risk of experiencing homelessness and set aside units at or below 50% AMI. Bear Property Management will oversee leasing and daily operations of the development after construction completion and will work with DCVSO and HUD-VASH to establish a referral network and waitlist for the five hard set aside units. DVCVO and HUD-VASH will provide case management and ongoing support to the target population onsite in accordance with their policies. Please see the attached memorandum of understanding and details on the supportive services plan within the application.

The development team has successfully secured tax-exempt bond volume cap and non-competitive 4% low-income housing tax credits from WHEDA which is necessary for financial closing, providing a distinct competitive advantage over other projects that may not have a bond volume cap allocation. WHEDA's recently implemented policy limits tax exempt bonds for 4% non-competitive projects to \$200 million annually across the state. Tax Incremental Financing has also been approved by the City's common council, and a term sheet has been executed providing additional gap financing to the development. Bear is currently working with several LIHTC syndicators and lenders to align the most competitive combination of debt and equity for the development and the City AHF funds are a critical piece in completing the capital stack.

With the conditional use permit approval in hand and site plan verification process underway, this project will be "shovel-ready" as the City AHF award process finalizes providing a unique opportunity to make an immediate impact by providing funds the help close the financial gap on this project. The development team is excited about the prospect of providing much-needed quality affordable housing to a prominent location downtown. We look forward to working with your team and should you have any questions, please feel free to contact me at any time.

Sincerely,

A handwritten signature in black ink, appearing to read "NO", is written over a horizontal line.

Nick Orthmann
Project Manager
Bear Development, LLC

Application for 2025 Affordable Rental Housing Development: Tax Credit Development (AHF-TC) RFP

This application form should be used for proposals to Affordable Rental Housing Development: Tax Credit Development in the 2025 application cycle. See RFP for deadline and submission instructions.

Key Information:

Lead Applicant/Developer:	Wash Franklin, LLC c/o Bear Development, LLC ("Bear")		
Name of Development:	1 S Franklin		
Site Address:	1 S Franklin St fka 501 E Washington Ave	Amount of Funds Requested:	\$5,000,000
Total Number of Units:	223	Number of Units 60% AMI or less:	151
LIHTC Application Type:	<input checked="" type="checkbox"/> 4% only <input type="checkbox"/> 4+4% <input type="checkbox"/> 9%		
Mailing Address:	4011 80 th Street, Kenosha, WI 53142		
Telephone:	262-308-2656		
Admin Contact:	Nick Orthmann	Email Address:	northmann@beardevelopment.com
Lead Project Contact:	Nick Orthmann	Email Address:	northmann@beardevelopment.com
Financial Contact:	Nick Orthmann	Email Address:	northmann@beardevelopment.com
Website:	beardevelopment.com		
Legal Status of Maj. Owner:	<input checked="" type="checkbox"/> For-profit <input type="checkbox"/> Non-profit		
Federal EIN:	33-4589392	SAM/UEI #:	*
		* If seeking federal funds	

AFFIRMATIVE ACTION

If funded, applicant hereby agrees to comply with the City of Madison Ordinance 39.02 and file an Individual Developer Affirmative Action Plan with the Department of Civil Rights. A Model Affirmative Action Plan and instructions are available at <https://www.cityofmadison.com/civil-rights/contract-compliance/affirmative-action-plan/individual-developers>.

LOBBYING RESIGTRATION

Notice regarding lobbying ordinance: If you are seeking approval of a development that has over 40,000 gross square feet of non-residential space, or a residential development of over 10 dwelling units, or if you are seeking assistance from the City with a value of over \$10,000 (this includes grants, loans, TIF, or similar assistance), then you likely are subject to Madison's lobbying ordinance, sec. 2.40, MGO. You are required to register and report your lobbying by registering with the City Clerk's at <https://www.cityofmadison.com/clerk/lobbyists/lobbyist-registration>. Please consult the City Clerk for more information. Failure to comply with the lobbying ordinance may result in fines of \$1,000 to \$5,000.

CITY OF MADISON CONTRACTS

If funded, applicant agrees to comply with all applicable local, state and federal provisions. A sample contract that includes standard provisions may be obtained on the Community Development Division Funding Opportunities Website for this RFP. If funded, the City of Madison reserves the right to negotiate the final terms of a contract with the selected agency.

SIGNATURE OF APPLICANT

Enter Name: Nick Orthmann Date: 8/28/2025

By submitting this application, I affirm that the statements and representations are true to the best of my knowledge.

By entering your initials in this box NO you are electronically signing your name as the submitter of the application and agree to the terms listed above.

Preferences Summary

Mark a summary selection of the RFP preferences you are committing to as part of this application, above and beyond baseline RFP requirements. You will have the opportunity to further describe your commitments in subsequent application questions.

Geographic Eligibility

☒ Preferred TOD Area

Unit Mix & Affordability:

- ☐ Permanent Period of Affordability
- ☐ Maximum points obtained in “Serves Lowest Income Families” category
- ☐ At least 40% of units income- and rent-restricted under 50% AMI
- ☐ 50% and 60% AMI rents modeled at no more than 90% of maximum
- ☐ Unit mix includes income- and rent-restricted units at 40% AMI level

Supportive Housing:

- ☐ Units set-aside for households with homeless experience
- ☒ Hard set-aside units for households with homeless experience
- ☐ Dedicated space onsite for provision of supportive services

Sustainability & Resilience:

- ☐ Full electrification of HVAC systems and appliances
- ☒ Points obtained for WHEDA Advanced Sustainability certification
- ☐ EPA Indoor airPLUS certification
- ☐ Photovoltaic array sized to offset 20% of building annual load or 70% common area annual load
- ☐ Building designed for future photovoltaic array expansion
- ☐ Additional energy efficiency, renewable, or decarbonization features

Design & Accessibility:

- ☐ Unique & creative use of commercial space and/or community service facility
- ☐ As many units meeting WHEDA Universal Design requirements as is feasible
- ☐ Low- or no-cost commercial space leased to a neighborhood-enhancing tenant (pre-identified)
- ☐ Creative outdoor amenities as usable open space

Development Team & Financing:

- ☐ Minimum 24% stake for emerging developers and/or ACRE graduates
- ☐ Local non-profit ownership involvement, option, or controlling interest

Overview

1. Describe the following aspects of the proposed development:

Type of Construction: ☒ New Construction

☐ Acquisition/Rehab or Preservation

Type of Project: ☒ Family

☐ Senior

Total number of units: **223**

Total number of affordable units ($\leq 60\%$ AMI): **151**

Percentage of units that are affordable ($\leq 60\%$ AMI): **68%**

Total amount of AHF requested per affordable unit: **\$33,113**

Number of units supported by Project-Based Vouchers (PBV): **0** PBV Issuing Agency: **0**

2. Period of Affordability Commitment:

☐ Permanent Affordability (electing waiver of shared appreciation in long-term deferred note)

☒ 40 years – Baseline requirement

3. Provide a brief overview of the intent of your proposal. Why are you proposing this specific development? What aspects of your proposal do you consider to be unique and creative components that advance goals of the City's guiding policy documents (Section II of RFP)?

1 S Franklin is located in a prominent location a few blocks off the Capitol with access to many of the City's amenities. The site is directly in the downtown area and within the preferred transit oriented development area. East Washington continues to be a major corridor for development, and this proposal provides an opportunity to provide much needed affordable & workforce housing in the downtown area. The development will provide housing to multiple income bands by setting aside units at the 30%, 50%, 60%, 70% & 80% AMI levels of which 151 units will be targeted towards households earning equal to or less than 60% AMI. The Downtown Area Plan calls for an intense use of the site in which the development achieves by maxing the density at over 237 dwelling units per acre and a 0.30 parking ratio. The development will achieve WHEDA's stretch energy & sustainability goals by committing to the NGBS Green + Net Zero Energy certification. From a timing standpoint, a conditional use permit has been approved, and the site plan verification process is underway. The development will be "shovel-ready" with an AHF award and provides a unique opportunity to make an immediate impact in the City by closing the financial gap. The project will redevelop an underutilized vacant commercial building and convert the site to its highest and best use.

4. Describe how this development fills gaps or addresses barriers that are otherwise not being addressed, including through other tax credit development:

The site is specifically targeted as workforce housing to continue to provide the ideal mix of housing options within the East Washington Avenue corridor. We are targeting the missing middle which is essential housing for the community. We are conscious to the fact there are a number of homeless housing and supportive housing communities nearby so we have specifically steered away from this as not to create a high concentration of homeless and supportive housing at this location. The development will create 223 housing units while targeting multiple income bands in a downtown location with access to many of the City's amenities. Other developments nearby are targeting supportive and homeless populations or luxury market rate households. 1 S Franklin is adjacent to the new Porchlight building and the proposed Salvation Army redevelopment while also being adjacent to the Continental Apartments, St Johns redevelopment, and the Brayton lot redevelopment. 1 S Franklin will create an array of housing choices for populations not targetted by these developments by including 30%, 50%, 60%, 70%, and 80% AMI units.

5. Describe the potential financial risks associated with this development, and how you plan to proactively address those risks:

We have experienced rising construction costs on many projects that continues to impact the financial gaps. To mitigate this, our internal general contractor, Construction Management Associates, Inc. ("CMA"), has been integral in the design phases by providing feedback on constructability and value engineering options to keep the building as cost effective as possible, while remaining high quality and attractive to the community and future residents.

The development team has been in conversations early with various debt and equity providers to curate the best combination of debt and equity on the project and mitigate any headwinds caused by shifts in the LIHTC markets. To date, we have several interested debt and equity partners and expect to have the final commitments executed in early fall.

Additionally, we have successfully secured a tax-exempt bond volume cap reservation with WHEDA. This allows the project to move forward and avoid any limitations due to bond availability which is now capped at \$200 million annually in Wisconsin. As of the date of this application WHEDAs is now over subscribed with requests for tax-exempt bond volume cap, so any deal without a reservation in hand must wait apply in May of 2026 at the earliest. Otherwise, they have to go through the competitive LIHTC process.

The conditional use permit for the project is fully approved which removes any entitlement risk and evidences the community's support for the development, and we anticipate completing the City's SPV process by the end of 2025 and obtaining permits shortly thereafter.

Location / Geographic Eligibility

6. Address of Proposed Site: **1 S Franklin Street (fka 501 E Washington Avenue)**

7. In which areas on the Affordable Housing Targeted Area Map is the site located? Select all that apply.

- ☒ Preferred TOD Area
☐ Eligible Core Transit Area
☐ Preservation & Rehab Area
☐ Limited Eligibility Area

8. Neighborhood the site is located in: Capitol Neighborhoods

9. Date Site Control Secured: 11/11/2024

10. Explain why this site was chosen. How does it align with the Program Goals and Objectives (Section III of the RFP), and how will it benefit residents living in this location?

The site was publicly marketed for sale as a prime parcel for redevelopment. The site is located on East Washington Avenue a few block from the Capitol nearby many of the City's amenities including a BRT stop. The East Washington corridor has seen many new supportive and market rate developments, and the site presented an opportunity to create a variety of housing options to the neighborhood. The downtown area plan called for a more intense use in this location as well. The proposal will create 223 affordable units 151 of which are targeted towards households earning equal to or less than 60% of the area median income. The site is specifically targeted as workforce housing to continue to provide the ideal mix of housing options within the East Washington Avenue corridor. We are targeting the missing middle which is essential housing. We are conscious to the fact there are a number of homeless housing and supportive housing communities nearby so we have specifically steered away from this as not to create a high concentration of homeless and supportive housing at this location.

11. If the site is in a Limited Eligibility Area, describe how the relevant concerns will be addressed:

NA

12. Family Proposals only; respond to the following questions on potential impact to schools:

Describe the connectivity of the site for children to get to elementary and middle schools if MMSD [Yellow Bus Service](#) is not provided. Describe the Metro Transit Route for middle and high school students.

The schools assigned to the address include Lapham Elementary School (0.70 miles), Georgia O'Keeffe Middle School (1.2 miles), and Madison East High School (1.80 miles). All schools are accessible from sidewalks from the development location. Elementary school students would head north across E Washington & S Blair and then turn northeast on E Mifflin St directly to Lapham Elementary School.

A Bus Rapid Transit Route A stop is located right in front of the development at S Blair & E Washington students can utilize. Middle school students would take the BRT up to the S Baldwin & E Washington stop and exit. Students would walk southeast along S Baldwin then northeast on Jennifer St to O'Keeffe Middle School. High school students would take the BRT up to E Washington & N 4th stop to be dropped off in front of East High.

Describe the anticipated impact this development will have on the schools in the catchment area. What are the 5-year projected capacities for these schools, and are they projected to be at, above, or below capacity? Reference the MMSD 2024 Long Range Facilities [Plan](#) (pgs. 12-14) or Wisconsin Wise Data Portal

The development includes predominately 1 bedroom (88%) units, and it is anticipated the household size will be smaller. At 402 W Wilson, our other downtown development, 3% of 1 bedrooms include a minor and 84% of two bedrooms include a minor. Approximately 30 children are anticipated based on the unit mix. The school capacities are projected to be lower than capacity. The Lapham Elem School five year utilization is currently 68%. The O'Keeffe Middle School five year utilization is 42%. The East High School five year utilization is 56%.

Approximately how many elementary and middle school children do you anticipate based on your proposed unit mix: 30

13. Identify the distance from the proposed site to the nearest of the following amenities. Use MMSD's [Find My School](#) as the closest school is not always assigned.

Type of Amenity	Name of Facility	Distance from Site (in miles)
Full Service Grocery Store	Festival Foods	0.3
Public Elementary School	Lapham Elementary School	0.7
Public Middle School	Georgia O'Keeffe Middle School	1.2
Public High School	Madison East Middle School	1.8
Full Service Medical Clinic or Hospital	Unity Point Health Meriter	0.6
Public Library	Madison Public Library	0.5
Public Park with playground equipment or athletic facilities, or hiking/biking trail	James Madison Park	0.3
Job-Training Facility, Community College, or Continuing Education Programs	UW Madison	1.2
Childcare	Tenney Preschool and Childcare	1

Planning Principles & Plan Consistency

14. Current zoning of the site: UMX

Generalized Future Land Use designation of the site: Downtown Core

15. Will the proposed development need a Zoning Map Amendment and/or a Conditional Use Permit?

☐ Zoning Map Amendment ☒ Conditional Use Permit ☐ To be determined

16. Describe the proposed project's consistency with the land use recommendations and goals and objectives of relevant Plans, including the Imagine Madison, Area Plans, the Generalized Future Land Use Map, and any other relevant Planning documents:

The development has received approval of a conditional use permit and demolition permit to allow the proposed project to proceed and is currently undergoing the site plan verification process, which we expect to be completed by the end of 2025. The site is zoned UMX which allows for a range of uses including multifamily. Buildings that are exclusively residential and over 60 dwelling units are allowed via a conditional use permit. However, this recently changed with new legislation, and the use would be permitted today. The proposed development includes a seven story building with underground parking which is consistent with the Downtown Area Plan. The area plan allows up to eight stories and calls for intense uses on the site.

17. Briefly detail staff comments during your Pre-application meeting with City of Madison Planning and Zoning staff and at Development Assistance Team. How have you adjusted or refined your proposal in response?

Feedback was positive to allow for the development, which is evidenced by the approval of the conditional use permit. The initial design and entitlement process was very collaborative which created a better proposal for the development team and community stakeholders.

The proposed development was generally supported by stakeholders throughout the process, however the development team received input from various stakeholders that ultimately led to design progressions leading to a better project. Staff asked we study the underground parking entrance location, and it was determined S Franklin was the best option. We received feedback on the building's massing from staff, and as a result, additional setbacks along the residential homes on the southeast were included, material selection was used to break up the building facades, balconies were included to provide additional relief on all sides of the building, and units on the street along Franklin St were enhanced with walk up components to create consistency with the neighboring homes.

18. Describe the response of the alder(s), neighborhood association, and/or residents at the neighborhood meeting to your proposal. Were any issues or concerns identified? How have you adjusted or refined your proposal in response?

The development has received approval of a conditional use permit and demolition permit to allow the proposed project to proceed and is currently undergoing the site plan verification process which we expect to be completed by the end of 2025. Two neighborhood meetings were had for the proposal. Many of the neighborhood comments were regarding mass of the building and the location of the basement garage ramp. The basement ramp location was studied with traffic engineering and it was determined that S Franklin was the best location for the ramp. In regard to the massing comments, the courtyard was originally facing East Washington but was flipped to Main St to provide a break in the façade. Units along the residential homes were also set back to provide an additional break in the façade.

19. Enter the site address(es) of the proposed development and complete rows for each site:

	# of Units Prior to Purchase	# of Units Post-Project	# Units Occupied at Time of Purchase	# Business or Residential Tenants to be Displaced	Current # of Units Accessible	Number of Accessible Units Post- Project	Current Appraised Value (Or Estimated)	Appraised Value After Project Completion (Or Estimated)	Purchase Price
Address:	1 S Franklin Street, Madison, WI								
	0	223	0	0- WMC vacating	0	0	\$6,550,000	\$25,310,000	\$6,550,000
Address:	Enter Address 2								
Address:	Enter Address 3								

For units currently occupied and identified as potentially displaced above, describe relocation requirements, plan, and assistance that will be implemented:

NA

20. Describe the existing use of the site, and identify if a Phase I Environmental Site Assessment has been completed. Identify any environmental remediation activities planned, completed, or underway, and/or any existing conditions of environmental significance:

The site is an office building and the former WMC headquarters. A Phase I has been completed and RECs were identified, and our environmental consultant, The Sigma Group, has been completing further site investigation. It is anticipated a remedial action plan that includes an engineered barrier and soil haul off will be necessary. The costs are included in the project hard costs, and Bear Development has experience working with similar brownfield sites across the state. All required approvals with the Wisconsin DNR will be in place prior to closing and commencement of construction.

Unit Mix & Affordability

21. Provide the following information for your proposal. If this is a scattered site or phased proposal, list each address or phase in its own table by attaching additional pages.

ADDRESS #1:		1 S Franklin St fka 501 E Washington					Projected Monthly Unit Rents, Including Utilities				
		# of Bedrooms					Utilities included: <input checked="" type="checkbox"/> Water/Sewer <input type="checkbox"/> Electric <input type="checkbox"/> Gas <input type="checkbox"/> Free Internet In-Unit <input type="checkbox"/> Washer/Dryer <input type="checkbox"/> Other: _____				
% of Area Median Income (AMI)	Total # of units	# of Studios	# of 1 BRs	# of 2 BRs	# of 3 BRs	# of 4+ BRs	UA Studio: \$	UA 1 BR: \$81	UA 2 BR: \$103	UA 3 BR: \$	UA 4 BR: \$
							\$ Rent Studios	\$ Rent 1 BRs	\$ Rent 2 BRs	\$ Rent 3 BRs	\$ Rent 4 BRs
≤30%	24	0	21	3	0	0		649	773		
40%	0	0	0	0	0	0					
50%	24	0	21	3	0	0		1136	1358		
60%	103	0	91	12	0	0		1380	1650		
Affordable Sub-total	151	0	133	18	0	0		1623	1942		
80%	24	0	21	30	0	0		1747	2235		
Market*		0	0	0	0	0					
Total Units	278	0	245	33	0	0	Notes/Utility Allowance Assumptions: The table does not include a row for 70% AMI units. The rent have been included in the "Affordable Sub-Total" line. The unit mix will include 42 1BR units & 6 2BR units are 70% AMI. Utilities Allowance Used: <input type="checkbox"/> CDA <input type="checkbox"/> DCHA				

*40% = 31-40% AMI; 50% = 41-50% AMI; 60% = 51-60% AMI; 80% = 61-80% AMI; Market = >81% AMI.

Note: For proposals contemplating project-based vouchers (PBVs), list vouchered units under the same AMI designation that you will be representing to WHEDA. Include a comment in the Notes, e.g., Eight (8) 50% CMI units will have PBVs.

22. At what percentage of maximum LIHTC rents will rents be set for 50% and 60% AMI units? Will any other levels of income- and rent-restricted units have rents set below the maximum allowable?

The 50% and 60% AMI units will be set to max rents. The 80% 1 BR rents are capped at 90% of market.

Property Management

23. Confirm that Applicant has read and submitted with this application a Tenant Selection Plan consistent with RFP Attachment C-1 and will submit before closing an Affirmative Marketing Plan consistent with RFP Attachment C-2.

☒ Yes, I confirm

24. Describe the proposed property management entity's experience with the unique needs of the Madison affordable housing market. If the property management entity does not have experience in the Madison market, describe experience in similar markets.

Bear Property Management has been managing properties for over 30 years and has been managing LIHTC properties for over 10 years. BPM currently has a presence in Madison managing The Flats at 402 and Novation Senior Apartments and will soon manage The Intersect at 808 Melvin Court which is under construction. BPM has been managing apartment communities since 2015, including sites affordable programs such as LIHTC, HOME, HTF, PBV, RAD- PBRA. Many of these sites include set asides and/or preferences for special populations such as veterans and persons with disabilities. In addition to the Madison market, BPM manages sites throughout Wisconsin and Illinois with a large presence in Milwaukee and Kenosha. Leadership at BPM brings with them many years of prior experience working with affordable housing providers that specialize in deeply skewed projects that include supportive service components both in house, and with non-profit service providers.

25. Describe the planned approach/relationship between the Property Manager and the Supportive Service Coordinator(s) for both lease-up and ongoing service provision and coordination. Describe how these entities will collaborate to ensure ongoing success of the development and increased resident stability, including proactively addressing concerns prior to eviction filing:

Management will work in partnership with the Dane County Veterans Service Office ("DCVSO") to ensure veterans experiencing homelessness or at risk of being homeless are successfully housed. During the lease-up process, BPM will work with the DCVSO to source referrals through a waiting list process. DCVSO will work with the local VA/HUD-VASH program located in Dane County as the main source of referrals. The VA/HUD-VASH will assist residents with obtaining any necessary documents, forms, or other needed information to process their file. BPM will create an open and honest atmosphere by ensuring residents provide a Release of Information to share their housing needs. DCVSO and HUD-VASH coordinators will be informed of any lease violations and/or concerns for the resident, so that a proactive plan can be made prior to noticing the tenant. If after intervention a notice is still needed, management will partner with DCVSO & HUD-VASH to ensure residents understand the issues, how to correct them, and the consequences should they continue. The priority is to keep the resident successfully housed. DCVSO and HUD-VASH will help ensure residents have proper resources to be successful, such as rental assistance, food assistance, and health care referrals. Management and DCVSO will adhere to a mutually agreed upon MOU/Service Contract to ensure duties are clearly outlined in regard to roles and responsibilities.

26. Describe the affirmative marketing strategy to engage target populations. Have you engaged with community organizations that provide services to historically peripheralized households in development of this proposal?

BPM will collaborate with the DCVSO to ensure waitlist applications are taken in a fair and equitable manner. Veterans experiencing homelessness or at risk of homelessness will be sourced through referrals from the DCVSO outlined in the MOU/. BPM's AFHMP are updated in accordance with program guidelines, evaluated annually to ensure targeted populations are being reached, and that the plan is relevant and successful.

27. Address the experience of the Property Manager in implementing inclusive, trauma-informed property management practices, including language access, community building, conflict resolution, and making reasonable accommodations:

Bear Property Management will create an environment of Safety and Trust to empower residents. BPM provides activities to ensure residents have equal opportunities to engage within the community. Additionally, buildings are constructed to ensure all areas are well lit, engaging, and create an atmosphere of inclusion. BPM also utilizes a Language Line for translation services to ensure residents have the ability to communicate in their native language. The Language Line used provides over 240 different languages.

Staff will be trained on crisis management, de-escalation techniques, and how to manage with empathy. BPM navigates challenging situations with a focus on support and connecting residents to resources that can help them maintain their housing stability. BPM's policies and procedures for ADA Requests are in compliance with The Fair Housing Act and Section 504 of the Rehabilitation Act. For units set aside for veterans experiencing homelessness or at risk of homelessness, BPM will be in close communication with DCVSO and HUD VASH case managers to ensure needs are communicated and met.

28. Describe staffing challenges or shortages that the Property Management company has recently experienced at the on-site level. Describe the Management's standard retention policies, and response to staffing issues as they arise:

BPM has an inhouse recruiting team that sources applications for open positions. Additionally, they have internal training programs to support promotions from within the company. Company culture is a large part of the retention of employees, and the management company provides excellent culture, recognition, and support to ensure long tenured employees. As with all property management companies there is some turnover. During these times, BPM supplements staffing by utilizing employees from other sites, or with temporary staffing.

29. What percentage of on-site staff turnover has the PM experienced in 2024? 38%

Supportive Housing

30. Confirm that Applicant has read and submitted with this application a Supportive Services Plan developed jointly with the Support Service Coordinator(s) and Property Manager

☒ Yes, I confirm

31. Confirm that a letter from the Supportive Service Provider(s) affirming the services they intend to provide to residents of the supportive housing units, the cost of those services, and how the structure of financial support is attached to this application.

☒ Yes, I confirm

32. Is the Applicant willing to commit to obtaining points in the WHEDA MFA for these units in the Supportive Housing category (Appendix S and/or T units)?

☐ Yes

☐ No

☒ No, but will commit to a City hard set-aside for a portion of the units

If yes, number of units: 5 Percent of Supportive Housing Units: 2.2% of total development / 21% of 30% AMI units

33. Describe the supportive services agency's experience providing services in Madison to the target population. If applicable, list other similar projects the support services agency is involved with:

DCVSO assists veterans in the area with obtaining local, federal, and state benefits. This includes working with programs such as HUD VASH that are related to affordable housing and homeless assistance. HUD VASH started in 2010 and has been servicing the Madison area since. HUD VASH's mission is to serve veterans that are experiencing homelessness or at risk of homelessness and have a less than 3% return to homelessness for veterans housed in their first year. HUD VASH is currently involved 20+ similar Section 42 projects around Dane County.

34. Describe briefly the Developer's experience with developing integrated supportive housing, including number of projects, number of units, and location:

Bear Development has developed over 4,000 housing units across 50+ developments of which 40 have a supportive set aside through the State Agency or Federal Home Loan Bank Affordable Housing Program funding sources. Bear has diverse experience working with Housing Authorities and local organizations in which projects are located assisting with supportive efforts. Please refer to the Bear resume for a list of projects with competitive LIHTC and AHP awards.

35. Provide the number of Integrated Supportive Housing Units proposed:

Total # of Homeless Supportive Housing Units (CE Referral)	Total # of Veteran Supportive Housing Units	Total # of Homeless Veteran Supportive Housing Units	Total # of Disabled/Other Supportive Housing Units	Minimum # of Supportive Housing Units
		[5]		

36. Describe the target population(s) for Supportive Housing units, including both homeless and any other categories:

The 5 units will be targeted towards eligible veterans experiencing homelessness or at risk of experiencing homelessness.

37. Due to the transient nature of homelessness, there may be challenges when connecting with households referred from Coordinated Entry (contact information changes, brief stay in institutional setting, etc). Describe how the property management entity will work with the supportive services agency to proactively address challenges and ensure that units set aside for households with homeless experience will be filled.

BPM will coordinate communication with DCVSO & the VA/HUD-VASH who will work with the applicants to ensure they are able to connect via phone, email, or in person. HUD-VASH provides application assistance and will aid in obtaining the necessary documents needed to qualify for housing. HUD-VASH also offers case management to the target population, and BPM will work with case managers to ensure messages are passed along to the applicant. BPM, DCVSO, and HUD-VASH will ensure all applicants clearly understand timelines/deadlines for providing documentation to secure their housing. If there is a delay in obtaining information from applicant, management will continue to reach out through all methods to ensure the progresses.

38. Describe how the property management entity will coordinate with the supportive service agency to ensure referrals from Coordinated Entry are able to be filled, even if households referred are above 30% AMI:

BPM will work with DCVSO to source referrals through a waiting list process during the initial lease-up process and when a unit goes vacant. DCVSO will work with HUD-VASH to engage and assist residents with obtaining any necessary documents, forms, or other needed information to process their file. Management and the Supportive Service Provider will adhere to the MOU. The targeted units will be at or below 50% AMI per the MOU providing additional flexibility.

39. Identify the partnership(s) that the Applicant has fostered with the supportive service agency(ies) supporting this application, and describe the alignment between ideals of the development team and the agency(ies). Describe the shared philosophy in approaching operation of this development:

The development is partnering with the Dane County Veterans Service Office to obtain resident referrals for veterans through the local VA/HUD-VASH office. Bear Development has partnered with DCVSO on its development, The Intersect, located at 808 Melvin Court, Madison, WI just north along E Washington Ave to the proposed project. Bear Development is aligned with DCVSO and HUD-VASH in viewing housing as the foundation for individual stability and community well-being. Bear, DCVSO, and HUD-VASH emphasize long-term value thorough affordability, community integration, and value public-private collaboration solutions. Housing is a platform for stability, dignity, and growth.

40. Briefly describe the type (e.g., assessment and referral, on-site intensive case management, etc.) and level of supportive services that will be provided to residents of the proposed project:

The development is partnering with the Dane County Veterans Service Office to provide resident referrals through the local HUD-VASH office. DCVSO will coordinate with HUD-VASH to ensure referrals to the development meet the target population guidelines and will establish a waitlist for future available units. HUD-VASH will provide on-site resident case management, recovery and housing sustainability services, and ongoing support to veterans in the building in accordance with its policies for the individuals it serves. While most case managers will utilize a tenant's units, the co-working space and community room are available for use.

41. How is the development paying for the supportive services committed to the project?

☒ Operating Expense ☐ Deferred Developer Fee or Cash Flow ☐ Services Reserve ☒ Other

Describe:

Supportive Services and case management will be provided by HUD-VASH at HUD VASH's expenses and at no cost to the development in accordance with its in place policies for the individuals it serves. Bear has estimated it will cost an additional \$20,000 for staffing and on-going training related to the five veterans units.

42. Amount of annual funding allocated to Supportive Service Coordination as a guaranteed commitment: \$NA

Amount per unit of supportive housing: \$NA

Support services FTE equivalent dedicated to this development: NA FTE

If the caseload is anticipated to be greater than 12 families or 20 individuals per 1.0 FTE (below HUD recommended case management ratios), briefly detail how adequate and timely services will be provided/coordinated:

Unit referrals will be coordinated through the Dane County Veterans Service Office who will refer out to HUD VASH. HUD VASH does not provide endorsements to specific development but will support the target population placed in the development. Veterans enrolled in the program will receive onsite services such as case management, recovery and housing sustainability services, and ongoing support through the Federal agency.

43. Is the Applicant requesting a portion of the AHF Award be used to fund a capitalized support service and/or operating reserve?

☐ Yes ☒ No

44. Will WHEDA require this development to fund a capitalized support service and/or operating reserve as a condition of financing/credit award?

☐ Yes ☒ No

Sustainability & Resilience

45. Will the proposed development claim points in the WHEDA MFA for Stretch or Advanced goals in this category?

☒ Yes ☐ No

46. Check all applicable Energy Efficiency & Sustainability third-party certifications that will be sought.

Program			
Wisconsin Green Built	<input type="checkbox"/> Gold Standard	<input type="checkbox"/> Gold Plus	<input type="checkbox"/> Gold Zero Energy
Enterprise 2020 Green Communities	<input type="checkbox"/> Criteria	<input type="checkbox"/> Certification	<input type="checkbox"/> Certification Plus 5.4b Criterion
ENERGY STAR Multifamily New Construction	<input type="checkbox"/> Equivalency	<input type="checkbox"/> Certification	
EPA AirPLUS	<input type="checkbox"/> Equivalency	<input type="checkbox"/> Certification	
LEED®	<input type="checkbox"/> LEED Silver	<input type="checkbox"/> LEED Gold/Platinum	<input type="checkbox"/> LEED Zero Energy
Passive House (PHIUS)	<input type="checkbox"/>	<input type="checkbox"/> PHIUS Core	<input type="checkbox"/> PHIUS Zero
WELL	<input type="checkbox"/>		
Other: NGBS GNet Zero	<input checked="" type="checkbox"/>		

47. Briefly describe your organization's approach to developing projects that incorporate extraordinary sustainability, energy efficiency, decarbonization/electrification, and/or green building design. List any third-party certifications or awards achieved on projects developed in the past five years:

We design our buildings to the highest green standards that are feasible, and the development team has committed to the NGBS Green + Net Zero certification. To achieve the certification, NGBS requires the development meet the NGBS Silver certification and providing additional energy offsetting to receive a net zero badge. The NGBS Net Zero certification is a stretch goal with WHEDA and equivalent to the WGBH, Enterprise Green, and LEED net zero programs.

CMA and our design team work hand and hand from project inception to ensure energy efficiency design features are taken into account. Eco Achievers has been brought on to provide additional energy and sustainability consulting and assist with obtaining certification. Below are Bear's recent developments and their third-party certifications.

Vista at Creekside- 6941 91st St, Pleasant Prairie, WI- Wisconsin Green Built Homes Certification

Union Court Senior Apartments & Townhomes- 3628-3631 40th Street, Kenosha, WI- Wisconsin Green Built Homes Certification

Bristol Commons- 8045 130th St, Bristol, WI- Wisconsin Green Built Homes Certification

Michigan Street Commons- 915 W Michigan St, Milwaukee, WI- Wisconsin Green Built Homes Certification

The Flats at 402- 402 W Wilson, Madison, WI- Wisconsin Green Built Homes Certification

The Corliss- 147 E Becher St, Milwaukee, WI- Wisconsin Green Built Homes Certification (under construction)

The Intersect- 808 Melvin, Madison, WI- Wisconsin Green Built Homes Certification (under construction)

East National Flat- 100 E National, Milwaukee, WI - LEED Silver Certification (under construction)

McHenry Senior- 3717 Municipal Drive, McHenry, Illinois- NGBS Silver + Net Zero Badge (under construction)

Ravine Terrace- 200 S Martin Luther King Jr. Ave, Waukegan, Illinois- NGBS Bronze (under construction)

4220 35th- 4220 35th Ave, Kenosha, WI - NGBS Green + Net Zero (proposed-awarded 4% State LIHTC 2025)

Fox Meadowview- 4800 50th St, Kenosha, WI - NGBS Green + Net Zero (proposed-awarded 4% State LIHTC 2025)

48. Confirm that the Focus on Energy Energy Design Assistance Initial Application or Express EDA submittal confirmation page has been submitted with this application.

☒ Yes, I confirm

49. If applicable, describe below any other renewable energy systems to be included in the development:

The development is committing to NGBS Green +Net Zero Energy Certification. The program has been approved as a stretch goal with WHEDA as show in the FAQs on WHEDA's website. The development will also include a green roof.

50. Size of solar array commitment (in Kw): **NA**

Percentage of total building annual load to be offset via solar: **NA%**

Percentage of common area annual load to be offset via solar: **NA%**

Describe, if necessary:

The roof space is limited due to stormwater management needs and mechanicals. The site is also located in MG&Es downtown low-voltage network where we understand that MG&E does not want excess energy sold back to the grid. While the project is not committing to solar at this time, solar may be included should there be space and it be financially feasible and constructable.

51. Indicate sustainable design features and equipment included in the proposed development that will help to reduce fossil fuel consumption, achieve decarbonization, and improve air quality:

Sustainability Design Features & Equipment	YES	Comments
a. Air-source or ground source heat pumps	<input type="checkbox"/>	

b. Full electrification of all appliances and HVAC systems	<input type="checkbox"/>	
c. Electric or heat-pump water heaters	<input type="checkbox"/>	
d. Electric stoves	<input checked="" type="checkbox"/>	
e. Installed EV charging station(s)	<input checked="" type="checkbox"/>	7 EV Ready & 3 EV Installed
f. Battery storage	<input type="checkbox"/>	
g. Other:	<input checked="" type="checkbox"/>	Green roof
h. Other:	<input type="checkbox"/>	

52. Parking:

Total number of parking stalls:	68
i. Underground/Wrapped/Podium stalls	68
ii. Surface stalls	0
Parking ratio	0.30
Monthly parking cost	150
Will parking cost vary by AMI level	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

Design & Accessibility

53. What type of required onsite play space will the development have?

☐ Indoor ☐ Outdoor ☐ Both

54. Describe other interior common area amenities that will be available to tenants and guests (e.g., community room(s), lounges on individual floors, additional play spaces, exercise room, business center, etc.):

The development will include an onsite leasing & management office, a fitness center, community room, laundry facility, and a coworking space.

55. Describe other exterior amenities that will be available to tenants and guests (e.g., community gardens, patio, green space, etc.):

192 of the 223 units will include balconies. The site does include an interior courtyard that will not usable tenants but will include plantings for greenery and stormwater management purposes.

56. For proposals with first floor commercial space, has a use and/or tenant of the space been pre-identified?

☐ Yes ☒ No

If yes, identify the use and describe whether this space will be low/no-cost and/or "neighborhood-serving":

N/A

57. Does the proposed project meet the minimum requirements described in the RFP that at least half of the total units be Type A units or convertible to Type A units?

☐ Yes ☒ No

58. Does the proposed project exceed WHEDA's minimum accessibility design standards?

☐ Yes ☒ No

59. Does the proposed project go above and beyond WHEDA's Universal Design requirements in any way? Describe:

The team has committed to 13 of the 21 max points in the WHEDA Universal Design checklist achieving a 7/13 score. The development will comply with WHEDA's requirements for the percentage of each unit required to have each applicable Universal Design feature selected. Items were selected based on the long term marketability and success of the project. Our property management team has experienced greater difficulty in leasing Type A and "WHEDA" units. We are open to reviewing the number of Universal Design units this with the city team as part of the AHF application review process.

Development Team & Financing

60. Describe the Development Team's experience with the unique needs of the Madison affordable housing market. If the any development entity does not have experience in the Madison market, describe experience in similar markets:

Please see the provided resume for more additional information. 1 S Franklin will be the third City of Madison LIHTC project constructed by Bear Development. Bear recently completed construction on 54 units of affordable housing at 402 W Wilson and is half way through construction on 192 units of affordable housing at 808 Melvin Ct. Bear Development has developed over 4,000 affordable housing units over the last decade.

61. Confirm that the Developer Experience attachment to this application addresses the following information. If it does not, briefly describe experience developing multifamily housing for low-income households in the text box:

- a. Experience obtaining and implementing Low Income Housing Tax Credits; including number, type, and location of proposed and completed LIHTC projects and units developed.
- b. Experience obtaining and implementing any other federal, state, city, and other financing resources, including number, type, and location of proposed and completed projects and units.
- c. Leadership/key development team staff qualifications.
- d. Years the organization has been in existence.
- e. Financial capacity of the organization to secure financing and complete the proposed project.

☒ Yes, I confirm ☐ No, See text box

Please limit responses to two pages if completed within this application as opposed to attachment. Do not duplicate information here and attached.

Please see attached resume and experience list.

62. Identify all key roles in your project development team, including any co-developers, property management agent, supportive services provider(s), architect, general contractor, legal counsel, and any other key consultants, if known.

Contact Person	Company	Role in Development	E-mail	Phone
Adam Templer	Bear Development, LLC	Developer	adam@bearreg.com	312-405-3277
Nick Orthmann	Bear Development, LLC	Developer	northmann@beardevelopment.com	262-308-2656
Marc Ott	JLA Architects	Architect	Mott@jla-ap.com	608-442-3867
Matt Haase	JSD	Civil Engineer	Matt.Haase@jsdinc.com	608-893-0085

Jonah Hetland	Construction Management Associates, Inc.	General Contractor	Jonah@bearreg.com	262-942-3500
Sara Luster	Bear Property Management	Property Manager	Sluster@bearproperty.com	262-842-0670
Dan Connery	Dane County Veterans Service Office	Service Provider	Connery.Daniel@danecounty.gov	608-266-4158
Heather Campbell	HUD-VASH	Service Provider	heather.campbell3@va.gov	608-512-2408

63. For the following development team roles, please identify the number and/or percentage of women and persons of color employed by that company or organization as well as the total employees for each firm.

Company	Role in Development	BIPOC		Women		Total Employees
		#	%	#	%	#
Bear Real Estate Group	Developer	13	9%	61	44%	140
	Co-Developer					
	Co-Developer					
Bear Real Estate Group	General Contractor					See above
Bear Real Estate Group	Property Manager					See above
JLA Architects	Architect	9	13%	26	38%	68
Dane CVSO	Service Provider	1	11%	5	56%	9

64. Describe the project's organizational structure. Please attach an organizational chart detailing the roles of the applicant, all partnerships, ownership and controlling interest percentages of each entity.

Please see attached org chart. Bear Development, LLC or an affiliate will own 90% of the managing member, and CDA Housing, Inc. our non profit partner on the proejct will own 10%. CDA Housing has vast experience in development and managing affordable housing. A CDA resume and overview is included with the application.

65. Does this proposal have a non-profit lead applicant or codeveloper?

☐ Yes ☒ No

If yes, describe the purpose and mission of the organization as it relates to this proposal:

N/A. CDA Housing, Inc. will be partial owner of the development but is not a co-developer. CDA's mission is to provide clean, decent, affordable housing.

If yes, describe the non-profit role in the development, such as if the non-profit will have a controlling interest, Right of First Refusal, or General Partner Purchase Option. Describe briefly the compensation structure for non-profit developer, including percentage of the developer fee allocated. Describe how the non-profit will be involved in long-term ownership:

N/A. The TIF will be assigned to CDA Housing, Inc. and loaned into the development and the partnership agreement will include a non profit right of first refusal. CDA will not share in the development fee but as co-owner of the managing member, may receive residual cash flow and profits from the sale of the development.

66. Is this proposal led or co-led by an emerging developer and/or ACRE grad as a development partner, codeveloper, employee, or internship opportunity?

☐ Yes ☒ No

If yes, describe the role in the development, such as if they will have a controlling interest, Right of First Refusal, or General Partner Purchase Option. Describe briefly the compensation structure, including percentage of the developer fee allocated. Describe the involvement in long-term ownership:

N/A

67. Describe the development team's experience in engaging with Black, Indigenous, Latinx, and/or other historically peripheralized (historically least likely to apply) populations in informing development proposals:

The development team understands the importance of pulling together a diverse team which includes non-profit partners, community organizations, and neighbors. Our approach is to work with the area Alderperson to coordinate information about the proposal and meetings. The 1 S Franklin St development included 2 neighborhood meetings early in the process to allow stakeholders to learn about the proposal and provide feedback.

68. Indicate acceptance of the standard loan terms for this proposal as described in Section V of the RFP.

☒ Yes, I confirm

69. Applicants requesting alternative loan terms and/or wishing to provide additional information regarding financing structure, detail below (including description and justification of the request):

N/A. The development is requesting Option 1 included in the RFP, however we are open to alternative structures that would be amenable to the city. Bear requests flexibility with staff on the final structure of the AHF funds between award and closing to best position the development's financial structure successfully as the first mortgage lender and equity investor may have specific requirements that impact structuring of the AHF funds.

70. What other major sources of soft funding are being sought for the proposed development (e.g., TIF, Dane County AHDF, Federal Home Loan Bank Affordable Housing Program, Dane Workforce Housing Fund, Housing Trust Funds, etc.)? List the funds, and provide status of those funds/anticipated commitment dates:

The TID 53 Boundary was amended to include the project site to allow the development to receive TIF. A TIF of \$1,666,000 was approved for the development in July of 2025. The development does not score competitively for FHLBC AHP funds. The development team has discussed Dane Workforce Housing Funds with Madison Development Corporation and anticipate submitting an application in September of 2025. WHEDA's Vacancy to Vitality is being evaluated as an additional source to the project. The next round of applications is due October 2025. A ground lease structure is being reviewed as well which may provide additional proceeds.

71. Describe any terms of anticipated funding sources that are incongruent with this RFP:

N/A

72. For each development partner with any ownership interest in any project currently underway or completed, list the following information and provide a current status for the team member and/or any related entity, as applicable:

1. List any foreclosure, default, or bankruptcy within the past ten years.
2. List any litigation completed, pending, or underway in relation to any financing or construction project within the past five years.
3. List any Chronic Nuisance Abatement or Nuisance Case notifications issued by Madison Police Department and/or Building Inspection in the past five years
4. List any unresolved Building Inspection citations resulting in a Municipal Court Complaint in the past five years
5. List any litigation in the past five years with the City of Madison, including but not limited to Federal, State, or Municipal Court proceedings

6. List any litigation in the past five years in the State of Wisconsin, including but not limited to Federal, State, or Municipal Court proceedings

N/A

Timeline

73. List the estimated/target completion dates, or actual completion dates where applicable, associated with the following activities. Reference Attachment A of the RFP for deadlines by which these activities must be completed.

Activity/Benchmark	Estimated Date of Completion
Draft Site Plan Ready to Submit to Dev. Assistance Team (DAT)	Completed January 2025
1 st Development Assistance Team Meeting	Completed January 2025
1 st Neighborhood Meeting	Completed April 2025
Submission of Land Use Application	Completed April 2025
Plan Commission Consideration	Complete June 2025
Urban Design Commission Consideration, if applicable	Completed June 2025
Initial Project Concept Application to WHEDA	N/A Noncompetitive 4%
Full LIHTC Application to WHEDA	Completed June 2025
Anticipated WHEDA Award/Commitment	Completed August 2025
Complete Equity & Debt Financing	December 2025
Acquisition/Real Estate Closing	February 2026
Rehab or New Construction Bid Publishing	January 2026
New Construction/Rehab Start	February 2026
Begin Lease-Up/Marketing	January 2028
New Construction/Rehab Completion/ Certificates(s) of Occupancy Obtained	May 2028
Complete Substantial Lease-Up	December 2028
Request Final AHF Draw	January 2029

References

74. Please list at least three municipal/financing references who can speak to work on similar developments completed by your team:

Name	Relationship	Email Address	Phone
Danny Gutman	National Equity Fund Vice President, Originations	DGutman@nefinc.org	312-971-9664
Bryan Barker	Citi Community Capital Managing Director	bryan.barker@citi.com	415-627-6484
Sam Leichtling	City of Milwaukee Deputy Commissioner	Samuel.Lleichtling@milwaukee.gov	414-286-5804

APPLICANT & PROJECT NAME:

Wash Franklin, LLC- 1 S Franklin

1. CAPITAL BUDGET

Enter ALL proposed project funding sources.

FUNDING SOURCES

Source	Amount	Non-Amortizing (Y/N)	Rate (%)	Term (Years)	Amort. Period (Years)	Annual Debt Service
Permanent Loan-Lender Name:						
TBD Lender	\$ 31,295,000	Y	6.15%	18	40	\$2,105,674
Subordinate Loan 1-Lender Name:						
Sponsor Note (+accrued interest)	\$ 1,280,000	N	12.00%	30	30	\$0
Subordinate Loan 2-Lender Name:						
Tax Exempt Loan-Bond Issuer:						
City Request (AHF, HOME, TIF)						
AHF- Cash Flow	\$ 2,500,000	Y	2.75%	30	30	\$122,472
Subordinate TIF Loan-Lender Name:						
City of Madison	\$ 1,666,000	N	0.00%	30	30	\$0
AHP Loan (List FHLB):						
Dane County AHDF:						
Other-Specify Lender/Grantor:						
AHF- Deferred	\$ 2,500,000	Y	0.00%	30	30	
Other-Specify Lender/Grantor:						
Tax Credit Equity	\$ 32,552,651					
Historic Tax Credit Equity (Fed and/or State)	NA					
Deferred Developer Fees	\$ 9,570,515					
Owner Investment	\$ 100					
Other-Specify:						
Bond Reinvestment Income & Preconversion	\$ 3,025,475					
Total Sources	\$ 84,389,741					

Do you plan on submitting an application for TIF?

Yes

Construction Financing			
Source of Funds	Amount	Rate	Term (Months)
Construction Loan 1-Lender Name:			
TBD Lender (Tax-Exempt)	\$ 31,295,000	6.15%	36
Construction Loan 2-Lender Name:			
TBD Lender (Taxable)	\$ 23,000,000	6.75%	36
Construction Loan 3-Lender Name:			
Construction Loan 4-Lender Name:			
Bridge Loan-Lender Name:			
Housing Tax Credit Equity:			
Historic Tax Credit Equity:			

Other-Specify:			
Total	\$	31,295,000	

Estimated pricing on sale of Federal Tax Credits:

\$

0.86

Estimated pricing on sale of State Tax Credits:

NA

(if applicable)

Remarks Concerning Project Funding Sources:

The development is utilizing non-competitive 4% LIHTC & tax-exempt bonds and has received a tax-exempt bond volume cap reservation from WHEDA. The 1st mortgage is a construction to permanent tax exempt loan that will be fully funded during construction. The loan will be drawn down on to fund project costs but undrawn bond proceeds will be invested in securities to provide a source of funds to the development which is shown in the capital stack as bond reinvestment income. \$1,115,000 is projected as the bond reinvestment income.

APPLICANT:

Wash Franklin, LLC

2. PROJECT EXPENSES

Enter the proposed project expenses

Acquisition Costs	Amount
Land	\$6,550,000
Existing Buildings/Improvements	\$0
Other (List)	
	\$0

Construction:	
Construction/Rehab Costs	\$40,165,395
E - Equipment & Furnishings	\$0
F - Special Construction & Demolition	\$0
Accessory Buildings	\$0
Personal Property/FF&E	\$390,250
Site Work Costs (on-site & off-site)	\$2,275,417
Landscaping	\$0

Contractor Fees:	
General Requirements	\$2,122,041
Construction Overhead	\$891,257
Construction Profit	\$2,272,705
Construction Supervision	\$0

Contingency Funds:	
Construction Contingency	\$2,386,341
Other Contingency	\$0

Construction Period Expenses/Soft Costs:	
Construction Loan Origination Fee	\$542,950
Construction Loan Credit Enhancement/LOC	\$0
Cost of Bond Issuance	\$469,425
Bridge Loan Fees and Expenses	\$0
Construction Loan Interest	\$9,320,000
Construction Loan Origination Fee	\$0
Construction Period Real Estate Taxes	\$250,000
Title and Recording	\$96,000
Builder's Risk/Property Insurance	\$596,585
Temporary Relocation Assistance	\$0
Permanent Relocation Assistance	\$0
Other Interim/Construction Costs (list)	
Underwriting Fee / Constr Monitoring Fee / Bond Couns	\$182,000

Permanent Financing Expenses:	
Permanent Loan Origination Fee	\$31,295
Credit Enhancement	\$0
Other Permanent Loan Fees	\$15,000
Legal Fees - Real Estate	\$85,000

Architectural & Engineering:	
Architect - Design	\$1,068,200
Architect - Supervision	\$238,775
Engineering	\$0
Survey	\$44,950
Other Architect/Engineering (list)	
Geotech / Sustainable Design Consultant / UA Study	\$123,087

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If applicable, please list the costs attributable to "above and beyond" green building/Net Zero construction components included in the Construction Costs line item:

Total Cost:

Additional air sealing/Category 1 thermal ins \$612,555

Energy Star Ranges/Energy Start Bath Fans/Watersense fixtures

High Efficiency Furnaces/Duct Seals/LED Lighting

Syndication Fees & Expenses:	
Organizational Fees	\$55,000
Other Syndication Costs (list)	
	\$0
Capitalized Reserves:	
Operating Reserve	\$1,193,000
Replacement Reserve	\$0
Lease-Up Reserve	\$0
Debt Service Reserve	\$0
Capital Needs Reserve	\$0
Other Reserves	\$0
Escrows	\$0
Other Capitalized Reserves (list)	
	\$0
Reports, Studies & Related Work:	
Appraisal	\$5,350
Market Study	\$7,000
Environmental Reports	\$250,000
Capital Needs Assessment Report	\$0
Other (list)	
	\$0
Other Soft Costs:	
Tax Credit Fees - Application	\$3,000
Tax Credit Fees - Compliance	\$0
Tax Credit Fees - Allocation	\$378,556
Permits & impact fees - water, sewer, etc.	\$460,000
Cost Certification/Accounting fees	\$12,000
Lease-Up Period Marketing	\$418,032
Title Insurance and Recording	\$0
Capital Needs Assessment (rehab only)	\$0
Legal	\$125,000
Other (list)	
Soft Cost Contingency & Predevelopment Loan Costs	\$225,000
Developer Earned Fees & Expenses:	
Developer's Fee	\$11,150,000
Developer Overhead	\$0
Consultant Fees	\$0
Other fees (list)	
	\$0
Total Costs:	\$84,398,611

APPLICANT: **Wash Franklin, LLC**

3. PROJECT PROFORMA

Enter total Revenue and Expense information for the proposed project for a 30 year period.

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16
Gross Income	3,749,616	3,824,608	3,901,100	3,979,122	4,058,705	4,139,879	4,222,677	4,307,130	4,393,273	4,481,138	4,570,761	4,662,176	4,755,420	4,850,528	4,947,539	5,046,489
Less Vacancy/Bad Debt	187,481	191,230	195,055	198,956	202,935	206,994	211,134	215,357	219,664	224,057	228,538	233,109	237,771	242,526	247,377	252,324
Income from Non-Residential Use*	332,538	339,189	345,973	352,892	359,950	367,149	374,492	381,982	389,621	397,414	405,362	413,469	421,739	430,173	438,777	447,552
Total Revenue	3,894,673	3,972,567	4,052,018	4,133,058	4,215,720	4,300,034	4,386,035	4,473,755	4,563,230	4,654,495	4,747,585	4,842,537	4,939,387	5,038,175	5,138,939	5,241,717
Expenses:																
Office Expenses and Phone	66,365	68,356	70,407	72,519	74,694	76,935	79,243	81,621	84,069	86,591	89,189	91,865	94,621	97,459	100,383	103,395
Real Estate Taxes	447,987	461,427	475,269	489,527	504,213	519,340	534,920	550,968	567,497	584,521	602,057	620,119	638,722	657,884	677,621	697,949
Advertising, Accounting, Legal Fees	5,575	5,742	5,915	6,092	6,275	6,463	6,657	6,857	7,062	7,274	7,492	7,717	7,949	8,187	8,433	8,686
Payroll, Payroll Taxes and Benefits	273,610	281,818	290,273	298,981	307,950	317,189	326,705	336,506	346,601	356,999	367,709	378,740	390,102	401,806	413,860	426,275
Property Insurance	135,504	139,569	143,756	148,069	152,511	157,086	161,799	166,653	171,652	176,802	182,106	187,569	193,196	198,992	204,962	211,111
Mtc, Repairs and Mtc Contracts	147,685	152,116	156,679	161,379	166,221	171,207	176,344	181,634	187,083	192,695	198,476	204,431	210,563	216,880	223,387	230,088
Utilities (gas/electric/fuel/water/sewer)	221,439	228,082	234,925	241,972	249,232	256,708	264,410	272,342	280,512	288,928	297,595	306,523	315,719	325,191	334,946	344,995
Property Mgmt	107,040	110,251	113,559	116,965	120,474	124,089	127,811	131,646	135,595	139,663	143,853	148,168	152,613	157,192	161,908	166,765
Operating Reserve Pmt	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	66,900	68,907	70,974	73,103	75,297	77,555	79,882	82,279	84,747	87,289	89,908	92,605	95,383	98,245	101,192	104,228
Support Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)																
TE Bond Trustee	1,000	1,030	1,061	1,093	1,126	1,159	1,194	1,230	1,267	1,305	1,344	1,384	1,426	1,469	1,513	1,558
Asset Management Fee	11,150	11,485	11,829	12,184	12,549	12,926	13,314	13,713	14,124	14,548	14,985	15,434	15,897	16,374	16,865	17,371
Total Operating Expenses	1,484,255	1,528,783	1,574,646	1,621,886	1,670,542	1,720,658	1,772,278	1,825,446	1,880,210	1,936,616	1,994,715	2,054,556	2,116,193	2,179,679	2,245,069	2,312,421
Net Operating Income	2,410,418	2,443,784	2,477,372	2,511,173	2,545,177	2,579,376	2,613,757	2,648,309	2,683,021	2,717,879	2,752,870	2,787,981	2,823,195	2,858,497	2,893,870	2,929,296
Debt Service:																
First Mortgage	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Second Mortgage		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)																
First Mortgage (w/ 60 mo. IO period)	1,924,643	1,924,643	1,924,643	1,924,643	1,924,643	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674
AHF- Cash Flow	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472
Total Debt Service	2,047,115	2,047,115	2,047,115	2,047,115	2,047,115	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147
Total Annual Cash Expenses	3,531,370	3,575,898	3,621,761	3,669,000	3,717,657	3,948,805	4,000,425	4,053,593	4,108,357	4,164,763	4,222,861	4,282,703	4,344,340	4,407,825	4,473,216	4,540,568
Total Net Operating Income	363,303	396,669	430,257	464,058	498,063	351,229	385,610	420,162	454,874	489,732	524,724	559,834	595,048	630,350	665,723	701,150
Debt Service Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Deferred Developer Fee	363,303	396,669	430,257	464,058	498,063	351,229	385,610	420,162	454,874	489,732	524,724	559,834	595,048	630,350	665,723	701,150
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
AHF City Interest Loan	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

*Including commercial tenants, laundry facilities, vending machines, parking spaces, storage spaces or application fees.

DCR Hard Debt	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
DCR Total Debt	1.18	1.19	1.21	1.23	1.24	1.16	1.17	1.19	1.20	1.22	1.24	1.25	1.27	1.28	1.30	1.31

Assumptions

Vacancy Rate	5.0%	*Please list all fees (per unit per month) and non-residential income:	Laundry: 70% of units at \$45/mo totaling \$84,240 Internet: 75% of units \$55/mo totaling \$110,220 Parking: 68 stalls at \$150/mo totaling \$122,400 Pet Fees: \$15 of units at \$50/mo totaling \$19,800
Annual Increase Income	2.0%		
Annual Increase Expenses	3.0%		
Other			

APPLICANT:

Wash Franklin, LLC

3. PROJECT PROFORMA (cont.)

Enter total Revenue and Expense information for the proposed project for a 30 year period.

	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	Year 25	Year 26	Year 27	Year 28	Year 29	Year 30
Gross Income	5,147,419	5,250,368	5,355,375	5,462,482	5,571,732	5,683,167	5,796,830	5,912,767	6,031,022	6,151,642	6,274,675	6,400,169	6,528,172	6,658,736
Less Vacancy/Bad Debt	257,371	262,518	267,769	273,124	278,587	284,158	289,842	295,638	301,551	307,582	313,734	320,008	326,409	332,937
Income from Non-Residential Use*	456,503	465,633	474,946	484,445	494,134	504,017	514,097	524,379	534,867	545,564	556,475	567,605	578,957	590,536
Total Revenue	5,346,552	5,453,483	5,562,552	5,673,803	5,787,279	5,903,025	6,021,086	6,141,507	6,264,337	6,389,624	6,517,417	6,647,765	6,780,720	6,916,335
Expenses:														
Office Expenses and Phone	106,496	109,691	112,982	116,371	119,863	123,458	127,162	130,977	134,906	138,954	143,122	147,416	151,838	156,393
Real Estate Taxes	718,888	740,454	762,668	785,548	809,114	833,388	858,389	884,141	910,665	937,985	966,125	995,109	1,024,962	1,055,711
Advertising, Accounting, Legal Fees	8,946	9,215	9,491	9,776	10,069	10,371	10,682	11,003	11,333	11,673	12,023	12,384	12,755	13,138
Payroll, Payroll Taxes and Benefits	439,064	452,236	465,803	479,777	494,170	508,995	524,265	539,993	556,193	572,879	590,065	607,767	626,000	644,780
Property Insurance	217,444	223,967	230,686	237,607	244,735	252,077	259,640	267,429	275,452	283,715	292,227	300,994	310,023	319,324
Mtc, Repairs and Mtc Contracts	236,991	244,101	251,424	258,967	266,736	274,738	282,980	291,469	300,213	309,220	318,496	328,051	337,893	348,029
Utilities (gas/electric/fuel/water/sewer)	355,345	366,005	376,985	388,295	399,943	411,942	424,300	437,029	450,140	463,644	477,553	491,880	506,636	521,836
Property Mgmt	171,768	176,921	182,228	187,695	193,326	199,126	205,100	211,253	217,590	224,118	230,842	237,767	244,900	252,247
Operating Reserve Pmt	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Replacement Reserve Pmt	107,355	110,576	113,893	117,310	120,829	124,454	128,187	132,033	135,994	140,074	144,276	148,604	153,062	157,654
Support Services	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)														
TE Bond Trustee	1,605	1,653	1,702	1,754	1,806	1,860	1,916	1,974	2,033	2,094	2,157	2,221	2,288	2,357
Asset Management Fee	17,892	18,429	18,982	19,552	20,138	20,742	21,365	22,005	22,666	23,346	24,046	24,767	25,510	26,276
Total Expenses	2,381,794	2,453,247	2,526,845	2,602,650	2,680,730	2,761,152	2,843,986	2,929,306	3,017,185	3,107,700	3,200,931	3,296,959	3,395,868	3,497,744
Net Operating Income	2,964,758	3,000,235	3,035,708	3,071,153	3,106,550	3,141,874	3,177,100	3,212,202	3,247,153	3,281,924	3,316,485	3,350,806	3,384,852	3,418,591
Debt Service:														
First Mortgage	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Second Mortgage	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other (List)														
First Mortgage (w/ 60 mo. IO period)	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674	2,105,674
AHF- Cash Flow	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472	122,472
Total Debt Service	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147	2,228,147
Total Annual Cash Expenses	4,609,940	4,681,394	4,754,992	4,830,797	4,908,876	4,989,298	5,072,133	5,157,452	5,245,332	5,335,847	5,429,078	5,525,106	5,624,015	5,725,891
Total Net Operating Income	736,611	772,089	807,561	843,007	878,403	913,727	948,953	984,055	1,019,006	1,053,777	1,088,339	1,122,659	1,156,705	1,190,444
Debt Service Reserve	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Deferred Developer Fee	736,611	772,089	131,031	0	0	0	0	0	0	0	0	0	0	0
Cash Flow	0	0	676,530	843,007	878,403	913,727	948,953	984,055	1,019,006	1,053,777	1,088,339	1,122,659	1,156,705	1,190,444
AHF City Interest Loan	0	0	676,530	843,007	878,403	102,061	0	0	0	0	0	0	0	0

*Including laundry facilities, vending machines, parking spaces, storage spaces or application fees.

	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
DCR Hard Debt														
DCR Total Debt	1.33	1.35	1.05	1.00	1.00	1.35	1.43	1.44	1.46	1.47	1.49	1.50	1.52	1.53

Assumptions

Vacancy Rate	5.0%
Annual Increase Income	2.0%
Annual Increase Expenses	3.0%
Other	



Recent LIHTC Development Experience

	Property Name	Location	Units	Scope	Construction Costs	Total Dev Costs	Type of Occupancy	Rent Subsidy	Financing	Financial Closing	Completion	Bear Role
1	Arbor Green	Kenosha, WI	48	Rehab	\$1.8 million	\$5.4 million	General	<i>S8 HAP Contract</i>	9% LIHTC, 1st mortgage	Sep-11	Aug-12	Owner, Developer and GC
2	Silvercrest	Silver Lake, WI	36	Rehab	\$1.4 million	\$4.1 million	Senior & General	<i>S8 HAP Contract</i>	9% LIHTC, 1st mortgage	Sep-11	Aug-12	Owner, Developer and GC
3	Residences on Main	Twin Lakes, WI	24	New Constr	\$2.9 million	\$4.5 million	Senior	None	9% LIHTC, 1st mortgage debt, brownfield grant, TIF	Nov-12	Oct-13	Owner, Developer and GC
4	Meadows of Mill Creek	Salem, WI	24	New Constr	\$2.7 million	\$3.7 million	General	None	9% LIHTC, 1st mtg, Gateway loan	Nov-12	Oct-13	Owner, Developer and GC
5	Fox Crossing	Burlington, WI	24	New Constr	\$3.3 million	\$5.1 million	General	None	9% LIHTC, 1st mtg, AHP grant, brownfield grant, TIF	Dec-13	Nov-14	Owner, Developer and GC
6	700 Lofts	Milwaukee, WI	49	Adaptive Reuse	\$5.4 million	\$8.0 million	General	None	9% LIHTC, 1st mtg, AHP, HTC	Jun-14	Jul-15	Owner, Developer and GC
7	5 th Avenue Lofts	Kenosha, WI	60	New Constr	\$8.2 million	\$11.4 million	General	None	9% LIHTC, 1st mtg, brownfield, AHP grant, TIF	Dec-14	Jan-15	Owner, Developer and GC
8	Layton Square	Cudahy, WI	57	New Constr	\$9.3 million	\$11.9 million	General	None	9% LIHTC, 1st mtg, AHP grant, Citibank Aff Hsg Sub Loan	Dec-15	Jan-17	Owner, Developer and GC
9	Central Park Towers	Elgin, IL	164	NC & Rehab	\$20.2 million	\$33.1 million	Senior	<i>RAD- PBRA</i>	9% LIHTC, 1st mtg. IAHTC proceeds, seller loan	Dec-15	Mar-16	General Contractor
10	Fox Crossing II	Burlington, WI	32	New Constr	\$4.0 million	\$5.3 million	Senior	None	9% LIHTC, 1st mtg, AHP grant, Citibank Aff Hsg Sub Loan	Feb-16	Jan-17	Owner, Developer and GC
11	Willis Avenue	Perry, IA	38	New Constr	\$4.4 million	\$6.4 million	General	None	9% LIHTC, 1st mtg, Citibank Aff Hsg Sub Loan, IA Brownfield & Workforce CR	Feb-16	Jan-17	Owner, Developer and GC
12	Family Ct Townhomes	Elgin, IL	74	Rehab	\$5.1 million	\$16.8 million	General	<i>RAD- PBRA</i>	4% LIHTC, tax-exempt bonds, 1st mtg, seller loan, IAHTC proceeds	Jun-16	Jul-17	Co-Owner, Co-Developer and GC
13	River's Edge Townhomes	Elgin, IL	30	Rehab	\$2.5 million	\$7.7 million	General	<i>RAD- PBV</i>	4% LIHTC, tax-exempt bonds, 1st mtg, seller loan, IAHTC proceeds, HOME	Jul-17	Nov-17	Owner, Developer and GC
14	Fulton Commons	Fulton, IL	40	New Constr	\$6.9 million	\$9.3 million	General	<i>25% IHDA Rental Assistance</i>	9% LIHTC, 1st mortgage	Sep-17	Sep-18	Owner, Developer and GC
15	Novation Senior Commons	Madison, WI	60	New Constr	\$7.7 million	\$11.2 million	Senior	None	4% LIHTC, 1st mortgage, HOME, TIF	Jul-17	Jul-18	Owner, Developer and GC
16	Scenic View	Slinger, WI	48	Rehab	\$2.1 million	\$4.8 million	General & Senior	<i>RAD- PBRA</i>	9% LIHTC, seller loan, AHP grant via FHLBC	Sep-17	Sep-18	Co-Owner, Developer and GC
17	VMC Lofts	Kenosha, WI	60	Adaptive Reuse	\$11.6 million	\$16.6 million	General	None	4% LIHTC, state/federal historic CR, 1st mtg, HOME, AHP, environmental grants	Dec-17	Jun-19	Owner, Developer and GC
18	Chelsea Senior Commons	Sugar Grove, IL	40	New Constr	\$8.6 million	\$10.1 million	Senior	None	4% LIHTC, 1st mortgage, HOME, IAHTC, FRAHC	Aug-18	Sep-19	Co-Owner, Developer and GC
19	Eva Manor	Pleasant Prairie, WI	50	New Constr	\$6.7 million	\$9.5 million	General & Senior	None	9% LIHTC, AHP Grant, TIF, 1st mortgage	Jul-18	Jul-19	Owner, Developer and GC
20	Whitetail Ridge	Paddock Lake, WI	60	New Constr	\$8.1 million	\$10.5 million	General & Senior	None	9% LIHTC, AHP Grant, TIF, 1st mortgage	Jul-18	Dec-19	Owner, Developer and GC
21	Lawson & Montgomery Homes	Eatonton, GA	114	Rehab	\$6.6 million	\$15.8 million	General & Senior	<i>RAD- PBRA</i>	4% LIHTC, GA 4% LIHTC, tax-exempt bonds, 1st mtg, seller loan, AHP Grant	Sep-18	Jun-20	Owner, Developer and GC
22	Lincolnwood Estates	Springfield, IL	28	Rehab	\$2.3 million	\$5.4 million	General	<i>RAD- PBV</i>	4% LIHTC, tax-exempt bonds, IL IAHTC 1st mtg, seller loan, AHP Grant	May-19	Jun-20	Co-Owner, Developer and GC
23	Meadows of Mill Creek II	Salem, WI	36	New Constr	\$6.2 million	\$8.4 million	General	None	9% LIHTC, AHP Grant, 1st mortgage	May-19	Jul-20	Owner, Developer and GC
24	Artisan Village	Fitchburg, WI	169	New Constr	\$20.3 million	\$32.7 million	General w/ Mixed Income	None	State of WI 4% and Federal 4%, TIF, WHEDA Capital Magnet Funds, 1st Mortgage	Apr-19	Dec-20	Owner, Developer and GC
25	The Vista @ Creekside	Pleasant Prairie, WI	140	New Constr	\$17.6 million	\$25.4 million	General w/ Mixed Income	None	State of WI 4% and Federal 4%, WHEDA Soft Funds, 1st Mortgage	Jun-19	Dec-20	Owner, Developer and GC
26	Geneseo Senior Commons	Geneseo, IL	40	New Constr	\$7.5 million	\$10.8 million	Senior	None	9% LIHTC, 1st mortgage, IHDA Trust Fund	Nov-19	Feb-21	Owner, Developer and GC
27	Parkview Commons	Somers, WI	96	New Constr	\$15.5 million	\$21.1 million	General & Senior	None	State of WI 4% and Federal 4%, WHEDA Soft Funds, 1st Mortgage, AHP Grant	Dec-19	Apr-21	Owner, Developer and GC
28	Frame Park Commons	Waukesha, WI	72	New Constr	\$10.8 million	\$16.5 million	General	None	State of WI 4% and Federal 4%, HOME, CDBG, 1st Mortgage, AHP Grant & TIF	Dec-19	May-21	Owner, Developer and GC
29	Barwell Manor	Waukegan, IL	120	NC/Rehab	\$23.5 million	\$43.6 million	General & Senior	<i>RAD PBRA & S18 PBV</i>	4% LIHTC, tax-exempt bonds, 1st mtg, seller loan, IAHTC proceeds, HOME	Mar-20	Dec-22	Co-Owner, Developer and GC
30	McCormick Place	Fort Wayne, IN	94	Rehab	\$9.5 million	\$20.8 million	General	<i>RAD PBV & S18 PBV</i>	4% LIHTC, tax-exempt bonds, 1st mtg, seller loan	Aug-20	Dec-22	Co-Owner, Developer and GC
31	Geneseo Townhomes	Geneseo, IL	40	New Constr	\$7.5 million	\$10.8 million	General	None	9% LIHTC, 1st mortgage, IHDA Trust Fund	Dec-20	Sep-22	Owner, Developer and GC
32	Union Court	Kenosha, WI	111	New Constr	\$18.1 million	\$25.9 million	General & Senior	None	State of WI 4% and Federal 4%, WHEDA Soft Funds, 1st Mortgage, TIF, AHP Grant	Feb-21	Aug-22	Owner, Developer and GC
33	Chevy Chase	O'Fallon, IL	52	Rehab	\$4.1 million	\$8.7 million	General	<i>S8 HAP Contract</i>	State of IL Donation credits, FHA 221(d)(4), AHP Grant	Apr-21	Dec-22	Owner, Developer and GC



Recent LIHTC Development Experience

	Property Name	Location	Units	Scope	Construction Costs	Total Dev Costs	Type of Occupancy	Rent Subsidy	Financing	Financial Closing	Completion	Bear Role
34	Bristol Commons	Bristol, WI	48	New Constr	\$8.3 million	\$11.3 million	General & Senior	None	9% LIHTC, AHP Grant, 1st mortgage	Jul-21	Sep-22	Owner, Developer and GC
35	Taft Redevelopment-4%	Peoria, IL	60	New Constr	\$15.8 million	\$25.2 million	General & Senior	RAD PBRA & S18 PBV	4% LIHTC, tax-exempt bonds, 1st mtg, seller loan, IAHTC proceeds, Capital Funds, HOME, AHP	Sep-21	Mar-24	Co-Owner, Developer and GC
36	Taft Redevelopment-9%	Peoria, IL	82	New Constr	\$16.4 million	\$25.4 million	General & Senior	RAD PBRA & S18 PBV	9% LIHTC, 1st mtg, seller loan, Capital Funds, AHP	Sep-21	Mar-24	Co-Owner, Developer and GC
37	Armory Terrace	Waukegan, IL	50	Rehab	\$13.2 million	\$24.8 million	General	RAD PBRA & S18 PBV	4% LIHTC, tax-exempt bonds, 1st mtg, seller loan, HOME, AHP	Nov-21	Jul-23	Co-Owner, Developer and GC
38	Millbrook Townhomes	Cherry Valley, IL	60	New Constr	\$13.9 million	\$18.7 million	General	None	9% LIHTC, IHDA Soft Loan, 1st mortgage	Jun-22	Dec-23	Owner, Developer and GC
39	402 Flats	Madison, WI	54	New Constr	\$10.4 million	\$18.5 million	General	None	4% LIHTC, tax-exempt bonds, 1st mtg, sub-debt & seller note	Nov-22	Apr-24	Owner, Developer and GC
40	Michigan Street Commons	Milwaukee, WI	99	New Constr	\$17.8 million	\$29.7 million	General	None	4% LIHTC (Fed + WI), tax-exempt bonds, 1st mtg & AHP	Dec-22	May-24	Owner, Developer and GC
41	Bayview Apartments	Superior, WI	64	Rehab	\$10.9 million	\$21.5 million	General	RAD PBRA	4% LIHTC (Fed + WI), tax-exempt bonds, 1st mtg & AHP	Sep-23	Dec-24	Co-Owner, Developer and GC
42	Catlin Apartments	Superior, WI	136	Rehab	\$21.6 million	\$44.3 million	General	RAD PBRA	4% LIHTC, tax-exempt bonds, 1st mtg & AHP	Nov-23	Sep-25	Co-Owner, Developer and GC
43	The Corliss	Milwaukee, WI	576	New Constr	\$119.4 million	\$239.3 million	General	None	4% LIHTC, tax-exempt bonds, 1st mtg, NHTF, MMSD Grant & TIF	Dec-23	Dec-26	Owner, Developer and GC
44	Madison Park Place	Springfield, IL	150	Rehab	\$20.6 million	\$50.2 million	General	RAD PBV & S18 PBV	4% LIHTC, tax-exempt bonds, 1st mtg, seller loan, HOME, AHP	Dec-23	Aug-25	Co-Owner, Developer and GC
45	Ravine Terrace	Waukegan, IL	98	Rehab + New Constr	\$28.5 million	\$59.7 million	Senior	RAD PBRA & S18 PBV	4% LIHTC, tax-exempt bonds, 1st mtg, seller loan, HOME, AHP	May-24	Oct-26	Co-Owner, Developer and GC
46	The Intersect	Madison, WI	192	New Constr	\$39.8 million	\$70.0 million	General	None	4% LIHTC, tax-exempt bonds, 1st mtg, TIF & DWHF	Jul-24	Apr-26	Owner, Developer and GC
47	East National Flats	Milwaukee, WI	140	New Constr	\$33.4 million	\$51.3 million	General	None	4% LIHTC (Fed + WI), tax-exempt bonds, 1st mtg, sponsor note, BCRLF & TIF	Jul-24	Mar-26	Owner, Developer and GC
48	New Holland Apartments	Danville, IL	44	Rehab	\$10.5 million	\$17.4 million	General	None	4% LIHTC, tax-exempt bonds, IAHTC, Federal HTC, seller loan, IHDA Trust Fund, AHP	Nov-24	Dec-25	Owner, Developer
49	Hillside Apartments	Eatonton, GA	50	New Constr	\$12.0 million	\$16.1 million	Senior	S8 PBV	GA 9% LIHTC, Federal 9% LIHTC, sponsor note	Nov-24	Dec-25	Co-Owner, Developer
50	McHenry Senior Commons*	McHenry, IL	40	New Constr	\$13.0 million	\$19.6 million	Senior	S8 PBV	9% LIHTC, 1st mtg, & seller note	Apr-25	May-26	Owner, Developer and GC

Total 4,073 \$677.9 million \$1,184.3 million

Market Rate Developments												
1	Market Square	Somers, WI	280	NC	\$33.2 million	\$37.6 million	General	None	Owner equity, 1st mortgage, TIF	Feb-16	Nov-17	Owner, Developer and GC
2	Lofts 2	Kenosha, WI	44	NC	\$5.2 million	\$6.3 million	General	None	Owner equity, 1st mortgage, TIF	Dec-16	Nov-17	Owner, Developer and GC
3	The Mariner	St Francis, WI	221	NC	\$33.1 million	\$39.1 million	General	None	Owner equity, 1st mortgage, City Loan, TIF	Mar-18	Jun-20	Owner, Developer and GC
4	Market Square Phase II	Somers, WI	50	NC	\$6.2 million	\$8.3 million	General	None	Owner equity, 1st mortgage, TIF	Oct-18	Oct-19	Owner, Developer and GC
5	The Oaks	Union Grove, WI	60	NC	\$9.9 million	\$11.0 million	General	None	Owner equity, 1st mortgage, TIF	Aug-21	Oct-22	Owner, Developer and GC

Total 655 \$87.6 million \$102.3 million

Total 4,728 \$765.5 million \$1,286.6 million

*Currently in the financial closing process

CDA Housing, Inc. Overview (<https://cdahousing.org/>)

General Background. CDA Housing, Inc. ("Clean Decent Affordable" a.k.a. CDA) received its confirmation of its 501(c)(3) status from the IRS on May 15, 2015. Its mission is to provide decent, safe, and sanitary housing and other assistance related to affordable, low-income housing and basic human needs for decent shelter. Initial its mission was limited to MI but then it was expanded to all states where CDA is authorized to transaction business which includes MI, WI, and IL. Since its inception, CDA's Board of Directors has been working to identify opportunities to partner with experienced developers in order to further its mission. CDA's real strength is the depth and committed involvement of its Board of Directors who have significant experience in the development and management of affordable housing.

The Directors have a great breadth and depth in affordable housing knowledge due to its experience having served in various capacities as outlined below. CDA leverages the experience of its directors to enter into strategic partnerships with developers to provide housing to low-income residents and ensure existing low-income development are preserved.



President. The president of CDA, Don Richards, holds his Associates Degree in Science, Bachelor of Science in Management, and MBA in Administration, along with a Project Management Certificate. Don was formerly the CEO of Kathy Richards Management, which owned and managed 35 low-income properties throughout WI, IL, IN, MI and OH which were funded through a variety of HUD and USDA RD programs. He was then a regional manager for the Woda Group, covering properties throughout Wisconsin; subsequent to this he was a manager of Gateway Towers a property owned and managed by Commonbond Communities and finally a site manager and maintenance tech for the Pinewood and Range View Apartments. Additionally Don has held several elected positions in the City of Hurley and Iron County.

Directors. A new board of directors was established in August 2017 as a shift was made to focus on building partnerships with developers to undertake LIHTC transactions.



Damon Duncan- Mr. Duncan has over 27 years of experience in affordable housing. He is the principal owner of Clesia Ventures, a minority owned real estate development and affordable housing consulting firm specializing in mixed-finance, mixed-use, elderly and multi-family development. In addition, Damon is the Chief Executive Officer for the Montgomery Housing Authority in Montgomery, AL where he oversees an operation that consists of development, property management and housing choice voucher administration. Damon also serves as the president of Fox River Affordable Housing Corporation where he oversees the development efforts of the Housing Authority of Elgin, IL.

Over the span of his career, Damon has closed numerous transactions of affordable housing utilizing HUD programs that include, Rental Assistance Demonstration, Capital Fund Recovery Grants and HOPE



www.bearproperty.com

4015 80th Street, Kenosha, WI 53142
262-697-9616

Bear Property Management, Inc. is Kenosha's largest locally operated full-service property management firm and has consistently ranked in the top 20 Milwaukee Area Residential Property Management Firms. Bear specializes in asset management, facilities management, and in-house property management of market rate and LIHTC residential apartment communities, retail, office, and industrial properties in various states. Bear also offers homeowner association management services for neighborhoods and communities of all sizes. Bear's multi-state management portfolio of new construction, adaptive reuse, and renovated buildings across a portfolio of over 2,500 apartment homes in over 30 communities and 50+ commercial properties in 12 states. Bear's dedicated team is committed to customer service and will always go the extra mile to assure your satisfaction. Bear's overall goal is to make your life easier, by providing the services you need and want to manage your business, maintain regulatory compliance, and grow your investments.

ACHIEVEMENTS

- Over 35 years of property management experience, including over 10 years of Low-Income Housing Tax Credit management, offering residential, commercial and association management.
- In the top 20 Milwaukee-Area Residential Property Management Firms
- Consistent annual portfolio average of over 97% occupancy.
- Favorable local, state agency and federal HUD inspection ratings.

PROFESSIONAL EXPERIENCE

LEASING AND ADMINISTRATIVE

- Partnered with Real Page (Affordable Projects) and AppFolio (Conventional Projects) property management software systems to track accounting, compliance, payments, leasing, and maintenance solutions.
- Achieve stabilization benchmarks
- Promptly respond to owner and tenant requests
- Review annual property liability/fire insurance policy and premium
- Marketing the property
- Qualify all applications
- Prepare maintenance and lease documents and amendments
- Enforce rules and regulations to adhere to all fair housing laws

ACCOUNTING AND FINANCIAL REPORTING

- Collect and deposit rents, security deposits, and other income
- Track delinquencies and send rent reminders
- Serve 5-day notices and follow through with eviction, only if necessary
- Process security deposit reconciliations
- Prepare monthly, quarterly, and annual operating statements
- Budget plan and analysis
- Full accounts payable service
- Payment of mortgage, if applicable

INTEGRATED MANAGEMENT OPERATIONS

- **Asset Management**
 - Financial monitoring
 - Performance review and benchmarking analysis
-

2025 Affordable Rental Housing Development-Tax Credit RFP

Supplemental Application Questions

Wash Franklin, LLC | Bear Development
1 S Franklin Apartments

Response Submission Due Date: September 26, 2025 @ NOON

Instructions to Applicants:

Please respond briefly and succinctly to the questions below, in-line, unless otherwise specified (e.g. if additional documentation is requested), with a maximum 1/3 page response per question. Use this Word document to record your answers and return this completed document to cddapplications@cityofmadison.com with cc: to mfrater@cityofmadison.com. Please refrain from submitting additional documentation not specifically requested at this time or using alternative formats.

Questions:

A. Geographic Eligibility/Proposed Site

1. No additional questions.

B. Planning Principles & Consistency

1. No additional questions.

C. Unit Mix & Affordability

1. Further describe the rationale for parking costs of \$150 per month, and whether this cost may pose a barrier to access for lower-income tenants of the development.

The parking cost of \$150 per month is consistent with what nearby multifamily housing developments (market & affordable) and what the City of Madison parking garages charge for parking. The proposed development at 1 S Franklin has 68 parking stalls because we only expect a small portion of the residents to be car dependent. We anticipate most residents will not have cars as we are located downtown and on a BRT line. In the event there are more residents with cars than we have spaces available, there are ample City operated parking garages (referenced above) in the area that residents may lease from within a reasonable distance of the development.

2. Identify which source is used in your Utility Allowance calculations.

The utility allowance calculations are from a Utility Allowance Engineering Study for a similar, nearby project that Bear recently developed at 402 W Wilson Street. The engineering study considers property specifics such as location, unit sizes, building type, wall assemblies, and mechanical systems as well as local utility rates to calculate the most accurate utility allowance possible for each unit. The engineering studies are then updated annually after the project is placed in service to include current information each year (this is primarily updating to align with changes in utility rates, as the building design elements mentioned prior do not change unless a renovation or replacement occurs). The engineering study for this project is in progress and underwriting will be updated if the final values are different than anticipated.

D. Property Management

1. What % FTE will onsite property management be at the property?

We anticipate onsite staffing will include one full-time Manager, one full-time Leasing Agent, and two full-time Maintenance Techs. A total of four full-time employees assigned solely to this development. In addition, Bear Property Management will have a floating Supportive Service Coordinator that will have set hours at the site each week which are expected to be roughly (8) hours per week. An Area Property Manager and Area Lead Tech will also oversee the property.

2. Which hours do you anticipate onsite property manager will be available at the property?

Standard hours will be 8:30-5:00pm Monday-Friday. There will also be Saturday hours during lease-up and peak renewal periods.

3. What % FTE and hours do you anticipate the Maintenance staff will be on-site? 100% 7:00am-3:30pm Monday-Friday. On-call 24/7 for emergencies. We anticipate staffing two full-time maintenance techs.

4. Confirm your acceptance of language in the Draft Loan Agreement (on RFP website) that limits rent increases on lease renewals to no more than 2% annually.

Confirmed

5. Confirm your acceptance of language that limits non-renewals of rental agreements only to cases on serious lease violations, or a repeated pattern of minor violations.

Confirmed

6. Please contextualize the annual turnover rate of 38% for onsite staff in 2024. Is this turnover rate typical when compared to industry standards? What are your standard operating procedures for covering onsite staffing in event of a vacancy?

The turnover rate for onsite staff is in line with national averages for the property management industry. In the event of a vacancy, we would utilize staffing from another nearby site, our roving manager/maintenance tech, as well as temporary agency staffing to cover the opening until hired. Bear has management staff in place in Madison already and will have additional staff in place after our project at 808 Melvin is completed in April 2026, which allow us to backfill staffing vacancies quickly.

Articles with figures on property management staff turnover:

https://www.multifamilydive.com/news/maintenance-worker-employee-retention/694130/?utm_source=chatgpt.com

https://snappt.com/blog/multifamily-employee-turnover-rate/?utm_source=chatgpt.com

E. Supportive Housing Units

1. Question 41 details anticipated increased costs of training and staffing related to the increased veteran units. Please clarify – these increased costs represent additional staffing and training for property management staff?

Correct. This budget line item is to provide additional resources to onsite staff to be able to better serve residents of the homeless/supportive units. Bear will also staff a Supportive Service Coordinator that will serve residents across our entire portfolio, and this figure is inclusive of the anticipated payroll allocation to this project for this position.

F. Sustainability & Resilience

1. The City requires awardees to continue working with Focus on Energy's New Construction Energy Design Assistance throughout the building design process as described in Attachment A. The City will incorporate commitments into the term sheet.
 - a. Please attach the Preliminary or Final Bundle Requirements Document (BRD). If for some reason a Preliminary BRD is not yet available, provide an update on the status.
Attached
 - b. What percentage of projected Energy Use Intensity (EUI) savings calculated over baseline energy code is anticipated?
The current bundle selection results in EUI savings of 16%. Please see explanation below as a further explanation of the building's efficiency.
 - c. What is the highest feasible Bundle Level to which this project can commit?
This project is committed to achieve a National Green Building Standard (NGBS) Net Zero Certification, which is recognized by WHEDA as a top stretch goal for LIHTC developments. To achieve net zero energy certification, the project will be designed to very high "green" standards. To the extent the building itself does not achieve a net-zero impact, we will purchase renewable energy credits as an offset (as required by the NGBS program) so the building achieves a net zero energy certification.

Compliance with NGBS Net Zero is the primary driver in the building's design as it relates to energy efficiency (as these are more stringent requirements than Focus on Energy). The Focus on Energy bundle selection was made early in the design process before NGBS Net Zero was selected. Should this explanation not alleviate any concerns over the building's design and efficiency, the development team is open to revisiting the bundle selection made with Focus on Energy.
2. The initial proposal did not meet RFP requirements for inclusion of a PV array. Please provide further detail to your response provided in question 50, such that the City can further determine potential infeasibility of a photovoltaic system. You may provide additional attachments of roof design, communication with MGE, or other supporting documentation.
The roof is occupied by air conditioning condensers and a green roof system that is set back from the edge of the roof by approximately 10-15 feet throughout which is a safety and screening requirement. Best design practice for solar panels is that they be set back 10 feet from the roof edge for safety purposes and at least 4 feet from mechanical equipment for access which does not leave space to efficiently lay out a panel array on the roof.

Although we are not pursuing solar, we are aiming to achieve an extremely high energy standard by meeting the National Green Building Standard (NGBS) Net Zero standard. This is a "green" standard that is recognized by WHEDA as a top stretch goal for LIHTC developments.

Additionally, based on early feedback that MG&E and at the advice of Gregg May with the City of Madison, due to the project location solar is not a good fit. MGE will not accept excess energy going to the grid and may require additional equipment to be purchased that will increase project costs and extend pay back.

Due to all of these factors, our energy consultants felt the best way to achieve maximum “green” standards was to do a top of line green roof system for stormwater management and construct the building to meet the NGBS Net Zero program. If the City feels strongly that a PV array is a necessity to meet its “green” standards, we will work with the City to determine the feasibility.

See attached roof plan with approximate dimensions and sustainability email detailing MG&E requirements.

G. Design & Accessibility

1. The initial proposal did not meet RFP requirements for minimum number of units meeting universal design standards. Please confirm your proposal will commit to this requirement. Resubmit any other answers which this change effects in the application, and in the budget workbook. The project is committed to installing WHEDA Universal Design features in 20% of the units, which is 45 units total. With the substantial overall unit count, the 45 units with Universal Design features is an outsized impact when looked at on a gross basis as opposed to a percentage basis. Our experience is that the Universal Design features are not desirable to many prospective tenants and make the units much less marketable overall and providing more Universal Design units than committed to with WHEDA may have a negative impact.

2. The initial proposal did not meet RFP requirements for inclusion of an interior or exterior playspace onsite. Please confirm your proposal will commit to this requirement. Resubmit any other answers which this change effects in the application.

The development is workforce housing targeted towards young professionals looking for an affordable place to rent downtown. All of the units are one bedroom (88%) and two bedrooms (12%) and we do not anticipate a large number of children residing at the project. The project is located 5 blocks from the Capitol in one of the city’s most urban neighborhoods and as such, the building has been designed to maximize the number of affordable units and align with planning and zoning standards. Adding an exterior play space on site would significantly reduce the number of units that could be provided, which we do not think is a good result. The development is sandwiched between James Madison Park (0.30 miles to the NW) and the Capital City Trail along Lake Monona (0.30 miles to the SE). These are two of the very best outdoor amenities the City of Madison has to offer, and provide phenomenal opportunities for recreation.

Due to the focus on workforce housing units, we focused our amenity space on amenities serving our targeted population including a community room, fitness, co-working/meeting space and an expansive bike storage and maintenance room. We are committed to working with the City to further address the lack of an onsite play space if this explanation does not alleviate the City’s concerns.

H. Development Team & Financing

1. Please resubmit a budget workbook that shows the correct terms in the proforma for the City’s Cash Flow Note (30-year amortization period, 16-year term).

Attached

2. Anticipated credit pricing appears on the high end of what would be expected. Please detail your confidence in your approach to pricing credits and how you arrived at this estimate.

The credit pricing of \$0.86 in the workbook is based on feedback from a national syndicator that is proposing an agency (Fannie Mae or Freddie Mac) equity investment for the project. The federal government recently doubled the investment targets for Fannie and Freddie which means they now

have a much greater appetite, and we have closed LIHTC deals with this same syndicator/investor combination. In the event that this equity execution does not move forward, Bear would work to source additional gap funds for the project. Bear has several LIHTC equity proposals in hand and is fully confident that the project is executable and we will continue to work to source the best combination of debt, equity and soft funds to close the project, of which City AHF is a critical component.

- 3. Please describe your assumptions for ongoing operating expenses, which are listed as less than 45% of ongoing revenues. Are you confident in being able to provide quality management at this cost based on past developments?**

Expenses as a percentage of revenue are generally lower for the development when compared to other LIHTC projects as the development will utilize the average income set-aside and is in a high rent location. This results in expenses as a lower percentage of revenue. Additionally, with Bear Development and Bear Property Management's integration, a management fee of \$40 per unit per month is charged, which is equal to approximately 2.7% of EGI for this project. If this were adjusted to a market management fee of 6% of EGI, it would increase the expenses as a percentage of revenue by 3.3%.

In general, the expense assumptions are based on Bear's portfolio of over 4,000 LIHTC units, and the assumptions have been further curated based on a property specific analysis of staffing needs, location and building type. We are confident that we have budgeted adequately to provide a quality experience for our residents.

APPLICANT & PROJECT NAME:

Wash Franklin, LLC- 1 S Franklin

1. CAPITAL BUDGET

Enter ALL proposed project funding sources.

FUNDING SOURCES

Source	Amount	Non-Amortizing (Y/N)	Rate (%)	Term (Years)	Amort. Period (Years)	Annual Debt Service
Permanent Loan-Lender Name:						
TBD Lender	\$ 31,295,000	Y	6.15%	18	40	\$2,105,674
Subordinate Loan 1-Lender Name:						
Sponsor Note (+accrued interest)	\$ 1,280,000	N	12.00%	30	30	\$0
Subordinate Loan 2-Lender Name:						
Tax Exempt Loan-Bond Issuer:						
City Request (AHF, HOME, TIF)						
AHF- Cash Flow	\$ 2,500,000	Y	2.75%	16	30	\$122,472
Subordinate TIF Loan-Lender Name:						
City of Madison	\$ 1,666,000	N	0.00%	30	30	\$0
AHP Loan (List FHLB):						
Dane County AHDF:						
Other-Specify Lender/Grantor:						
AHF- Deferred	\$ 2,500,000	Y	0.00%	30	30	
Other-Specify Lender/Grantor:						
Tax Credit Equity	\$ 32,552,651					
Historic Tax Credit Equity (Fed and/or State)	NA					
Deferred Developer Fees	\$ 9,570,515					
Owner Investment	\$ 100					
Other-Specify:						
Bond Reinvestment Income & Preconversion	\$ 3,025,475					
Total Sources	\$ 84,389,741					

Do you plan on submitting an application for TIF?

Yes

Construction Financing			
Source of Funds	Amount	Rate	Term (Months)
Construction Loan 1-Lender Name:			
TBD Lender (Tax-Exempt)	\$ 31,295,000	6.15%	36
Construction Loan 2-Lender Name:			
TBD Lender (Taxable)	\$ 23,000,000	6.75%	36
Construction Loan 3-Lender Name:			
Construction Loan 4-Lender Name:			
Bridge Loan-Lender Name:			
Housing Tax Credit Equity:			

Historic Tax Credit Equity:			
Other-Specify:			
Total	\$	31,295,000	

Estimated pricing on sale of Federal Tax Credits:

\$ 0.86

Estimated pricing on sale of State Tax Credits:

NA

(if applicable)

Remarks Concerning Project Funding Sources:

The development is utilizing non-competitive 4% LIHTC & tax-exempt bonds and has received a tax-exempt bond volume cap reservation from WHEDA. The 1st mortgage is a construction to permanent tax exempt loan that will be fully funded during construction. The loan will be drawn down on to fund project costs but undrawn bond proceeds will be invested in securities to provide a source of funds to the development which is shown in the capital stack as bond reinvestment income. \$1,115,000 is projected as the bond reinvestment income.

APPLICANT:

Wash Franklin, LLC

2. PROJECT EXPENSES

Enter the proposed project expenses

Acquisition Costs	Amount
Land	\$6,550,000
Existing Buildings/Improvements	\$0
Other (List)	
	\$0

Construction:

Construction/Rehab Costs	\$40,165,395
E - Equipment & Furnishings	\$0
F - Special Construction & Demolition	\$0
Accessory Buildings	\$0
Personal Property/FF&E	\$390,250
Site Work Costs (on-site & off-site)	\$2,275,417
Landscaping	\$0

Contractor Fees:

General Requirements	\$2,122,041
Construction Overhead	\$891,257
Construction Profit	\$2,272,705
Construction Supervision	\$0

Contingency Funds:

Construction Contingency	\$2,386,341
Other Contingency	\$0

Construction Period Expenses/Soft Costs:

Construction Loan Origination Fee	\$542,950
Construction Loan Credit Enhancement/LOC	\$0
Cost of Bond Issuance	\$469,425
Bridge Loan Fees and Expenses	\$0
Construction Loan Interest	\$9,320,000
Construction Loan Origination Fee	\$0
Construction Period Real Estate Taxes	\$250,000
Title and Recording	\$96,000
Builder's Risk/Property Insurance	\$596,585
Temporary Relocation Assistance	\$0
Permanent Relocation Assistance	\$0
Other Interim/Construction Costs (list)	

Underwriting Fee / Constr Monitoring Fee / Bond Couns	\$182,000
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Permanent Financing Expenses:

Permanent Loan Origination Fee	\$31,295
Credit Enhancement	\$0
Other Permanent Loan Fees	\$15,000
Legal Fees - Real Estate	\$85,000

Architectural & Engineering:

Architect - Design	\$1,068,200
Architect - Supervision	\$238,775
Engineering	\$0
Survey	\$44,950
Other Architect/Engineering (list)	

<---

If applicable, please list the costs attributable to "above and beyond" green building/Net Zero construction components included in the Construction Costs line item:

Total Cost:

Additional air sealing/Category 1 thermal in \$612,555

Energy Star Ranges/Energy Start Bath Fans/Watersense fixtures

High Efficiency Furnaces/Duct Seals/LED Lighting

Geotech / Sustainable Design Consultant / UA Study	\$123,087
Syndication Fees & Expenses:	
Organizational Fees	\$55,000
Other Syndication Costs (list)	
	\$0
Capitalized Reserves:	
Operating Reserve	\$1,193,000
Replacement Reserve	\$0
Lease-Up Reserve	\$0
Debt Service Reserve	\$0
Capital Needs Reserve	\$0
Other Reserves	\$0
Escrows	\$0
Other Capitalized Reserves (list)	
	\$0
Reports, Studies & Related Work:	
Appraisal	\$5,350
Market Study	\$7,000
Environmental Reports	\$250,000
Capital Needs Assessment Report	\$0
Other (list)	
	\$0
Other Soft Costs:	
Tax Credit Fees - Application	\$3,000
Tax Credit Fees - Compliance	\$0
Tax Credit Fees - Allocation	\$378,556
Permits & impact fees - water, sewer, etc.	\$460,000
Cost Certification/Accounting fees	\$12,000
Lease-Up Period Marketing	\$418,032
Title Insurance and Recording	\$0
Capital Needs Assessment (rehab only)	\$0
Legal	\$125,000
Other (list)	
Soft Cost Contingency & Predevelopment Loan Costs	\$225,000
Developer Earned Fees & Expenses:	
Developer's Fee	\$11,150,000
Developer Overhead	\$0
Consultant Fees	\$0
Other fees (list)	
	\$0
Total Costs:	\$84,398,611

Wash Franklin, LLC

Enter total Revenue and Expense information for the proposed project for a 30 year period

Enter total Revenue and Expense information for the proposed project for a 30 year period

*Including commercial tenants, laundry facilities, vending machines, parking spaces, storage spaces or application fees.

Assumptions		
Vacancy Rate	5.0%	*Please list all fees (per unit per month) and non-residential income:
Annual Increase Income	2.0%	
Annual Increase Expenses	3.0%	
Other		

Laundry: 70% of units at \$45/mo totaling \$84,240
Internet: 75% of units \$55/mo totaling \$110,220
Parking: 68 stalls at \$150/mo totaling \$122,400
Pet Fees: \$15 of units at \$50/mo totaling \$19,800

Wash Franklin, LLC

Enter total Revenue and Expense information for the proposed project for a 30 year period

Enter total Revenue and Expense information for the proposed project for a 30 year period

*Including laundry facilities, vending machines, parking spaces, storage spaces or application fees.

Assumptions	
Vacancy Rate	5.0%
Annual Increase Income	2.0%
Annual Increase Expenses	3.0%
Other	