



Merchant Place Apartments
Madison Wi



Northpointe Development

Who are we?

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

Highly regarded developer and long-term owner.

Vision Statement:

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

Mission Statement:

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

Marion Road Oshkosh, WI

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



Our Team



Callan Schultz is a founder and partner of both Keystone and Northpointe Development, he has been active in the development of multi-family housing since 1999. Callan formed Keystone Development, LLC in 1999 and later started Northpointe Development with Andy Dumke in 2011. Throughout his career, he has built over 3,500 units of multi-family housing throughout the states of Wisconsin, Michigan, Ohio, and Iowa.



Andrew Dumke is a founder and partner of both Alliance and Northpointe Development, he has been active in many aspects of the real estate industry since 1993. Andy spent most of his career developing commercial real estate with Alliance Development – Andy expanded his portfolio to multi-family with the establishment of Northpointe Development. Andy has found great synergies between the sectors – specifically when it comes to master development planning and collaborating with municipalities. Alliance Development has developed over \$200mm in real estate.



Sean O'Brien is a partner of Northpointe Development, he has been involved with housing and community development for over 15 years. Prior to Northpointe, Sean worked at the Wisconsin Housing and Economic Development Authority (WHEDA) for 14 years. The last 6 years of which he was the Director of Commercial Lending. As Director, Sean led the development of Wisconsin's Affordable Housing Policy and allocation of the Low-Income Housing Tax Credit Program. For five years, Sean has served on the Community Investment Advisory Council for the Federal Home Loan Bank of Chicago.



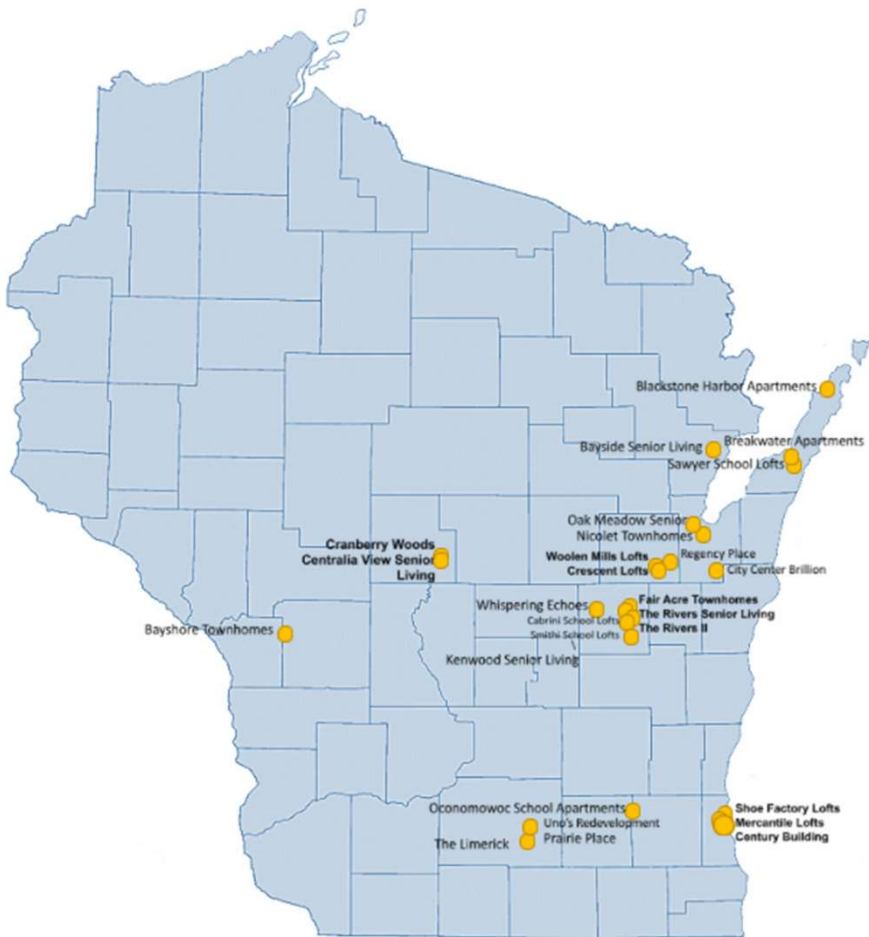
Jake Victor is Vice President of Development for Northpointe Development, he began his career at WHEDA. Jake was tasked with allocating the state's Housing Tax Credit programs, originating multifamily loans, and overseeing Wisconsin's National Housing Trust Fund Program. Jake successfully originated over \$140mm in lending activity (14 developments) for affordable housing and was deeply involved with more than 30 LIHTC transactions.

About DreamLane Real Estate



- WI Residential and Commercial Real Estate Broker
- 12+ years Real Estate and Property Management Experience
- Certified Minority-Owned Business Enterprise by the State of Wisconsin Department of Administration for Real Estate Sales, Investment, Development, and Consultation
- Passion for urban development and redevelopment projects
- City of Fitchburg, WI Planning Commission Planner (2017-2020)





MERCANTILE LOFTS-
36 Units Market Rate/Office/Commercial
611 West National Avenue, Milwaukee, WI



PIZZERIA UNOS
SITE REDEVELOPMENT

7601 Mineral Pt Rd
Madison, WI 53719





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NORTHPOINTE DEVELOPMENT

WEST VERONA AVE. VERONA, WISCONSIN

RENDERED PERSPECTIVE

NOVEMBER 03, 2020







kba

knothe • bruce
ARCHITECTS

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ISSUED

PROJECT TITLE

**Odana Road
Site Concept**

**Northpointe
Development**

Odana Rd, Madison

SHEET TITLE
**First Floor Plan /
Site Plan**



LOOKING NORTH





LOOKING NORTH-EAST





LOOKING SOUTH-EAST





Merchant Place Apartments

Project details

- Overall Unit mix
 - 14 Studio units
 - 64 one-bedroom/one bath units
 - 20 two-bedroom/two bath units
 - 26 three-bedroom/two bath units
 - Rents ranging from \$561-1850/ month
- Retail Commercial Space Available
 - Approximately 1000 Sq Ft Community Service Facility
 - 3400-4000 Sq Ft available for local business
 - Targeted towards existing tenants that have all shown varying interest in staying on at new location
- Significant Green Space
 - On-site stormwater management
 - Mitigate future heavy rain events
 - On-site amenities including playground area, patio and picnic area, Grill Station and fire pit.

- Parking
 - 110 underground
 - 44 surface
 - 154 total
 - Access to public transportation (Metro & Proposed BRT)
- Green building
 - Focus on Energy Design Assistance Program
 - Enterprise Green Build Certification
 - Roof top solar panels on apartment building
 - Bike parking on-site and in the underground parking garage
 - BCycle Stations and E-Bike Memberships for Tenants
- Building Amenities
 - On-site management/ controlled entry
 - Community room/ fitness room/ parcel room
 - Large outdoor patio
 - In unit washer/ dryer/ dishwasher included
 - Internet included
- Total Development Cost estimated \$40 million

Merchant Place Apartments

Tax Credits and Timeline

- Workforce Housing- meaning housing priced affordably to the workforce in an area
- Northpointe intends to compete for 4% Fed and State Housing Tax Credits from WHEDA
 - Credits are sold to an investor which generates equity for the project.
 - In return for the credits, a portion of the units have income and rent caps
 - Northpointe Development will be the long-term owner
- Units targeted to households earning 30-80% of county median
 - \$27,690-\$73,840 two-person households
 - \$34,590-\$92,240 four-person households
- Approximately 20% of the units will set aside at 30% CMI and 20% of the Affordable units will be three bedrooms. Additionally, 20% of the units will be targeted to veterans and households in need of supportive services.
 - MOU with Middleton Outreach Ministries (MOM)

- Timeline
 - **August 2022-** Neighborhood meeting
 - **September-** Madison Affordable Housing Fund selections
 - **December 2022-** Apply for WHEDA Tax Credits
 - **April 2023-** WHEDA Announcements
 - **May 2024 -** Acquire site and Construction begins
 - **February 2025-** Lease up
 - **July 2025-** Occupancy/ move-in

Merchant Place Apartments

Unit Mix & Sources and Uses

| <u>INCOME</u> | <u>Unit Type</u> | <u>Units</u> | <u>Rent</u> |
|----------------|------------------|--------------|-------------|
| <i>30% CMI</i> | | | |
| | Studio | 8 | \$561 |
| | 1 Bedroom | 11 | \$598 |
| | 2 Bedroom | 3 | \$714 |
| | 3 Bedroom | 3 | \$821 |
| <i>50% CMI</i> | | | |
| | Studio | 4 | \$965 |
| | 1 Bedroom | 26 | \$1,030 |
| | 2 Bedroom | 3 | \$1,233 |
| | 3 Bedroom | 17 | \$1,421 |
| <i>80% CMI</i> | | | |
| | Studio | 2 | \$1,150 |
| | 1 Bedroom | 27 | \$1,250 |
| | 2 Bedroom | 14 | \$1,500 |
| | 3 Bedroom | 6 | \$1,850 |
| Gross Rental | | <u>124</u> | |

| Sources and Uses | |
|----------------------------------|---------------------|
| Merchant Place Apartments | |
| First Mortgage | \$12,250,000 |
| FED LIHTC Equity | \$16,093,551 |
| State LIHTC Equity | \$5,471,453 |
| City of Madison AHF | \$2,500,000 |
| Dane County AHDF | \$1,600,000 |
| Deferred Developer Fee | \$2,497,752 |
| TOTAL SOURCES OF FUNDS | <u>\$40,412,757</u> |
| Construction & Acquisition | \$30,970,847 |
| Construction Contingency | \$1,393,542 |
| Architectural & Engineering | \$383,400 |
| Interim Construction Costs | \$1,218,000 |
| Financing Fees & Expenses | \$247,500 |
| Soft Costs | \$5,282,500 |
| Operating Reserves | \$916,967 |
| TOTAL USES OF FUNDS | <u>\$40,412,757</u> |

Merchant Place Apartments

Summary of Benefits and City Priorities

- Mixed Use Building in newly published Odana Area Plan
 - Community Service Facility
 - Small Local Retailers
- Permanent affordability
- Excellent Proximity to Amenities
 - Near BRT and multiple bus lines
 - Grocery, retail, health care
 - Close to Elementary, Middle, & High school
- Large Family affordable units
 - 20% of the units 3-BR
 - 76% of the 3-BR at or below 50% CMI
- Significant Sustainability Features
 - PV Solar
 - Energy Efficient Design and Materials
- Over 20% of the units at 30% of CMI
- Integrated Supportive Housing
 - Partnership with Middleton Outreach Ministry to provide service coordination and services
 - Housing individuals and families currently on the Coordinated Entry List
- Co-development and co-ownership by an emerging developer and minority owned business
- West Madison Affordable Housing Development
- Highly competitive score under previous QAP with flexibility to respond to changes made under new QAP when published

Questions?

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